

SUPPLY vs. DEMAND

JNC SINGLE FAMILY RESIDENCES

	# SOLD Q4 2011	# SOLD L-12-M	# ACTIVE	% OF LISTINGS	MONTHS OF INVENTORY	NEW LISTINGS THIS QUARTER
\$0 - \$100,000	6	23	7	1.86%	3.65	7
\$100,000 - \$150,000	25	162	30	7.98%	2.22	31
\$150,000 - \$200,000	74	334	96	25.53%	3.45	79
\$200,000 - \$250,000	60	275	89	23.67%	3.88	75
\$250,000 - \$300,000	31	154	62	16.49%	4.83	49
\$300,000 - \$350,000	24	92	27	7.18%	3.52	28
\$350,000 - \$400,000	21	60	15	3.99%	3.00	9
\$400,000 - \$450,000	10	26	23	6.12%	10.62	14
\$450,000 - \$500,000	4	20	10	2.66%	6.00	6
\$500,000 - \$600,000	3	11	7	1.86%	7.64	6
\$600,000 - \$750,000	0	2	5	1.33%	30.00	2
\$750,000 - \$1,000,000	0	0	4	1.06%	0.00	2
\$1,000,000 - \$3,000,000	0	1	1	0.27%	12.00	0
\$3,000,000 +	0	0	0	0.00%	0.00	0
TOTAL:	258	1160	376	100.00%		308

JFN SINGLE FAMILY RESIDENCES

	# SOLD Q4 2011	# SOLD L-12-M	# ACTIVE	% OF LISTINGS	MONTHS OF INVENTORY	NEW LISTINGS THIS QUARTER
\$0 - \$100,000	2	5	0	0.00%	0.00	1
\$100,000 - \$150,000	21	73	15	14.42%	2.47	21
\$150,000 - \$200,000	42	153	23	22.12%	1.80	23
\$200,000 - \$250,000	32	122	26	25.00%	2.56	29
\$250,000 - \$300,000	16	60	15	14.42%	3.00	13
\$300,000 - \$350,000	15	33	11	10.58%	4.00	6
\$350,000 - \$400,000	4	17	6	5.77%	4.24	5
\$400,000 - \$450,000	1	9	2	1.92%	2.67	2
\$450,000 - \$500,000	1	3	1	0.96%	4.00	2
\$500,000 - \$600,000	1	1	4	3.85%	48.00	2
\$600,000 - \$750,000	0	0	0	0.00%	0.00	0
\$750,000 - \$1,000,000	1	1	0	0.00%	0.00	0
\$1,000,000 - \$3,000,000	0	0	1	0.96%	0.00	1
\$3,000,000 +	0	0	0	0.00%	0.00	0
TOTAL:	136	477	104	100.00%		105