

2011 FM-FB-CC YTD Summary - Jan

January Annual YTD Summary - Sales from \$0 = \$249,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	342	377	156	166	199	601	738	\$ 663
Total List Price	\$ 59,910,279	\$ 67,740,608	\$ 33,271,957	\$ 32,820,906	\$ 33,291,771	\$ 66,677,281	\$ 78,895,027	\$ 71,475,448
Told Sold Volume	\$ 50,415,071	\$ 66,550,353	\$ 32,193,482	\$ 31,143,829	\$ 30,951,357	\$ 62,936,213	\$ 75,666,659	\$ 68,558,605
List / Sell Ratio	84.15%	98.24%	96.76%	94.89%	92.97%	94.39%	95.91%	95.92%
Average Sales Price	\$ 147,412	\$ 176,526	\$ 206,368	\$ 187,613	\$ 155,534	\$ 104,719	\$ 102,529	\$ 103,407
Median Price				\$ 197,900	\$ 145,000	\$ 95,000	\$ 88,000	\$ 88,000
Average Days on Market	114	80	102	131	132	112	134	132
% Volume Compared to Previous Year		132.00%	48.37%	96.74%	99.38%	203.34%	120.23%	90.61%
% ASP Compared to Previous Year		119.75%	116.91%	90.91%	82.90%	67.33%	97.91%	100.86%

January Annual YTD Summary - Sales from \$250,000 - \$499,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	125	199	280	130	81	68	97	81
Total List Price	\$ 44,209,463	\$ 72,114,239	\$ 94,083,440	\$ 46,823,116	\$ 30,464,767	\$ 25,249,649	\$ 34,848,031	\$ 27,832,307
Told Sold Volume	\$ 42,284,973	\$ 70,488,852	\$ 92,411,355	\$ 44,642,910	\$ 27,778,665	\$ 23,807,400	\$ 32,544,090	\$ 26,126,311
List / Sell Ratio	95.65%	97.75%	98.22%	95.34%	91.18%	94.29%	93.39%	93.87%
Average Sales Price	\$ 338,280	\$ 354,215	\$ 330,041	\$ 343,407	\$ 342,946	\$ 350,109	\$ 335,506	\$ 322,547
Median Price				\$ 330,000	\$ 325,000	\$ 350,000	\$ 321,600	\$ 305,000
Average Days on Market	148	122	128	158	148	162	187	189
% Volume Compared to Previous Year		166.70%	131.10%	48.31%	62.22%	85.70%	136.70%	80.28%
% ASP Compared to Previous Year		104.71%	93.18%	104.05%	99.87%	102.09%	95.83%	96.14%

January Annual YTD Summary - Sales from \$500,000 to 749,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	20	35	62	38	20	10	16	18
Total List Price	\$ 12,702,030	\$ 22,002,572	\$ 38,966,817	\$ 24,270,445	\$ 13,019,740	\$ 6,956,600	\$ 10,097,000	\$ 11,416,300
Told Sold Volume	\$ 12,095,095	\$ 21,236,607	\$ 37,723,816	\$ 22,921,200	\$ 11,688,400	\$ 6,012,000	\$ 9,358,900	\$ 10,417,500
List / Sell Ratio	95.22%	96.52%	96.81%	94.44%	89.77%	86.42%	92.69%	91.25%
Average Sales Price	\$ 604,755	\$ 606,760	\$ 608,449	\$ 603,189	\$ 584,420	\$ 601,200	\$ 584,931	\$ 578,750
Median Price				\$ 594,950	\$ 570,000	\$ 612,500	\$ 543,250	\$ 572,500
Average Days on Market	153	108	131	172	143	245	144	210
% Volume Compared to Previous Year		175.58%	177.64%	60.76%	50.99%	51.44%	155.67%	111.31%
% ASP Compared to Previous Year		100.33%	100.28%	99.14%	96.89%	102.87%	97.29%	98.94%

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January Annual YTD Summary - Sales from \$750,000 - \$999,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	3	15	25	5	5	3	4	2
Total List Price	\$ 2,538,500	\$ 13,138,401	\$ 22,151,800	\$ 4,542,500	\$ 4,596,900	\$ 2,943,900	\$ 3,683,995	\$ 1,546,900
Told Sold Volume	\$ 2,464,000	\$ 12,445,750	\$ 21,250,900	\$ 4,243,000	\$ 4,174,000	\$ 2,566,000	\$ 3,566,195	\$ 1,527,000
List / Sell Ratio	97.07%	94.73%	95.93%	93.41%	90.80%	87.16%	96.80%	98.71%
Average Sales Price	\$ 821,333	\$ 829,717	\$ 850,036	\$ 848,600	\$ 834,800	\$ 855,333	\$ 891,549	\$ 763,500
Median Price				\$ 840,000	\$ 850,000	\$ 825,000	\$ 901,098	\$ 763,500
Average Days on Market	237	145	131	238	291	284	212	104
% Volume Compared to Previous Year		505.10%	170.75%	19.97%	98.37%	61.48%	138.98%	42.82%
% ASP Compared to Previous Year		101.02%	102.45%	99.83%	98.37%	102.46%	104.23%	85.64%

