



## SUPPLY vs. DEMAND

### JFS SINGLE FAMILY RESIDENCES

	# SOLD Q4 2011	# SOLD L-12-M	# ACTIVE	% OF LISTINGS	MONTHS OF INVENTORY	NEW LISTINGS THIS QUARTER
\$0 - \$100,000	1	6	1	0.23%	2.00	0
\$100,000 - \$150,000	12	59	15	3.39%	3.05	13
\$150,000 - \$200,000	51	213	51	11.51%	2.87	49
\$200,000 - \$250,000	74	305	83	18.74%	3.27	77
\$250,000 - \$300,000	54	211	78	17.61%	4.44	74
\$300,000 - \$350,000	32	135	44	9.93%	3.91	31
\$350,000 - \$400,000	18	81	41	9.26%	6.07	23
\$400,000 - \$450,000	8	54	30	6.77%	6.67	18
\$450,000 - \$500,000	7	48	25	5.64%	6.25	14
\$500,000 - \$600,000	9	39	24	5.42%	7.38	16
\$600,000 - \$750,000	5	24	18	4.06%	9.00	7
\$750,000 - \$1,000,000	3	25	23	5.19%	11.04	15
\$1,000,000 \$3,000,000	1	13	10	2.26%	9.23	5
\$3,000,000 +	0	0	0	0.00%	0.00	0
<b>TOTAL:</b>	<b>275</b>	<b>1213</b>	<b>443</b>	<b>100.00%</b>		<b>342</b>

### \*SOUTH METRO SINGLE FAMILY RESIDENCES

	# SOLD Q4 2011	# SOLD L-12-M	# ACTIVE	% OF LISTINGS	MONTHS OF INVENTORY	NEW LISTINGS THIS QUARTER
\$0 - \$100,000	15	74	12	0.56%	1.95	9
\$100,000 - \$150,000	73	323	85	4.00%	3.16	72
\$150,000 - \$200,000	194	797	217	10.22%	3.27	186
\$200,000 - \$250,000	266	1208	310	14.60%	3.08	281
\$250,000 - \$300,000	232	1104	330	15.54%	3.59	308
\$300,000 - \$350,000	169	776	229	10.78%	3.54	192
\$350,000 - \$400,000	95	517	190	8.95%	4.41	148
\$400,000 - \$450,000	61	339	135	6.36%	4.78	97
\$450,000 - \$500,000	54	263	103	4.85%	4.70	78
\$500,000 - \$600,000	66	267	127	5.98%	5.71	93
\$600,000 - \$750,000	37	196	112	5.27%	6.86	72
\$750,000 - \$1,000,000	31	151	110	5.18%	8.74	65
\$1,000,000 \$3,000,000	22	146	135	6.36%	11.10	61
\$3,000,000 +	0	7	29	1.37%	49.71	9
<b>TOTAL:</b>	<b>1315</b>	<b>6168</b>	<b>2124</b>	<b>100.00%</b>		<b>1671</b>