

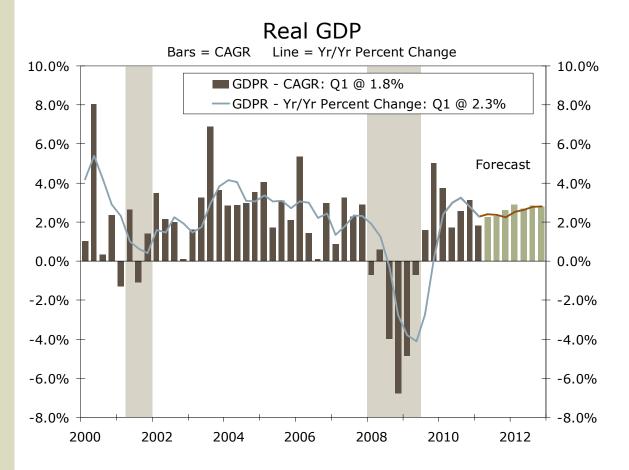
## Economic Outlook ACCG Annual Meeting

May 2, 2011

Together we'll go far



The economy is expanding with real GDP now above its prerecession peak



Source: U.S. Department of Commerce and Wells Fargo Securities, LLC

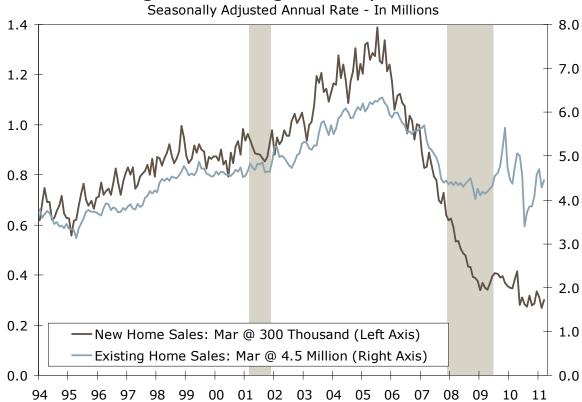
Government consumption shaved 1.1 percentage points from GDP in the first quarter amid lower defense spending and state and local budget pressures

#### Contributions to U.S. Real GDP Percentage Points at Annual Rate 8% 8% 6% 6% 4% 4% 2% 2% 0% 0% -2% -2% -4% -4% -6% -6% ■ Government : Q1 @ -1.1% ■ Net Exports : Q1 @ -0.1% ■ Inventories: Q1 @ 0.9% -8% -8% ■ Residential: Q1 @ -0.1% ■ Equipment & Software: Q1 @ 0.8% -10% -10% ■ Structures: Q1 @ -0.6% Consumption: Q1 @ 1.9% -12% -12% 2010 2006 2007 2008 2009 2011

Source: U.S. Department of Commerce and Wells Fargo Securities, LLC

Homes sales have yet to see a genuine recovery with a large share of sales coming from distressed transactions and investors

## Existing & New Single Family Home Sales

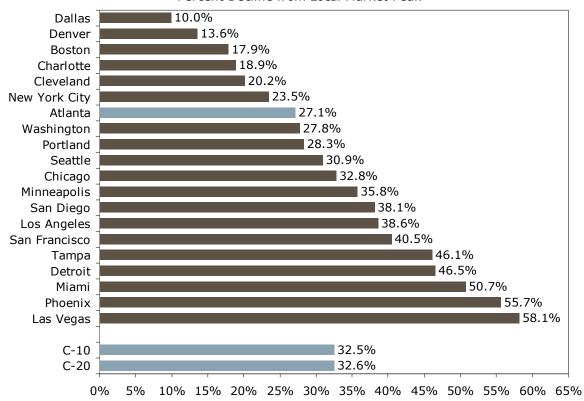


Source: National Association of Realtors, U.S. Department of Commerce and Wells Fargo Securities, LLC

Home prices appear to have bottomed, but cities that experienced the housing boom will take longer to recover as prices unwind

