



NE Atlanta Area Market Study 2002 - 2008



Presented by
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It's A Good Life!!!

Purpose:

This data is collected from the First Multiple Listing Service and dates back to 2002. There is nothing like a little objective data to put things in perspective. This should help. If the data included does not address your location then please just give me a call. I would be happy to get you what you need. This data includes **Jan-Nov 2008** and will be updated as soon as the December numbers are in.

If you have any other questions call me with those too. I am here to help.

Company:

Keller Williams Realty is one of the fastest growing companies in North America. Our growth is because we put others first. Our Atlanta offices have won the **Consumer Choice Award for 2008** because of our dedication to the customer.



Our Belief System

- | | |
|----------------------|--|
| Win-Win | Or no deal |
| Integrity | Do the right thing |
| Customers | Always come first |
| Commitment | In all things |
| Communication | Seek first to understand |
| Creativity | Ideas before results |
| Teamwork | Together everyone achieves more |
| Trust | Starts with honesty |
| Success | Results through people |

This belief system guides us in all we do and it is clear that it matters. It matters to us and it matters to our clients and customers.

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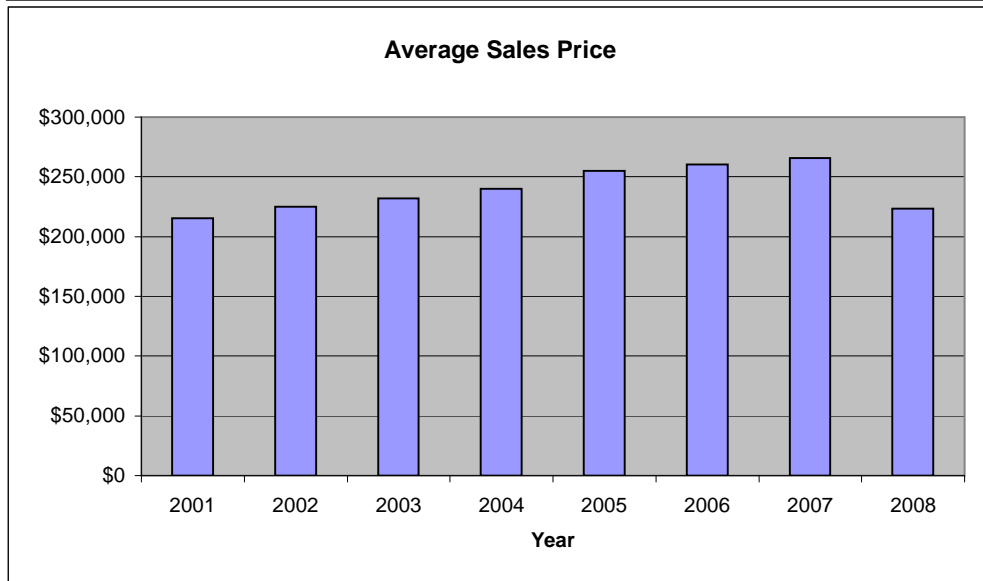
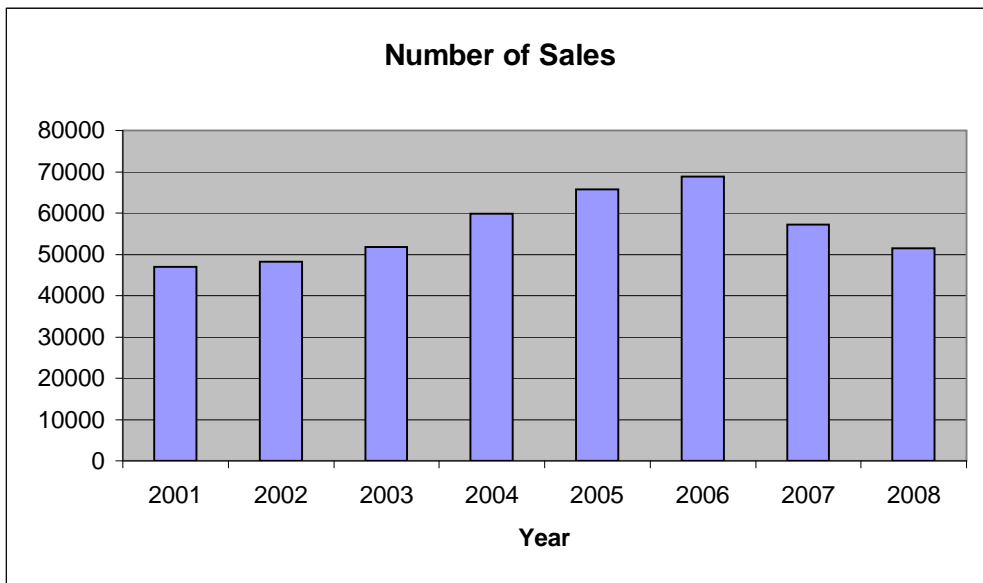
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Market Study



