

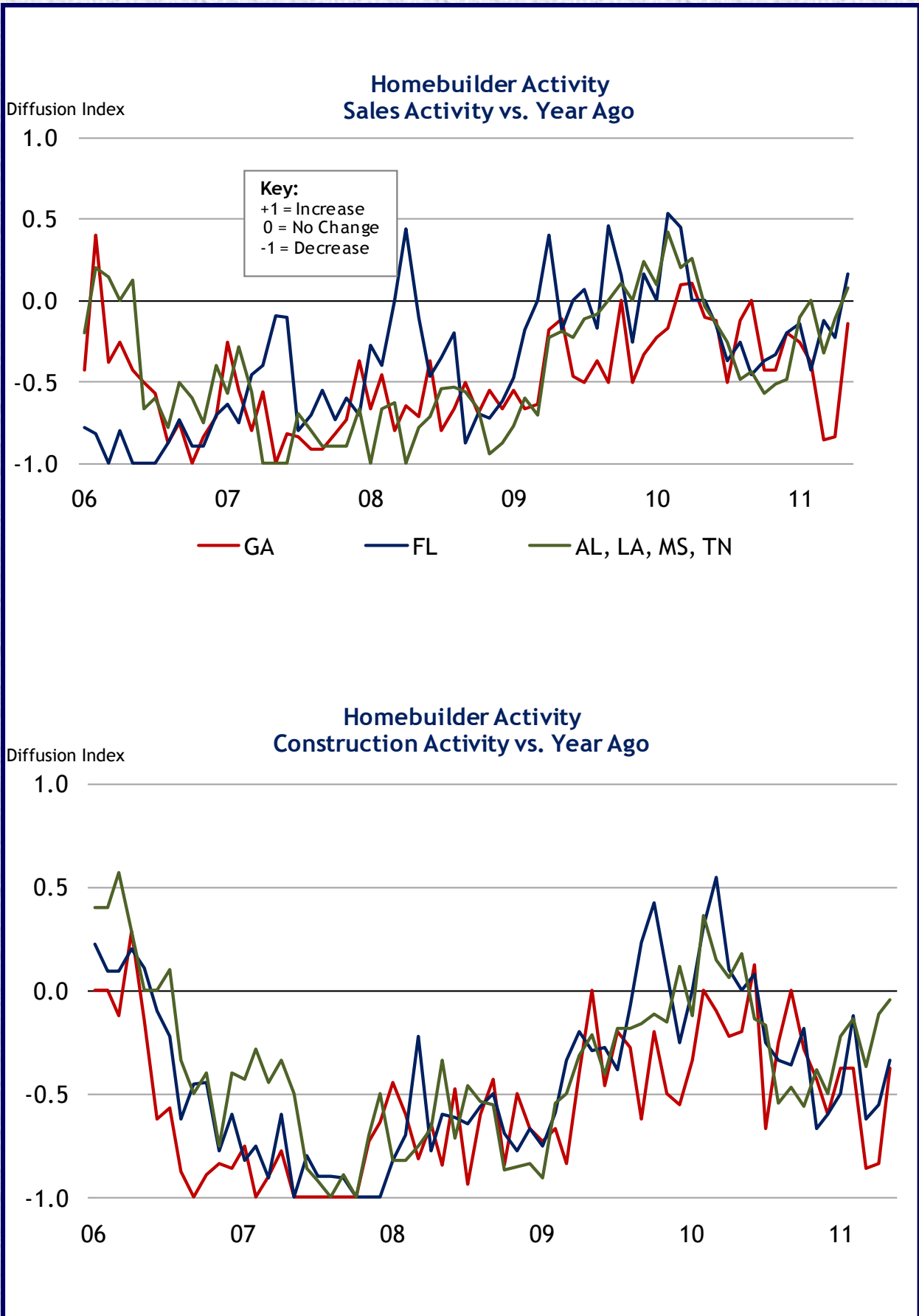
# D6 Residential Real Estate Results

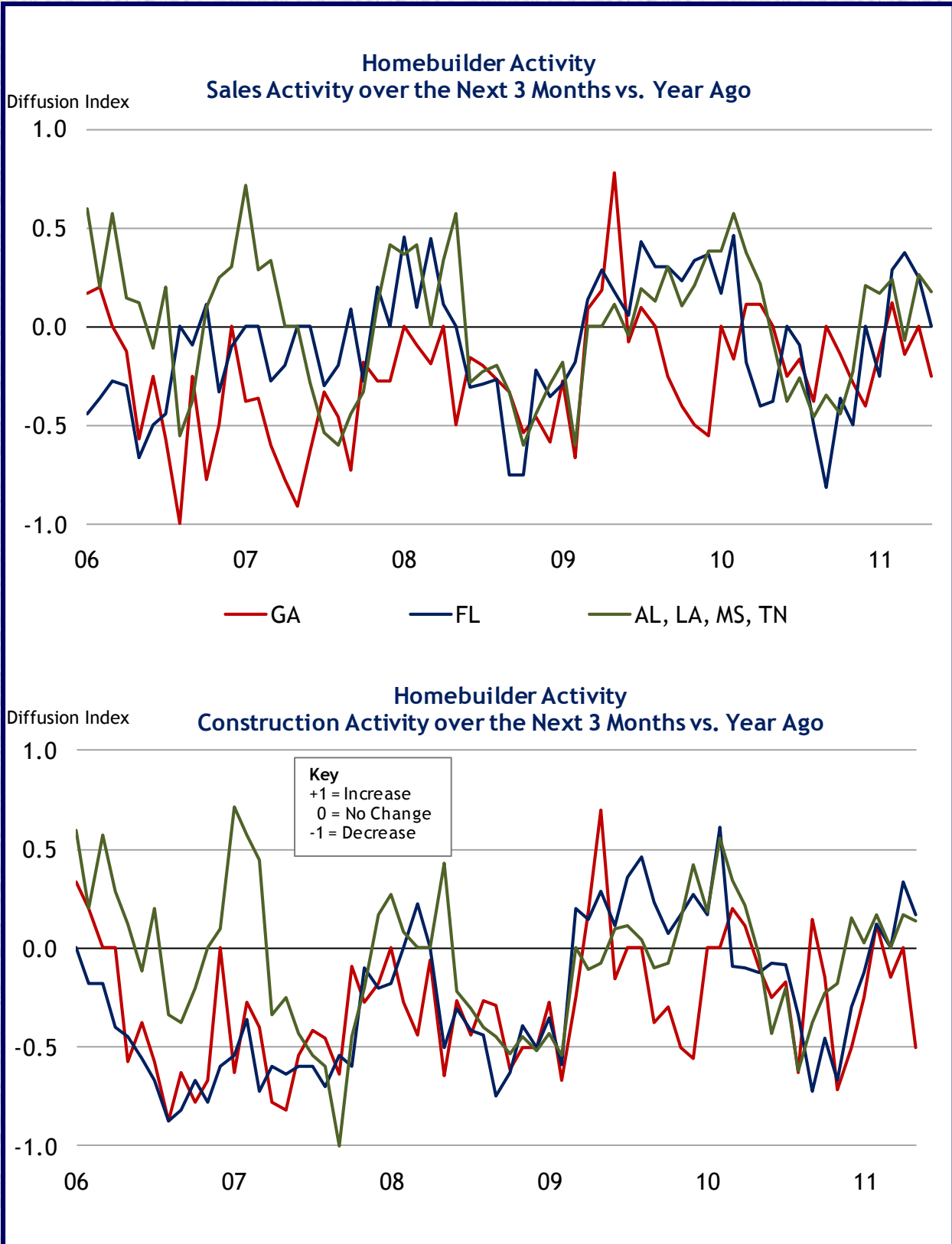
June 2011

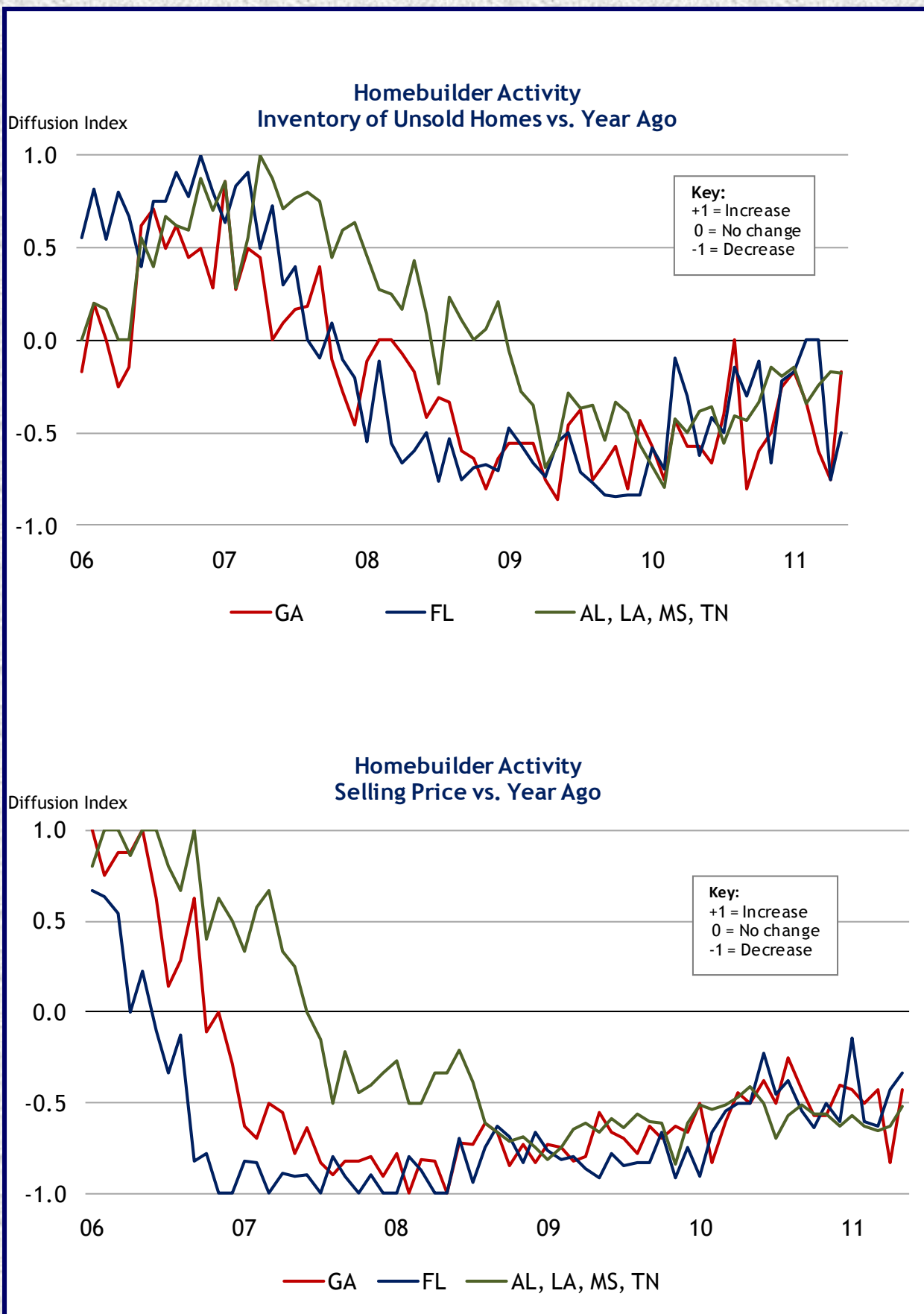
## District Builder Responses: May vs. a Year Ago

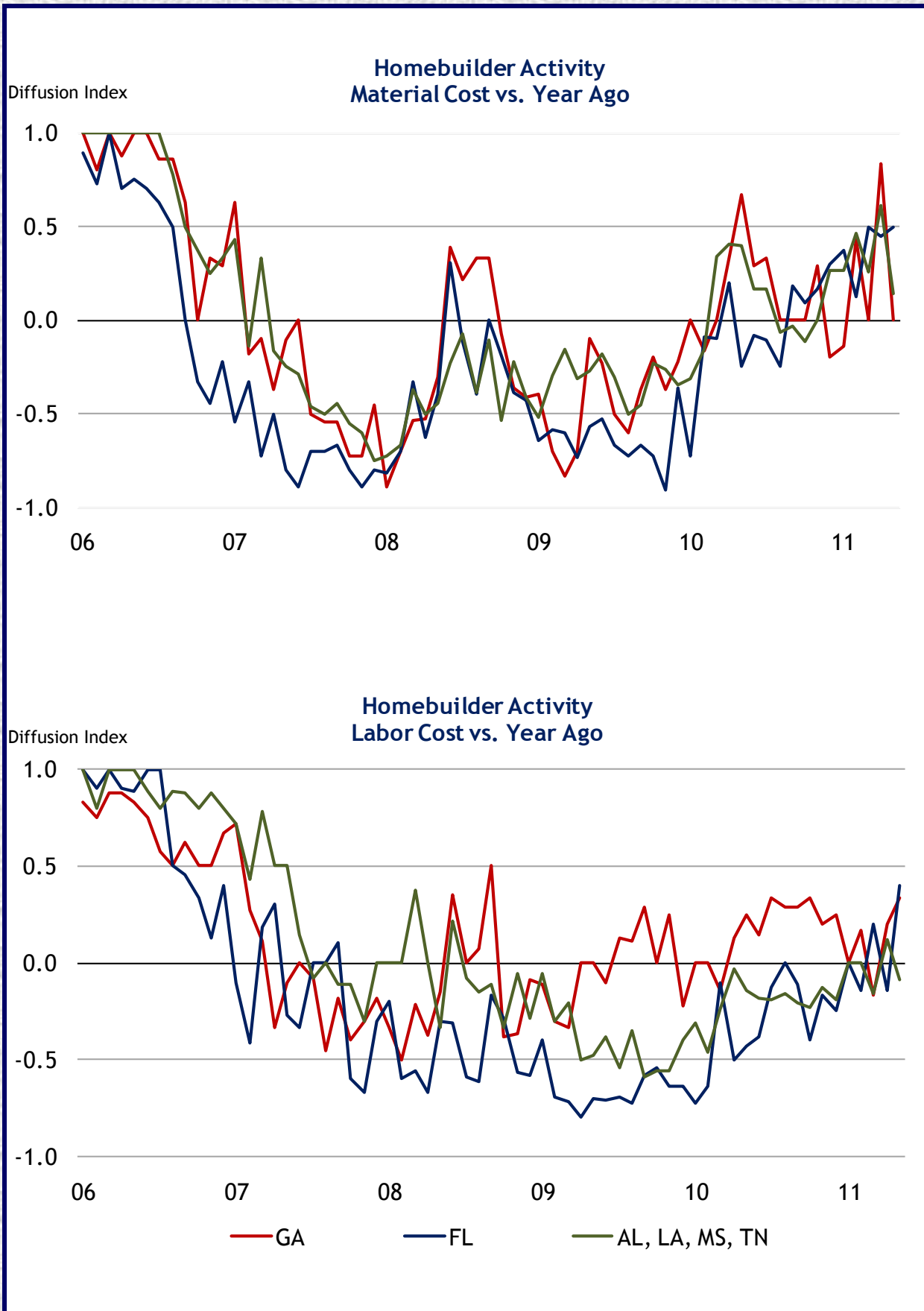
Responses in terms of percent, may not sum to 100 due to rounding

		AL	FL	GA	LA	MS	TN	District
Activity compare to plan:	Above Plan	29	0	0	0	0	11	11
	At Plan:	29	33	20	33	0	44	36
