

Overall Residential Inventory

Overall it is a buyers' market for single family detached homes with close to a year's supply.
For new condominiums and attached housing, the overall inventory level is neutral but moving to a buyers' market.

New Single Family Detached

Buyers' Market
\$200,000 - \$225,000
Everything above \$250,000
Sellers' Market
Nothing
Neutral (favoring neither buyer nor seller)
\$225,001 - \$250,000

Condominiums (Includes townhomes, all attached product)

Buyers' Market
Up to \$125,000
\$190,001 - \$225,000
\$275,001 - \$300,000
\$450,001 - \$500,000
Everything above \$600,000
Sellers' Market
\$140,001 - \$150,000
\$160,001 - \$170,000
\$225,001 - \$250,000
\$400,001 - \$450,000
Neutral (favoring neither buyer nor seller)
\$125,001 - \$140,000
\$150,001 - \$160,000
\$170,001 - \$190,000
\$250,001 - \$275,000
\$300,001 - \$400,000
\$500,001 - \$600,000

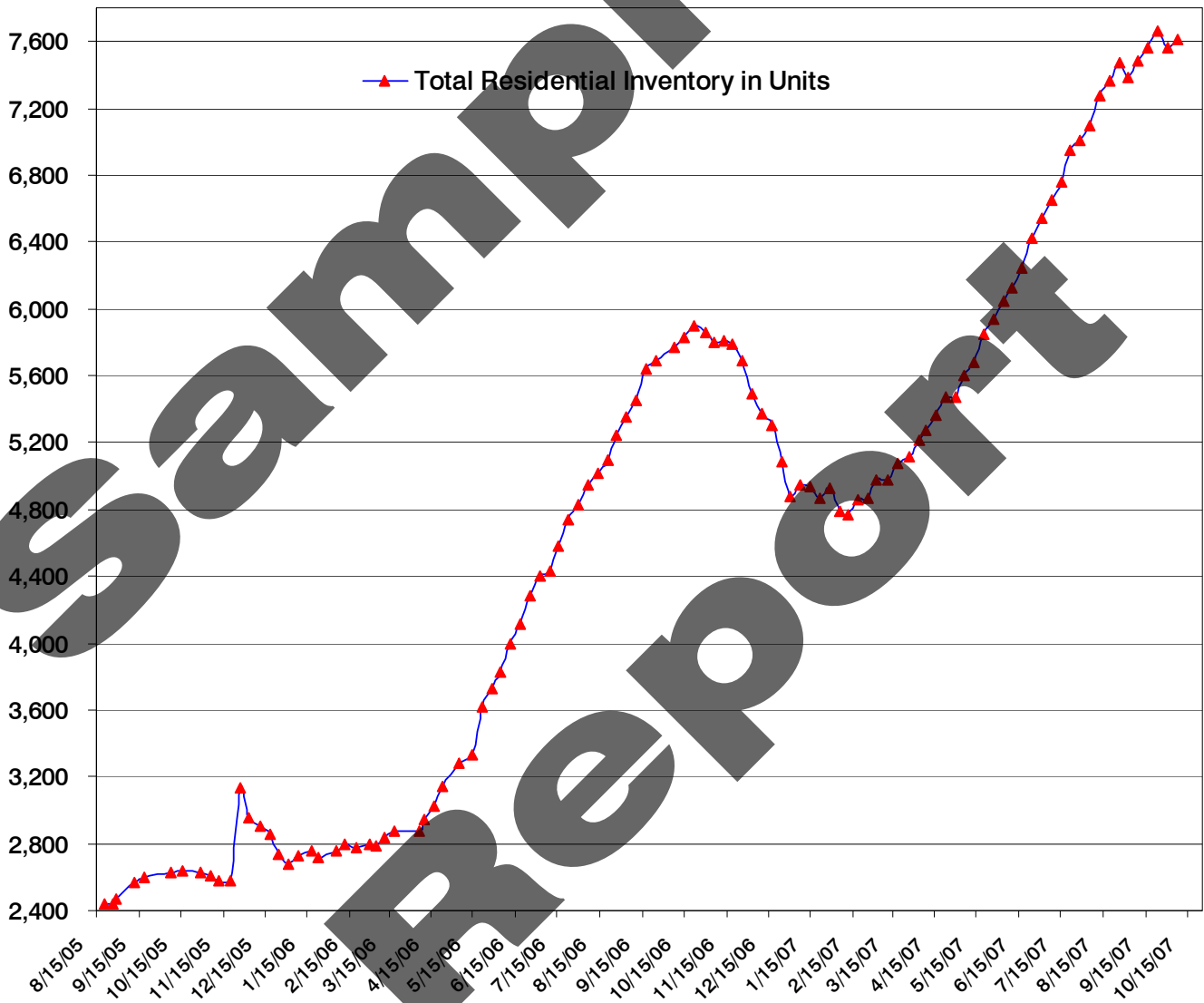
Summary

Inventory will continue to increase but it will be the slowing sales that will keep everything a buyers' market.

