



# 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	399	39	9.77	41	10.28
Nov-06	443	42	9.48	47	10.61
Oct-06	479	65	13.57	70	14.61
Sep-06	443	41	9.26	59	13.32
Aug-06	454	88	19.38	91	20.04
Jul-06	436	71	16.28	104	23.85
Jun-06	445	90	20.22	88	19.78
May-06	425	90	21.18	94	22.12
Apr-06	385	92	23.90	88	22.86
Mar-06	370	94	25.41	78	21.08
Feb-06	325	78	24.00	51	15.69
Jan-06	297	59	19.87	49	16.50
Dec-05	263	35	13.31	72	27.38
Nov-05	311	69	22.19	80	25.72
Oct-05	357	79	22.13	83	23.25
Sep-05	337	77	22.85	107	31.75
Aug-05	367	114	31.06	100	27.25
Jul-05	330	89	26.97	90	27.27
Jun-05	331	93	28.10	139	41.99
May-05	364	130	35.71	95	26.10
Apr-05	364	104	28.57	98	26.92
Mar-05	345	109	31.59	74	21.45
Feb-05	298	77	25.84	51	17.11
Jan-05	308	54	17.53	46	14.94
Dec-04	248	39	15.73	48	19.35
<b>Total/Avgs</b>	<b>365</b>	<b>77</b>	<b>21.02</b>	<b>78</b>	<b>21.30</b>