August 2011 Southeast Residential Housing Survey

Survey period: August 1-10, 2011
reflecting activity in July 2011

District Residential Broker Responses: July 2011 vs. a Year Ago

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

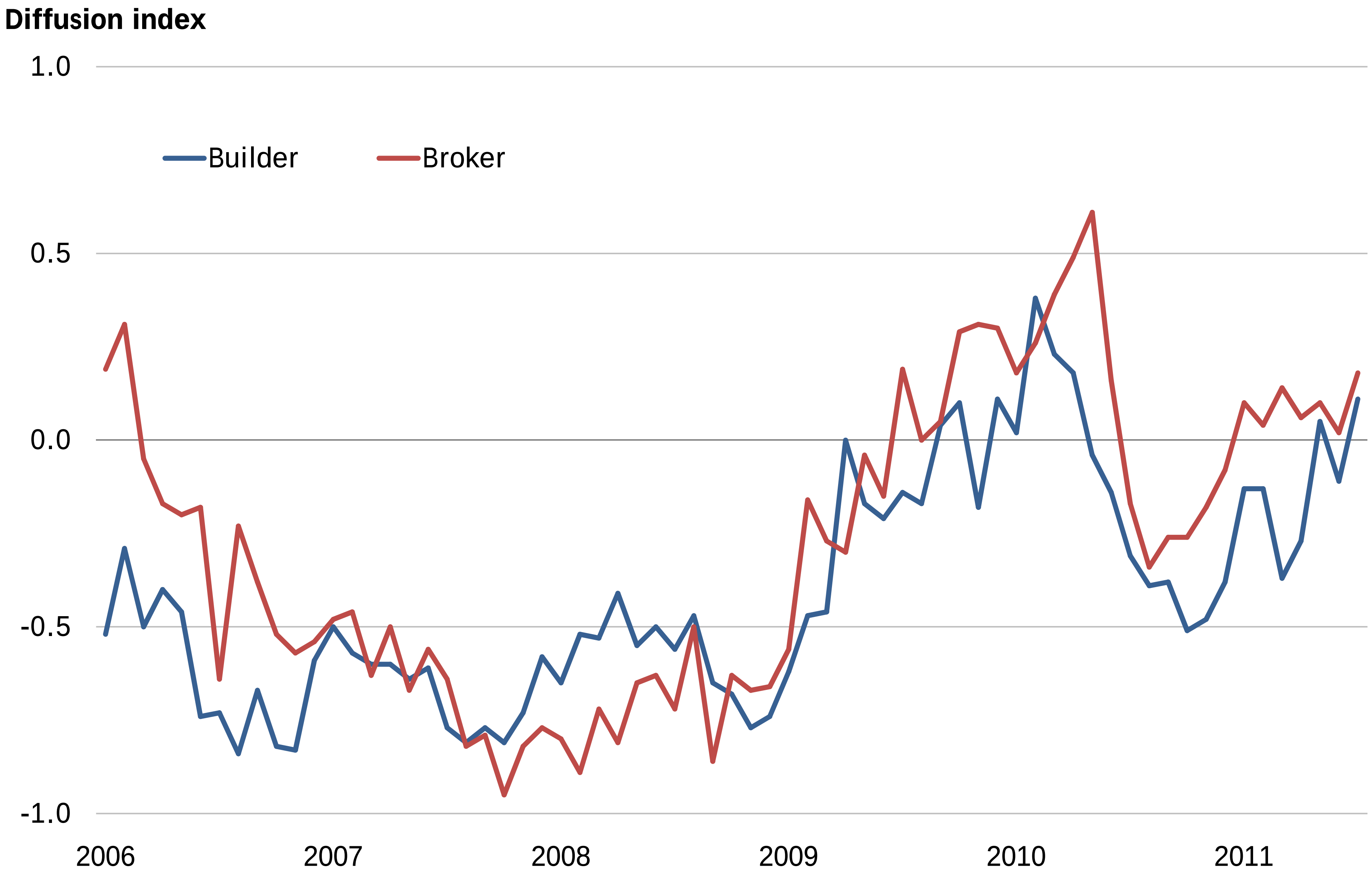
		AL	FL	GA	LA	MS	TN	District
Activity compare to plan:	Above Plan	15	29	17	0	0	36	25
	At Plan:	23	42	33	0	0	29	33
	Below Plan:	62	29	50	100	0	36	42
Total sales	Up significantly	13	20	0	0	0	13	14
	Up slightly	40	37	17	50	0	38	36
	No Change	7	20	17	0	100	19	17
	Down slightly	27	9	50	25	0	13	17
	Down	13	14	17	25	0	19	16
Buyer Traffic	Up significantly	13	12	0	0	0	13	11
	Up slightly	40	47	33	50	0	53	45
	No Change	27	24	33	0	100	13	23
	Down slightly	13	6	33	25	0	13	12
	Down	7	12	0	25	0	7	9
Condominium sales	Up significantly	13	15	0	25	0	0	11
	Up slightly	13	27	0	0	0	15	18
	No Change	50	35	40	50	100	46	42
	Down slightly	13	15	20	25	0	15	16
	Down	13	8	40	0	0	23	14
Overall Sales Prices	Up significantly	0	6	0	0	0	13	5
	Up slightly	13	18	33	0	0	6	14
	No Change	27	18	0	25	100	38	24
	Down slightly	47	50	33	75	0	38	46
	Down	13	9	33	0	0	6	11
Inventories of Unsold Homes	Up	40	12	67	50	0	50	32
	No Change	20	21	17	25	100	36	25
	Down	40	67	17	25	0	14	44
What are your expectations for sales over the next three months compared with the prior year level?	Up significantly	20	20	20	20	0	20	20
	Up slightly	0	0	0	0	0	0	0
	No Change	0	2	0	0	0	0	1
	Down slightly	7	18	20	0	0	50	18
	Down	33	8	0	10	0	20	13

