

WILLIAMSON COUNTY
MARKET FACTS
OCTOBER 2009 ACTIVITY

Current Month Unit Sales		Single Family Homes								Absorption Information							
YEAR	OCT	Year to Date Information								11/30/08 - 10/31/09	NOVEMBER						
Williamson County	Monthly Unit Sales	Units Sold	Average List Price	Average Sales Price	List to Sales Price Ratio	Median Sales Price	Avg. Days On Market	Avg. Square Feet	Average SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months in Inventory				
2006	440	4347	\$419,233	\$417,229	99.5%	\$349,000	48	3022	\$138.06								
2007	250	3528	\$459,467	\$452,773	98.5%	\$379,387	64	3076	\$147.20								
2008	199	2455	\$443,044	\$429,947	97.0%	\$369,000	81	3081	\$139.55								
2009	214	1976	\$431,827	\$408,832	94.7%	\$340,000	95	3148	\$129.87					2137	178.1	2285	12.8
Var to LY	7.5%	-19.5%	-2.5%	-4.9%	-2.4%	-7.9%	14	67	-6.9%								
Brentwood	Monthly Unit Sales	Units Sold	Average List Price	Average Sales Price	List to Sales Price Ratio	Median Sales Price	Avg. Days On Market	Avg. Square Feet	Average SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months in Inventory				
2006	86	871	\$629,824	\$627,762	99.7%	\$550,000	53	4041	\$155.35								
2007	50	657	\$698,177	\$687,547	98.5%	\$607,000	68	4154	\$165.51								
2008	36	481	\$679,028	\$654,516	96.4%	\$600,000	87	4141	\$158.06								
2009	35	400	\$673,330	\$626,188	93.0%	\$528,950	99	4253	\$147.23					432	36.0	496	13.8
Var to LY	-2.8%	-16.8%	-0.8%	-4.3%	-3.5%	-11.8%	12	112	-6.8%								
Franklin	Monthly Unit Sales	Units Sold	Average List Price	Average Sales Price	List to Sales Price Ratio	Median Sales Price	Avg. Days On Market	Avg. Square Feet	Average SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months in Inventory				
2006	196	1866	\$443,588	\$440,645	99.3%	\$375,000	45	3028	\$145.52								
2007	118	1599	\$470,092	\$462,259	98.3%	\$385,000	63	3013	\$153.42								
2008	103	1148	\$441,147	\$428,281	97.1%	\$369,000	76	2992	\$143.14								
2009	102	883	\$431,811	\$411,466	95.3%	\$345,000	95	3052	\$134.82					954	79.5	1022	12.9
Var to LY	-1.0%	-23.1%	-2.1%	-3.9%	-1.8%	-6.5%	19	60	-5.8%								

WILLIAMSON COUNTY
MARKET FACTS
OCTOBER 2009 ACTIVITY

Current Month Unit Sales		Single Family Homes								Absorption Information			
YEAR	OCT	Year to Date Information								11/30/08 - 10/31/09	NOVEMBER		
Cool Springs	Monthly Unit Sales	Units Sold	Average List Price	Average Sales Price	List to Sales Price Ratio	Median Sales Price	Avg. Days On Market	Avg. Square Feet	Average SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months in Inventory
2006	49	563	\$428,332	\$428,138	100.0%	\$394,370	30	3134	\$136.61				
2007	35	489	\$451,300	\$447,977	99.3%	\$414,990	45	3152	\$142.12				
2008	24	323	\$459,067	\$447,929	97.6%	\$408,588	61	3253	\$137.70				
2009	29	245	\$424,172	\$405,511	95.6%	\$380,000	91	3289	\$123.29	268	22.3	239	10.7
Var to LY	20.8%	-24.1%	-7.6%	-9.5%	-2.0%	-7.0%	30	36	-10.5%				
Nolensville	Monthly Unit Sales	Units Sold	Average List Price	Average Sales Price	List to Sales Price Ratio	Median Sales Price	Avg. Days On Market	Avg. Square Feet	Average SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months in Inventory
2006	30	287	\$323,276	\$324,905	100.5%	\$299,365	26	2609	\$124.53				
2007	17	299	\$355,494	\$355,987	100.1%	\$324,765	39	2835	\$125.57				
2008	12	171	\$359,759	\$354,468	98.5%	\$335,000	69	2940	\$120.57				
2009	21	163	\$334,024	\$327,656	98.1%	\$299,685	78	3003	\$109.11	182	15.2	143	9.4
Var to LY	75.0%	-4.7%	-7.2%	-7.6%	-0.4%	-10.5%	9	63	-9.5%				
Thompson's Station	Monthly Unit Sales	Units Sold	Average List Price	Average Sales Price	List to Sales Price Ratio	Median Sales Price	Avg. Days On Market	Avg. Square Feet	Average SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months in Inventory
2006	22	267	\$257,658	\$255,142	99.0%	\$224,500	49	2334	\$109.32				
2007	15	178	\$286,197	\$282,894	98.8%	\$225,000	68	2294	\$123.32				
2008	10	162	\$315,629	\$305,576	96.8%	\$238,750	105	2549	\$119.88				
2009	8	113	\$268,838	\$250,000	93.0%	\$207,500	100	2436	\$102.63	122	10.2	162	15.9
Var to LY	-20.0%	-30.2%	-14.8%	-18.2%	-3.9%	-13.1%	-5	-113	-14.4%				