## S&P Case-Shiller Home Prices

Percent Decline from Local Market Peak

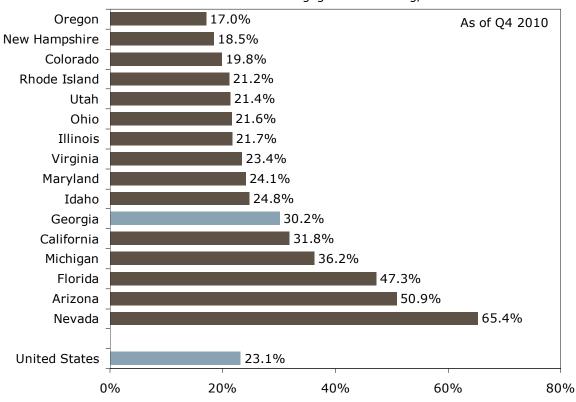


Source: Federal Housing Finance Agency, National Association of Realtors, S&P Corp. and Wells Fargo Securities, LLC

States like Nevada, Arizona,
Florida, Michigan and
California, which tend to lead
the nation in foreclosures and
share of homes with negative
equity, are most at risk for
additional price declines

## Negative Equity Mortgages - By State

Percent of Mortgages Outstanding, NSA



Source: Mortgage Bankers Association and Wells Fargo Securities, LLC

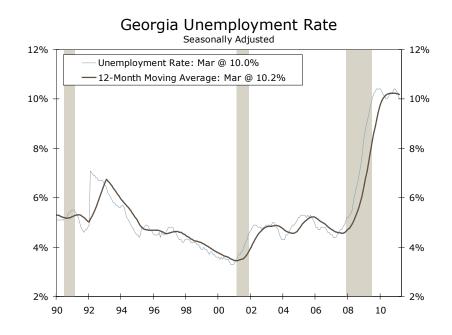
## Georgia

## The local employment picture is stabilizing

## Payroll Employment

#### Georgia Nonfarm Employment 3-Month Moving Averages 8% 8% 6% 6% 4% 4% 2% 2% -2% -2% -4% -3-Month Annual Rate: Mar @ -1.2% -6% -6% Year-over-Year Percent Change: Mar @ 0.2% - Household: Year-over-Year Percent Change: Mar @ -0.6% -8% 10 90 92 96 98 00 06

## Unemployment

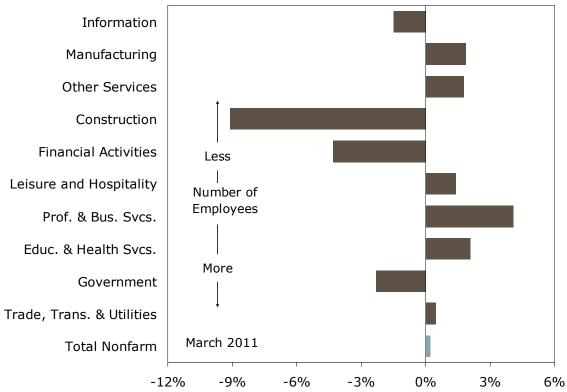


Source: U.S. Department of Labor and Wells Fargo Securities, LLC

The government, financial activities and construction sectors are weighing on employment growth

## Georgia Employment Growth by Industry

Year-over-Year Percent Change of 3-Month Moving Average



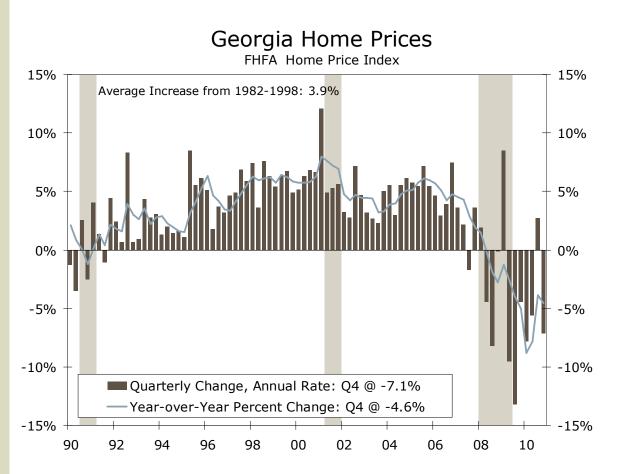
Source: U.S. Department of Labor and Wells Fargo Securities, LLC