District Residential Builder Responses: July 2011 vs. a Year Ago

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

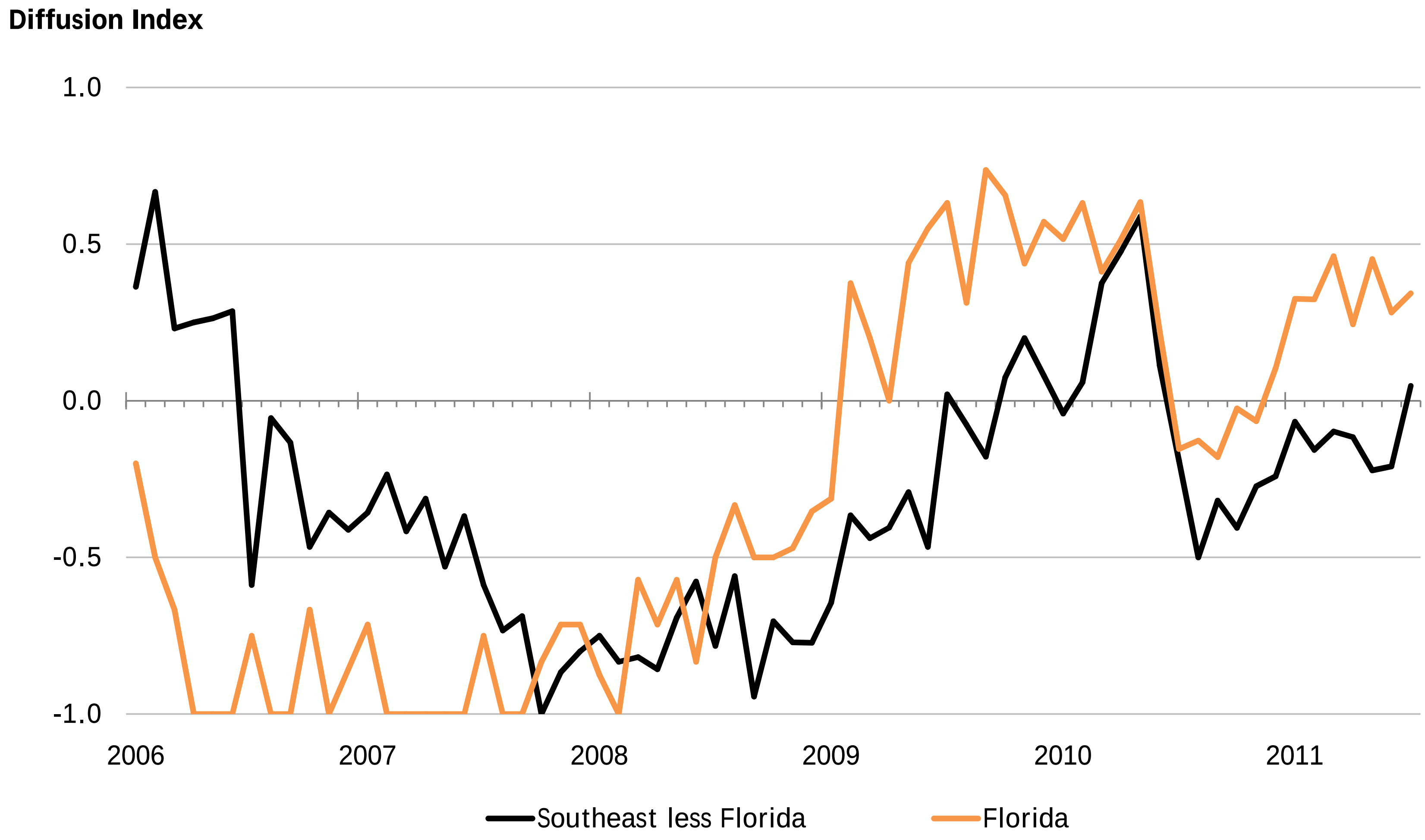
		AL	FL	GA	LA	MS	TN	District
Activity compare to plan:	Above Plan	18	0	0	0	0	0	6
	At Plan:	45	50	40	0	0	75	45
	Below Plan:	36	50	60	100	100	25	48
Construction	Up significantly	8	0	0	0	0	0	3
	Up slightly	46	25	17	0	0	83	37
	No Change	38	25	33	0	0	0	26
	Down slightly	0	38	33	33	100	0	18
	Down significantly	8	13	17	67	0	17	16
Sales	Up significantly	15	0	0	0	0	17	8
	Up slightly	38	25	17	0	0	50	32
	No Change	31	25	67	0	100	17	32
	Down slightly	8	38	17	33	0	0	16
	Down significantly	8	13	0	67	0	17	13
Buyer Traffic	Up significantly	8	0	0	0	0	0	3
	Up slightly	31	25	0	33	100	33	30
	No Change	38	25	40	0	0	67	35
	Down slightly	8	25	60	0	0	0	16
	Down significantly	15	25	0	67	0	0	16
Selling Price	Up	15	13	0	0	0	17	11
	No Change	31	38	60	33	0	33	38
	Downs	54	50	40	67	100	50	51
Material Price	Up	75	63	60	100	0	67	66
	No Change	25	38	40	0	0	17	26
	Down	0	0	0	0	100	17	9
Inventory of Unsold Homes	Up	0	14	0	0	0	17	6
	No Change	31	29	40	33	100	33	33
	Down	69	57	60	67	0	50	61
Difficulty Filling Positions	More	36	17	25	0	0	0	21
	No Change	45	50	50	0	0	100	52
	Less	18	33	25	100	100	0	28
Labor Costs	Up 6% +	0	0	0	0	0	0	0
	Up 5-6%	0	0	0	0	0	0	0
	Up 4-5%	15	0	0	0	0	0	6
	Up 3-4%	0	0	20	0	0	0	3
	Up 1-3%	38	17	20	0	0	17	24
	No Change	46	67	40	50	0	83	55
	Down	0	17	20	50	100	0	12

