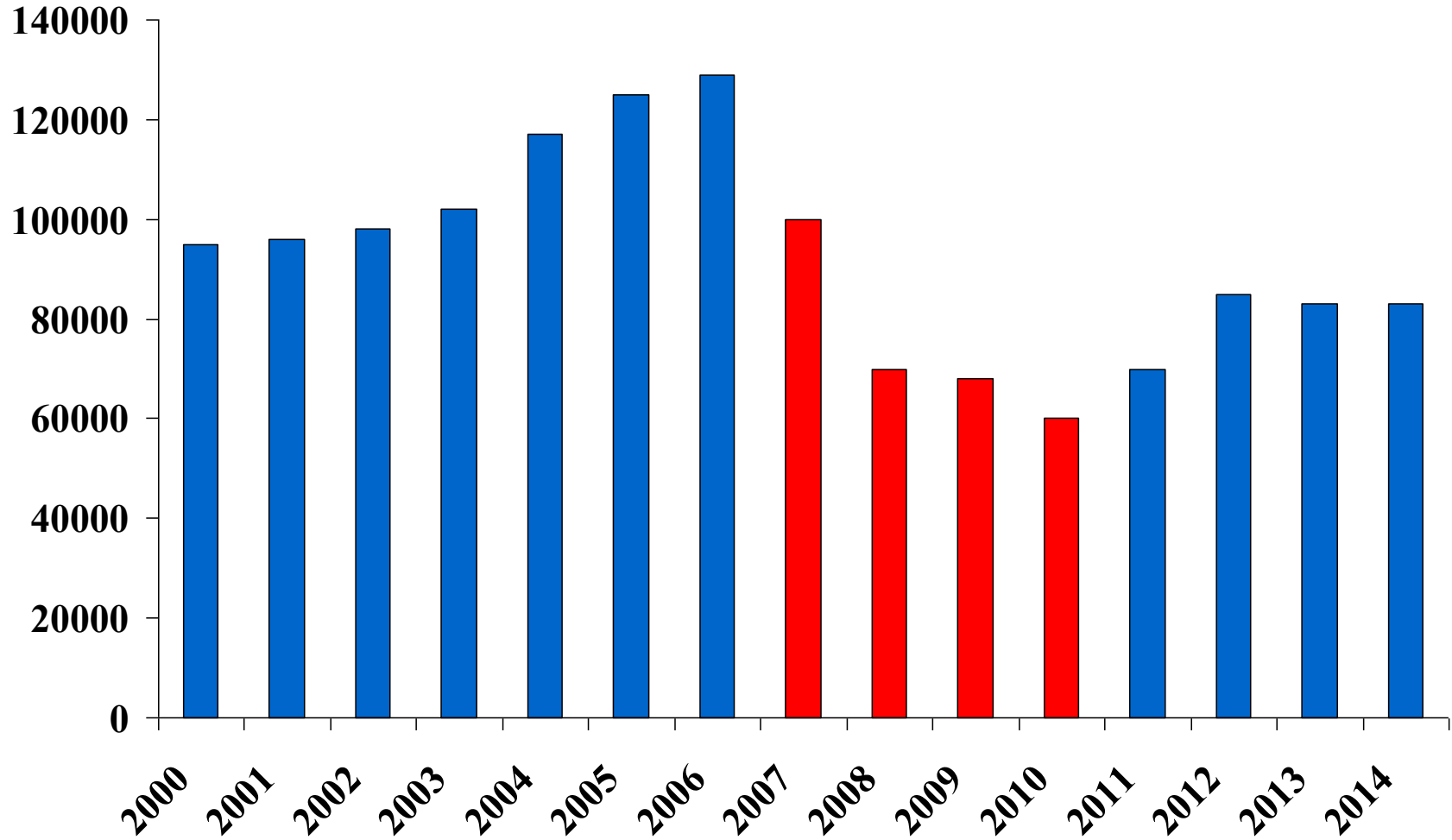


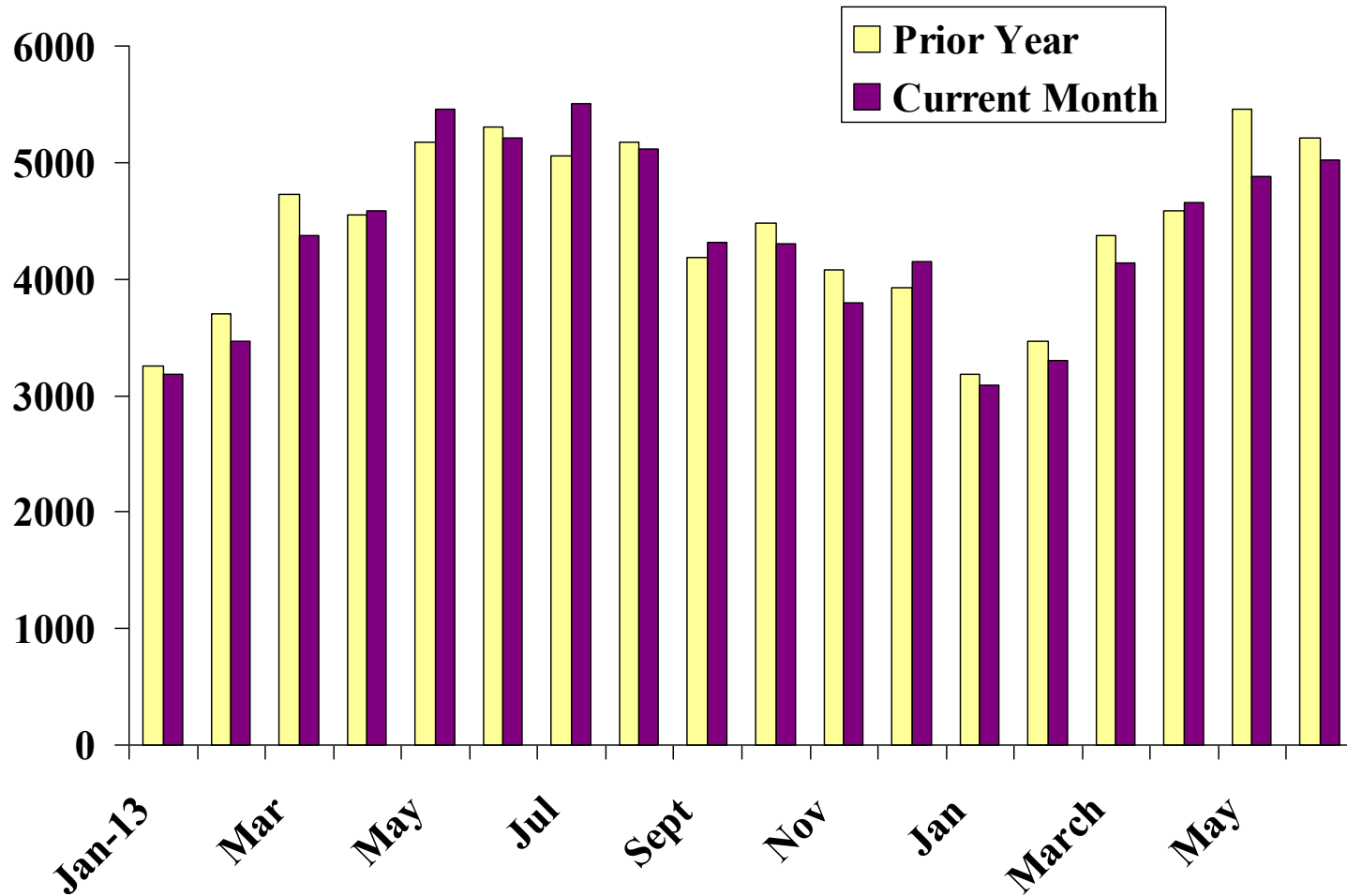
Greater Metro Atlanta Market

Metro Atlanta Homes Sold



125,000 Homes Sold In 2006. 60,000 Homes Sold in 2010.
2014 YTD Closings Currently 2.02% Behind Closings In 2013.

Metro Atlanta 2013-2014 Closings

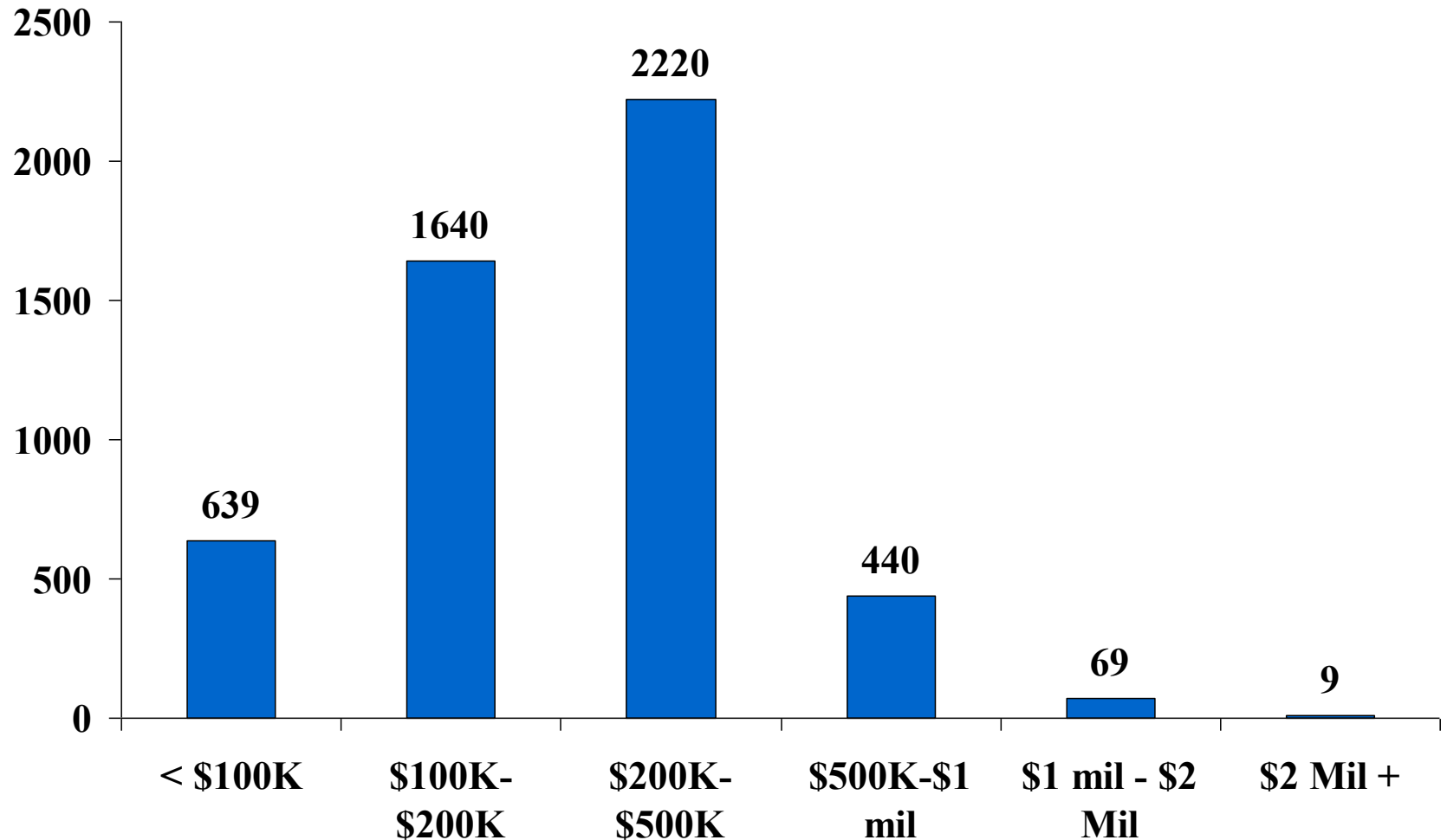


June Closings Up 7.8% Compared To May Closings.

