

12 MONTH ROLLING TOTALS

January Annual Rolling Totals Summary - Sales from \$0 - \$249,999							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	5463	4193	2593	2683	6,284	11,003	10,061
Total List Price	\$ 4,825,560,115	\$ 823,236,113	\$ 539,056,512	\$ 503,053,448	\$ 870,393,692	\$ 1,196,305,545	\$ 1,100,172,551
Told Sold Volume	\$ 894,316,723	\$ 813,241,137	\$ 520,615,887	\$ 473,426,604	\$ 822,652,539	\$ 1,149,485,740	\$ 1,050,949,429
List / Sell Ratio	18.53%	98.79%	96.58%	94.11%	94.51%	96.09%	95.53%
Average Sales Price	\$163,704	\$193,952	\$200,777	\$176,454	\$130,912	\$104,470	\$104,458
Average Days on Market	98	89	118	135	123	119	126
% Volume Compared to Previous Year		90.93%	64.02%	90.94%	173.77%	139.73%	91.43%
% ASP Compared to Previous Year		118.48%	103.52%	87.89%	74.19%	79.80%	99.99%

January Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	2257	4753	2963	1469	1,378	1,357	1,170
Total List Price	\$ 798,621,766	\$ 1,605,322,195	\$ 998,985,415	\$ 531,067,586	\$ 500,293,737	\$ 484,813,670	\$ 415,857,779
Told Sold Volume	\$ 775,101,614	\$ 1,586,663,553	\$ 963,227,850	\$ 494,863,648	\$ 463,995,880	\$ 451,223,092	\$ 388,973,896
List / Sell Ratio	97.05%	98.84%	96.42%	93.18%	92.74%	93.07%	93.54%
Average Sales Price	\$343,421	\$333,824	\$325,085	\$336,871	\$336,717	\$332,515	\$332,456
Average Days on Market	150	104	126	153	161	165	167
% Volume Compared to Previous Year		204.70%	60.71%	51.38%	93.76%	97.25%	86.20%
% ASP Compared to Previous Year		97.21%	97.38%	103.63%	99.95%	98.75%	99.98%

January Annual Rolling Totals Summary - Sales from \$500,000 to 749,999							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	487	1086	530	350	270	201	195
Total List Price	\$ 298,867,490	\$ 673,396,395	\$ 336,418,873	\$ 223,207,239	\$ 176,747,723	\$ 131,369,033	\$ 126,449,491
Told Sold Volume	\$ 288,328,154	\$ 655,705,629	\$ 318,197,288	\$ 208,082,256	\$ 161,101,108	\$ 119,439,860	\$ 116,124,187
List / Sell Ratio	96.47%	97.37%	94.58%	93.22%	91.15%	90.92%	91.83%
Average Sales Price	\$592,050	\$603,781	\$600,372	\$594,521	\$596,671	\$594,228	\$595,509
Average Days on Market	198	122	148	205	189	190	227
% Volume Compared to Previous Year		227.42%	48.53%	65.39%	77.42%	74.14%	97.22%
% ASP Compared to Previous Year		101.98%	99.44%	99.03%	100.36%	99.59%	100.22%

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January Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	128	315	175	90	79	62	56
Total List Price	\$ 113,443,748	\$ 273,793,546	\$ 156,712,220	\$ 83,352,813	\$ 75,501,449	\$ 59,007,689	\$ 51,025,389
Told Sold Volume	\$ 106,935,499	\$ 264,596,098	\$ 147,877,354	\$ 76,385,453	\$ 66,379,305	\$ 53,064,095	\$ 46,784,450
List / Sell Ratio	94.26%	96.64%	94.36%	91.64%	87.92%	89.93%	91.69%
Average Sales Price	\$835,434	\$839,988	\$845,013	\$848,727	\$840,244	\$855,873	\$835,437
Average Days on Market	205	150	179	175	236	228	198
% Volume Compared to Previous Year		247.44%	55.89%	51.65%	86.90%	79.94%	88.17%
% ASP Compared to Previous Year		100.55%	100.60%	100.44%	99.00%	101.86%	97.61%