July 2011 Southeast Home Sales vs. a Year Earlier

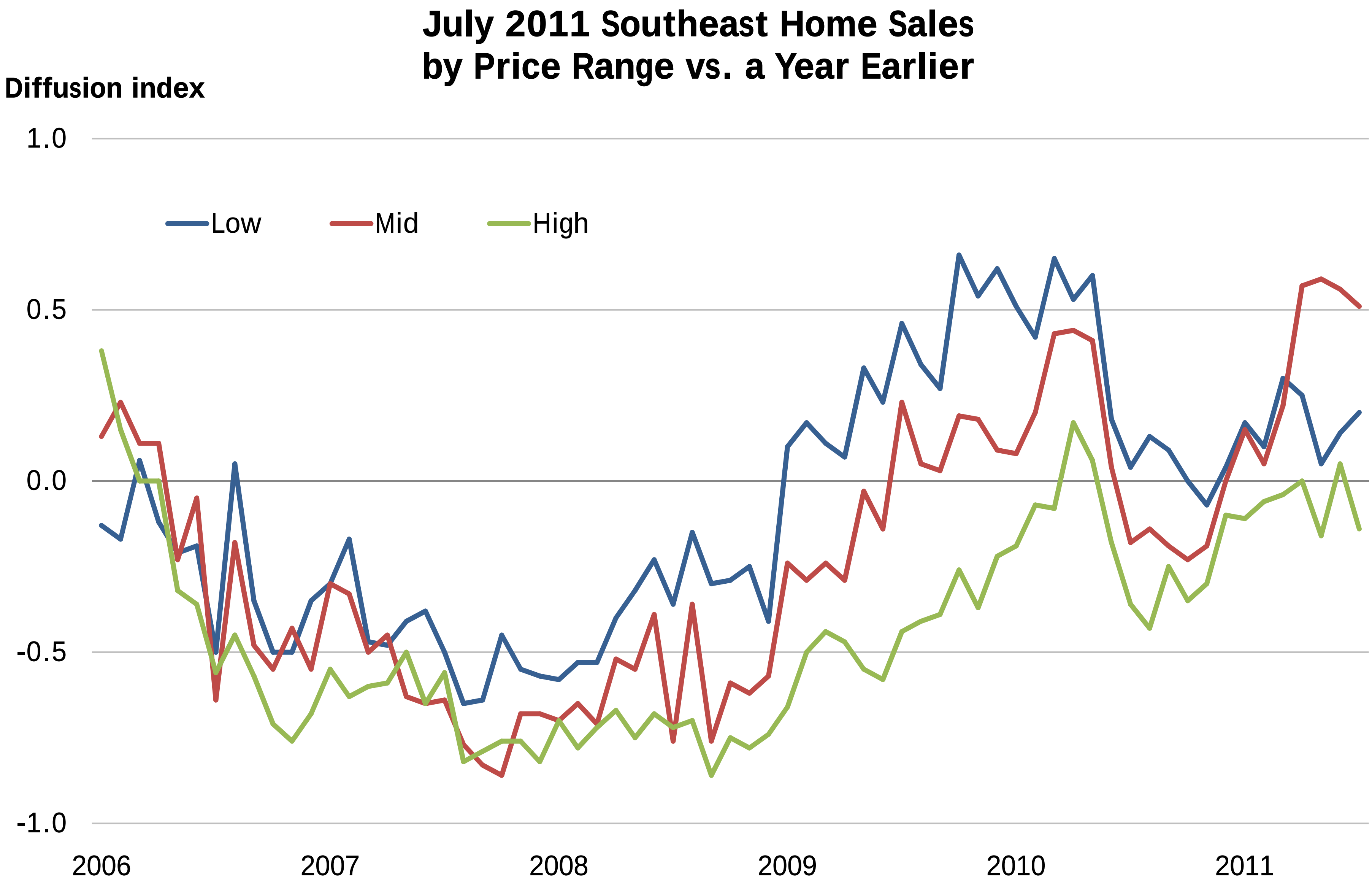


Source: FRBA business contact poll

July 2011 Broker Home Sales vs. a Year Earlier