	Below Plan:	43	67	80	67	0	44	54
Construction	Up significantly	11	0	0	0	0	0	3
	Up slightly	22	33	25	0	0	40	27
	No Change	33	0	13	33	0	40	24
	Down slightly	33	33	38	67	0	10	32
	Down significantly	0	33	25	0	0	10	14
Sales	Up significantly	0	33	0	0	0	0	5
	Up slightly	30	17	29	67	0	40	32
	No Change	40	17	29	0	0	30	30
	Down slightly	30	17	14	33	0	20	22
	Down significantly	0	17	29	0	0	10	11
Buyer Traffic	Up significantly	6	8	0	0	0	0	3
	Up slightly	18	17	31	25	0	22	23
	No Change	29	25	23	50	0	33	29
	Down slightly	24	25	15	25	0	11	18
	Down significantly	24	25	31	0	0	33	26
Selling Price	Up	11	17	0	0	0	0	6
	No Change	33	33	57	33	0	67	42
	Downs	56	50	43	67	0	100	53
Material Price	Up	44	50	25	50	0	22	34
	No Change	44	50	50	0	0	67	49
	Down	11	0	25	50	0	11	17
Inventory of Unsold Homes	Up	22	17	17	33	0	20	20
	No Change	44	17	50	67	0	30	37
	Down	33	67	33	0	0	50	43
Difficulty Filling Positions	More	13	20	17	0	0	11	13