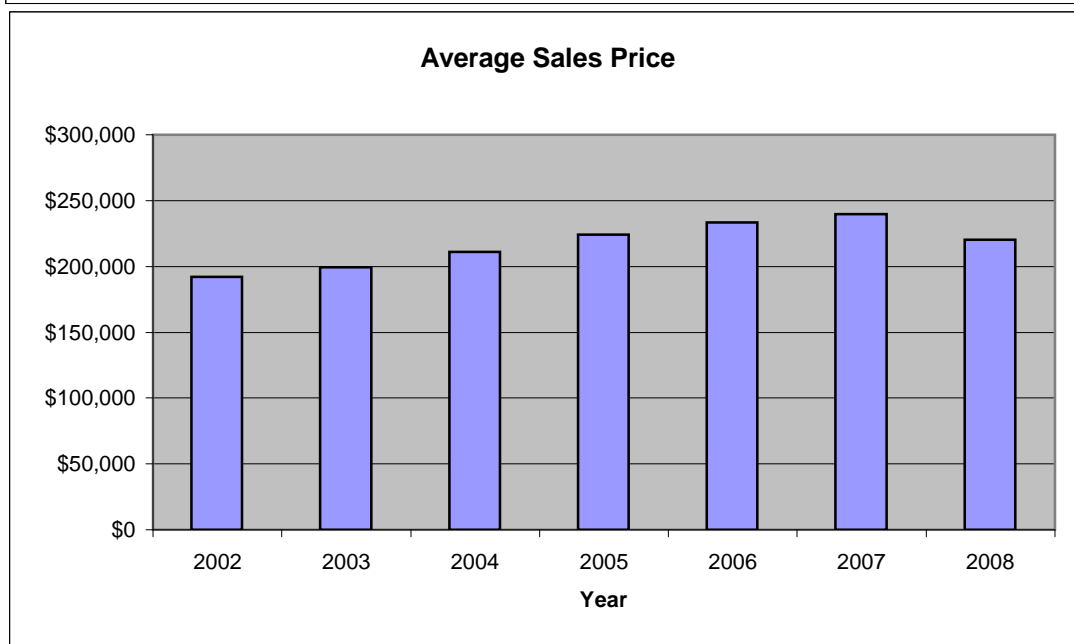
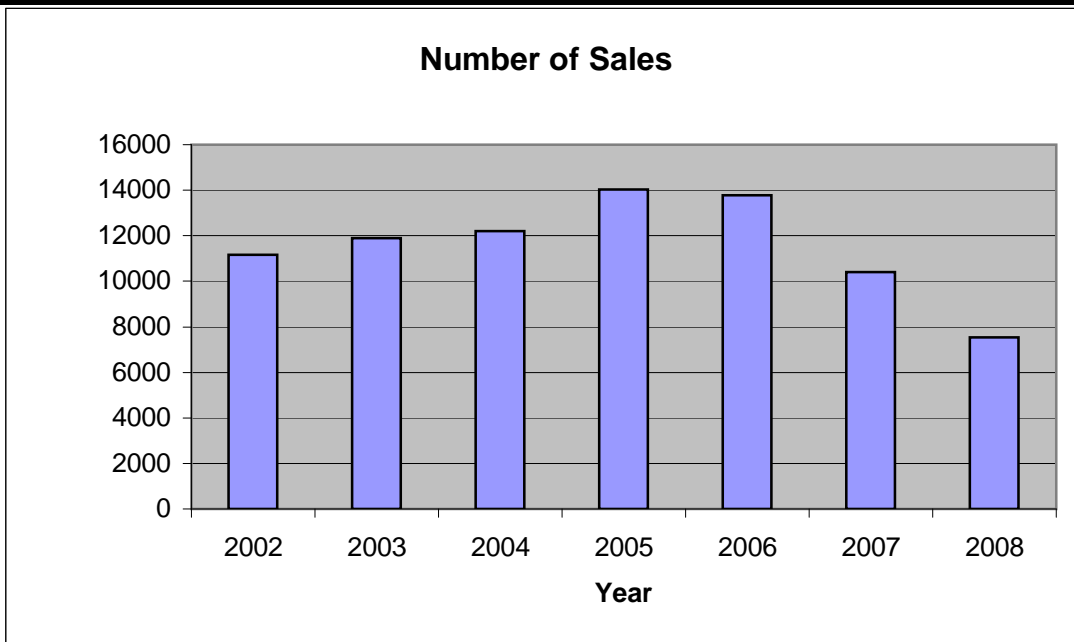
Metro Atl	2001	2002	2003	2004	2005	2006	2007	2008
Number of Sales	46967	48288	51743	59798	65803	68853	57218	51510
Average Price	\$215,434	\$224,840	\$231,846	\$239,871	\$255,168	\$260,556	\$265,732	\$223,261
% Change VS Previous Year	N/A	4.37%	3.12%	3.46%	6.38%	2.11%	1.99%	-15.98%
Days on Market	68.5	73.9	77.6	77.8	77.3	77.2	86.7	96.2
Sales \$ / List \$	98.10%	97.80%	97.70%	97.80%	97.90%	97.60%	96.70%	94.90%