January Annual Rolling Totals Summary - All Sales \$1M +							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	73	189	145	85	79	42	35
Total List Price	\$ 122,402,662	\$ 308,931,633	\$ 241,681,477	\$ 160,100,776	\$ 143,295,357	\$ 73,338,600	\$ 56,671,700
Told Sold Volume	\$ 111,186,080	\$ 287,028,583	\$ 217,066,894	\$ 140,272,891	\$ 125,910,500	\$ 62,779,775	\$ 47,317,739
List / Sell Ratio	90.84%	92.91%	89.82%	87.62%	87.87%	85.60%	83.49%
Average Sales Price	\$1,523,097	\$1,518,670	\$1,497,013	\$1,650,269	\$1,593,804	\$1,494,757	\$1,351,935
Average Days on Market	263	193	291	204	223	265	325
% Volume Compared to Previous Year		258.15%	75.63%	64.62%	89.76%	49.86%	75.37%
% ASP Compared to Previous Year		99.71%	98.57%	110.24%	96.58%	93.79%	90.45%

January Annual Rolling Totals Summary - Sales \$1M - \$2M							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	66	161	128	71	67	37	32
Total List Price	\$ 97,817,662	\$ 227,280,083	\$ 192,174,577	\$ 106,757,776	\$ 103,691,357	\$ 55,803,600	\$ 48,477,800
Told Sold Volume	\$ 88,586,080	\$ 212,081,715	\$ 175,006,894	\$ 93,612,891	\$ 89,014,500	\$ 47,932,150	\$ 40,317,739
List / Sell Ratio	90.56%	93.31%	91.07%	87.69%	85.85%	85.89%	83.17%
Average Sales Price	\$1,342,213	\$1,317,278	\$1,367,241	\$1,318,491	\$1,328,575	\$1,295,464	\$1,259,929
Average Days on Market	266	188	275	194	232	270	341
% Volume Compared to Previous Year		239.41%	82.52%	53.49%	95.09%	53.85%	84.11%
% ASP Compared to Previous Year		98.14%	103.79%	96.43%	100.76%	97.51%	97.26%

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January Annual Rolling Totals Summary - Sales \$2M - \$5M							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	7	27	17	13	11	5	3
Total List Price	\$ 24,585,000	\$ 75,751,550	\$ 49,506,900	\$ 40,443,000	\$ 33,605,000	\$ 17,535,000	\$ 8,193,900
Told Sold Volume	\$ 203,414,493	\$ 69,946,868	\$ 42,060,000	\$ 36,660,000	\$ 29,100,000	\$ 14,847,625	\$ 7,000,000
List / Sell Ratio	827.39%	92.34%	84.96%	90.65%	86.59%	84.67%	85.43%
Average Sales Price	\$29,059,213	\$2,590,625	\$2,474,118	\$2,820,000	\$2,645,455	\$2,969,525	\$2,333,333
Average Days on Market	232	228	406	232	174	229	151
% Volume Compared to Previous Year		34.39%	60.13%	87.16%	79.38%	51.02%	47.15%
% ASP Compared to Previous Year		8.91%	95.50%	113.98%	93.81%	112.25%	78.58%

January Annual Rolling Totals Summary - Sales \$5M +							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	0	1	0	1	1	0	0
Total List Price	\$ -	\$ 5,900,000	\$ -	\$ 12,900,000	\$ 5,999,000	\$ -	\$ -
Told Sold Volume	\$ -	\$ 5,000,000	\$ -	\$ 10,000,000	\$ 5,230,000	\$ -	\$ -
List / Sell Ratio		84.75%		77.52%	87.18%	#DIV/0!	#DIV/0!
Average Sales Price		\$5,000,000		\$10,000,000	\$5,230,000	#DIV/0!	#DIV/0!
Average Days on Market		74		516	193	#DIV/0!	#DIV/0!
% Volume Compared to Previous Year					52.30%	0.00%	#DIV/0!
% ASP Compared to Previous Year					52.30%	#DIV/0!	#DIV/0!

January Annual Rolling Totals Summary - Overall Sales							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	8408	10536	6406	4677	8090	12665	11517
Total List Price	\$ 6,158,895,781	\$ 3,684,679,882	\$ 2,272,854,497	\$ 1,500,781,862	\$ 1,766,231,958	\$ 1,944,834,537	\$ 1,750,176,910
Told Sold Volume	\$ 2,356,682,563	\$ 3,607,235,000	\$ 2,166,985,273	\$ 1,393,030,852	\$ 1,637,473,332	\$ 1,835,992,562	\$ 1,650,149,701
List / Sell Ratio	38.26%	97.90%	95.34%	92.82%	92.71%	94.40%	94.28%
Average Sales Price	\$280,291	\$342,372	\$338,274	\$297,847	\$202,407	\$144,966	\$143,279
Average Days on Market	121	103	130	148	133	126	133
% Volume Compared to Previous Year		153.06%	60.07%	64.28%	117.55%	112.12%	89.88%
% ASP Compared to Previous Year		122.15%	98.80%	88.05%	67.96%	71.62%	98.84%