Total Weekly Residential Inventory

Since August 2005

Weekly Residential Inventory

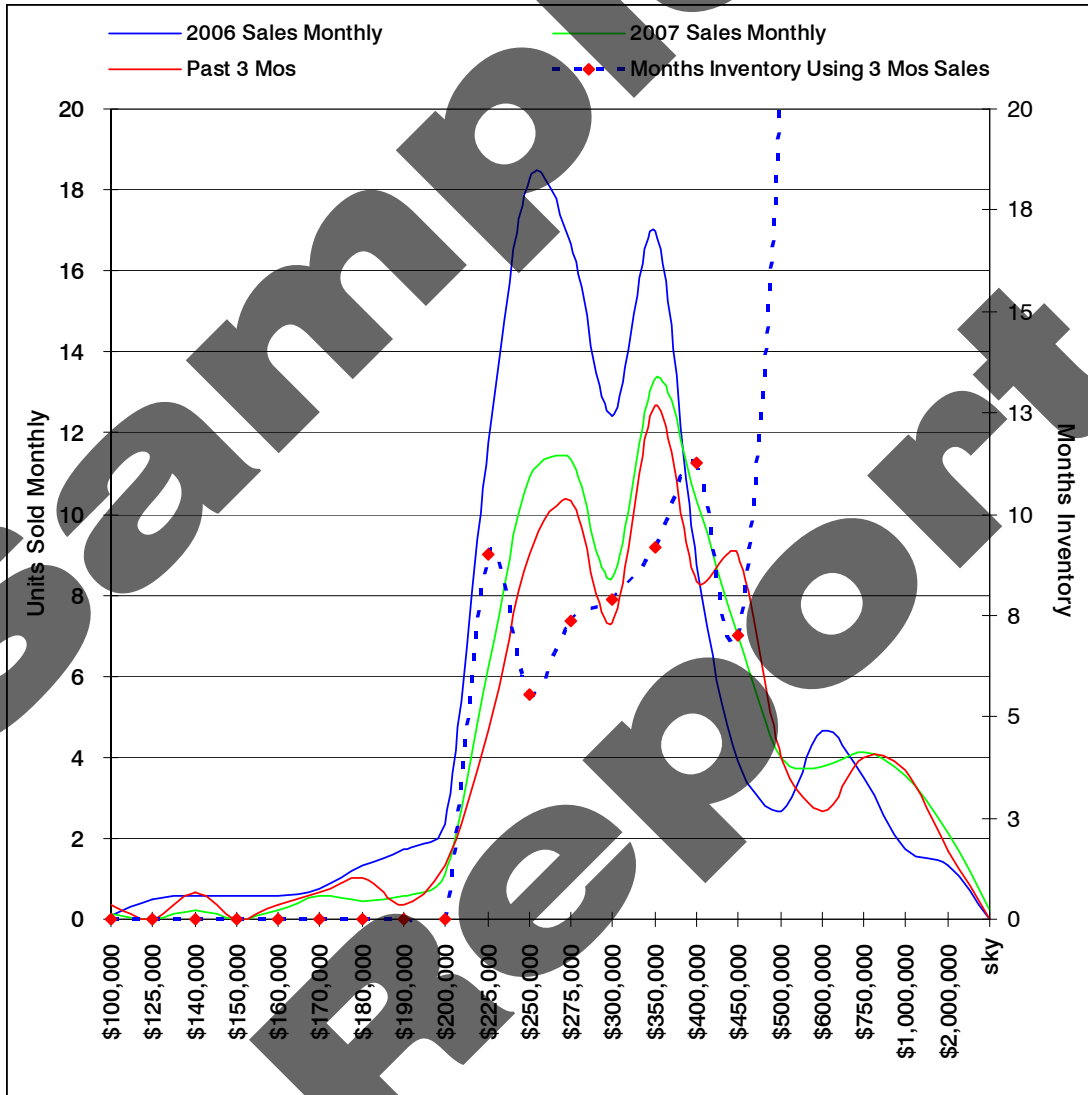


New Single Family Sales and Inventory

Range of Prices	2006		January - September 2007									
	Total	Per Mo	Total	Per Mo	Inventory 8/08/07	Inventory 9/09/07	Inventory 10/08/07	# Mos Using Per/Mo Sales in 2007	Per Mo in Last 3 Mos	#Mos Using Past 3 Mos Sales	Current Month's Sales	#Mos Using Current Month Sales
- - \$100,000	1	0.1	1	0.1	0	0	0	-	0.3	-	0	-
\$100,001 - \$125,000	6	0.5	0	0.0	0	0	0	-	0.0	-	0	-
\$125,001 - \$140,000	7	0.6	2	0.2	0	0	0	-	0.7	-	1	-
\$140,001 - \$150,000	7	0.6	0	0.0	0	0	0	-	0.0	-	0	-
\$150,001 - \$160,000	7	0.6	2	0.2	0	0	0	-	0.3	-	0	-
\$160,001 - \$170,000	9	0.8	5	0.6	0	0	0	-	0.7	-	0	-
\$170,001 - \$180,000	16	1.3	4	0.4	0	0	0	-	1.0	-	1	-
\$180,001 - \$190,000	21	1.8	5	0.6	0	0	0	-	0.3	-	1	-
\$190,001 - \$200,000	28	2.3	10	1.1	0	0	0	-	1.3	-	2	-