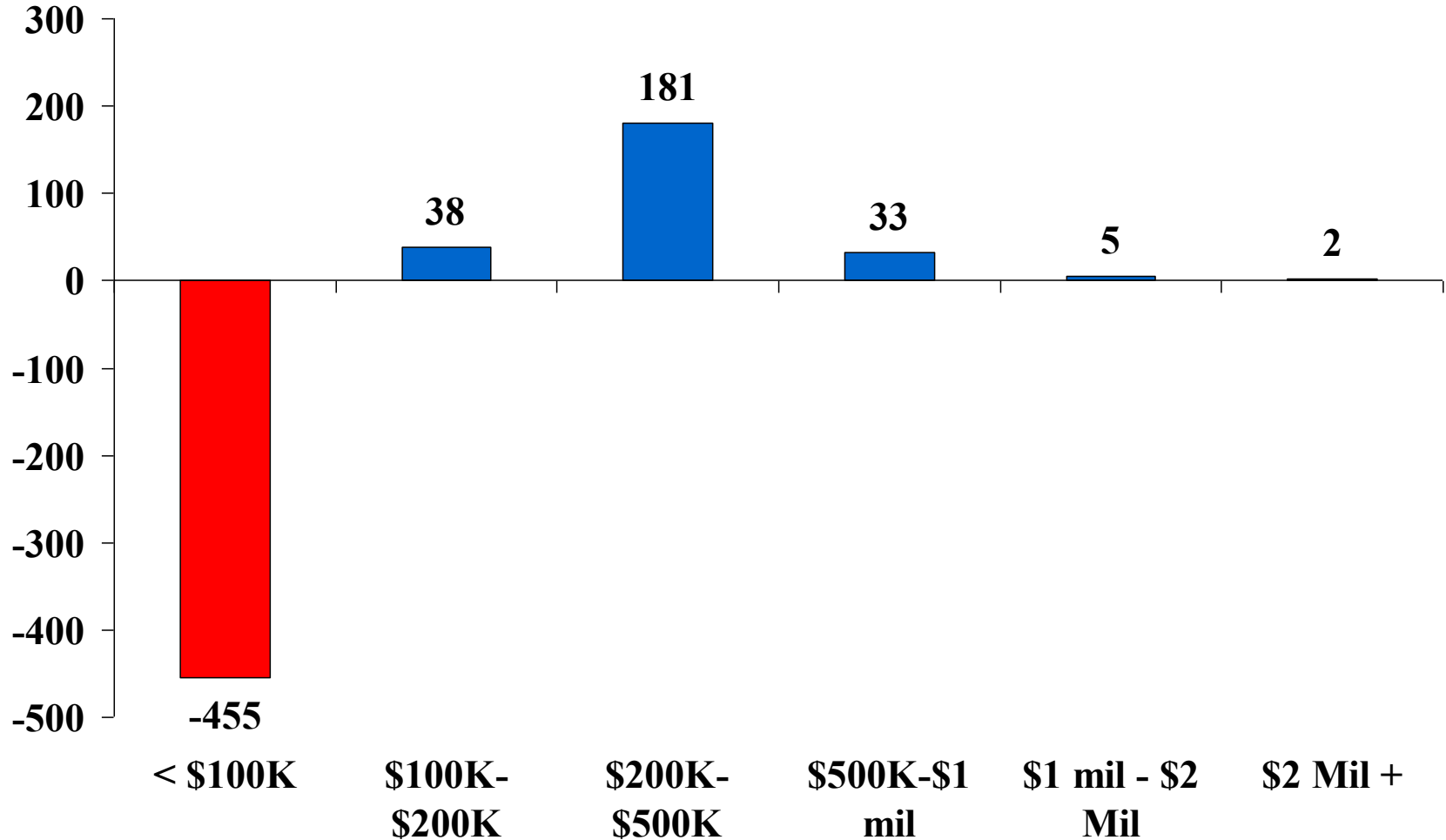
June 2014 Closings Down 3.8% Compared To June 2013 Closings.

Metro Atlanta Closings – June 2014

(Number Of Transactions)

