



/ Area 10: Lookout Mountain

Market Comparison: Year by Year

2001 – 2002

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2001 A	12	15	3	14	15	22	9	14	14	18	6	3
2002 A	12	10	8	9	9	15	13	10	9	4	7	7
%Diff A	0.00%	-50.00%	62.50%	-55.56%	-66.67%	-46.67%	30.77%	-40.00%	-55.56%	-350.00%	14.29%	57.14%
2001 P	1	2	1	5	4	8	3	6	3	2	5	8
2002 P	5	4	7	11	5	7	4	7	5	7	4	2
%Diff P	80.00%	50.00%	85.71%	54.55%	20.00%	-14.29%	25.00%	14.29%	40.00%	71.43%	-25.00%	-300.00%
2001 S	7	4	3	3	10	6	6	7	6	5	4	5
2002 S	10	1	8	9	7	5	5	12	5	4	8	6
%Diff S	30.00%	-300.00%	62.50%	66.67%	-42.86%	-20.00%	-20.00%	41.67%	-20.00%	-25.00%	50.00%	16.67%
2001 W	2	0	2	3	3	0	3	3	3	14	2	1
2002 W	2	2	3	1	2	1	4	1	1	2	1	3
%Diff W	0.00%	100.00%	33.33%	-200.00%	-50.00%	100.00%	25.00%	-200.00%	-200.00%	-600.00%	-100.00%	66.67%
2001 X	7	5	4	4	3	10	4	4	3	5	2	152
2002 X	6	4	2	3	2	5	9	5	5	7	6	2
%Diff X	-16.67%	-25.00%	-100.00%	-33.33%	-50.00%	-100.00%	55.56%	20.00%	40.00%	28.57%	66.67%	-7,500.00%

Dollar Volume of Sold Listings

	2001	2002	Diff	Chg
JAN	\$2,525,500	\$3,038,000	512,500	16.87%
FEB	\$559,000	\$500,000	-59,000	-11.80%
MAR	\$910,000	\$2,532,550	1,622,550	64.07%
APR	\$446,000	\$1,933,812	1,487,812	76.94%
MAY	\$1,923,000	\$2,042,000	119,000	5.83%
JUN	\$1,873,000	\$1,660,500	-212,500	-12.80%
JUL	\$2,444,000	\$1,259,000	-1,185,000	-94.12%
AUG	\$3,048,800	\$3,533,000	484,200	13.71%
SEP	\$1,438,000	\$1,740,500	302,500	17.38%
OCT	\$1,919,500	\$620,000	-1,299,500	-209.60%
NOV	\$1,300,000	\$1,380,700	80,700	5.84%
DEC	\$636,000	\$2,404,900	1,768,900	73.55%

2002 – 2003

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2002 A	12	10	8	9	9	15	13	10	9	4	7	7
2003 A	11	12	7	15	14	12	9	7	12	6	6	6
%Diff A	-9.09%	16.67%	-14.29%	40.00%	35.71%	-25.00%	-44.44%	-42.86%	25.00%	33.33%	-16.67%	-16.67%
2002 P	5	4	7	11	5	7	4	7	5	7	4	2
2003 P	4	8	11	4	12	10	8	7	2	3	5	2
%Diff P	-25.00%	50.00%	36.36%	-175.00%	58.33%	30.00%	50.00%	0.00%	-150.00%	-133.33%	20.00%	0.00%
2002 S	10	1	8	9	7	5	5	12	5	4	8	6
2003 S	4	7	4	8	6	11	9	12	4	4	7	8
%Diff S	-150.00%	85.71%	-100.00%	-12.50%	-16.67%	54.55%	44.44%	0.00%	-25.00%	0.00%	-14.29%	25.00%
2002 W	2	2	3	1	2	1	4	1	1	2	1	3
2003 W	2	0	0	3	0	8	3	2	1	0	2	2
%Diff W	0.00%	-100.00%	-100.00%	66.67%	-100.00%	87.50%	-33.33%	50.00%	0.00%	-100.00%	50.00%	-50.00%
2002 X	6	4	2	3	2	5	9	5	5	7	6	2
2003 X	3	1	2	3	4	7	5	3	2	1	3	3
%Diff X	-100.00%	-300.00%	0.00%	0.00%	50.00%	28.57%	-80.00%	-66.67%	-150.00%	-600.00%	-100.00%	33.33%

