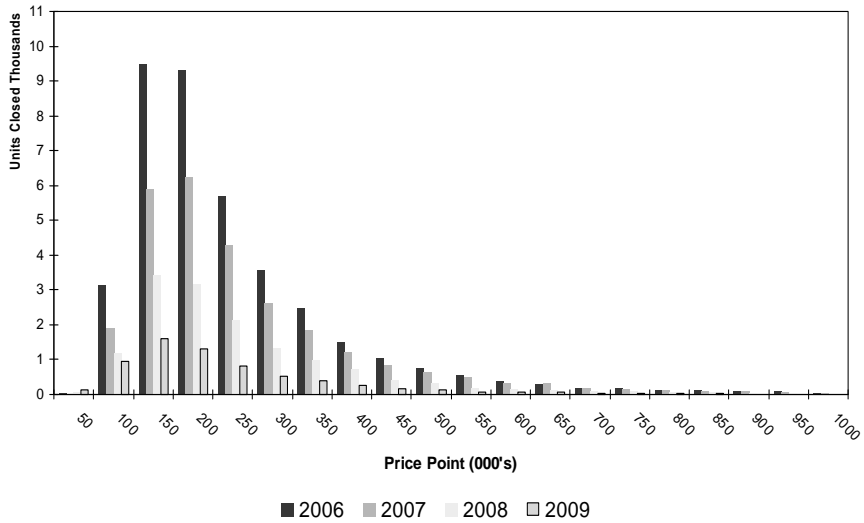
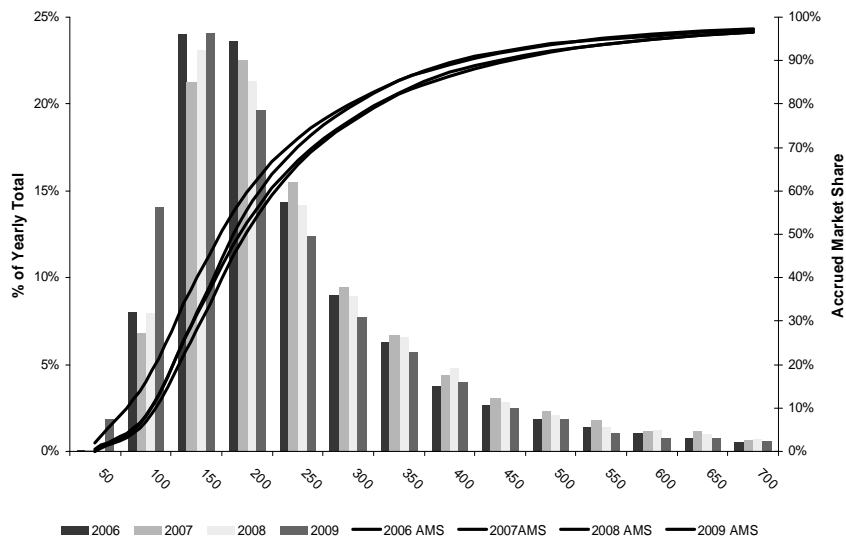


Price Point Trending - New Construction SFD



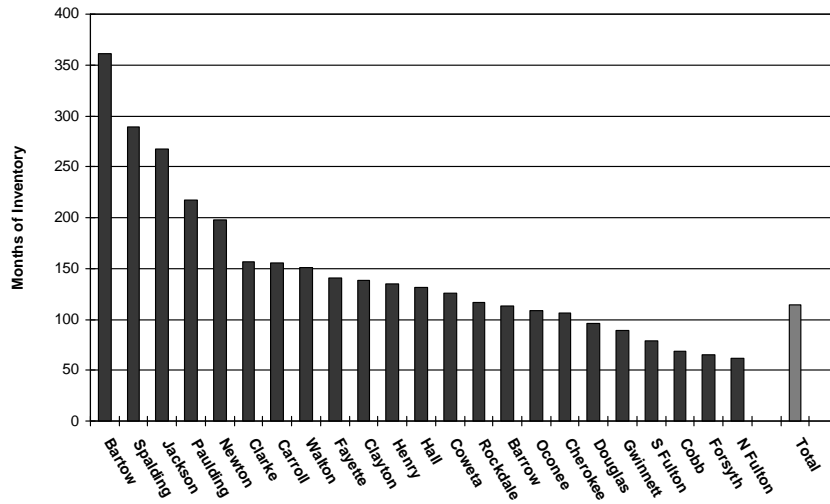
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Price Point Trending - New Construction SFD



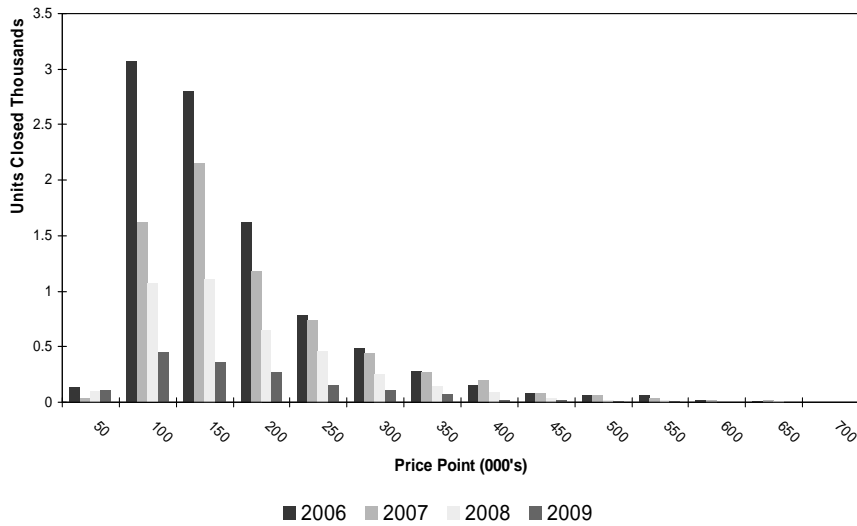
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Lot Supply Trending