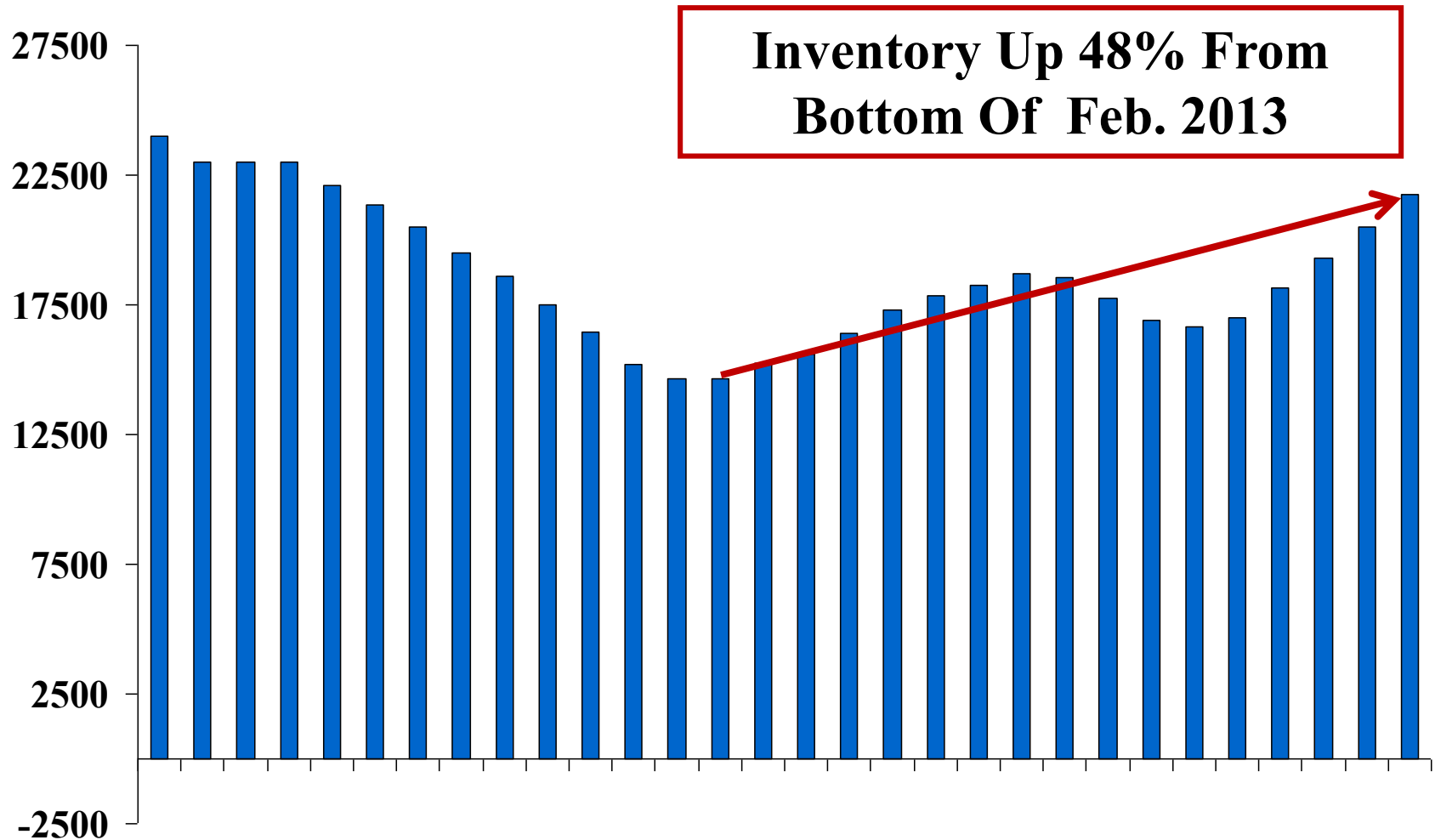


Metro Atlanta Closed Units By Price Point Compared To Same Period Last Year



Listed Inventory January 2012 - June 2014

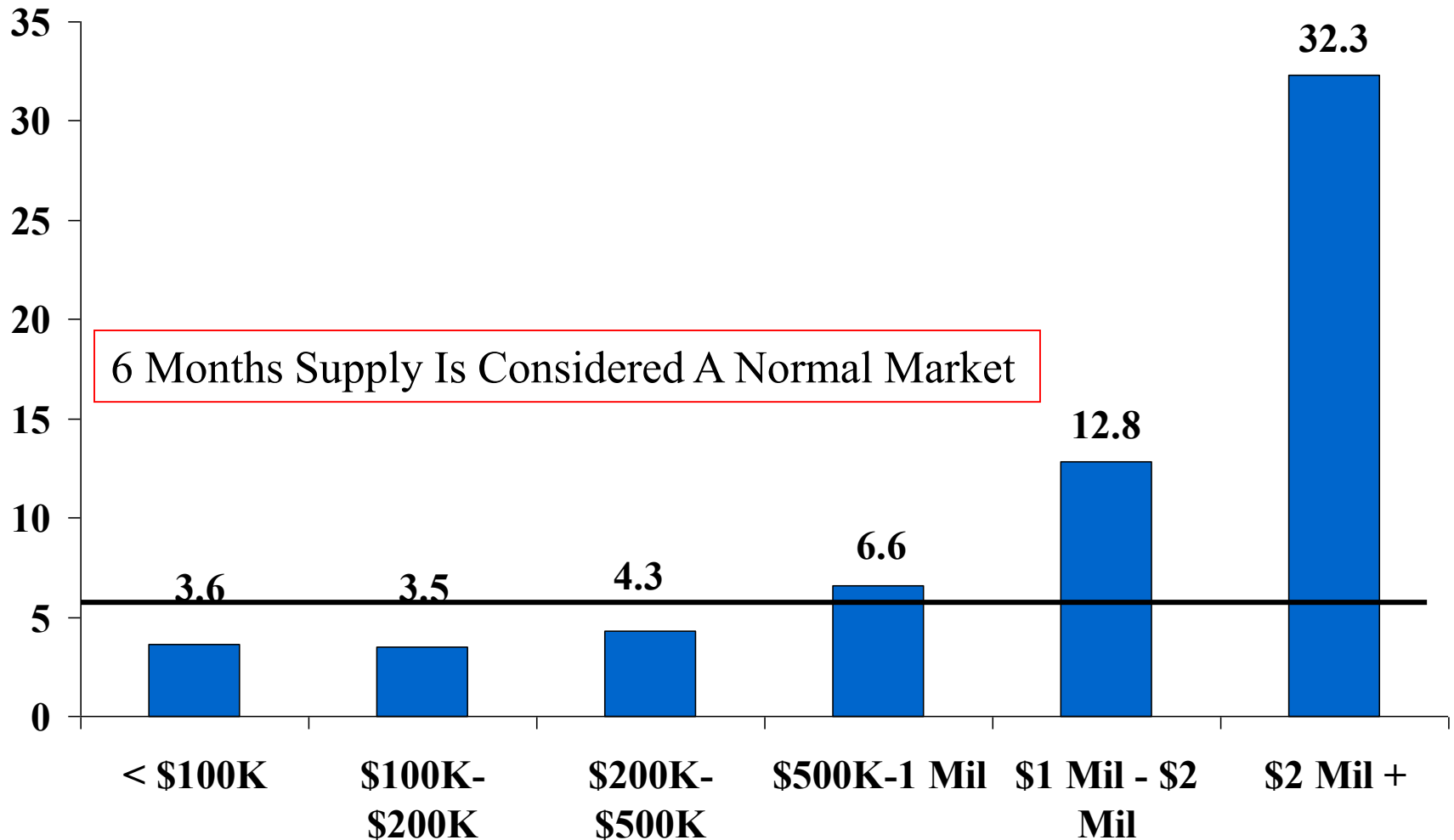
Residential Detached, Metro Atlanta



Inventory Up 6% from May 2014, Up 25.8% from June 2013

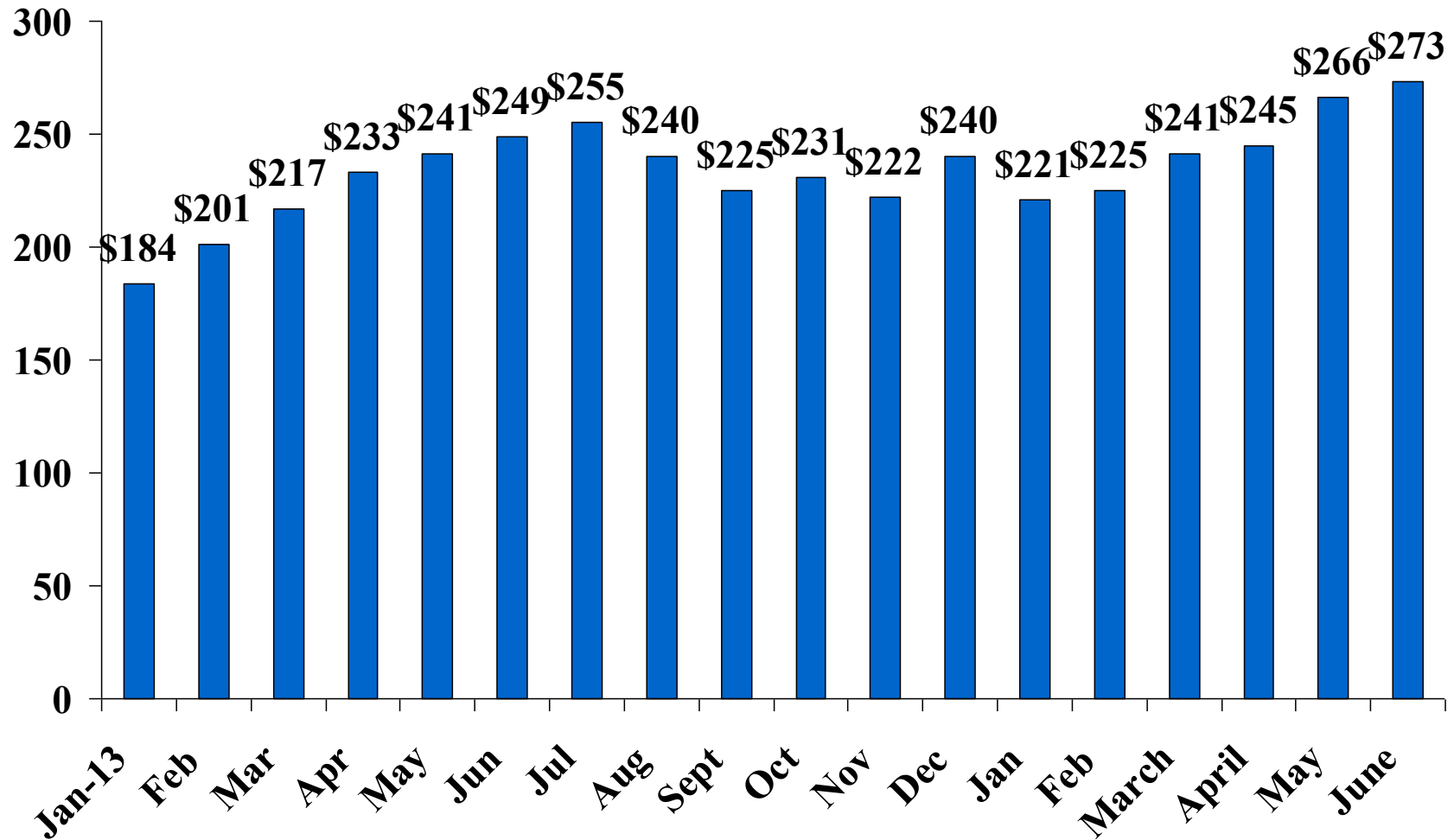
Metro Atlanta Months of Inventory

(June 2014, Based On Closed Sales)



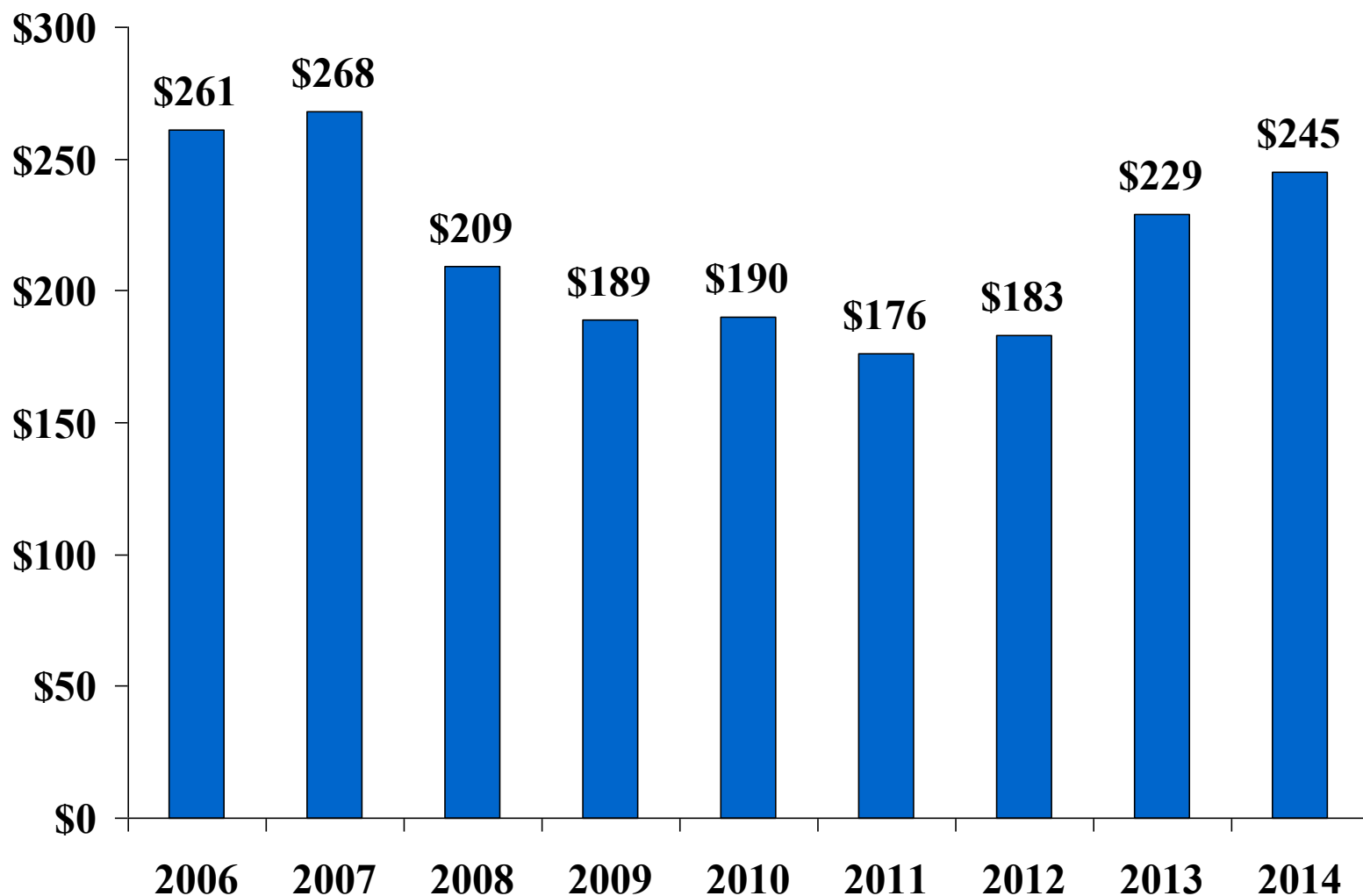
Overall “Months Of Inventory” Is 4.3 Months

Metro Atlanta Monthly Average Sale Prices



ASP Up 2.6% From Last Month & Up 9.6% From Last June

Metro Atlanta Annual Average Sale Prices



Annual ASP Up 39% From Bottom Of 2011

Metro Atlanta Foreclosure Comparisons

(Data by RealValuator)



Pre-Foreclosures



Foreclosures

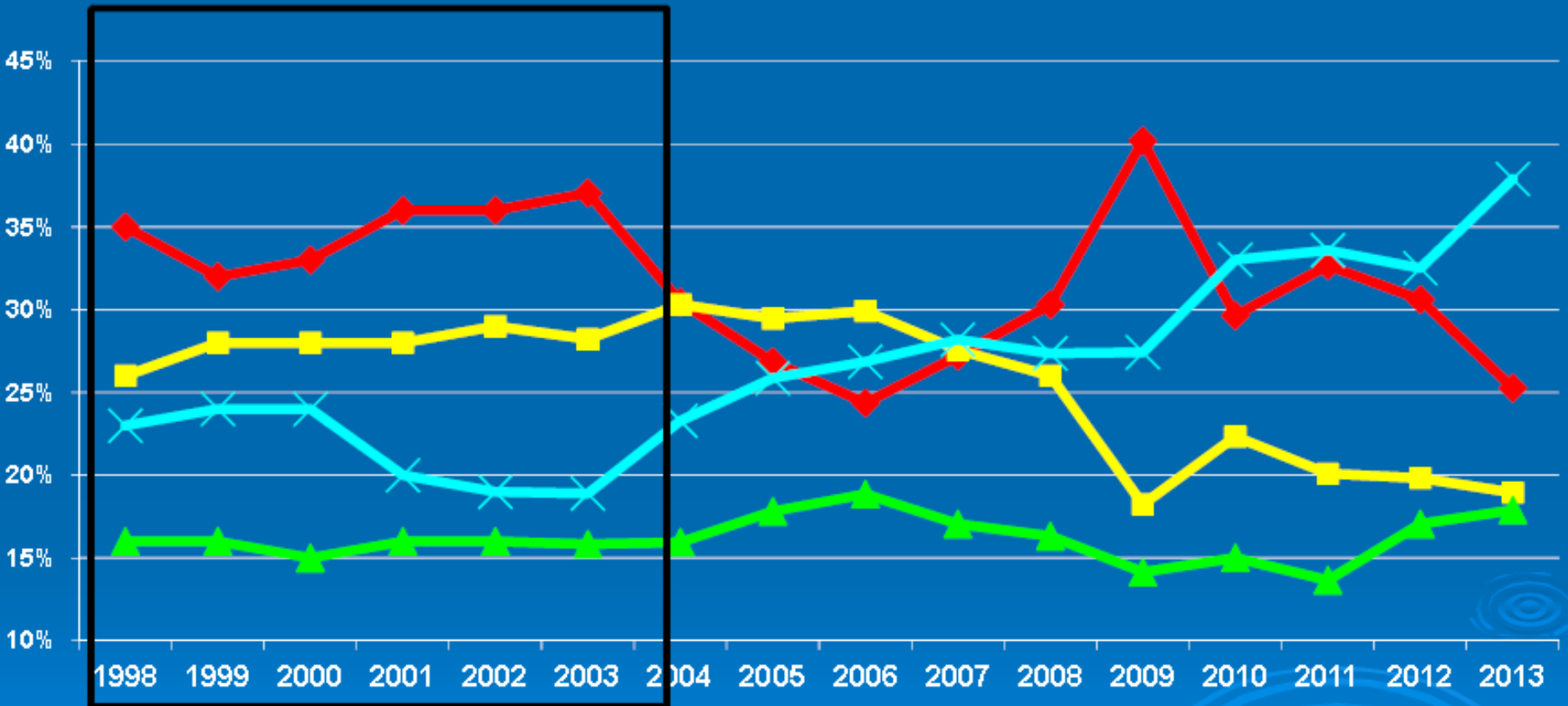


REO Sales

Date	Activity	Average Amount	Activity	Average Amount	Activity	Average Amount
Jul-13	3520	\$179,263	782	\$129,400	532	\$99,791
Aug-13	2348	\$177,681	957	\$133,367	420	\$99,095
Sep-13	2123	\$178,717	681	\$128,418	343	\$95,000
Oct-13	1977	\$178,344	625	\$174,863	312	\$98,324
Nov-13	1684	\$173,965	719	\$179,798	299	\$95,515
Dec-13	1794	\$175,142	556	\$127,764	301	\$108,630
Jan-14	1421	\$170,877	591	\$133,453	262	\$112,876
Feb-14	1165	\$175,789	375	\$118,679	277	\$110,573
Mar-14	1172	\$171,958	365	\$125,761	277	\$115,733
Apr-14	1300	\$170,906	286	\$129,974	255	\$93,971
May-14	1150	\$176,021	306	\$122,057	210	\$126,807
Jun-14	962	\$182,047	118	\$148,771	145	\$113,145
Totals	20616 notices 15029 properties	\$175,893	6361	\$137,692	3633	\$105,788

