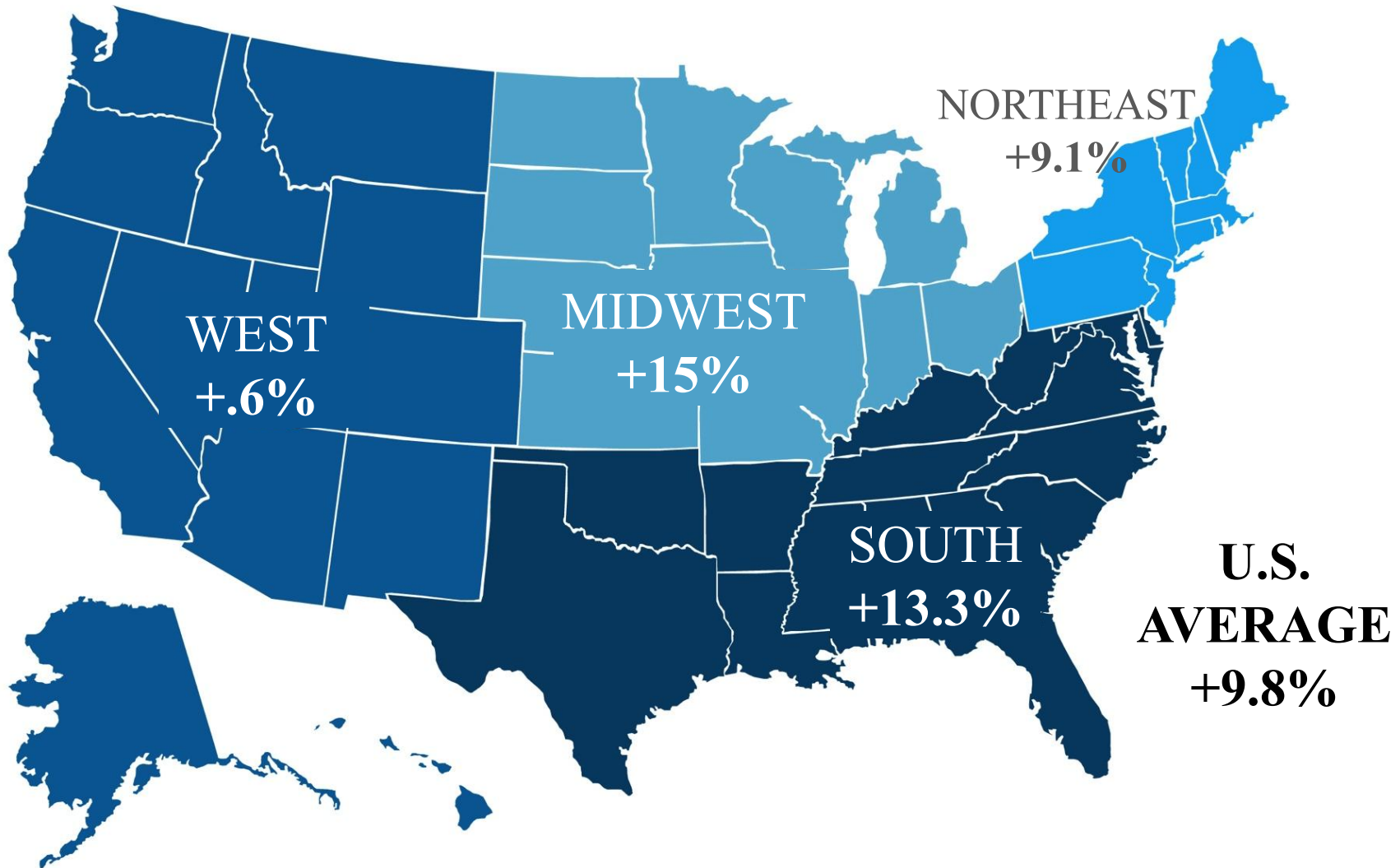
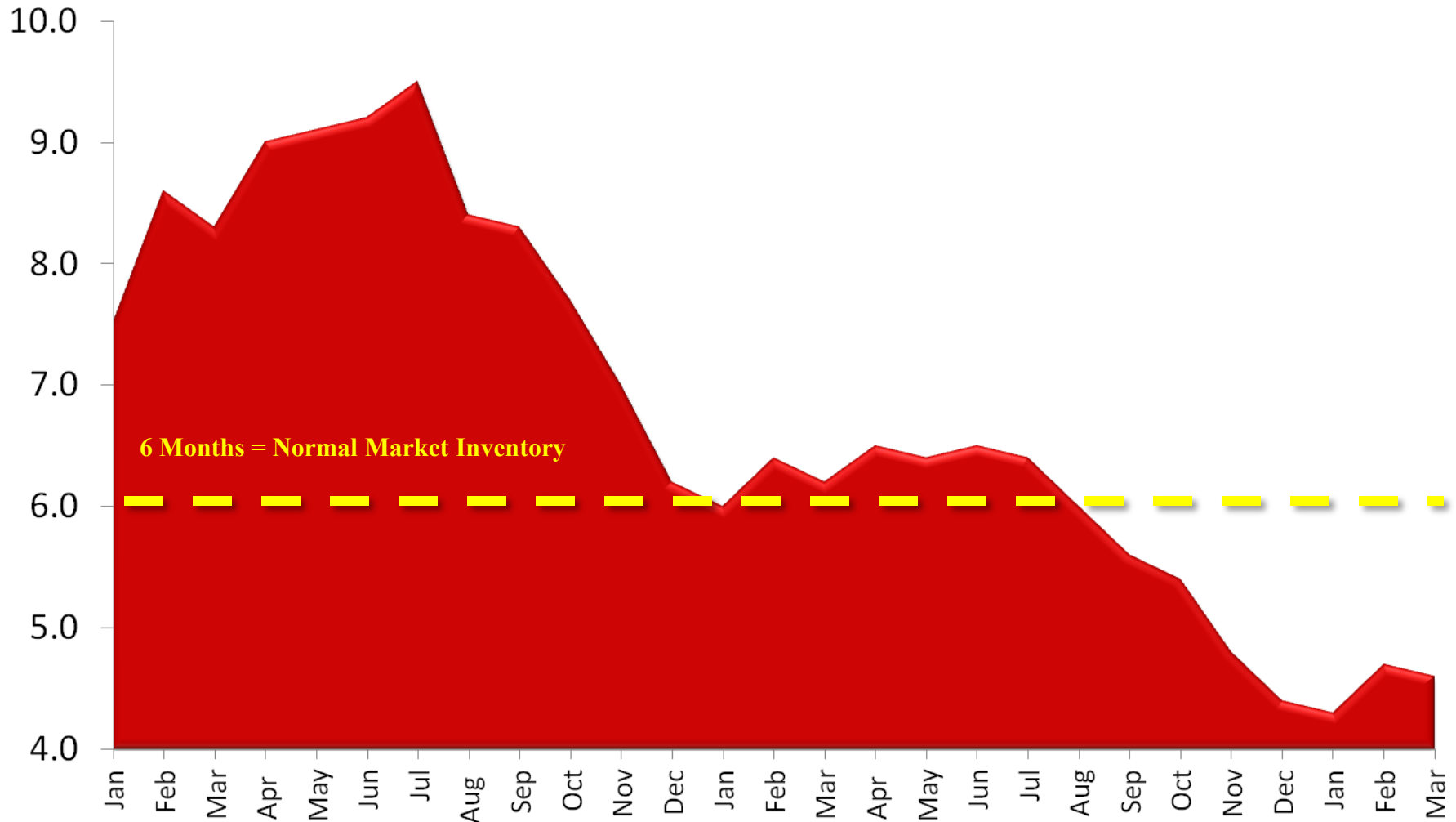


U.S. Housing Market

Existing Home Sales (year-over-year)

