

Overall Residential Inventory

The total number of homes for sale declined weekly from the end of October to the year's end. It started to climb in January and will continue to do so.

New Single Family Detached

Buyers' Market

Anything above \$500,000

Above \$750,000: more than a year's supply - something will have to give

Sellers' Market

Anything below \$300,001: less than 3.5 months of supply

Neutral Market

\$300,001 - \$500,000: shifting to buyers' market

Condominiums (Includes townhomes)

Buyers' Market

Everything above \$500,000: 2.5 years or more of supply

\$400,001 - \$500,000: moving from neutral to buyers'

Sellers' Market

Anything below \$300,001: 3.1 months of supply or less

Neutral Market

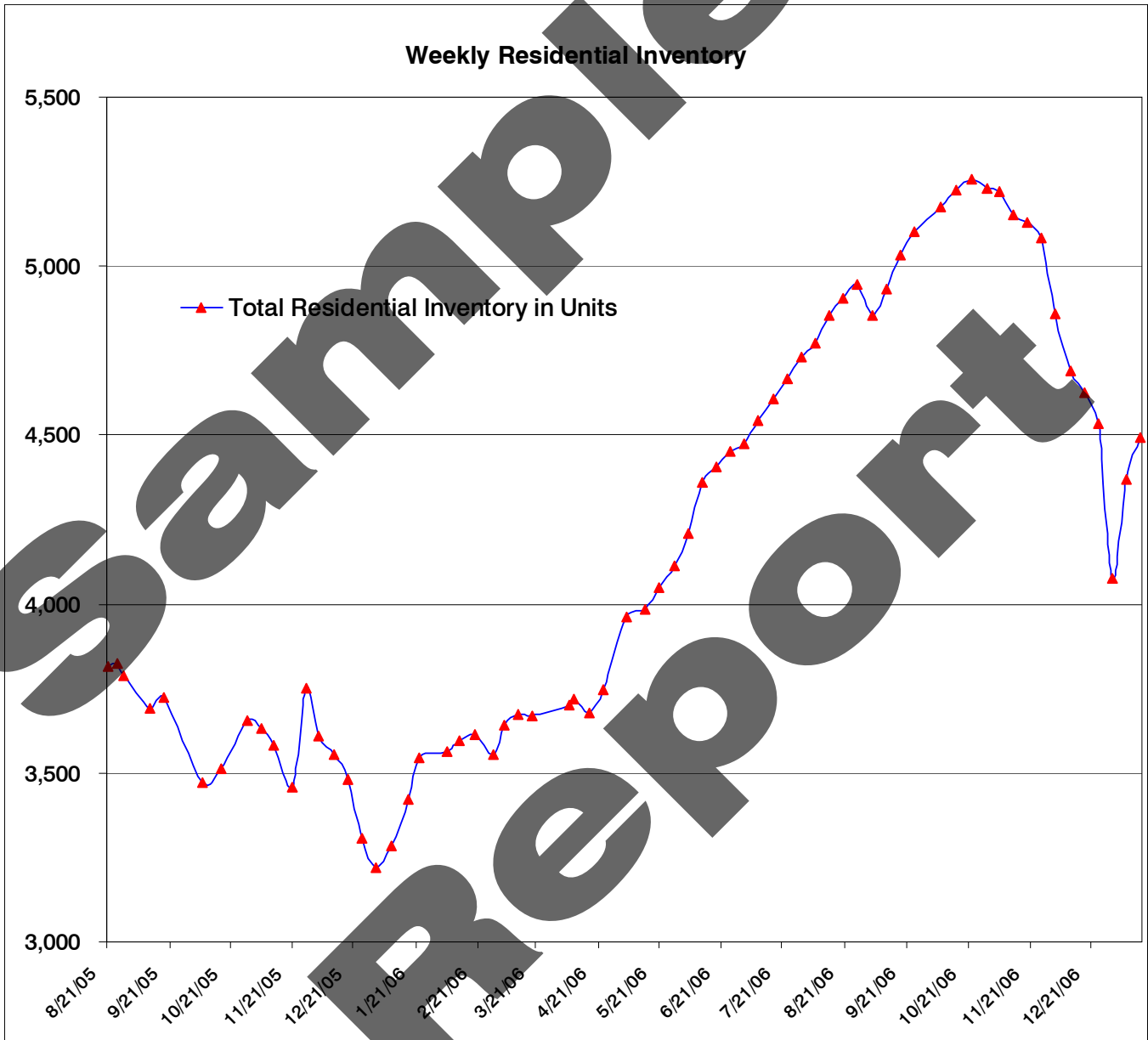
\$300,000 - \$400,000: 5 months or less

Summary

It seems that builders are ahead of demand for new homes in the county, except for "affordable" housing. The condominium and townhome markets are not quite as overdone but the potential exists.

Real Estats expects inventory to increase as the year rolls on. If sales do not move up sharply, there will be problems with too much inventory.

