

**MULTI-GENERATIONAL
MULTI-CULTURAL**

TIME

**The
Future
Of
Work**



→ MOBILE!

**May
2013**

**EARLY
SPRING**

MARKET SELLING SEASON



Regulation & Litigation



Economic Trends



More Short Sales

FORECLOSURE

**Appraisals
Improve**



**Low Mortgage Rates
For Now...**



**Inflation
Coming!**

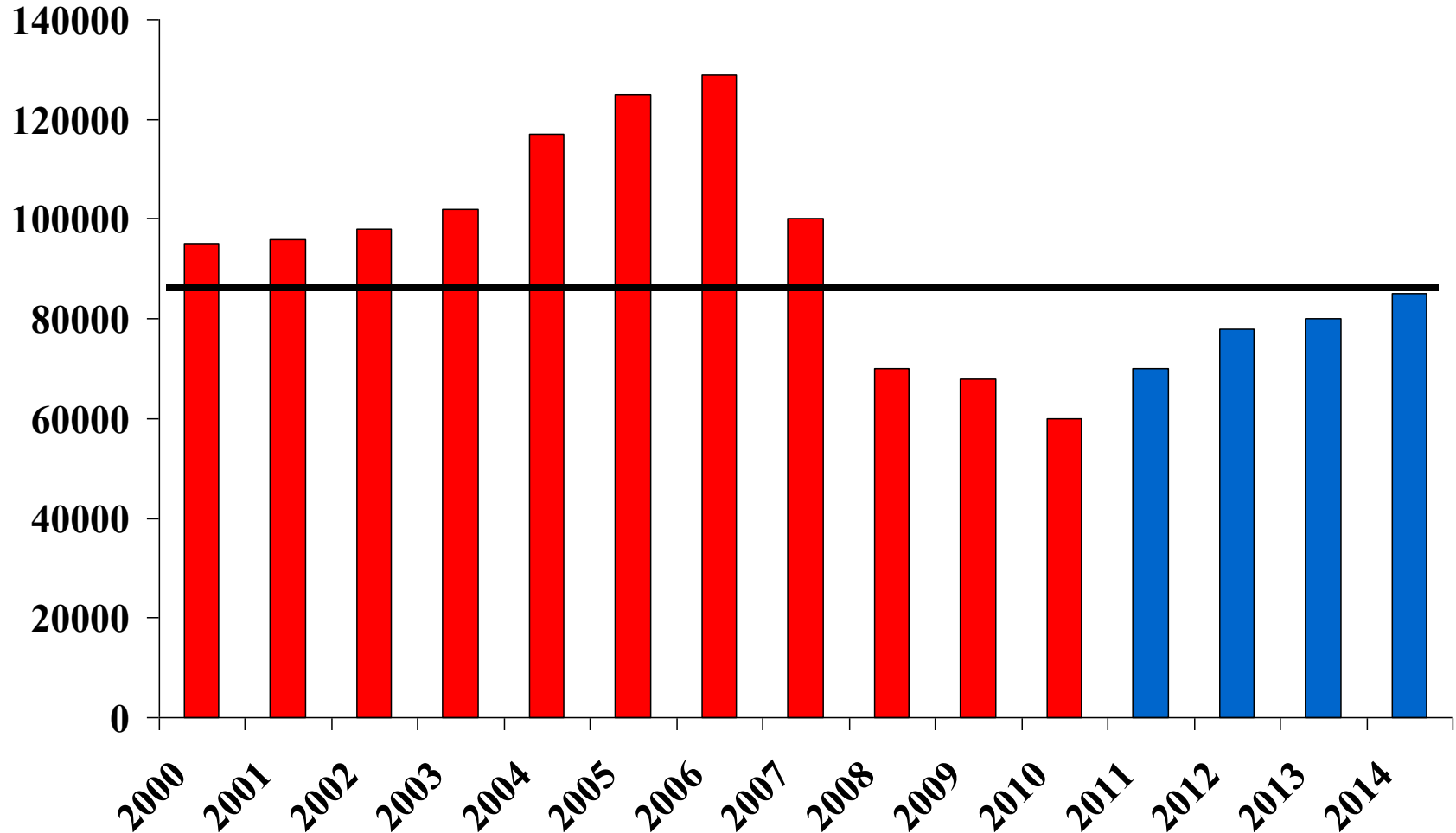
Case-Shiller Reports...



- Home Values Continue Recovery
- Still Down From Peak July 2007

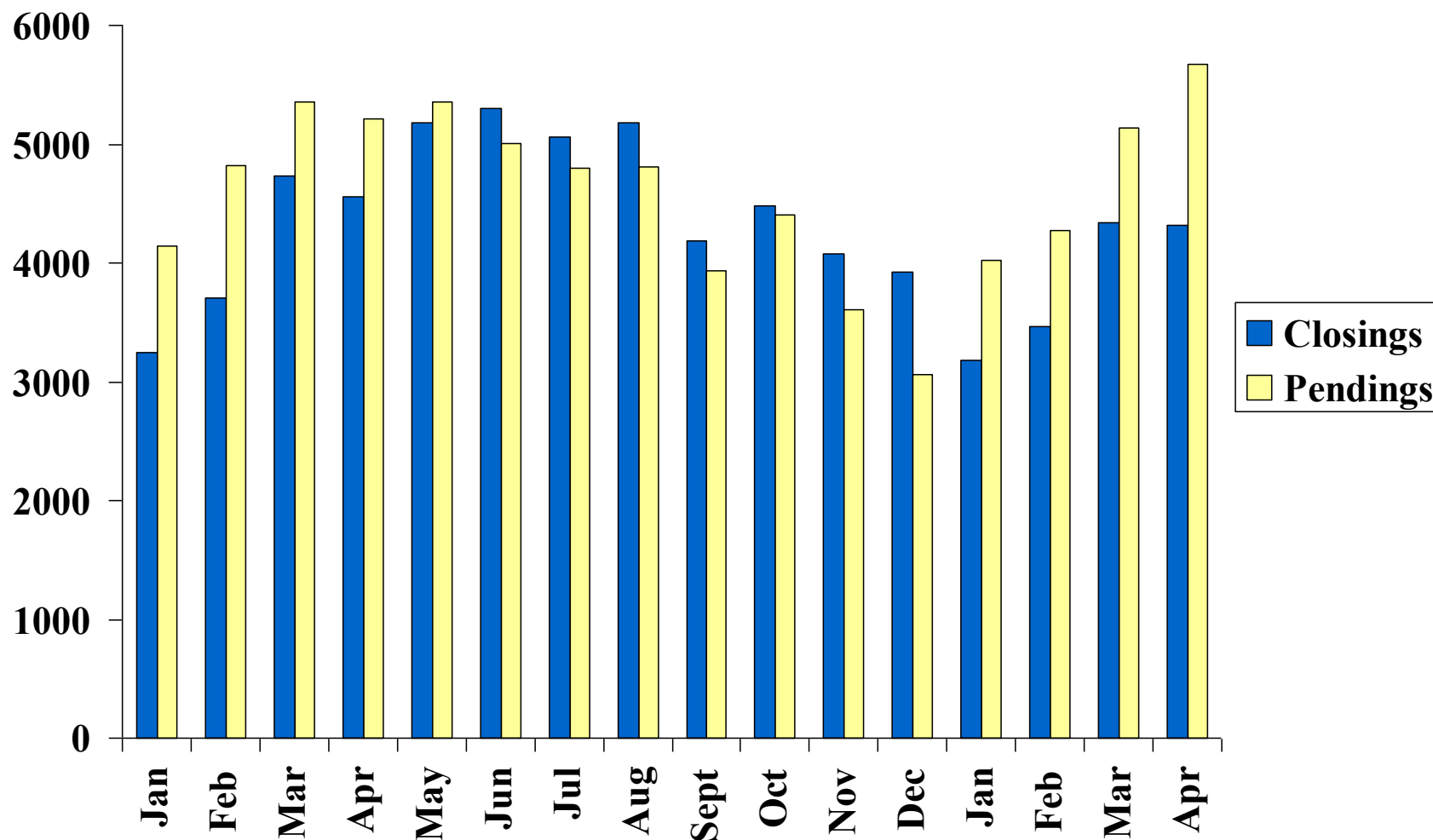


Metro Atlanta Homes Sold



- **125,000 Homes Sold In 2006. 60,000 Homes Sold in 2010.**
- **SmartNumbers Predicts Normal Market Should Be 80,000 – 85,000 Sales.**
- **Expect To See 75,000-80,000 Homes Sold In 2013. Moving Back To Normal.**

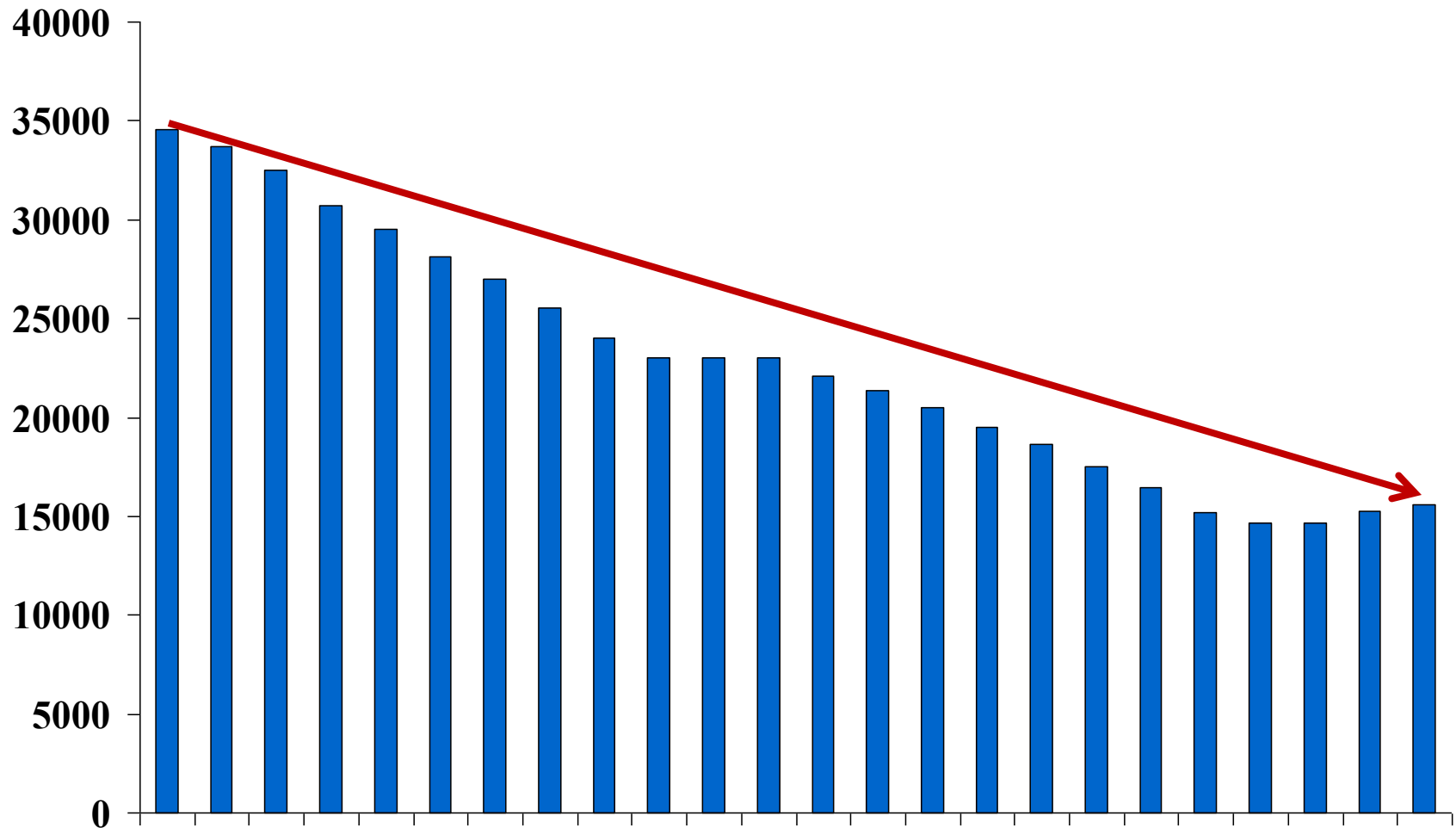
Closings Versus Pendings (2012 – Current)