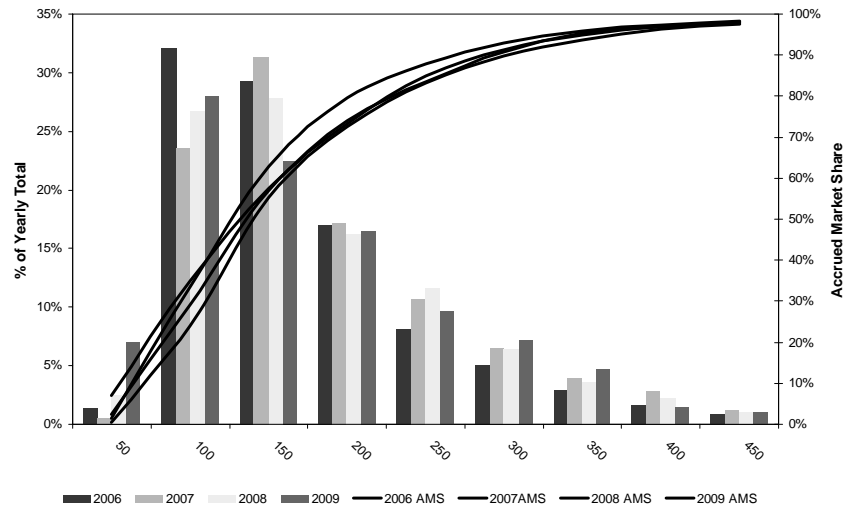
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Price Point Trending - New Construction TH



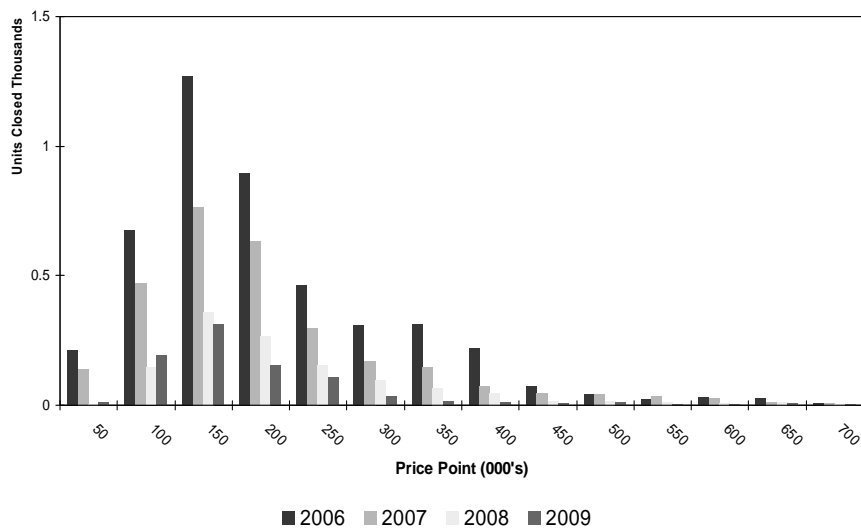
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Price Point Trending - New Construction TH



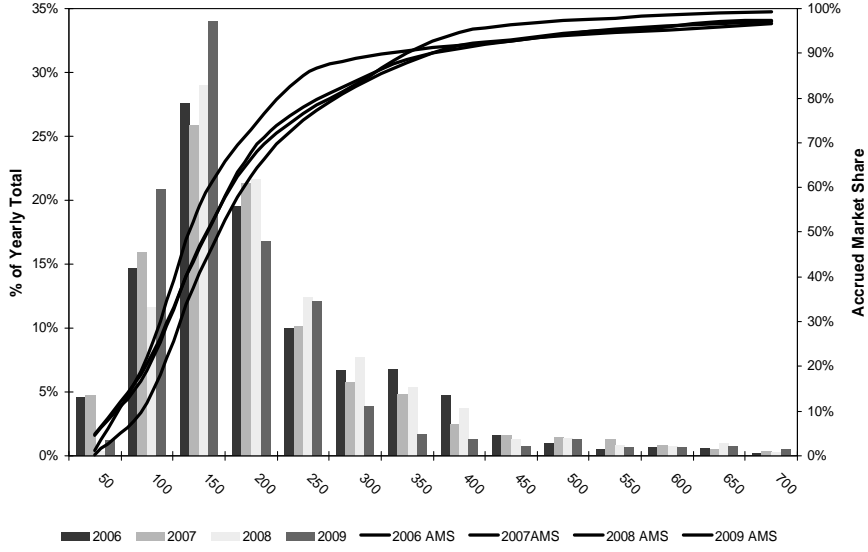
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Price Point Trending - New Construction CD



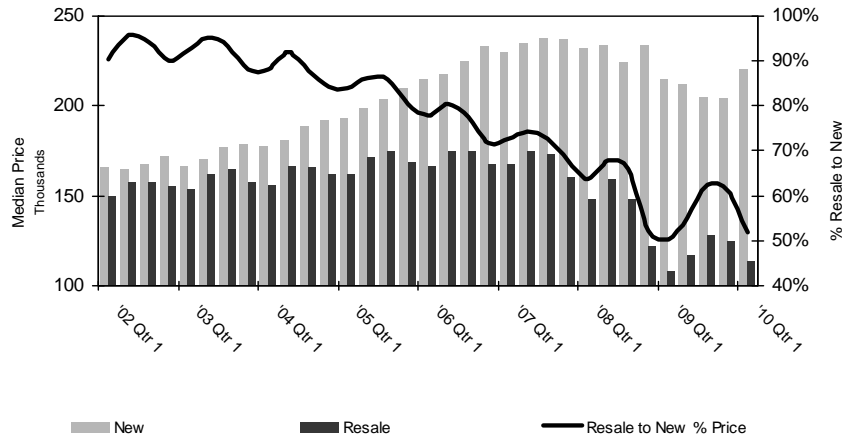
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Price Point Trending - New Construction CD



