

The REAL Trend Report

Clay

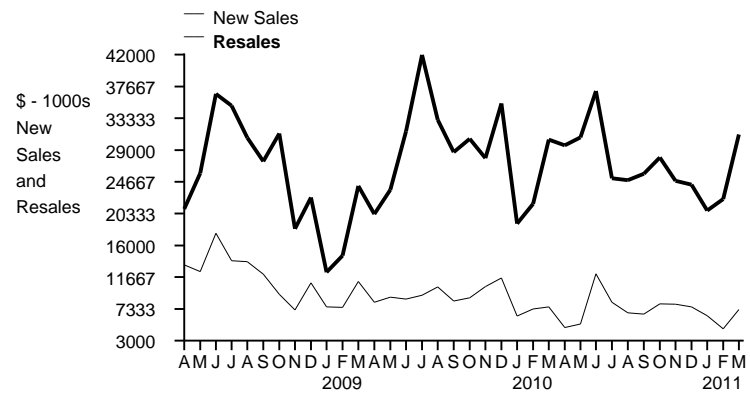
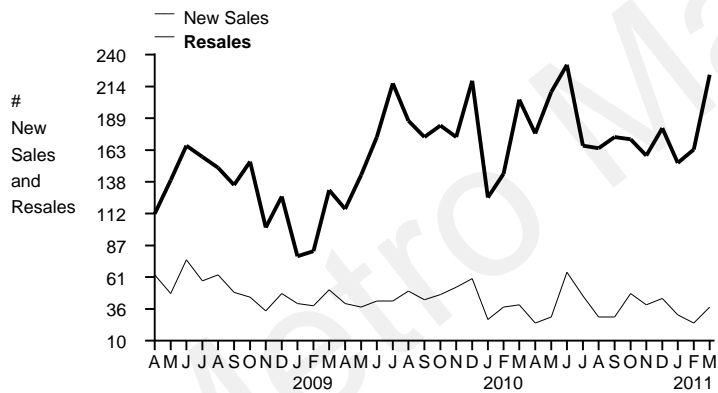
Real Estate Sales Activity

| Number of Sales | MAR 2011 | MAR 2010 | % Chg | YTD 2011 | YTD 2010 | % Chg |
|------------------------------|------------|------------|--------------|------------|--------------|--------------|
| Single Family | | | | | | |
| Total New Sales | 37 | 39 | -5.13 | 92 | 103 | -10.68 |
| Total ReSales | 224 | 204 | 9.80 | 541 | 473 | 14.38 |
| Total Single Family | 261 | 243 | 7.41 | 633 | 576 | 9.90 |
| Condominium/Townhomes | | | | | | |
| Total New Sales | 3 | 1 | 200.00 | 5 | 1 | 400.00 |
| Total ReSales | 17 | 13 | 30.77 | 47 | 26 | 80.77 |
| Total Condo/Townhome | 20 | 14 | 42.86 | 52 | 27 | 92.59 |
| Mobile/Manufactured Homes | 35 | 41 | -14.63 | 83 | 100 | -17.00 |
| Residential Lots | 54 | 69 | -21.74 | 171 | 333 | -48.65 |
| Commercial & Other IMPRV | 11 | 12 | -8.33 | 25 | 25 | .00 |
| Commercial & Other VACNT | 6 | 3 | 100.00 | 15 | 10 | 50.00 |
| Total | 387 | 382 | 1.31 | 979 | 1,071 | -8.59 |
| Total Foreclosures | 35 | 89 | -60.67 | 127 | 191 | -33.51 |
| Total Lis Pendens | 120 | 98 | 22.45 | 276 | 511 | -45.99 |