WILLIAMSON COUNTY
MARKET FACTS
OCTOBER 2009 ACTIVITY

Current Month Unit Sales		Single Family Homes								Absorption Information							
YEAR	OCT	Year to Date Information								11/30/08 - 10/31/09	NOVEMBER						
Spring Hill	Monthly Unit Sales	Units Sold	Average List Price	Average Sales Price	List to Sales Price Ratio	Median Sales Price	Avg. Days On Market	Avg. Square Feet	Average SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months in Inventory				
2006	81	737	\$255,870	\$256,170	100.1%	\$229,265	47	2439	\$105.03								
2007	38	545	\$282,988	\$280,908	99.3%	\$261,955	71	2566	\$109.47								
2008	26	326	\$273,980	\$269,483	98.4%	\$235,000	90	2494	\$108.05								
2009	28	265	\$260,692	\$252,967	97.0%	\$229,900	94	2563	\$98.70					287	23.9	239	10.0
Var to LY	7.7%	-18.7%	-4.8%	-6.1%	-1.3%	-2.2%	4	69	-8.7%								
Fairview	Monthly Unit Sales	Units Sold	Average List Price	Average Sales Price	List to Sales Price Ratio	Median Sales Price	Avg. Days On Market	Avg. Square Feet	Average SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months in Inventory				
2006	18	204	\$225,593	\$224,409	99.5%	\$200,500	74	2197	\$102.14								
2007	9	148	\$237,103	\$232,117	97.9%	\$183,250	70	2029	\$114.40								
2008	8	114	\$227,193	\$221,265	97.4%	\$178,750	77	2022	\$109.43								
2009	14	100	\$185,626	\$179,999	97.0%	\$147,000	94	1870	\$96.26					104	8.7	122	14.1
Var to LY	75.0%	-12.3%	-18.3%	-18.7%	-0.4%	-17.8%	17	-152	-12.0%								

