

Median For Sale vs. Median Sold

Q3 07 vs. Q3 10: The median price of for sale properties has not changed and the median price of sold properties is up 4%



Q3 2007 vs. Q3 2010			
Q3 2007	Q3 2010	Change	%
249,900	249,900	0	0%



Q3 2007 vs. Q3 2010			
Q3 2007	Q3 2010	Change	%
234,000	243,500	9,500	+4%

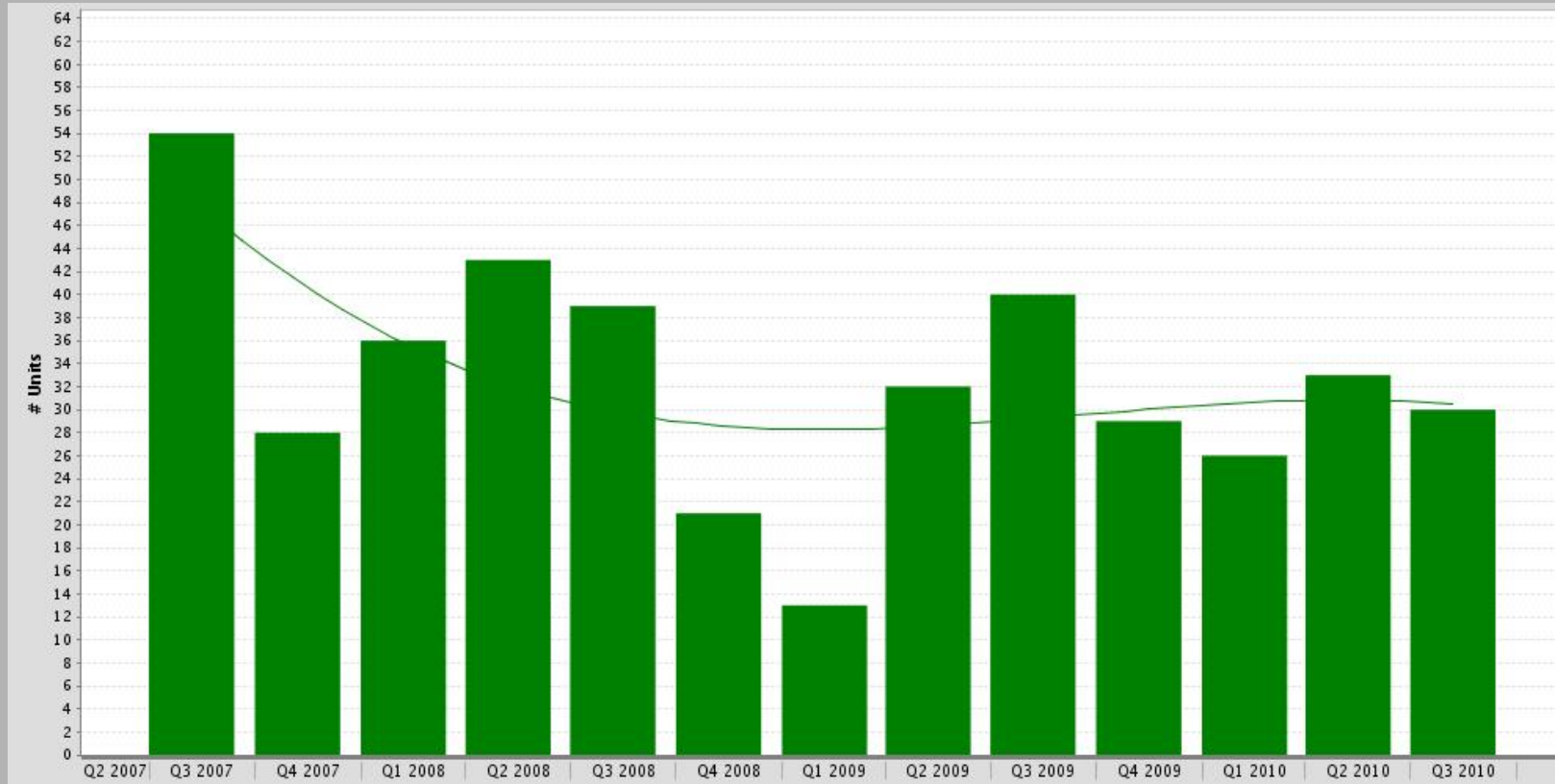
MLS: REALTRAC Period: 3 years (quarterly) Price: \$200,000-\$300,000 Construction Type: All Bedrooms: All Bathrooms: All Lot Size: 0-2 Acres
 Property Types: Residential: (Single Family) Sq Ft: All
 ZIP Codes: 37206, 37216