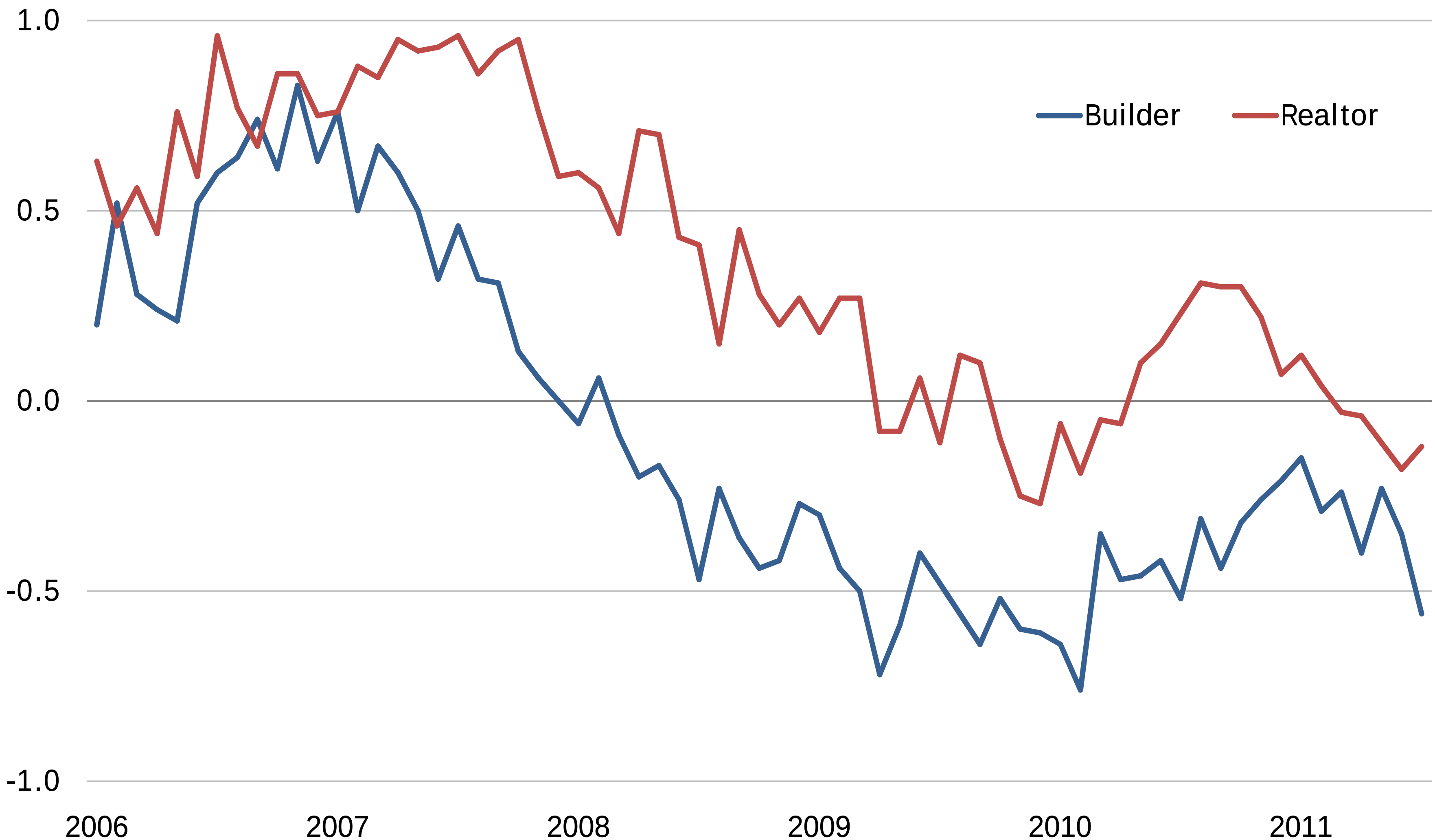


Source: FRBA business contact poll

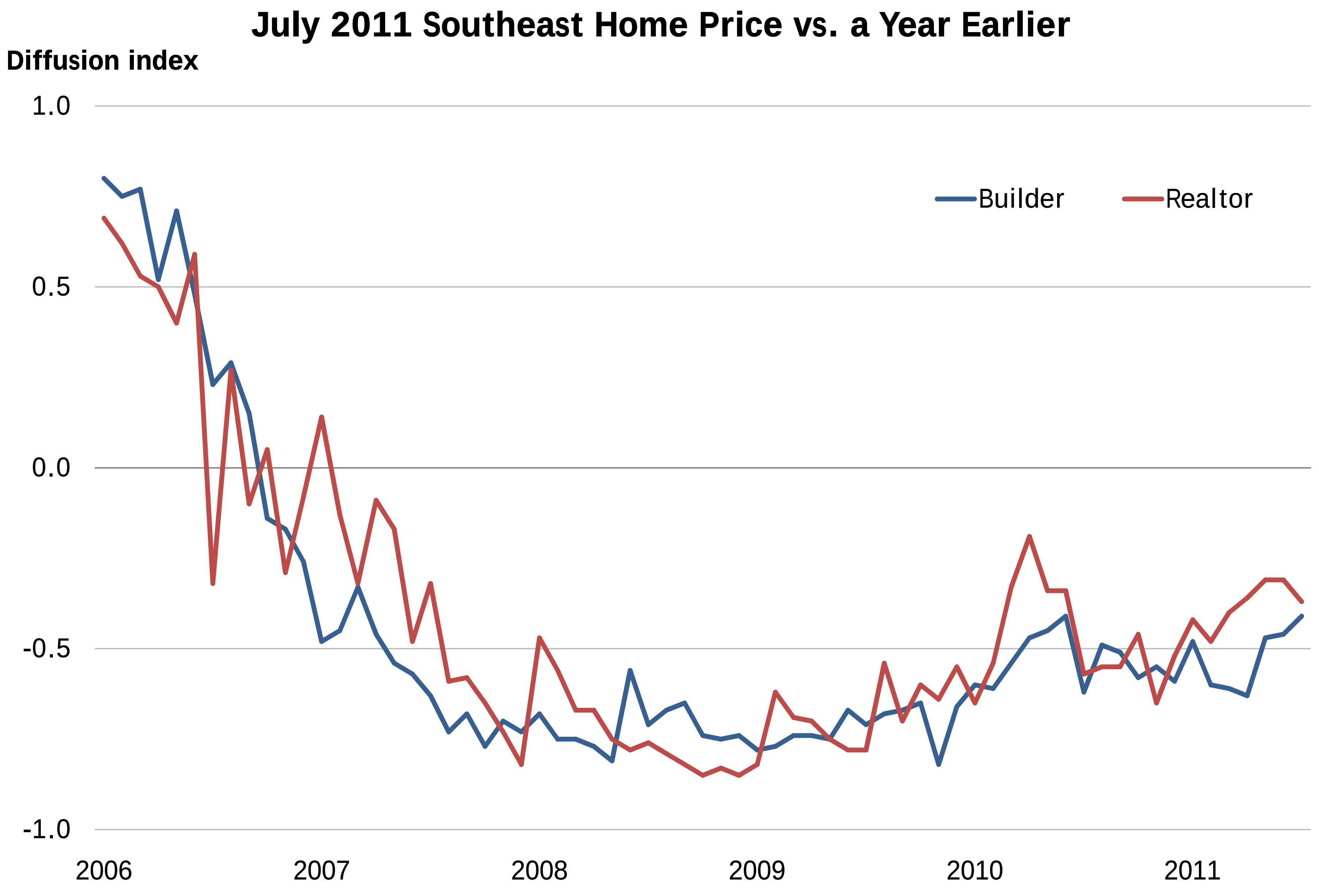


