

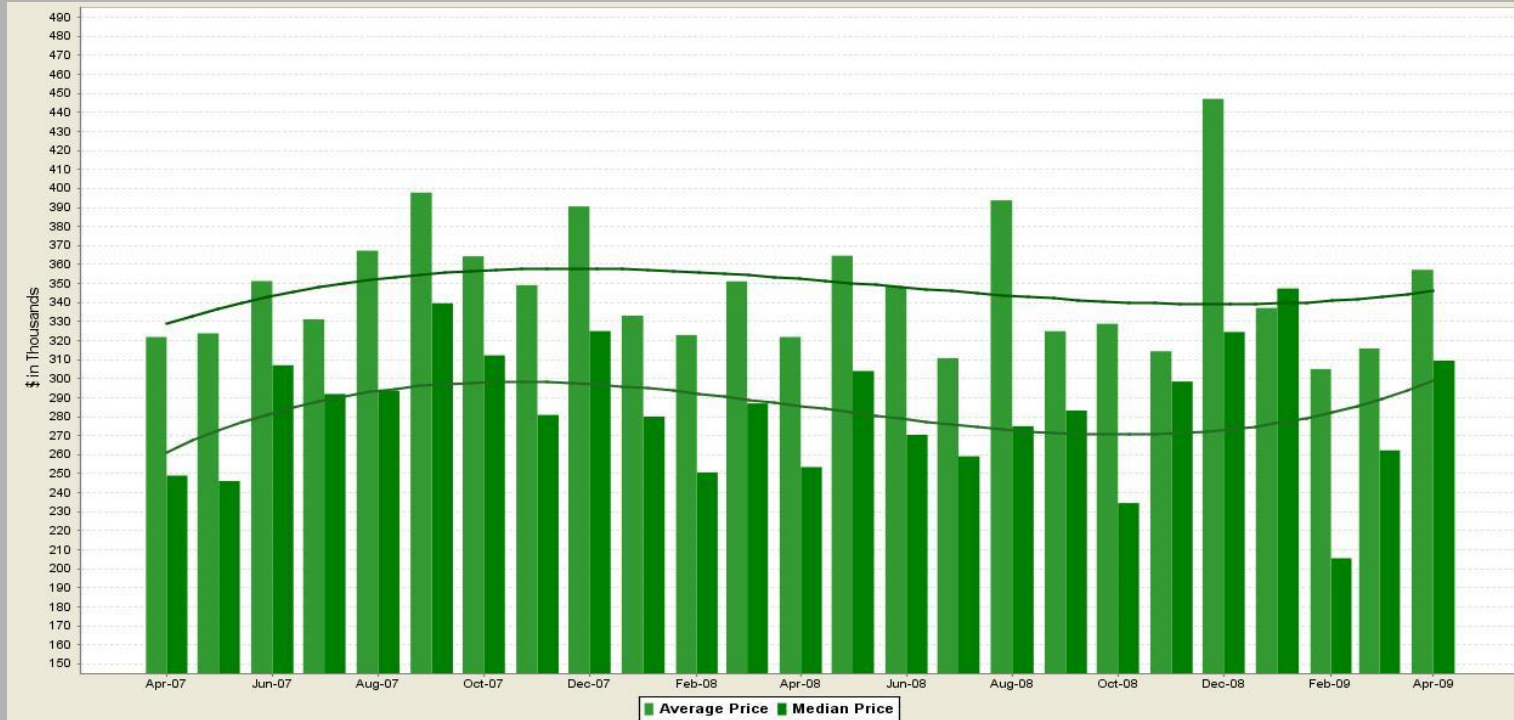


# Market Dynamics

## Sold Average vs. Median Price

### 2 Years (Monthly) 04/01/07 - 04/30/09

Triangle MLS, Inc.  
Chatham County



#### KEY INFORMATION

	Apr-07	Apr-09	Price Change	Percent Change
Average	321,938	357,194	35,256	11.0
Median	249,000	309,428	60,428	24.3

Average  
+11%

Median  
+24%

MLS: Triangle	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types: Chatham County:	Residential: (Detached, Site Built (Stick), Townhouse, Townhouse End Unit, Condo Other, Condo 1st Floor, Condo 2nd Floor, Condo End Unit, Condo Basement,...	305				Sq Ft: All