Dollar Volume of Sold Listings

	2002	2003	Diff	Chg
JAN	\$3,038,000	\$872,900	-2,165,100	-248.04%
FEB	\$500,000	\$1,645,000	1,145,000	69.60%
MAR	\$2,532,550	\$926,500	-1,606,050	-173.35%
APR	\$1,933,812	\$1,704,000	-229,812	-13.49%
MAY	\$2,042,000	\$1,875,750	-166,250	-8.86%
JUN	\$1,660,500	\$2,485,000	824,500	33.18%
JUL	\$1,259,000	\$2,884,400	1,625,400	56.35%
AUG	\$3,533,000	\$3,923,300	390,300	9.95%
SEP	\$1,740,500	\$2,140,500	400,000	18.69%
OCT	\$620,000	\$1,593,000	973,000	61.08%
NOV	\$1,380,700	\$1,857,260	476,560	25.66%
DEC	\$2,404,900	\$1,372,500	-1,032,400	-75.22%

2003 – 2004

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2003 A	11	12	7	15	14	12	9	7	12	6	6	6
2004 A	12	8	17	13	8	9	12	14	15	8	9	6
%Diff A	8.33%	-50.00%	58.82%	-15.38%	-75.00%	-33.33%	25.00%	50.00%	20.00%	25.00%	33.33%	0.00%
2003 P	4	8	11	4	12	10	8	7	2	3	5	2
2004 P	10	7	9	6	6	7	6	11	7	8	5	5
%Diff P	60.00%	-14.29%	-22.22%	33.33%	-100.00%	-42.86%	-33.33%	36.36%	71.43%	62.50%	0.00%	60.00%
2003 S	4	7	4	8	6	11	9	12	4	4	7	8
2004 S	4	9	7	10	7	8	3	9	8	7	5	7
%Diff S	0.00%	22.22%	42.86%	20.00%	14.29%	-37.50%	-200.00%	-33.33%	50.00%	42.86%	-40.00%	-14.29%
2003 W	2	0	0	3	0	8	3	2	1	0	2	2
2004 W	1	1	0	2	2	5	3	0	2	6	0	0
%Diff W	-100.00%	100.00%	100.00%	-50.00%	100.00%	-60.00%	0.00%	-100.00%	50.00%	100.00%	-100.00%	-100.00%
2003 X	3	1	2	3	4	7	5	3	2	1	3	3
2004 X	4	1	3	0	1	1	1	2	6	4	4	5
%Diff X	25.00%	0.00%	33.33%	-100.00%	-300.00%	-600.00%	-400.00%	-50.00%	66.67%	75.00%	25.00%	40.00%

Dollar Volume of Sold Listings

	2003	2004	Diff	Chg
JAN	\$872,900	\$2,115,900	1,243,000	58.75%
FEB	\$1,645,000	\$3,939,000	2,294,000	58.24%
MAR	\$926,500	\$3,267,500	2,341,000	71.64%
APR	\$1,704,000	\$2,430,500	726,500	29.89%
MAY	\$1,875,750	\$1,640,250	-235,500	-14.36%
JUN	\$2,485,000	\$3,538,000	1,053,000	29.76%
JUL	\$2,884,400	\$717,000	-2,167,400	-302.29%
AUG	\$3,923,300	\$2,774,000	-1,149,300	-41.43%
SEP	\$2,140,500	\$3,034,800	894,300	29.47%
OCT	\$1,593,000	\$3,091,000	1,498,000	48.46%
NOV	\$1,857,260	\$1,742,500	-114,760	-6.59%
DEC	\$1,372,500	\$1,843,000	470,500	25.53%

