



/ Area 16: East Brainerd (County)/Ooltewah

Market Comparison: Year by Year

2001 – 2002

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2001 A	34	13	39	38	22	21	14	50	40	48	35	26
2002 A	48	39	60	76	50	56	66	60	46	46	48	21
%Diff A	29.17%	66.67%	35.00%	50.00%	56.00%	62.50%	78.79%	16.67%	13.04%	-4.35%	27.08%	-23.81%
2001 P	1	2	0	4	1	1	1	1	2	4	5	12
2002 P	19	23	24	29	14	24	11	24	28	24	18	15
%Diff P	94.74%	91.30%	100.00%	86.21%	92.86%	95.83%	90.91%	95.83%	92.86%	83.33%	72.22%	20.00%
2001 S	11	9	9	11	9	8	5	12	10	16	16	10
2002 S	12	20	20	51	41	48	38	32	34	35	26	32
%Diff S	8.33%	55.00%	55.00%	78.43%	78.05%	83.33%	86.84%	62.50%	70.59%	54.29%	38.46%	68.75%
2001 W	1	1	2	3	2	4	1	1	5	6	2	7
2002 W	7	10	6	8	3	11	5	9	8	8	5	7
%Diff W	85.71%	90.00%	66.67%	62.50%	33.33%	63.64%	80.00%	88.89%	37.50%	25.00%	60.00%	0.00%
2001 X	8	10	4	5	7	6	4	4	4	18	7	352
2002 X	6	6	9	9	10	19	12	12	13	23	8	17
%Diff X	-33.33%	-66.67%	55.56%	44.44%	30.00%	68.42%	66.67%	66.67%	69.23%	21.74%	12.50%	-1,970.59%

Dollar Volume of Sold Listings

	2001	2002	Diff	Chg
JAN	\$1,823,700	\$2,313,500	489,800	21.17%
FEB	\$1,762,300	\$3,698,855	1,936,555	52.36%
MAR	\$1,092,650	\$3,663,625	2,570,975	70.18%
APR	\$1,879,030	\$9,260,545	7,381,515	79.71%
MAY	\$1,703,300	\$7,094,150	5,390,850	75.99%
JUN	\$1,542,200	\$8,304,182	6,761,982	81.43%
JUL	\$763,000	\$7,931,769	7,168,769	90.38%
AUG	\$1,990,450	\$6,261,036	4,270,586	68.21%
SEP	\$1,785,650	\$6,434,200	4,648,550	72.25%
OCT	\$2,455,280	\$6,779,350	4,324,070	63.78%
NOV	\$3,500,000	\$4,655,228	1,155,228	24.82%
DEC	\$2,122,900	\$5,850,040	3,727,140	63.71%

2002 – 2003

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2002 A	48	39	60	76	50	56	66	60	46	46	48	21
2003 A	54	49	62	56	65	71	63	67	45	45	41	28
%Diff A	11.11%	20.41%	3.23%	-35.71%	23.08%	21.13%	-4.76%	10.45%	-2.22%	-2.22%	-17.07%	25.00%
2002 P	19	23	24	29	14	24	11	24	28	24	18	15
2003 P	21	12	34	31	32	32	51	30	29	27	7	11
%Diff P	9.52%	-91.67%	29.41%	6.45%	56.25%	25.00%	78.43%	20.00%	3.45%	11.11%	-157.14%	-36.36%
2002 S	12	20	20	51	41	48	38	32	34	35	26	32
2003 S	24	25	34	29	45	47	48	58	31	37	25	36
%Diff S	50.00%	20.00%	41.18%	-75.86%	8.89%	-2.13%	20.83%	44.83%	-9.68%	5.41%	-4.00%	11.11%
2002 W	7	10	6	8	3	11	5	9	8	8	5	7
2003 W	10	7	6	9	12	16	12	8	15	11	6	13
%Diff W	30.00%	-42.86%	0.00%	11.11%	75.00%	31.25%	58.33%	-12.50%	46.67%	27.27%	16.67%	46.15%
2002 X	6	6	9	9	10	19	12	12	13	23	8	17
2003 X	17	10	8	17	18	14	21	15	12	17	6	18
%Diff X	64.71%	40.00%	-12.50%	47.06%	44.44%	-35.71%	42.86%	20.00%	-8.33%	-35.29%	-33.33%	5.56%

