

## Detroit, MI

(3,880 single-family permits in 2007, 51st largest market in the country)

**Traffic below agents' expectations.** Traffic remained at weak levels in December, with our buyer traffic index showing slight improvement to 24 from 14 in November, but again remaining below agents' expectations (any readings below 50 point to buyer traffic below expectations). 68% of agents said traffic fell short of expectations, 16% said it exceeded expectations, and 16% said it was in-line with expectations.

**Prices and incentives deteriorate.** Home prices fell further in December, as our price index fell to 6 from 13 in November, with any reading below 50 indicating sequentially lower home prices. 88% of agents said prices were lower over the past 30 days, while 12% said they were unchanged. Incentives also worsened as our incentive index was unchanged at 39 in December from 42 in November (readings below 50 point to higher incentives). 59% of agents said incentives were unchanged, 32% said they were higher, and 9% said they were lower.

**Length of time needed to sell a home increased – a negative indicator for future pricing trends.** Our time to sell index was unchanged at 28 in December from 26 in November, continuing to indicate a longer time needed to sell a home (any reading below 50). 52% of agents said it took longer to sell a home over the past 30 days, 40% said the time to sell was unchanged, and 8% said it took less time to sell a home. We view the longer time needed to sell as a negative indicator for future pricing trends.

*Comments from real estate agents:*

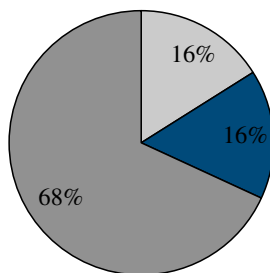
- “Uncertainty about the future of the American auto industry, continued lay offs and tighter credit conditions have led to dismal buyer activity.”

**Pulte, Toll Brothers, and Centex have the greatest exposure.** Pulte has the most exposure to the Detroit market, as it represents approximately 5% of the company's sales. Detroit represents approximately 5% of Toll Brother's sales and 2% of Centex's sales.

December Market Trends	
Traffic	
Home Prices	
Incentives	

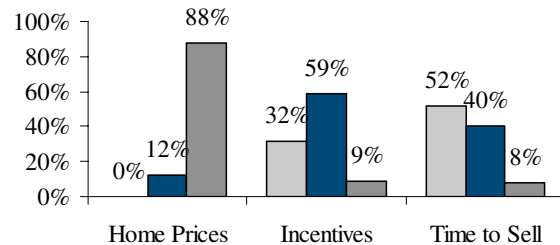
### Exhibit 30: Traffic Below Expectations, Pricing and Incentives Worsen, Longer Time to Sell in December

Traffic Levels Versus Expectations



□ More than expected ■ Meets expectations ▒ Less than expected

How Do the Recent 30 Days Compare to the Prior 30 Days...



□ Increased ■ Remained the same ▒ Decreased

Source: Credit Suisse estimates