

GEORGIA ASSOCIATION OF REALTORS® MEMBERSHIP REPORT - December 2010

| Board Names                  | Membership Types |               |                   |              |                      |            |                         |            | TOTALS        |               |               | COMPARISON     |                |
|------------------------------|------------------|---------------|-------------------|--------------|----------------------|------------|-------------------------|------------|---------------|---------------|---------------|----------------|----------------|
|                              | REALTORS®        |               | AFFILIATE MEMBERS |              | INSTITUTE AFFILIATES |            | NON-MEMBER SALESPERSONS |            | TO DATE       | YEAR END      | SAME MONTH    | MO:YR          | MO:MO          |
|                              | YTD              | YTME          | YTD               | YTME         | YTD                  | YTME       | YTD                     | YTME       | YTD           | DEC           | YTME          | YTD 10         | YTD 10         |
|                              | 2010             | 12/31/2009    | 2010              | 12/31/2009   | 2010                 | 12/31/2009 | 2010                    | 12/31/2009 | 2010          | 2009          | 12/31/2009    | Compared To    | Compared To    |
|                              |                  |               |                   |              |                      |            |                         |            |               |               |               | Year End       | Dec-09         |
| 400 NORTH                    | 671              | 853           | 18                | 30           | 1                    | 2          |                         |            | 690           | 885           | 885           | (195)          | (195)          |
| ALBANY                       | 304              | 325           | 30                | 18           |                      | 1          |                         |            | 334           | 347           | 344           | (13)           | (10)           |
| ALTAMAHA BASIN               | 64               | 68            | 5                 | 6            |                      |            |                         |            | 69            | 74            | 74            | (5)            | (5)            |
| AMERICUS                     | 42               | 40            | 12                | 7            |                      |            |                         |            | 54            | 47            | 47            | 7              | 7              |
| ATHENS AREA                  | 575              | 632           | 51                | 53           |                      |            | 28                      | 25         | 654           | 710           | 710           | (56)           | (56)           |
| ATLANTA                      | 5,708            | 6,512         | 35                | 52           | 17                   | 13         | 78                      | 147        | 5,838         | 6,724         | 6,724         | (886)          | (886)          |
| ATLANTA COMMERCIAL           | 2,120            | 2,266         | 68                | 78           | 227                  | 244        | 37                      | 53         | 2,452         | 2,641         | 2,641         | (189)          | (189)          |
| BARTOW AREA                  | 238              | 260           | 17                | 15           |                      |            | 5                       | 9          | 260           | 284           | 284           | (24)           | (24)           |
| CAMDEN/CHARLTON              | 167              | 194           | 19                | 26           |                      |            |                         |            | 186           | 220           | 220           | (34)           | (34)           |
| CARPET CAPITAL               | 195              | 224           | 31                | 25           | 1                    | 1          |                         |            | 227           | 250           | 250           | (23)           | (23)           |
| CENTRAL GEORGIA              | 332              | 351           | 22                | 22           |                      |            |                         |            | 354           | 373           | 373           | (19)           | (19)           |
| CHEROKEE                     | 781              | 963           | 9                 | 37           | 2                    | 2          |                         |            | 792           | 1,003         | 1,002         | (211)          | (210)          |
| CLASSIC SOUTH                | 59               | 63            | 8                 | 7            |                      |            |                         |            | 67            | 70            | 70            | (3)            | (3)            |
| COBB                         | 1,277            | 1,540         | 40                | 9            | 7                    | 10         |                         |            | 1,324         | 1,559         | 1,559         | (235)          | (235)          |
| COLUMBUS                     | 665              | 643           | 55                | 62           | 4                    | 3          |                         |            | 724           | 710           | 708           | 14             | 16             |
| CRISP AREA                   | 38               | 33            | 1                 |              |                      |            |                         |            | 39            | 34            | 33            | 5              | 6              |
| DEKALB                       | 1,240            | 1,626         | 18                | 20           |                      |            |                         |            | 1,258         | 1,646         | 1,646         | (388)          | (388)          |
| DOUGLAS-COFFEE               | 40               | 39            | 19                | 20           |                      |            |                         |            | 59            | 59            | 59            | 0              | 0              |
| DUBLIN                       | 62               | 55            | 13                | 18           |                      |            |                         |            | 75            | 73            | 73            | 2              | 2              |
| EAST METRO                   | 387              | 498           | 21                | 24           |                      |            |                         |            | 408           | 523           | 522           | (115)          | (114)          |
| FAYETTE COUNTY               | 525              | 632           | 48                | 45           |                      |            |                         |            | 573           | 682           | 677           | (109)          | (104)          |
| GOLDEN ISLES                 | 578              | 622           | 53                | 90           |                      |            |                         |            | 631           | 712           | 712           | (81)           | (81)           |
| GORDON                       | 96               | 108           | 8                 | 11           |                      |            | 1                       |            | 105           | 119           | 119           | (14)           | (14)           |
| GREATER AUGUSTA              | 1,166            | 1,220         | 26                | 22           | 1                    |            |                         |            | 1,193         | 1,242         | 1,242         | (49)           | (49)           |
| GREATER ROME                 | 261              | 280           | 41                | 45           |                      |            |                         |            | 302           | 325           | 325           | (23)           | (23)           |
| HABERSHAM, WHITE, STEPHENS   | 247              | 322           | 14                | 24           |                      |            |                         |            | 261           | 346           | 346           | (85)           | (85)           |
| HALL COUNTY                  | 264              | 348           | 7                 | 9            | 4                    | 4          |                         |            | 275           | 372           | 361           | (97)           | (86)           |
