

Market Dynamics

Century 21 Pro-Team

Basic Supply & Demand 2 Years (Monthly) 12/01/04 - 12/31/06

Month	FS #	UC #	Avg UC %	Sold #	Avg Sold %
Dec-06	1,127	107	9.49	134	11.89
Nov-06	1,304	136	10.43	130	9.97
Oct-06	1,451	148	10.20	156	10.75
Sep-06	1,509	155	10.27	153	10.14
Aug-06	1,516	156	10.29	199	13.13
Jul-06	1,485	178	11.99	208	14.01
Jun-06	1,499	198	13.21	261	17.41
May-06	1,469	237	16.13	222	15.11
Apr-06	1,382	200	14.47	161	11.65
Mar-06	1,284	239	18.61	209	16.28
Feb-06	1,089	175	16.07	127	11.66
Jan-06	1,050	152	14.48	109	10.38
Dec-05	906	111	12.25	158	17.44
Nov-05	984	145	14.74	175	17.78
Oct-05	1,079	170	15.76	190	17.61
Sep-05	1,089	184	16.90	223	20.48
Aug-05	1,071	220	20.54	235	21.94
Jul-05	1,069	233	21.80	236	22.08
Jun-05	1,067	215	20.15	267	25.02
May-05	1,061	262	24.69	273	25.73
Apr-05	1,068	269	25.19	227	21.25
Mar-05	1,013	245	24.19	206	20.34
Feb-05	951	204	21.45	140	14.72
Jan-05	950	172	18.11	116	12.21
Dec-04	884	132	14.93	194	21.95
Total/Avgs	1,174	186	15.82	188	16.04