Dollar Volume of Sold Listings

	2002	2003	Diff	Chg
JAN	\$2,313,500	\$4,552,700	2,239,200	49.18%
FEB	\$3,698,855	\$5,383,732	1,684,877	31.30%
MAR	\$3,663,625	\$6,809,879	3,146,254	46.20%
APR	\$9,260,545	\$4,649,500	-4,611,045	-99.17%
MAY	\$7,094,150	\$8,266,950	1,172,800	14.19%
JUN	\$8,304,182	\$9,728,600	1,424,418	14.64%
JUL	\$7,931,769	\$10,653,350	2,721,581	25.55%
AUG	\$6,261,036	\$11,304,575	5,043,539	44.62%
SEP	\$6,434,200	\$6,486,702	52,502	0.81%
OCT	\$6,779,350	\$7,815,783	1,036,433	13.26%
NOV	\$4,655,228	\$4,779,300	124,072	2.60%
DEC	\$5,850,040	\$6,790,916	940,876	13.85%

2003 – 2004

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2003 A	54	49	62	56	65	71	63	67	45	45	41	28
2004 A	37	59	62	64	66	82	73	62	44	50	29	21
%Diff A	-45.95%	16.95%	0.00%	12.50%	1.52%	13.41%	13.70%	-8.06%	-2.27%	10.00%	-41.38%	-33.33%
2003 P	21	12	34	31	32	32	51	30	29	27	7	11
2004 P	18	22	17	39	22	32	30	17	26	11	13	13
%Diff P	-16.67%	45.45%	-100.00%	20.51%	-45.45%	0.00%	-70.00%	-76.47%	-11.54%	-145.45%	46.15%	15.38%
2003 S	24	25	34	29	45	47	48	58	31	37	25	36
2004 S	19	25	39	36	43	48	40	63	52	32	36	29
%Diff S	-26.32%	0.00%	12.82%	19.44%	-4.65%	2.08%	-20.00%	7.94%	40.38%	-15.63%	30.56%	-24.14%
2003 W	10	7	6	9	12	16	12	8	15	11	6	13
2004 W	17	5	12	10	12	13	13	14	9	8	9	5
%Diff W	41.18%	-40.00%	50.00%	10.00%	0.00%	-23.08%	7.69%	42.86%	-66.67%	-37.50%	33.33%	-160.00%
2003 X	17	10	8	17	18	14	21	15	12	17	6	18
2004 X	18	14	9	15	16	6	12	13	16	15	13	13
%Diff X	5.56%	28.57%	11.11%	-13.33%	-12.50%	-133.33%	-75.00%	-15.38%	25.00%	-13.33%	53.85%	-38.46%

Dollar Volume of Sold Listings

	2003	2004	Diff	Chg
JAN	\$4,552,700	\$4,149,599	-403,101	-9.71%
FEB	\$5,383,732	\$4,900,450	-483,282	-9.86%
MAR	\$6,809,879	\$8,499,532	1,689,653	19.88%
APR	\$4,649,500	\$7,128,261	2,478,761	34.77%
MAY	\$8,266,950	\$7,244,470	-1,022,480	-14.11%
JUN	\$9,728,600	\$10,485,988	757,388	7.22%
JUL	\$10,653,350	\$8,866,850	-1,786,500	-20.15%
AUG	\$11,304,575	\$12,607,626	1,303,051	10.34%
SEP	\$6,486,702	\$10,965,577	4,478,875	40.84%
OCT	\$7,815,783	\$7,761,028	-54,755	-0.71%
NOV	\$4,779,300	\$7,532,656	2,753,356	36.55%
DEC	\$6,790,916	\$6,888,100	97,184	1.41%