Median For Sale vs. Median Sold**Q3 07 vs. Q3 10: The median price of for sale properties has not changed and the median price of sold properties is up 4%**

Time Period	For Sale Median	# Properties For Sale	Sold Median	# Properties Sold	Price Difference
Q3 2010	249,900	176	243,500	30	-6,400
Q2 2010	249,900	180	232,900	33	-17,000
Q1 2010	249,000	147	245,372	26	-3,628
Q4 2009	249,900	152	226,500	29	-23,400
Q3 2009	247,240	187	230,000	40	-17,240
Q2 2009	244,700	198	227,250	32	-17,450
Q1 2009	239,900	181	230,500	13	-9,400
Q4 2008	247,450	190	238,000	21	-9,450
Q3 2008	249,900	226	237,500	39	-12,400
Q2 2008	254,000	228	249,000	43	-5,000
Q1 2008	254,900	199	232,500	36	-22,400
Q4 2007	249,900	194	228,500	28	-21,400
Q3 2007	249,900	225	234,000	54	-15,900

Sold Properties by Quarter

Q3 2007 vs. Q3 2010: The number of Sold properties is down 44%



Q3 2007 vs. Q3 2010

Q3 2007

54

Q3 2010

30

Change

-24

%

-44%



MLS: REALTRAC Period: 3 years (quarterly)
 Property Types: Residential: (Single Family)
 ZIP Codes: 37206, 37216