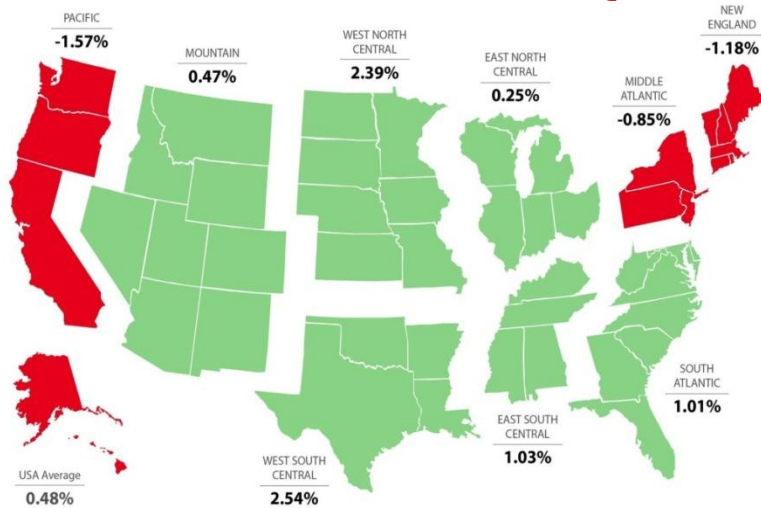


Months Inventory of Homes for Sale



FHFA Regional Home Prices

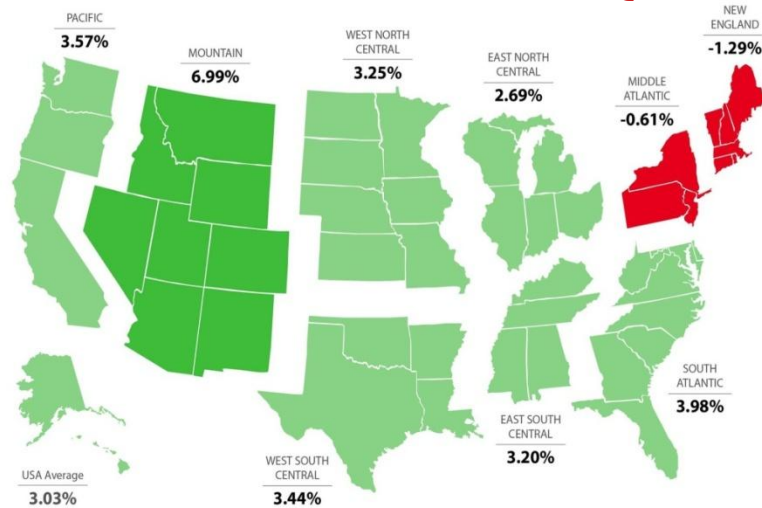
1st Quarter



FHFA 2012 1Q HPI Report

FHFA Regional Home Prices

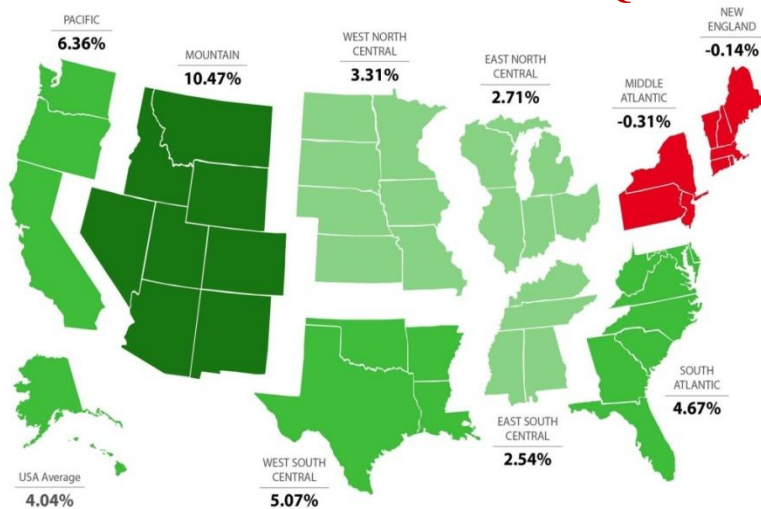
2nd Quarter



FHFA 2012 2Q HPI Report

FHFA Regional Home Prices

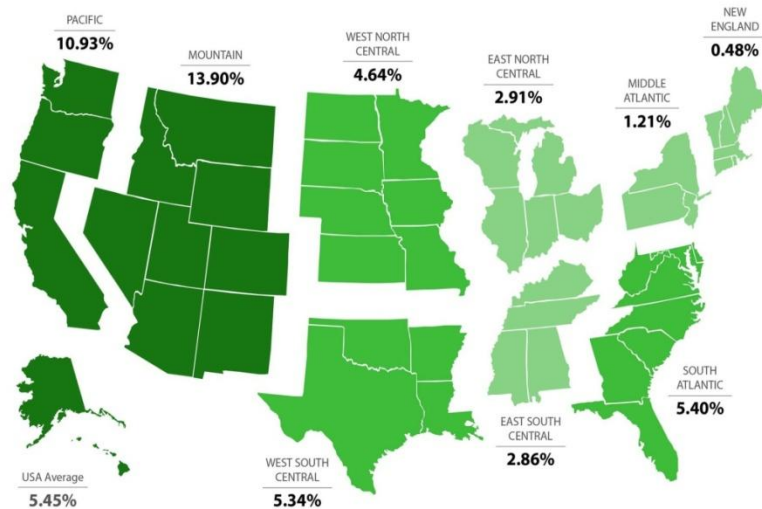
3rd Quarter



FHFA 2012 3Q HPI Report

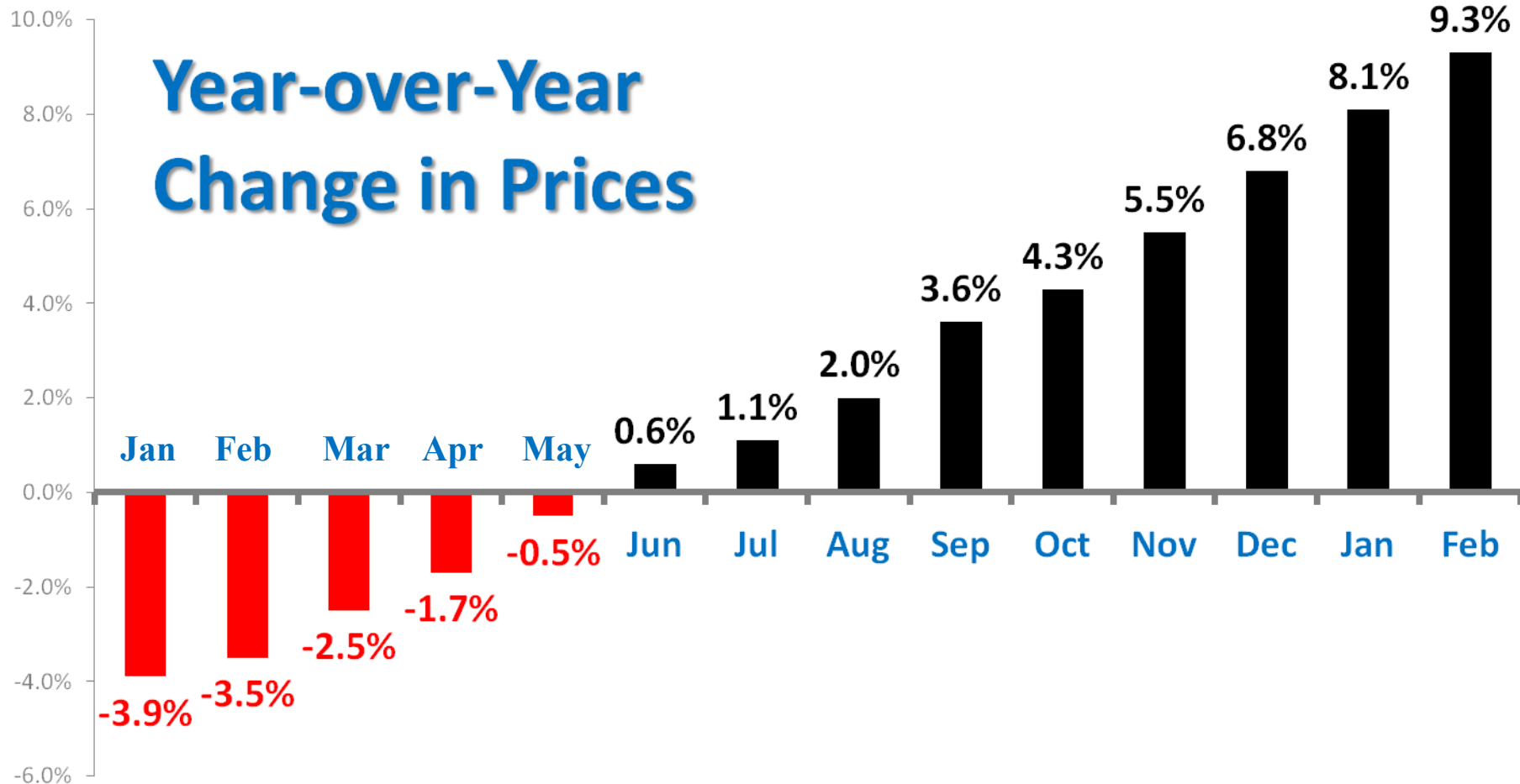
FHFA Regional Home Prices

4th Quarter



FHFA 2012 4Q HPI Report

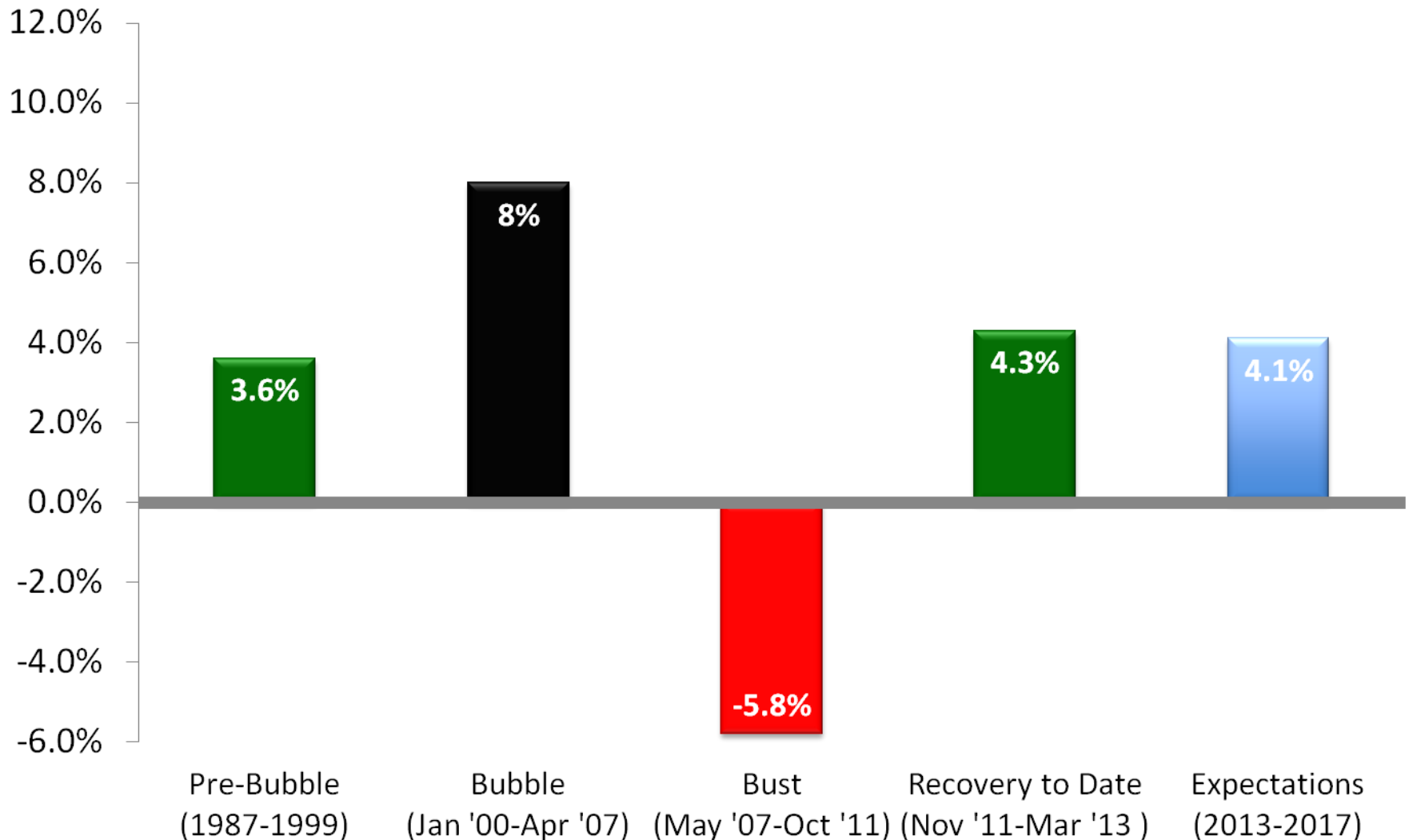
S&P Case-Shiller Home Price Indices



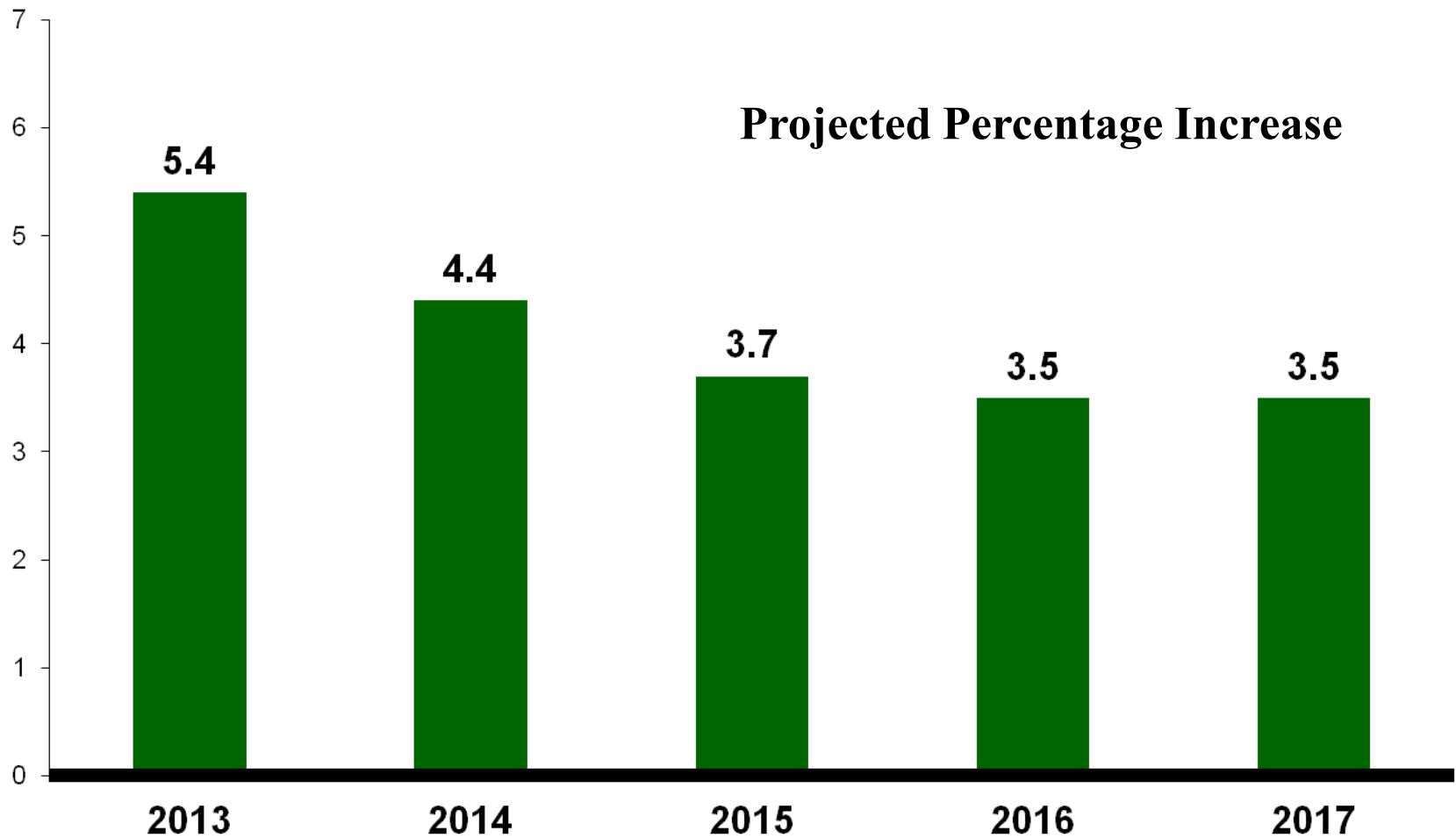
S&P Case-Shiller Home Price Indices

Metropolitan Area	Year-over-Year	Metropolitan Area	Year-over-Year
Atlanta	16.5%	Miami	10.4%
Boston	5.2%	Minneapolis	12%
Charlotte	6.2%	New York	1.9%
Chicago	5.1%	Phoenix	23%
Cleveland	5.3%	Portland	9.4%
Dallas	7.1%	San Diego	10.2%
Denver	9.9%	San Francisco	18.9%
Detroit	15.2%	Seattle	9.3%
Las Vegas	17.6%	Tampa	10%
Los Angeles	14.1%	Washington	6.9%

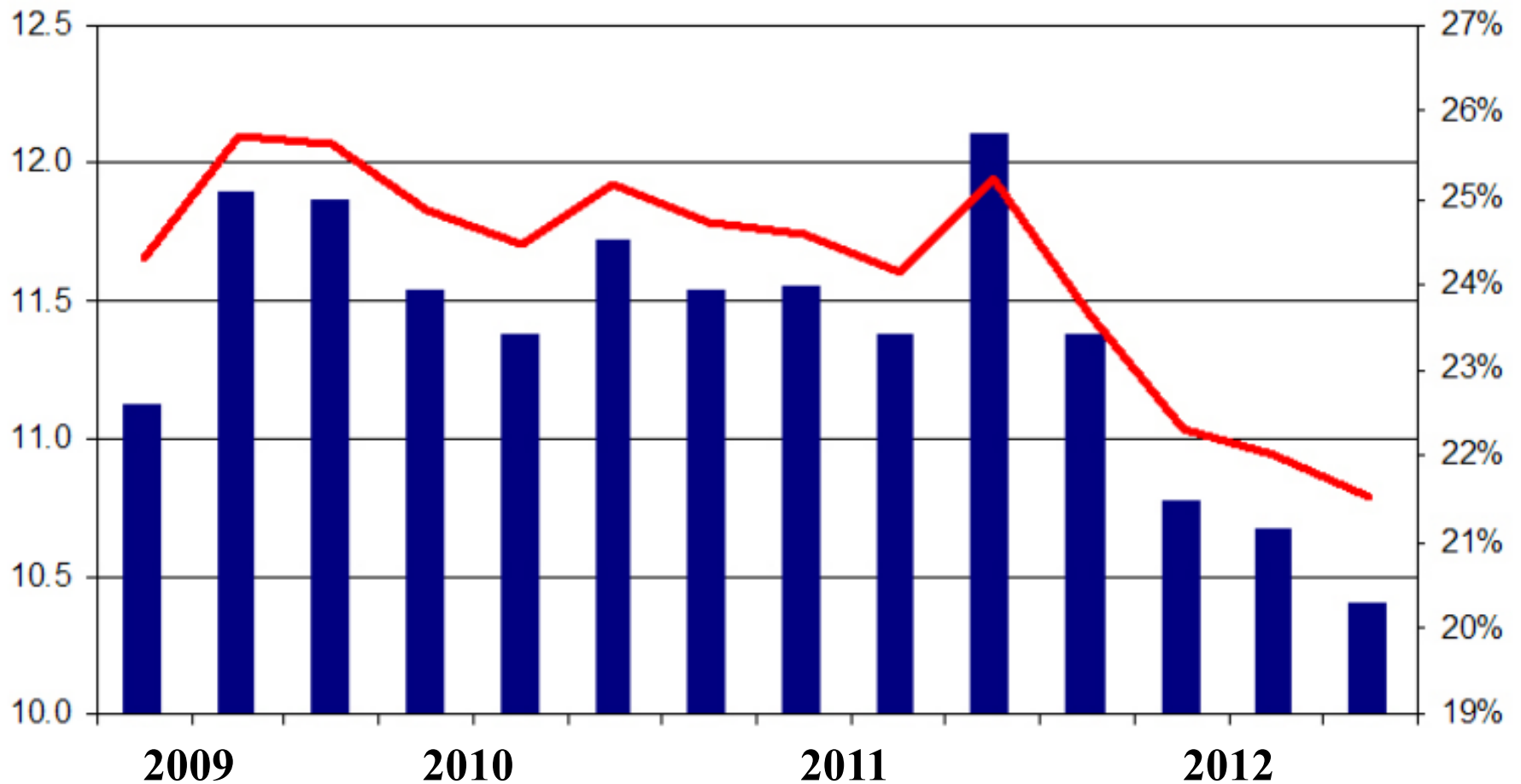
Average Annual Appreciation



Home Price Expectation Survey



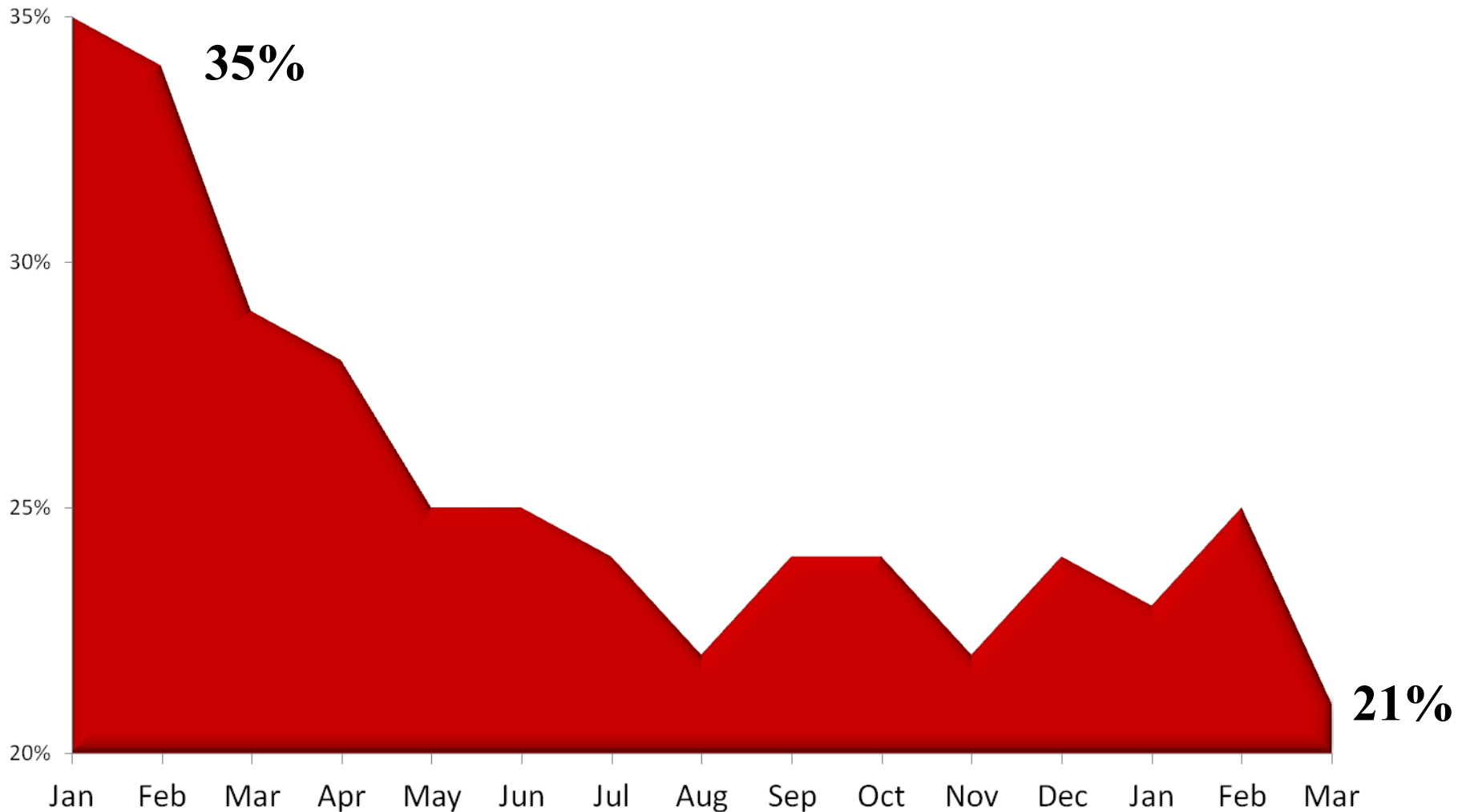
Negative Equity Decreasing



Negative Equity Loan Count (millions of mortgages – left axis)

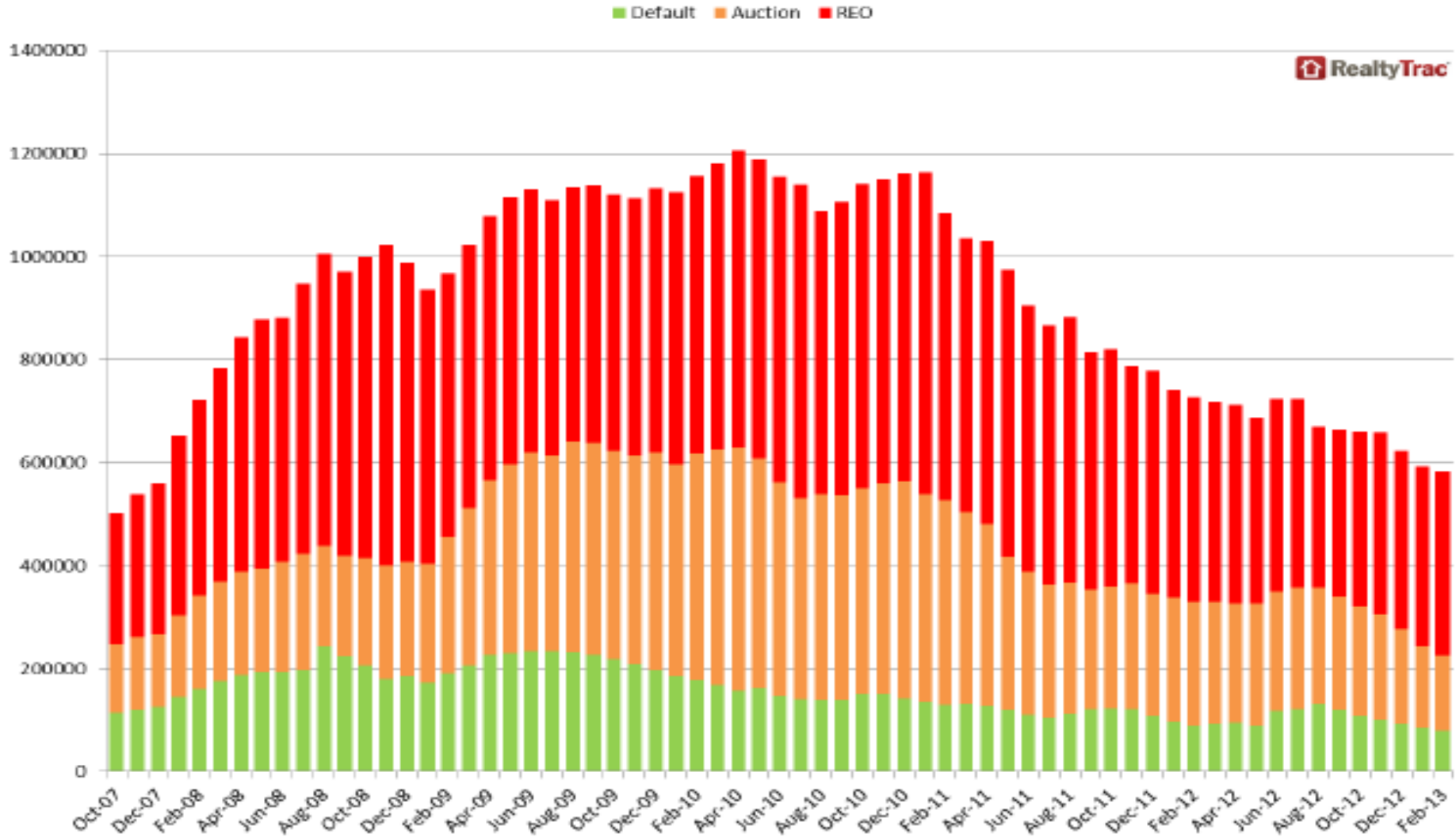
Negative Equity Share (percentage – right axis)