2004 – 2005

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2004 A	37	59	62	64	66	82	73	62	44	50	29	21
2005 A	48	51	63	58	63	57	69	64	55	52	50	35
%Diff A	22.92%	-15.69%	1.59%	-10.34%	-4.76%	-43.86%	-5.80%	3.13%	20.00%	3.85%	42.00%	40.00%
2004 P	18	22	17	39	22	32	30	17	26	11	13	13
2005 P	7	26	27	36	19	28	36	22	37	28	23	13
%Diff P	-157.14%	15.38%	37.04%	-8.33%	-15.79%	-14.29%	16.67%	22.73%	29.73%	60.71%	43.48%	0.00%
2004 S	19	25	39	36	43	48	40	63	52	32	36	29
2005 S	16	35	32	43	44	53	44	29	47	31	41	30
%Diff S	-18.75%	28.57%	-21.88%	16.28%	2.27%	9.43%	9.09%	-117.24%	-10.64%	-3.23%	12.20%	3.33%
2004 W	17	5	12	10	12	13	13	14	9	8	9	5
2005 W	16	15	9	6	9	9	11	15	13	14	13	13
%Diff W	-6.25%	66.67%	-33.33%	-66.67%	-33.33%	-44.44%	-18.18%	6.67%	30.77%	42.86%	30.77%	61.54%
2004 X	18	14	9	15	16	6	12	13	16	15	13	13
2005 X	11	14	16	10	13	7	15	11	5	21	18	19
%Diff X	-63.64%	0.00%	43.75%	-50.00%	-23.08%	14.29%	20.00%	-18.18%	-220.00%	28.57%	27.78%	31.58%

Dollar Volume of Sold Listings

	2004	2005	Diff	Chg
JAN	\$4,149,599	\$3,128,700	-1,020,899	-32.63%
FEB	\$4,900,450	\$7,866,800	2,966,350	37.71%
MAR	\$8,499,532	\$7,150,570	-1,348,962	-18.87%
APR	\$7,128,261	\$11,060,897	3,932,636	35.55%
MAY	\$7,244,470	\$10,507,251	3,262,781	31.05%
JUN	\$10,485,988	\$13,024,246	2,538,258	19.49%
JUL	\$8,866,850	\$9,252,529	385,679	4.17%
AUG	\$12,607,626	\$7,441,550	-5,166,076	-69.42%
SEP	\$10,965,577	\$11,224,997	259,420	2.31%
OCT	\$7,761,028	\$8,246,456	485,428	5.89%
NOV	\$7,532,656	\$8,580,700	1,048,044	12.21%
DEC	\$6,888,100	\$7,200,900	312,800	4.34%

2005 – 2006

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2005 A	48	51	63	58	63	57	69	64	55	52	50	35
2006 A	43	74	74	73	87	82	81	63	68	46	54	30
%Diff A	-11.63%	31.08%	14.86%	20.55%	27.59%	30.49%	14.81%	-1.59%	19.12%	-13.04%	7.41%	-16.67%
2005 P	7	26	27	36	19	28	36	22	37	28	23	13
2006 P	25	31	21	30	24	30	27	20	18	22	15	11
%Diff P	72.00%	16.13%	-28.57%	-20.00%	20.83%	6.67%	-33.33%	-10.00%	-105.56%	-27.27%	-53.33%	-18.18%
2005 S	16	35	32	43	44	53	44	29	47	31	41	30
2006 S	22	34	30	38	57	46	67	37	38	25	44	34
%Diff S	27.27%	-2.94%	-6.67%	-13.16%	22.81%	-15.22%	34.33%	21.62%	-23.68%	-24.00%	6.82%	11.76%
2005 W	16	15	9	6	9	9	11	15	13	14	13	13
2006 W	7	12	15	12	15	15	11	19	19	16	23	16
%Diff W	-128.57%	-25.00%	40.00%	50.00%	40.00%	40.00%	0.00%	21.05%	31.58%	12.50%	43.48%	18.75%
2005 X	11	14	16	10	13	7	15	11	5	21	18	19
2006 X	16	13	14	16	16	15	17	22	11	24	26	19
%Diff X	31.25%	-7.69%	-14.29%	37.50%	18.75%	53.33%	11.76%	50.00%	54.55%	12.50%	30.77%	0.00%

