

# SUPPLY vs. DEMAND

## BRM SINGLE FAMILY RESIDENCES

	# SOLD Q4 2011	# SOLD L-12-M	# ACTIVE	% OF LISTINGS	MONTHS OF INVENTORY	NEW LISTINGS THIS QUARTER
\$0 - \$100,000	2	2	0	0.00%	0.00	1
\$100,000 - \$150,000	4	31	6	1.74%	2.32	5
\$150,000 - \$200,000	24	105	31	8.99%	3.54	31
\$200,000 - \$250,000	35	127	49	14.20%	4.63	45
\$250,000 - \$300,000	36	126	47	13.62%	4.48	41
\$300,000 - \$350,000	28	114	37	10.72%	3.89	25
\$350,000 - \$400,000	25	73	28	8.12%	4.60	21
\$400,000 - \$450,000	21	73	26	7.54%	4.27	17
\$450,000 - \$500,000	20	52	31	8.99%	7.15	18
\$500,000 - \$600,000	21	65	25	7.25%	4.62	11
\$600,000 - \$750,000	17	34	31	8.99%	10.94	17
\$750,000 - \$1,000,000	0	2	19	5.51%	114.00	7
\$1,000,000 - \$3,000,000	1	2	15	4.35%	90.00	6
\$3,000,000 +	0	0	0	0.00%	0.00	0
<b>TOTAL:</b>	<b>234</b>	<b>806</b>	<b>345</b>	<b>100.00%</b>		<b>245</b>

## NSC SINGLE FAMILY RESIDENCES

	# SOLD Q4 2011	# SOLD L-12-M	# ACTIVE	% OF LISTINGS	MONTHS OF INVENTORY	NEW LISTINGS THIS QUARTER
\$0 - \$100,000	33	153	43	7.85%	3.37	28
\$100,000 - \$150,000	104	446	121	22.08%	3.26	115
\$150,000 - \$200,000	141	540	133	24.27%	2.96	131
\$200,000 - \$250,000	59	251	113	20.62%	5.40	78
\$250,000 - \$300,000	34	158	64	11.68%	4.86	53
\$300,000 - \$350,000	14	69	35	6.39%	6.09	29
\$350,000 - \$400,000	4	26	16	2.92%	7.38	9
\$400,000 - \$450,000	0	6	6	1.09%	12.00	5
\$450,000 - \$500,000	1	2	2	0.36%	12.00	2
\$500,000 - \$600,000	0	3	6	1.09%	24.00	2
\$600,000 - \$750,000	0	2	3	0.55%	18.00	1
\$750,000 - \$1,000,000	0	0	5	0.91%	0.00	2
\$1,000,000 - \$3,000,000	0	0	1	0.18%	0.00	0
\$3,000,000 +	0	0	0	0.00%	0.00	0
<b>TOTAL:</b>	<b>390</b>	<b>1656</b>	<b>548</b>	<b>100.00%</b>		<b>455</b>