| Hart, Franklin, Stephens BOR | 18               |               | 2                 |              |                      |            |                         |            | 20            |               | 20            | 20             | 20             |
| HEART OF GEORGIA             | 205              | 231           | 15                | 15           |                      |            |                         |            | 220           | 257           | 246           | (37)           | (26)           |
| HINESVILLE                   | 140              | 143           | 21                | 21           |                      |            |                         |            | 161           | 164           | 164           | (3)            | (3)            |
| I-85 NORTH                   | 120              | 280           | 17                | 24           |                      |            |                         |            | 137           | 304           | 304           | (167)          | (167)          |
| LAKE COUNTRY                 | 290              | 324           | 2                 | 20           |                      |            |                         |            | 292           | 344           | 344           | (52)           | (52)           |
| METRO SOUTH                  | 989              | 1,377         | 21                | 28           |                      |            |                         |            | 1,010         | 1,405         | 1,405         | (395)          | (395)          |
| MIDDLE GA                    | 472              | 513           | 33                | 39           | 3                    | 4          |                         |            | 508           | 556           | 556           | (48)           | (48)           |
| MOULTRIE                     | 70               | 76            | 2                 | 9            | 1                    | 1          |                         |            | 73            | 86            | 86            | (13)           | (13)           |
| NE ATLANTA METRO             | 2,552            | 3,347         | 24                | 41           | 5                    | 3          |                         |            | 2,581         | 3,391         | 3,391         | (810)          | (810)          |
| NEWMAN-COWETA                | 259              | 316           | 13                | 11           | 1                    |            |                         |            | 273           | 327           | 327           | (54)           | (54)           |
| NORTHEAST GEORGIA            | 671              | 807           | 22                | 35           |                      |            |                         |            | 693           | 844           | 842           | (151)          | (149)          |
| NW GA-CHATTANOOGA            | 168              | 184           |                   |              |                      |            | 5                       | 4          | 173           | 191           | 188           | (18)           | (15)           |
| Paulding County              | 221              | 124           | 23                | 36           |                      |            |                         |            | 244           | 160           | 160           | 84             | 84             |
| PERRY                        | 31               | 38            |                   | 2            |                      | 1          |                         |            | 31            | 41            | 41            | (10)           | (10)           |
| PICKENS COUNTY               | 137              | 150           | 20                | 16           |                      |            | 3                       | 3          | 160           | 169           | 169           | (9)            | (9)            |
| RABUN COUNTY                 | 105              | 146           | 20                | 20           |                      |            |                         |            | 125           | 166           | 166           | (41)           | (41)           |
| RCA SAVANNAH H-H             | 59               | 58            | 11                | 15           | 2                    |            | 2                       | 3          | 74            | 78            | 76            | (4)            | (2)            |
| SAVANNAH                     | 1,258            | 1,474         | 69                | 82           | 1                    | 1          | 81                      | 123        | 1,409         | 1,681         | 1,680         | (272)          | (271)          |
| SOUTHEAST GEORGIA            | 28               | 37            | 1                 | 2            |                      |            |                         |            | 29            | 39            | 39            | (10)           | (10)           |
| SOUTHWEST GEORGIA            | 123              | 133           | 18                | 17           |                      |            |                         |            | 141           | 150           | 150           | (9)            | (9)            |
| STATESBORO                   | 132              | 139           | 28                | 21           |                      |            |                         |            | 160           | 160           | 160           | 0              | 0              |
| THOMASVILLE AREA             | 117              | 138           | 15                | 20           |                      |            |                         |            | 132           | 158           | 158           | (26)           | (26)           |
| TIFTAREA                     | 96               | 114           | 16                | 14           |                      | 1          |                         |            | 112           | 129           | 129           | (17)           | (17)           |
| TROUP COUNTY                 | 166              | 183           | 18                | 18           |                      |            |                         |            | 184           | 201           | 201           | (17)           | (17)           |
| VALDOSTA                     | 258              | 291           | 31                | 26           | 1                    |            |                         |            | 290           | 318           | 317           | (28)           | (27)           |
| WALTON-BARROW                | 193              | 226           | 9                 | 7            |                      |            | 1                       | 1          | 203           | 234           | 234           | (31)           | (31)           |
| WEST GEORGIA                 | 367              | 330           | 36                | 17           |                      |            |                         |            | 403           | 388           | 347           | 15             | 56             |
| WEST METRO                   | 285              | 347           |                   | 19           |                      |            |                         |            | 285           | 366           | 366           | (81)           | (81)           |
| GAR DIRECT                   | 289              | 281           |                   |              |                      |            |                         |            | 289           | 278           | 281           | 11             | 8              |
|                              | REALTORS         |               | AFFILIATE MEMBERS |              | INSTITUTE AFFILIATES |            | NON-MEMBER SALESPERSONS |            | TOTALS        |               |               |                |                |
| <b>TOTALS</b>                | <b>27,921</b>    | <b>32,524</b> | <b>1,176</b>      | <b>1,350</b> | <b>278</b>           | <b>291</b> | <b>241</b>              | <b>368</b> | <b>29,616</b> | <b>34,615</b> | <b>34,533</b> | <b>(4,999)</b> | <b>(4,917)</b> |
| Change From 2009 (#)         | (4,603)          |               | (174)             |              | (13)                 |            | (127)                   |            |               | (4,999)       | (4,917)       |                |                |
| Change From 2009 (%)         | -14.2%           |               | -12.9%            |              | -4.5%                |            | -34.5%                  |            |               |               |               | -14.4%         | -14.2%         |