Total Weekly Residential Inventory Since August 2005

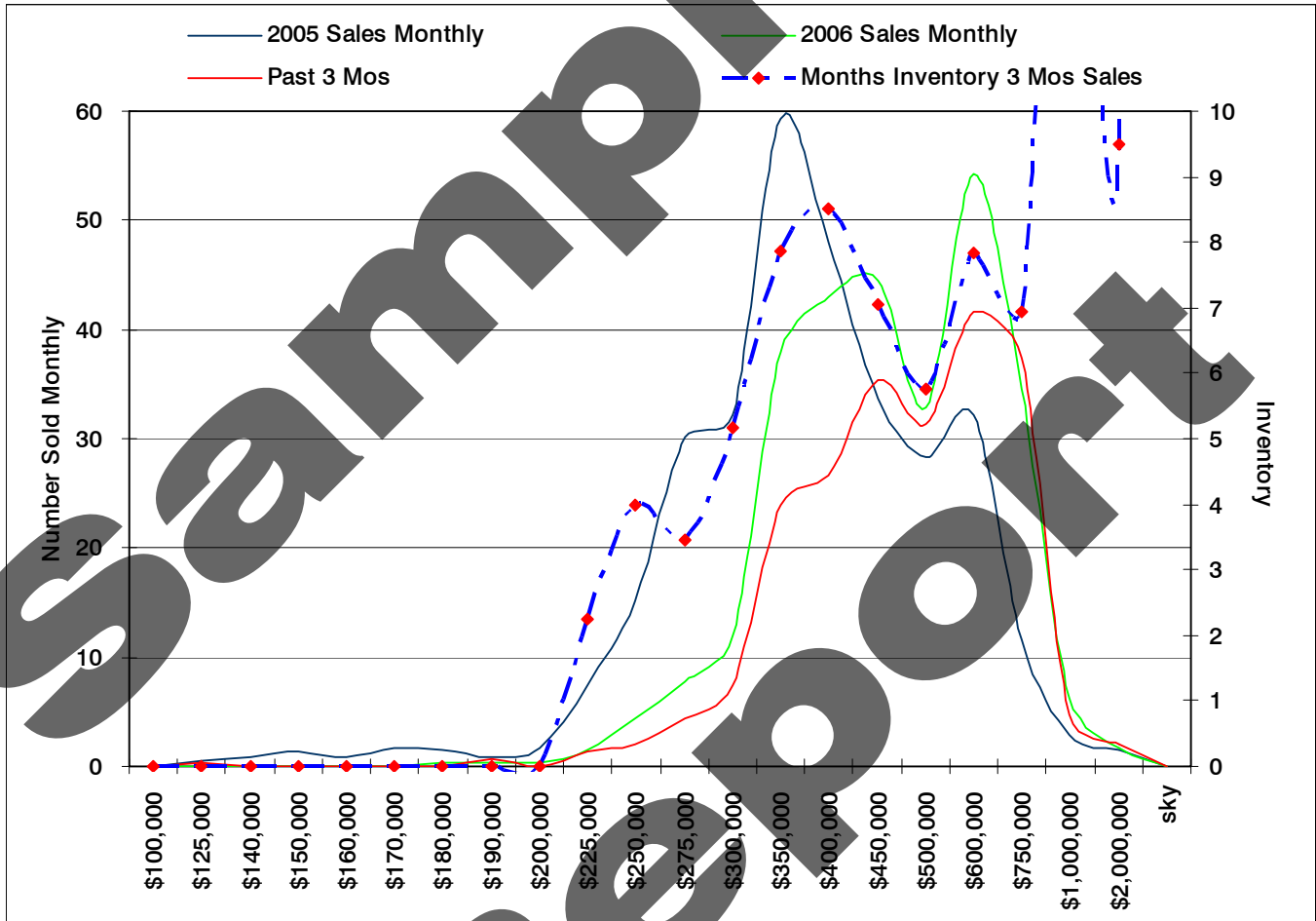


New Single Family Sales and Inventory

Range of Prices	2005		January - December 2006									
	Total#	Per Mo	Total	Per Mo	Inventory 11/15/06	Inventory 12/20/06	Inventory 1/14/07	# Mos Using Per/Mo Sales YTD	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	0	0.0	0	0	0	-	0.0	-	0	-
\$100,001 - \$125,000	6	0.5	1	0.1	0	0	0	-	0.3	-	1	-
\$125,001 - \$140,000	10	0.8	0	0.0	0	0	0	-	0.0	-	0	-
\$140,001 - \$150,000	16	1.3	1	0.1	0	0	0	-	0.0	-	0	-
\$150,001 - \$160,000	10	0.8	1	0.1	0	0	0	-	0.0	-	0	-
\$160,001 - \$170,000	21	1.8	1	0.1	2	2	0	-	0.0	-	0	-
\$170,001 - \$180,000	18	1.5	5	0.4	1	1	0	-	0.0	-	0	-
\$180,001 - \$190,000	11	0.9	4	0.3	1	1	0	-	0.7	-	1	-
\$190,001 - \$200,000	21	1.8	5	0.4	1	0	0	-	0.0	-	0	-
\$200,001 - \$225,000	88	7.3	18	1.5	3	3	3	2.0	1.3	2.3	1	3.0
\$225,001 - \$250,000	183	15.3	52	4.3	11	7	8	1.8	2.0	4.0	3	2.7
\$250,001 - \$275,000	363	30.3	93	7.8	12	13	15	1.9	4.3	3.5	3	5.0
\$275,001 - \$300,000	387	32.3	143	11.9	25	30	38	3.2	7.3	5.2	6	6.3
\$300,001 - \$350,000	711	59.3	456	38.0	191	178	189	5.0	24.0	7.9	20	9.5
\$350,001 - \$400,000	576	48.0	515	42.9	230	219	227	5.3	26.7	8.5	26	8.7
\$400,001 - \$450,000	405	33.8	533	44.4	244	201	249	5.6	35.3	7.0	33	7.5
\$450,001 - \$500,000	340	28.3	394	32.8	171	150	180	5.5	31.3	5.7	27	6.7
\$500,001 - \$600,000	387	32.3	651	54.3	296	259	327	6.0	41.7	7.8	44	7.4
\$600,001 - \$750,000	139	11.6	415	34.6	261	247	259	7.5	37.3	6.9	22	11.8
\$750,001 - \$1,000,000	35	2.9	74	6.2	70	64	88	14.3	4.7	18.9	4	22.0
\$1,000,001 - \$2,000,000	19	1.6	20	1.7	21	19	19	11.4	2.0	9.5	1	19.0
\$2,000,001 - sky	0	0.0	1	0.1	3	4	5	60.0	0.0	Infinite	0	Infinite
Overall Total	3,747	312	3,383	282	1,543	1,398	1,607	5.7	219	7.3	192	8.4