U.S. Percentage of Distressed Property Sales



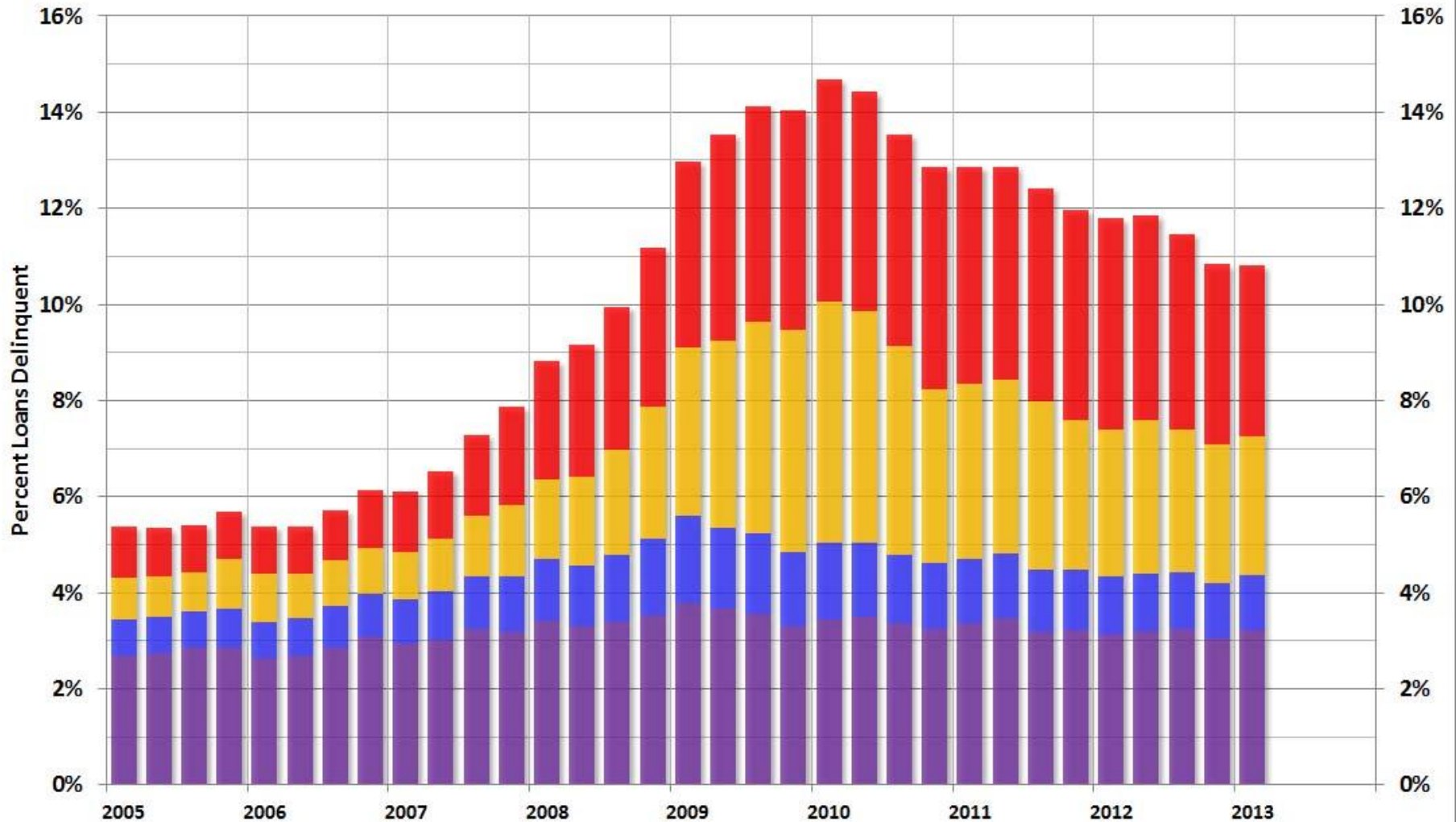
U.S. Foreclosure Inventory

Non-Judicial



Mortgage Delinquencies and Foreclosures by Period Past Due, All Loans

30 Day (SA) 60 Day (SA) 90 Day (SA) Foreclosure Process

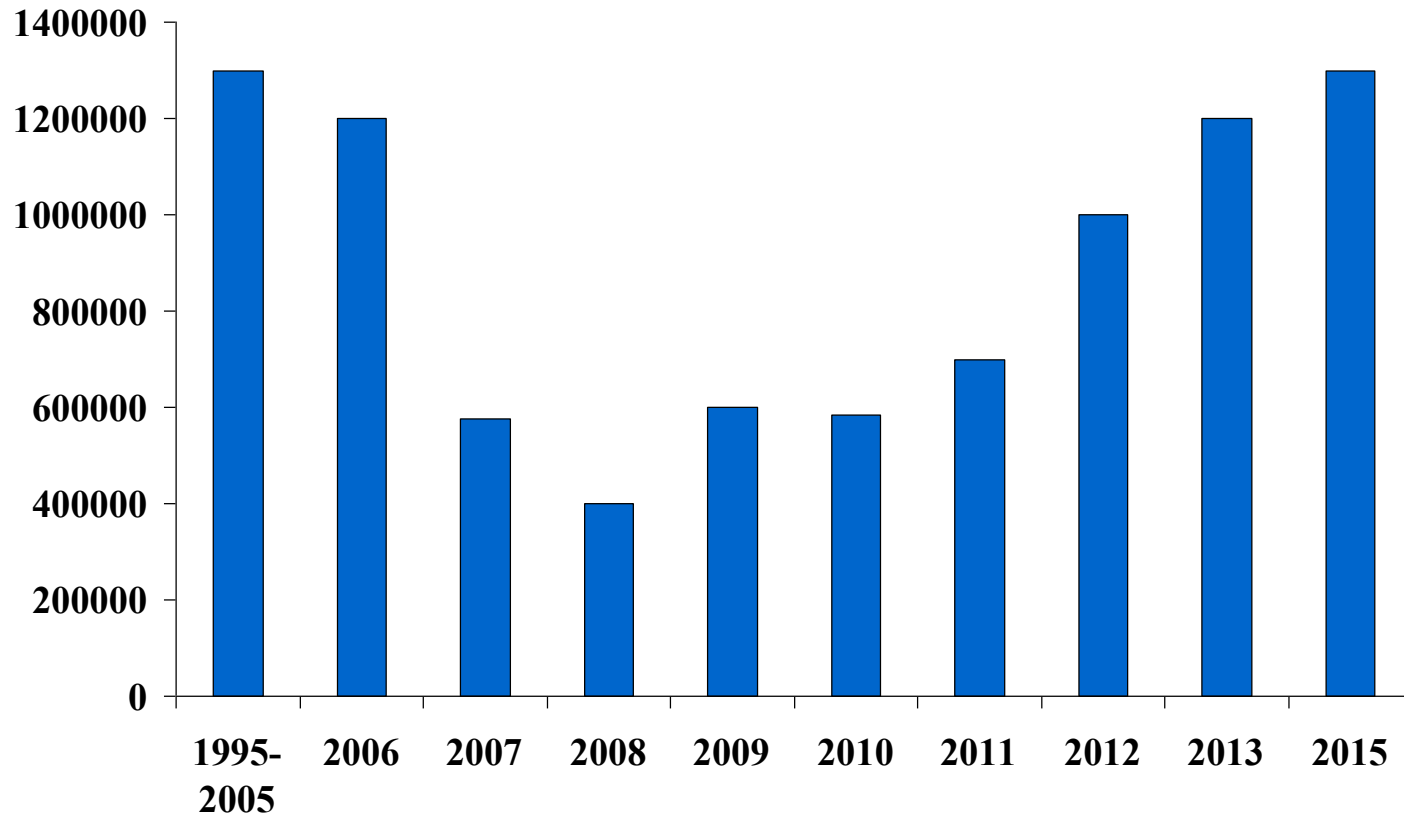


Source: MBA

<http://www.calculatedriskblog.com/>

U. S. Household Formation Trends

Demand For 1st Time Buyers Will Be Strong!

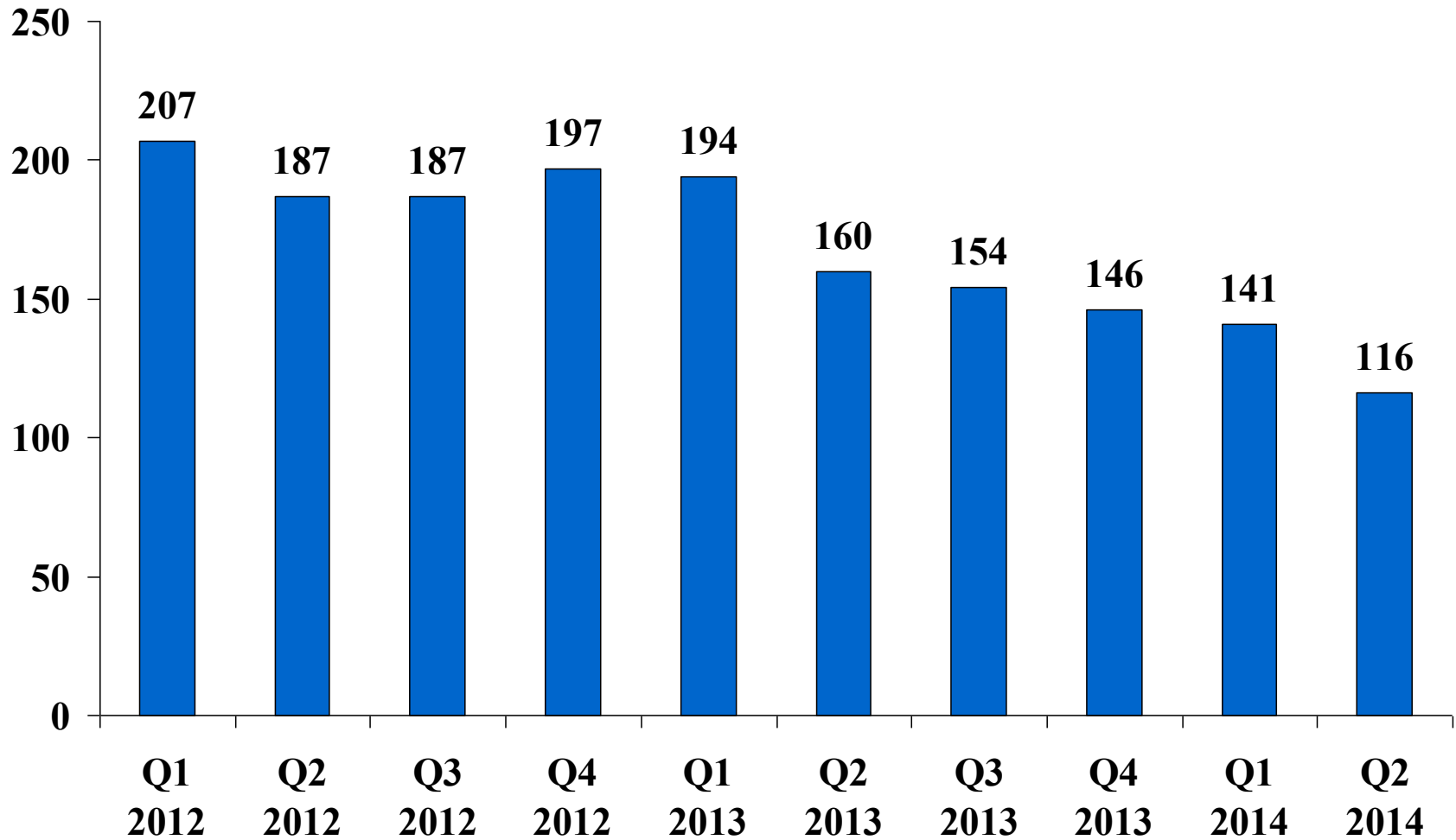


Source: U.S. Census, JCHS Household Growth Projections, Goldman Sachs

- **New Household Formation Dropped From 1.2 Mil (2006) To 400,000 (2008)**
- **Growing To 1.2 Million In 2013. Lots Of Pent-Up Demand.**
- **4 Million Students Per Year Graduate From College For Next 10 Years!**

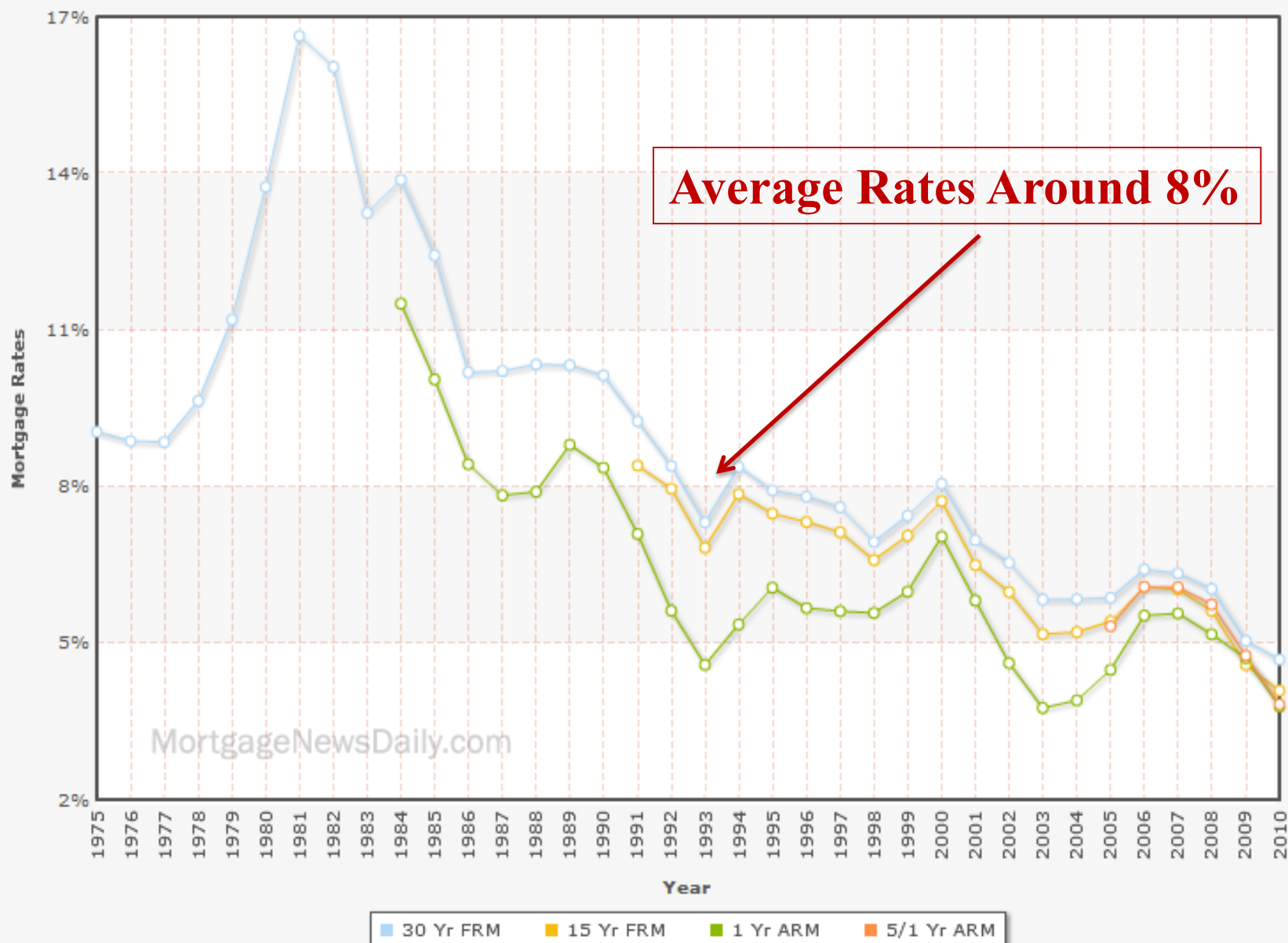
National Housing Affordability Index

(Combination of home prices and mortgage rates)

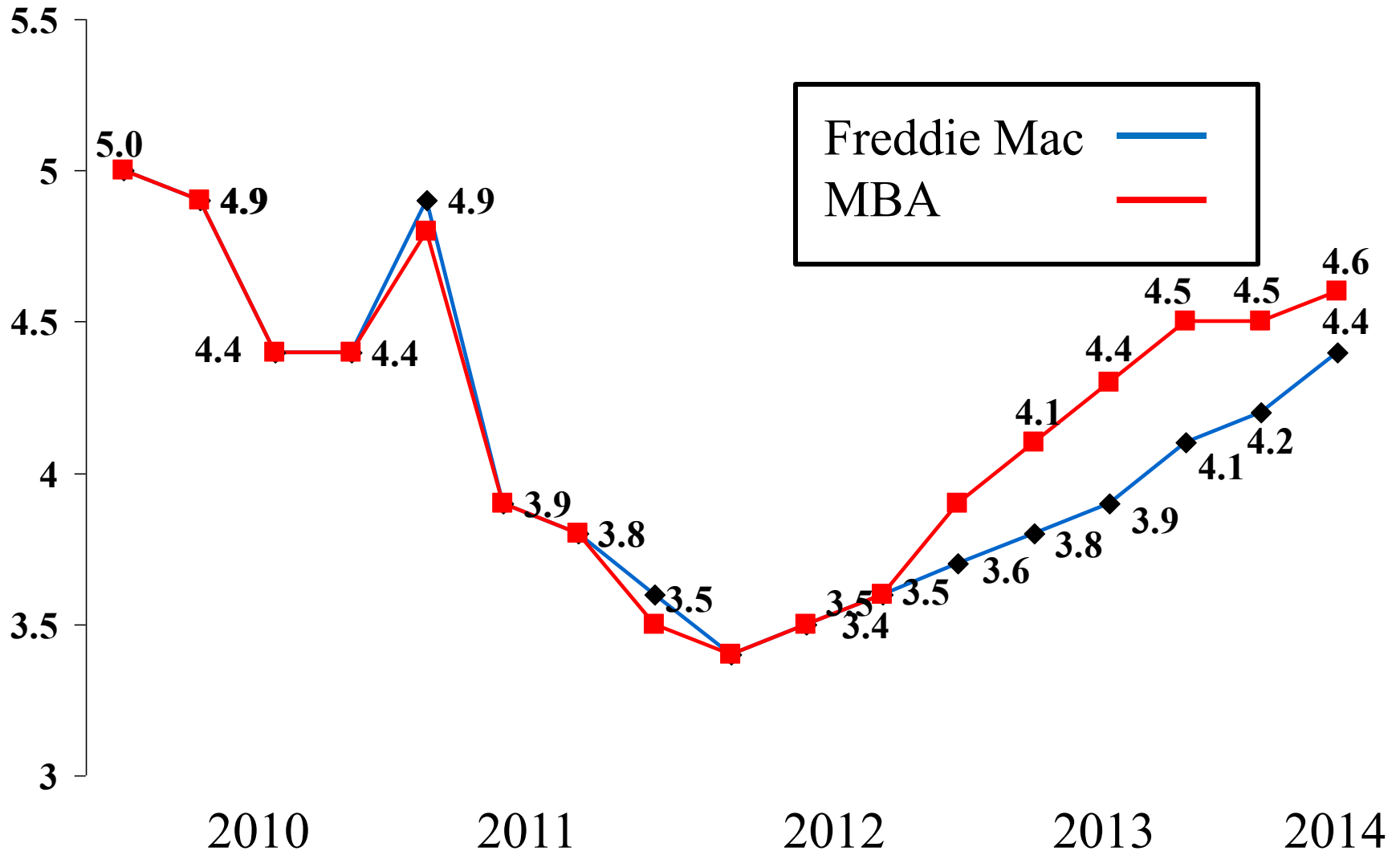


Affordability Remains High – But Prices Improving

U.S. Average Weekly Mortgage Rates (36 Years)



