



Edsel Charles is the founder and chairman of the board of directors for MarketGraphics Research Group, Inc.®, based in Franklin, Tennessee. His home building and land development background is foundational to his passion for this business. He also has a seasoned background in real estate, holding his State of Tennessee Real Estate Brokers' license since 1982. Mr. Charles has held leadership positions in national and local home builders' organizations throughout his career, including a longstanding post as a senior life director since 1987 of the National Association of Home Builders (NAHB).

MarketGraphics Research Group, Inc.® is a recognized leader in the new home market research industry. It is one of the largest privately-owned research companies of its kind in the United States.

MarketGraphics provides comprehensive new home and residential development research and forecasting data and services to a diverse client base.

As it has from day one, MarketGraphics offers a highly personalized service aimed at providing a structure to the strategic planning efforts of its clients. Utilizing its market data, the MarketGraphics team helps its clients understand how their strengths can have the most success in the housing and development market. The MarketGraphics group has extensive knowledge of the building, development, remodeling, lending, appraisal, and consulting aspects of the new home industry.