Market Study



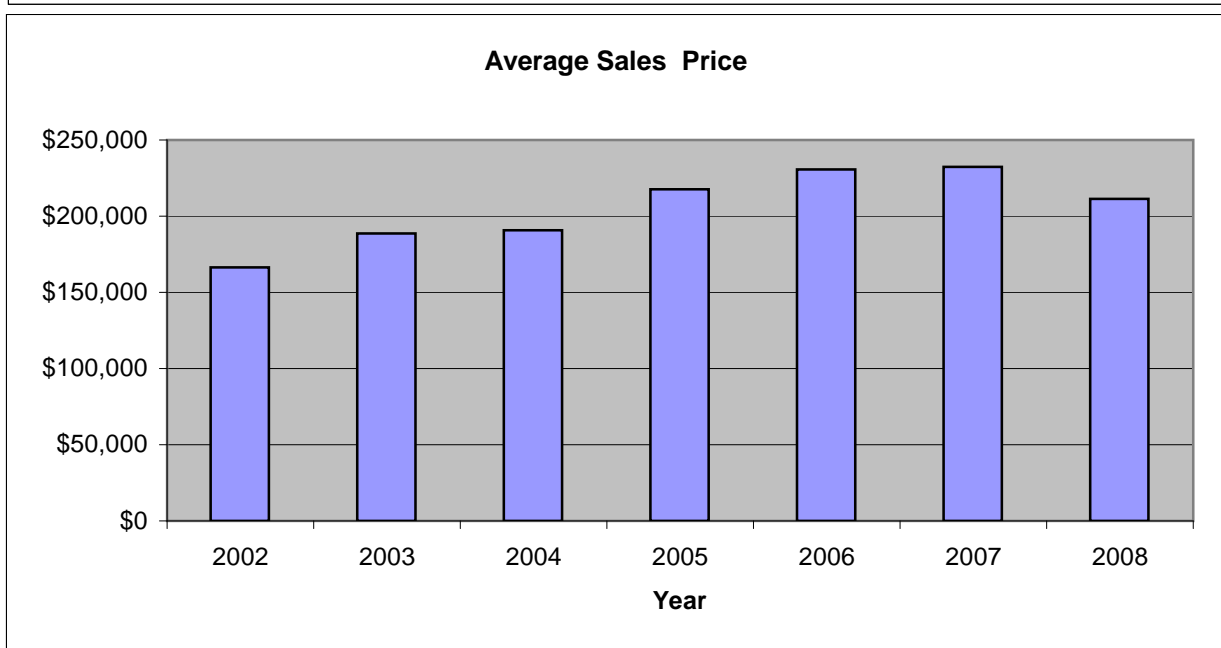
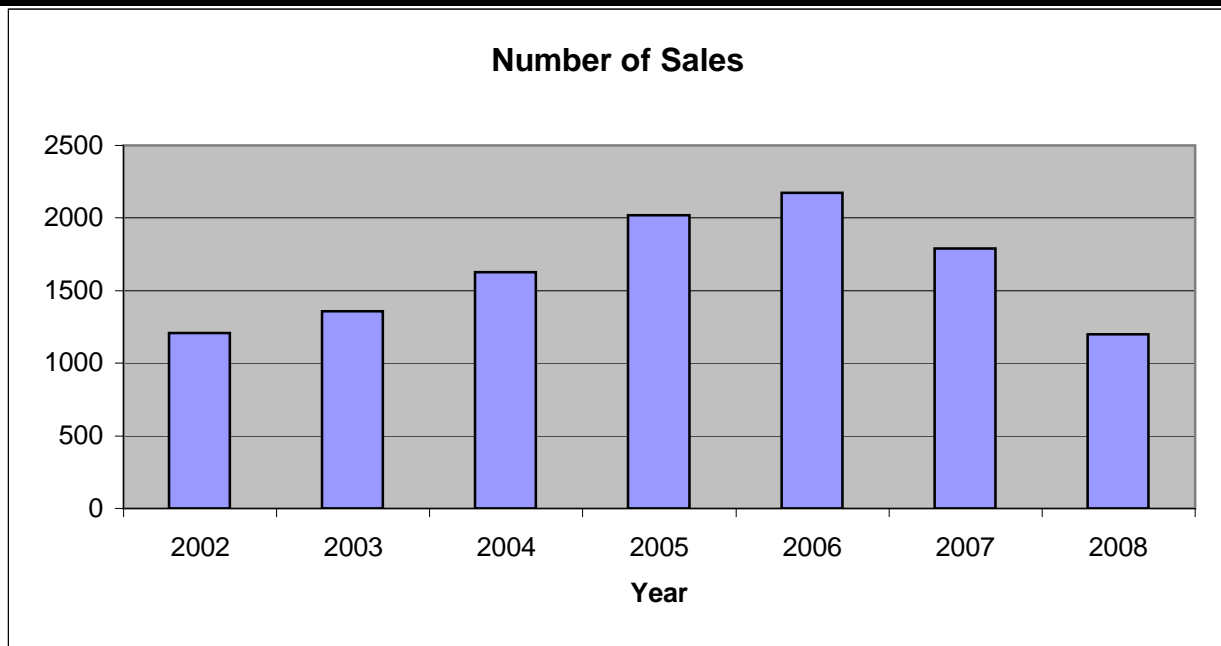
Gwinnett	2002	2003	2004	2005	2006	2007	2008
Number of Sales	11169	11893	12192	14025	13787	10391	7538
Average Price	\$191,997	\$199,360	\$211,072	\$223,958	\$233,272	\$239,707	\$220,426
% Change VS Previous Year	N/A	3.84%	5.87%	6.11%	4.16%	7.03%	-5.51%
Days on Market	76.97	79.40	78.33	76.13	72.80	85.77	93.48
Sales \$ / List \$	98.83%	98.77%	98.82%	98.57%	98.28%	97.42%	95.63%



