

Coldwell Banker Pryor Realty, Inc.

Summary Statistics for the Chattanooga Market (Areas 1-20, excluding area 14)

Date: December 6, 2007

Inventory Trends

Inventory as of 12/6/2007

New Homes (built in 2006-2007)	1,149	24%
All Other	3,641	76%
Total	4,790	100%

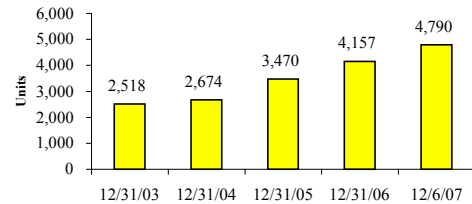
This number is understated. Builders often include only one listing per development in the MLS. For example, a 20 unit townhome development might only have one unit listed which understates the total available by 19.

Note: RealtyTrac lists 566 bank owned properties in Chattanooga and 835 total listings in Chattanooga.

Annual Trend

	12/31/03	12/31/04	12/31/05	12/31/06	12/6/07
Listings	2,518	2,674	3,470	4,157	4,790
Year over Year Growth		6.2%	29.8%	19.8%	15.2%
Compound Annual Growth from 12/31/03		6.2%	17.4%	18.2%	17.4%

Listings



2007 Monthly Trend

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	12/6/07
Built in 2006-2007	968	1,095	1,114	1,126	1,197	1,180	1,228	1,248	1,230	1,223	1,174	1,149
All Other	3,309	3,371	3,349	3,529	3,653	3,753	3,816	3,864	3,843	3,726	3,711	3,641
Total	4,277	4,466	4,463	4,655	4,850	4,933	5,044	5,112	5,073	4,949	4,885	4,790
% Built 2006-2007	22.6%	24.5%	25.0%	24.2%	24.7%	23.9%	24.3%	24.4%	24.2%	24.7%	24.0%	24.0%

Sales Trends

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007p	
Units Sold	3,919	4,279	4,552	4,485	4,764	5,024	5,612	6,222	6,620	6,865	6,000	
Year over Year Growth		3.90%	9.19%	6.38%	-1.47%	6.22%	5.46%	11.70%	10.87%	6.40%	3.70%	-12.60%
Compound Annual Growth from 1997			9.2%	7.8%	4.6%	5.0%	5.1%	6.2%	6.8%	6.8%	6.4%	4.4%
Volume Sold (millions)	\$453.3	\$516.5	\$559.2	\$555.7	\$618.5	\$680.8	\$802.0	\$960.8	\$1,093.6	\$1,182.6	\$1,034.4	
Year over Year Growth		9.2%	13.9%	8.3%	-0.6%	11.3%	10.1%	17.8%	19.8%	13.8%	8.1%	-12.5%
Compound Annual Growth from 1997			13.9%	11.1%	7.0%	8.1%	8.5%	10.0%	11.3%	11.6%	11.2%	8.6%
Average Price	\$115,662	\$120,707	\$122,848	\$123,903	\$129,824	\$135,518	\$142,907	\$154,423	\$165,196	\$172,270	\$172,464	
Year over Year Growth		5.1%	4.4%	1.8%	0.9%	4.8%	4.4%	5.5%	8.1%	7.0%	4.3%	0.1%
Compound Annual Growth from 1997			4.4%	3.1%	2.3%	2.9%	3.2%	3.6%	4.2%	4.6%	4.5%	4.1%
Median Price	\$92,000	\$97,500	\$100,000	\$102,000	\$109,900	\$114,500	\$119,000	\$126,800	\$134,900	\$139,000	\$143,000	
Year over Year Growth		2.3%	6.0%	2.6%	2.0%	7.7%	4.2%	3.9%	6.6%	6.4%	3.0%	2.9%
Compound Annual Growth from 1997			6.0%	4.3%	3.5%	4.5%	4.5%	4.4%	4.7%	4.9%	4.7%	4.5%
Average DOM	128	126	123	118	120	86	70	70	95	106	113	
Sales price/final list price	96.2%	96.4%	96.8%	96.3%	96.7%	96.5%	97.0%	97.6%	97.3%	97.6%	97.2%	

Interest Rates

30 yr fixed, conventional, average effective rate	7.95%	7.21%	7.55%	8.25%	7.13%	6.76%	5.97%	6.02%	6.08%	6.64%	6.55%
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Source: average of monthly rates reported by the Federal Housing Finance Board

As of November 2007, the median sold home price has grown at an annual rate of 4.5% since 1997

Sold Units & Interest Rates

