

# TBR Snpasheet

## January's Closed Sales

| Sale Price                | AS OF: 4/7/2010 |           |           |          | Leon-Total | Wakulla   | Gadsden  | Jefferson |
|---------------------------|-----------------|-----------|-----------|----------|------------|-----------|----------|-----------|
|                           | Leon-NE         | Leon-NW   | Leon-SE   | Leon-SW  |            |           |          |           |
| \$0-\$149K                | 15              | 15        | 8         | 6        | 44         | 13        | 5        | 0         |
| \$150K-\$199K             | 8               | 4         | 1         | 1        | 14         | 2         | 2        | 0         |
| \$200K-\$299K             | 13              | 6         | 1         | 1        | 21         | 2         | 1        | 2         |
| \$300K-\$399K             | 4               | 0         | 0         | 0        | 4          | 2         | 0        | 0         |
| \$400K-\$499K             | 2               | 0         | 1         | 0        | 3          | 0         | 0        | 0         |
| \$500K-Up                 | 2               | 0         | 0         | 0        | 2          | 0         | 0        | 1         |
| <b>Total January 2010</b> | <b>44</b>       | <b>25</b> | <b>11</b> | <b>8</b> | <b>88</b>  | <b>19</b> | <b>8</b> | <b>3</b>  |
| Total January 2009        | 45              | 21        | 19        | 9        | 94         | 18        | 11       | 3         |
| Total January 2008        | 72              | 46        | 22        | 8        | 148        | 22        | 12       | 5         |

## February's Closed Sales

| Sale Price                 | AS OF: 4/7/2010 |           |           |           | Leon-Total | Wakulla   | Gadsden   | Jefferson |
|----------------------------|-----------------|-----------|-----------|-----------|------------|-----------|-----------|-----------|
|                            | Leon-NE         | Leon-NW   | Leon-SE   | Leon-SW   |            |           |           |           |
| \$0-\$149K                 | 10              | 25        | 8         | 8         | 51         | 16        | 11        | 0         |
| \$150K-\$199K              | 19              | 7         | 3         | 3         | 32         | 4         | 3         | 0         |
| \$200K-\$299K              | 23              | 2         | 3         | 0         | 28         | 1         | 1         | 1         |
| \$300K-\$399K              | 6               | 1         | 0         | 1         | 8          | 1         | 1         | 0         |
| \$400K-\$499K              | 2               | 1         | 1         | 0         | 4          | 0         | 0         | 0         |
| \$500K-Up                  | 2               | 0         | 0         | 0         | 2          | 1         | 0         | 0         |
| <b>Total February 2010</b> | <b>62</b>       | <b>36</b> | <b>15</b> | <b>12</b> | <b>125</b> | <b>23</b> | <b>16</b> | <b>1</b>  |
| Total February 2009        | 51              | 19        | 22        | 13        | 105        | 18        | 7         | 1         |
| Total February 2008        | 86              | 50        | 26        | 17        | 179        | 23        | 13        | 3         |

## March's Closed Sales

| Sale Price              | AS OF: 4/20/2010 |           |           |           | Leon-Total | Wakulla   | Gadsden   | Jefferson |
|-------------------------|------------------|-----------|-----------|-----------|------------|-----------|-----------|-----------|
|                         | Leon-NE          | Leon-NW   | Leon-SE   | Leon-SW   |            |           |           |           |
| \$0-\$149K              | 38               | 22        | 19        | 11        | 90         | 10        | 11        | 2         |
| \$150K-\$199K           | 29               | 9         | 5         | 0         | 43         | 4         | 1         | 0         |
| \$200K-\$299K           | 31               | 4         | 5         | 0         | 40         | 1         | 0         | 1         |
| \$300K-\$399K           | 23               | 0         | 1         | 0         | 24         | 0         | 0         | 0         |
| \$400K-\$499K           | 2                | 0         | 0         | 0         | 2          | 0         | 0         | 0         |
| \$500K-Up               | 4                | 0         | 1         | 0         | 5          | 0         | 0         | 0         |
| <b>Total March 2010</b> | <b>127</b>       | <b>35</b> | <b>31</b> | <b>11</b> | <b>204</b> | <b>15</b> | <b>12</b> | <b>3</b>  |
| Total March 2009        | 68               | 43        | 28        | 7         | 146        | 21        | 12        | 6         |
| Total March 2008        | 108              | 70        | 38        | 14        | 230        | 34        | 16        | 3         |