## Market Dynamics

### Sold Average vs. Median Price

#### 2 Years (Monthly) 04/01/07 - 04/30/09

Triangle MLS, Inc.  
Chatham County

Time Period	# Properties Sold	Sold Average \$	Sold Median \$	Average \$ - Median \$	Median \$ as % of Average \$	Sold Avg DOM
Apr-09	44	357,194	309,428	47,766	86.6	119
Mar-09	36	315,791	262,250	53,541	83.0	128
Feb-09	35	305,027	205,500	99,527	67.4	90
Jan-09	22	337,129	347,425	-10,296	103.0	71
Dec-08	34	447,185	324,500	122,685	72.6	91
Nov-08	39	314,369	298,500	15,869	95.0	118
Oct-08	34	328,893	234,500	94,393	71.3	118
Sep-08	55	324,908	283,173	41,735	87.2	85
Aug-08	54	393,741	274,950	118,791	69.8	122
Jul-08	58	310,812	259,152	51,660	83.4	92
Jun-08	76	348,406	270,412	77,994	77.6	111
May-08	60	364,645	304,000	60,645	83.4	119
Apr-08	60	321,935	253,500	68,435	78.7	112
Mar-08	47	351,175	287,000	64,175	81.7	130
Feb-08	39	322,926	250,649	72,277	77.6	129
Jan-08	31	333,065	280,000	53,065	84.1	97
Dec-07	48	390,526	325,000	65,526	83.2	113
Nov-07	63	349,150	280,865	68,285	80.4	142
Oct-07	64	364,354	312,250	52,104	85.7	100
Sep-07	54	397,860	339,650	58,210	85.4	110
Aug-07	81	367,333	293,589	73,744	79.9	115
Jul-07	84	331,140	291,939	39,201	88.2	103
Jun-07	77	351,335	307,000	44,335	87.4	86
May-07	78	323,851	246,100	77,751	76.0	117
Apr-07	79	321,938	249,000	72,938	77.3	110

