

Area Demographics

Fannin County is the 13th fastest growing housing market in the United States according to recently released U.S. Census figures on new home construction. The area continues to grow with an anticipated 20% increase in population by 2010.

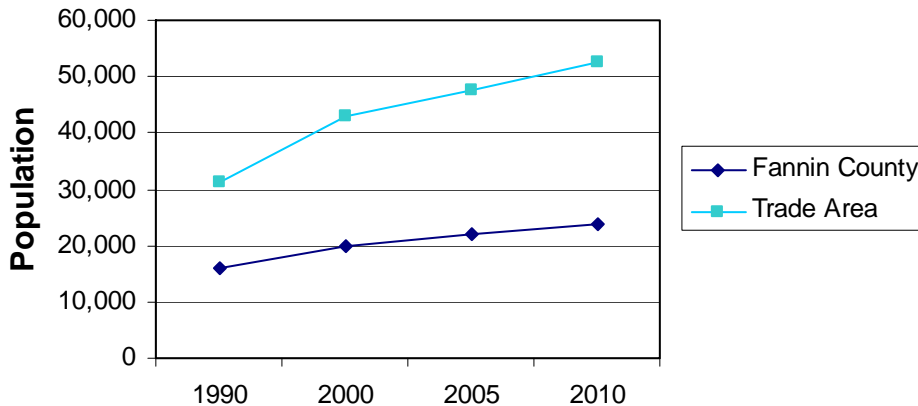
Demographic Overview

	Fannin County	Trade Area
		(20 mile area)
2007 Population (est.)	22,392	49,599
Projected Population (2010)	24,141	53,684
Number of Households	9,748	20,877
Median Household Income	\$36,080	\$36,289

Area Population

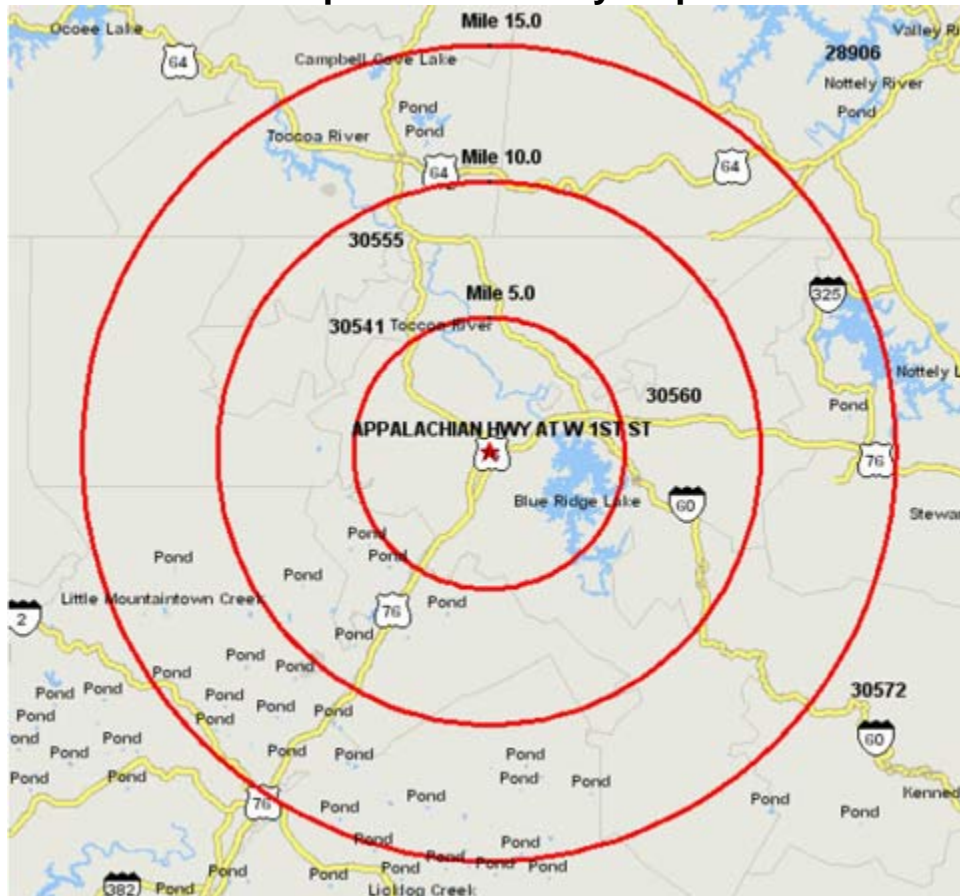
	Overall	% Under				
		20	%21-34	% 35-49	% 50-64	% 65 and over
Fannin Trade Area	22,392	22.2%	17.0%	19.3%	19.9%	21.6%
	49,599	23.9%	18.2%	19.6%	19.4%	18.9%

Population Growth



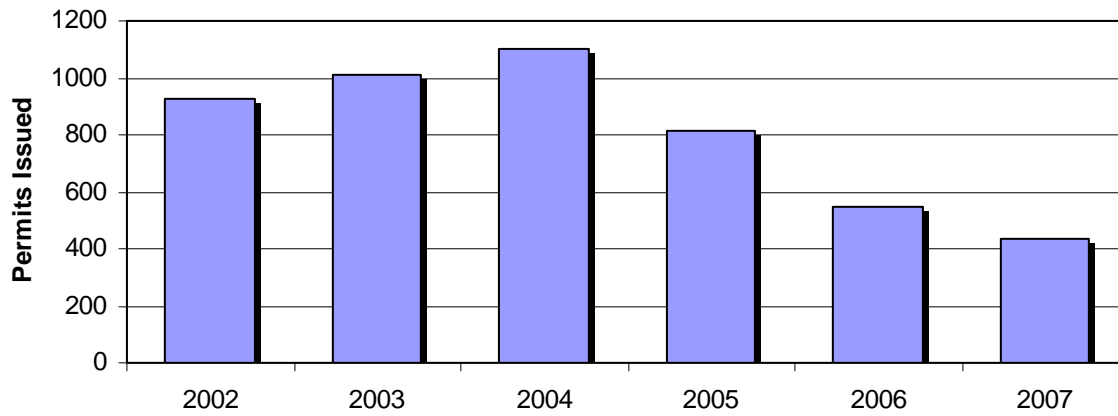
Source: Claritas

Population Density Map



Fannin County was recently named one of the top five places in the United States to own a vacation home by Smart Money Magazine. While the number of permanent residents continues to steadily rise so does the number of second home owners.

Building Permits



Area Building Permits

	2001	2002	2003	2004	2005	2006	Valuation of Construction - 2006
Fannin	835	929	1008	1100	813	548	\$88,379,357.00
Union	421	488	517	543	560	485	\$75,646,869.00
Towns	234	245	235	266	362	397	\$72,695,083.00
Gilmer	576	608	664	776	666	647	\$102,226,110.00
Trade Area	2066	2270	2424	2685	2401	2077	\$338,947,419.00

Source: U.S Census

Fannin County Real Estate Sales

	2005	2006	2007
Total MLS Sales Reported	1579	1224	670
Avg. Sales Price	\$261,275	\$275,193	\$248,627