## 2010 Year-to-Date Closed Sales

| Sale Price                | AS OF: 4/20/2010 |           |           |           | Leon-Total | Wakulla   | Gadsden   | Jefferson |
|---------------------------|------------------|-----------|-----------|-----------|------------|-----------|-----------|-----------|
|                           | Leon-NE          | Leon-NW   | Leon-SE   | Leon-SW   |            |           |           |           |
| \$0-\$149K                | 63               | 62        | 35        | 25        | 185        | 39        | 27        | 2         |
| \$150K-\$199K             | 56               | 20        | 9         | 4         | 89         | 10        | 6         | 0         |
| \$200K-\$299K             | 67               | 12        | 9         | 1         | 89         | 4         | 2         | 4         |
| \$300K-\$399K             | 33               | 1         | 1         | 1         | 36         | 3         | 1         | 0         |
| \$400K-\$499K             | 6                | 1         | 2         | 0         | 9          | 0         | 0         | 0         |
| \$500K-Up                 | 8                | 0         | 1         | 0         | 9          | 1         | 0         | 1         |
| <b>Total Jan-Mar 2010</b> | <b>233</b>       | <b>96</b> | <b>57</b> | <b>31</b> | <b>417</b> | <b>57</b> | <b>36</b> | <b>7</b>  |
| Total Jan-Mar 2009        | 164              | 83        | 69        | 29        | 345        | 57        | 30        | 10        |
| Total Jan-Mar 2008        | 266              | 166       | 86        | 39        | 557        | 79        | 41        | 11        |

## April 2010 Quick Look

|                             | AS OF: 4/20/2010 |           |           |          | Leon-Total | Wakulla   | Gadsden  | Jefferson |
|-----------------------------|------------------|-----------|-----------|----------|------------|-----------|----------|-----------|
|                             | Leon-NE          | Leon-NW   | Leon-SE   | Leon-SW  |            |           |          |           |
| <b>Total thru 4/20/2010</b> | <b>48</b>        | <b>31</b> | <b>19</b> | <b>5</b> | <b>103</b> | <b>11</b> | <b>3</b> | <b>2</b>  |

## Residential Pending Sales

|                                    | Leon-NE   | Leon-NW    | Leon-SE   | Leon-SW  | Leon-Total | Wakulla   | Gadsden   | Jefferson |
|------------------------------------|-----------|------------|-----------|----------|------------|-----------|-----------|-----------|
| <b>Pending Sales a/o 4/20/2010</b> | <b>75</b> | <b>129</b> | <b>46</b> | <b>8</b> | <b>258</b> | <b>36</b> | <b>13</b> | <b>1</b>  |

## Residential Active Listings

| Sale Price                  | AS OF: 4/20/2010 |              |              |              | Leon-Total   | Wakulla       | Gadsden      | Jefferson     |
|-----------------------------|------------------|--------------|--------------|--------------|--------------|---------------|--------------|---------------|
|                             | Leon-NE          | Leon-NW      | Leon-SE      | Leon-SW      |              |               |              |               |
| \$0-\$149K                  | 161              | 555          | 216          | 232          | 1164         | 160           | 108          | 35            |
| \$150K-\$199K               | 221              | 183          | 73           | 31           | 508          | 81            | 64           | 13            |
| \$200K-\$299K               | 364              | 94           | 61           | 13           | 532          | 76            | 45           | 27            |
| \$300K-\$399K               | 155              | 26           | 23           | 11           | 215          | 35            | 16           | 13            |
| \$400K-\$499K               | 76               | 10           | 6            | 2            | 94           | 36            | 8            | 3             |
| \$500K-Up                   | 114              | 11           | 8            | 4            | 137          | 47            | 6            | 6             |
| <b>Total</b>                | <b>1,091</b>     | <b>879</b>   | <b>387</b>   | <b>293</b>   | <b>2,650</b> | <b>435</b>    | <b>247</b>   | <b>97</b>     |
| <b>Change from 4/7/2010</b> | <b>Up 15</b>     | <b>Up 15</b> | <b>Up 1</b>  | <b>Up 7</b>  | <b>Up 38</b> | <b>Down 5</b> | <b>Up 4</b>  | <b>Down 1</b> |
| <b>% Contingent</b>         | <b>15.9%</b>     | <b>12.6%</b> | <b>20.9%</b> | <b>11.3%</b> | <b>15.1%</b> | <b>6.7%</b>   | <b>10.1%</b> | <b>6.2%</b>   |