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

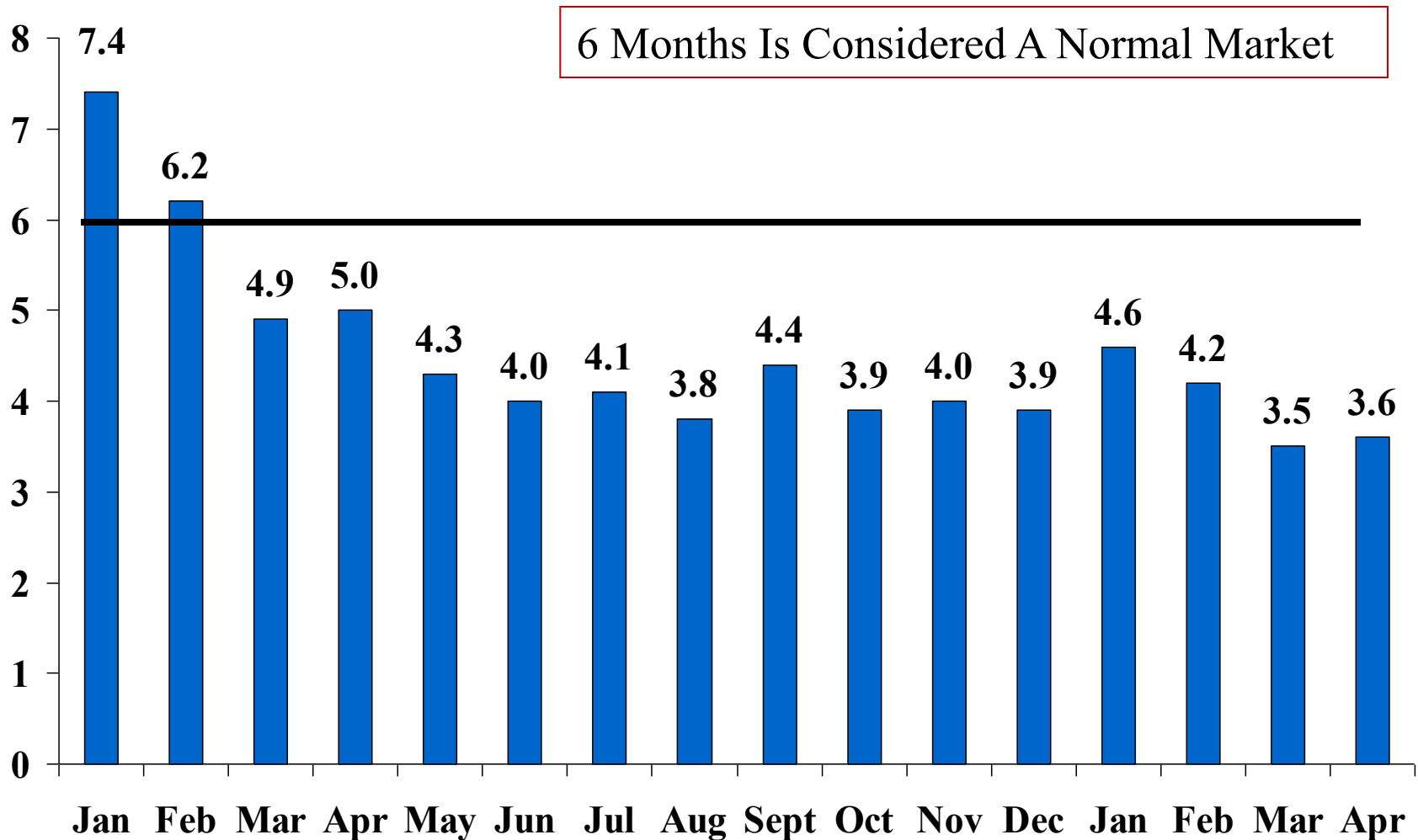
Listed Inventory April 2011 – April 2013

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)



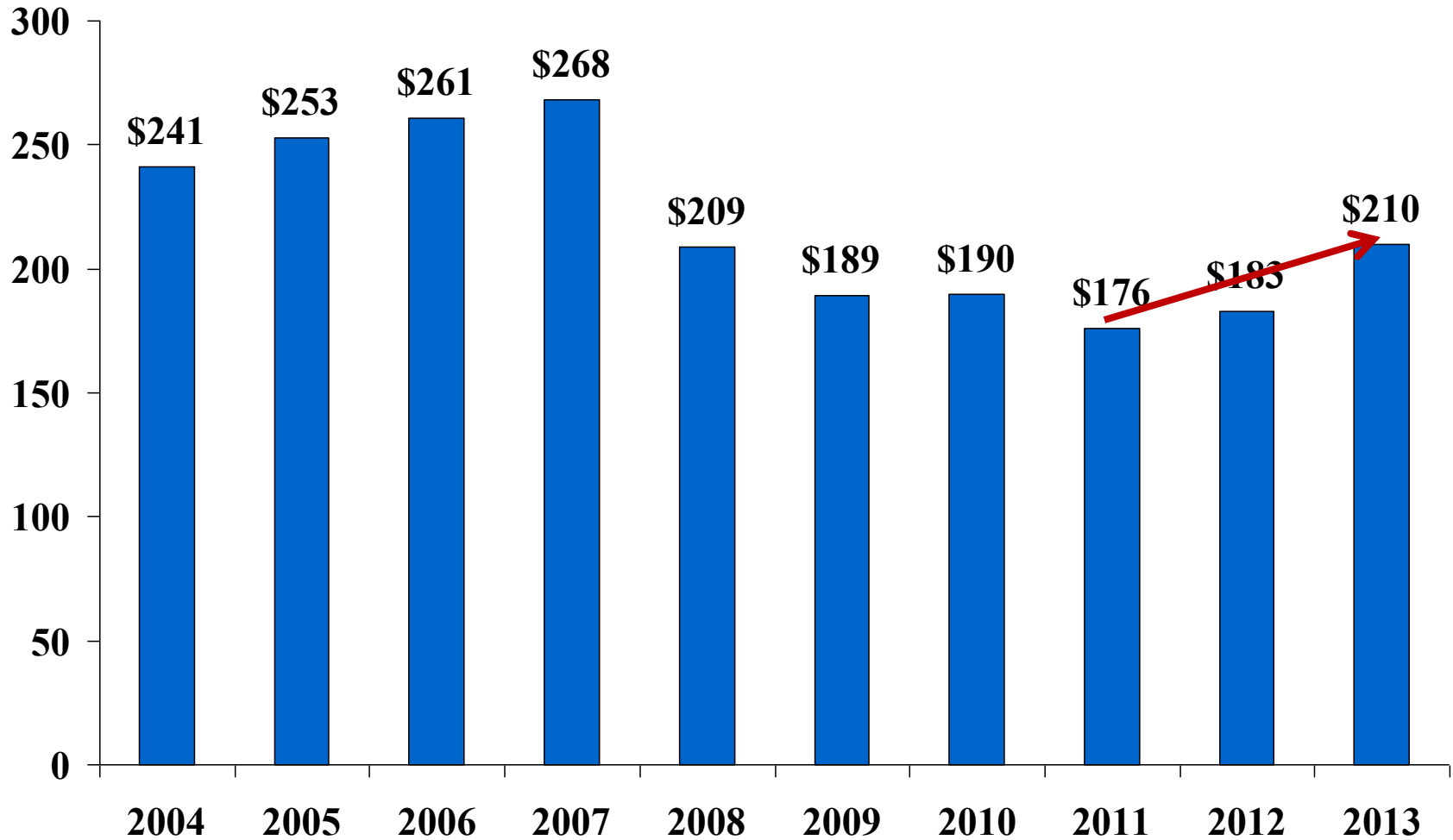
Metro Atlanta Months of Inventory

(Based On Closed Sales)