Freddie Mac & Mortgage Bankers Association 30-Year Fixed Rate Forecast (April 2013) 2010 – 2014 Quarterly Averages

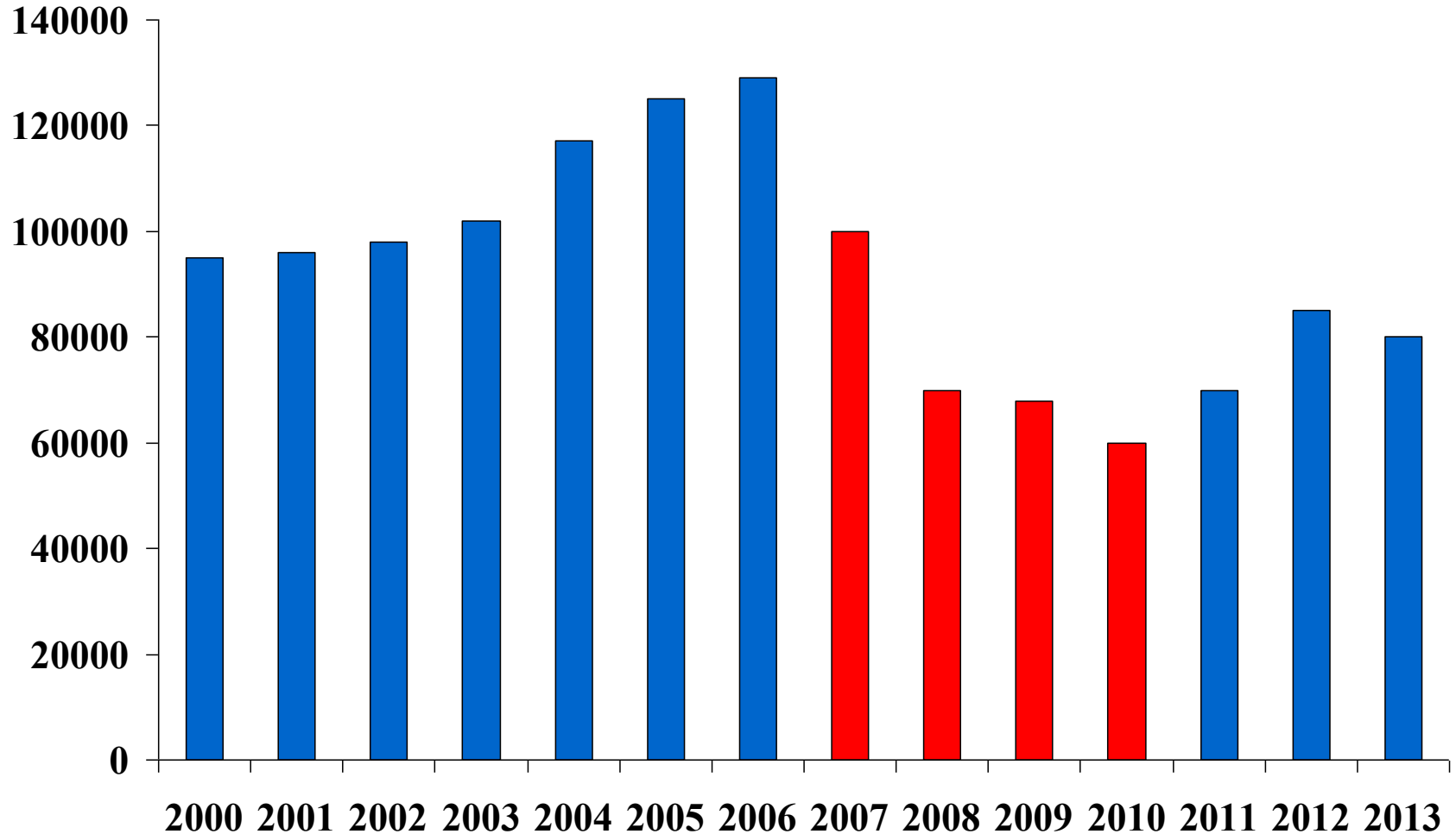


Increasing Mortgage Rates Make A Significant Difference In Home Affordability

Amount Of Mortgage	3.5% Mortgage	30-Year Cost	5% Mortgage	30-Year Cost	8% Mortgage	30-Year Cost
\$200,000	\$898	\$323,280	\$1,073	\$386,280	\$1,467	\$528,120
\$300,000	\$1,347	\$484,920	\$1,610	\$579,600	\$2,201	\$792,360
\$400,000	\$1,796	\$646,560	\$2,147	\$772,920	\$2,935	\$1,056,600
\$500,000	\$2,245	\$808,200	\$2,684	\$966,240	\$3,668	\$1,320,480
\$1 million	\$4,490	\$1,616,400	\$5,368	\$1,932,480	\$7,337	\$2,641,320

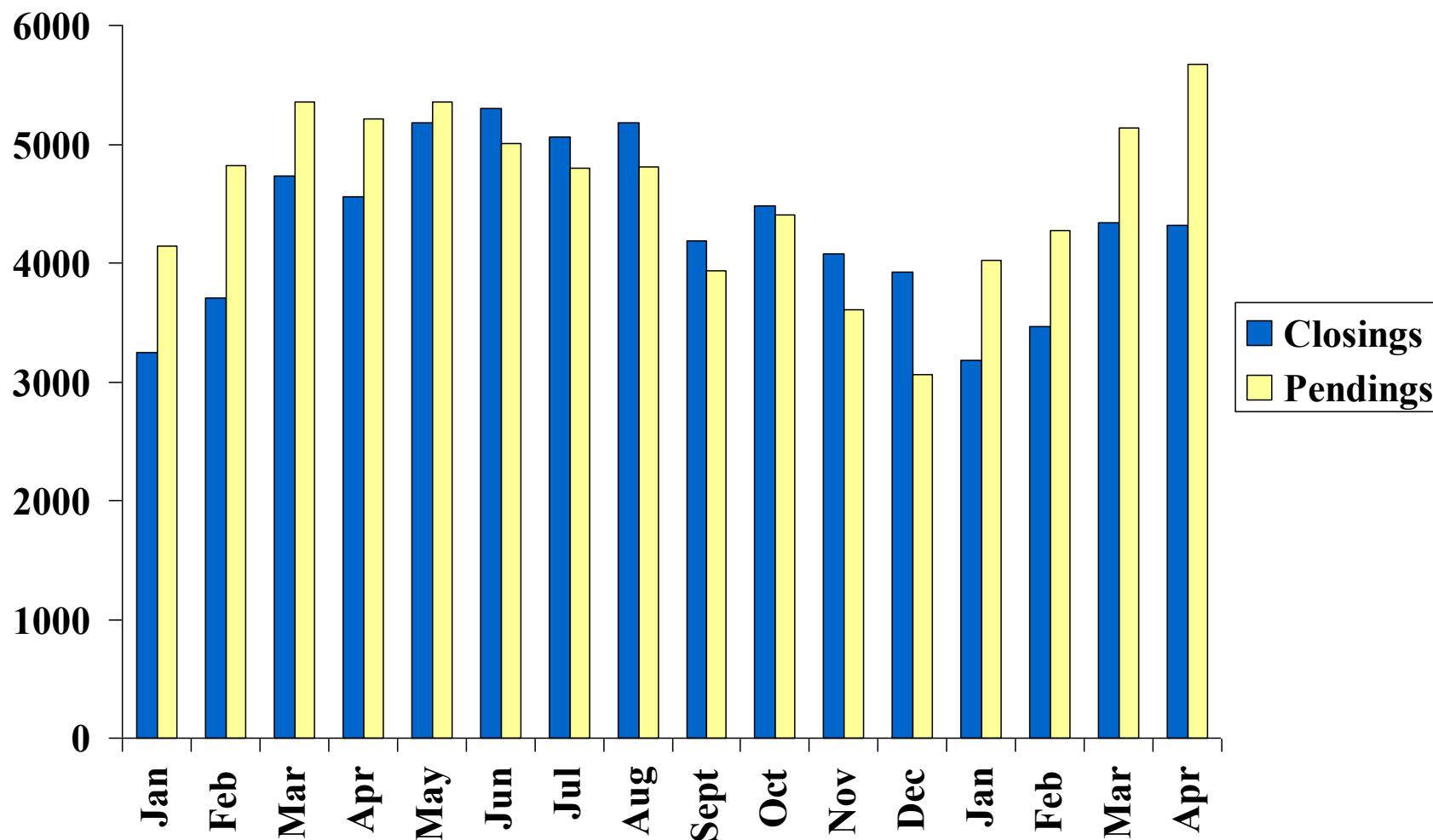
Greater Metro Atlanta Market

Metro Atlanta Homes Sold



125,000 Homes Sold In 2006. 60,000 Homes Sold in 2010. 2013 Closings Down Due To Low Inventory And Higher Fallout Rates.

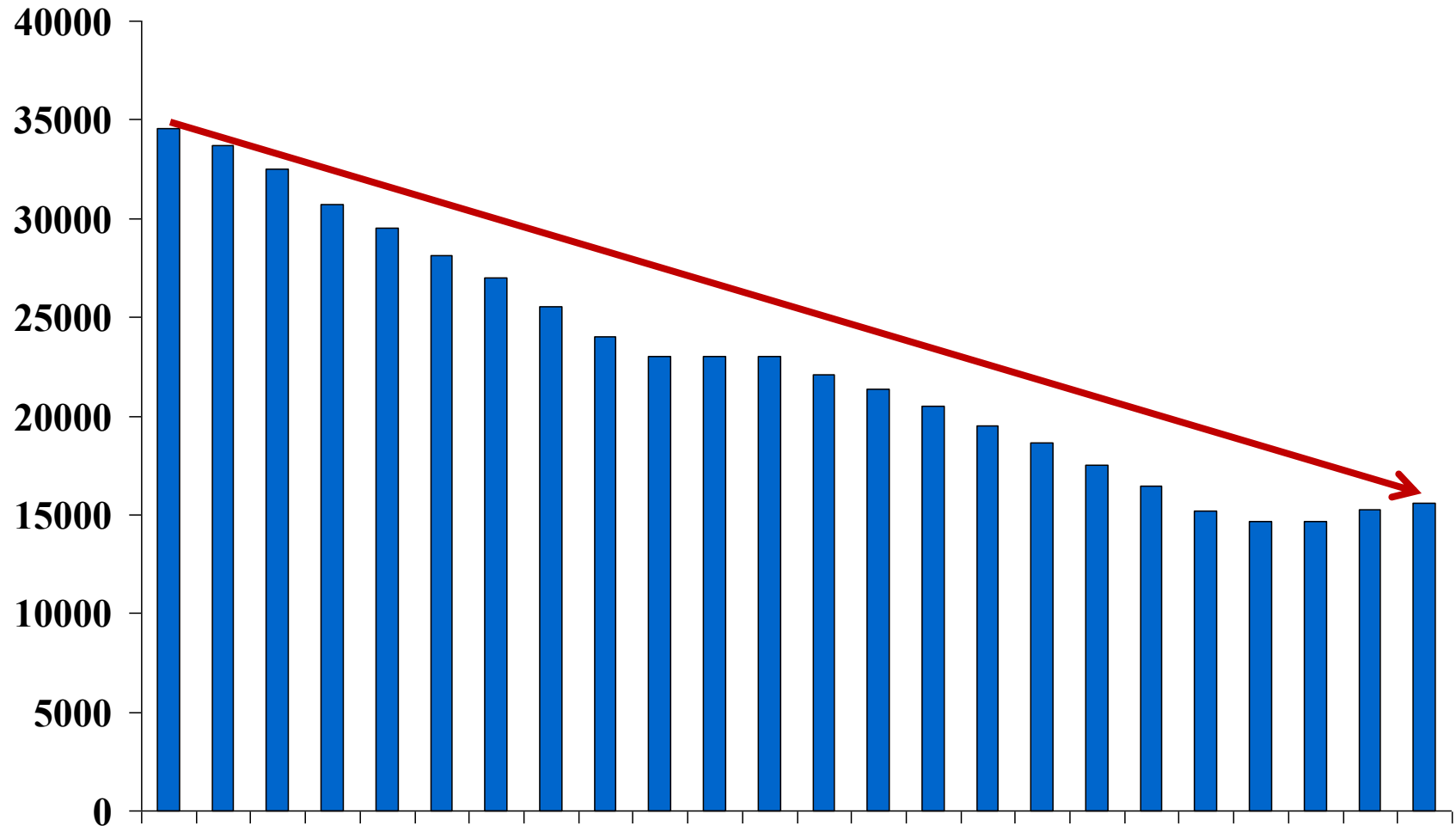
Closings Versus Pendings (2012 – Current)



Pendings Outpacing Closings in 2013. Closings Down Compared To Same Month From Previous Year For 5 Months In A Row. Fallout Rate Unusually High.

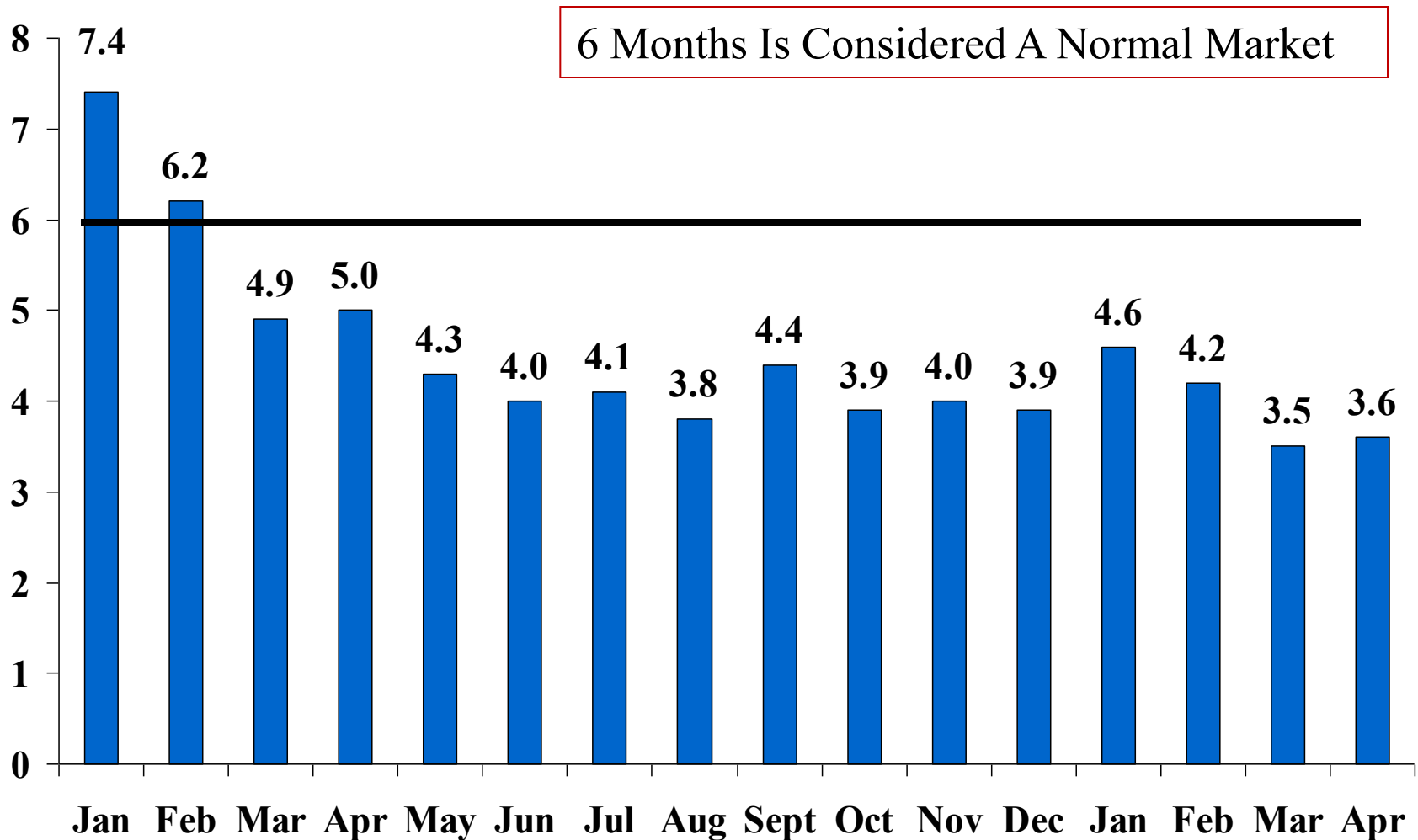
Listed Inventory April 2011 – April 2013

