

SUPPLY vs. DEMAND

SSC SINGLE FAMILY RESIDENCES

	# SOLD Q4 2011	# SOLD L-12-M	# ACTIVE	% OF LISTINGS	MONTHS OF INVENTORY	NEW LISTINGS THIS QUARTER
\$0 - \$100,000	13	55	7	1.72%	1.53	0
\$100,000 - \$150,000	38	155	37	9.11%	2.86	1
\$150,000 - \$200,000	55	261	80	19.70%	3.68	7
\$200,000 - \$250,000	66	282	65	16.01%	2.77	20
\$250,000 - \$300,000	39	185	43	10.59%	2.79	42
\$300,000 - \$350,000	23	117	41	10.10%	4.21	50
\$350,000 - \$400,000	14	64	18	4.43%	3.38	37
\$400,000 - \$450,000	7	48	19	4.68%	4.75	33
\$450,000 - \$500,000	8	35	11	2.71%	3.77	26
\$500,000 - \$600,000	12	44	17	4.19%	4.64	28
\$600,000 - \$750,000	4	24	13	3.20%	6.50	23
\$750,000 - \$1,000,000	11	37	21	5.17%	6.81	24
\$1,000,000 - \$3,000,000	9	43	29	7.14%	8.09	29
\$3,000,000 +	0	3	5	1.23%	20.00	8
TOTAL:	299	1353	406	100.00%		328

SSE SINGLE FAMILY RESIDENCES

	# SOLD Q3 2011	# SOLD L-12-M	# ACTIVE	% OF LISTINGS	MONTHS OF INVENTORY	NEW LISTINGS THIS QUARTER
\$0 - \$100,000	0	0	0	0.00%	0.00	0
\$100,000 - \$150,000	4	15	0	0.00%	0.00	0
\$150,000 - \$200,000	10	44	19	2.75%	5.18	15
\$200,000 - \$250,000	31	94	28	4.06%	3.57	27
\$250,000 - \$300,000	44	165	76	11.01%	5.53	60
\$300,000 - \$350,000	50	164	81	11.74%	5.93	72
\$350,000 - \$400,000	51	147	84	12.17%	6.86	77
\$400,000 - \$450,000	32	105	67	9.71%	7.66	54
\$450,000 - \$500,000	24	74	61	8.84%	9.89	48
\$500,000 - \$600,000	20	74	65	9.42%	10.54	50
\$600,000 - \$750,000	29	93	54	7.83%	6.97	50
\$750,000 - \$1,000,000	19	53	46	6.67%	10.42	37
\$1,000,000 - \$3,000,000	21	82	79	11.45%	11.56	48
\$3,000,000 +	2	5	30	4.35%	72.00	10
TOTAL:	337	1115	690	100.00%		548