Dollar Volume of Sold Listings

	2005	2006	Diff	Chg
JAN	\$3,128,700	\$3,984,159	855,459	21.47%
FEB	\$7,866,800	\$8,128,750	261,950	3.22%
MAR	\$7,150,570	\$6,523,500	-627,070	-9.61%
APR	\$11,060,897	\$8,774,751	-2,286,146	-26.05%
MAY	\$10,507,251	\$16,961,700	6,454,449	38.05%
JUN	\$13,024,246	\$12,239,574	-784,672	-6.41%
JUL	\$9,252,529	\$17,759,660	8,507,131	47.90%
AUG	\$7,441,550	\$9,602,400	2,160,850	22.50%
SEP	\$11,224,997	\$8,222,790	-3,002,207	-36.51%
OCT	\$8,246,456	\$5,857,400	-2,389,056	-40.79%
NOV	\$8,580,700	\$10,705,250	2,124,550	19.85%
DEC	\$7,200,900	\$7,287,245	86,345	1.18%

2006 – 2007

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2006 A	43	74	74	73	87	82	81	63	68	46	54	30
2007 A	82	59	107	80	83	76	67	65	47	53	41	30
%Diff A	47.56%	-25.42%	30.84%	8.75%	-4.82%	-7.89%	-20.90%	3.08%	-44.68%	13.21%	-31.71%	0.00%
2006 P	25	31	21	30	24	30	27	20	18	22	15	11
2007 P	22	19	28	37	31	28	54	30	25	26	22	12
%Diff P	-13.64%	-63.16%	25.00%	18.92%	22.58%	-7.14%	50.00%	33.33%	28.00%	15.38%	31.82%	8.33%
2006 S	22	34	30	38	57	46	67	37	38	25	44	34
2007 S	20	40	36	47	45	43	45	54	25	29	23	28
%Diff S	-10.00%	15.00%	16.67%	19.15%	-26.67%	-6.98%	-48.89%	31.48%	-52.00%	13.79%	-91.30%	-21.43%
2006 W	7	12	15	12	15	15	11	19	19	16	23	16
2007 W	13	17	12	10	14	18	26	22	12	21	18	12
%Diff W	46.15%	29.41%	-25.00%	-20.00%	-7.14%	16.67%	57.69%	13.64%	-58.33%	23.81%	-27.78%	-33.33%
2006 X	16	13	14	16	16	15	17	22	11	24	26	19
2007 X	25	20	23	13	21	21	24	29	24	35	20	31
%Diff X	36.00%	35.00%	39.13%	-23.08%	23.81%	28.57%	29.17%	24.14%	54.17%	31.43%	-30.00%	38.71%

Dollar Volume of Sold Listings

	2006	2007	Diff	Chg
JAN	\$3,984,159	\$4,609,600	625,441	13.57%
FEB	\$8,128,750	\$8,982,560	853,810	9.51%
MAR	\$6,523,500	\$7,397,800	874,300	11.82%
APR	\$8,774,751	\$10,988,466	2,213,715	20.15%
MAY	\$16,961,700	\$11,145,006	-5,816,694	-52.19%
JUN	\$12,239,574	\$12,149,048	-90,526	-0.75%
JUL	\$17,759,660	\$11,135,973	-6,623,687	-59.48%
AUG	\$9,602,400	\$14,688,994	5,086,594	34.63%
SEP	\$8,222,790	\$6,483,626	-1,739,164	-26.82%
OCT	\$5,857,400	\$6,714,402	857,002	12.76%
NOV	\$10,705,250	\$5,557,750	-5,147,500	-92.62%
DEC	\$7,287,245	\$7,698,433	411,188	5.34%