Residential Detached - Metro Atlanta



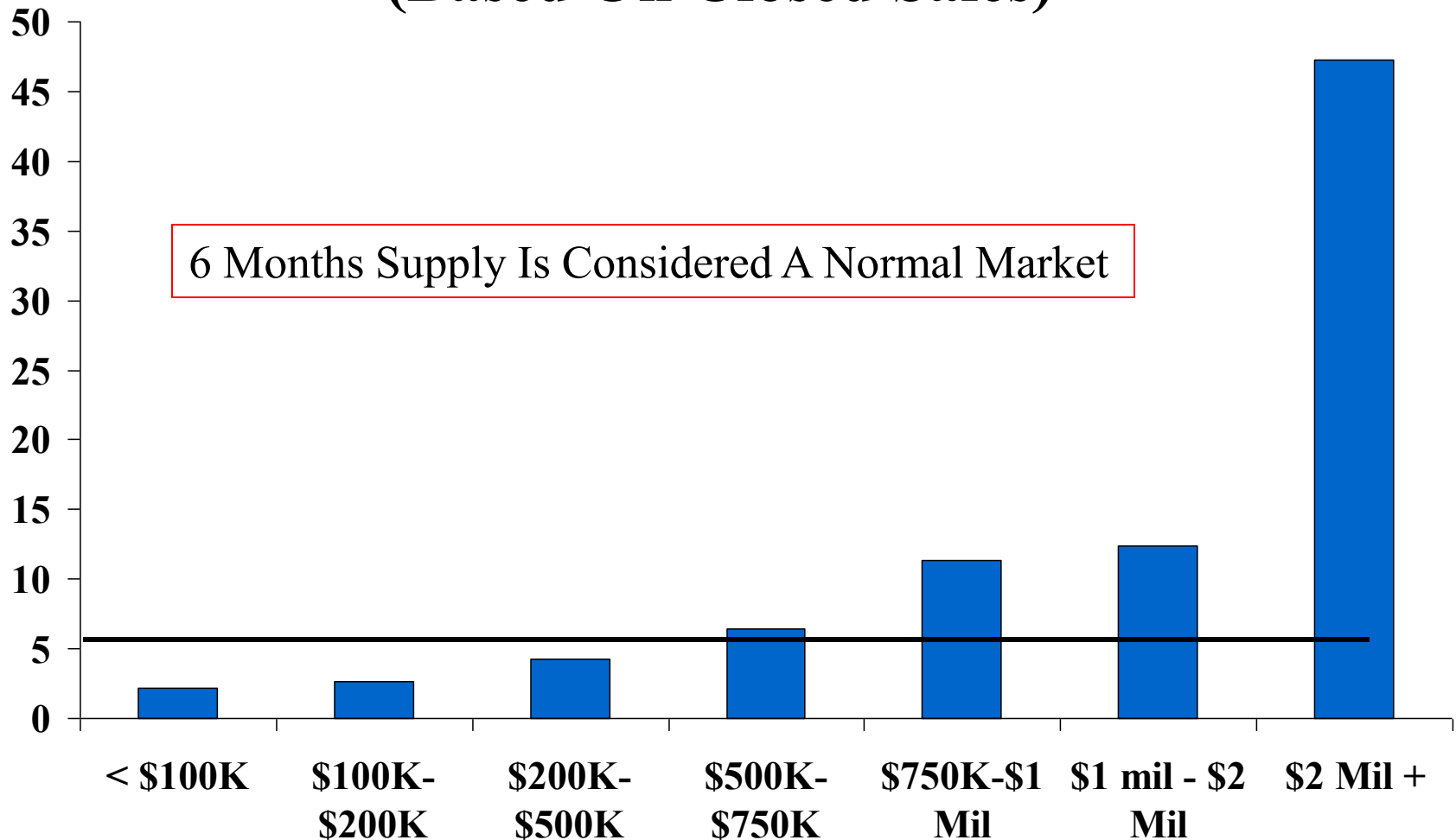
- Inventory Levels Down 32.2% from April 2012, 55.5% from April 2011

Metro Atlanta – Months Of Supply (Based Upon Closed Sales)



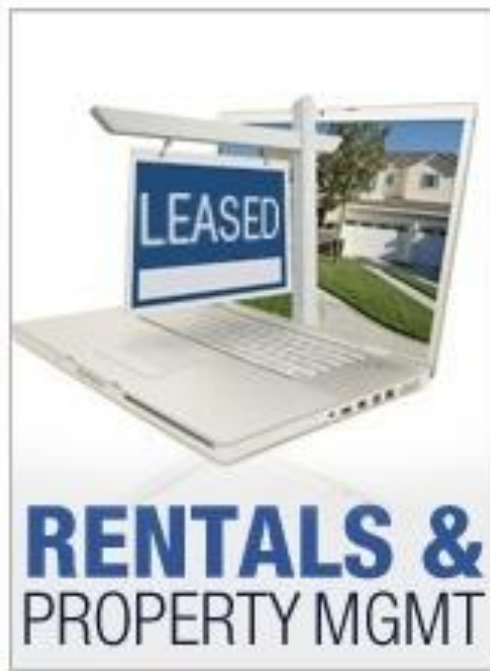
Metro Atlanta Months of Inventory

(Based On Closed Sales)



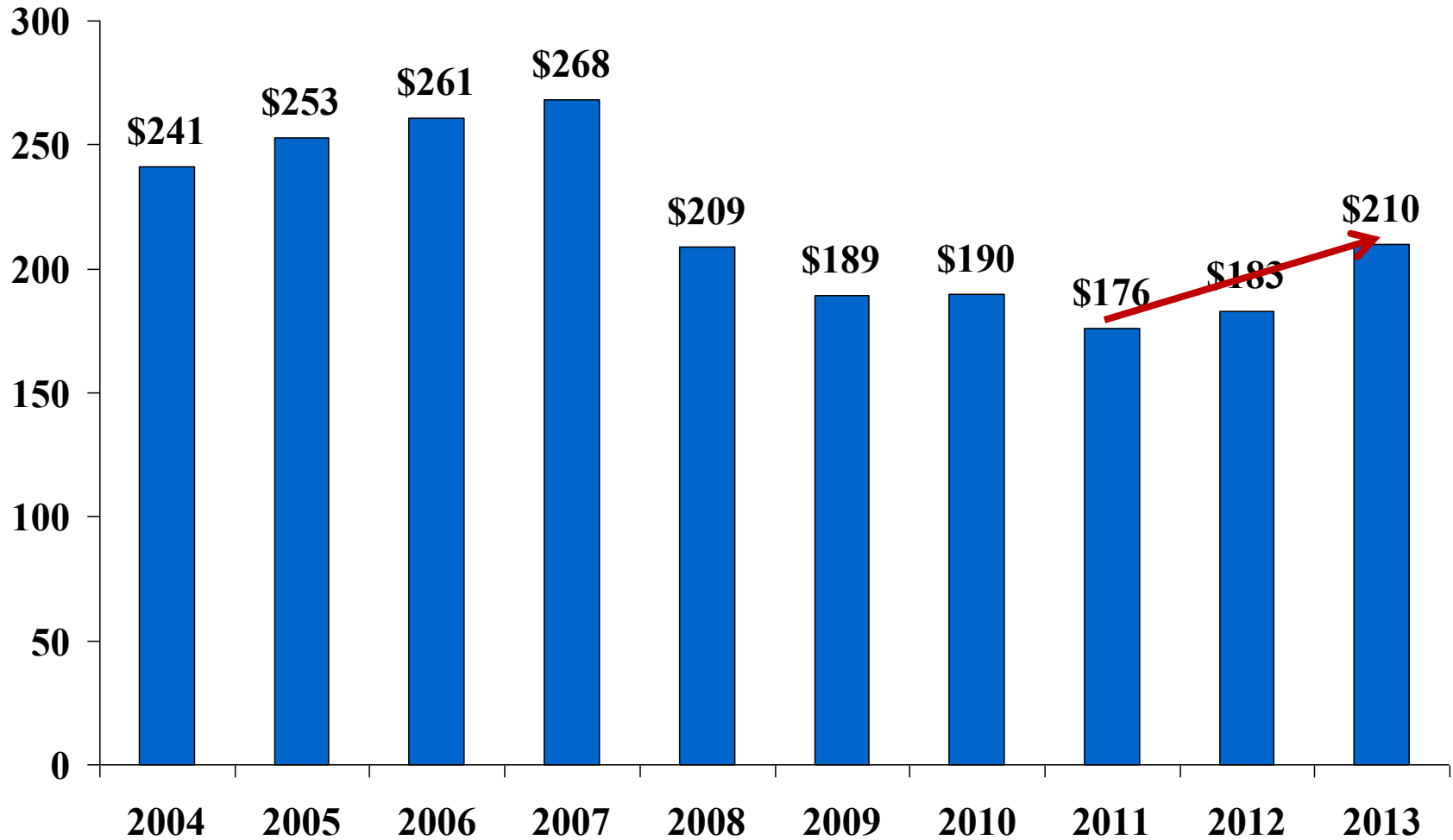
It Is A Sellers Market Below \$500K In Most Areas.

Investors See The Opportunity To Buy Low, Lease & Sell High For Single Family Properties!



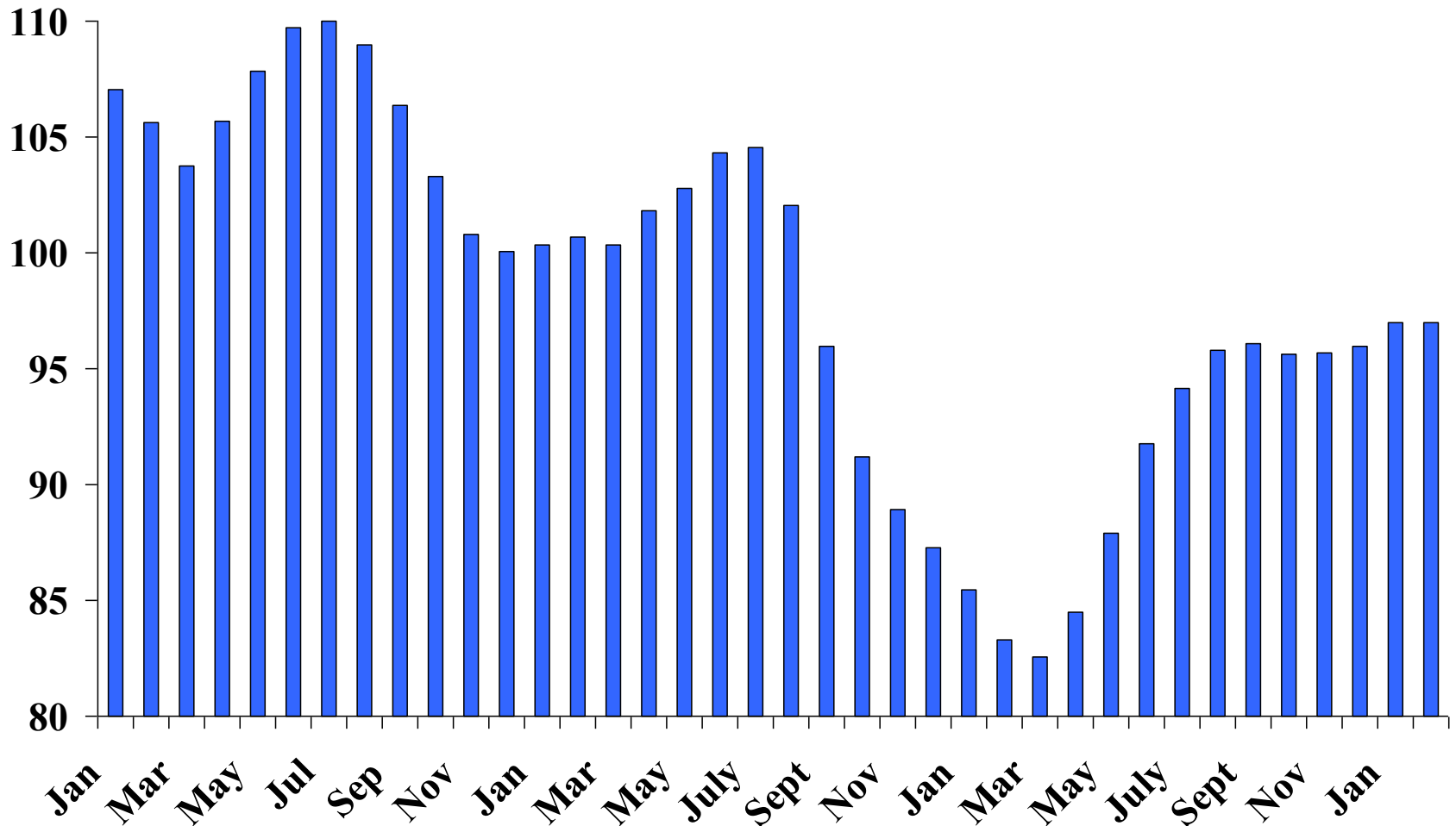
**This Is Causing A Shortage Of
Inventory Under \$200,000.**

Metro Atlanta Average Sale Price Trend



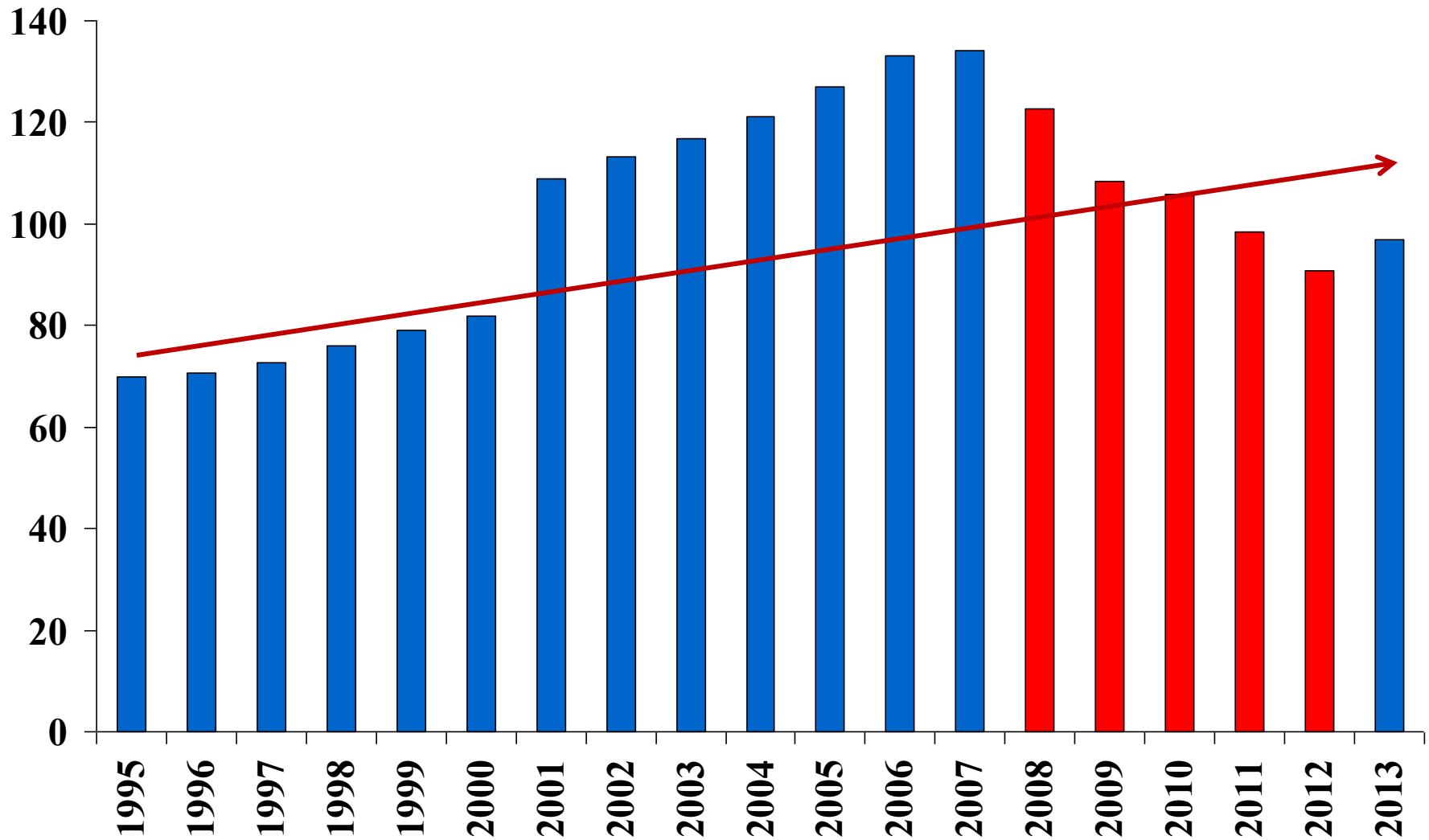
Average Sales Price Increasing From Bottom Of 2011

Case-Shiller Index For Metro Atlanta



**Chart Shows Index Results January 2010 Through February 2013
(As Reported April 29, 2013)**

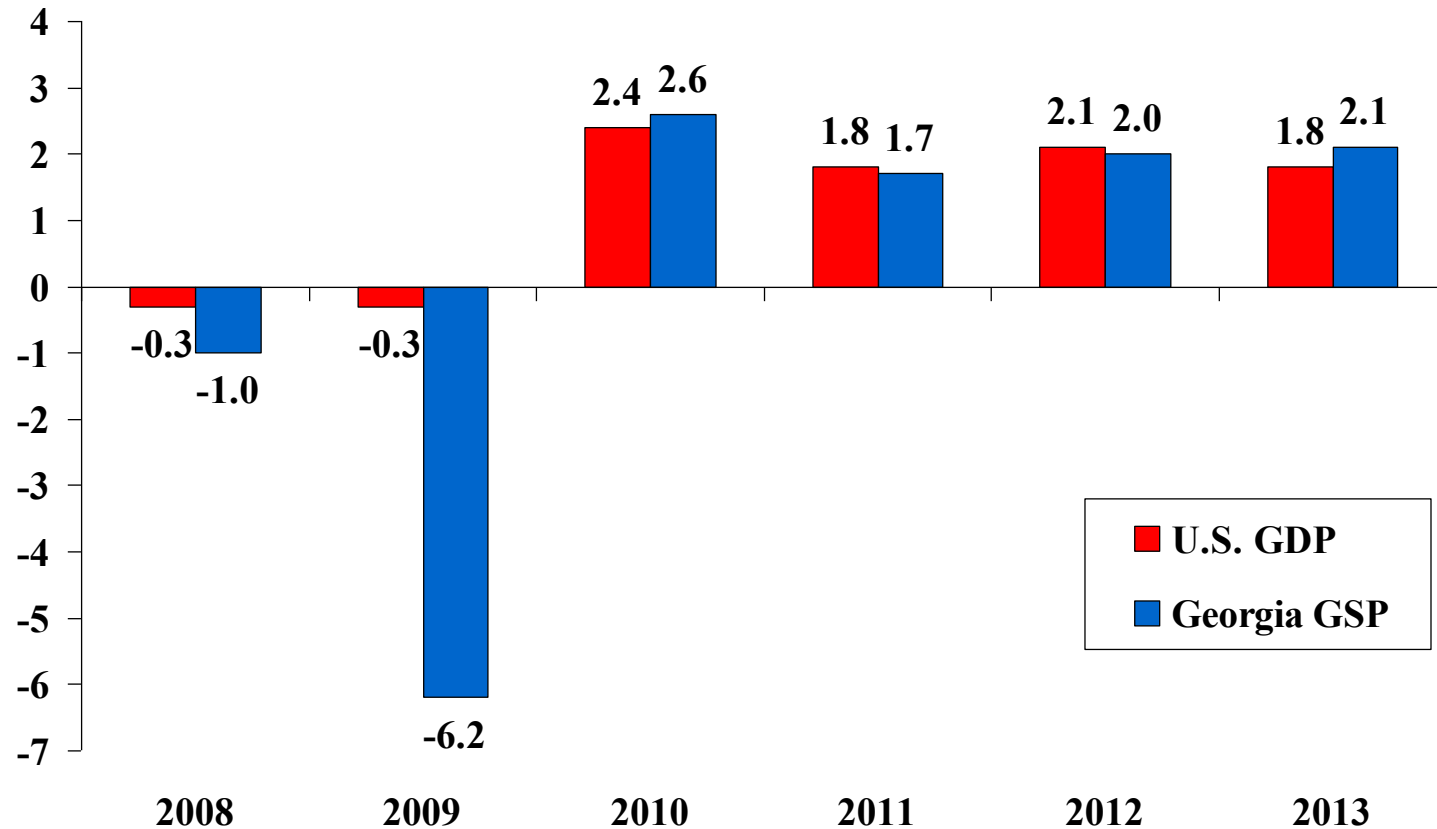
Case-Shiller Home Values For Metro Atlanta



- Peak was July 2007. Current Home Values Remain Below The Normal Trend Line. But Prices Are Slowly Correcting!