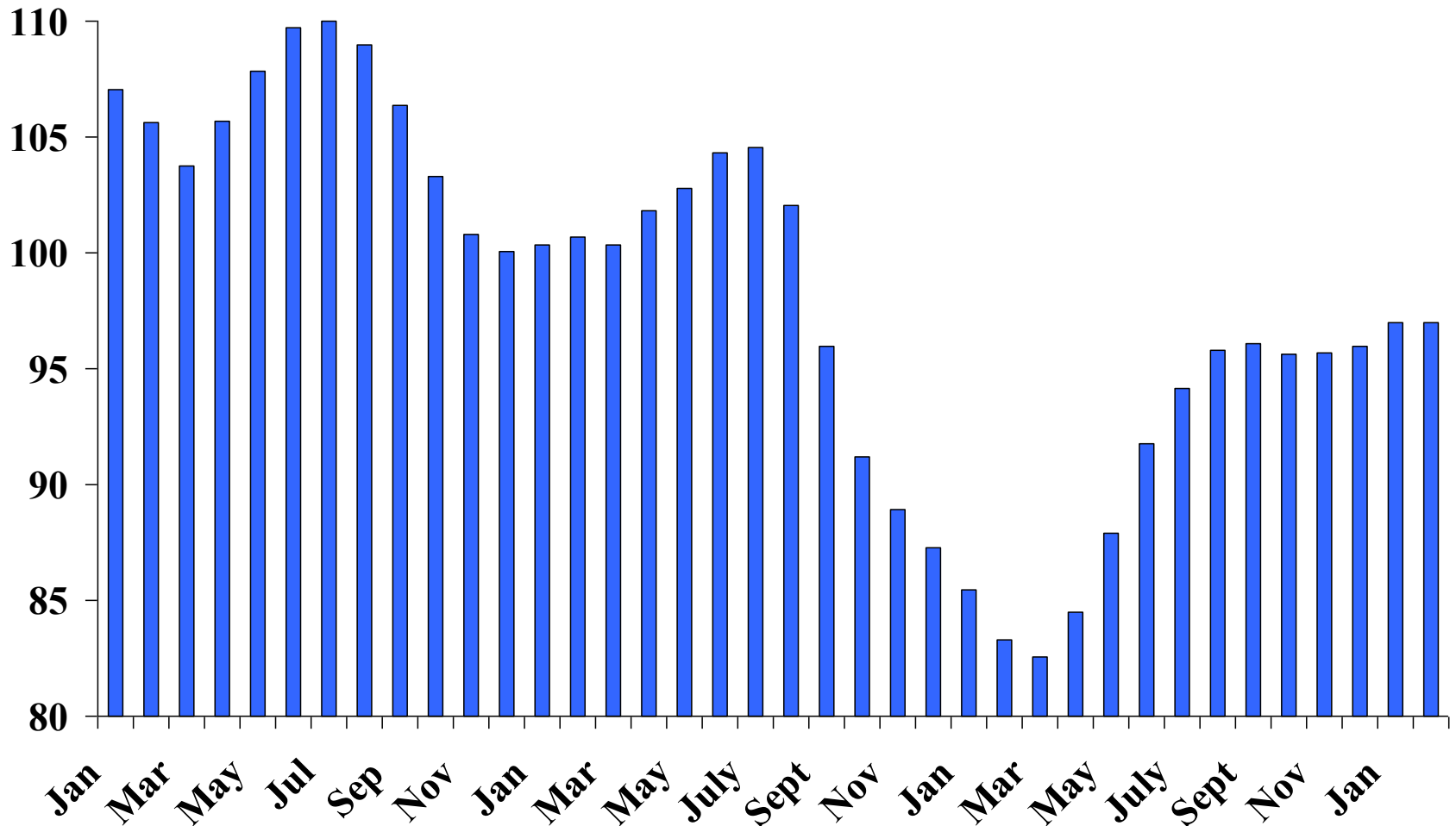
It Is A Sellers Market Below \$500K In Most Areas.

Metro Atlanta Average Sale Price Trend



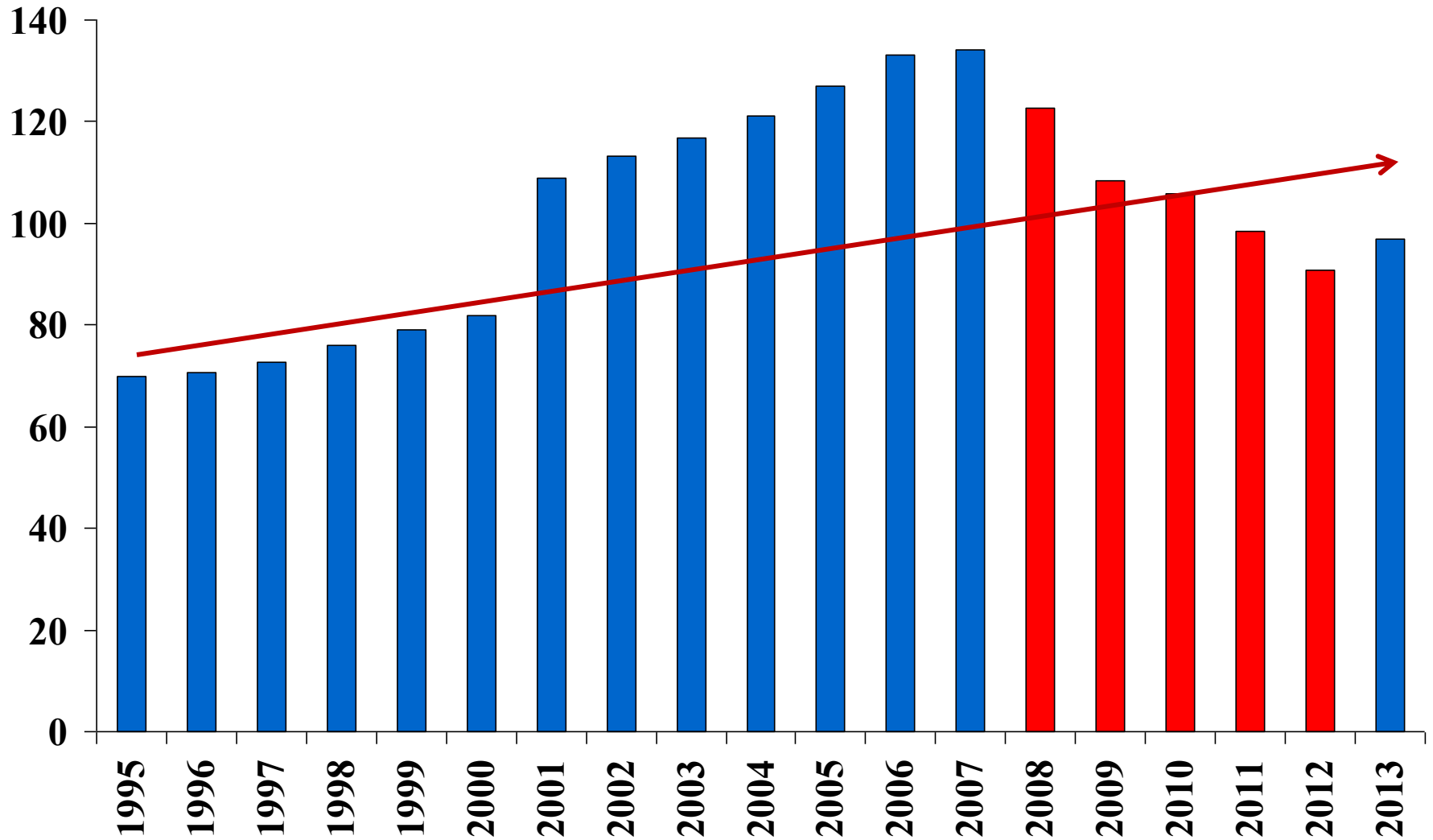
Average Sales Price Increasing From Bottom Of 2011

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

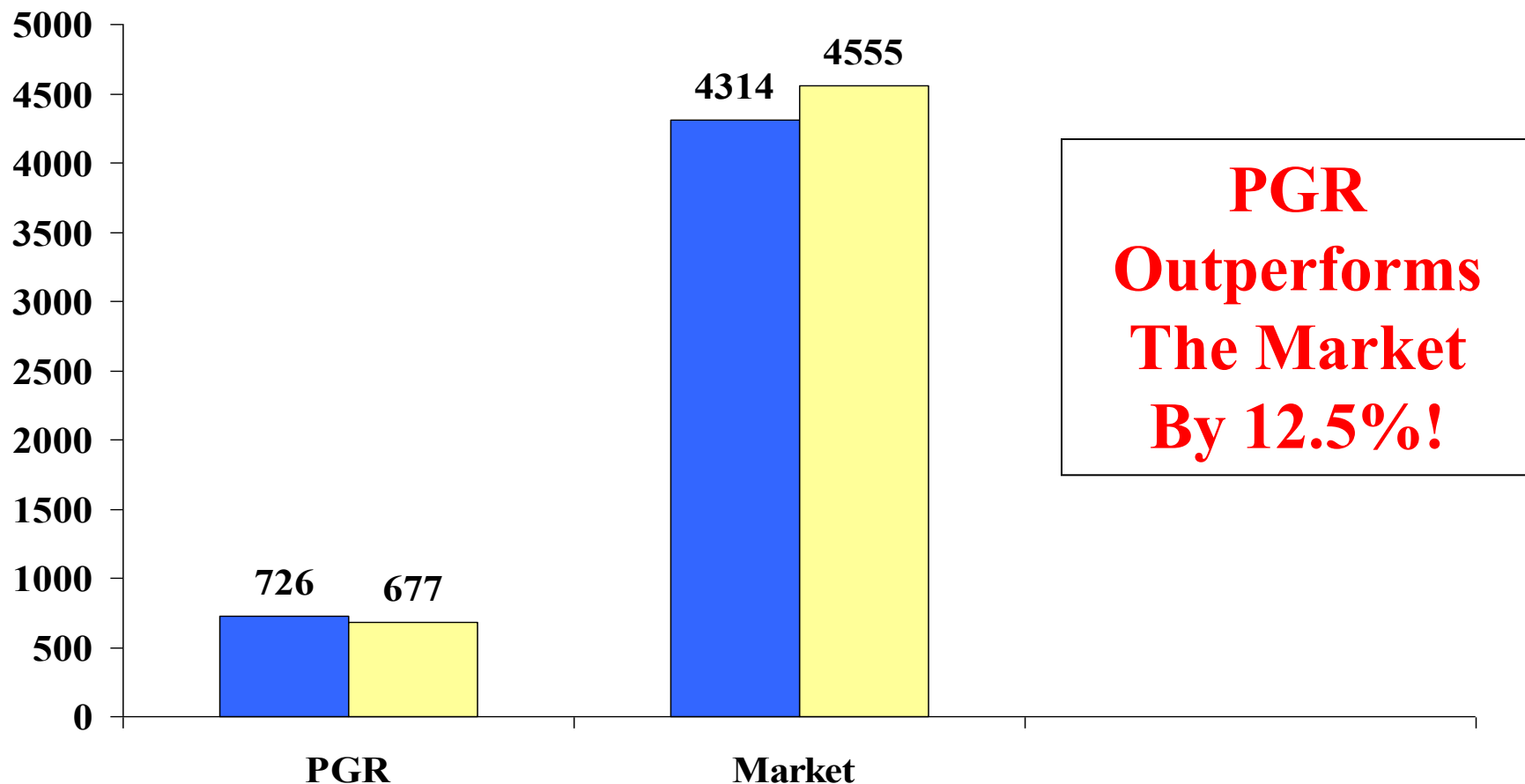


- Peak was July 2007. Current Home Values Remain Below The Normal Trend Line. But Prices Are Slowly Correcting!