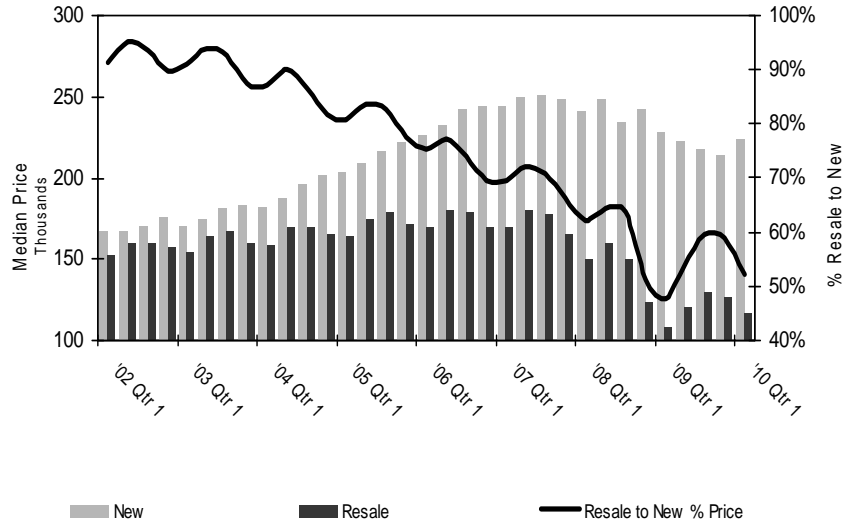
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Median Price Total



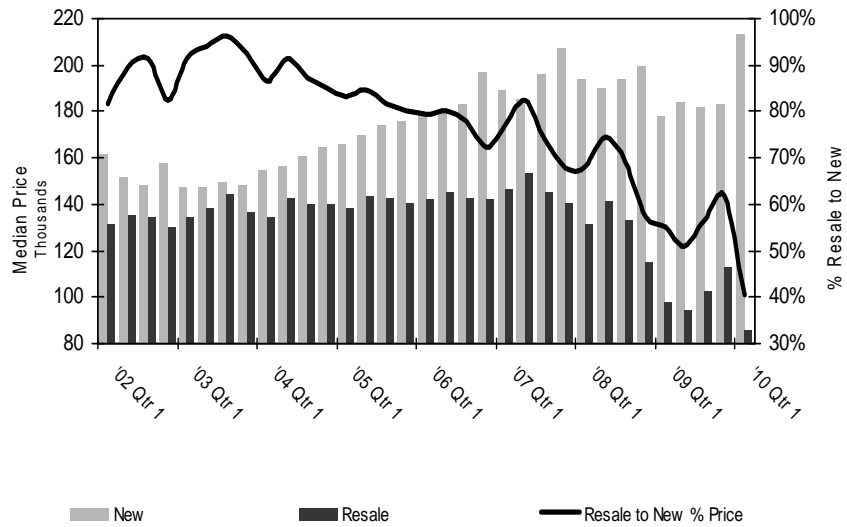
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Median Price Detached



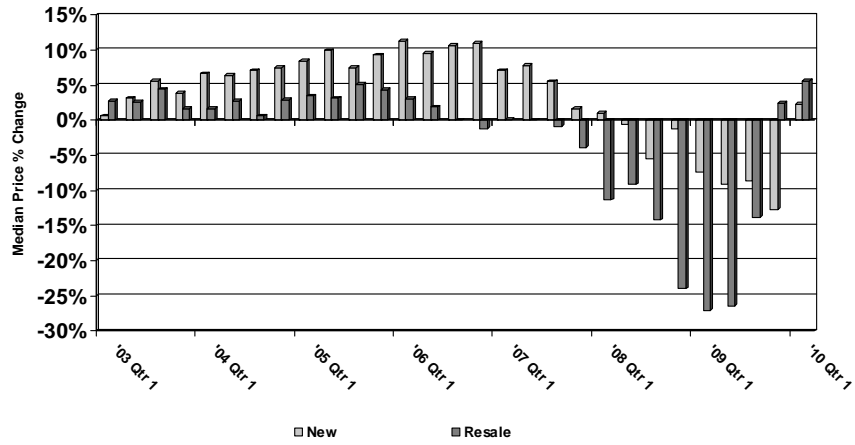
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Median Price Attached



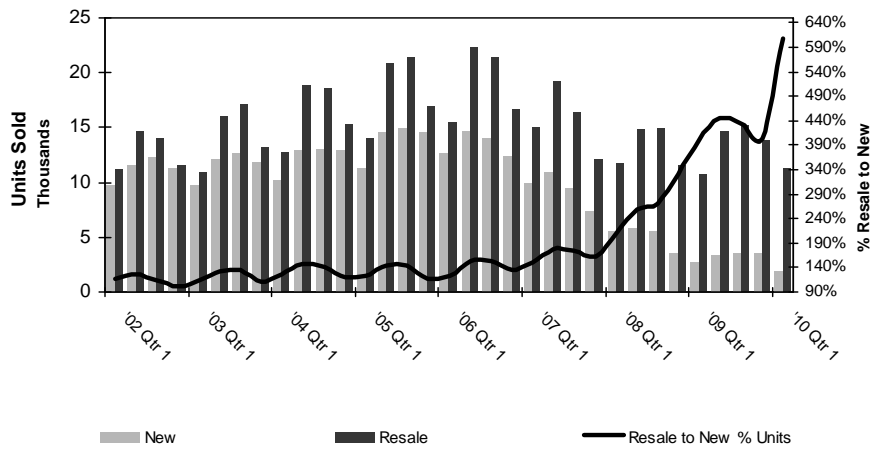
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Total Median Price Year to Year % Change



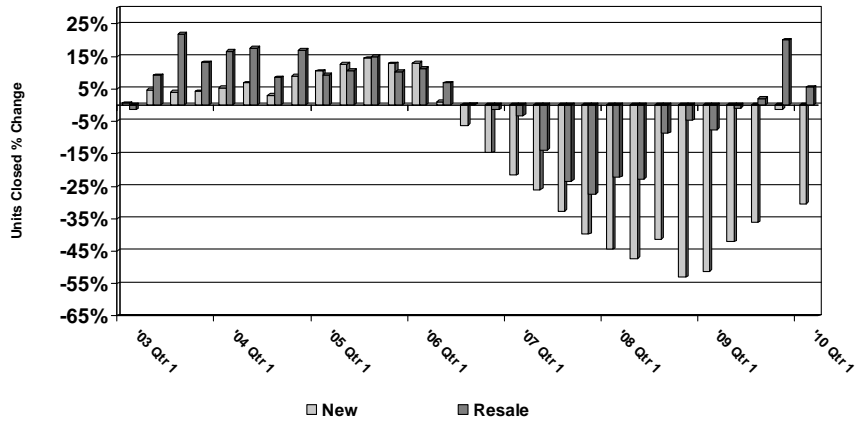
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Units Closed Total