Price: \$200,000-\$300,000

Construction Type: All

Bedrooms: All

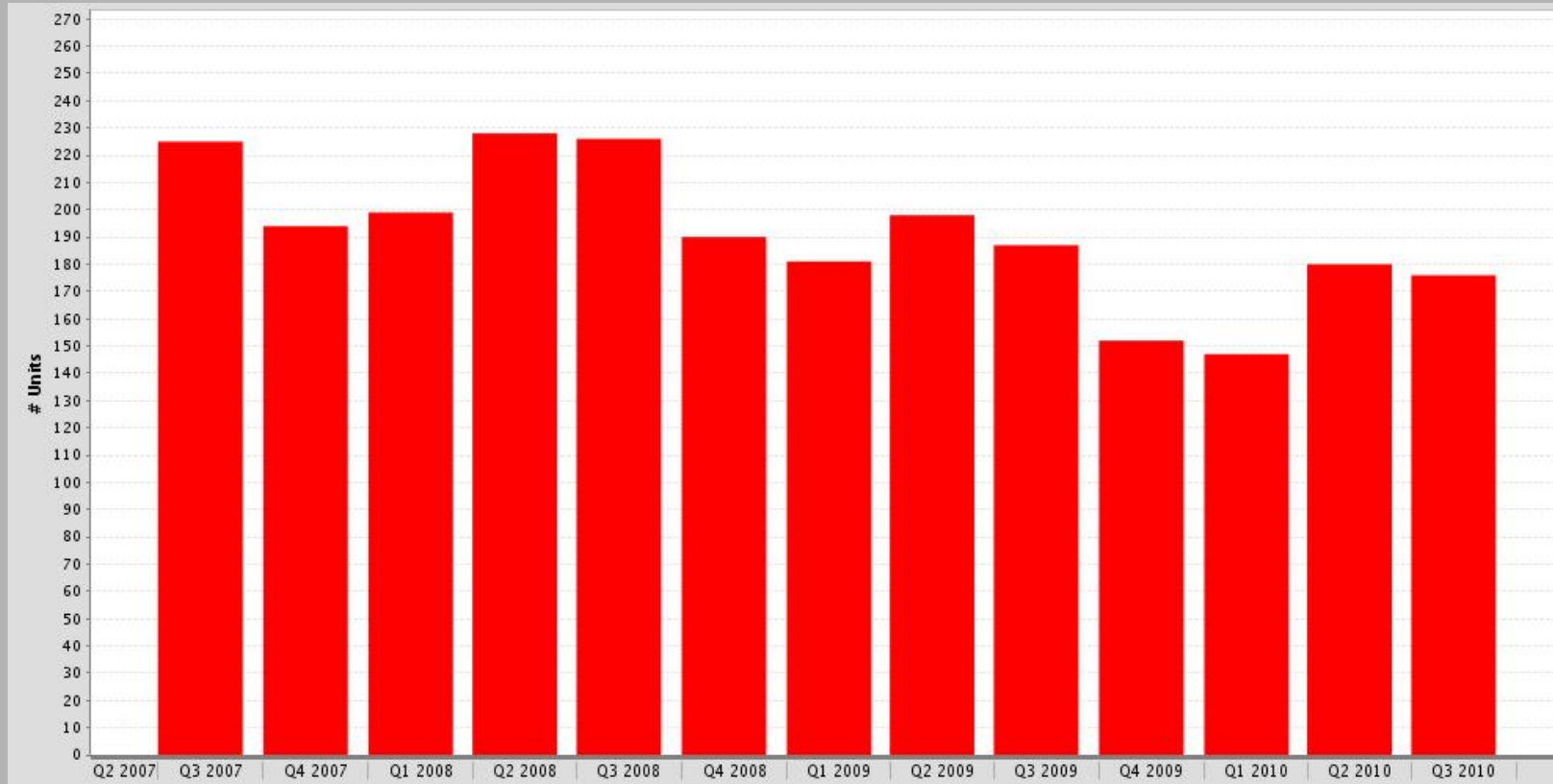
Bathrooms: All

Lot Size: 0-2 Acres

Sq Ft: All

For Sale Properties by Quarter

Q3 2007 vs. Q3 2010: The number of For Sale properties is down 22%



Q3 2007 vs. Q3 2010

Q3 2007

225

Q3 2010

176

Change

-49

%

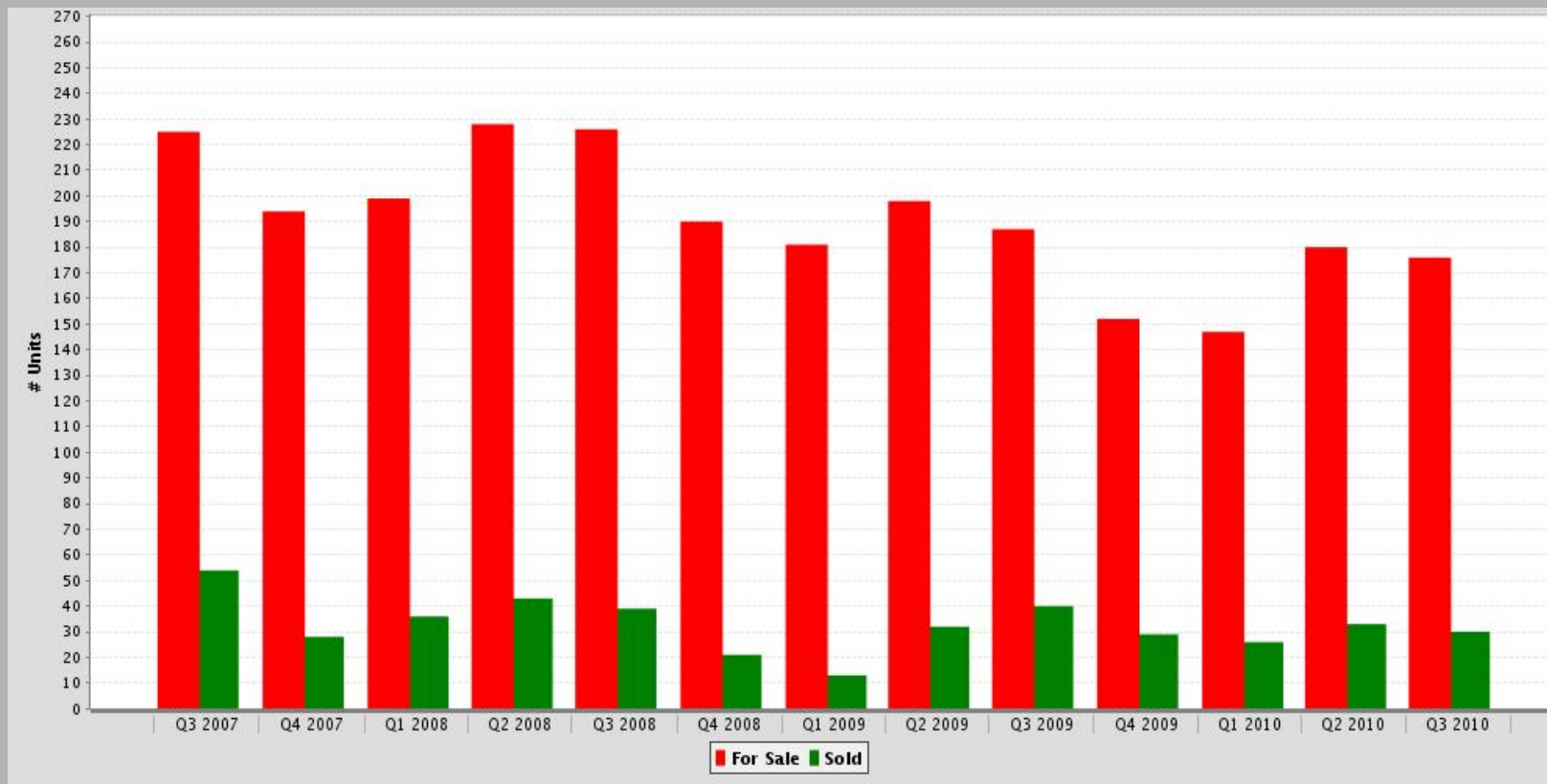
-22%



MLS: REALTRAC Period: 3 years (quarterly) Price: \$200,000-\$300,000 Construction Type: All Bedrooms: All Bathrooms: All Lot Size: 0-2 Acres
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 ZIP Codes: 37206, 37216

Supply & Demand by Quarter

Q3 2007 vs. Q3 2010: The number of for sale properties is down 22% and the number of sold properties is down 44%