Prudential Georgia Realty

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

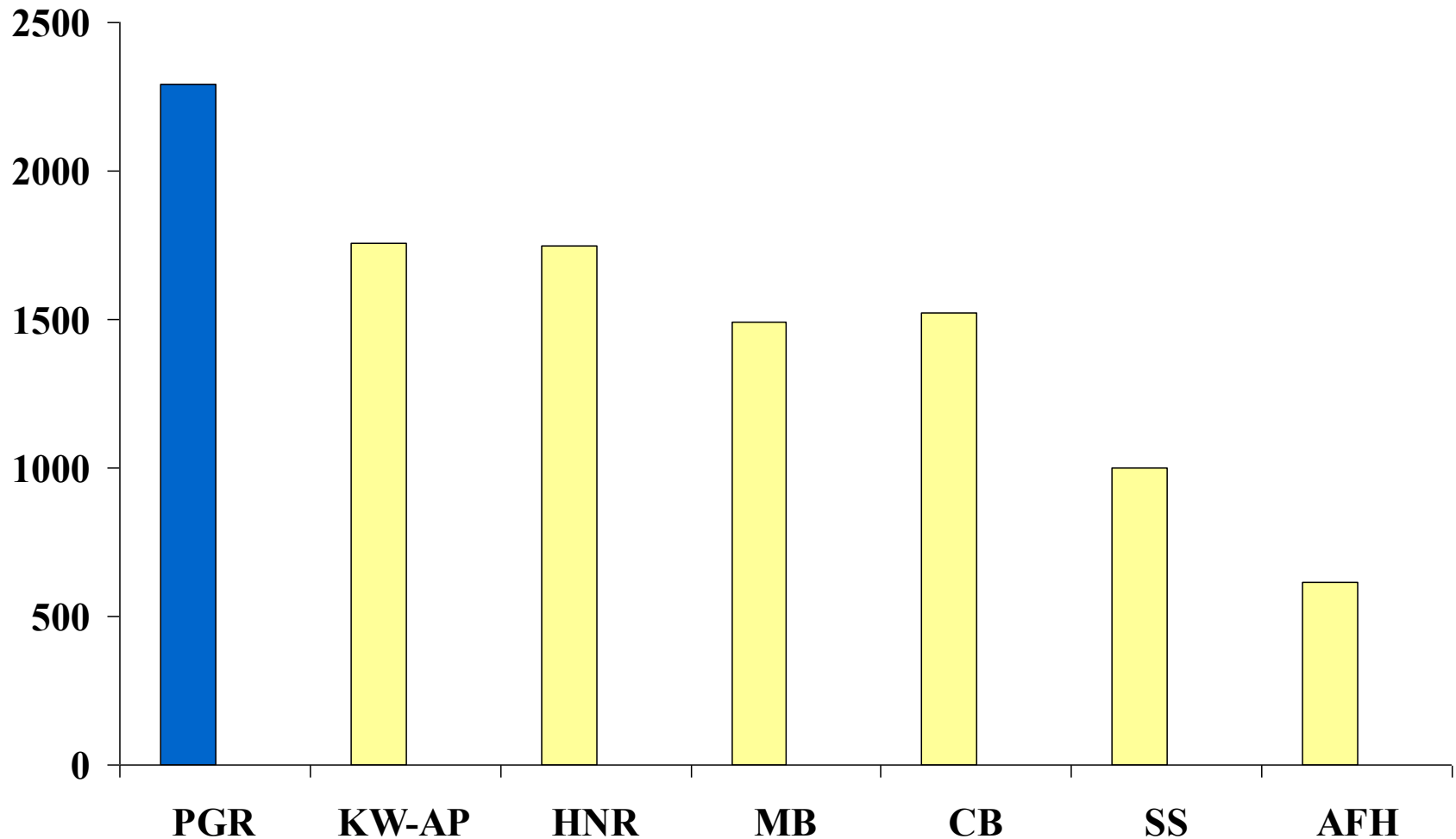
April 2013 Closings Vs. April 2012



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

YTD Transactions – April 2013

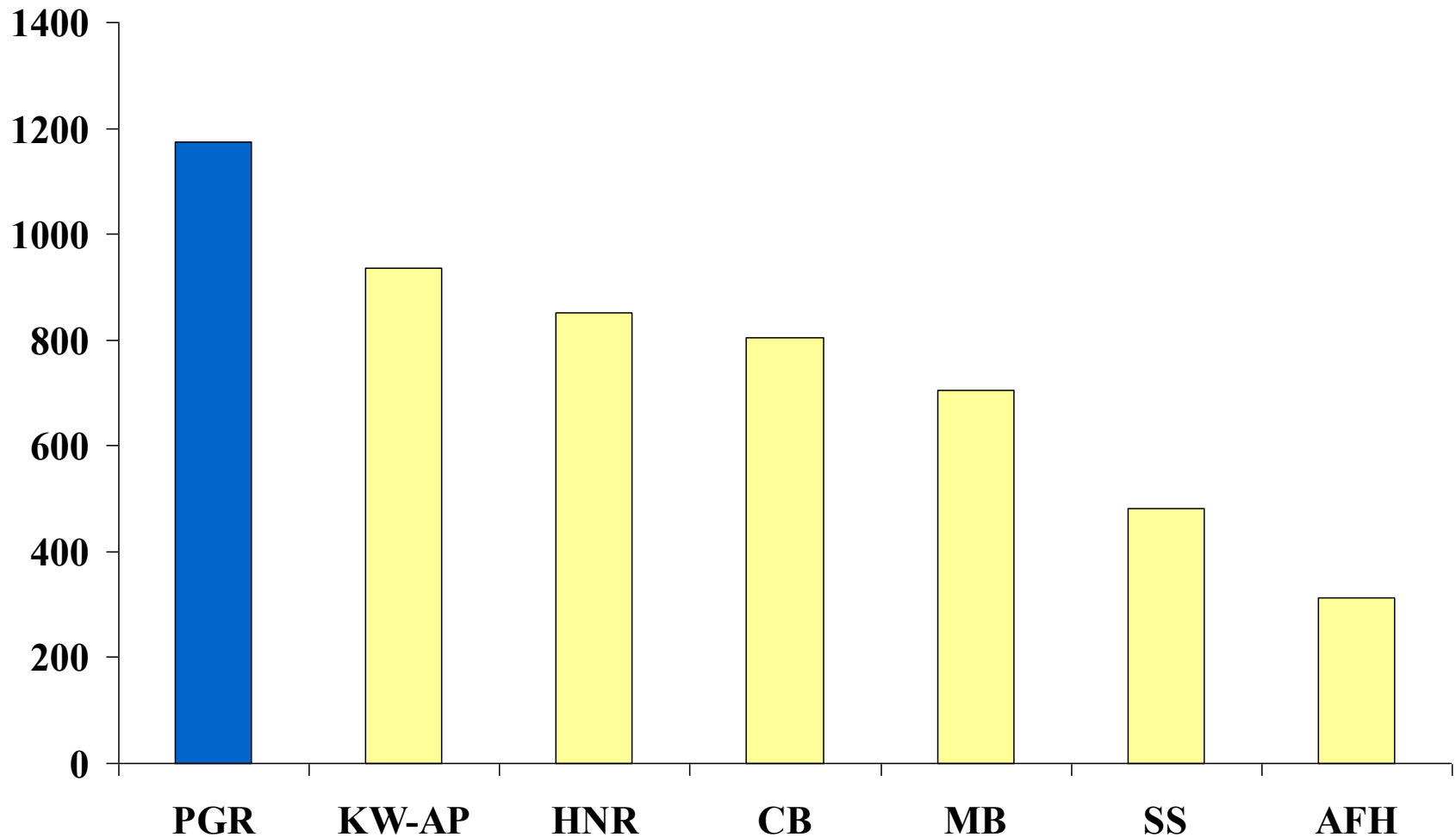
FMLS Counties + Southern Crescent



Information Provided By Trendgraphix. PGR Numbers Internal.

YTD Listing Sales – April 2013

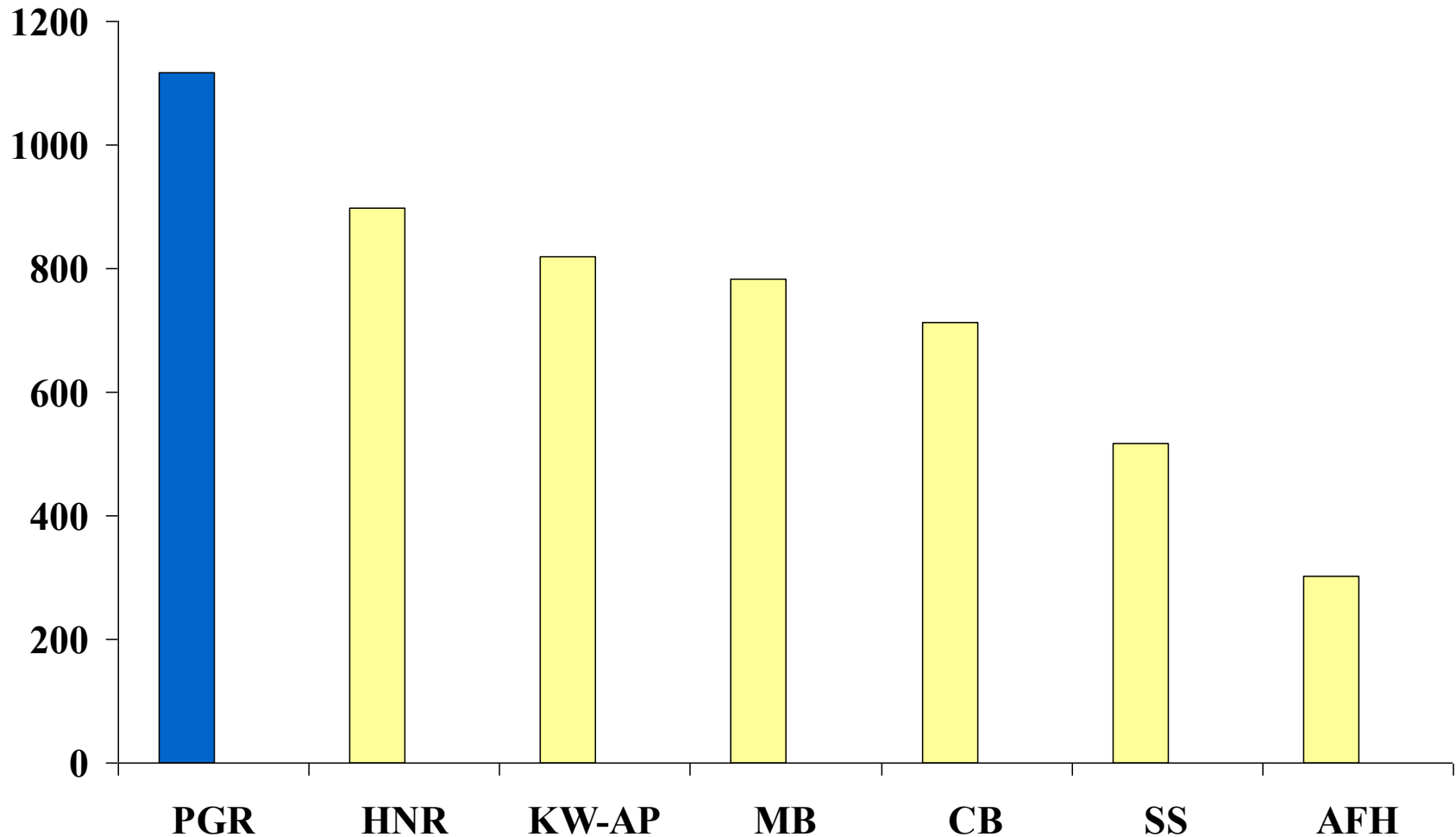
FMLS Counties + Southern Crescent



Information Provided By Trendgraphix.