2004 – 2005

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2004 A	12	8	17	13	8	9	12	14	15	8	9	6
2005 A	11	10	11	11	15	15	10	8	12	10	8	3
%Diff A	-9.09%	20.00%	-54.55%	-18.18%	46.67%	40.00%	-20.00%	-75.00%	-25.00%	20.00%	-12.50%	-100.00%
2004 P	10	7	9	6	6	7	6	11	7	8	5	5
2005 P	9	5	7	7	6	6	13	8	11	6	5	4
%Diff P	-11.11%	-40.00%	-28.57%	14.29%	0.00%	-16.67%	53.85%	-37.50%	36.36%	-33.33%	0.00%	-25.00%
2004 S	4	9	7	10	7	8	3	9	8	7	5	7
2005 S	2	5	9	7	3	10	9	8	5	12	4	6
%Diff S	-100.00%	-80.00%	22.22%	-42.86%	-133.33%	20.00%	66.67%	-12.50%	-60.00%	41.67%	-25.00%	-16.67%
2004 W	1	1	0	2	2	5	3	0	2	6	0	0
2005 W	0	4	1	1	2	5	1	5	5	5	1	1
%Diff W	-100.00%	75.00%	100.00%	-100.00%	0.00%	0.00%	-200.00%	100.00%	60.00%	-20.00%	100.00%	100.00%
2004 X	4	1	3	0	1	1	1	2	6	4	4	5
2005 X	4	4	2	3	1	3	5	0	1	3	0	7
%Diff X	0.00%	75.00%	-50.00%	100.00%	0.00%	66.67%	80.00%	-100.00%	-500.00%	-33.33%	-100.00%	28.57%

Dollar Volume of Sold Listings

	2004	2005	Diff	Chg
JAN	\$2,115,900	\$620,500	-1,495,400	-241.00%
FEB	\$3,939,000	\$3,391,265	-547,735	-16.15%
MAR	\$3,267,500	\$3,119,400	-148,100	-4.75%
APR	\$2,430,500	\$3,015,900	585,400	19.41%
MAY	\$1,640,250	\$1,082,000	-558,250	-51.59%
JUN	\$3,538,000	\$3,679,500	141,500	3.85%
JUL	\$717,000	\$2,446,525	1,729,525	70.69%
AUG	\$2,774,000	\$2,535,000	-239,000	-9.43%
SEP	\$3,034,800	\$1,314,000	-1,720,800	-130.96%
OCT	\$3,091,000	\$5,571,900	2,480,900	44.53%
NOV	\$1,742,500	\$1,840,000	97,500	5.30%
DEC	\$1,843,000	\$2,362,100	519,100	21.98%

2005 – 2006

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2005 A	11	10	11	11	15	15	10	8	12	10	8	3
2006 A	9	8	9	14	13	9	10	11	9	9	8	10
%Diff A	-22.22%	-25.00%	-22.22%	21.43%	-15.38%	-66.67%	0.00%	27.27%	-33.33%	-11.11%	0.00%	70.00%
2005 P	9	5	7	7	6	6	13	8	11	6	5	4
2006 P	1	5	2	8	7	9	10	4	5	5	6	4
%Diff P	-800.00%	0.00%	-250.00%	12.50%	14.29%	33.33%	-30.00%	-100.00%	-120.00%	-20.00%	16.67%	0.00%
2005 S	2	5	9	7	3	10	9	8	5	12	4	6
2006 S	3	1	7	6	5	11	6	9	7	6	8	8
%Diff S	33.33%	-400.00%	-28.57%	-16.67%	40.00%	9.09%	-50.00%	11.11%	28.57%	-100.00%	50.00%	25.00%
2005 W	0	4	1	1	2	5	1	5	5	5	1	1
2006 W	1	4	3	4	1	1	0	5	7	2	3	2
%Diff W	100.00%	0.00%	66.67%	75.00%	-100.00%	-400.00%	-100.00%	0.00%	28.57%	-150.00%	66.67%	50.00%
2005 X	4	4	2	3	1	3	5	0	1	3	0	7
2006 X	5	4	0	2	0	1	2	5	3	4	3	2
%Diff X	20.00%	0.00%	-100.00%	-50.00%	-100.00%	-200.00%	-150.00%	100.00%	66.67%	25.00%	100.00%	-250.00%