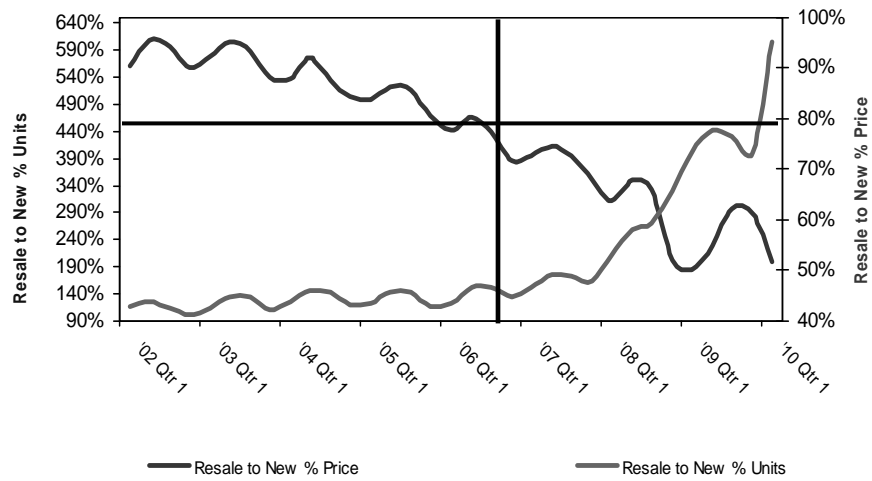
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Total Units Closed Year to Year % Change



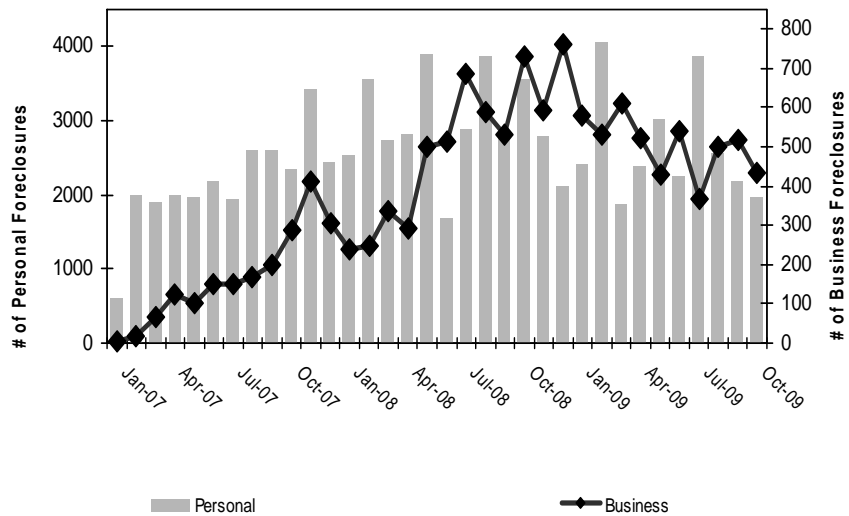
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Radical Change in Price Results in Radical Change in Demand



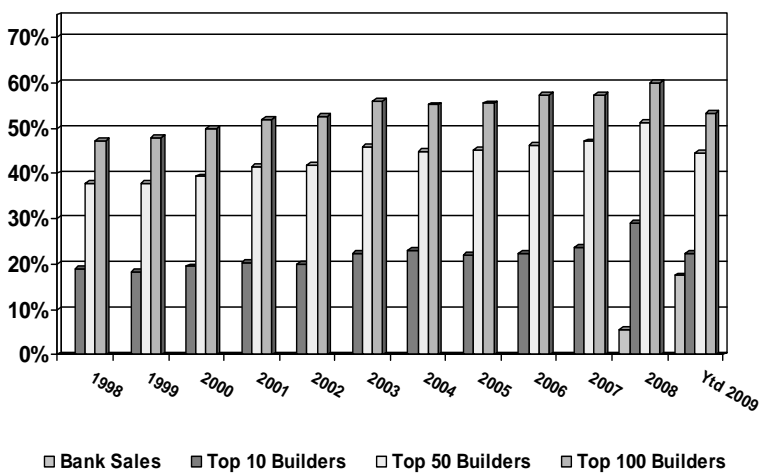
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Foreclosures by Month Units



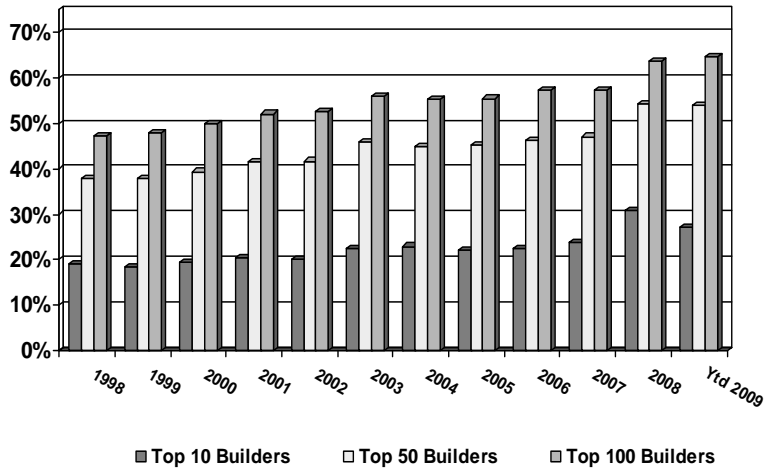
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Top Builders Market Share Including Bank Sales



