

SUPPLY vs. DEMAND

NSW SINGLE FAMILY RESIDENCES

	# SOLD Q4 2011	# SOLD L-12-M	# ACTIVE	% OF LISTINGS	MONTHS OF INVENTORY	NEW LISTINGS THIS QUARTER
\$0 - \$100,000	38	202	27	6.28%	1.60	33
\$100,000 - \$150,000	93	394	78	18.14%	2.38	82
\$150,000 - \$200,000	83	339	80	18.60%	2.83	89
\$200,000 - \$250,000	25	146	62	14.42%	5.10	56
\$250,000 - \$300,000	21	92	26	6.05%	3.39	22
\$300,000 - \$350,000	17	69	30	6.98%	5.22	23
\$350,000 - \$400,000	5	39	24	5.58%	7.38	7
\$400,000 - \$450,000	6	31	17	3.95%	6.58	9
\$450,000 - \$500,000	7	29	13	3.02%	5.38	11
\$500,000 - \$600,000	8	49	33	7.67%	8.08	16
\$600,000 - \$750,000	4	16	18	4.19%	13.50	9
\$750,000 - \$1,000,000	1	14	14	3.26%	12.00	6
\$1,000,000 - \$3,000,000	0	4	8	1.86%	24.00	2
\$3,000,000 +	0	0	0	0.00%	0.00	0
TOTAL:	308	1424	430	100.00%		365

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	154	45	7.98%	3.51	29
\$100,000 - \$150,000	104	467	122	21.63%	3.13	117
\$150,000 - \$200,000	141	564	134	23.76%	2.85	132
\$200,000 - \$250,000	60	269	115	20.39%	5.13	80
\$250,000 - \$300,000	34	164	64	11.35%	4.68	53
\$300,000 - \$350,000	14	73	38	6.74%	6.25	30
\$350,000 - \$400,000	4	27	17	3.01%	7.56	9
\$400,000 - \$450,000	0	7	7	1.24%	12.00	5
\$450,000 - \$500,000	1	2	3	0.53%	18.00	2
\$500,000 - \$600,000	0	3	8	1.42%	32.00	2
\$600,000 - \$750,000	0	2	5	0.89%	30.00	1
\$750,000 - \$1,000,000	0	0	5	0.89%	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
TOTAL:	391	1732	564	100.00%		462