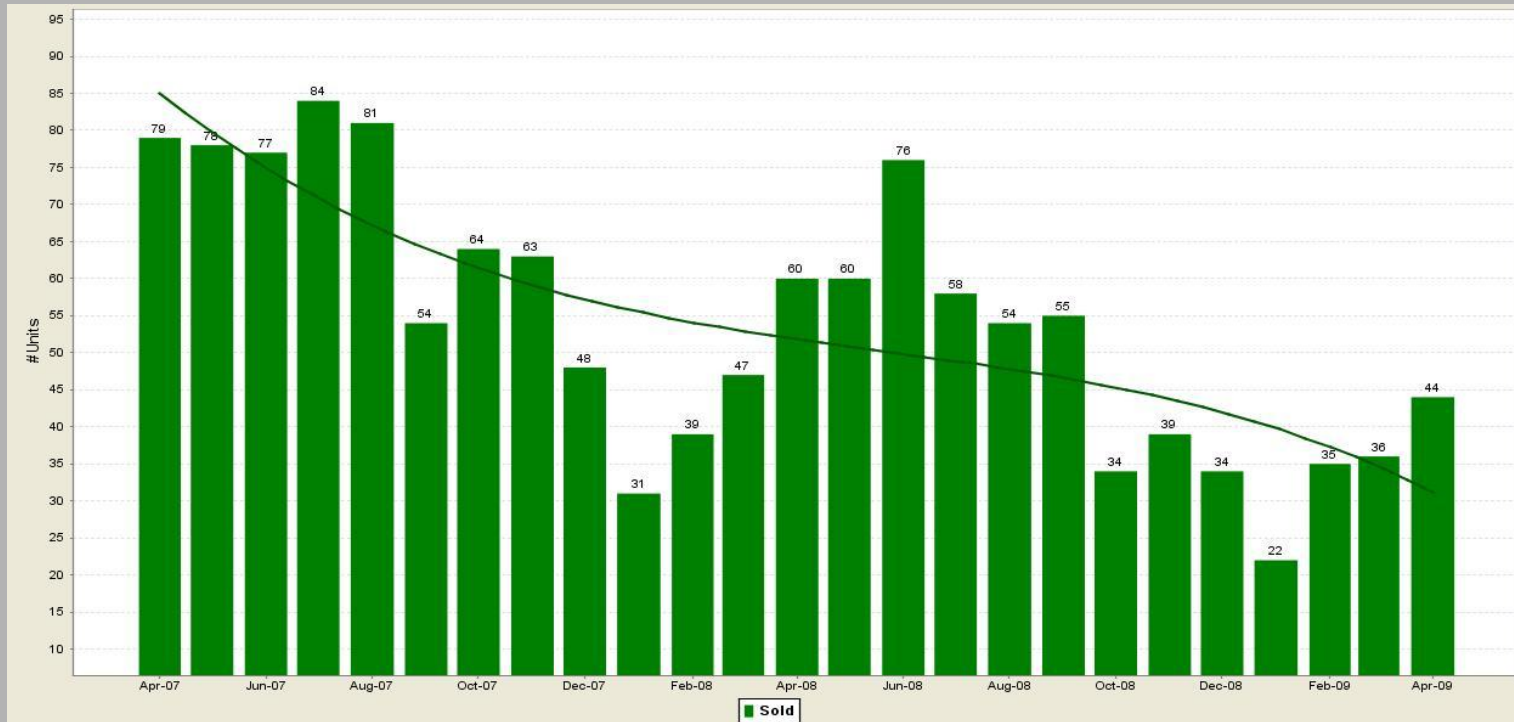


# Market Dynamics

## Supply & Demand - # Units (Sold)

### 2 Years (Monthly) 04/01/07 - 04/30/09

Triangle MLS, Inc.  
Chatham County



#### KEY INFORMATION

	Apr-07	Apr-09	# Units Change	Percent Change
Sold	79	44	-35	-44.3

Sold  
44%

MLS: Triangle	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types: Chatham County:	Residential: (Detached, Site Built (Stick), Townhouse, Townhouse End Unit, Condo Other, Condo 1st Floor, Condo 2nd Floor, Condo End Unit, Condo Basement,...	305				Sq Ft: All



## Market Dynamics

### Supply & Demand - # Units (Sold)

#### 2 Years (Monthly) 04/01/07 - 04/30/09

Triangle MLS, Inc.  
Chatham County

Time Period	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS
	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties
Apr-09	818	154	74	135	44	119	49	150	136
Mar-09	772	158	32	156	36	128	58	202	125
Feb-09	726	158	32	115	35	90	47	200	98
Jan-09	736	156	35	110	22	71	73	195	136
Dec-08	742	164	37	81	34	91	105	219	84
Nov-08	738	155	20	109	39	118	60	175	67
Oct-08	786	141	41	96	34	118	74	166	124
Sep-08	768	142	31	106	55	85	75	204	112
Aug-08	785	140	57	117	54	122	72	203	128
Jul-08	806	140	61	98	58	92	88	195	133
Jun-08	818	144	55	109	76	111	90	209	129
May-08	834	144	68	101	60	119	77	209	134
Apr-08	838	141	72	117	60	112	66	178	135
Mar-08	820	140	50	141	47	130	67	162	154
Feb-08	775	142	54	105	39	129	55	194	148
Jan-08	753	147	43	102	31	97	83	177	131
Dec-07	723	154	26	170	48	113	75	206	85
Nov-07	743	145	39	131	63	142	66	168	99
Oct-07	779	146	60	145	64	100	75	213	116
Sep-07	766	144	51	103	54	110	52	233	124
Aug-07	737	141	46	115	81	115	49	157	111
Jul-07	746	137	66	113	84	103	54	188	134
Jun-07	732	138	73	107	77	86	47	227	153
May-07	717	135	97	77	78	117	41	161	137
Apr-07	687	140	68	130	79	110	39	210	125

