Atlanta Housing 2003

Boom or Burst?

Smart Numbers
Major Factors Influencing Housing

- Mortgage Rates
- Equity Markets
- Employment
Atlanta’s Employment

Employment (000's)

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Interest Rates & The Nasdaq & Employment

The Relationship

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# New Home Boom

| # of Years | 11 | 4 |
| # of New Homes | 333,272 | 170,069 |
| Avg per Year | 30,297 | 42,517 |
New Home Construction – Closings vs Price 2002

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Trends in New Home Construction

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The Atlanta Housing Market

- Avg Sales Price Trend
- Inventory Trending
- Transferee Effect
Inventory - All Single Family versus Employment

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Inventory versus Listings (12 month moving averages)

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Inventory 12mth Moving Average versus % of Listings Associated with a Transfer

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Major Trends for 2003

1. What County is **Hot** – Which One is **Not**?

2. **Emerging Markets**

3. **High End Cools Down** – **Low End Heats Up**
## Hot or Not

<table>
<thead>
<tr>
<th>Closings</th>
<th>Closings</th>
<th>Price</th>
<th>Rank</th>
<th>Rank</th>
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<tr>
<td></td>
<td>2002</td>
<td>% Change</td>
<td>2002</td>
<td>% Chg</td>
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<tr>
<td>Spalding</td>
<td>67</td>
<td>234</td>
<td>249.25%</td>
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<tr>
<td>S Fulton</td>
<td>1,001</td>
<td>2,424</td>
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<td>Barrow</td>
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</table>
Sales Per Sq. Mile
2002

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Low End Heats Up - High End Cools Down

Months of Inventory

$150-175M

$500M+

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