Dollar Volume of Sold Listings

	2005	2006	Diff	Chg
JAN	\$620,500	\$781,000	160,500	20.55%
FEB	\$3,391,265	\$191,205	-3,200,060	-1,673.63%
MAR	\$3,119,400	\$3,274,500	155,100	4.74%
APR	\$3,015,900	\$2,813,400	-202,500	-7.20%
MAY	\$1,082,000	\$5,632,500	4,550,500	80.79%
JUN	\$3,679,500	\$5,625,850	1,946,350	34.60%
JUL	\$2,446,525	\$2,484,500	37,975	1.53%
AUG	\$2,535,000	\$3,546,650	1,011,650	28.52%
SEP	\$1,314,000	\$2,931,500	1,617,500	55.18%
OCT	\$5,571,900	\$1,553,000	-4,018,900	-258.78%
NOV	\$1,840,000	\$1,914,300	74,300	3.88%
DEC	\$2,362,100	\$2,831,500	469,400	16.58%

2006 – 2007

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2006 A	9	8	9	14	13	9	10	11	9	9	8	10
2007 A	14	17	8	18	18	10	8	14	13	8	6	2
%Diff A	35.71%	52.94%	-12.50%	22.22%	27.78%	10.00%	-25.00%	21.43%	30.77%	-12.50%	-33.33%	-400.00%
2006 P	1	5	2	8	7	9	10	4	5	5	6	4
2007 P	4	5	3	3	4	7	4	0	5	3	1	3
%Diff P	75.00%	0.00%	33.33%	-166.67%	-75.00%	-28.57%	-150.00%	-100.00%	0.00%	-66.67%	-500.00%	-33.33%
2006 S	3	1	7	6	5	11	6	9	7	6	8	8
2007 S	4	5	6	4	10	3	4	4	2	2	6	2
%Diff S	25.00%	80.00%	-16.67%	-50.00%	50.00%	-266.67%	-50.00%	-125.00%	-250.00%	-200.00%	-33.33%	-300.00%
2006 W	1	4	3	4	1	1	0	5	7	2	3	2
2007 W	6	3	4	4	2	4	9	6	4	2	6	2
%Diff W	83.33%	-33.33%	25.00%	0.00%	50.00%	75.00%	100.00%	16.67%	-75.00%	0.00%	50.00%	0.00%
2006 X	5	4	0	2	0	1	2	5	3	4	3	2
2007 X	6	4	4	5	2	5	7	7	0	2	3	3
%Diff X	16.67%	0.00%	100.00%	60.00%	100.00%	80.00%	71.43%	28.57%	-100.00%	-100.00%	0.00%	33.33%

Dollar Volume of Sold Listings

	2006	2007	Diff	Chg
JAN	\$781,000	\$2,195,000	1,414,000	64.42%
FEB	\$191,205	\$1,717,800	1,526,595	88.87%
MAR	\$3,274,500	\$2,621,500	-653,000	-24.91%
APR	\$2,813,400	\$1,277,000	-1,536,400	-120.31%
MAY	\$5,632,500	\$3,410,800	-2,221,700	-65.14%
JUN	\$5,625,850	\$705,000	-4,920,850	-697.99%
JUL	\$2,484,500	\$1,231,800	-1,252,700	-101.70%
AUG	\$3,546,650	\$2,609,900	-936,750	-35.89%
SEP	\$2,931,500	\$644,000	-2,287,500	-355.20%
OCT	\$1,553,000	\$793,000	-760,000	-95.84%
NOV	\$1,914,300	\$1,685,400	-228,900	-13.58%
DEC	\$2,831,500	\$2,265,000	-566,500	-25.01%