WILLIAMSON COUNTY AREA ABSORPTION REPORT - by Price Point

Price Ranges	Williamson County				Brentwood				Franklin				Cool Springs Area			
	11/30/08-10/31/09		NOVEMBER 2009		11/30/08-10/31/09		NOVEMBER 2009		11/30/08-10/31/09		NOVEMBER 2009		11/30/08-10/31/09		NOVEMBER 2009	
	Number Sold	Absorp Rate	Current Active Listings	Months of Inv.	Number Sold	Absorp Rate	Current Active Listings	Months of Inv.	Number Sold	Absorp Rate	Current Active Listings	Months of Inv.	Number Sold	Absorp Rate	Current Active Listings	Months of Inv.
under 99,999	19	1.6	13	8.2	0	0.0	0	n/a	8	0.7	7	10.5	0	0.0	0	n/a
100,000 - 124,999	31	2.6	15	5.8	0	0.0	0	n/a	11	0.9	5	5.5	1	0.1	0	0.0
125,000 - 149,999	51	4.3	36	8.5	1	0.1	0	0.0	6	0.5	7	14.0	0	0.0	0	n/a
150,000 - 174,999	94	7.8	53	6.8	0	0.0	0	n/a	8	0.7	10	15.0	0	0.0	0	n/a
175,000 - 199,999	120	10.0	105	10.5	0	0.0	0	n/a	31	2.6	22	8.5	5	0.4	4	9.6
Total	315	26.3	222	8.5	1	0.1	0	0.0	64	5.3	51	9.6	6	0.5	4	8.0
200,000 - 224,999	99	8.3	81	9.8	0	0.0	0	n/a	41	3.4	25	7.3	7	0.6	4	6.9
225,000 - 249,999	156	13.0	121	9.3	2	0.2	5	30.0	86	7.2	47	6.6	18	1.5	6	4.0
250,000 - 274,999	117	9.8	98	10.1	4	0.3	0	0.0	63	5.3	44	8.4	13	1.1	9	8.3
275,000 - 299,999	154	12.8	137	10.7	10	0.8	7	8.4	85	7.1	60	8.5	18	1.5	18	12.0
Total	526	43.8	437	10.0	16	1.3	12	9.0	275	22.9	176	7.7	56	4.7	37	7.9
300,000 - 324,999	106	8.8	66	7.5	10	0.8	8	9.6	58	4.8	26	5.4	14	1.2	4	3.4
325,000 - 349,999	109	9.1	114	12.6	10	0.8	12	14.4	69	5.8	54	9.4	17	1.4	15	10.6
350,000 - 374,999	91	7.6	76	10.0	20	1.7	6	3.6	42	3.5	39	11.1	25	2.1	13	6.2
375,000 - 399,999	128	10.7	145	13.6	31	2.6	18	7.0	62	5.2	67	13.0	28	2.3	16	6.9
Total	434	36.2	401	11.1	71	5.9	44	7.4	231	19.3	186	9.7	84	7.0	48	6.9
400,000 - 449,999	193	16.1	141	8.8	44	3.7	38	10.4	98	8.2	70	8.6	43	3.6	20	5.6
450,000 - 499,999	168	14.0	154	11.0	55	4.6	37	8.1	76	6.3	84	13.3	24	2.0	28	14.0
500,000 - 549,999	92	7.7	109	14.2	31	2.6	45	17.4	44	3.7	45	12.3	15	1.3	9	7.2
550,000 - 599,999	76	6.3	119	18.8	31	2.6	33	12.8	34	2.8	67	23.6	12	1.0	14	14.0
Total	529	44.1	523	11.9	161	13.4	153	11.4	252	21.0	266	12.7	94	7.8	71	9.1
600,000 - 649,999	70	5.8	89	15.3	33	2.8	35	12.7	34	2.8	39	13.8	9	0.8	12	16.0
650,000 - 699,999	57	4.8	94	19.8	38	3.2	37	11.7	14	1.2	51	43.7	5	0.4	16	38.4
700,000 - 749,999	36	3.0	65	21.7	23	1.9	21	11.0	11	0.9	33	36.0	1	0.1	8	n/s
750,000 - 799,999	28	2.3	55	23.6	17	1.4	27	19.1	11	0.9	23	25.1	3	0.3	6	24.0
Total	191	15.9	303	19.0	111	9.3	120	13.0	70	5.8	146	25.0	18	1.5	42	28.0
800,000 - 849,999	19	1.6	31	19.6	11	0.9	14	15.3	8	0.7	14	21.0	2	0.2	1	6.0
850,000 - 899,999	20	1.7	47	28.2	10	0.8	18	21.6	9	0.8	25	33.3	0	0.0	4	n/a
900,000 - 949,999	16	1.3	17	12.8	9	0.8	13	17.3	5	0.4	4	9.6	2	0.2	0	0.0
950,000 - 999,999	16	1.3	44	33.0	6	0.5	20	40.0	10	0.8	20	24.0	3	0.3	5	20.0
Total	71	5.9	139	23.5	36	3.0	65	21.7	32	2.7	63	23.6	7	0.6	10	17.1
1,000,000 - 1,499,999	32	2.7	136	51.0	17	1.4	58	40.9	14	1.2	70	60.0	2	0.2	16	96.0
1,500,000 - 1,999,999	25	2.1	54	25.9	10	0.8	27	32.4	12	1.0	22	22.0	1	0.1	1	12.0
2,000,000 - 2,999,999	6	0.5	40	80.0	4	0.3	14	42.0	2	0.2	23	138.0	0	0.0	4	n/a
3,000,000 - 4,999,999	5	0.4	21	50.4	3	0.3	7	28.0	1	0.1	11	132.0	0	0.0	3	n/a
5,000,000 +	3	0.3	10	40.0	2	0.2	0	0.0	1	0.1	9	108.0	0	0.0	1	n/a
Total	71	5.9	261	44.1	36	3.0	106	35.3	30	2.5	135	54.0	3	0.3	25	100.0
Total All	2,137	178.1	2,286	12.8	432	36.0	500	13.9	954	79.5	1,023	12.9	268	22.3	237	10.6