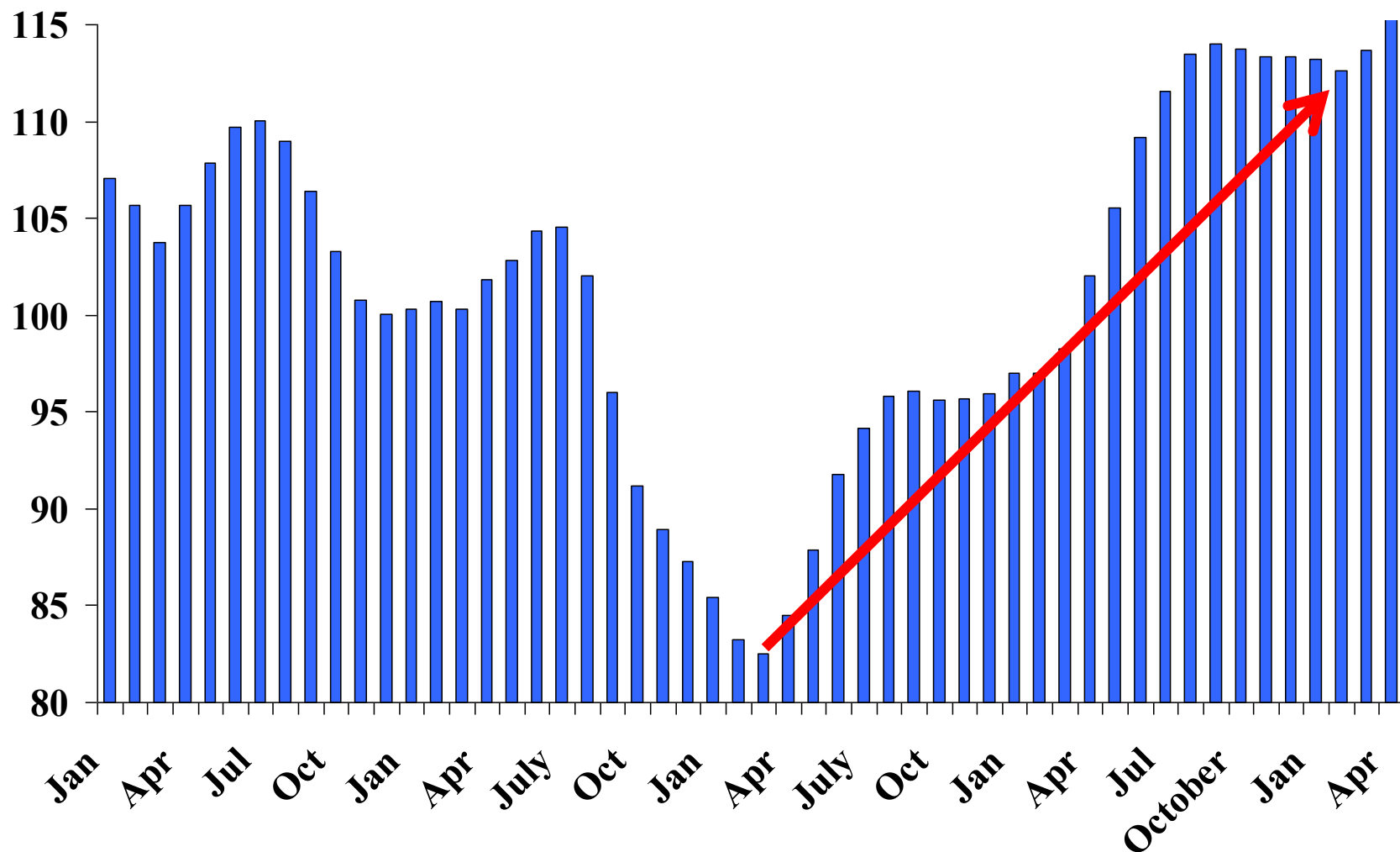
Baby Boomers Are #1 Buyer Segment

● FIRST TIME ■ FIRST MOVE UP
▲ SECOND MOVE UP ✕ THIRD OR HIGHER



"Normal"
Atlanta

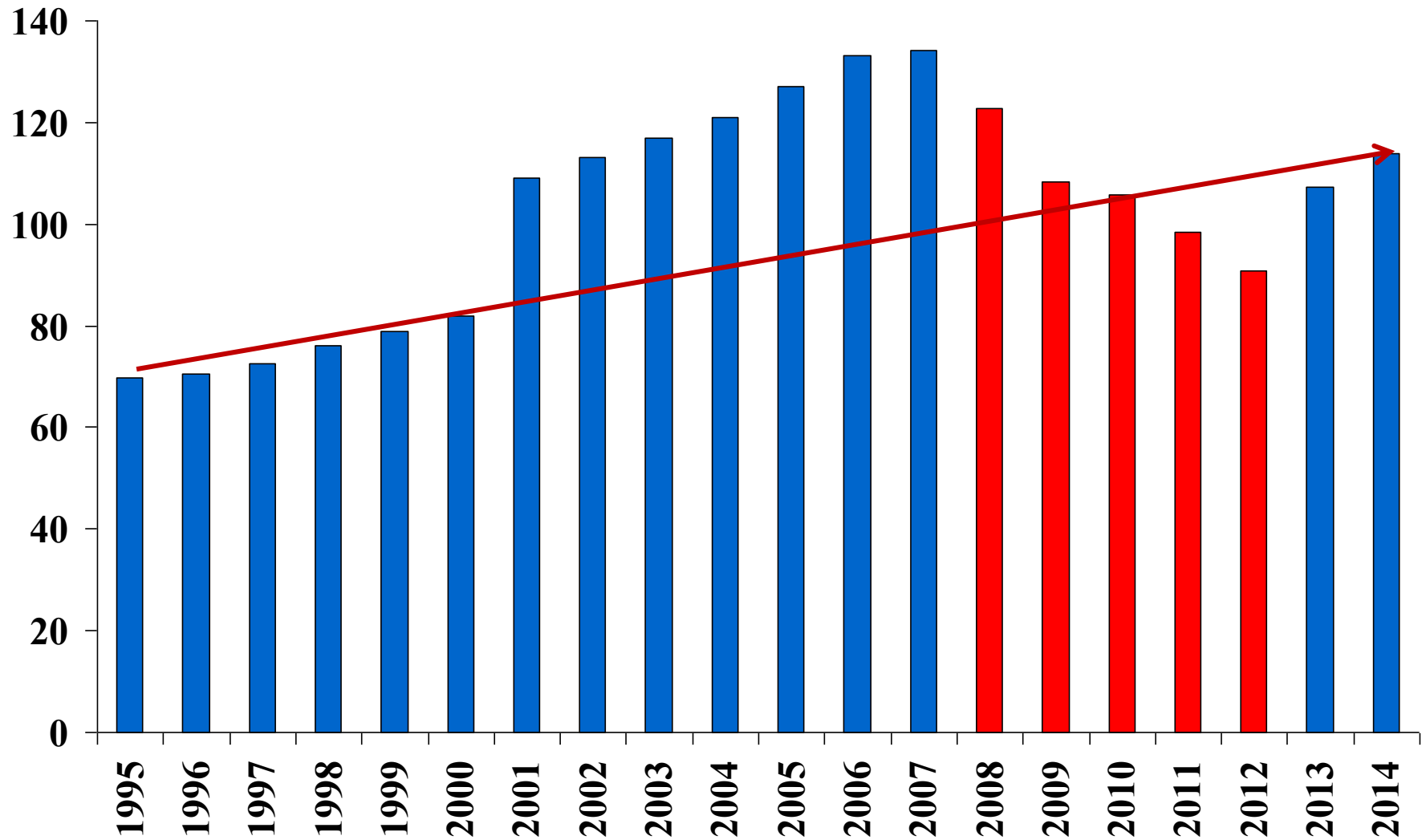
Case-Shiller Index For Metro Atlanta



January 2010 Through April 2014 (Reported June 24, 2014)

Home Values Up 40% From Bottom of March 2012.

Case-Shiller Home Values For Metro Atlanta



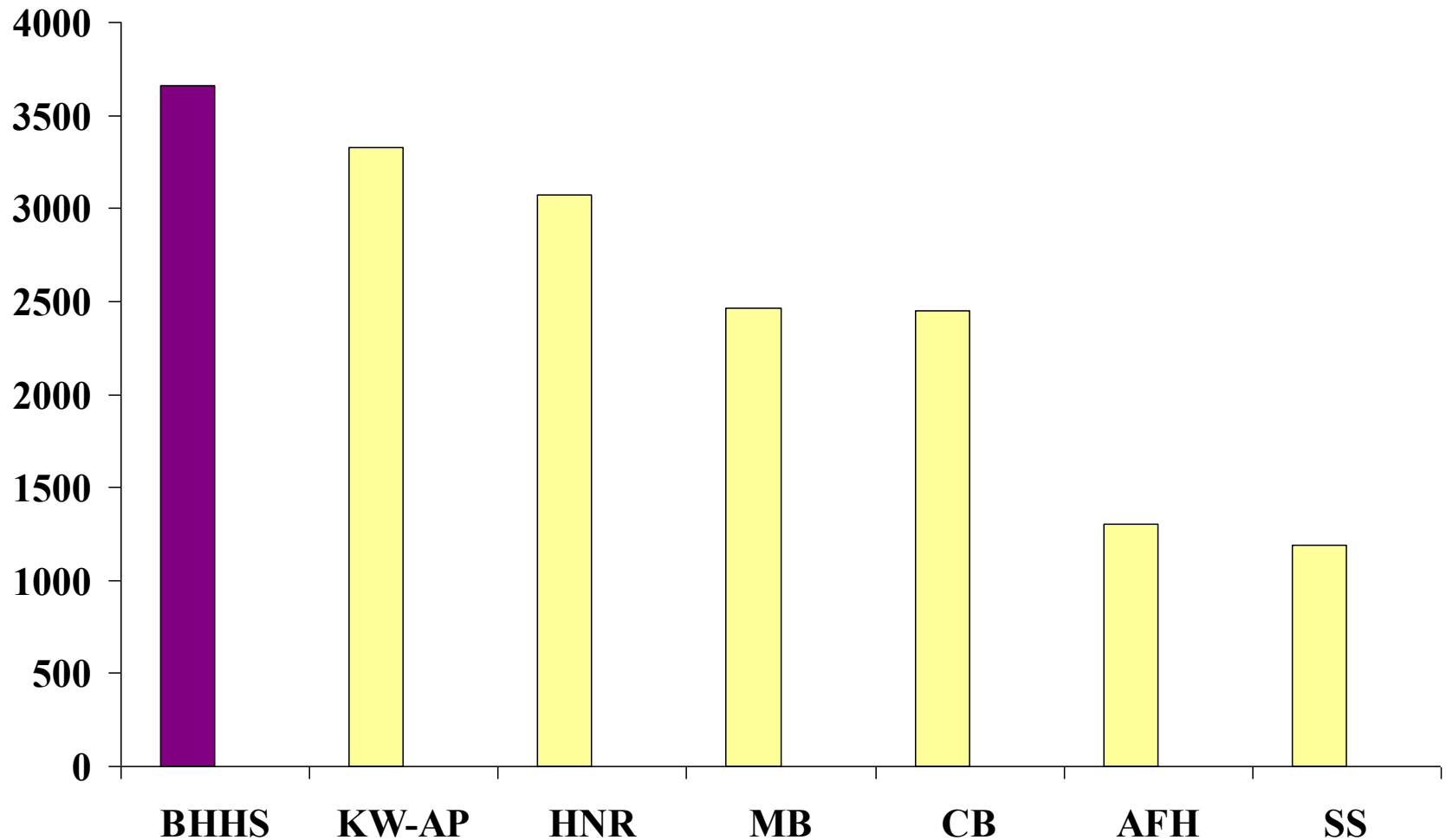
Peak For Values Was July 2007. Recent Bottom Was March 2012.