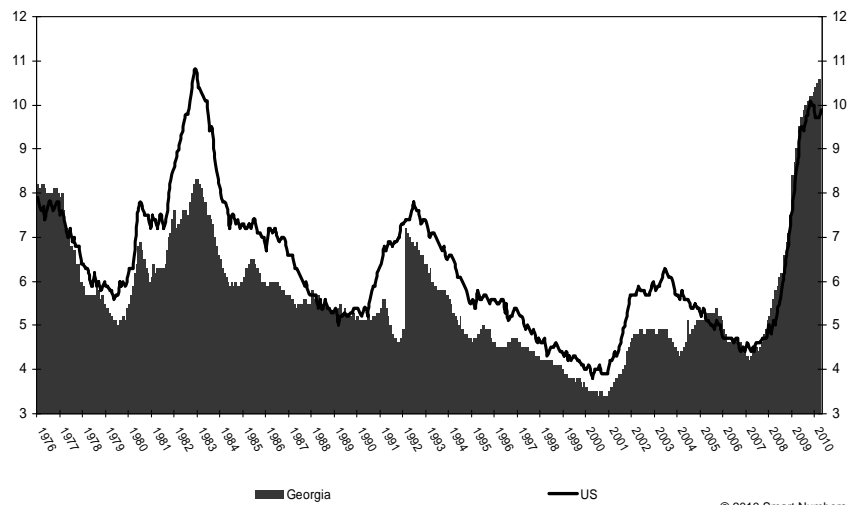
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Top Builders Market Share Excluding Bank Sales



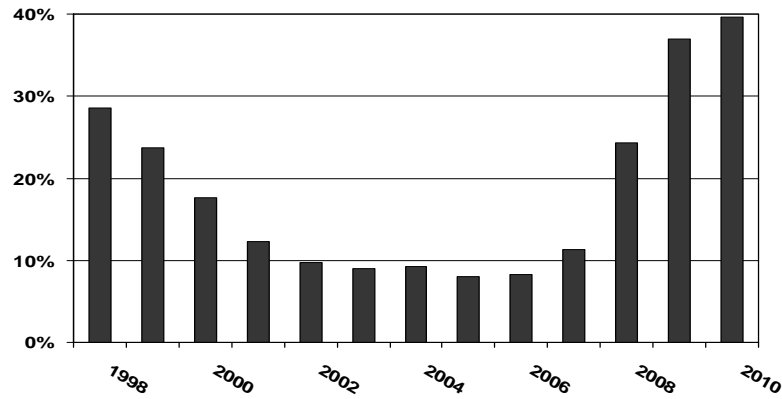
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Unemployment Rate 1976 – April 2010



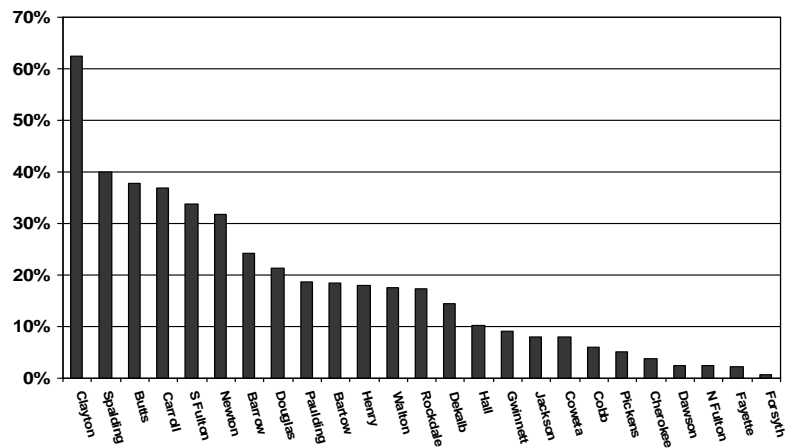
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Percent of Closings Under \$100,000



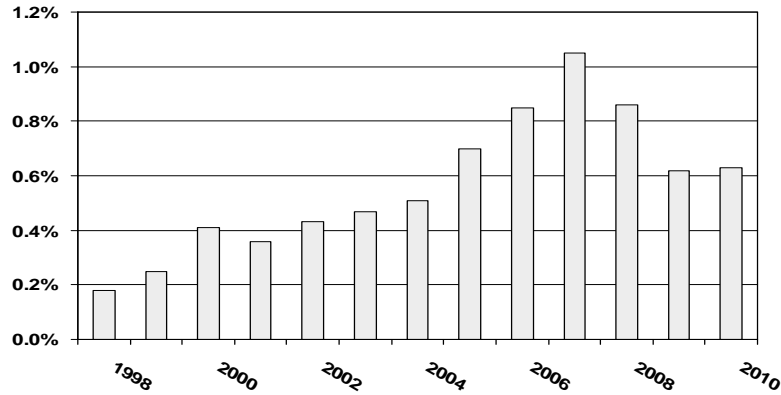
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Percent of Closings Under \$100,000 by County



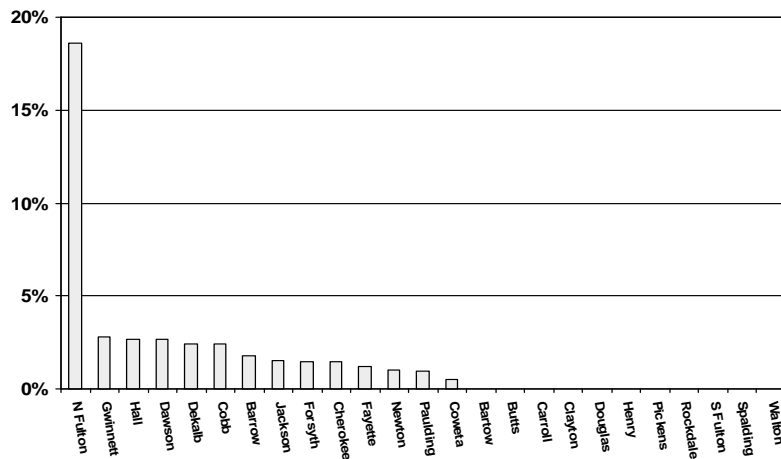
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Percent of Closings Over \$1,000,000