	No Change	63	40	67	0	0	89	63
	Less	25	40	17	100	0	0	23
Labor Costs	Up 6% +	0	0	0	0	0	0	0
	Up 5-6%	0	0	17	0	0	0	3
	Up 4-5%	0	0	0	0	0	0	0
	Up 3-4%	0	0	17	0	0	0	3
	Up 1-3%	11	40	0	0	0	20	15
	No Change	78	60	67	33	0	60	64
	Down	11	0	0	67	0	20	15









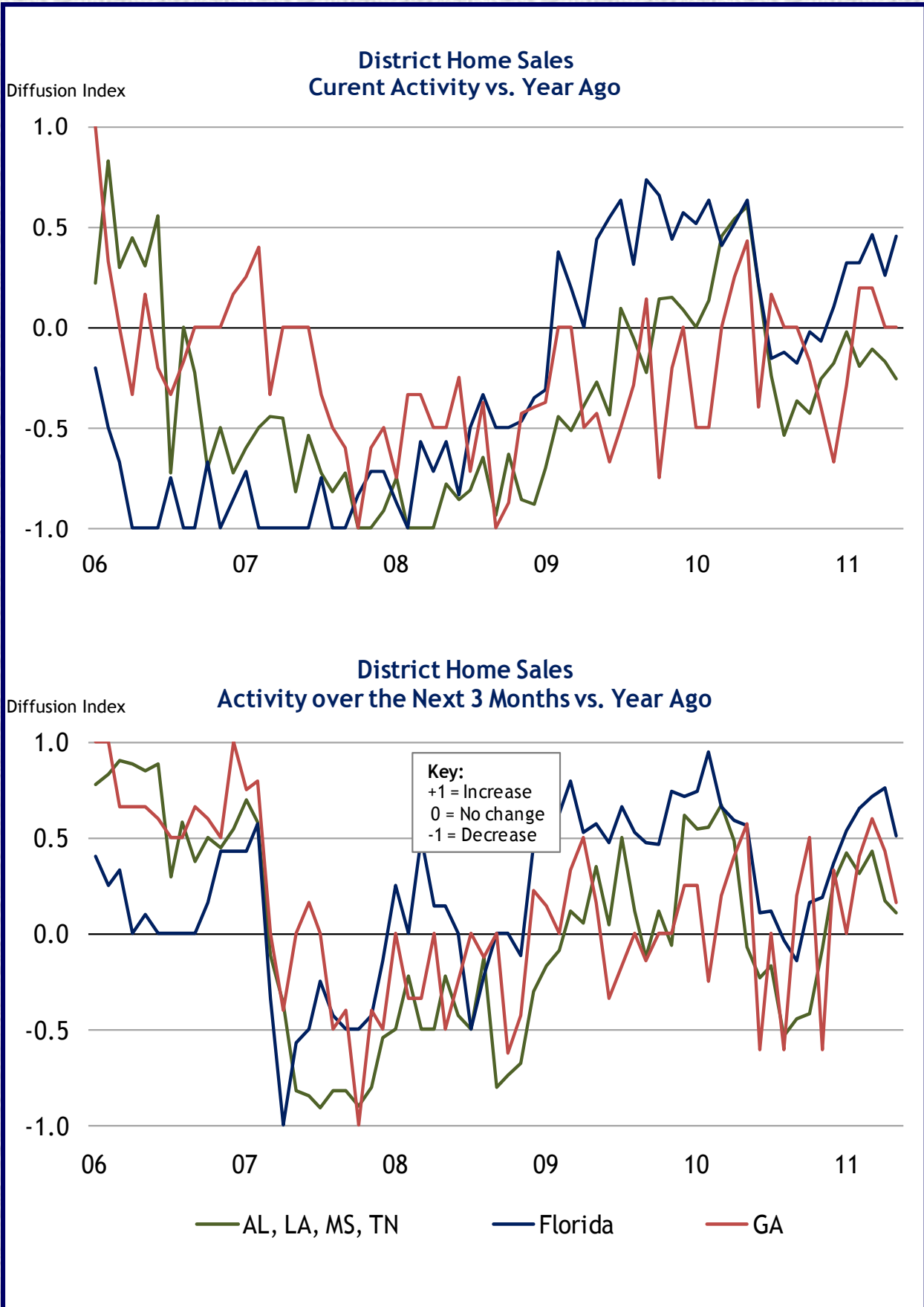
## D6 Residential Real Estate Results

June 2011

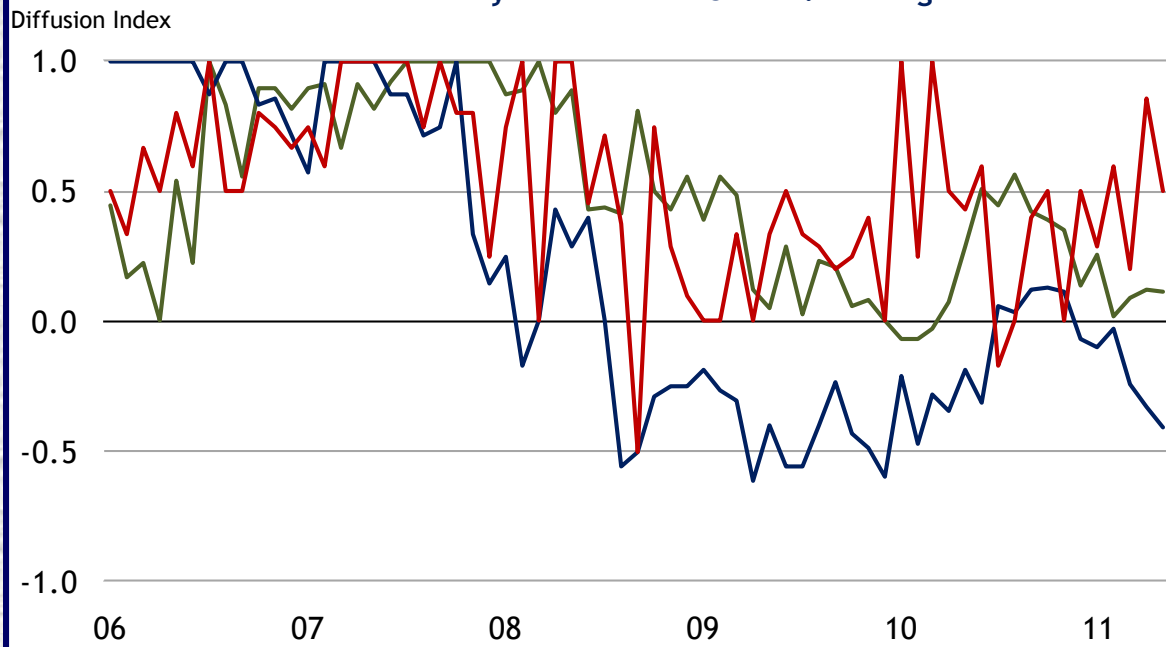
### District Realtor Responses: May vs. a Year Ago

Responses in terms of percent, may not sum to 100 due to rounding