Note: Low, mid, and high are Realtor defined
Source: FRBA business contact poll

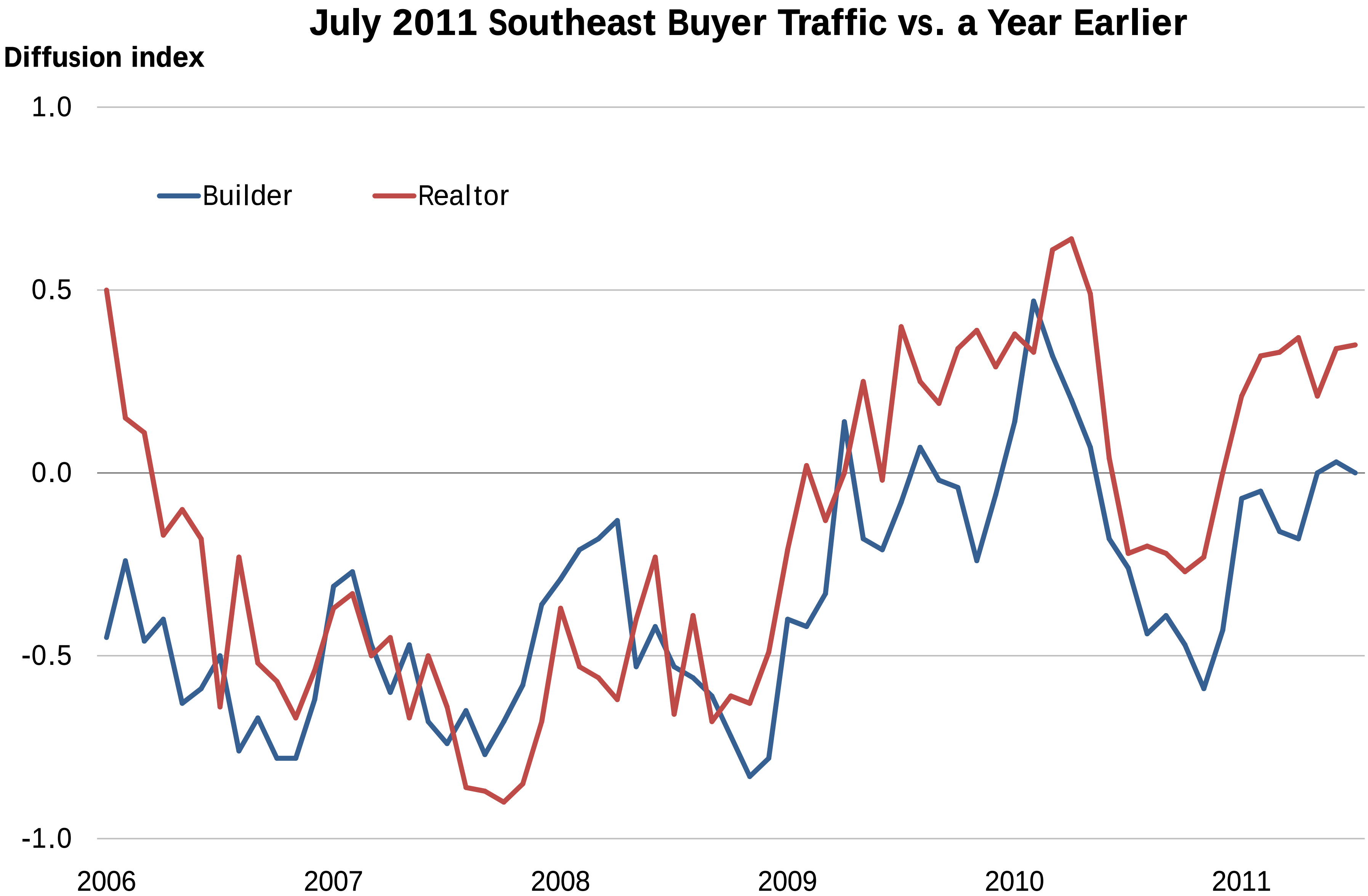
July 2011 Southeast Home Inventory vs. a Year Earlier