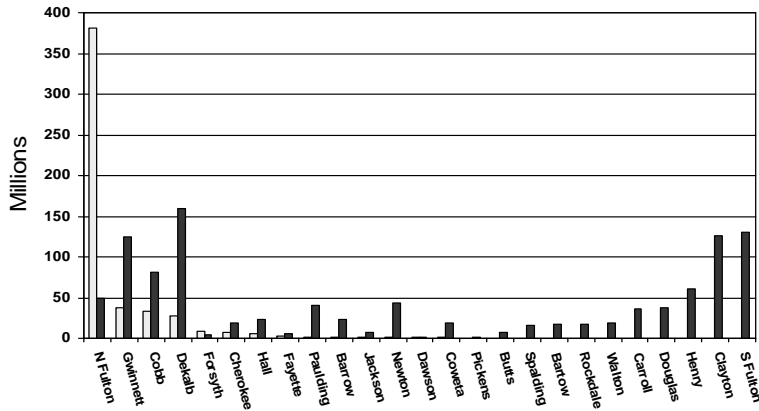
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Percent of Closings Over \$1,000,000 by County



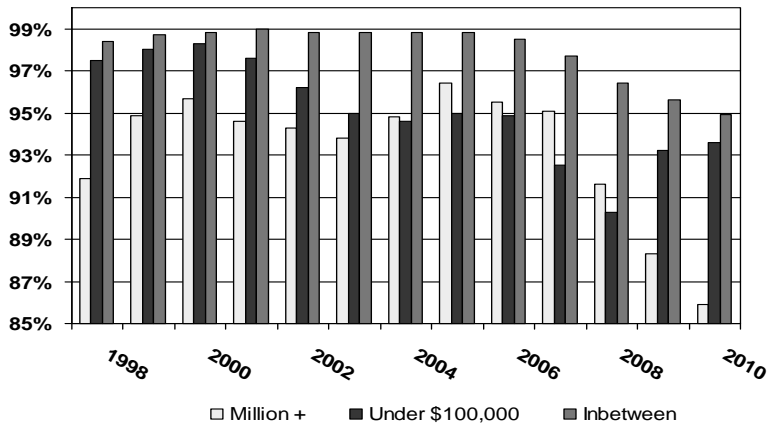
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2009 Closing Volume by County



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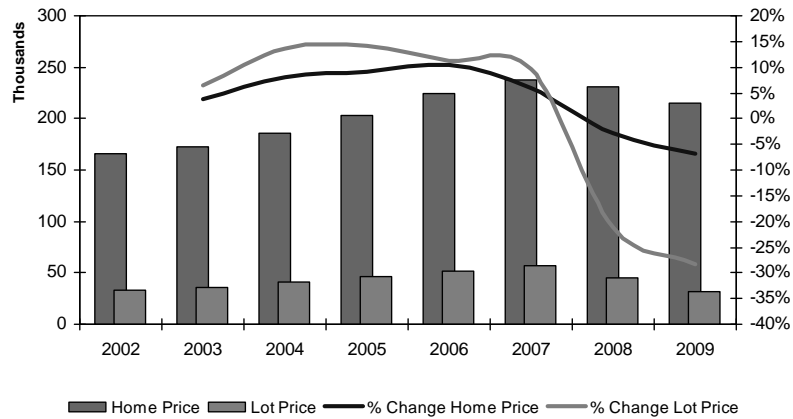
Sales Price to List Price



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Lot Price Increase vs. Home Price Increase

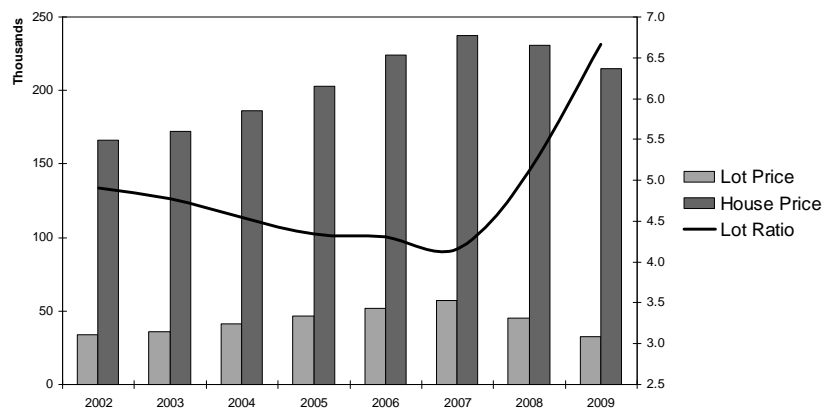
Median Lot & Home Price



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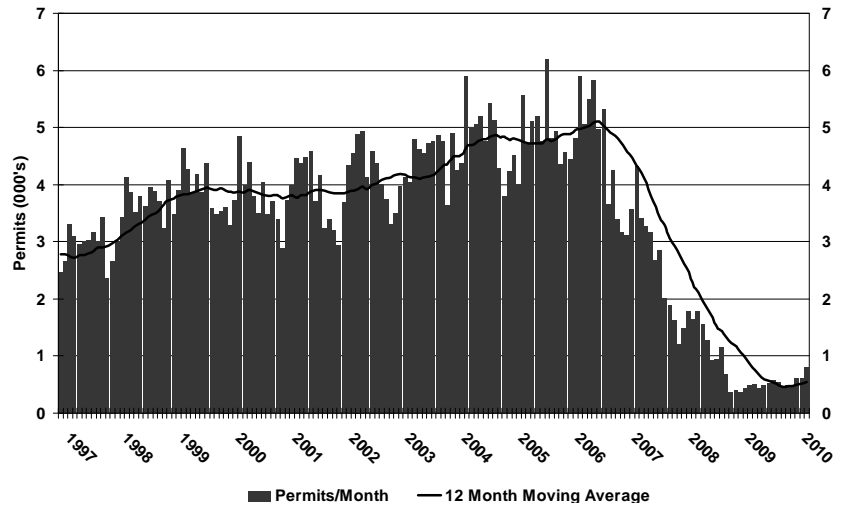
Lot Ratio