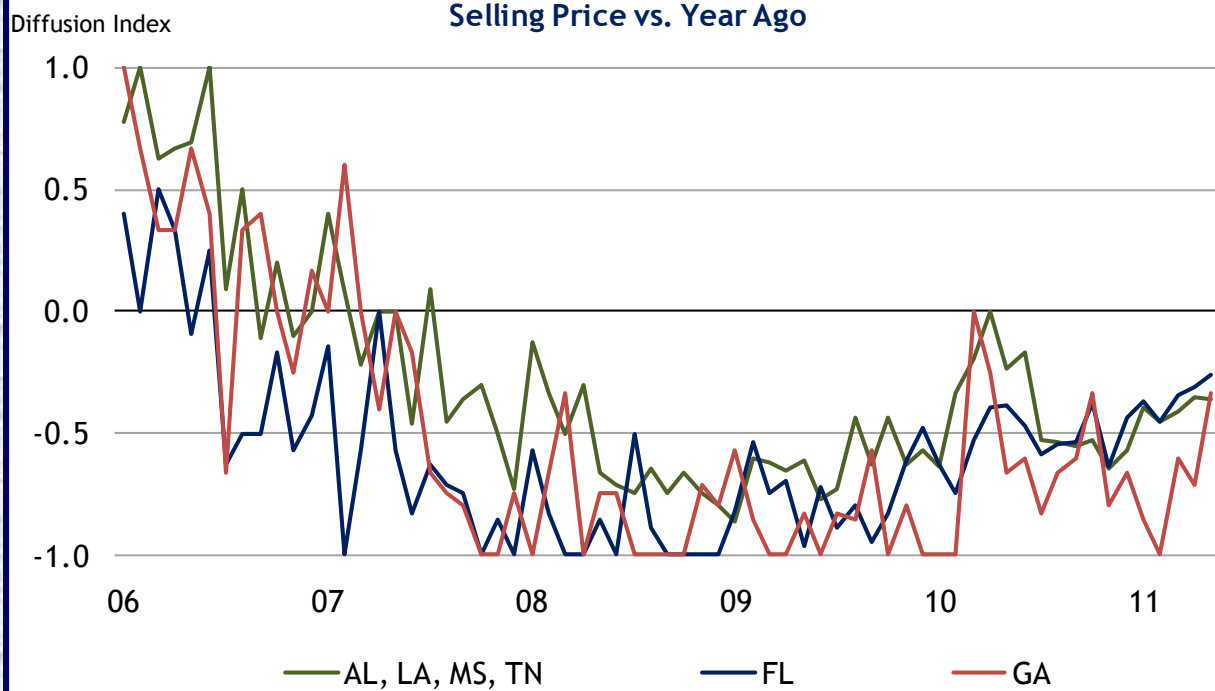
		AL	FL	GA	LA	MS	TN	District
<b>Activity compare to plan:</b>	Above Plan	8	21	20	0	0	12	15
	At Plan:	46	29	80	33	0	24	33
	Below Plan:	46	50	0	67	100	65	51
<b>Total sales</b>	Up significantly	21	10	0	0	0	0	8
	Up slightly	21	52	50	25	0	32	40
	No Change	14	21	0	0	0	5	14
	Down slightly	14	14	33	25	50	37	22
	Down significantly	29	2	17	50	50	26	16
