

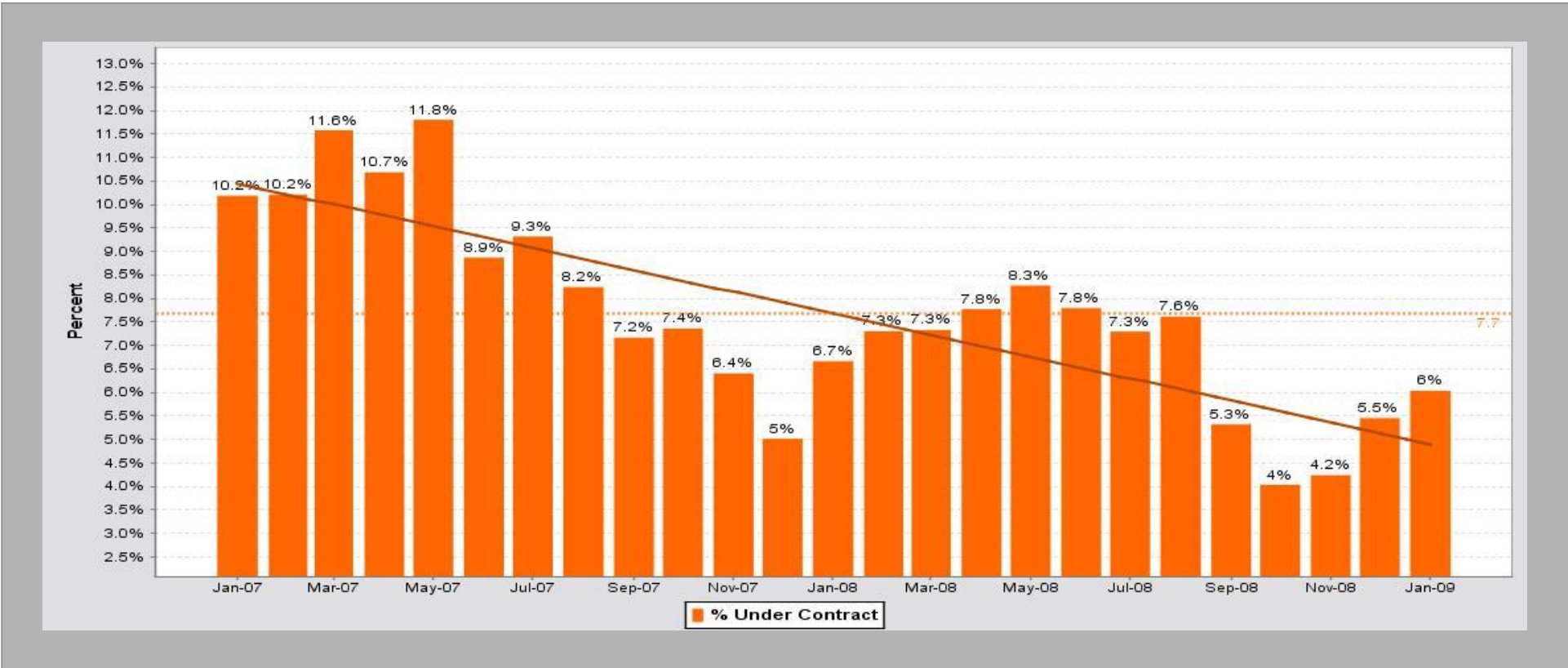


# Market Dynamics

## Percent Under Contract (UC)

### 2 Years (Monthly) 01/01/07 - 01/31/09

Triad Multiple Listing Service



#### KEY INFORMATION

	Jan-07	Jan-09	Change	Percent Change
For Sale	3,947	2,816	-1,131	-28.7
Under Contract	402	170	-232	-57.7
% Under Contract	10	6	-4	-40.7

**FS**  
-29%

**UC**  
-58%

**% UC**  
-41%

MLS: TRIAD	Period: 2 Years (Monthly)	Price: All	Construction Type: New	Bedrooms: All	Bathrooms: All	Lot Size: All
Property Types:	Residential: (Single, Townhouse, Condominium, Manufactured, Cluster, Modular, Duplex, Residential)				Sq Ft: All	
All MLS:	TRIAD Multiple Listing Service					



## Market Dynamics

### Percent Under Contract (UC)

#### 2 Years (Monthly) 01/01/07 - 01/31/09

Triad Multiple Listing Service

Time Period	# Properties For Sale	# Properties Under Contract	% of Properties Under Contract
Jan-09	2,816	170	6.0
Dec-08	2,915	159	5.4
Nov-08	2,972	126	4.2
Oct-08	3,125	126	4.0
Sep-08	3,307	176	5.3
Aug-08	3,298	251	7.6
Jul-08	3,441	251	7.3
Jun-08	3,617	282	7.8
May-08	3,565	295	8.3
Apr-08	4,180	325	7.8
Mar-08	4,092	300	7.3
Feb-08	4,039	295	7.3
Jan-08	3,930	262	6.7
Dec-07	4,008	201	5.0
Nov-07	4,121	264	6.4
Oct-07	4,077	300	7.4
Sep-07	3,894	279	7.2
Aug-07	3,955	326	8.2
Jul-07	3,927	366	9.3
Jun-07	3,845	341	8.9
May-07	3,958	467	11.8
Apr-07	3,950	422	10.7
Mar-07	4,025	466	11.6
Feb-07	3,928	401	10.2
Jan-07	3,947	402	10.2