Current Home Values Moving Back To Normal Trend Line.

Berkshire Hathaway
HomeServices
Georgia Properties

YTD Transactions – June 2014

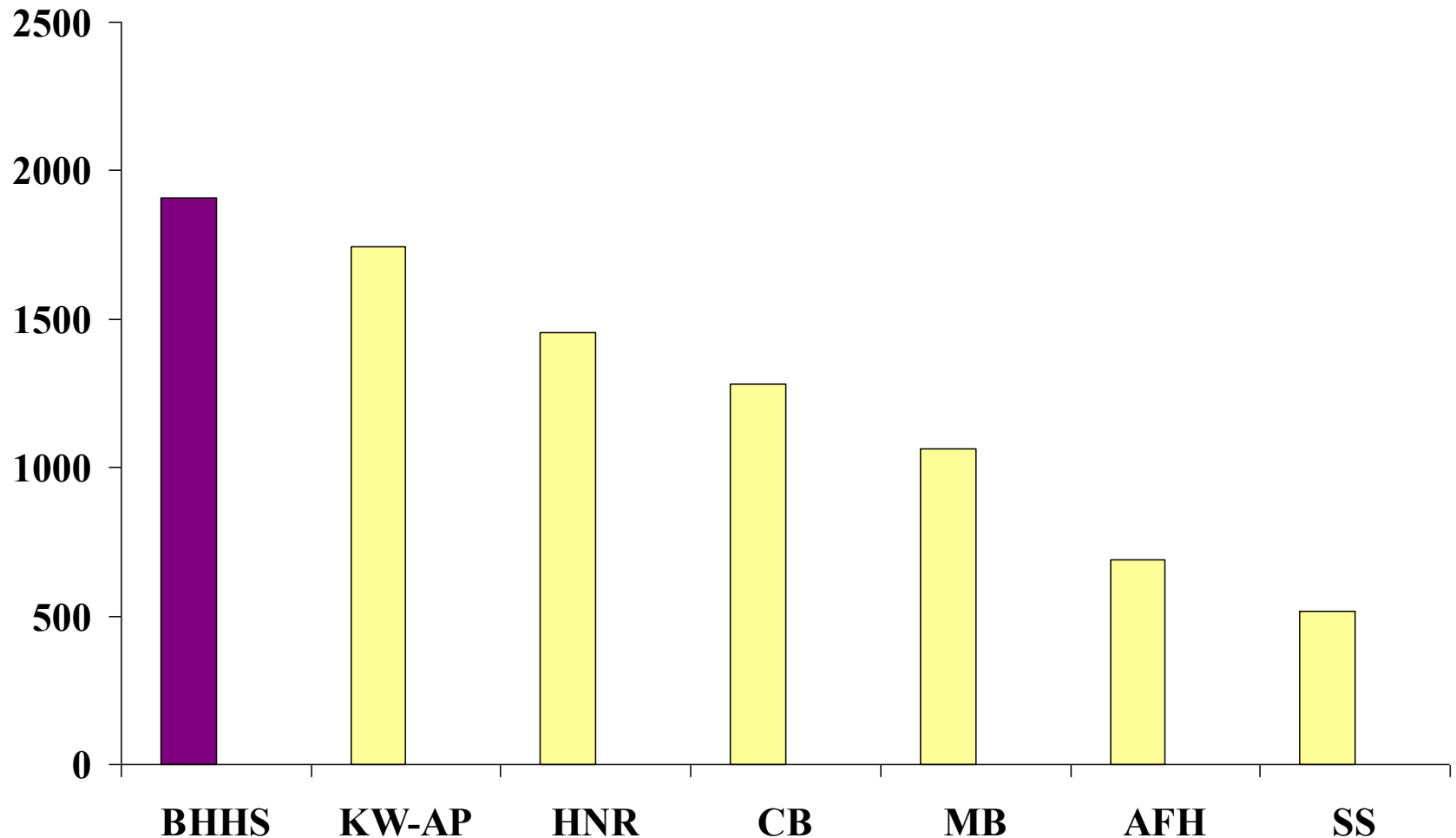
FMLS Counties + Southern Crescent



Information Provided By Trendgraphix.

YTD Listing Sales – June 2014

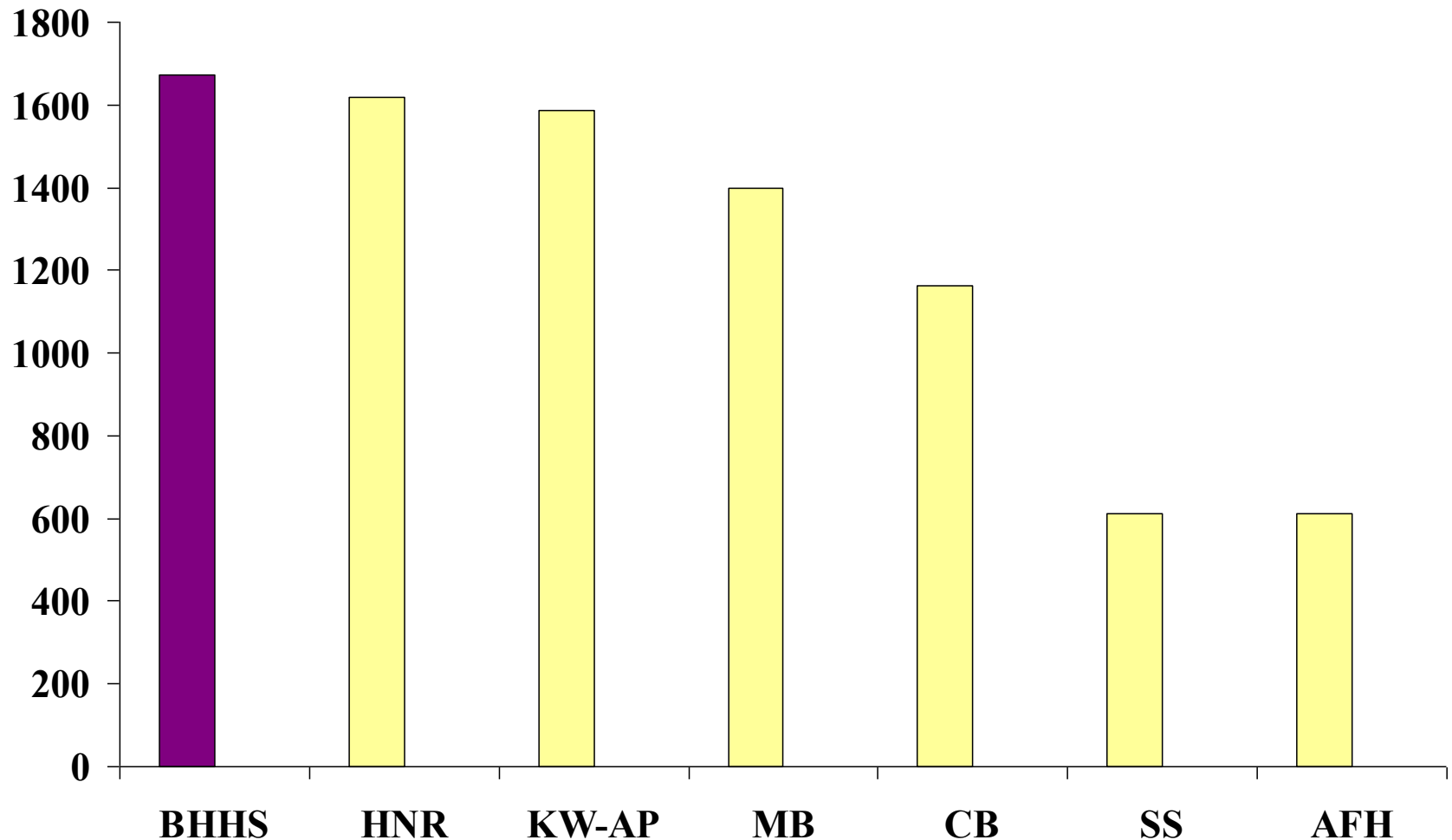
FMLS Counties + Southern Crescent



Information Provided By Trendgraphix.

YTD Buyers Represented – June 2014

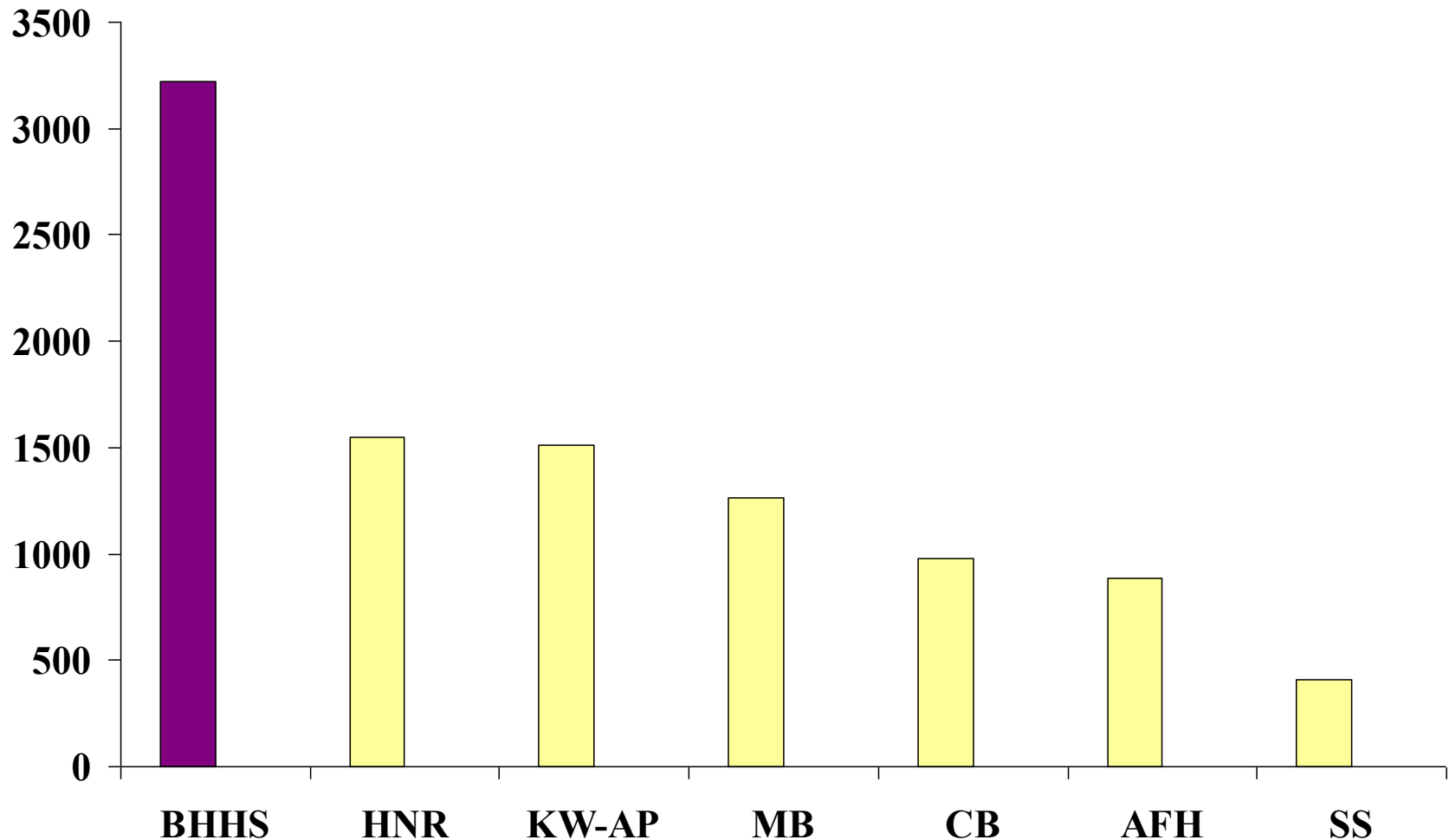
FMLS Counties + Southern Crescent



Information Provided By Trendgraphix.