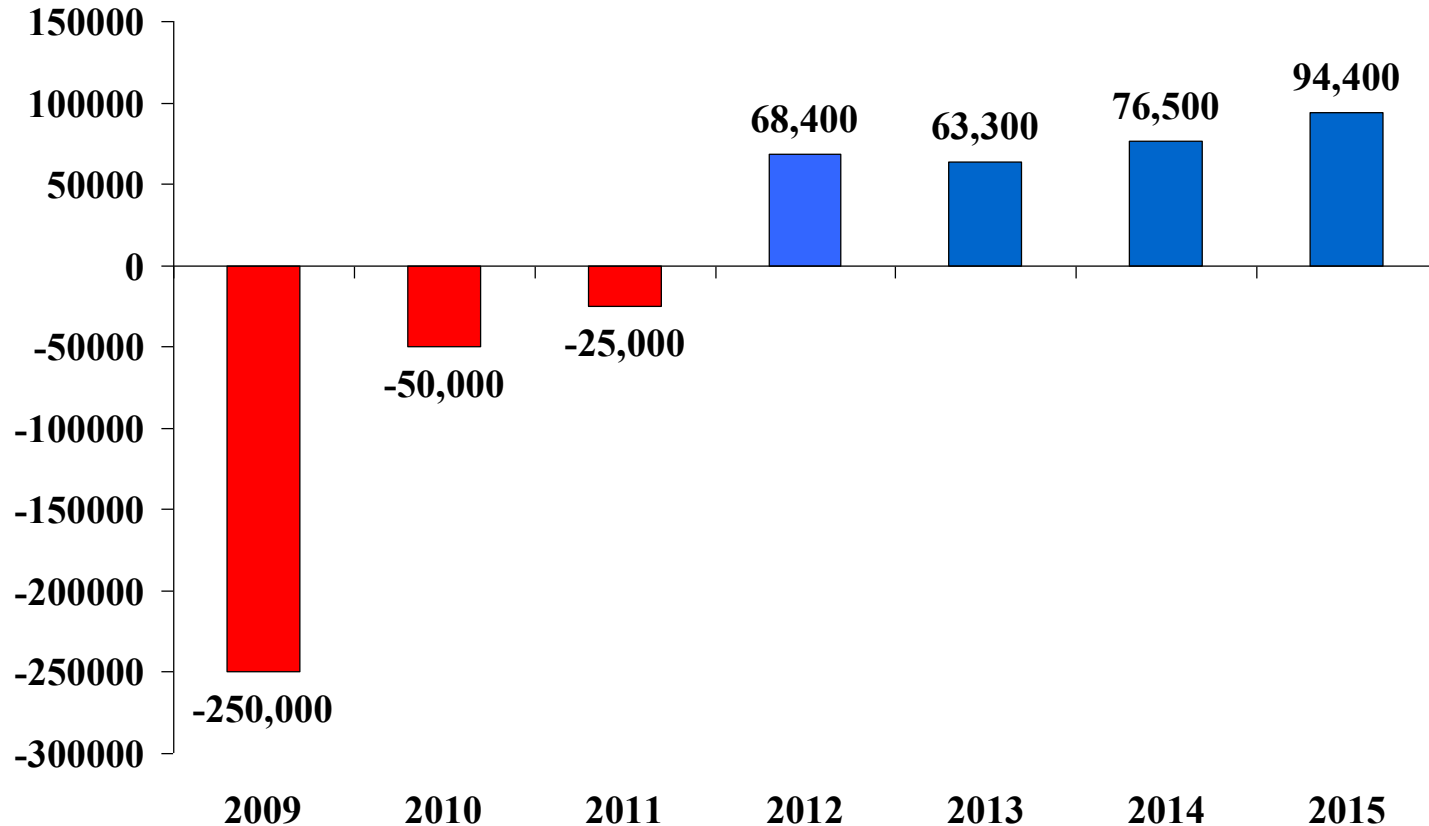
Georgia Economy Outperforming The National Economy In 2013

(Terry College of Business – University of Georgia)



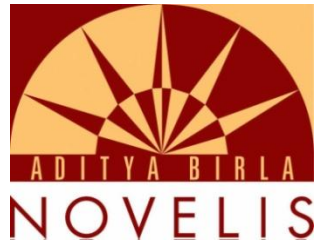
More Jobs In Georgia!

(Data From Terry College of Business/ UGA& Georgia State Economic Forecasting Center)



- Georgia Lost 325,000 Jobs In The Great Recession.
- 2012 Restarted Positive Job Growth Trend!

Major Group Moves



Baxter

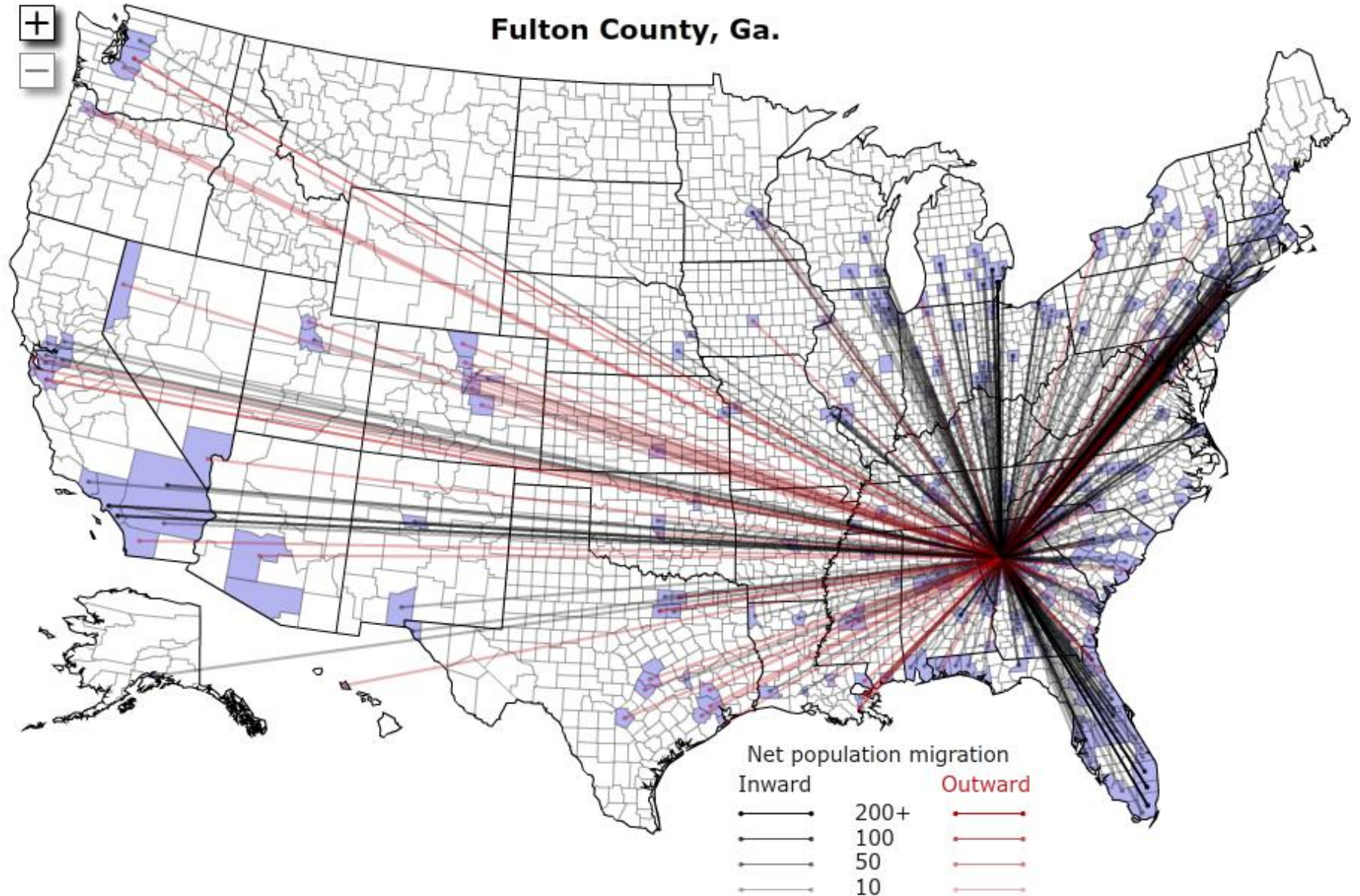


PORSCHE



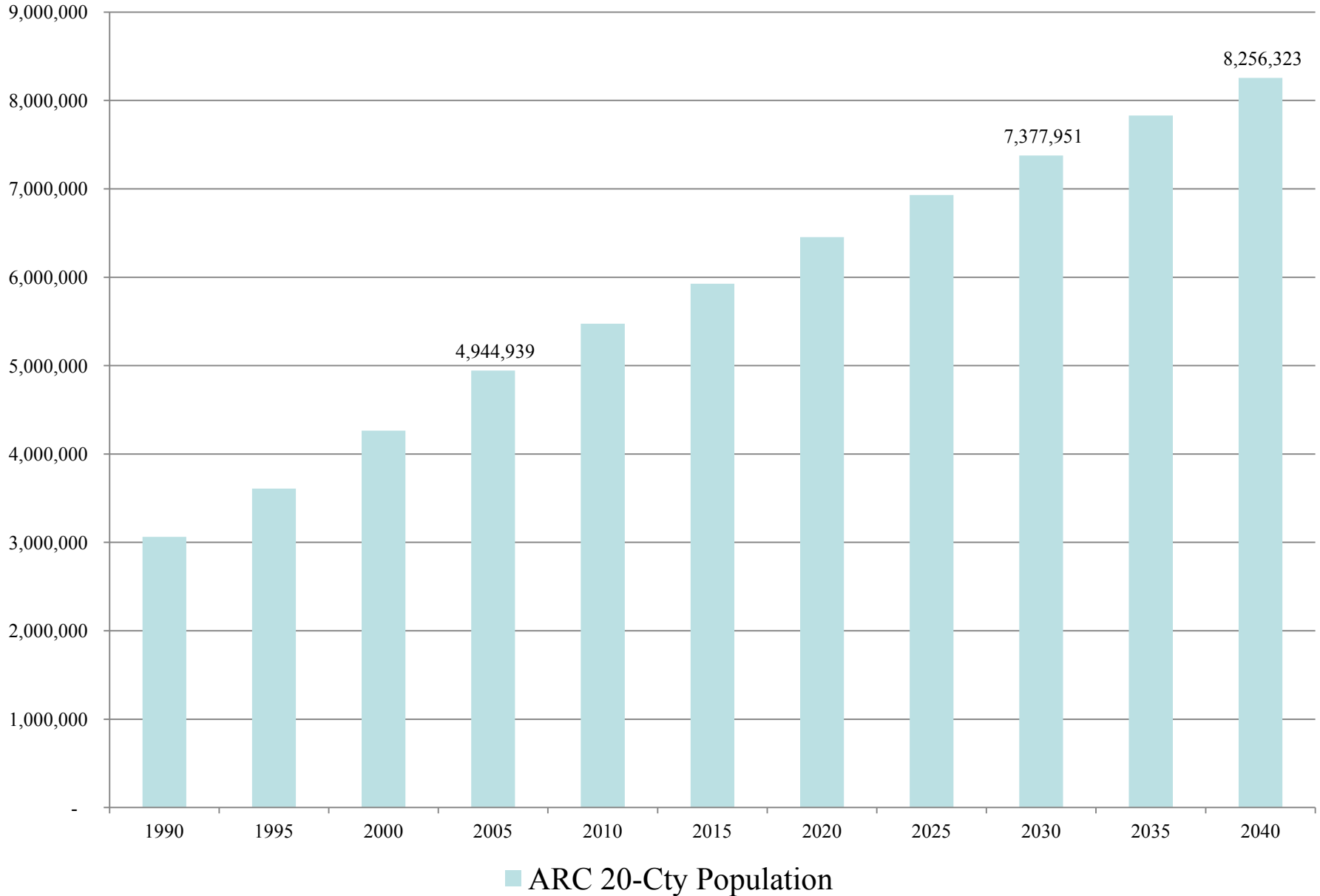
And More Coming ...

Rustbelt To Sunbelt



Forecast Population Growth

20-County Forecast Area



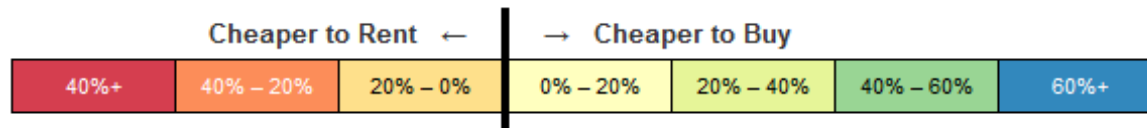
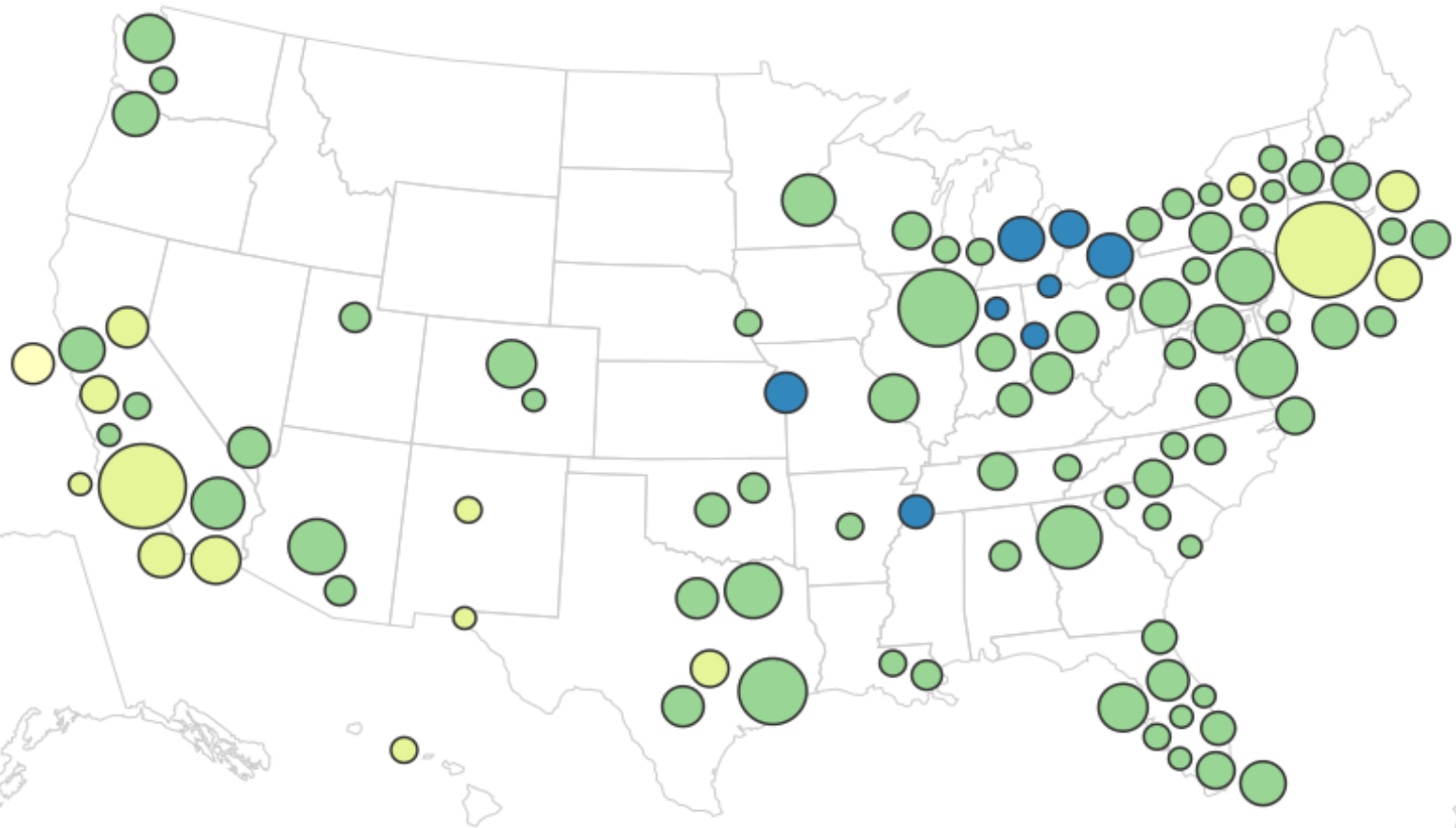
Baby Boomers Are Coming To Be Close To Their Children & Grandchildren.