Buyer Sales Units – April 2013

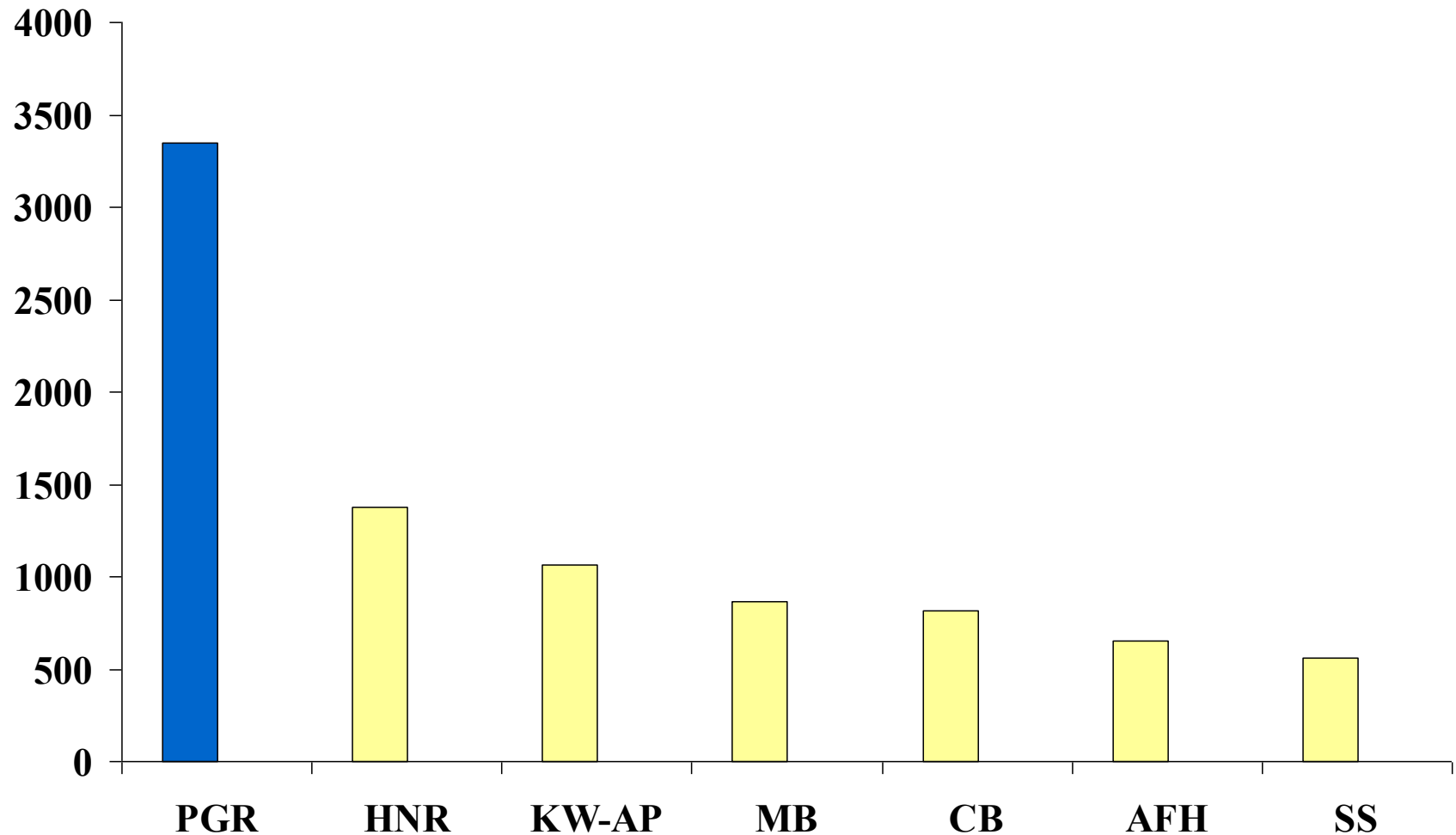
FMLS Counties + Southern Crescent



Information Provided By Trendgraphix.

Current Listing Inventory – April 2013

FMLS Counties + Southside



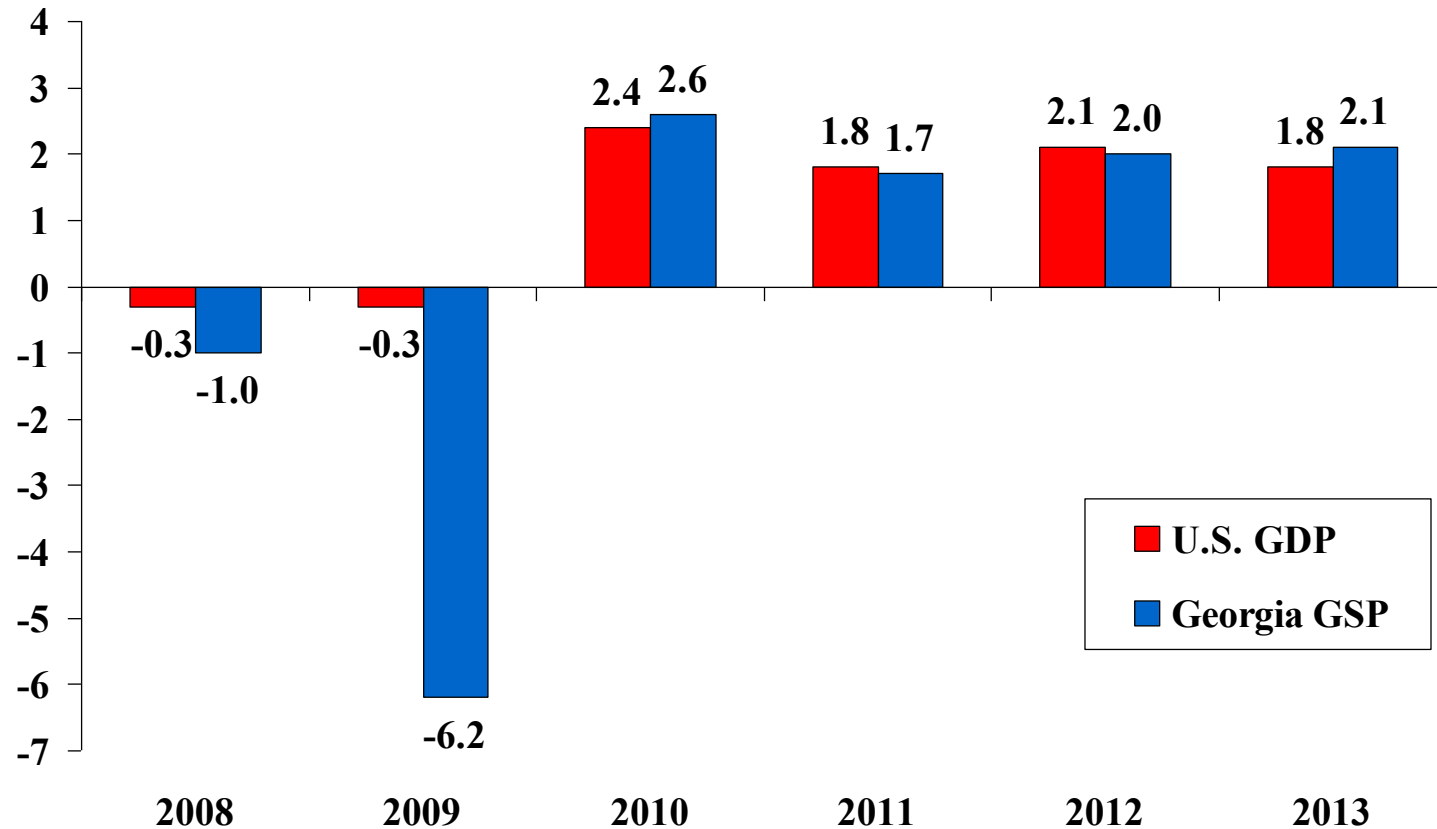
Information Provided By Trendgraphix. PGR Numbers Internal.



**Improving Economy
in Georgia!**

Georgia Economy Outperforming The National Economy In 2013

(Terry College of Business – University of Georgia)