Median Prices

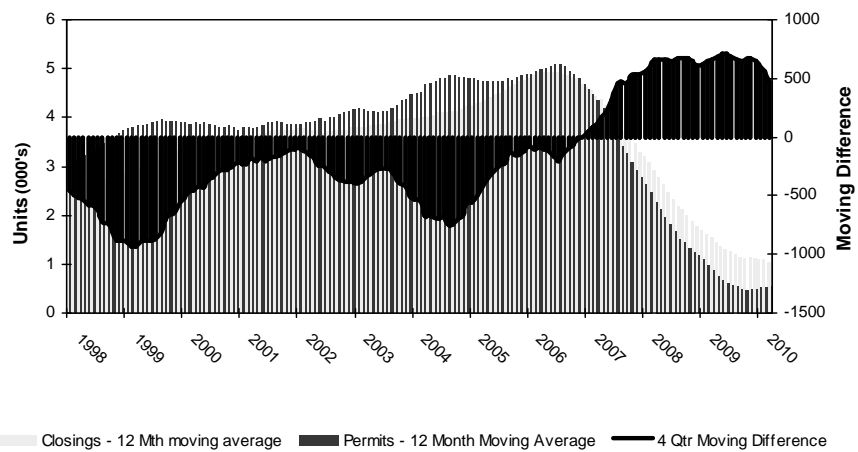


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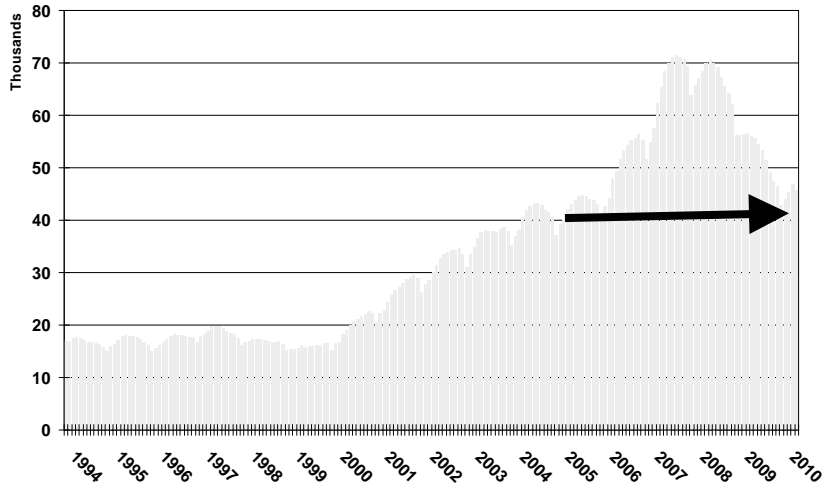
Permit Trend 1/1997- 3/2010



Permit Trend 1998 – 3/2010

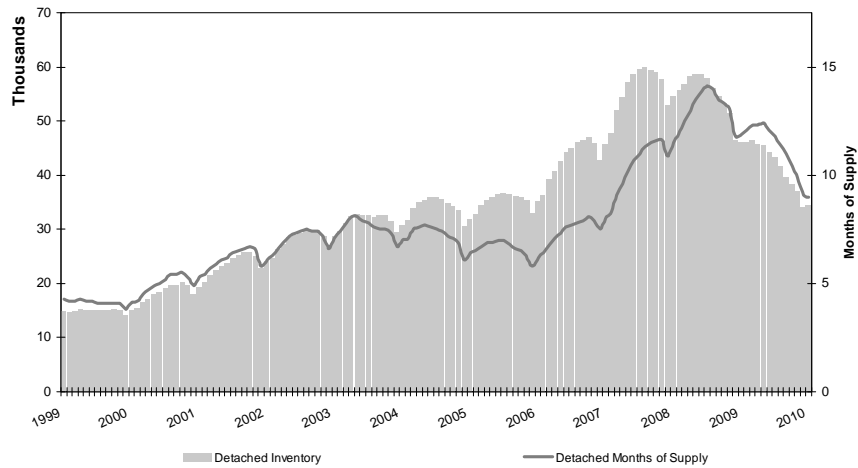


Inventory – All Residential



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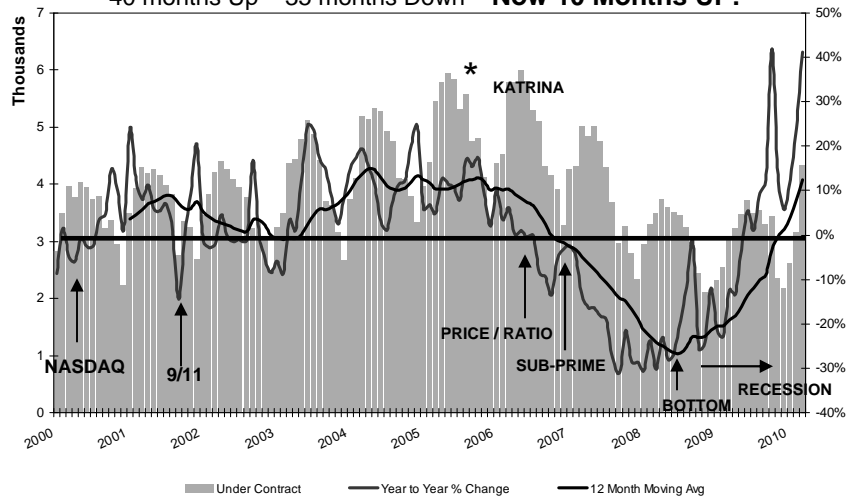
Inventory vs Months of Supply



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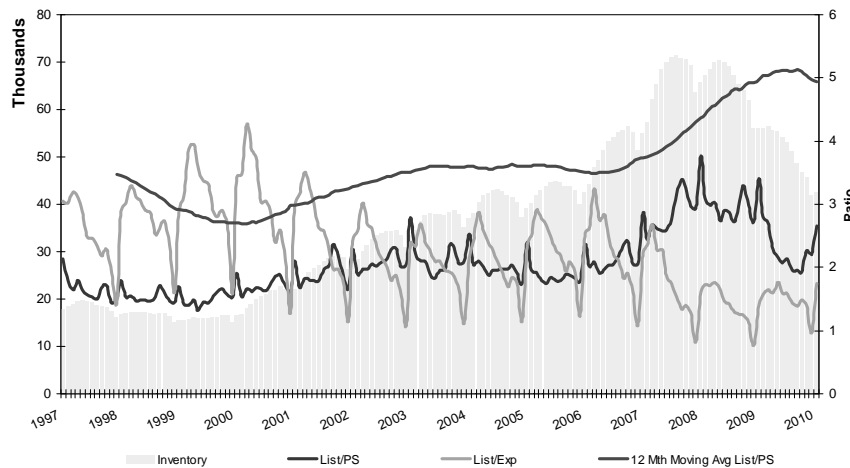
Under Contract Trending

40 months Up – 35 months Down – Now 10 Months UP!