\$200,001 - \$225,000	141	11.8	56	6.2	8	3	42	6.8	4.7	9.0	7	6.0
\$225,001 - \$250,000	219	18.3	98	10.9	41	36	50	4.6	9.0	5.6	8	6.3
\$250,001 - \$275,000	200	16.7	102	11.3	49	60	76	6.7	10.3	7.4	10	7.6
\$275,001 - \$300,000	149	12.4	76	8.4	52	56	58	6.9	7.3	7.9	6	9.7
\$300,001 - \$350,000	204	17.0	120	13.3	109	126	116	8.7	12.7	9.2	14	8.3
\$350,001 - \$400,000	105	8.8	93	10.3	107	90	94	9.1	8.3	11.3	8	11.8
\$400,001 - \$450,000	47	3.9	63	7.0	60	58	63	9.0	9.0	7.0	8	7.9
\$450,001 - \$500,000	32	2.7	36	4.0	74	77	82	20.5	4.0	20.5	4	20.5
\$500,001 - \$600,000	56	4.7	34	3.8	103	116	120	31.8	2.7	45.0	4	30.0
\$600,001 - \$750,000	42	3.5	37	4.1	86	97	93	22.6	4.0	23.3	1	93.0
\$750,001 - \$1,000,000	21	1.8	32	3.6	77	80	84	23.6	3.7	22.9	3	28.0
\$1,000,001 - \$2,000,000	16	1.3	19	2.1	83	80	78	36.9	1.7	46.8	1	78.0
\$2,000,001 - sky	0	0.0	2	0.2	12	15	18	81.0	0.0	Infinite	0	Infinite
Overall Total	1,334	111	797	89	861	894	974	11.0	82	11.9	79	12.3

