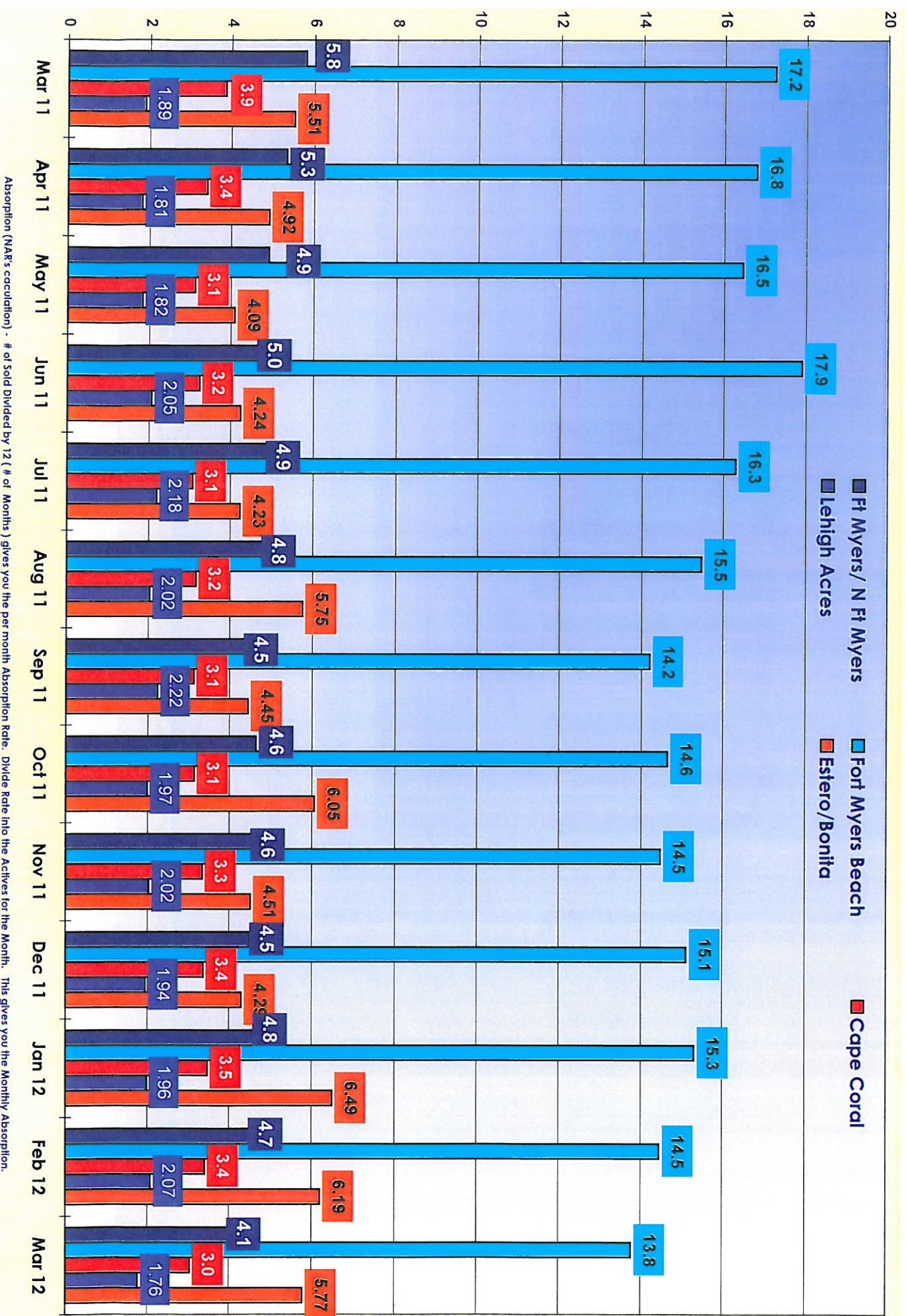


Absorption Rate - Months of Inventory By City



Absorption (MAR's calculation) - # of Sold Divided By 12 (# of Months) gives you the per month Absorption Rate. Divide Rate into the Actives for the Month. This gives you the Monthly Absorption.