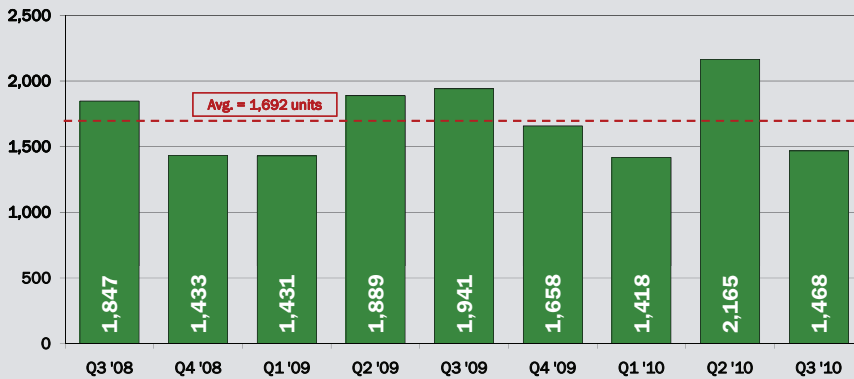
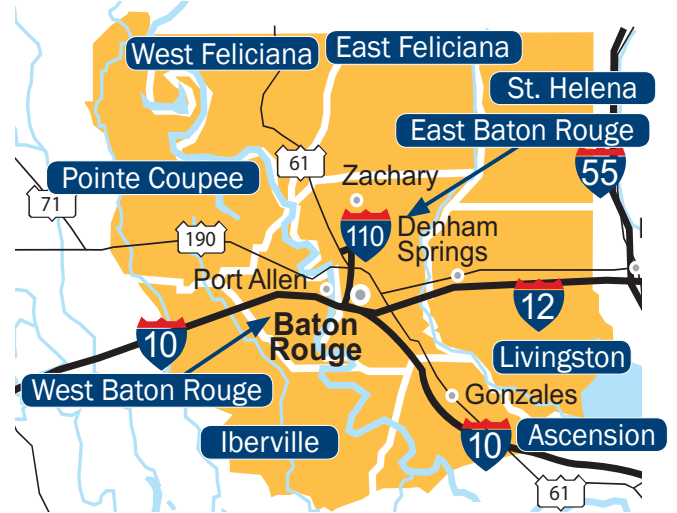




The Greater Baton Rouge residential market consists of the parishes of East and West Baton Rouge, Livingston, Ascension, Iberville, St. Helena, East and West Feliciana and Pointe Coupee.

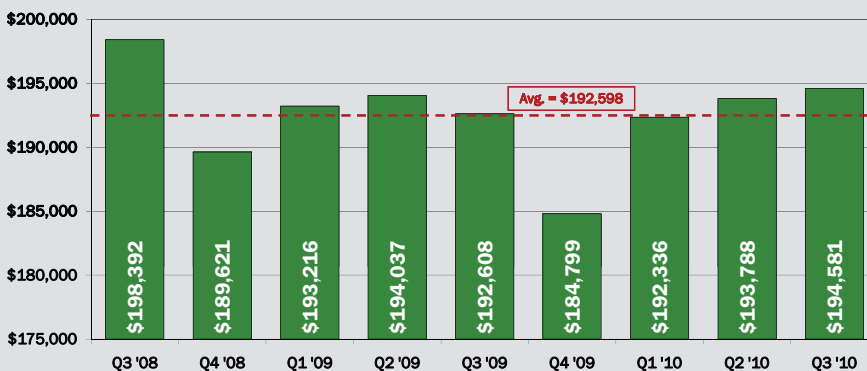
5,051 residential listings sold during the first 3 quarters of 2010, with a significant increase in activity during the 2<sup>nd</sup> quarter as a result of the expired Federal Tax Credit. Units sold decreased during the 3<sup>rd</sup> quarter 2010, which caused an increase in months supply of inventory. This is a reflection of the market correcting for the surge in units sold in the 2<sup>nd</sup> quarter 2010 due to the expired Federal Tax Credit. Residential average sold prices have steadily increased over the last 4 quarters, reaching \$194,581 in the 3<sup>rd</sup> quarter 2010.