<b>Buyer Traffic</b>	Up significantly	14	20	0	0	0	0	12
	Up slightly	43	39	50	25	0	28	36
	No Change	7	34	17	0	0	28	25
	Down slightly	21	7	0	50	50	33	18
	Down significantly	14	0	33	25	50	11	9
<b>Condominium sales</b>	Up significantly	13	3	0	0	0	0	3
	Up slightly	13	42	0	0	0	7	24
	No Change	38	45	40	25	100	36	41
	Down slightly	13	6	20	25	0	50	19
	Down significantly	25	3	40	50	0	7	13
<b>Overall Sales Prices</b>	Up significantly	0	0	0	0	0	0	0
	Up slightly	29	26	33	50	0	11	24
	No Change	14	21	0	0	50	32	21
	Down slightly	50	36	33	50	50	53	43
	Down significantly	7	17	33	0	0	5	13
<b>Inventories of Unsold Homes</b>	Up	29	15	67	25	50	50	30
	No Change	50	28	17	25	50	19	30
	Down	21	56	17	50	0	31	41
<b>What are your expectations for sales over the next three months compared with the prior year level?</b>	Up significantly	0	5	0	0	0	0	2
	Up slightly	40	63	50	50	0	65	56
	No Change	20	16	17	0	0	6	14
	Down slightly	27	12	17	50	50	6	16