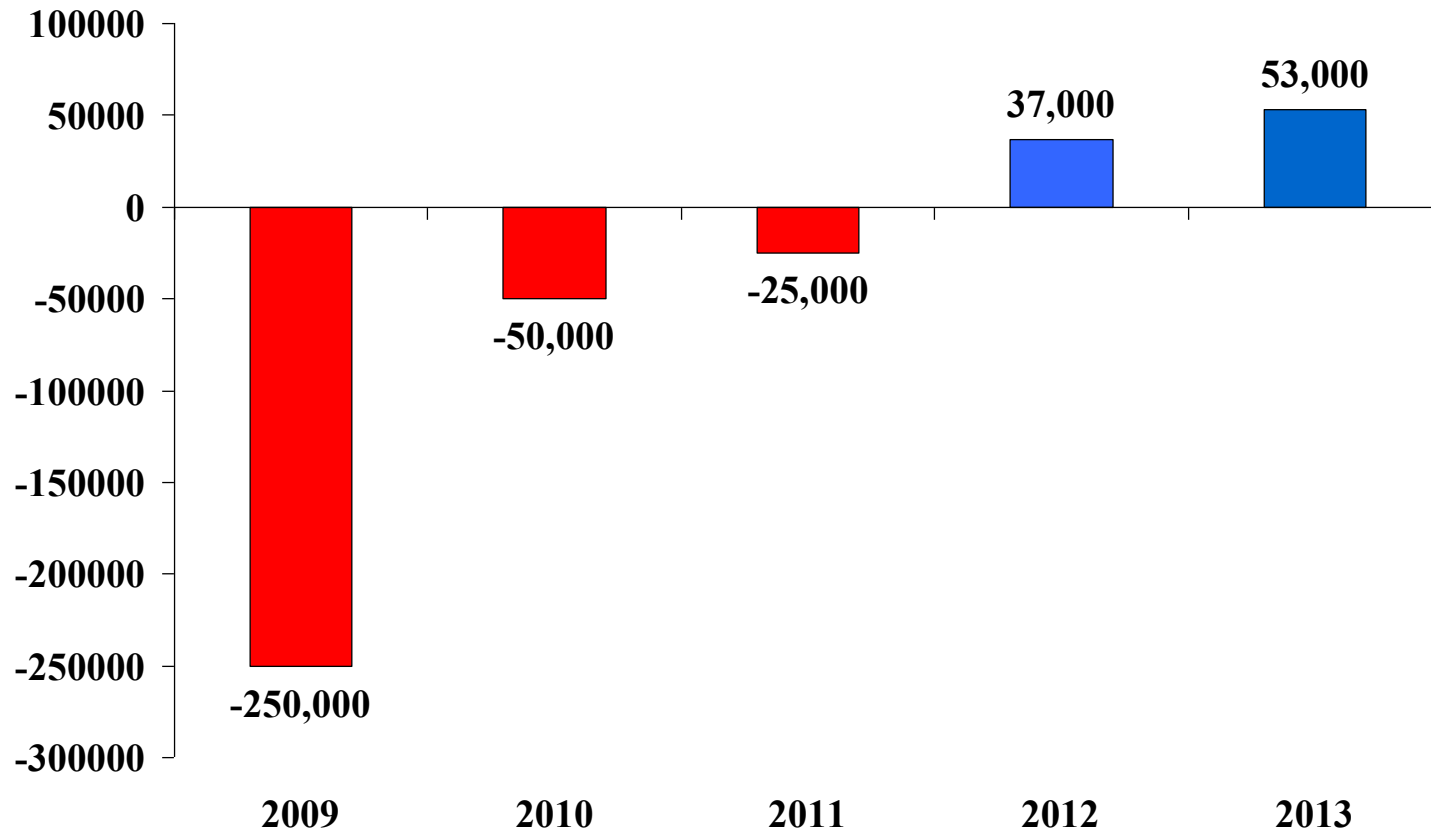




**More Jobs
In Georgia!**

More Jobs In Georgia

(Terry College of Business – University of Georgia)

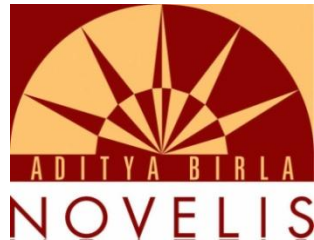


- Georgia Lost 325,000 Jobs In The Great Recession.
- 2012 Restarted Positive Job Growth Trend!



**Buyer Demand
Will Be Higher**

Major Group Moves



Baxter

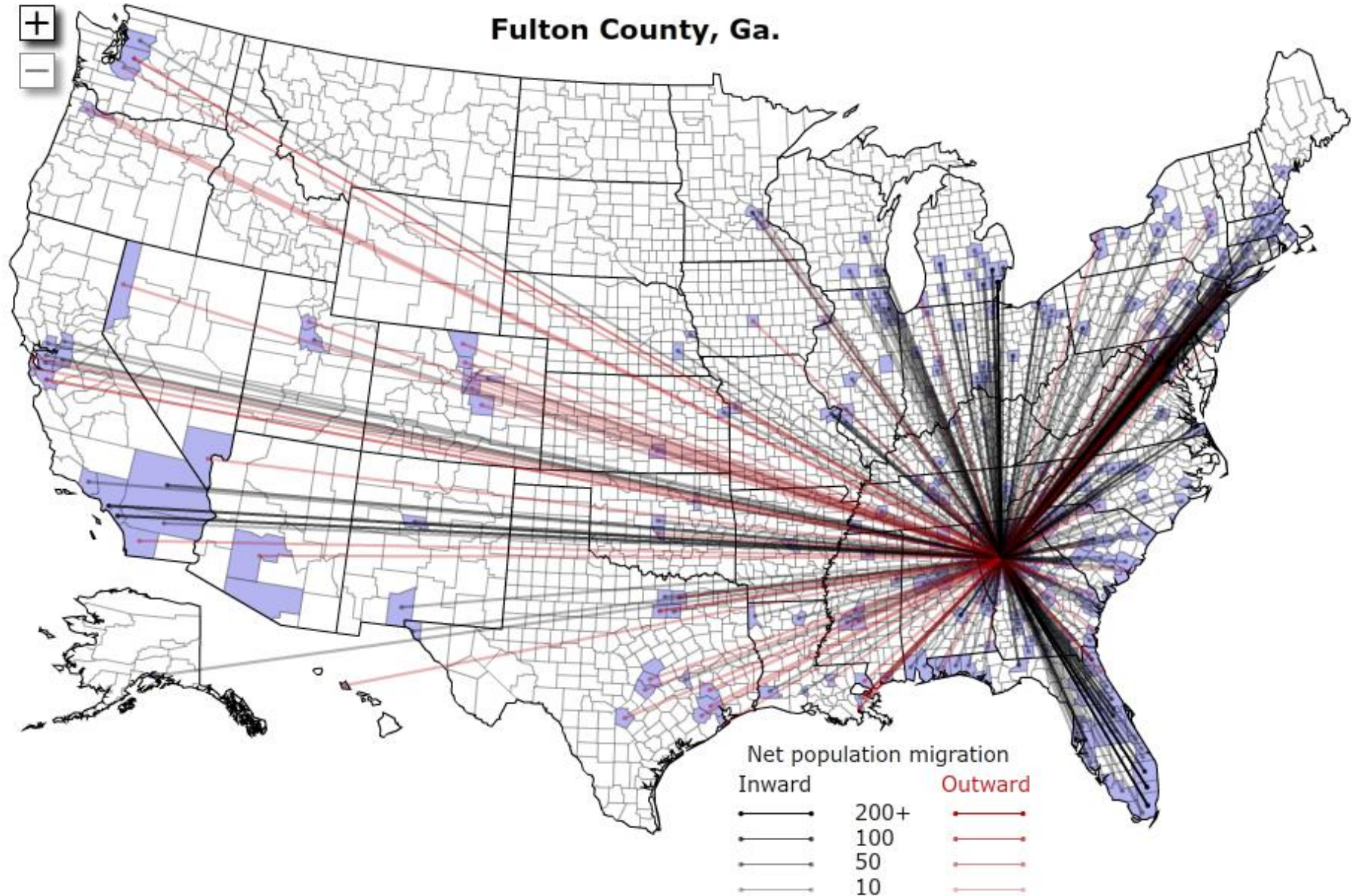


PORSCHE



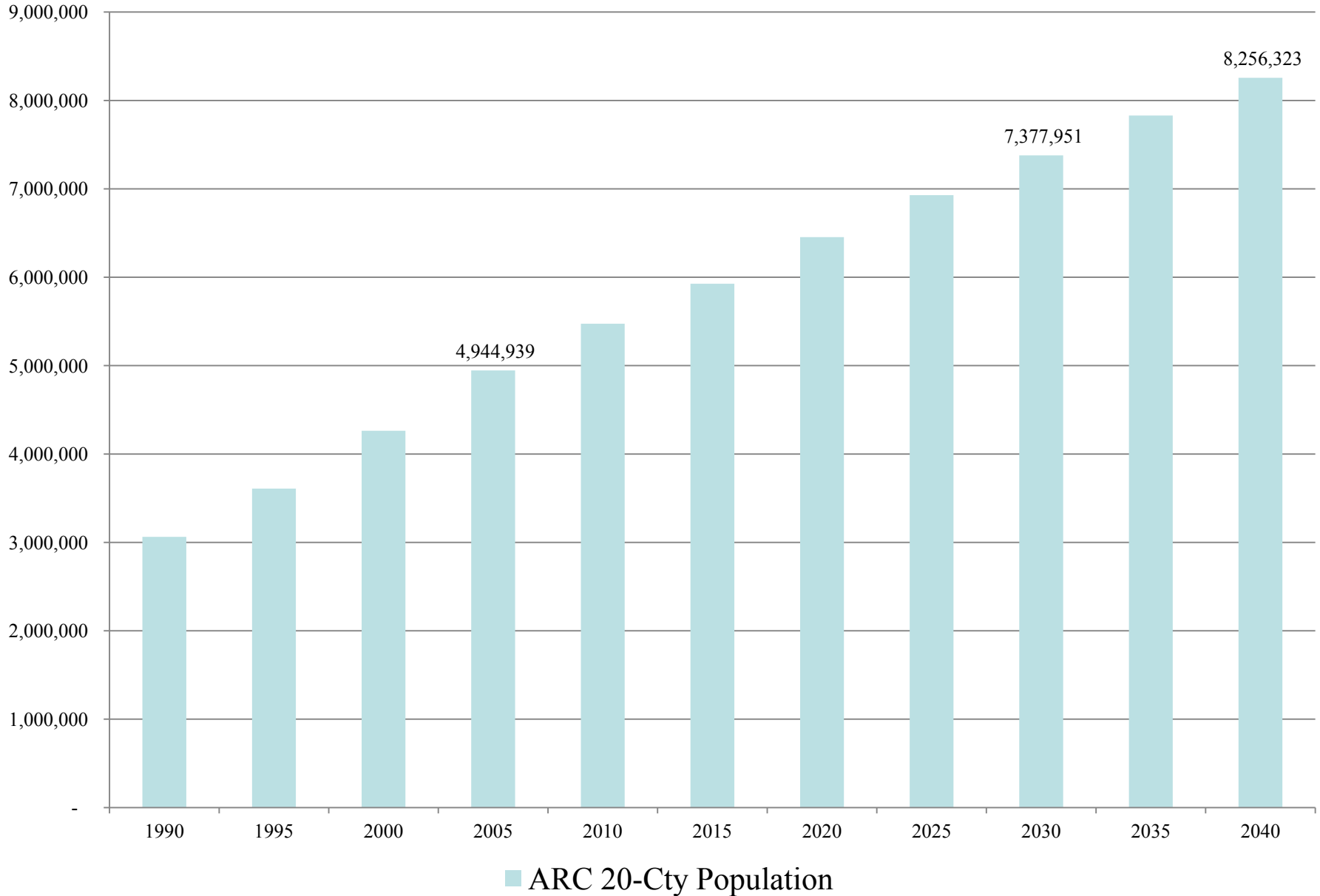
And More Coming ...