	Total Population	Rank of Share				
		Under 20	20-64	65+	25-39	45-59
Dallas	6,144,489	3	9	25	1	24
Atlanta	5,271,550	5	6	27	2	19
Phoenix	4,179,427	4	24	15	4	26
Denver	2,466,591	11	5	24	4	12
Riverside	4,081,371	1	27	22	5	27
Houston	5,629,127	2	10	26	6	21
Portland	2,174,631	19	2	19	7	7
Seattle	3,309,347	22	1	20	8	3
Sacramento						
Washington						
Los Angeles						
San Diego						
San Francisco						
Orlando						
Minneapolis						
Chicago						
New York						
Boston	4,482,857	23	8	9	18	10
Cincinnati	2,134,864	9	19	13	19	14
Baltimore	2,668,056	17	11	11	20	9
Detroit	4,467,592	13	18	12	21	5
Philadelphia	5,827,962	16	21	5	22	13
St. Louis	2,802,282	15	20	7	23	8
Miami	5,413,212	24	26	3	24	17
Tampa	2,723,949	25	25	1	25	16
Cleveland	2,096,471	20	23	4	26	2
Pittsburgh	2,355,712	27	22	2	27	1

Metro Atlanta Has The:

- #2 Population Age 25-39
- #5 Population Under 20

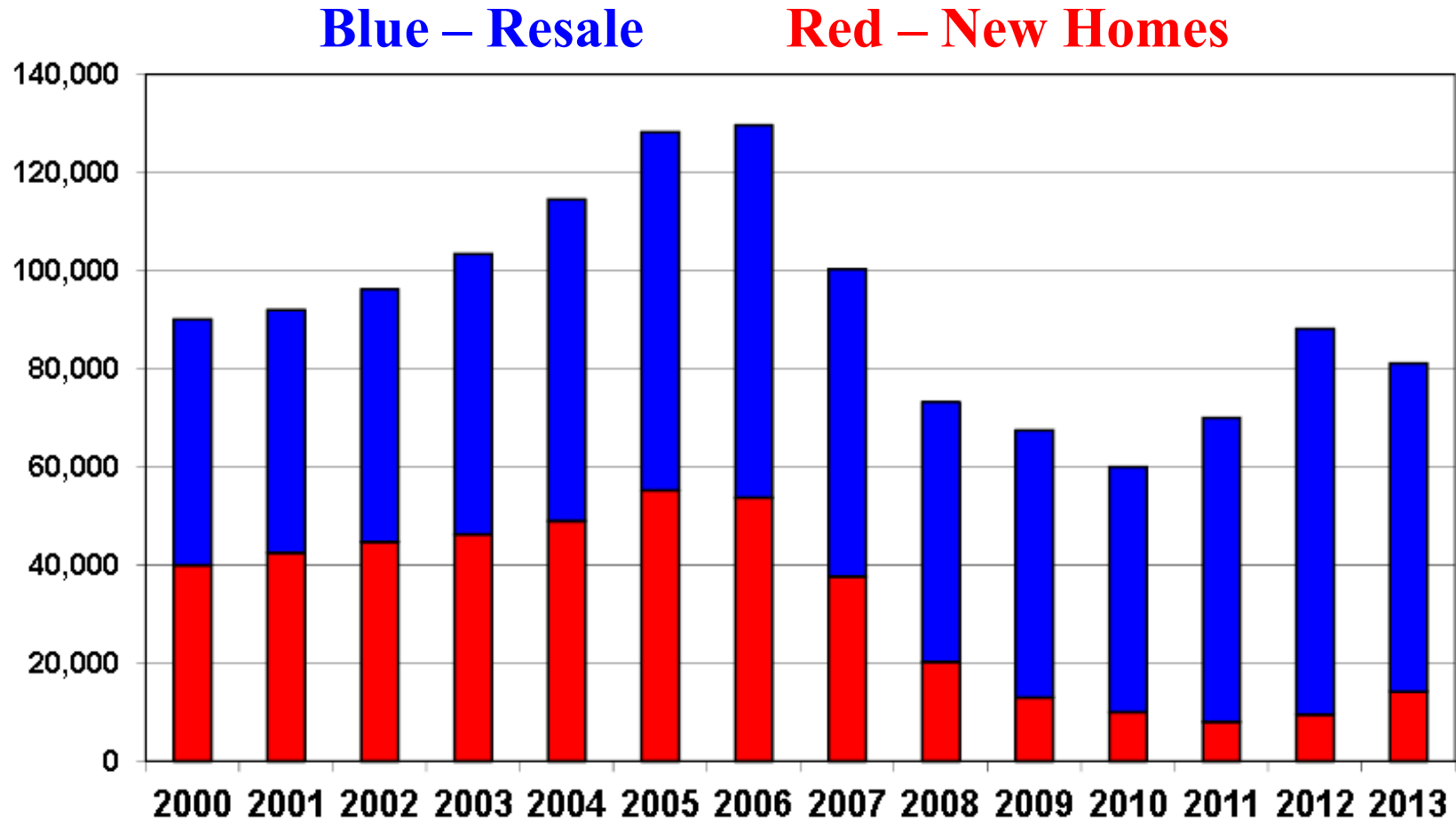
Metro Atlanta Is 56% Better To Buy Than Rent



Metro Atlanta New Homes

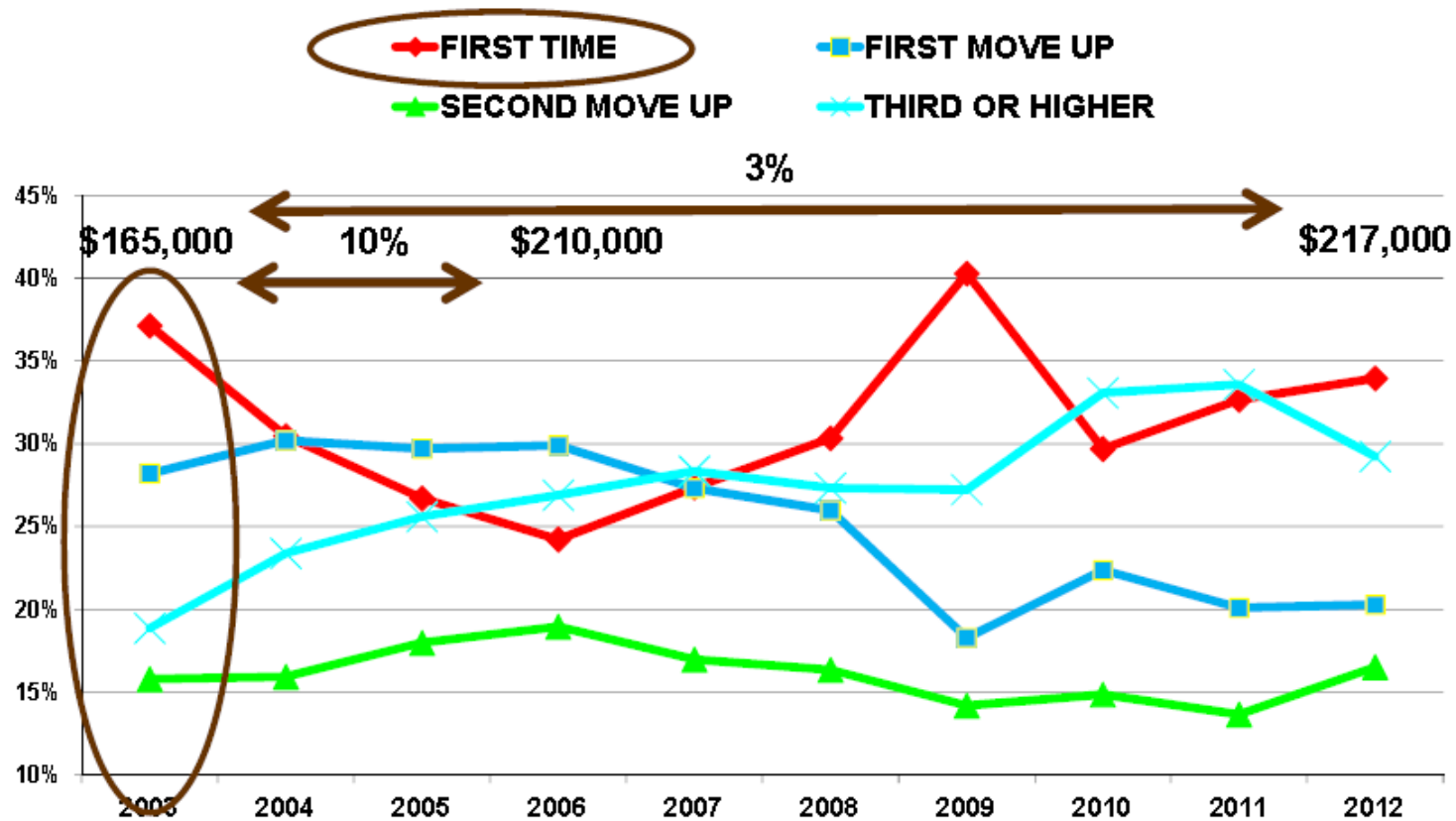
Charts Provided By SmartNumbers and ViaSearch

Metro Atlanta Closings



New Homes Closings Up 55% From Last Year. Resale Units In 2012 At Levels Not Seen Since 2006. But Almost 50% Of Resale Units From Investors Under \$200k.

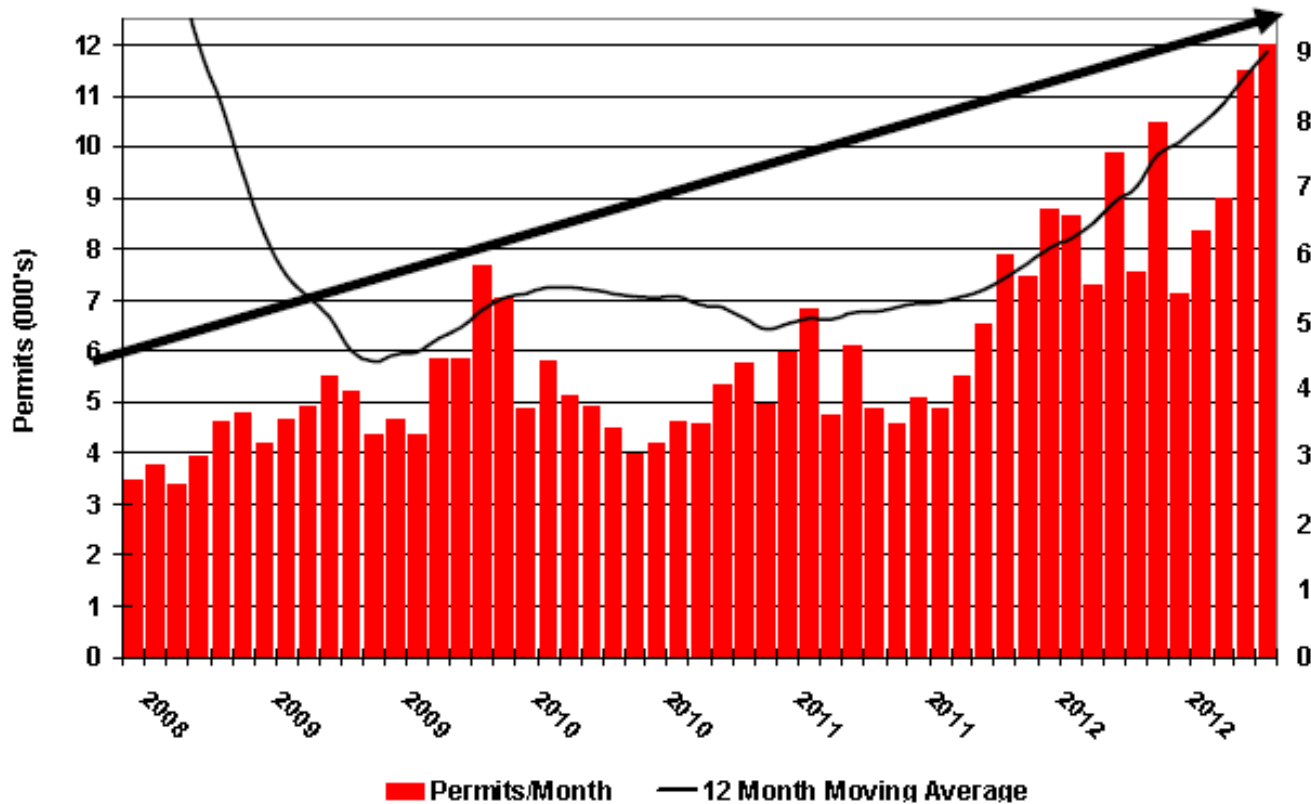
Buyer Types For New Homes



First Time Buyers And Baby Boomers Remain Most Active Segments.
We Are Looking To See The 1st & 2nd Move-Up Buyers Return.

New Home Permits

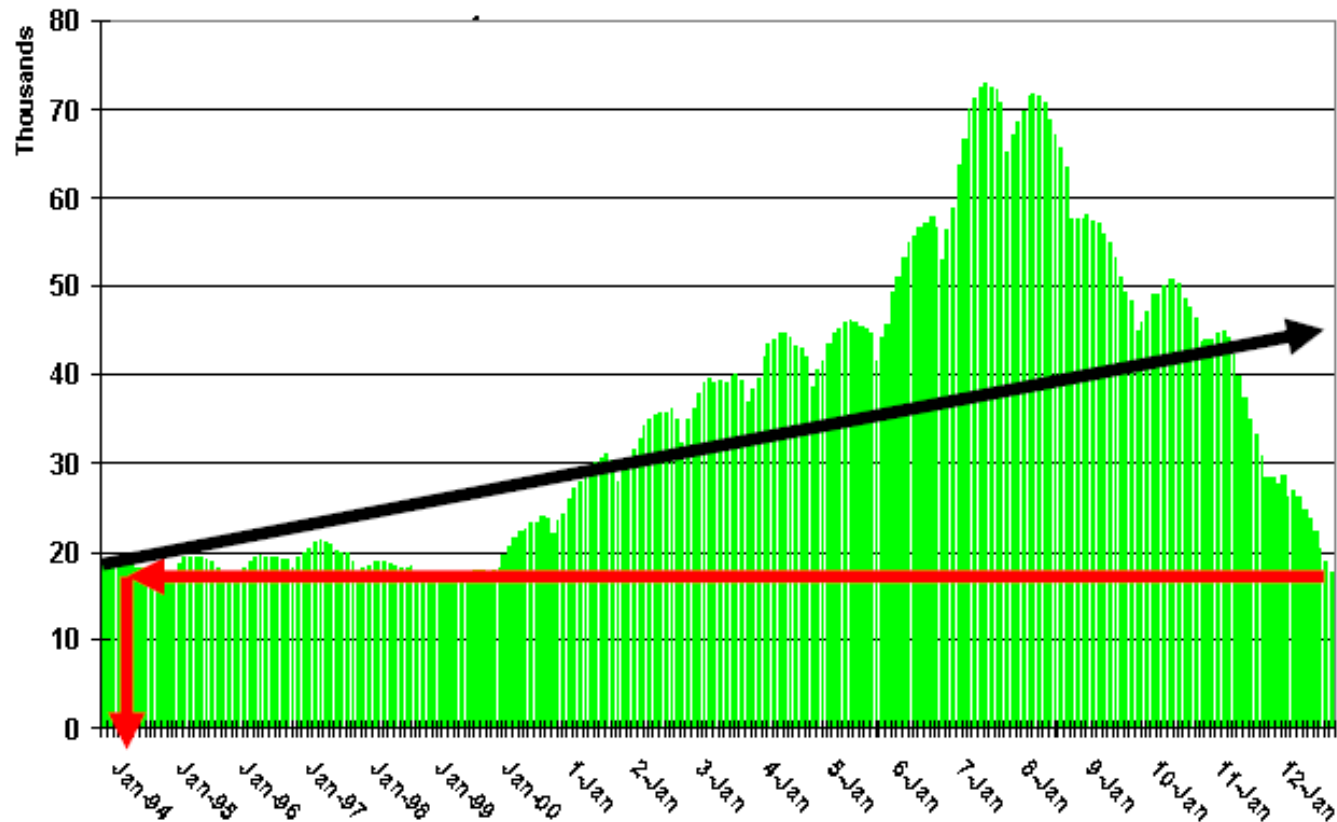
Permit Trend 10/2008 - 3/2013 Atlanta



New Home Starts Growing Steadily!

