

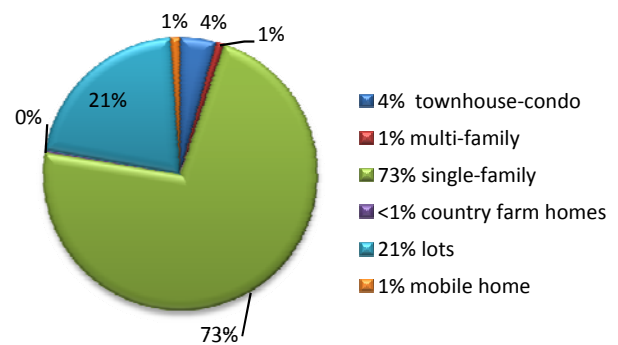
# INTELLIGENCE

With this month's report, be mindful of the fact that activity was uniquely strong last year at this time due to the approaching deadline for the 2009 tax credit. This means that we're entering an apples-to-oranges comparison period which may make this year's activity look especially slow for the next few months. Combine that with the fact that this time of year typically endures slowed sales activity and that buyers in 2010 were driven to enter contracts by April 30, 2010, and you'll see that September 2010's numbers should be taken with a grain of proverbial salt. If home sales slow but listings remain fairly flat, inventory could climb and push prices further downward. Balanced supply and demand, as always, is the goal.

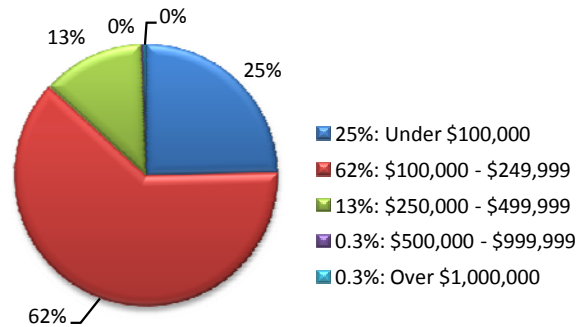
## MSA Statistics

	Sep-09	Sep-10	Change	Trend
Total Property Sales	435	359	-17%	Neg
Total Dollar Volume	\$66,582,930	\$56,206,743	-16%	Neg
Avg. Single Family-Sales Price	\$158,463	\$162,881	3%	Pos
Median Single Family-Sales Price	\$144,400	\$152,640	6%	Pos
Median Single Family -PSF	\$80	\$74	-8%	Neg
Avg. Days on Market - SFR	144	150	4%	Neg
Total Active Listings	4,481	4,954	11%	Neg
Total Pending Sales	423	430	2%	Pos
Months Inventory	10.4	10.7	3%	Neg
Single Family-Building Permits	252	287	14%	Pos
Avg. Condo/TH - Sales Price	\$110,726	\$105,153	-5%	Neg
Median Condo/TH - Sales Price	\$109,100	\$104,900	-4%	Neg
Total Condo/TH Sales	39	26	-33%	Neg
Median Condo/TH -PSF	\$82	\$82	-1%	Neg
Avg. Days on Market - Condo/TH	222	214	-4%	Pos
Unemployment Rate	9.6%	9.3%	-3%	Pos
Avg. SFR List/Sales Price Ratio	96.5%	96.1%	0%	Neg
Avg Aptmt/House Rent/Mo.(1-2BR)	\$610	\$614	1%	Pos
Avg. Lot/Land Sales Price	\$99,177	\$96,416	-3%	Neg
	<b>2008</b>	<b>2009</b>		
Job Growth - Yearly Growth	215000	210000	-2%	Neg
Median Family Income - Yearly	\$54,300	\$55,500	2%	Pos
	<b>Q3 2009</b>	<b>Q3 2010</b>		
Avg. # Government Employees	42,666	42,750	0%	Pos
Avg. # Edu. & Medical Employees	28,433	28,800	1%	Pos

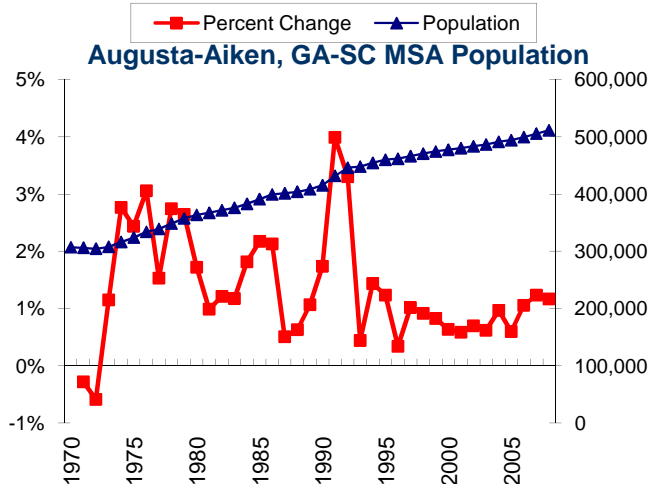
## Property Type Inventory - September 2010



## Closed SFR Sales - September 2010



## Augusta-Aiken, GA-SC MSA Population



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