| Dollar Volume of Sales | MAR 2011 | MAR 2010 | % Chg | YTD 2011 | YTD 2010 | % Chg |
|------------------------------|-------------------|-------------------|--------------|--------------------|--------------------|---------------|
| Single Family | | | | | | |
| Total New Sales | 7,266,900 | 7,602,000 | -4.41 | 18,252,679 | 21,270,066 | -14.19 |
| Total ReSales | 31,026,700 | 30,339,700 | 2.26 | 73,920,600 | 70,780,600 | 4.44 |
| Total Single Family | 38,293,600 | 37,941,700 | .93 | 92,173,279 | 92,050,666 | .13 |
| Condominium/Townhomes | | | | | | |
| Total New Sales | 338,100 | 116,000 | 191.47 | 578,000 | 116,000 | 398.28 |
| Total ReSales | 1,041,700 | 1,103,600 | -5.61 | 13,329,200 | 2,729,500 | 388.34 |
| Total Condo/Townhome | 1,379,800 | 1,219,600 | 13.14 | 13,907,200 | 2,845,500 | 388.74 |
| Mobile/Manufactured Homes | 1,663,000 | 1,983,400 | -16.15 | 3,754,000 | 4,767,800 | -21.26 |
| Residential Lots | 1,946,500 | 2,783,100 | -30.06 | 4,899,400 | 7,142,200 | -31.40 |
| Commercial & Other IMPRV | 3,295,800 | 4,067,200 | -18.97 | 7,092,700 | 8,786,400 | -19.28 |
| Commercial & Other VACNT | 335,400 | 1,025,000 | -67.28 | 1,331,500 | 2,674,500 | -50.21 |
| Total | 46,914,100 | 49,020,000 | -4.30 | 123,158,079 | 118,267,066 | 4.14 |
| Total Foreclosures * | 4,865,329 | 13,104,721 | -62.87 | 17,684,941 | 27,310,447 | -35.24 |
| Total Lis Pendens * | 19,909,603 | 16,184,928 | 23.01 | 43,936,731 | 74,331,227 | -40.89 |

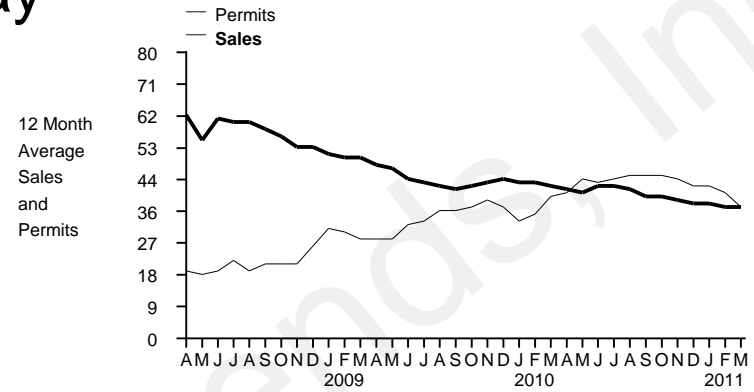
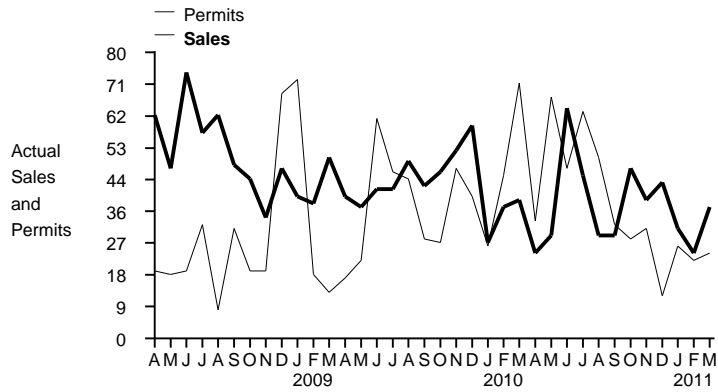
* Foreclosure and Lis Pendens Dollar Volume Amounts represent the Market Value of the Parcels

Single Family New and Resales



New Single Family Permit and Sales Trends

Clay



| Date | Single Family Permits | | Single Family Sales | | Sales versus Permits | |
|---------|-----------------------|--------------|---------------------|--------------|----------------------|--------------|
| | # of | 12 Month Avg | # of | 12 Month Avg | Actual | 12 Month Avg |
| 04/2010 | 33 | 41 | 24 | 42 | -9 | 1 |
| 05/2010 | 68 | 45 | 29 | 41 | -39 | -4 |
| 06/2010 | 48 | 44 | 65 | 43 | 17 | -1 |
| 07/2010 | 64 | 45 | 46 | 43 | -18 | -2 |
| 08/2010 | 51 | 46 | 29 | 42 | -22 | -4 |
| 09/2010 | 32 | 46 | 29 | 40 | -3 | -6 |
| 10/2010 | 28 | 46 | 48 | 40 | 20 | -6 |
| 11/2010 | 31 | 45 | 39 | 39 | 8 | -6 |
| 12/2010 | 12 | 43 | 44 | 38 | 32 | -5 |
| 01/2011 | 26 | 43 | 31 | 38 | 5 | -5 |
| 02/2011 | 22 | 41 | 24 | 37 | 2 | -4 |
| 03/2011 | 24 | 37 | 37 | 37 | 13 | 0 |

Total Single Family