Rustbelt To Sunbelt



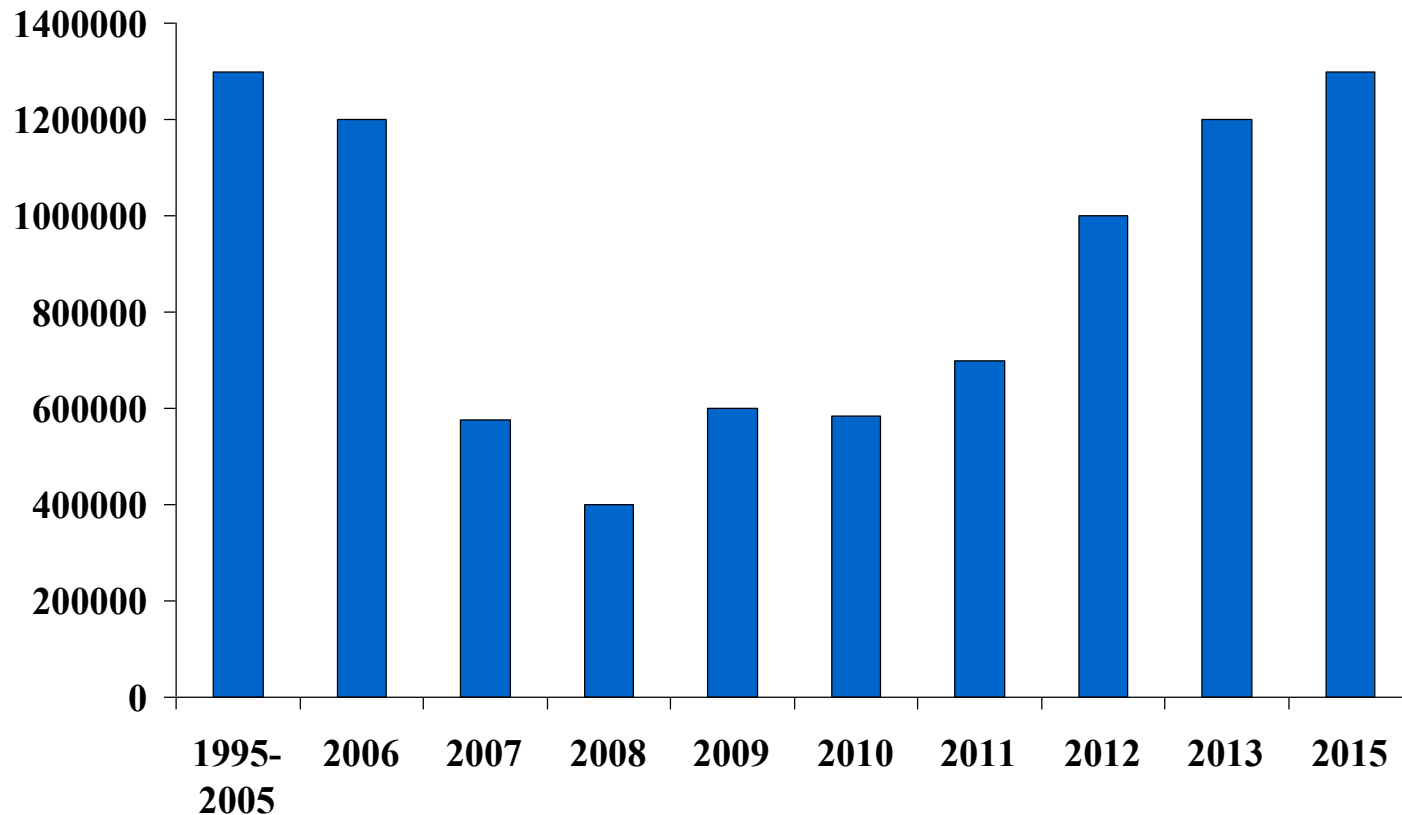
Forecast Population Growth

20-County Forecast Area



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!**

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

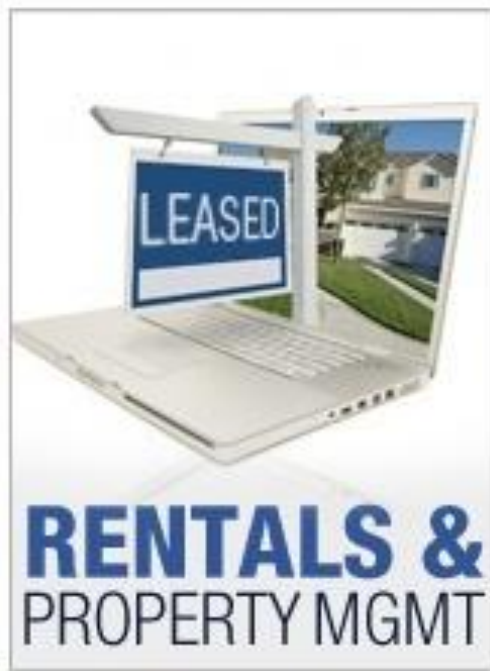
	Total Population	Rank of Share				
		Under 20	20-64	65+	25-39	45-59
Dallas	6,144,489	3	9	25	1	24
Atlanta	5,271,550	5	6	27	2	19
Phoenix	4,179,427	4	24	15	4	26
Denver	2,466,591	11	5	24	4	12
Riverside	4,081,371	1	27	22	5	27
Houston	5,629,127	2	10	26	6	21
Portland	2,174,631	19	7	19	7	7
Seattle	3,309,347	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