Source: FRBA business contact poll

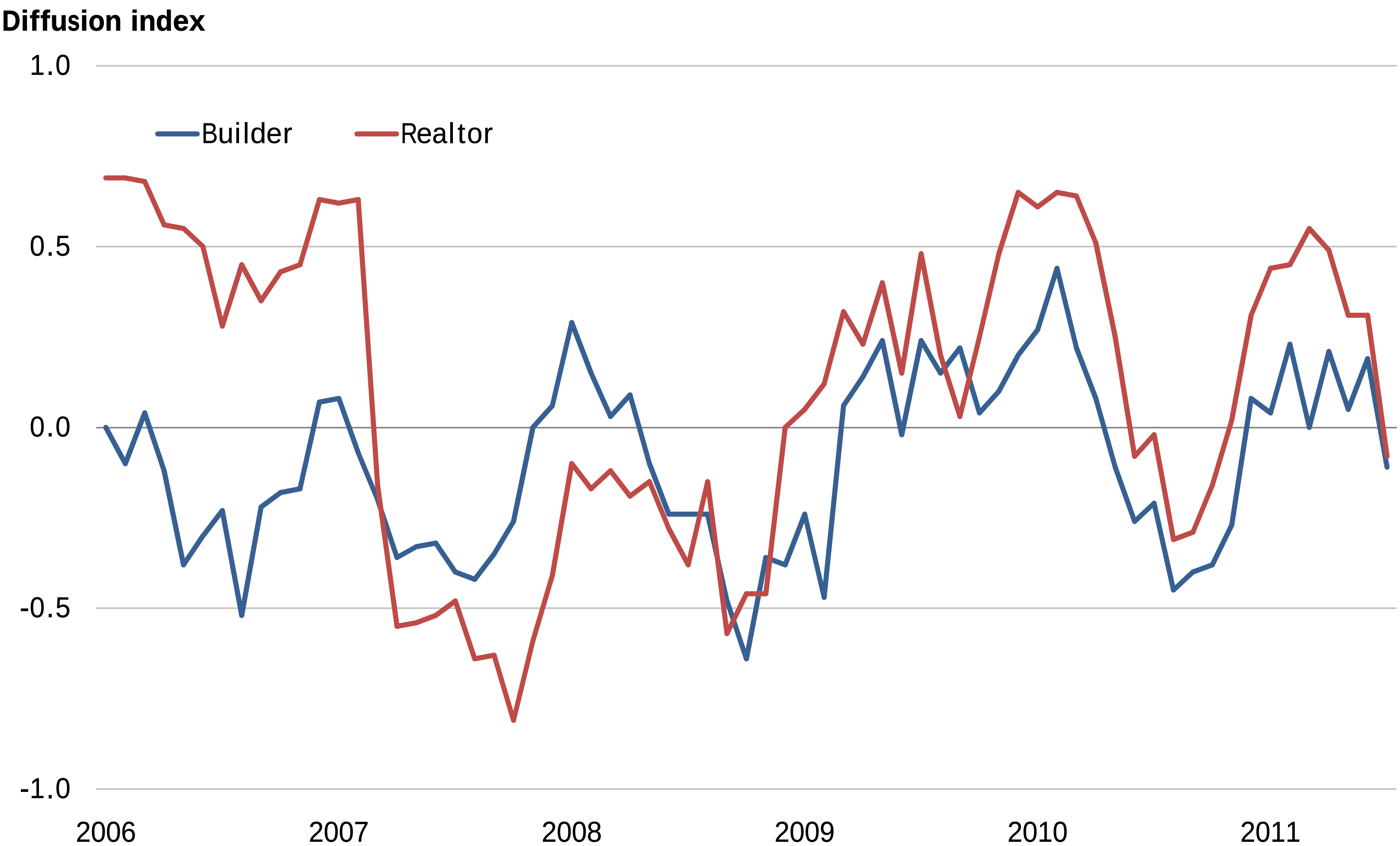


Source: FRBA business contact poll

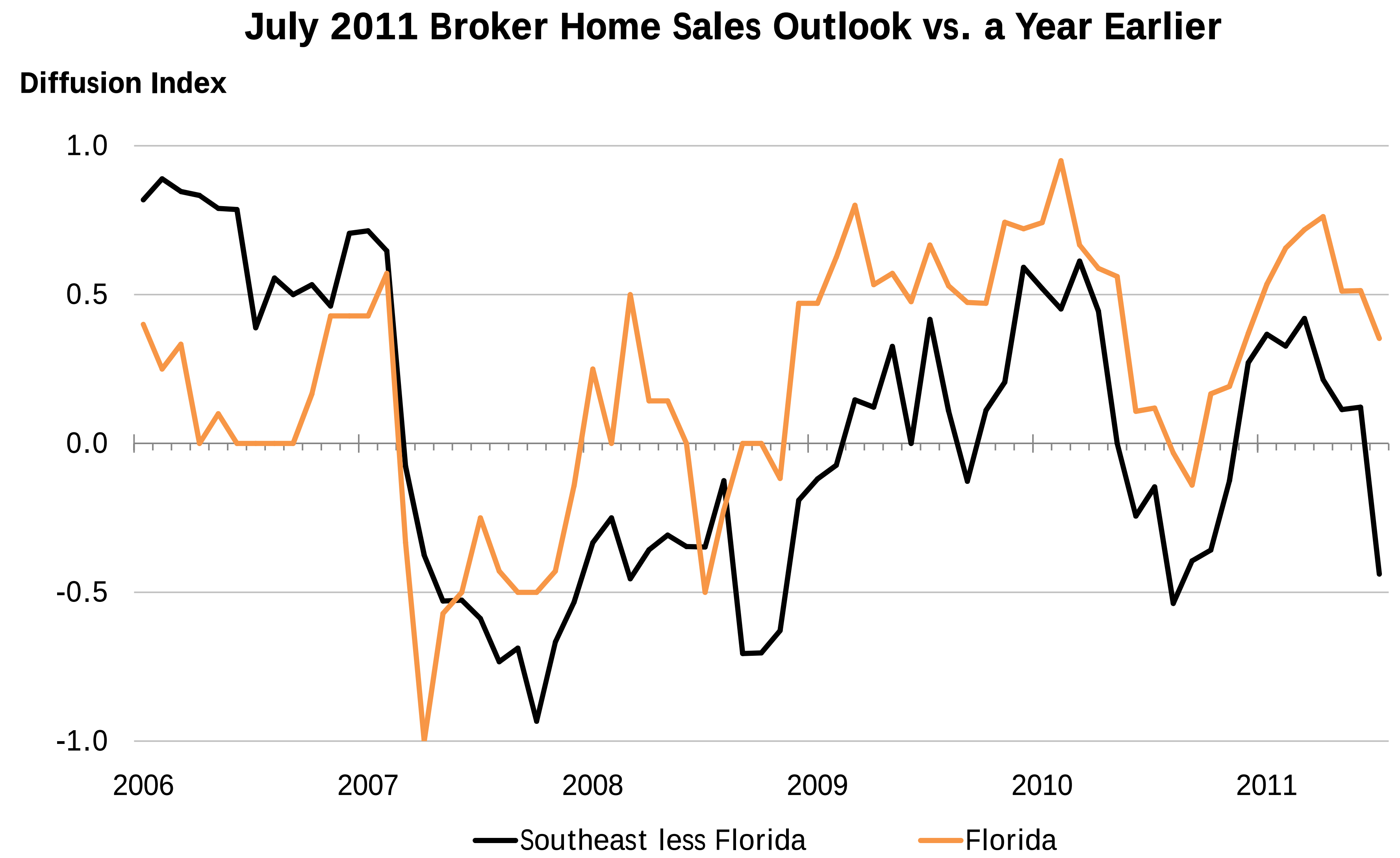