Personal income has rebounded over the last year

#### Georgia Personal Income Bars = Compound Annual Rate Line = Yr/Yr % Change 18% 18% 15% - 15% 12% 12% 9% 9% 6% 6% 3% 3% 0% 0% -3% -3% Georgia Personal Income: Q4 @ 3.5% -6% -6% Georgia Personal Income: Q4 @ 3.6% -9% -9% 96 97 98 99 04 05 07 08 09 10 00 01 02 03 06

Source: U.S. Department of Commerce and Wells Fargo Securities, LLC

The housing picture remains bleak with home prices expected to fall through 2011



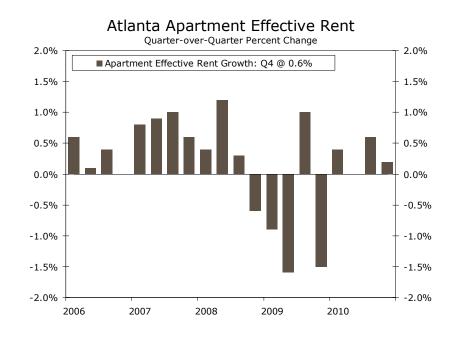
Source: Federal Housing Finance Agency and Wells Fargo Securities, LLC

The apartment market has shown strength in recent quarters with vacancy rates declining, net absorptions rising, and effective rents increasing

## **Supply & Demand**

#### Atlanta Apartment Supply & Demand Percent, Thousands of Units 5.0 13% 12% 4.0 3.0 11% 10% 9% 7% -1.0 6% -2.0 Apartment Completions: Q4 @ 154 Units (Right Axis) 5% -3.0 Apartment Net Absorption: Q4 @ 2,902 Units (Right Axis) - Apartment Vacancy Rate: Q4 @ 9.7% (Left Axis) -4.0 2006 2007 2008 2009 2010

#### **Effective Rent**



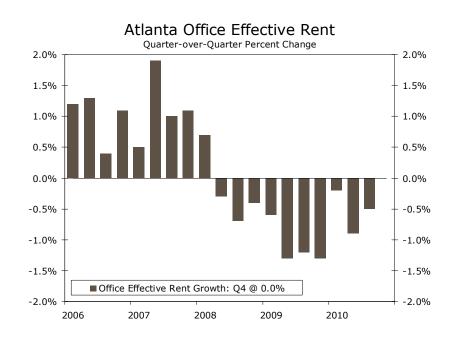
Source: REIS, Inc. and Wells Fargo Securities, LLC

## Atlanta's office market continues to face headwinds

## **Supply & Demand**

#### Atlanta Office Supply & Demand Percent, Thousands of Square Feet 24% 2,000 1,500 22% 20% 1,000 500 18% 16% 14% -500 12% Office Completions: Q4 @ 0 SF (Right Axis) -1,000 Office Net Absorption: Q4 @ -224,000 SF (Right Axis) Office Vacancy Rate: Q4 @ 20.9% (Left Axis) 10% -1,500 2010 2006 2007 2008 2009

### **Effective Rent**



Source: REIS, Inc. and Wells Fargo Securities, LLC

# Appendix

## A Sampling of Our Recent Special, Regional & Industry Commentary

To view any of our past research please visit:

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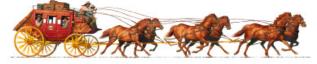
	Recent Special Commentary		
Date	Title	Authors	
April- 28 April- 27 April- 20 April- 18 April- 13 April- 06 April- 05	Character of Recovery IV: Sector and Employment Difference FOMC: Complete QE2 and Sail Into Uncertain Seas Gold Not in Bubble TerritoryYet Are Germans About to Change Their Thrifty Ways? Employment Dynamics and State Competitiveness Is What's Good for McDonald's Good for America? A Primer on Consumer Confidence	Silvia & Iqbal Silvia Anderson & Kashmarek Bryson & Kruse Vitner, Brown & Watt Vitner Vitner & Quinlan	
March-28 March-22 March-21 March-11 March-09 March-01 March-01 March-01	Housing Chartbook: March 2011 The State of States: A Quantitative Approach The Outlook for Central Bank Policy Rates Of Oil, Nuclear Energy and the MENA Credit Quality Monitor: March 2011 Small Business Indicators Turn Positive Texas Continues to Lead the Recovery Recovery Gives Way to Expansion, or Does It? California Economic Outlook: March 2011	Vitner, Khan & Seydl Vitner, Khan, Iqbal & Watt Bryson & Quinlan Aleman Anderson & Kashmarek Silvia & Brown Vitner, Aleman & Kruse Vitner & Seydl Anderson	
February-25 February-24 February-14 February-14 February-04	Housing Data Wrap Up: February 2011 Higher Oil Prices, if Sustained, Would Undermine Growth Florida After the Great Reset Can America Double Its Exports in Five Years? Commercial Real Estate Chartbook: Quarter 4	Vitner & Khan Vitner & Seydl Vitner & Seydl Bryson & Kruse Vitner, Khan & Seydl	
January-27 January-24 January-20 January-18 January-07 January-04 January-03 January-03	Housing Chartbook: January 2011 The State of Economic Development Incentives States Face Numerous Challenges European Sovereign Debt: Where is the Exposure? The Labor Market Is Far From Out of the Woods European Debt Crisis: What's Next? North Carolina Is Still Well Off Its Glory Days Early Challenges Await Dilma, Brazil	Vitner, Khan & Seydl Silvia, Brown & Seydl Vitner, Brown & Watt Bryson Vitner & Seydl Bryson Vitner Aleman	
December- 23 December- 22 December- 22 December- 20 December- 17 December- 17 December- 13 December- 10 December- 08 December- 07 December- 07	New Jersey Economic Outlook: December 2010 2010 Census: Slowest Population Growth Since the 1930s Georgia Economic Outlook: December 2010 Shifting Drivers of Canadian Economic Growth Housing Data Wrap Up: December 2010 Arizona's Economy Still Struggling Arkansas Economic Outlook Resilient Pennsylvania Faces Next Challenge Credit Quality Monitor: December 2010 Annual Economic Outlook 2011: Turning The Corner Tax Cut Deal Reduces Uncertainty North Carolina Economic Outlook: Growth	Vitner, Khan & Watt Vitner & Seydl Vitner & Seydl Vitner & Seydl Bryson & Quinlan Vitner & Khan Aleman & Kruse Silvia & Brown Bryson, Quinlan & Seydl Anderson & Kashmarek Entire Group Silvia & Brown Silvia & Brown	
November-18 November-17 November-15 November-12 November-03	Housing Chartbook: November 2010 Global Chartbook: November 2010 Retailers Can Expect a Happy Holiday Commercial Real Estate Chartbook: Quarter 3 FOMC: QE 1.6 Sets Sail in Uncertain Seas	Vitner & Khan Vitner & Quinlan Vitner & Khan Silvia	
October-26 October-20 October-07 October-07 October-04	Would Canadian-Style Budget Cutting Work in America? Housing Data Wrap-Up: October 2010 Structural Unemployment: Fact, Fiction or Too Early to Tell? Canadian Economic Recovery: Update & Outlook Will India Reach Its Long-Run Growth Potential?	Bryson & Quinlan Vitner & Khan Silvia & Khan Bryson & Quinlan Bryson	

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Together we'll go far



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