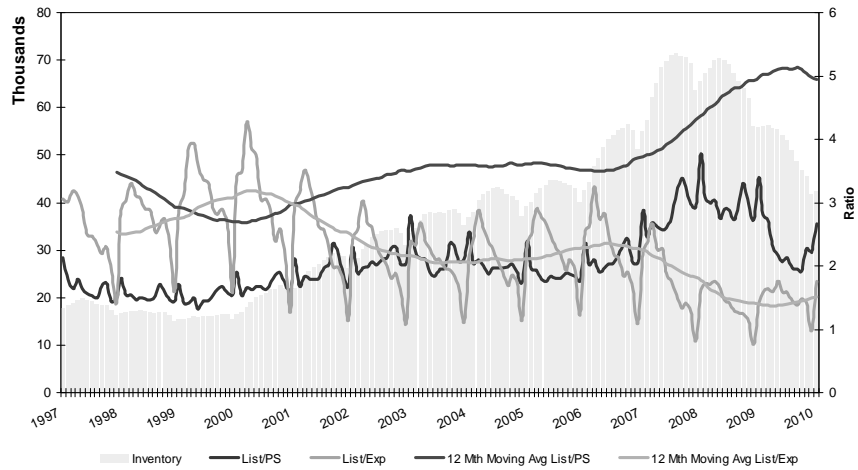
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Inventory Ratio vs Inventory



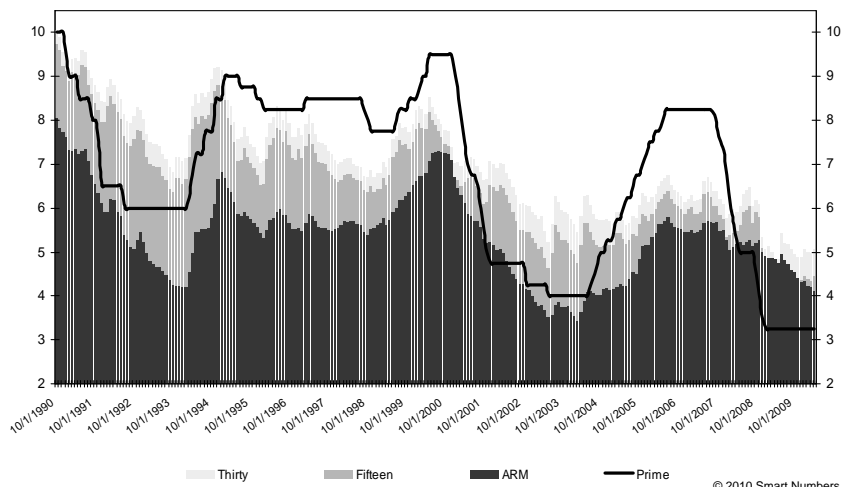
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Inventory Ratio vs Inventory



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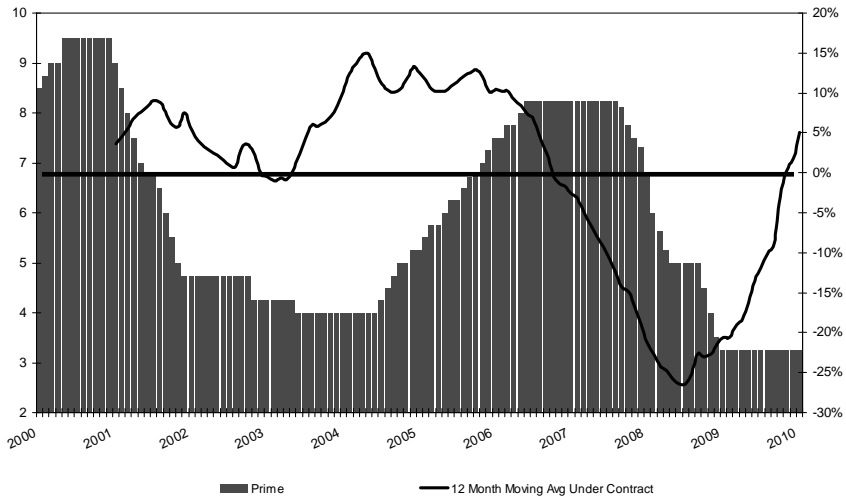
Interest Rate Trending



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Under Contract Trending Plus Prime

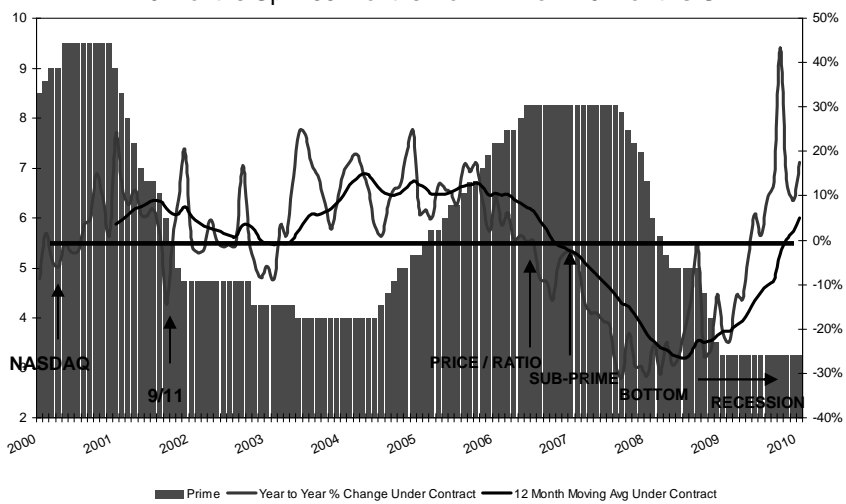
40 months Up – 35 months Down – Now 10 Months UP!



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Under Contract Trending Plus Prime

40 months Up – 35 months Down – Now 10 Months UP!



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