Color Key		
Buyers' Market More than 6 mos	Sellers' Market Less than 4 mos	Neither; In Equilibrium 4 - 6 mos

Chart of New Single Family Sales and Inventory



New Condominium Sales and Inventory

Includes townhomes, zero lot line and row homes

Range of Prices	2006		January - September 2007									
	Total	Per Mo	Total	Per Mo	Inventory 8/08/07	Inventory 9/09/07	Inventory 10/08/07	# Mos Using Per/Mo Sales in 2007	Per Mo in Last 3 Mos	#Mos Using Past 3 Mos Sales	Current Month's Sales	#Mos Using Current Month Sales
- - \$100,000	6	0.5	5	0.6	4	2	3	5.4	0.0	Infinite	0	Infinite
\$100,001 - \$125,000	13	1.1	37	4.1	12	8	26	6.3	4.0	6.5	7	3.7
\$125,001 - \$140,000	35	2.9	84	9.3	27	39	23	2.5	5.0	4.6	5	4.6
\$140,001 - \$150,000	22	1.8	55	6.1	11	1	3	0.5	7.3	0.4	10	0.3
\$150,001 - \$160,000	36	3.0	42	4.7	13	11	21	4.5	4.0	5.3	4	5.3
\$160,001 - \$170,000	33	2.8	45	5.0	14	16	13	2.6	3.3	3.9	1	13.0
\$170,001 - \$180,000	41	3.4	53	5.9	18	23	26	4.4	5.7	4.6	3	8.7
\$180,001 - \$190,000	57	4.8	51	5.7	25	29	29	5.1	6.3	4.6	4	7.3
\$190,001 - \$200,000	50	4.2	56	6.2	35	41	51	8.2	6.3	8.1	7	7.3
\$200,001 - \$225,000	139	11.6	170	18.9	98	99	96	5.1	13.7	7.0	9	10.7
\$225,001 - \$250,000	137	11.4	178	19.8	72	91	86	4.3	23.0	3.7	12	7.2
\$250,001 - \$275,000	93	7.8	147	16.3	44	70	79	4.8	18.3	4.3	9	8.8
\$275,001 - \$300,000	88	7.3	143	15.9	45	67	78	4.9	11.0	7.1	7	11.1
\$300,001 - \$350,000	125	10.4	173	19.2	91	81	97	5.0	22.0	4.4	14	6.9
\$350,001 - \$400,000	102	8.5	122	13.6	72	71	82	6.0	14.0	5.9	12	6.8
\$400,001 - \$450,000	47	3.9	56	6.2	30	31	32	5.1	8.3	3.8	5	6.4
\$450,001 - \$500,000	56	4.7	43	4.8	47	47	56	11.7	6.3	8.8	4	14.0
\$500,001 - \$600,000	94	7.8	86	9.6	65	72	66	6.9	13.7	4.8	5	13.2
\$600,001 - \$750,000	63	5.3	72	8.0	97	102	112	14.0	10.3	10.8	11	10.2
\$750,001 - \$1,000,000	80	6.7	57	6.3	97	101	102	16.1	5.3	19.1	6	17.0
\$1,000,001 - \$2,000,000	32	2.7	36	4.0	56	56	56	14.0	4.3	12.9	4	14.0
\$2,000,001 - sky	5	0.4	4	0.4	12	9	9	20.3	0.3	27.0	0	Infinite
Overall Total	1,354	113	1,715	191	985	1,067	1,146	6.0	193	5.9	139	8.2

Color Key		
Buyers' Market More than 6 mos	Sellers' Market Less than 4 mos	Neither; In Equilibrium 4 - 6 mos

Chart of Condominium Sales and Inventory