2007 – 2008

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2007 A	82	59	107	80	83	76	67	65	47	53	41	30
2008 A	45	68	80	66	56	64	66	50	43	43	29	27
%Diff A	-82.22%	13.24%	-33.75%	-21.21%	-48.21%	-18.75%	-1.52%	-30.00%	-9.30%	-23.26%	-41.38%	-11.11%
2007 P	22	19	28	37	31	28	54	30	25	26	22	12
2008 P	17	15	13	27	29	17	19	21	22	23	15	9
%Diff P	-29.41%	-26.67%	-115.38%	-37.04%	-6.90%	-64.71%	-184.21%	-42.86%	-13.64%	-13.04%	-46.67%	-33.33%
2007 S	20	40	36	47	45	43	45	54	25	29	23	28
2008 S	18	28	26	28	34	46	30	28	26	43	16	29
%Diff S	-11.11%	-42.86%	-38.46%	-67.86%	-32.35%	6.52%	-50.00%	-92.86%	3.85%	32.56%	-43.75%	3.45%
2007 W	13	17	12	10	14	18	26	22	12	21	18	12
2008 W	21	19	9	20	18	17	28	21	25	19	16	14
%Diff W	38.10%	10.53%	-33.33%	50.00%	22.22%	-5.88%	7.14%	-4.76%	52.00%	-10.53%	-12.50%	14.29%
2007 X	25	20	23	13	21	21	24	29	24	35	20	31
2008 X	33	27	19	27	24	19	27	19	20	21	12	24
%Diff X	24.24%	25.93%	-21.05%	51.85%	12.50%	-10.53%	11.11%	-52.63%	-20.00%	-66.67%	-66.67%	-29.17%

Dollar Volume of Sold Listings

	2007	2008	Diff	Chg
JAN	\$4,609,600	\$4,624,715	15,115	0.33%
FEB	\$8,982,560	\$5,707,575	-3,274,985	-57.38%
MAR	\$7,397,800	\$6,022,470	-1,375,330	-22.84%
APR	\$10,988,466	\$6,548,420	-4,440,046	-67.80%
MAY	\$11,145,006	\$7,767,557	-3,377,449	-43.48%
JUN	\$12,149,048	\$10,012,618	-2,136,430	-21.34%
JUL	\$11,135,973	\$7,498,846	-3,637,127	-48.50%
AUG	\$14,688,994	\$6,455,244	-8,233,750	-127.55%
SEP	\$6,483,626	\$5,717,143	-766,483	-13.41%
OCT	\$6,714,402	\$10,714,174	3,999,772	37.33%
NOV	\$5,557,750	\$4,422,801	-1,134,949	-25.66%
DEC	\$7,698,433	\$7,972,146	273,713	3.43%

2008 – 2009

Number of Listings

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
2008 A	45	68	80	66	56	64	66	43
2009 A	35	38	60	52	54	48	47	41
%Diff A	-28.57%	-78.95%	-33.33%	-26.92%	-3.70%	-33.33%	-40.43%	-4.88%
2008 P	17	15	13	27	29	17	19	20
2009 P	8	22	9	25	22	23	15	10
%Diff P	-112.50%	31.82%	-44.44%	-8.00%	-31.82%	26.09%	-26.67%	-100.00%
2008 S	18	28	26	28	34	46	30	25
2009 S	13	14	20	28	28	35	36	17
%Diff S	-38.46%	-100.00%	-30.00%	0.00%	-21.43%	-31.43%	16.67%	-47.06%
2008 W	21	19	9	20	18	17	28	20
2009 W	17	11	19	25	28	16	19	12
%Diff W	-23.53%	-72.73%	52.63%	20.00%	35.71%	-6.25%	-47.37%	-66.67%
2008 X	33	27	19	27	24	19	27	17
2009 X	30	26	23	25	22	13	22	9
%Diff X	-10.00%	-3.85%	17.39%	-8.00%	-9.09%	-46.15%	-22.73%	-88.89%

Dollar Volume of Sold Listings

	2008	2009	Diff	Chg
JAN	\$4,624,715	\$2,539,500	-2,085,215	-82.11%
FEB	\$5,707,575	\$2,781,215	-2,926,360	-105.22%
MAR	\$6,022,470	\$4,501,358	-1,521,112	-33.79%
APR	\$6,548,420	\$5,388,635	-1,159,785	-21.52%
MAY	\$7,767,557	\$5,948,412	-1,819,145	-30.58%
JUN	\$10,012,618	\$8,138,387	-1,874,231	-23.03%
JUL	\$7,498,846	\$7,890,646	391,800	4.97%
AUG	\$5,471,344	\$4,121,169	-1,350,175	-32.76%

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Prepared by JOEL PRINCE of THE PRINCIPLE GROUP, INC