WILLIAMSON COUNTY AREA ABSORPTION REPORT - by Price Point

Price Ranges	Nolensville				Thompson's Station				Spring Hill				Fairview			
	11/30/08-10/31/09		NOVEMBER 2009		11/30/08-10/31/09		NOVEMBER 2009		11/30/08-10/31/09		NOVEMBER 2009		11/30/08-10/31/09		NOVEMBER 2009	
	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv
under 99,999	0	0.0	0	n/a	2	0.2	0	n/a	1	0.1	0	0.0	8	0.7	5	7.5
100,000 - 124,999	0	0.0	1	n/a	0	0.0	0	n/a	3	0.3	2	8.0	17	1.4	7	4.9
125,000 - 149,999	2	0.2	0	0.0	5	0.4	7	16.8	8	0.7	8	12.0	28	2.3	11	4.7
150,000 - 174,999	2	0.2	0	0.0	22	1.8	9	4.9	53	4.4	17	3.8	6	0.5	14	28.0
175,000 - 199,999	6	0.5	2	4.0	23	1.9	24	12.5	43	3.6	43	12.0	17	1.4	11	7.8
Total	10	0.8	3	3.6	52	4.3	40	9.2	108	9.0	70	7.8	76	6.3	48	7.6
200,000 - 224,999	7	0.6	7	12.0	16	1.3	12	9.0	26	2.2	29	13.4	7	0.6	11	18.9
225,000 - 249,999	17	1.4	21	14.8	16	1.3	12	9.0	62	5.2	62	12.0	6	0.5	12	24.0
250,000 - 274,999	24	2.0	17	8.5	3	0.3	13	52.0	13	1.1	7	6.5	2	0.2	1	6.0
275,000 - 299,999	27	2.3	25	11.1	10	0.8	12	14.4	14	1.2	12	10.3	3	0.3	9	36.0
Total	75	6.3	70	11.2	45	3.8	49	13.1	115	9.6	110	11.5	18	1.5	33	22.0
300,000 - 324,999	20	1.7	12	7.2	3	0.3	11	44.0	13	1.1	7	6.5	0	0.0	1	n/a
325,000 - 349,999	14	1.2	14	12.0	1	0.1	10	120.0	14	1.2	12	10.3	0	0.0	12	n/a
350,000 - 374,999	12	1.0	12	12.0	0	0.0	2	n/a	13	1.1	11	10.2	2	0.2	6	n/a
375,000 - 399,999	7	0.6	6	10.3	5	0.4	9	21.6	13	1.1	19	17.5	4	0.3	10	30.0
Total	53	4.4	44	10.0	9	0.8	32	42.7	53	4.4	49	11.1	6	0.5	29	58.0
400,000 - 449,999	14	1.2	4	3.4	2	0.2	8	48.0	29	2.4	16	6.6	1	0.1	3	36.0
450,000 - 499,999	16	1.3	7	5.3	6	0.5	11	22.0	8	0.7	6	9.0	2	0.2	3	18.0
500,000 - 549,999	9	0.8	4	5.3	3	0.3	4	16.0	0	0.0	0	n/a	1	0.1	1	12.0
550,000 - 599,999	3	0.3	3	12.0	2	0.2	2	12.0	1	0.1	0	0.0	0	0.0	1	n/a
Total	42	3.5	18	5.1	13	1.1	25	23.1	38	3.2	22	6.9	4	0.3	8	24.0
600,000 - 649,999	0	0.0	2	n/a	1	0.1	3	36.0	0	0.0	0	n/a	0	0.0	0	n/a
650,000 - 699,999	1	0.1	0	0.0	1	0.1	1	12.0	0	0.0	0	n/a	0	0.0	0	n/a
700,000 - 749,999	1	0.1	2	24.0	0	0.0	4	n/a	0	0.0	1	n/a	0	0.0	1	n/a
750,000 - 799,999	0	0.0	1	n/a	0	0.0	1	n/a	0	0.0	0	n/a	0	0.0	0	n/a
Total	2	0.2	5	30.0	2	0.2	9	54.0	0	0.0	1	n/a	0	0.0	1	n/a
800,000 - 849,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
850,000 - 899,999	0	0.0	0	n/a	0	0.0	2	n/a	0	0.0	0	n/a	0	0.0	1	n/a
900,000 - 949,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
950,000 - 999,999	0	0.0	1	n/a	0	0.0	1	n/a	0	0.0	0	n/a	0	0.0	0	n/a
Total	0	0.0	1	n/a	0	0.0	3	n/a	0	0.0	0	n/a	0	0.0	1	n/a
1,000,000 - 1,499,999	0	0.0	0	n/a	0	0.0	4	n/a	0	0.0	0	n/a	0	0.0	0	n/a
1,500,000 - 1,999,999	0	0.0	1	n/a	1	0.1	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a
2,000,000 - 2,999,999	0	0.0	0	n/a	0	0.0	1	n/a	0	0.0	0	n/a	0	0.0	0	n/a
3,000,000 - 4,999,999	0	0.0	0	n/a	0	0.0	2	n/a	0	0.0	0	n/a	0	0.0	1	n/a
5,000,000 +	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
Total	0	0.0	1	n/a	1	0.1	7	n/a	0	0.0	0	n/a	0	0.0	1	n/a
Total All	182	15.2	142	9.4	122	10.2	165	16.2	314	26.2	252	9.6	104	8.7	121	14.0