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	2005		January - December 2006									
	Total	Per Mo	Total	Per Mo	Inventory 11/15/06	Inventory 12/20/06	Inventory 1/14/07	# Mos Using Per/Mo Sales YTD	Per Mo in Last 3 Mos	#Mos Using Past 3 Mos Sales	Current Month's Sales	#Mos Using Current Month Sales
\$100,001 - \$125,000	28	2.3	26	2.4	0	0	0	-	1.7	-	1	-
\$125,001 - \$140,000	36	3.0	57	5.2	0	0	0	-	5.0	-	5	-
\$140,001 - \$150,000	27	2.3	48	4.4	0	0	0	-	4.0	-	7	-
\$150,001 - \$160,000	12	1.0	67	6.1	0	0	0	-	5.0	-	6	-
\$160,001 - \$170,000	26	2.2	84	7.6	0	0	0	-	7.0	-	9	-
\$170,001 - \$180,000	31	2.6	83	7.5	0	0	4	0.5	5.0	0.8	4	1.0
\$180,001 - \$190,000	62	5.2	82	7.5	2	4	0	-	5.3	-	3	-
\$190,001 - \$200,000	28	2.3	104	9.5	2	0	0	-	4.7	-	6	-
\$200,001 - \$225,000	46	3.8	230	20.9	10	11	9	0.4	8.7	1.0	9	1.0
\$225,001 - \$250,000	57	4.8	132	12.0	4	4	3	0.3	8.7	0.3	10	0.3
\$250,001 - \$275,000	73	6.1	137	12.5	6	6	8	0.6	15.7	0.5	8	1.0
\$275,001 - \$300,000	76	6.3	113	10.3	21	18	22	2.1	7.0	3.1	7	3.1
\$300,001 - \$350,000	143	11.9	296	26.9	43	86	85	3.2	18.7	4.6	18	4.7
\$350,001 - \$400,000	46	3.8	222	20.2	31	62	70	3.5	17.0	4.1	15	4.7
\$400,001 - \$450,000	38	3.2	79	7.2	25	27	31	4.3	5.7	5.5	4	7.8
\$450,001 - \$500,000	28	2.3	28	2.5	10	35	10	3.9	0.7	15.0	0	Infinite
\$500,001 - \$600,000	33	2.8	13	1.2	7	7	7	5.9	1.0	7.0	0	Infinite
\$600,001 - \$750,000	3	0.3	5	0.5	3	3	7	15.4	0.3	21.0	0	Infinite
\$750,001 - \$1,000,000	5	0.4	2	0.2	2	2	4	22.0	0.0	Infinite	0	Infinite
\$1,000,001 - \$2,000,000	2	0.2	3	0.3	0	0	0	-	0.0	-	0	-
\$2,000,001 - sky	0	0.0	0	0.0	0	0	0	-	0.0	-	0	-
Overall Total	800	66.7	1,811	164.6	84	170	260	1.6	121	2.1	112	2.3

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