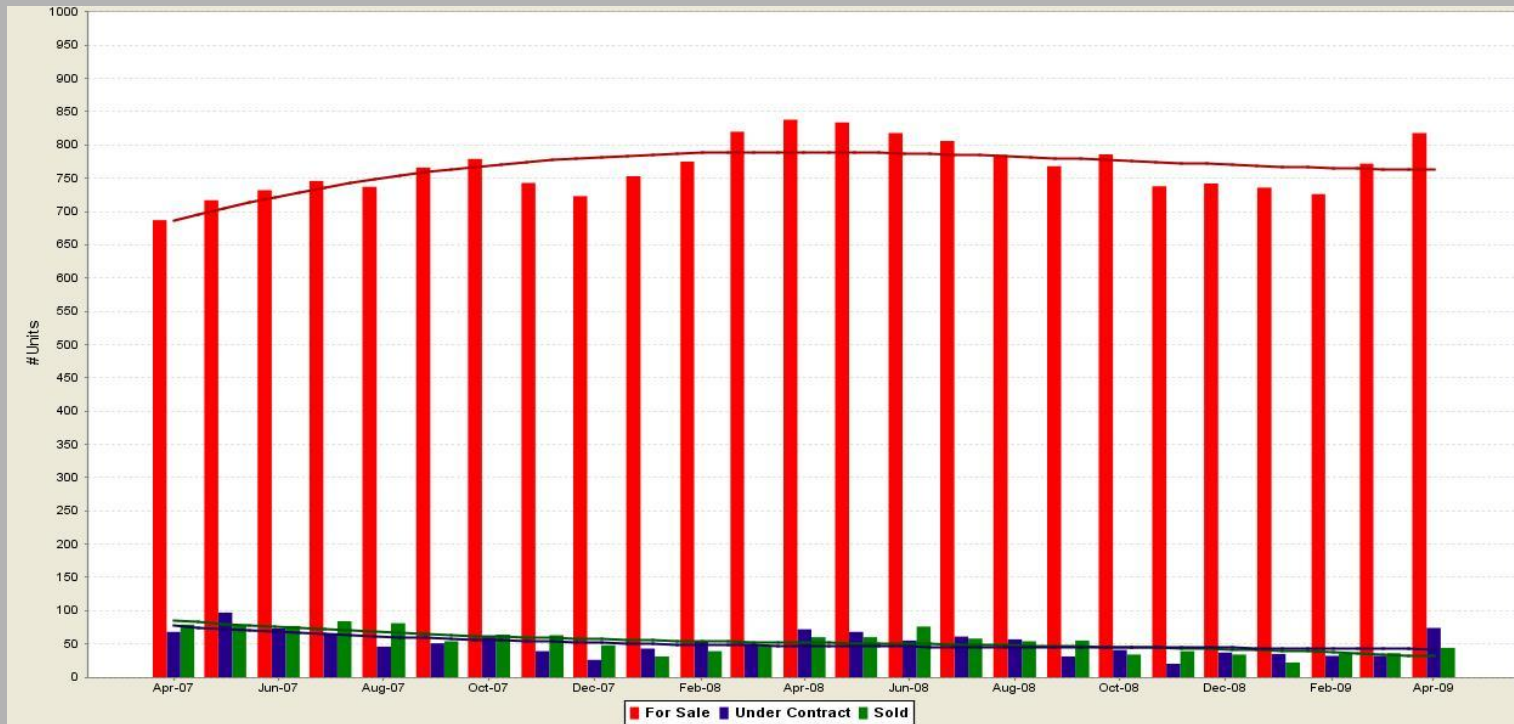


# Market Dynamics

## Supply & Demand - # Units (FS, UC, Sold)

### 2 Years (Monthly) 04/01/07 - 04/30/09

Triangle MLS, Inc.  
Chatham County



#### KEY INFORMATION

	Apr-07	Apr-09	# Units Change	Percent Change
For Sale	687	818	131	19.1
Under Contract	68	74	6	8.8
Sold	79	44	-35	-44.3

MLS: Triangle	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types: Chatham County:	Residential: (Detached, Site Built (Stick), Townhouse, Townhouse End Unit, Condo Other, Condo 1st Floor, Condo 2nd Floor, Condo End Unit, Condo Basement,...	305				Sq Ft: All