YTD Listing Inventory – June 2014

FMLS Counties + Southern Crescent

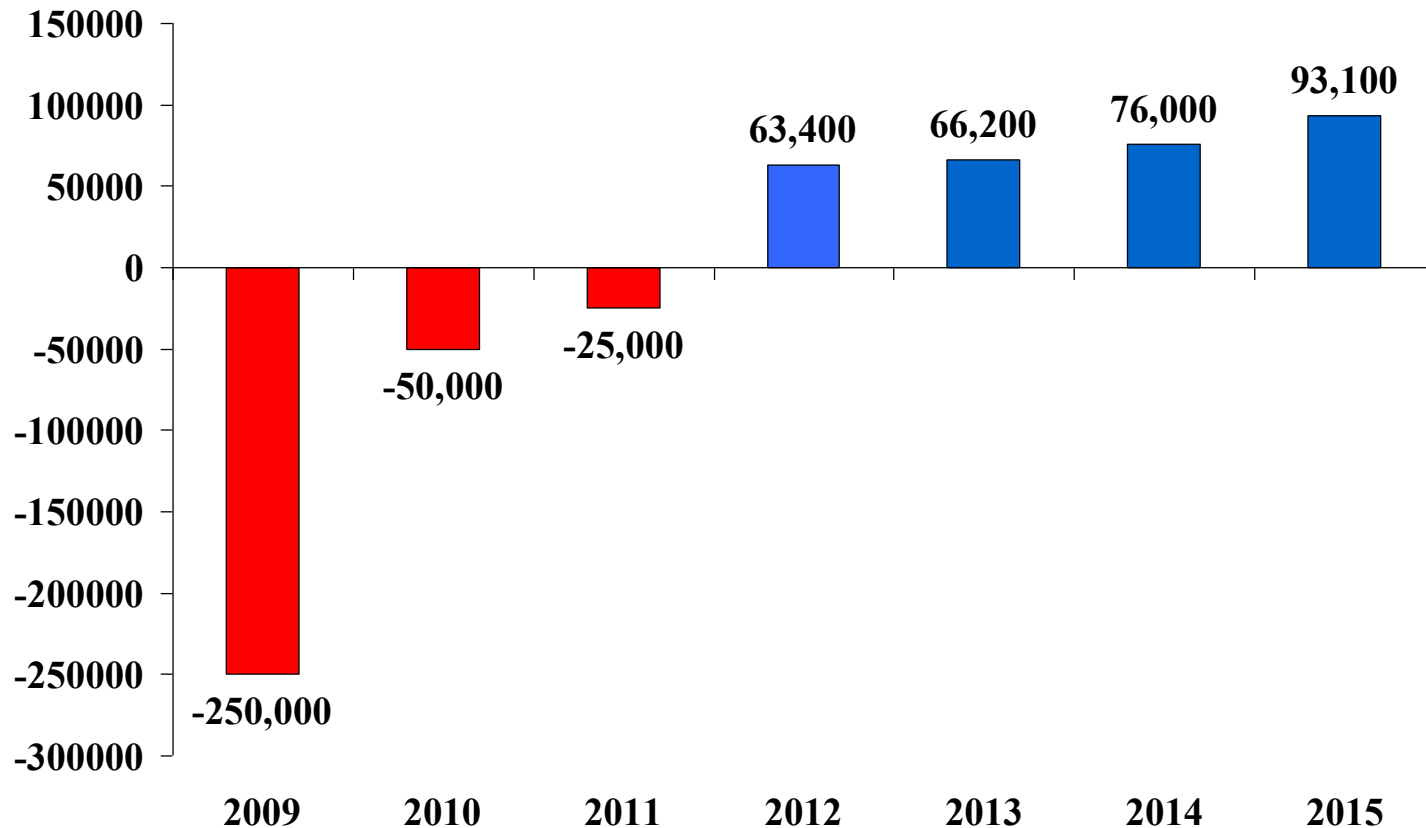


Information Provided By Trendgraphix and BHHS GP Internal Reports.

Economic & Housing Trends

More Jobs In Georgia!

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

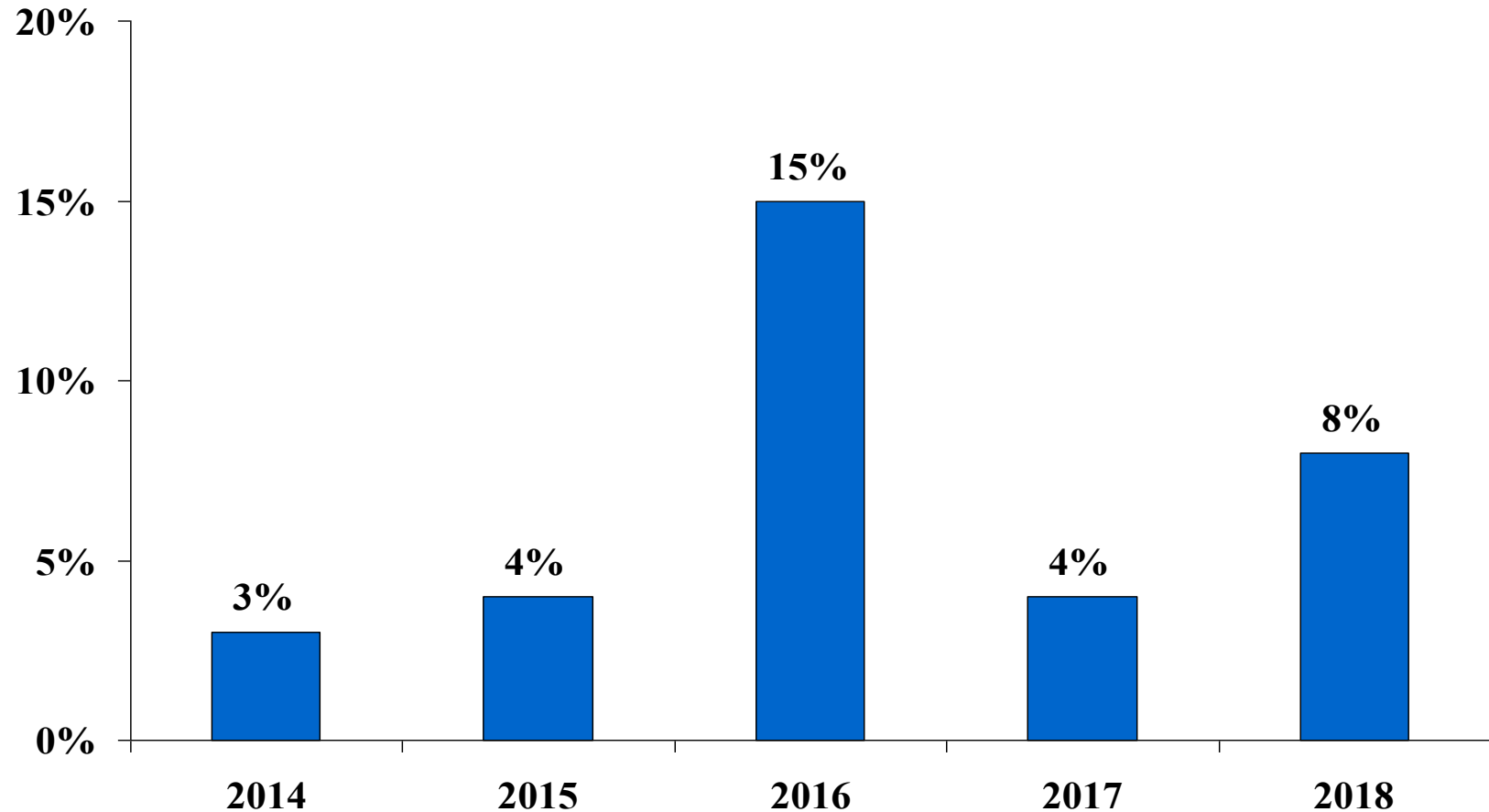


- Georgia Lost 325,000 Jobs In The Great Recession.
- 2012 Restarted Positive Job Growth Trend!

Home Value Trends For Metro Atlanta

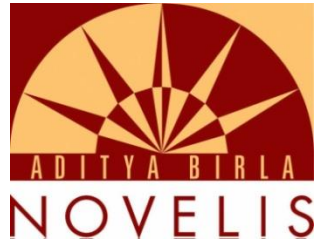
Forecast By Rajeev Dhawan, GSU Economic Forecasting Center

Provided At ABR Residential Summit on 2/10/14



- Average Annual Appreciation is 6.8%. Drivers Include Job Growth, Population Growth, Pent-Up Demand, Historically Reasonable Mortgages, New Homes Help Drive Up Overall Values.