	Down significantly	13	5	17	0	50	24	11

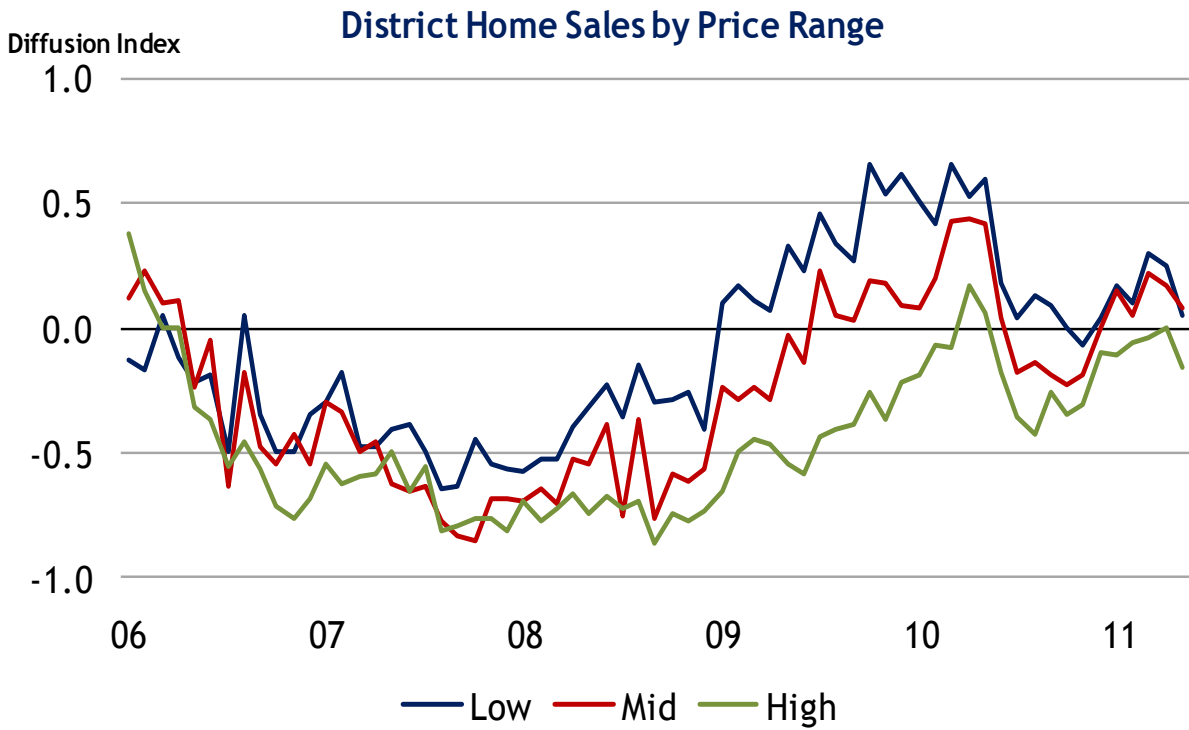


Inventory of Homes For Sale vs. Year Ago



District Home Sales Selling Price vs. Year Ago





*Note: The housing survey's diffusion indexes are calculated as the percentage of total respondents reporting increases minus the percentage reporting declines. Positive values in the index indicate increased activity while negative values indicate decreased activity.*