Source: FRBA business contact poll

July 2011 Southeast Home Sales Outlook vs. a Year Earlier

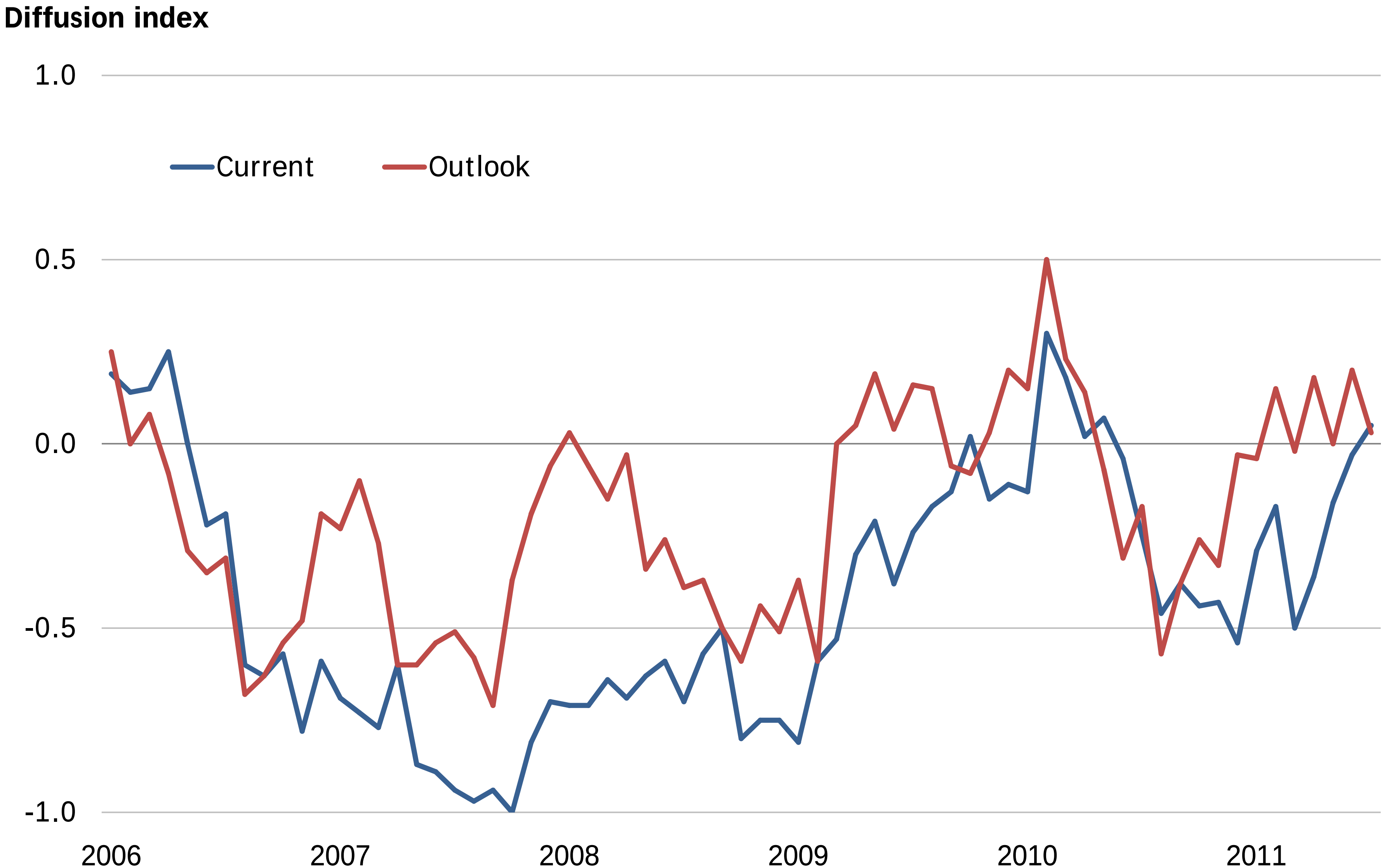


Source: FRBA business contact survey



Source: FRBA business contact survey

July 2011 Home Construction vs. a Year Earlier



Source: FRBA business contact survey