Major Group Moves



Baxter

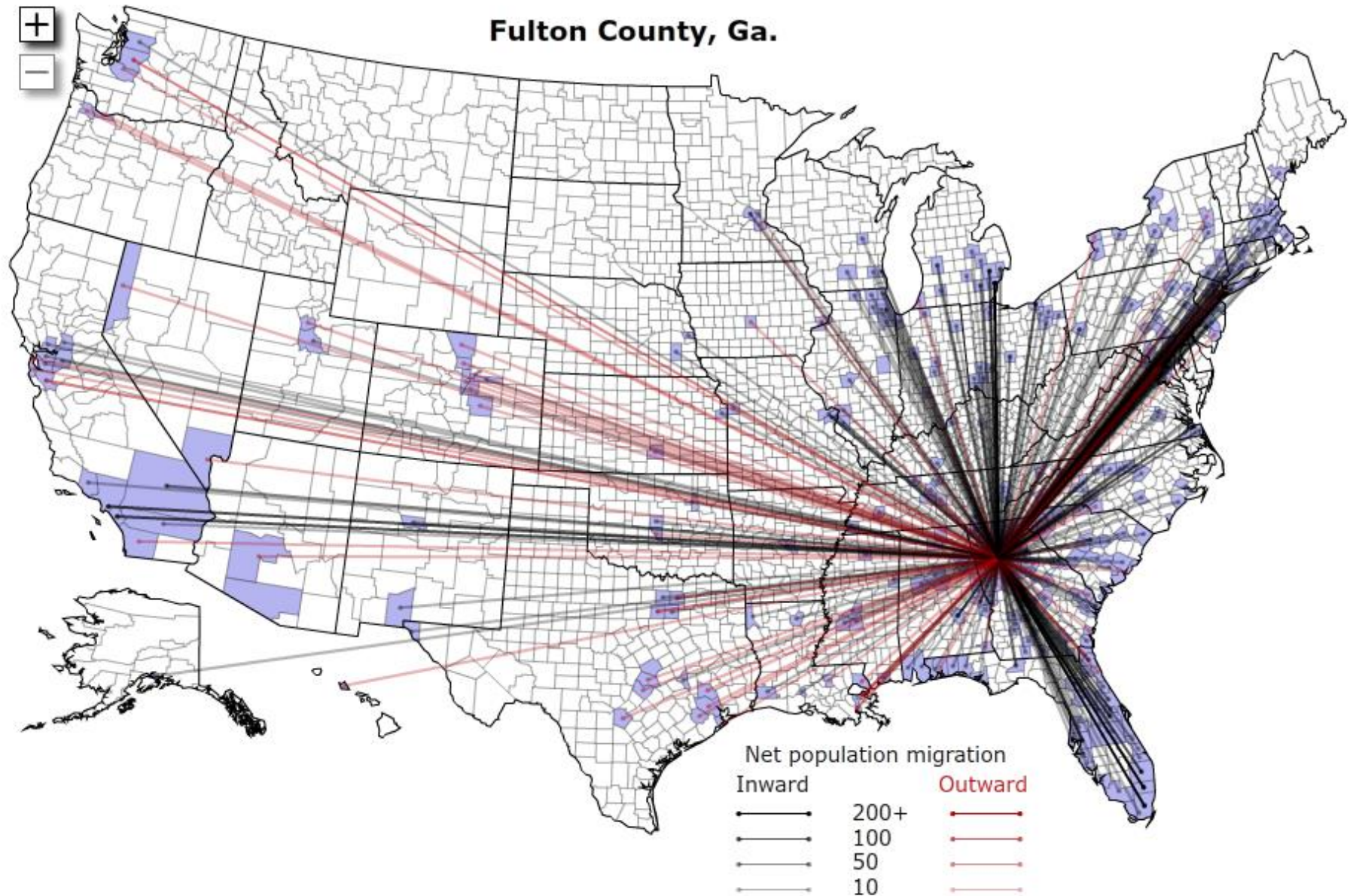


PORSCHE



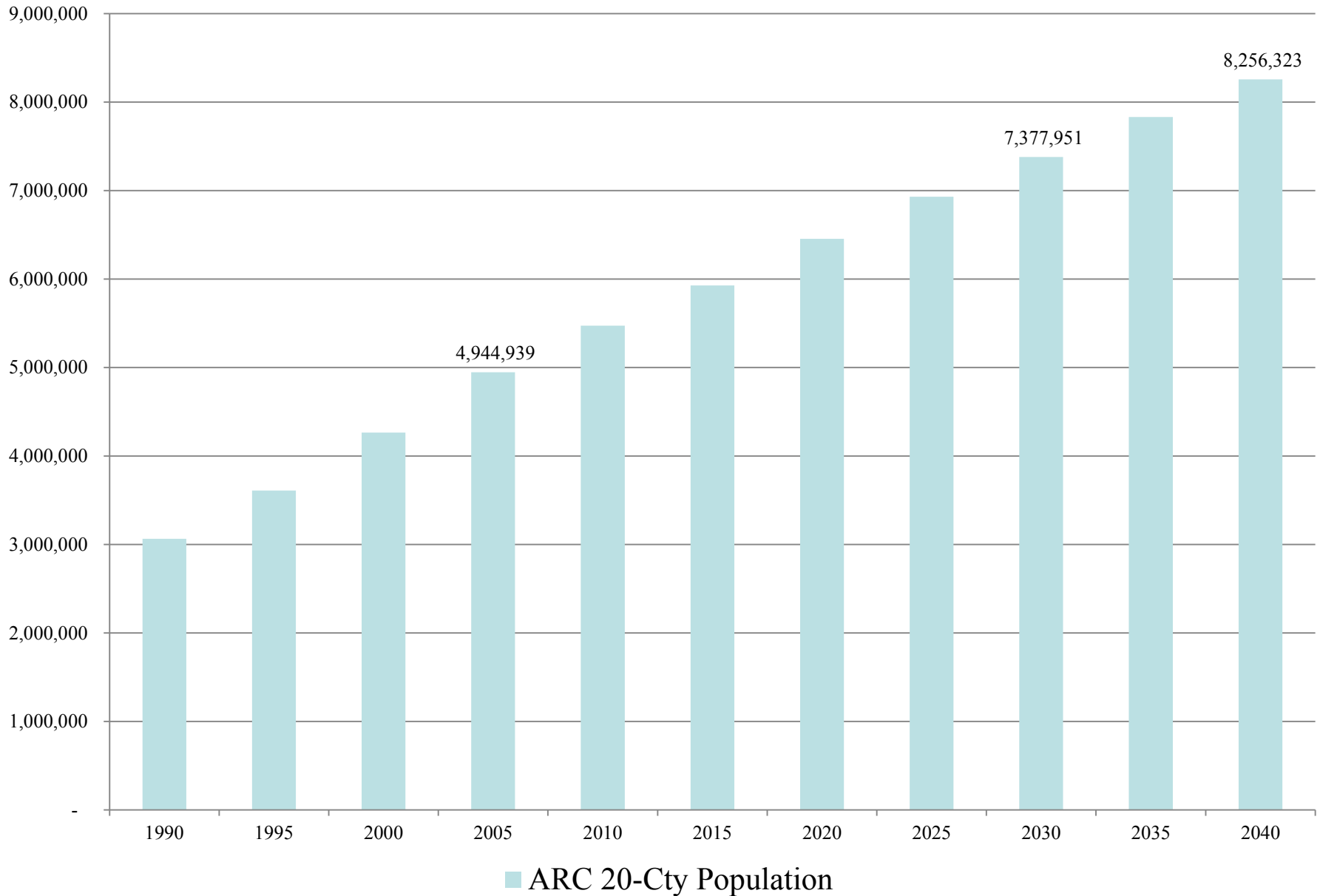
And More Coming ...

Rustbelt To Sunbelt



Forecast Population Growth

20-County Forecast Area



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

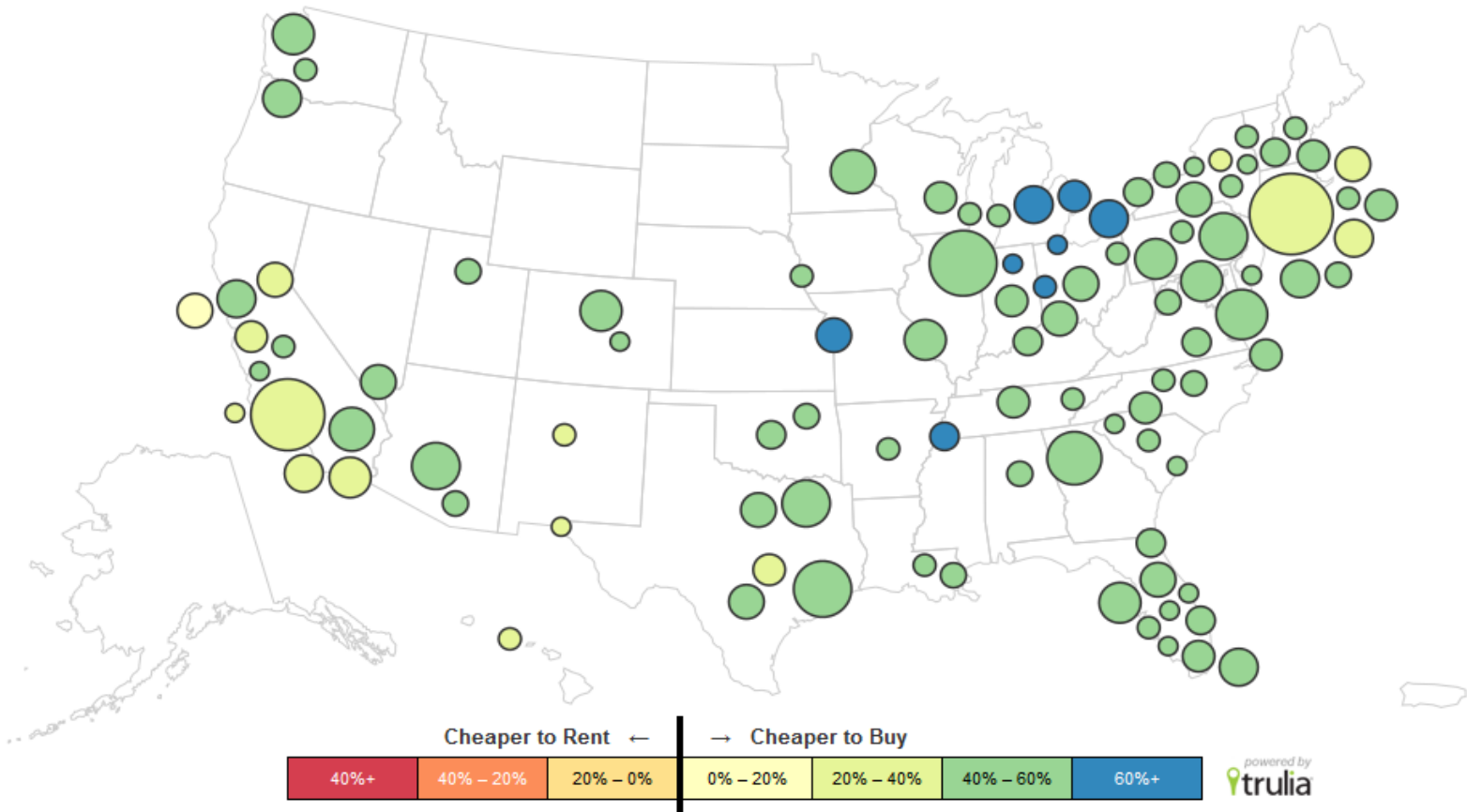
	Total Population	Rank of Share				
		Under 20	20-64	65+	25-39	45-59
Dallas	6,144,489	3	9	25	1	24
Atlanta	5,271,550	5	6	27	2	19
Phoenix	4,179,427	4	24	15	4	26
Denver	2,466,591	11	5	24	4	12
Riverside	4,081,371	1	27	22	5	27
Houston	5,629,127	2	10	26	6	21
Portland	2,174,631	19	7	19	7	7
Seattle	3,309,347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

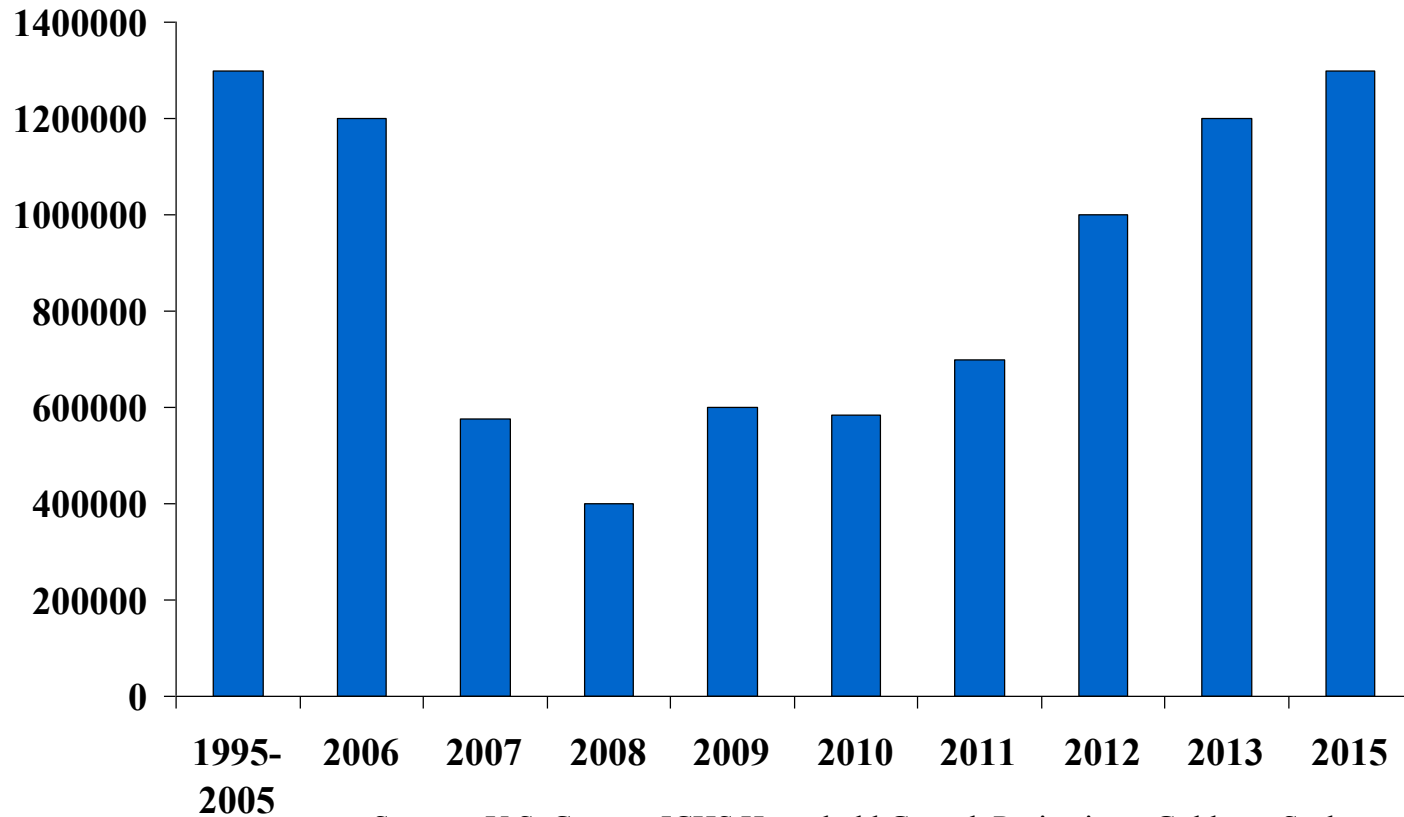
Metro Atlanta Is 56% Better To Buy Than Rent



Rental Bubble May Be Looming With Over 13,000 Multi-Family Rental Units Under Construction Or Proposed

U. S. Household Formation Trends

Demand For 1st Time Buyers Will Be Strong!