Market Study



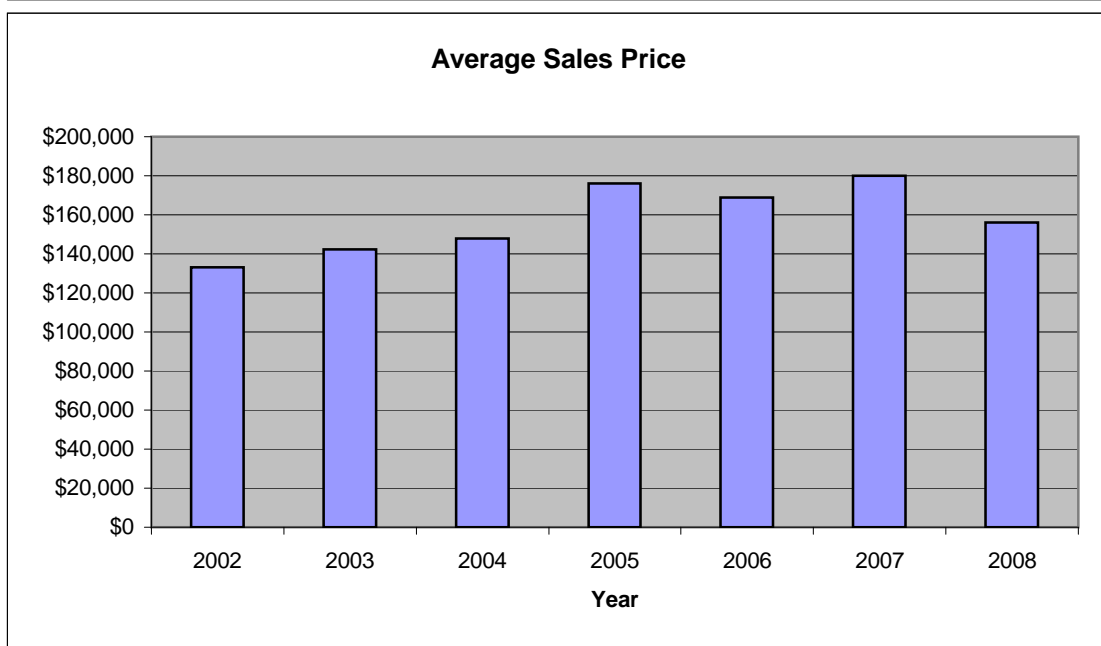
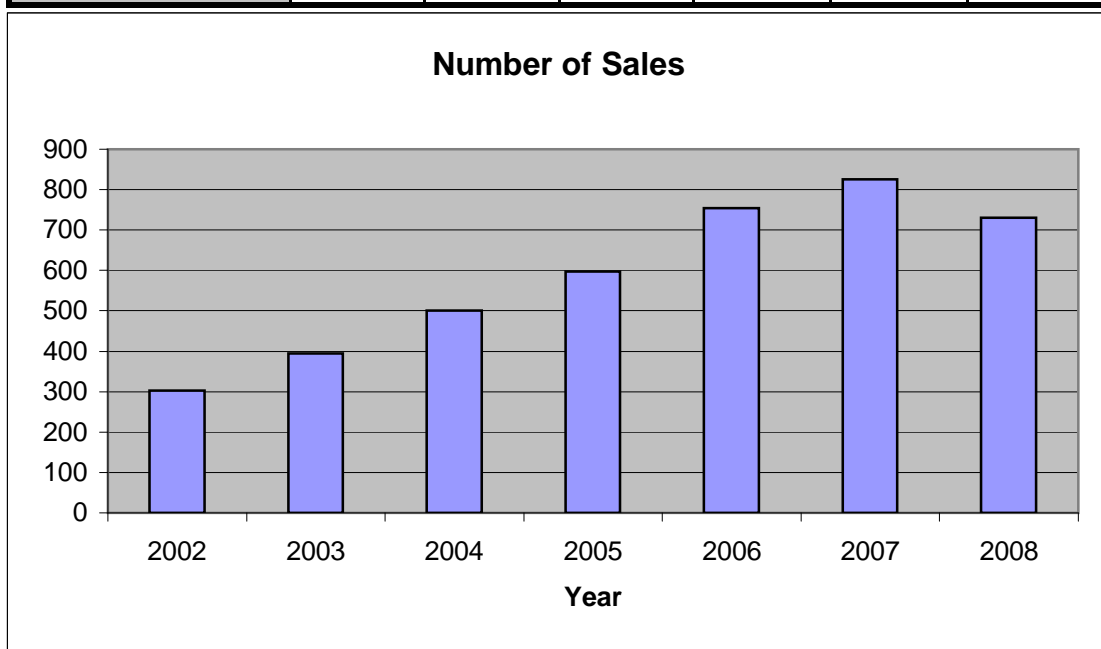
Hall	2002	2003	2004	2005	2006	2007	2008
Number of Sales	1208	1360	1628	2021	2175	1789	1198
Average Price	\$166,458	\$188,825	\$190,691	\$217,526	\$230,811	\$232,375	\$211,168
% Change VS Previous Year	N/A	13.44%	0.99%	14.07%	6.11%	0.68%	-9.13%
Days on Market	93.30	98.56	103.28	91.16	96.48	94.74	109.08
Sales \$ / List \$	97.32%	96.50%	96.76%	97.48%	96.58%	96.04%	94.30%