2007 – 2008

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2007 A	14	17	8	18	18	10	8	14	13	8	6	2
2008 A	11	17	13	15	14	15	10	17	13	14	7	4
%Diff A	-27.27%	0.00%	38.46%	-20.00%	-28.57%	33.33%	20.00%	17.65%	0.00%	42.86%	14.29%	50.00%
2007 P	4	5	3	3	4	7	4	0	5	3	1	3
2008 P	2	4	3	2	8	4	3	6	5	1	1	3
%Diff P	-100.00%	-25.00%	0.00%	-50.00%	50.00%	-75.00%	-33.33%	100.00%	0.00%	-200.00%	0.00%	0.00%
2007 S	4	5	6	4	10	3	4	4	2	2	6	2
2008 S	0	5	6	4	5	9	4	4	7	4	1	4
%Diff S	-100.00%	0.00%	0.00%	0.00%	-100.00%	66.67%	0.00%	0.00%	71.43%	50.00%	-500.00%	50.00%
2007 W	6	3	4	4	2	4	9	6	4	2	6	2
2008 W	3	3	2	4	3	7	4	3	6	3	6	2
%Diff W	-100.00%	0.00%	-100.00%	0.00%	33.33%	42.86%	-125.00%	-100.00%	33.33%	33.33%	0.00%	0.00%
2007 X	6	4	4	5	2	5	7	7	0	2	3	3
2008 X	15	1	4	6	1	2	8	8	4	8	7	1
%Diff X	60.00%	-300.00%	0.00%	16.67%	-100.00%	-150.00%	12.50%	12.50%	100.00%	75.00%	57.14%	-200.00%

Dollar Volume of Sold Listings

	2007	2008	Diff	Chg
JAN	\$2,195,000	\$0	-2,195,000	0.00%
FEB	\$1,717,800	\$3,194,500	1,476,700	46.23%
MAR	\$2,621,500	\$2,965,240	343,740	11.59%
APR	\$1,277,000	\$842,500	-434,500	-51.57%
MAY	\$3,410,800	\$1,070,500	-2,340,300	-218.62%
JUN	\$705,000	\$3,600,500	2,895,500	80.42%
JUL	\$1,231,800	\$2,460,500	1,228,700	49.94%
AUG	\$2,609,900	\$979,900	-1,630,000	-166.34%
SEP	\$644,000	\$2,917,000	2,273,000	77.92%
OCT	\$793,000	\$1,829,000	1,036,000	56.64%
NOV	\$1,685,400	\$298,500	-1,386,900	-464.62%
DEC	\$2,265,000	\$1,317,000	-948,000	-71.98%

2008 – 2009

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
2008 A	11	17	13	15	14	15	10	16
2009 A	10	11	13	16	19	17	13	17
%Diff A	-10.00%	-54.55%	0.00%	6.25%	26.32%	11.76%	23.08%	5.88%
2008 P	2	4	3	2	8	4	3	5
2009 P	1	2	4	3	7	7	2	4
%Diff P	-100.00%	-100.00%	25.00%	33.33%	-14.29%	42.86%	-50.00%	-25.00%
2008 S	0	5	6	4	5	9	4	2
2009 S	3	5	7	2	12	7	5	3
%Diff S	100.00%	0.00%	14.29%	-100.00%	58.33%	-28.57%	20.00%	33.33%
2008 W	3	3	2	4	3	7	4	3
2009 W	3	2	3	4	7	3	7	7
%Diff W	0.00%	-50.00%	33.33%	0.00%	57.14%	-133.33%	42.86%	57.14%
2008 X	15	1	4	6	1	2	8	8
2009 X	12	3	6	10	5	3	6	5
%Diff X	-25.00%	66.67%	33.33%	40.00%	80.00%	33.33%	-33.33%	-60.00%

Dollar Volume of Sold Listings

	2008	2009	Diff	Chg
JAN	\$0	\$534,400	534,400	100.00%
FEB	\$3,194,500	\$1,623,185	-1,571,315	-96.80%
MAR	\$2,965,240	\$4,320,000	1,354,760	31.36%
APR	\$842,500	\$1,038,500	196,000	18.87%
MAY	\$1,070,500	\$2,911,260	1,840,760	63.23%
JUN	\$3,600,500	\$3,090,352	-510,148	-16.51%
JUL	\$2,460,500	\$1,164,900	-1,295,600	-111.22%
AUG	\$662,000	\$1,025,000	363,000	35.41%

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Prepared by JOEL PRINCE of THE PRINCIPLE GROUP, INC