

TCF IS DOING BETTER THAN MOST!

Jan - July 2008 versus Jan - July 2007			
	Atlanta Metro+	Forsyth	TCF
# of Contracts Written	60%	68%	105%
# of Closings	75%	64%	91%
Max Sales Price			100%
Average Sales Price	92%	101%	101%
Min Sales Price			97%

On July 24th, a meeting held at the clubhouse provided information about the current market conditions in Three Chimneys and southeastern Forsyth County. There was some great news for TCF. Our number of contracts has increased over last year and our average sales

price has gone up! Compared to Forsyth County, the Atlanta metro area, and most of our neighboring communities, we are doing very well.

The presentation also covered the three types of sellers today:

Builders/New Construction – who are heavily discounting their inventory.

Institutional Sellers – Banks, government entities, relocation companies, etc. who must sell and are taking a loss to get assets off their books.

Retail Sellers – the typical homeowner trying to sell.

We discussed the fact that in today's market, homes are either an A+ or an F. Like any other product, there are wholesale and retail prices. To obtain a retail price a home has to be in top retail condition. We also shared information about foreclosures in the community. Included in the presentation were extensive details about which features are selling in the various price ranges. Visit RamonaSellsTCF.com to access the presentation, a tool to evaluate your home's worth, and comparisons to our neighboring communities.