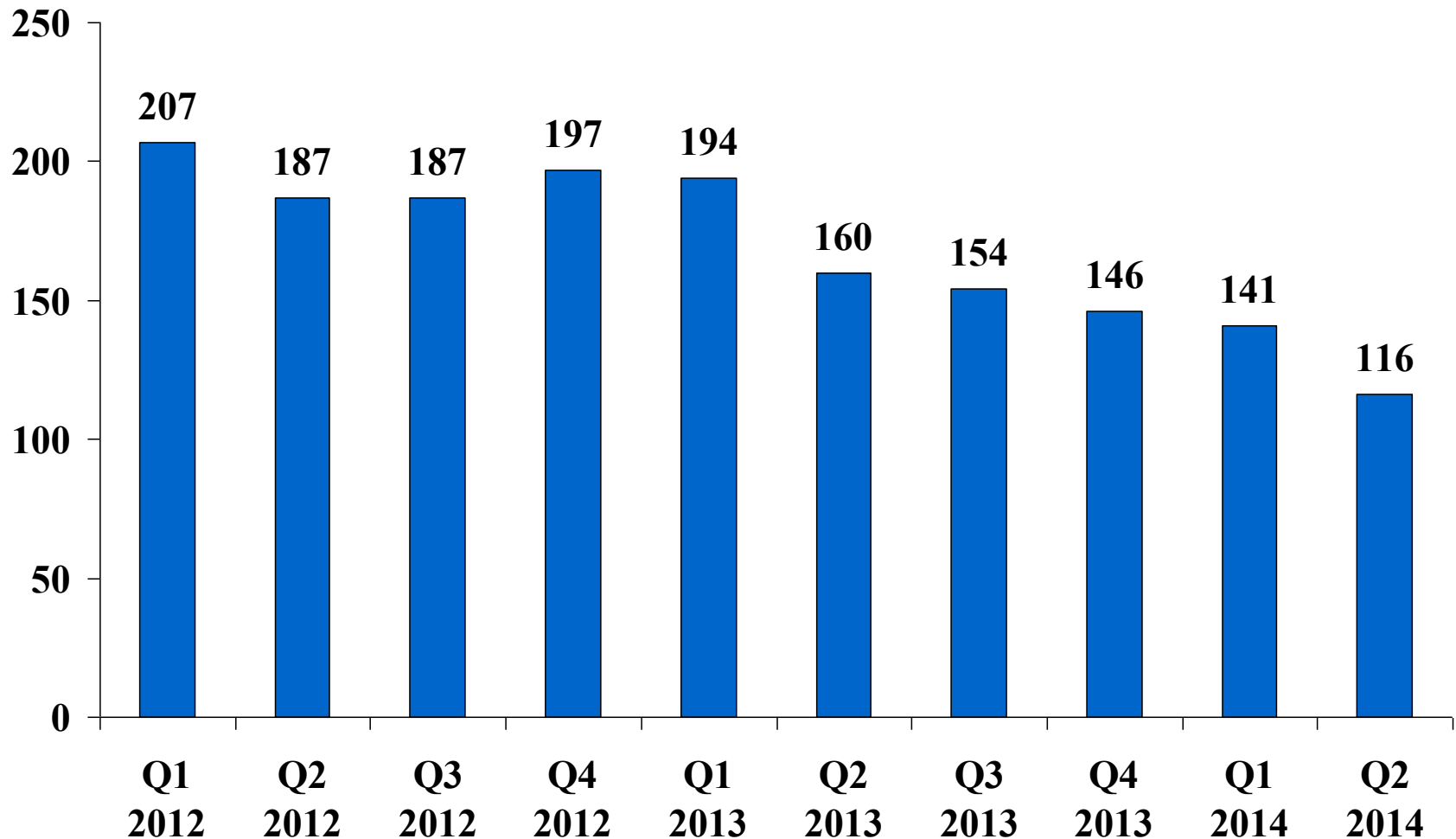


Source: U.S. Census, JCHS Household Growth Projections, Goldman Sachs

- **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!**

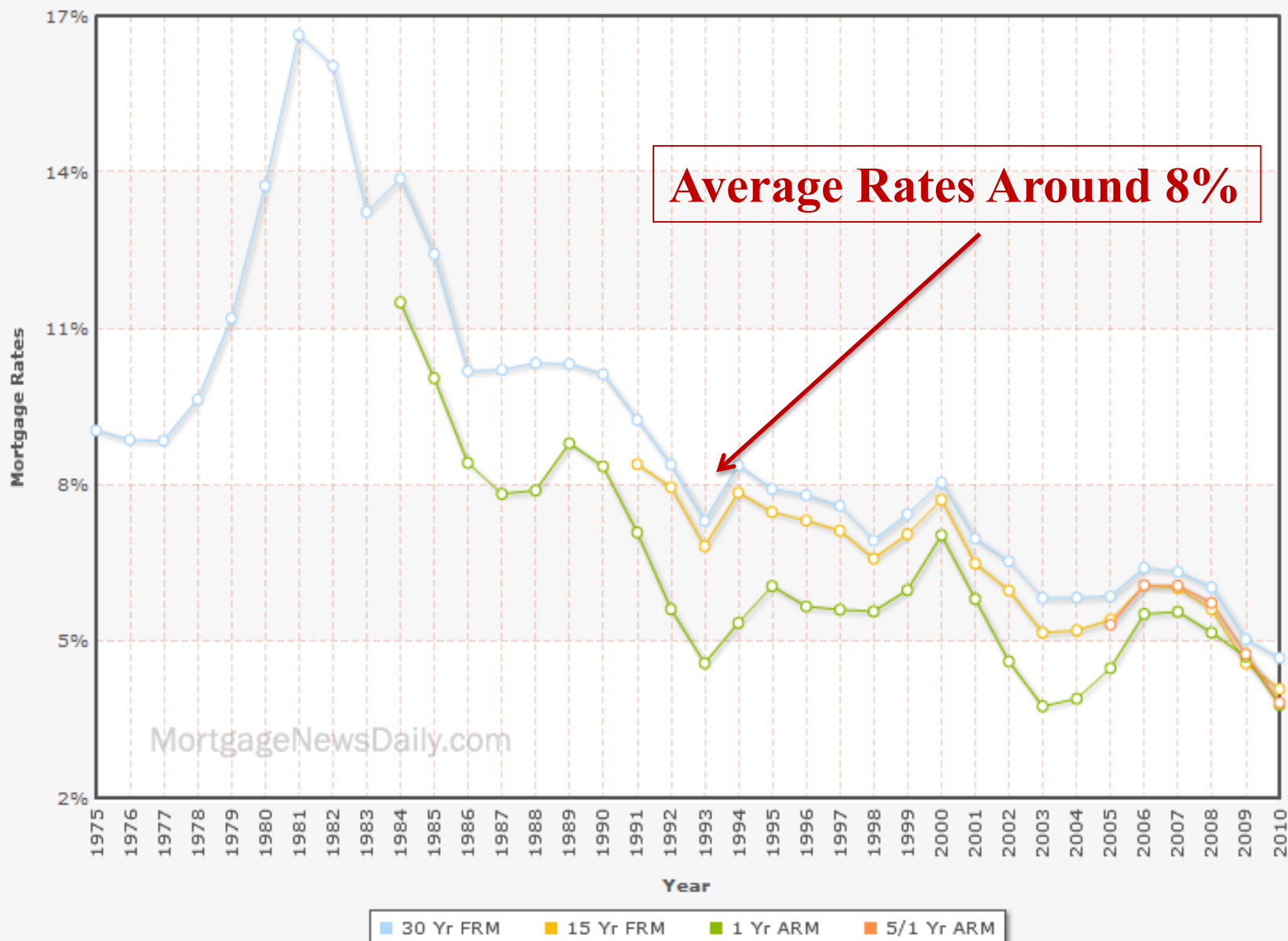
National Housing Affordability Index

(Combination of home prices and mortgage rates)

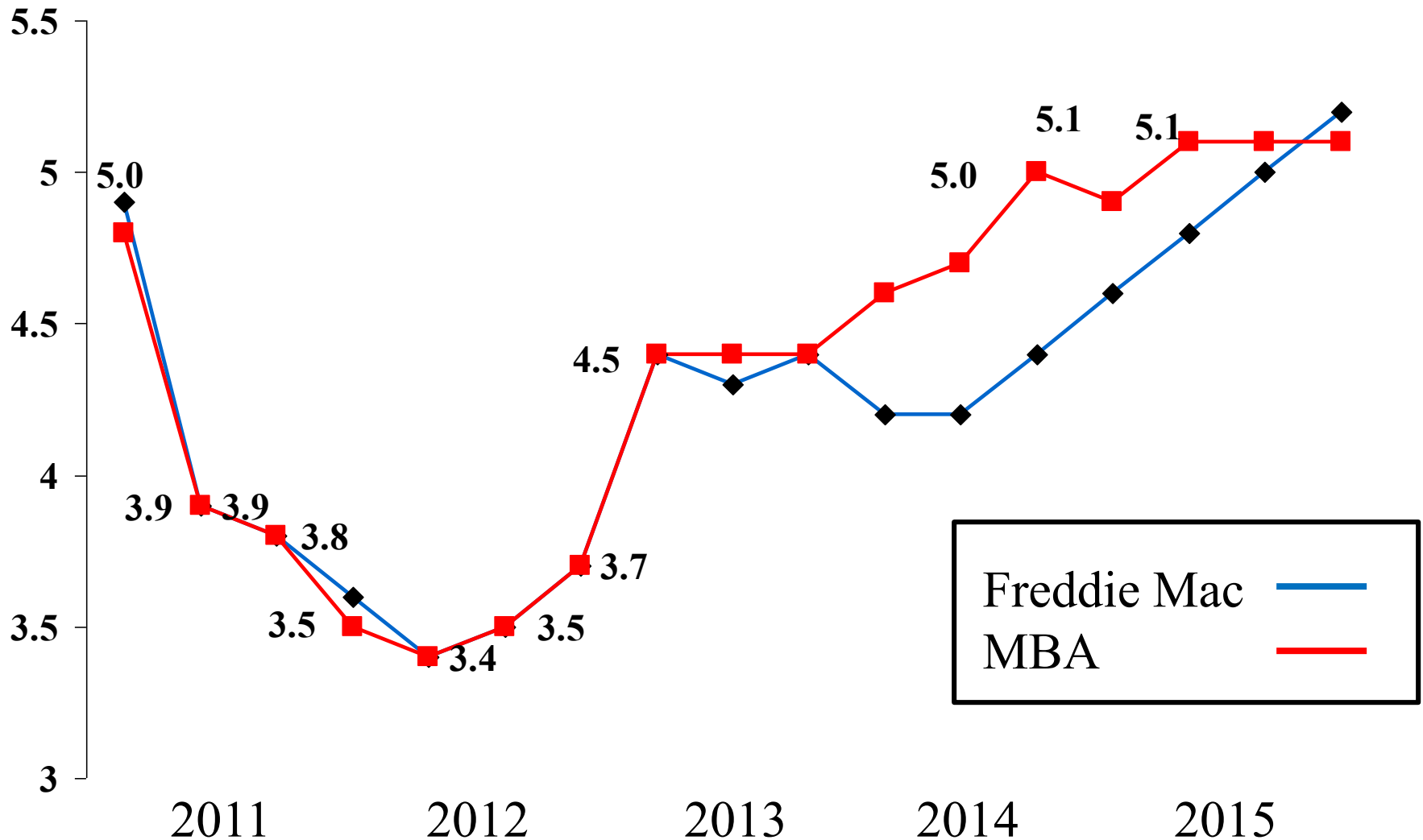


**Prices Improving and Mortgage Rates Rising.
But Home Affordability Remains Historically Favorable.**

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



Freddie Mac & Mortgage Bankers Association 30-Year Fixed Rate Forecast (June 2014) 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