Although the economic downturn has affected this market due to job loss and inability to qualify for financing, historically low interest rates on mortgages make homeownership more affordable and will continue to drive the Greater Baton Rouge market in the future.



### TOTAL UNITS SOLD

- 1,468 properties sold in the 3<sup>rd</sup> quarter
- Decrease since 2<sup>nd</sup> quarter 2010



### AVERAGE SOLD PRICE

- 3<sup>rd</sup> quarter average sold price was \$194,581
- Steady increase over the last 4 quarters
- Slightly higher than average sold price in the 3<sup>rd</sup> quarter 2009

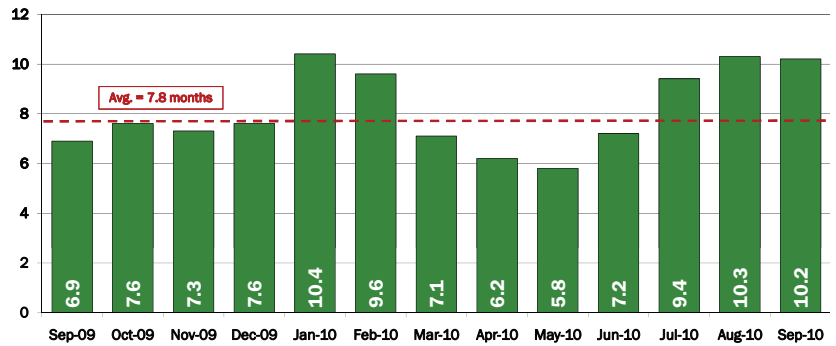
Based on Residential Listings in the Greater Baton Rouge Association of Realtors MLS



## MONTHS SUPPLY OF INVENTORY

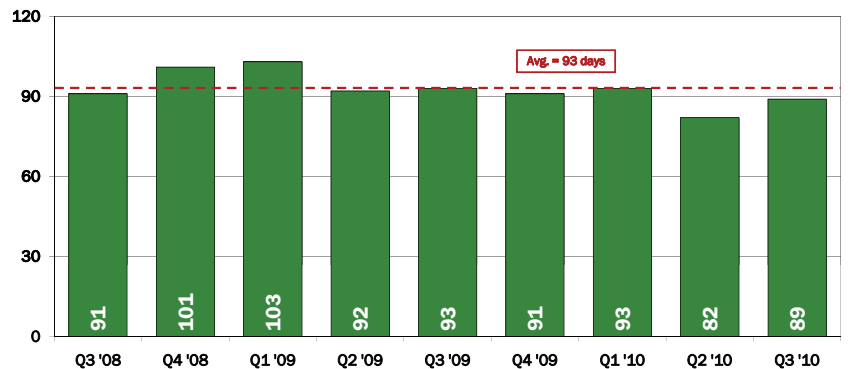
Months Supply of Inventory, a measure of supply and demand, is an estimation of how long it will take for all the market's properties to be sold, based on the number of properties for sale on the last day of the month and the number sold during the month.

- 10.2 months supply in September 2010
- Higher over the last 3 months due to the decrease in units sold in the 3<sup>rd</sup> quarter, a result of the expired Federal Tax Credit



## AVERAGE DAYS ON MARKET

- During the 3<sup>rd</sup> quarter, listings were on the market for an average of 89 days before selling
- Slightly longer than the 2<sup>nd</sup> quarter 2010
- 4 days shorter than the same period in 2009



## 3<sup>RD</sup> QUARTER RESIDENTIAL STATS BY PARISH

	Units Sold	Avg. Sold Price	Avg. Sold Days on Market	# For Sale at End of Qtr.
East Baton Rouge	874	\$204,519	82	2,602
Livingston	242	\$156,380	88	881
Ascension	234	\$209,371	101	779
West Baton Rouge	37	\$186,436	71	94

Based on Residential Listings in the Greater Baton Rouge Association of Realtors MLS

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