## Market Dynamics

### Supply & Demand - # Units (FS, UC, Sold)

#### 2 Years (Monthly) 04/01/07 - 04/30/09

Triangle MLS, Inc.  
Chatham County

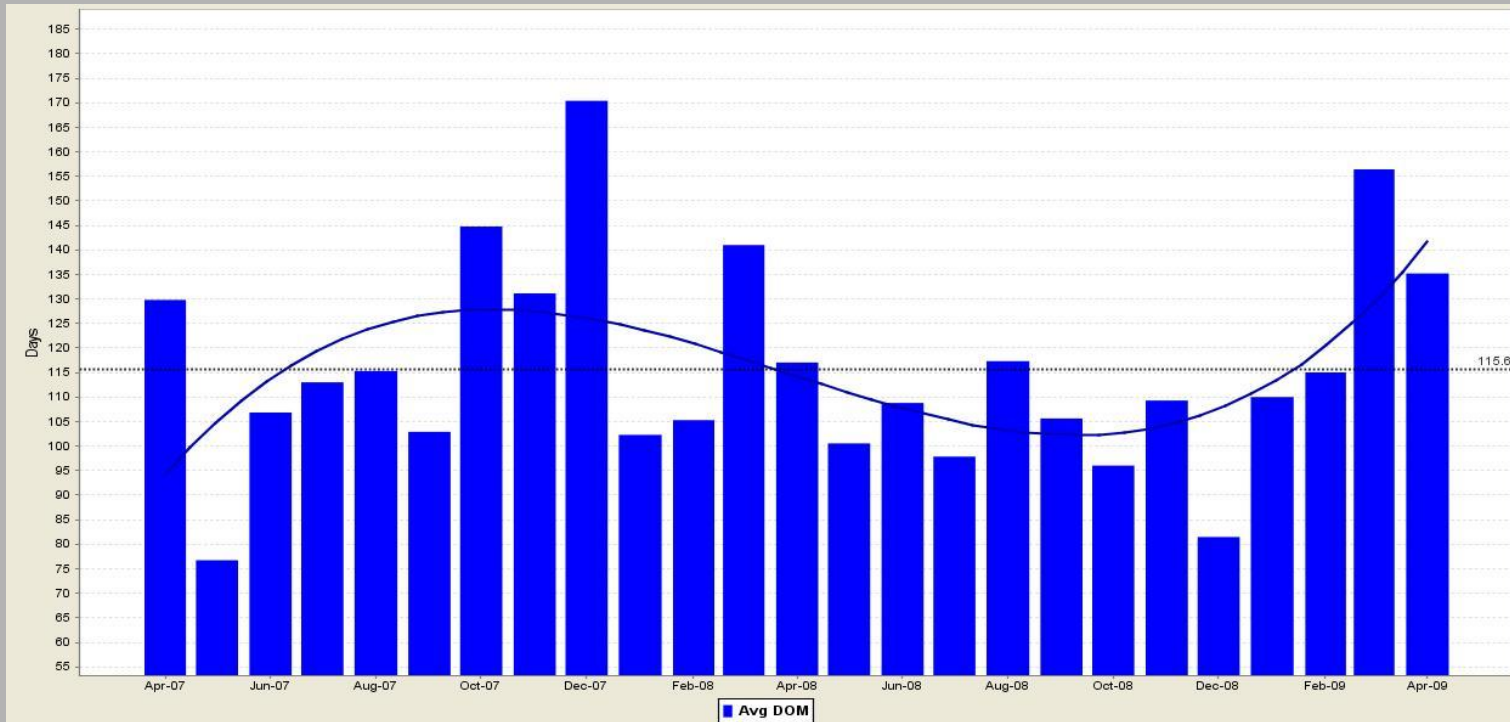
Time Period	FOR SALE		UNDER CONTRACT		SOLD		EXPIRED		NEW LISTINGS
	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties	Average DOM	# Properties
Apr-09	818	154	74	135	44	119	49	150	136
Mar-09	772	158	32	156	36	128	58	202	125
Feb-09	726	158	32	115	35	90	47	200	98
Jan-09	736	156	35	110	22	71	73	195	136
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Nov-08	738	155	20	109	39	118	60	175	67
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Apr-08	838	141	72	117	60	112	66	178	135
Mar-08	820	140	50	141	47	130	67	162	154
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Jun-07	732	138	73	107	77	86	47	227	153
May-07	717	135	97	77	78	117	41	161	137
Apr-07	687	140	68	130	79	110	39	210	125



# Market Dynamics

## Average Days on Market for Under Contract Properties 2 Years (Monthly) 04/01/07 - 04/30/09

Triangle MLS, Inc.  
Chatham County



### KEY INFORMATION

	Apr-07	Apr-09	Change	Percent Change
DOM	130	135	5	4.1

**DOM**  
+4%

MLS: Triangle	Period: 2 Years (Monthly)	Price: All	Construction Type: All	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types: Chatham County:	Residential: (Detached, Site Built (Stick), Townhouse, Townhouse End Unit, Condo Other, Condo 1st Floor, Condo 2nd Floor, Condo End Unit, Condo Basement,...	305				Sq Ft: All



# Market Dynamics

## Average Days on Market for Under Contract Properties

### 2 Years (Monthly) 04/01/07 - 04/30/09

Triangle MLS, Inc.  
Chatham County

Time Period	Under Contract Average DOM	Months Supply of Inventory	# Properties For Sale Last Day of Month	# Properties Under Contract
Apr-09	135	9.4	695	74
Mar-09	156	21.3	682	32
Feb-09	115	20.2	647	32
Jan-09	110	17.9	628	35
Dec-08	81	16.2	600	37
Nov-08	109	32.9	658	20
Oct-08	96	16.4	671	41
Sep-08	106	21.4	662	31
Aug-08	117	11.5	656	57
Jul-08	98	10.8	657	61
Jun-08	109	12.2	673	55
May-08	101	10.1	689	68
Apr-08	117	9.7	700	72
Mar-08	141	14.1	703	50
Feb-08	105	12.3	666	54
Jan-08	102	14.6	627	43
Dec-07	170	23.9	622	26
Nov-07	131	16.4	638	39
Oct-07	145	10.8	645	60
Sep-07	103	13.0	663	51
Aug-07	115	14.0	642	46
Jul-07	113	9.5	626	66
Jun-07	107	8.4	612	73
May-07	77	6.0	579	97
Apr-07	130	8.5	580	68