Market Study



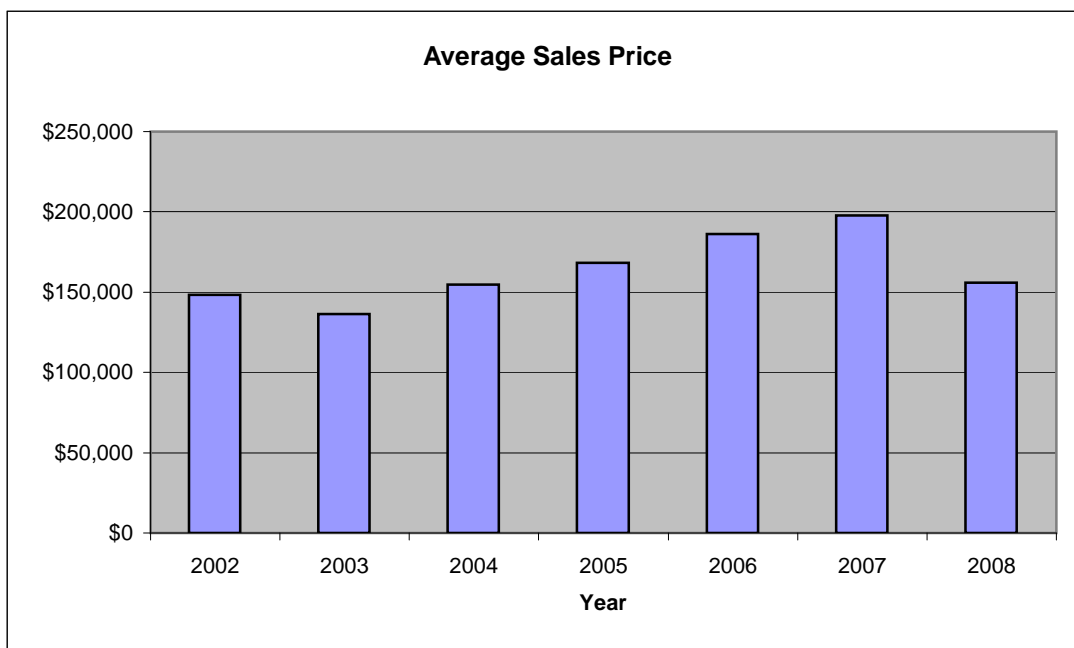
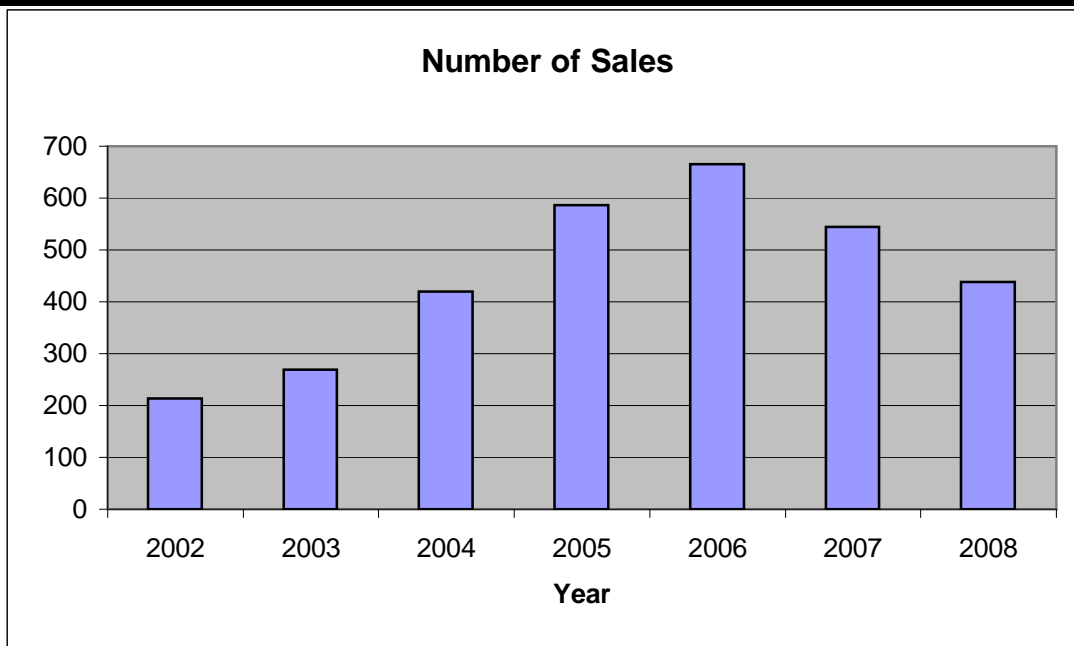
Barrow	2002	2003	2004	2005	2006	2007	2008
Number of Sales	303	394	501	598	755	825	731
Average Price	\$132,967	\$142,174	\$147,804	\$175,986	\$168,844	\$179,841	\$156,036
% Change VS Previous Year	N/A	6.92%	3.96%	19.07%	-4.06%	6.51%	-13.24%
Days on Market	85.15	92.80	99.70	108.00	84.15	89.45	103.05
Sales \$ / List \$	99.55%	99.60%	99.50%	99.60%	97.20%	97.95%	97.60%



