

# SUPPLY vs. DEMAND

## DHL SINGLE FAMILY RESIDENCES

	# SOLD Q4 2011	# SOLD L-12-M	# ACTIVE	% OF LISTINGS	MONTHS OF INVENTORY	NEW LISTINGS THIS QUARTER
\$0 - \$100,000	0	1	1	0.21%	11.00	0
\$100,000 - \$150,000	1	6	1	0.21%	2.00	0
\$150,000 - \$200,000	15	62	21	4.48%	4.06	21
\$200,000 - \$250,000	55	301	61	13.01%	2.43	51
\$250,000 - \$300,000	73	373	92	19.62%	2.96	99
\$300,000 - \$350,000	64	276	65	13.86%	2.83	63
\$350,000 - \$400,000	35	200	55	11.73%	3.30	51
\$400,000 - \$450,000	17	116	33	7.04%	3.41	24
\$450,000 - \$500,000	16	98	22	4.69%	2.69	20
\$500,000 - \$600,000	25	103	35	7.46%	4.08	32
\$600,000 - \$750,000	14	50	33	7.04%	7.92	27
\$750,000 - \$1,000,000	7	33	23	4.90%	8.36	14
\$1,000,000 - \$3,000,000	3	21	27	5.76%	15.43	12
\$3,000,000 +	0	0	0	0.00%	0.00	0
<b>TOTAL:</b>	<b>325</b>	<b>1640</b>	<b>469</b>	<b>100.00%</b>		<b>414</b>

## ESS SINGLE FAMILY RESIDENCES

	# SOLD Q4 2011	# SOLD L-12-M	# ACTIVE	% OF LISTINGS	MONTHS OF INVENTORY	NEW LISTINGS THIS QUARTER
\$0 - \$100,000	16	47	20	6.80%	5.11	17
\$100,000 - \$150,000	8	38	17	5.78%	5.37	11
\$150,000 - \$200,000	21	74	19	6.46%	3.08	17
\$200,000 - \$250,000	22	125	40	13.61%	3.84	39
\$250,000 - \$300,000	28	126	78	26.53%	7.43	59
\$300,000 - \$350,000	17	73	38	12.93%	6.25	25
\$350,000 - \$400,000	7	31	33	11.22%	12.77	22
\$400,000 - \$450,000	7	38	9	3.06%	2.84	9
\$450,000 - \$500,000	1	11	12	4.08%	13.09	8
\$500,000 - \$600,000	4	13	15	5.10%	13.85	9
\$600,000 - \$750,000	1	2	9	3.06%	54.00	5
\$750,000 - \$1,000,000	1	2	2	0.68%	12.00	1
\$1,000,000 - \$3,000,000	0	1	2	0.68%	24.00	0
\$3,000,000 +	0	0	0	0.00%	0.00	0
<b>TOTAL:</b>	<b>133</b>	<b>581</b>	<b>294</b>	<b>100.00%</b>		<b>222</b>