Q3 2007 vs. Q3 2010			
Q3 2007	Q3 2010	Change	%
225	176	-49	-22%



Q3 2007 vs. Q3 2010			
Q3 2007	Q3 2010	Change	%
54	30	-24	-44%

MLS: REALTRAC Period: 3 years (quarterly) Price: \$200,000-\$300,000 Construction Type: All Bedrooms: All Bathrooms: All Lot Size: 0-2 Acres
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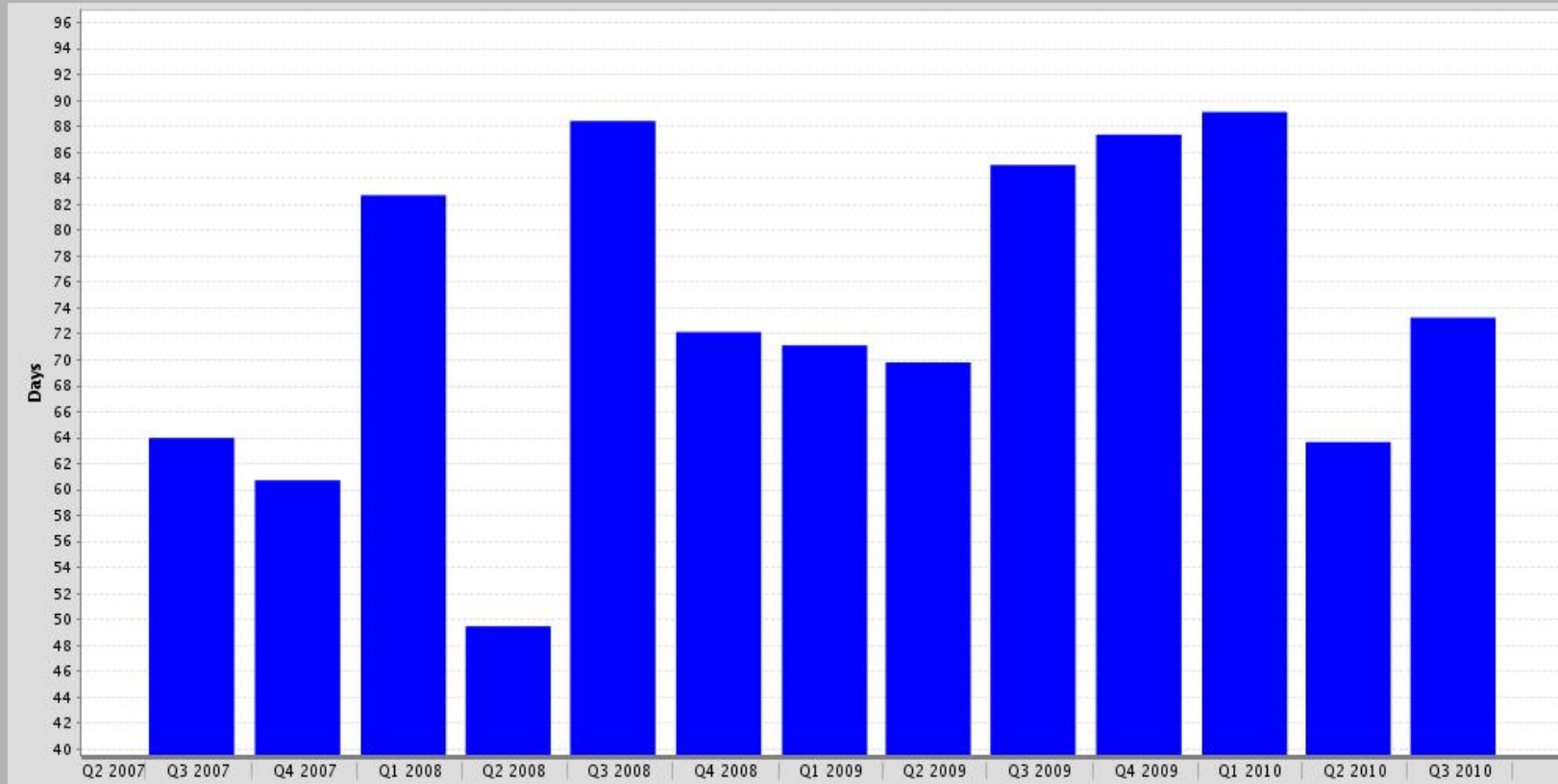
Supply & Demand by Quarter

Q3 2007 vs. Q3 2010: The number of for sale properties is down 22% and the number of sold properties is down 44%

Time Period	# Properties For Sale	Average DOM For Sale	# Properties Sold	Average DOM Sold
Q3 2010	176	95	30	79
Q2 2010	180	105	33	67
Q1 2010	147	123	26	91
Q4 2009	152	118	29	96
Q3 2009	187	111	40	82
Q2 2009	198	105	32	61
Q1 2009	181	109	13	82
Q4 2008	190	115	21	74
Q3 2008	226	114	39	65
Q2 2008	228	110	43	55
Q1 2008	199	110	36	79
Q4 2007	194	103	28	58
Q3 2007	225	94	54	64

The Average Days on Market by Quarter

Q3 2007 vs. Q3 2010: The average days on market is up 14%



Q3 2007 vs. Q3 2010

Q3 2007

64

Q3 2010

73

Change

9

%

+14%



MLS: REALTRAC
 Property Types: Residential: (Single Family)
 ZIP Codes: 37206, 37216

Period: 3 years (quarterly)
 Price: \$200,000-\$300,000

Construction Type: All

Bedrooms: All

Bathrooms: All

Lot Size: 0-2 Acres

Sq Ft: All