Market Study



Jackson	2002	2003	2004	2005	2006	2007	2008
Number of Sales	214	269	420	587	665	545	438
Average Price	\$148,199	\$136,466	\$154,624	\$168,237	\$186,124	\$197,725	\$155,816
% Change VS Previous Year	N/A	-7.92%	13.31%	8.80%	10.63%	6.23%	-21.20%
Days on Market	104.13	136.67	119.00	118.50	102.73	123.27	110.13
Sales \$ / List \$	99.57%	98.73%	98.00%	98.43%	98.47%	96.80%	93.90%



Biography of Jerry Robertson

- **Real Estate Experience**
 - Licensed since 2003
 - Keller Williams Atlanta Partners North Gwinnett Office
 - Top Ten Agents - 2007
 - No. 3 Agent - 2008
 - Associate Broker since 2008
- **Affiliations**
 - Member of Local, State and National Association of Realtors
 - Certified E-Pro Agent
 - Member of Christian Motorcyclist Association
 - Held offices of Chaplain (5 years), Vice President (1 year)
 - Ministry Team Leader at 12Stone church
 - Small group leader at 12Stone church
 - ClubNet member where I am coached in best practices in Real Estate.
 - Small group leader
 - Member since 2004
 - Attended several Mastermind and Turning Point Retreats
- **Personal Background**
 - Three Children: David 30, Mike 24, Stephen 18
 - One Grandson: Andrew 2
 - Born and Raised in Indiana
 - Moved to Gwinnett Co. 1995
- **Previous Career**
 - Degree in Electrical Engineering Technology
 - 25 years as a practicing engineer in the Industrial Automation Field working primarily in the automotive industry. Experienced in software and hardware design.
 - Owned my own business developing systems for General Motors
 - Traveled globally as a sales technical advisor.
 - Member of an International Standards Team
 - Traveled extensively to Europe and Japan as part of this team
- **Leisure Activities**
 - Spending time with family and friends, Reading, Networking with people, Hiking, Hunting, and Motorcycling.