Source: Census Bureau

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

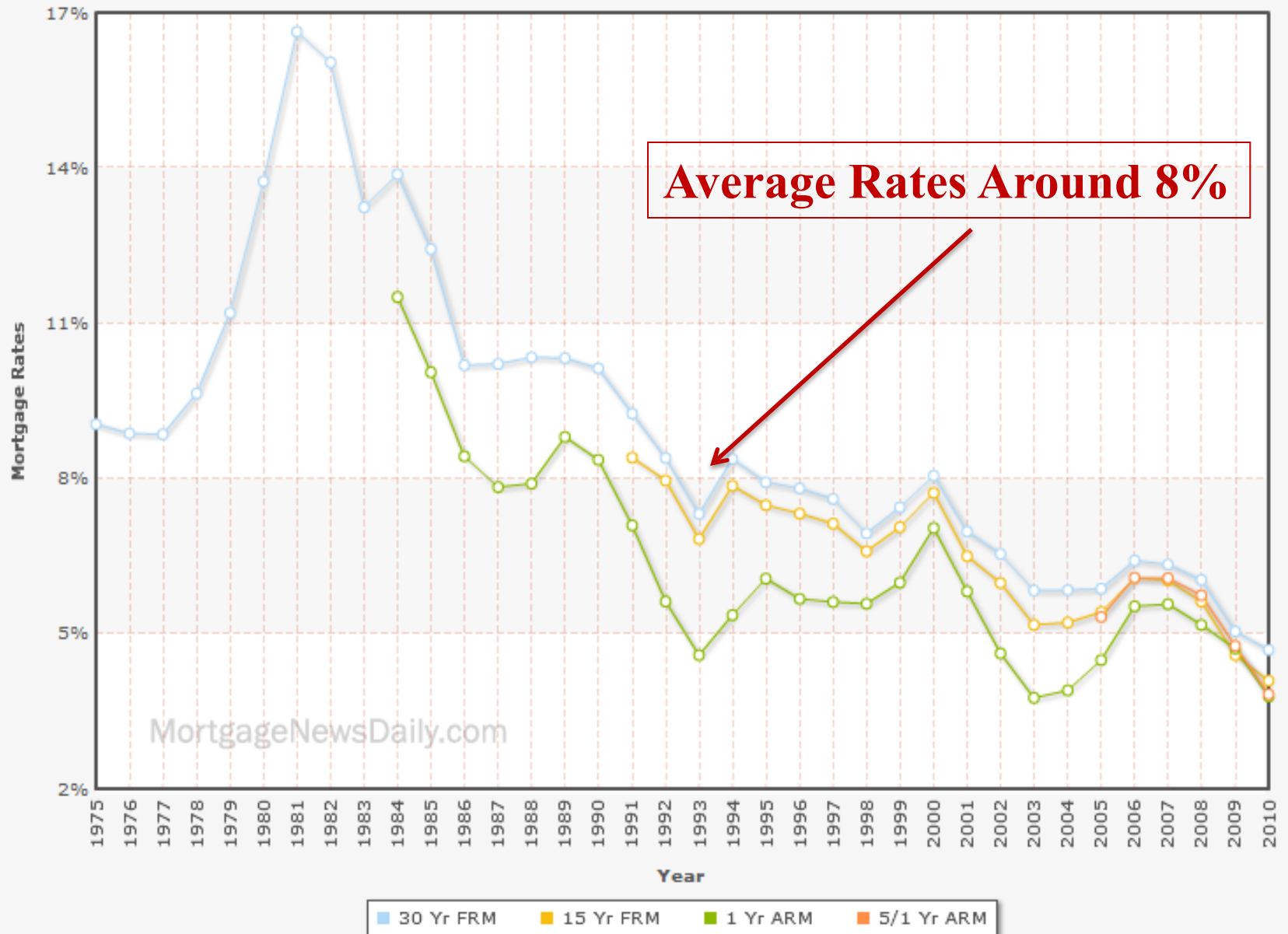


**This Is Causing A Shortage Of
Inventory Under \$200,000.**

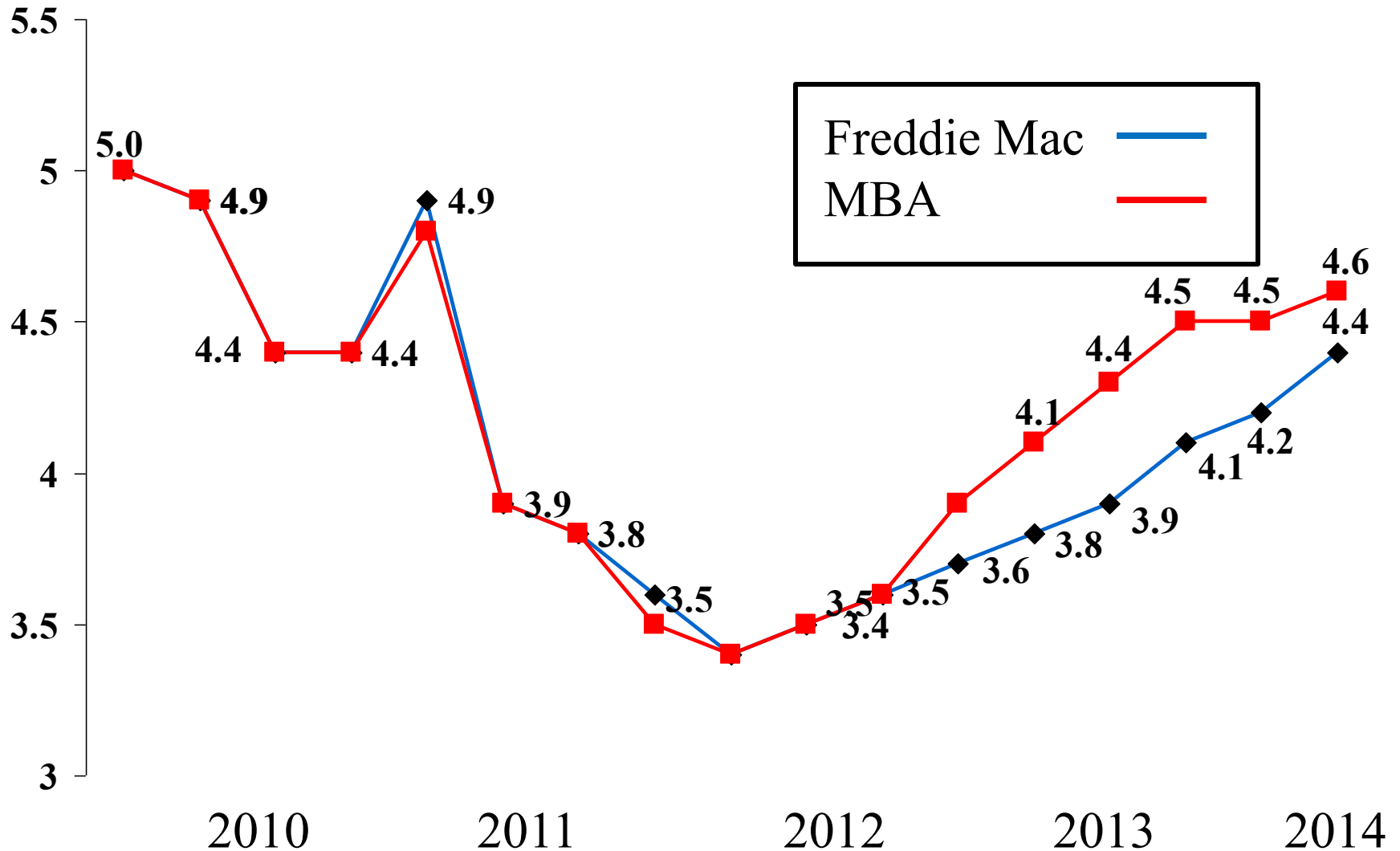


Home Affordability (Prices + Mortgage Rates)

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

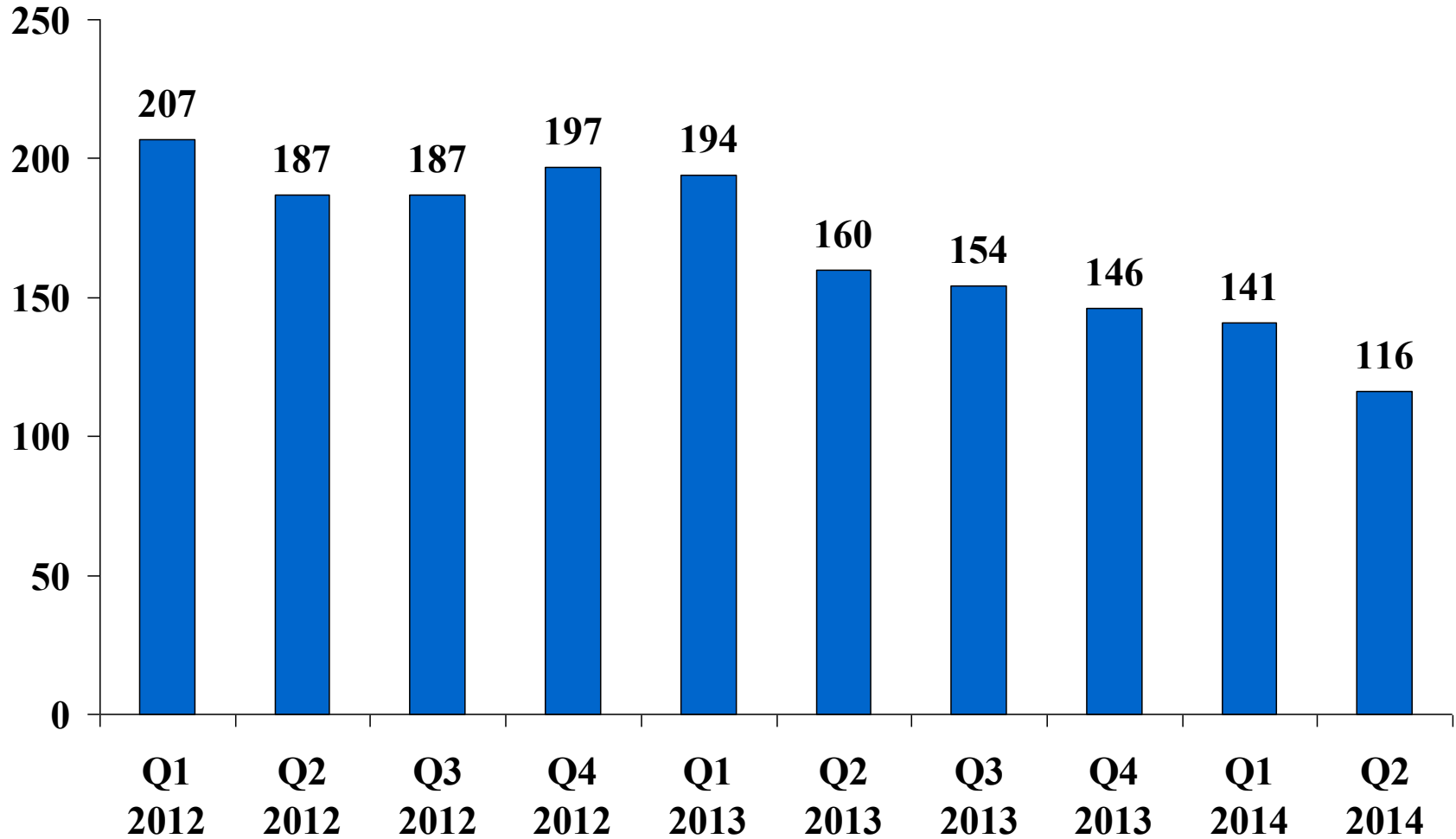


Freddie Mac & Mortgage Bankers Association 30-Year Fixed Rate Forecast (April 2013) 2010 – 2014 Quarterly Averages



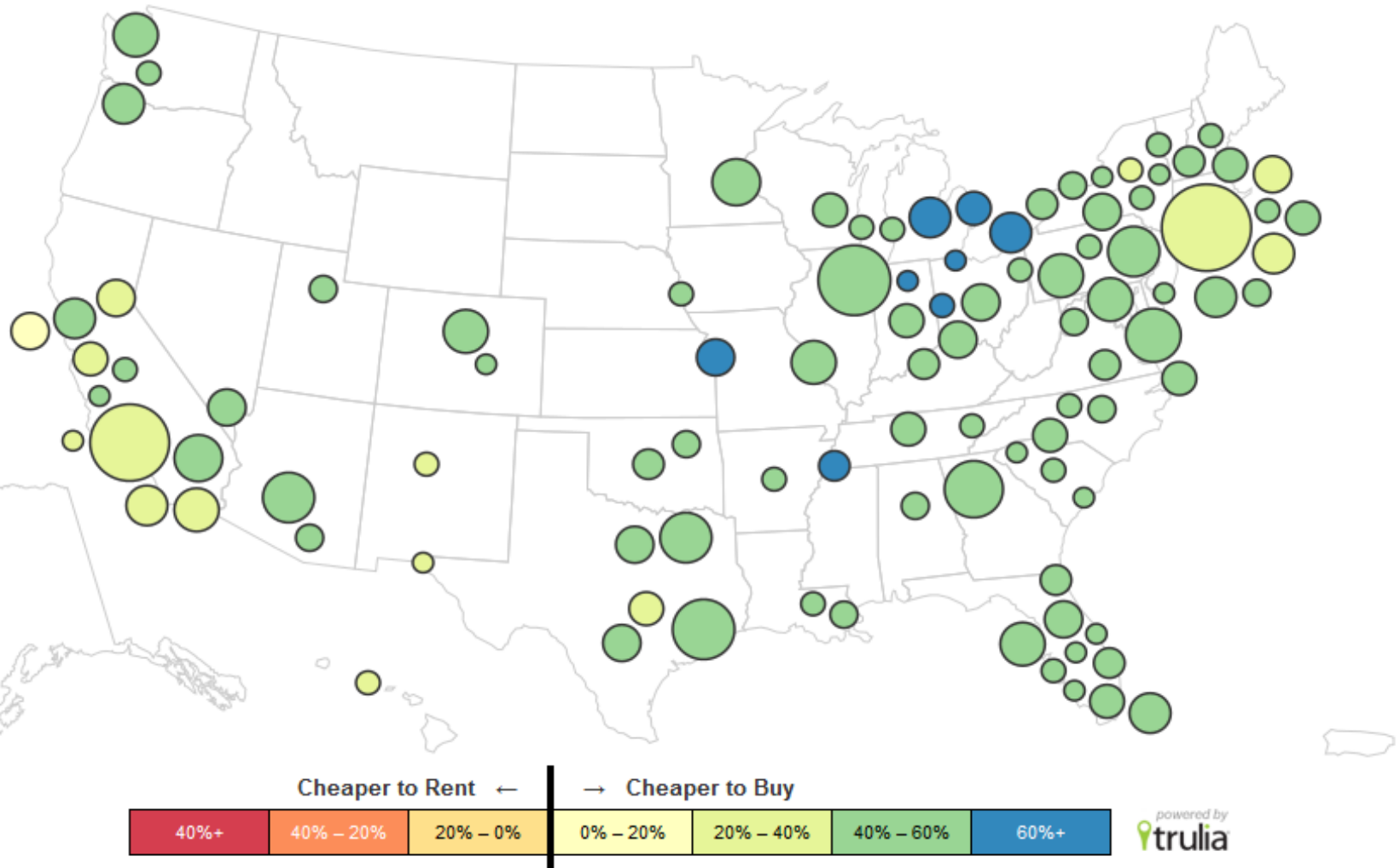
National Housing Affordability Index

(Combination of home prices and mortgage rates)

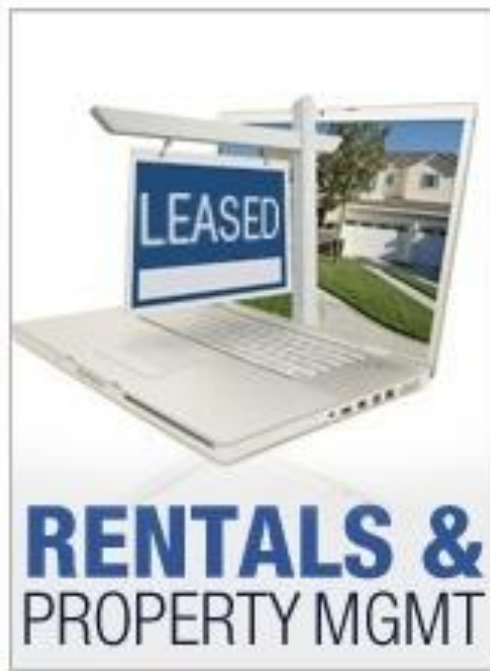


Affordability Remains High – But Prices Improving

Metro Atlanta Is 56% Better To Buy Than Rent



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



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