

# SUPPLY vs. DEMAND

## JFW SINGLE FAMILY RESIDENCES

	# SOLD Q4 2011	# SOLD L-12-M	# ACTIVE	% OF LISTINGS	MONTHS OF INVENTORY	NEW LISTINGS THIS QUARTER
\$0 - \$100,000	2	11	6	1.91%	6.55	1
\$100,000 - \$150,000	3	14	5	1.59%	4.29	3
\$150,000 - \$200,000	13	49	20	6.37%	4.90	18
\$200,000 - \$250,000	13	69	21	6.69%	3.65	18
\$250,000 - \$300,000	26	76	29	9.24%	4.58	23
\$300,000 - \$350,000	20	77	26	8.28%	4.05	20
\$350,000 - \$400,000	14	79	30	9.55%	4.56	16
\$400,000 - \$450,000	22	80	23	7.32%	3.45	16
\$450,000 - \$500,000	17	66	28	8.92%	5.09	18
\$500,000 - \$600,000	17	75	36	11.46%	5.76	19
\$600,000 - \$750,000	8	39	50	15.92%	15.38	19
\$750,000 - \$1,000,000	0	3	27	8.60%	108.00	9
\$1,000,000 - \$3,000,000	2	8	13	4.14%	19.50	9
\$3,000,000 +	0	0	0	0.00%	0.00	0
<b>TOTAL:</b>	<b>157</b>	<b>646</b>	<b>314</b>	<b>100.00%</b>		<b>189</b>

## \*MOUNTAIN SINGLE FAMILY RESIDENCES

	# SOLD Q4 2011	# SOLD L-12-M	# ACTIVE	% OF LISTINGS	MONTHS OF INVENTORY	NEW LISTINGS THIS QUARTER
\$0 - \$100,000	8	20	12	3.73%	7.20	6
\$100,000 - \$150,000	5	24	13	4.04%	6.50	10
\$150,000 - \$200,000	12	50	22	6.83%	5.28	14
\$200,000 - \$250,000	11	55	23	7.14%	5.02	12
\$250,000 - \$300,000	11	46	32	9.94%	8.35	18
\$300,000 - \$350,000	12	50	33	10.25%	7.92	13
\$350,000 - \$400,000	12	43	30	9.32%	8.37	22
\$400,000 - \$450,000	4	23	18	5.59%	9.39	6
\$450,000 - \$500,000	3	23	16	4.97%	8.35	7
\$500,000 - \$600,000	7	33	32	9.94%	11.64	13
\$600,000 - \$750,000	7	23	26	8.07%	13.57	16
\$750,000 - \$1,000,000	7	25	28	8.70%	13.44	14
\$1,000,000 - \$3,000,000	3	8	33	10.25%	49.50	6
\$3,000,000 +	0	0	4	1.24%	0.00	0
<b>TOTAL:</b>	<b>102</b>	<b>423</b>	<b>322</b>	<b>100.00%</b>		<b>157</b>

\*MJC,MCP,MJN