Metro Atlanta Inventory

(Black Arrow Is Population Trend)

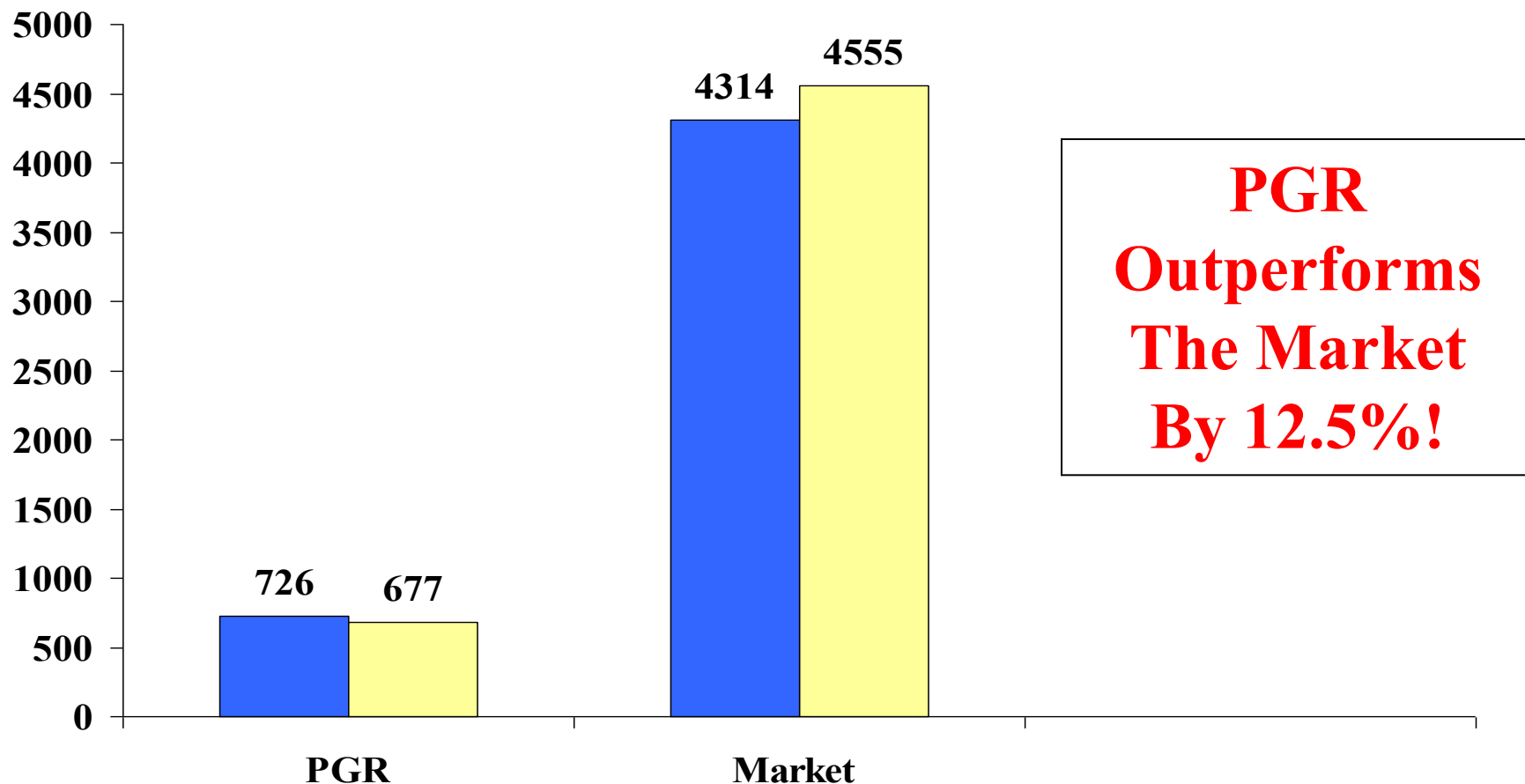


Population Trends Growing Faster Than Inventory

Prudential Georgia Realty

Ranked #1 In Homes Sold – 2009, 2010, 2011, 2012 and YTD 2013

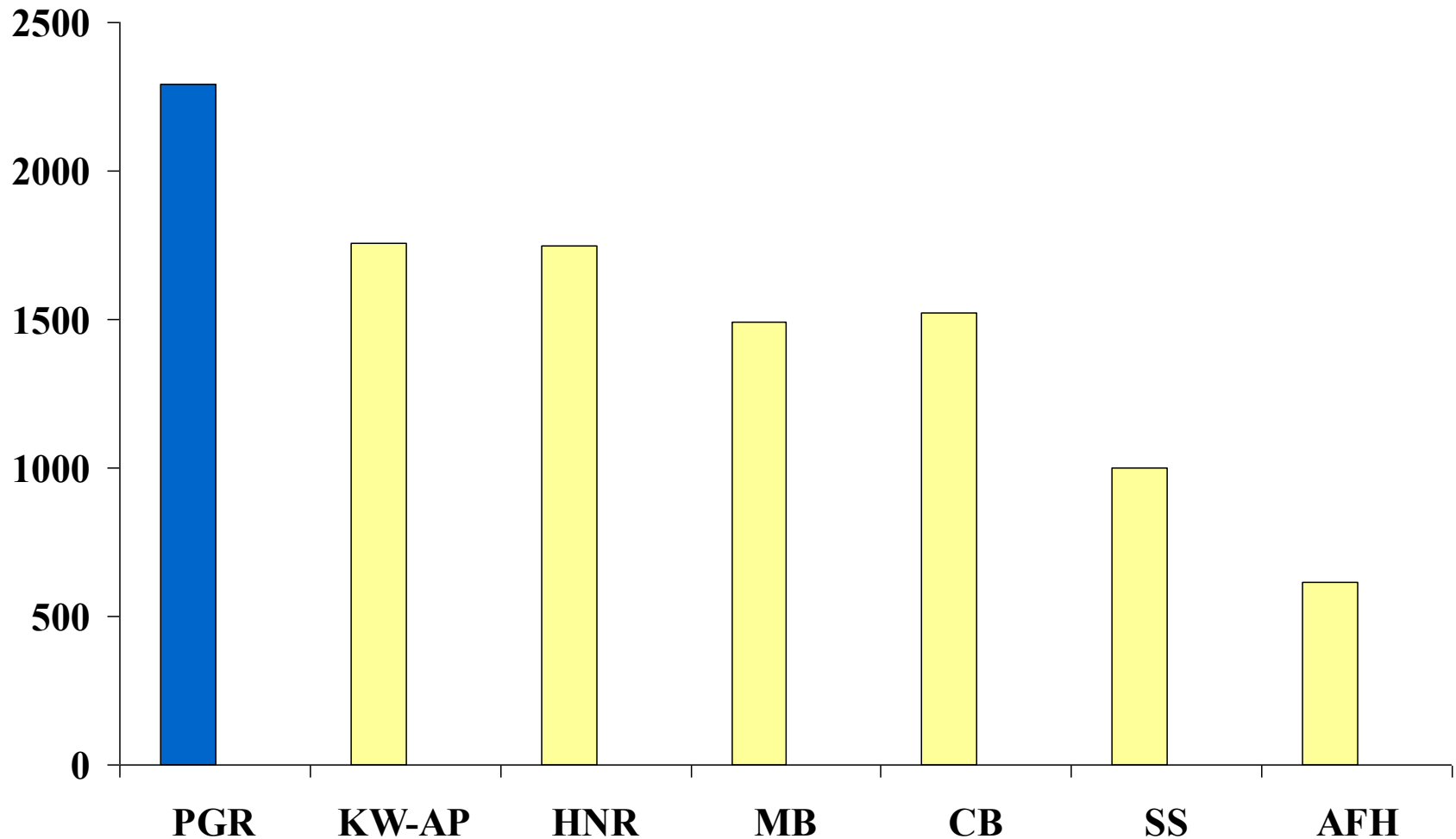
April 2013 Closings Vs. April 2012



PGR Up 7.2%. The Market Was Down 5.3%.

YTD Transactions – April 2013

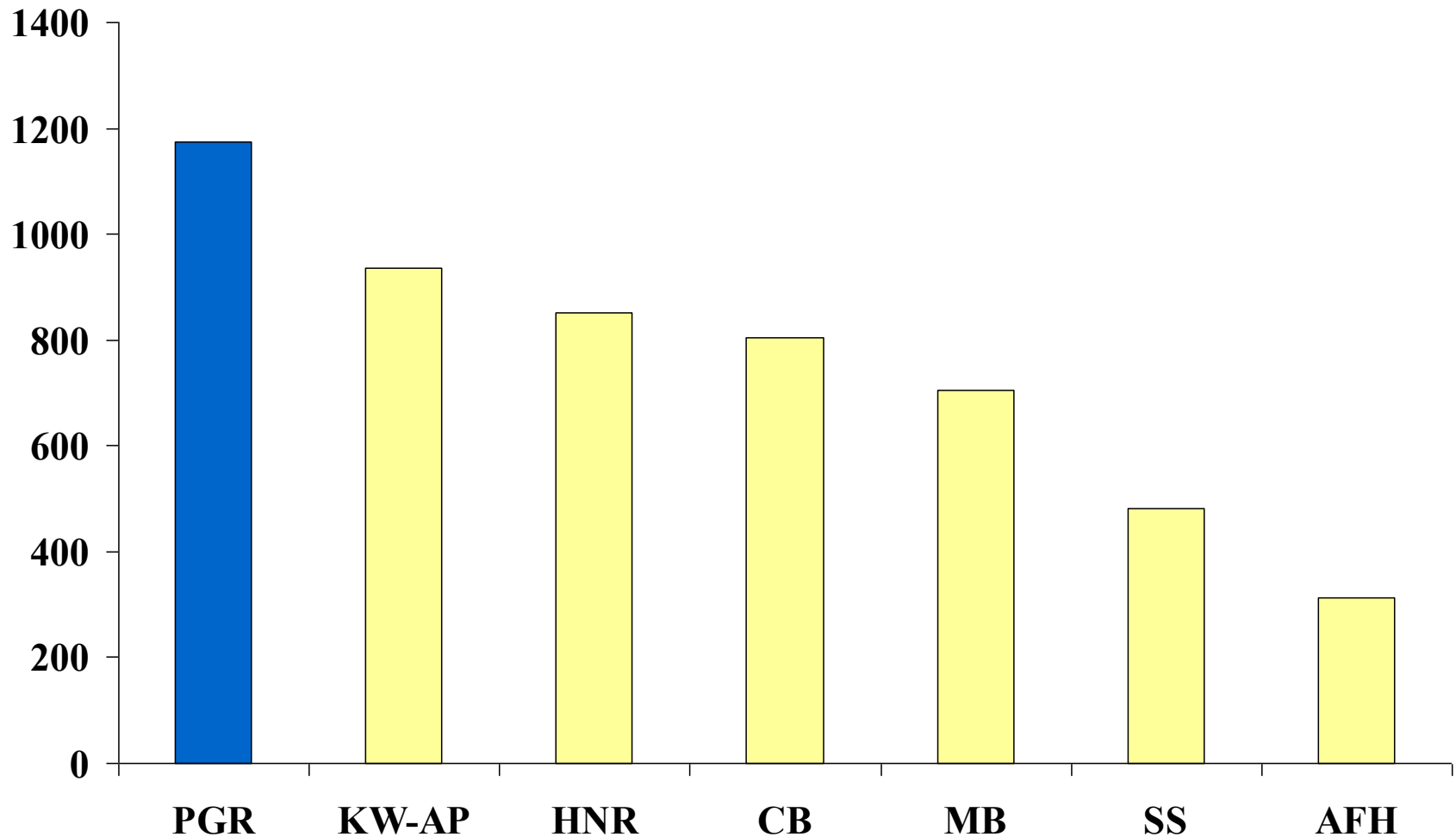
FMLS Counties + Southern Crescent



Information Provided By Trendgraphix. PGR Numbers Internal.

YTD Listing Sales – April 2013

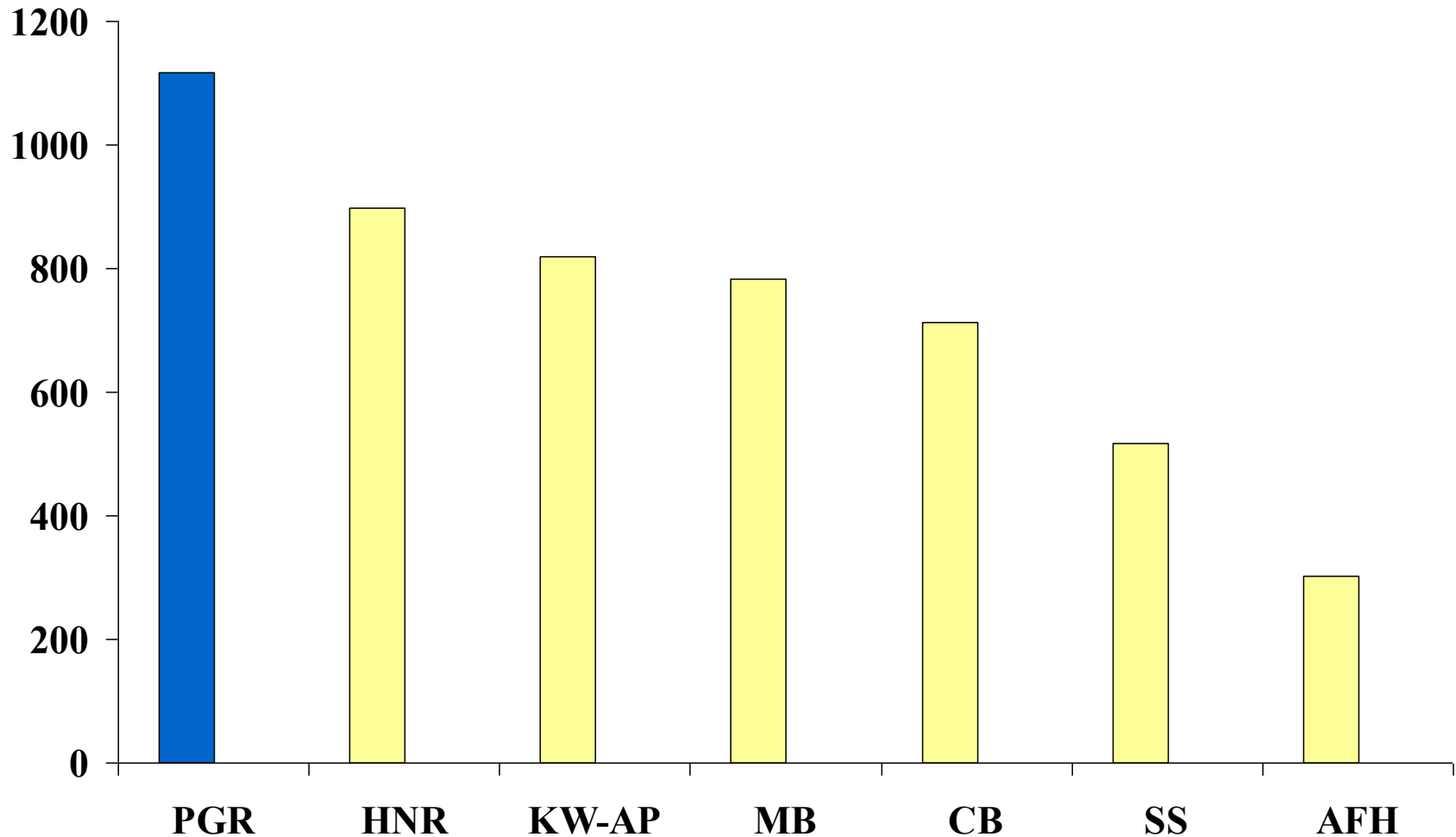
FMLS Counties + Southern Crescent



Information Provided By Trendgraphix.

Buyer Sales Units – April 2013

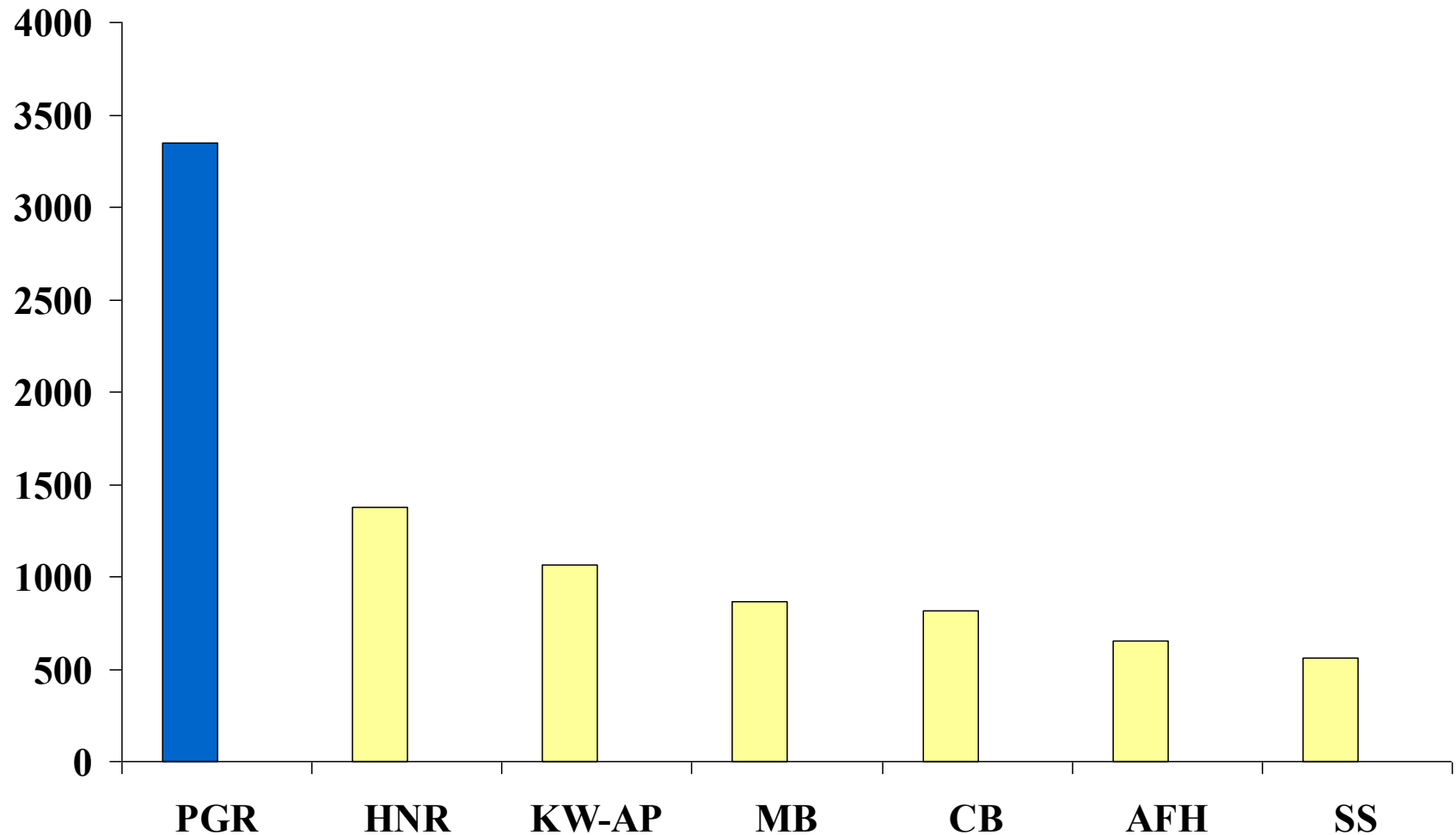
FMLS Counties + Southern Crescent



Information Provided By Trendgraphix.

Current Listing Inventory – April 2013

FMLS Counties + Southside



Information Provided By Trendgraphix. PGR Numbers Internal.