January Annual YTD Summary - All Sales \$1M +								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	7	7	15	9	4	0	2	3
Total List Price	\$ 11,350,000	\$ 14,175,300	\$ 26,802,000	\$ 17,273,000	\$ 6,488,500	\$ -	\$ 5,325,000	\$ 5,918,900
Told Sold Volume	\$ 10,666,547	\$ 12,710,500	\$ 24,852,000	\$ 15,695,000	\$ 5,615,000	\$ 2,566,000	\$ 4,800,000	\$ 4,925,000
List / Sell Ratio	93.98%	89.67%	92.72%	90.86%	86.54%	#DIV/0!	90.14%	83.21%
Average Sales Price	\$ 1,523,792	\$ 1,815,786	\$ 1,656,800	\$ 1,743,889	\$ 1,403,750	#DIV/0!	\$ 2,400,000	\$ 1,641,667
Median Price				\$ 1,600,000	\$ 1,332,500	\$ -	\$ 2,400,000	\$ 1,150,000
Average Days on Market	155	256	149	83	129	#DIV/0!	104	160
% Volume Compared to Previous Year		119.16%	195.52%	63.15%	35.78%	45.70%	187.06%	102.60%
% ASP Compared to Previous Year		119.16%	91.24%	105.26%	80.50%	#DIV/0!	#DIV/0!	68.40%

January Annual YTD Summary - Sales \$1M - \$2M								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	6	6	12	7	4	0	1	2
Total List Price	\$ 9,060,000	\$ 9,675,300	\$ 18,052,000	\$ 10,483,000	\$ 6,488,500	\$ -	\$ 1,375,000	\$ 2,423,900
Told Sold Volume	\$ 8,443,750	\$ 8,910,500	\$ 16,502,000	\$ 9,895,000	\$ 5,615,000	\$ -	\$ 1,100,000	\$ 2,225,000
List / Sell Ratio	93.20%	92.10%	91.41%	94.39%	86.54%	#DIV/0!	80.00%	91.79%
Average Sales Price	\$ 1,407,292	\$ 1,485,083	\$ 1,375,167	\$ 1,413,571	\$ 1,403,750	#DIV/0!	\$ 1,100,000	\$ 1,112,500
Median Price								
Average Days on Market	156	257	124	945	129	#DIV/0!	132	72
% Volume Compared to Previous Year		105.53%	185.20%	59.96%	56.75%	0.00%	#DIV/0!	202.27%
% ASP Compared to Previous Year		105.53%	92.60%	102.79%	99.31%	#DIV/0!	#DIV/0!	101.14%

2011 FM-FB-CC YTD Summary - Jan

January Annual YTD Summary - Sales \$2M - \$5M								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	1	1	3	2	0	0	1	1
Total List Price	\$ 2,290,000	\$ 4,500,000	\$ 8,750,000	\$ 6,790,000	\$ -	\$ -	\$ 3,950,000	\$ 3,495,000
Told Sold Volume	\$ 2,222,797	\$ 3,800,000	\$ 8,350,000	\$ 5,800,000	\$ -	\$ -	\$ 3,700,000	\$ 2,700,000
List / Sell Ratio	97.07%	84.44%	95.43%	85.42%	#DIV/0!	#DIV/0!	93.67%	77.25%
Average Sales Price	\$ 2,222,797	\$ 3,800,000	\$ 2,783,333	\$ 2,900,000	#DIV/0!	#DIV/0!	\$ 3,700,000	\$ 2,700,000
Median Price								
Average Days on Market	149	247	251	81	#DIV/0!	#DIV/0!	76	337
% Volume Compared to Previous Year		170.96%	219.74%	69.46%	0.00%	#DIV/0!	#DIV/0!	72.97%
% ASP Compared to Previous Year		170.96%	73.25%	104.19%	#DIV/0!	#DIV/0!	#DIV/0!	72.97%

January Annual YTD Summary - Sales \$5M +								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	0	0	0	0	0	0	0	0
Total List Price	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Told Sold Volume	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
List / Sell Ratio					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Average Sales Price					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Median Price								
Average Days on Market					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
% Volume Compared to Previous Year					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
% ASP Compared to Previous Year					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

January Annual YTD Summary - Overall Sales								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	497	633	538	348	309	682	857	767
Total List Price	\$ 130,710,272	\$ 189,171,120	\$ 215,276,014	\$ 125,729,967	\$ 87,861,678	\$ 101,827,430	\$ 132,849,053	\$ 118,189,855
Told Sold Volume	\$ 117,925,686	\$ 183,432,062	\$ 208,431,553	\$ 118,645,939	\$ 80,207,422	\$ 95,321,613	\$ 125,935,844	\$ 111,554,416
List / Sell Ratio	90.22%	96.97%	96.82%	94.37%	91.29%	93.61%	94.80%	94.39%
Average Sales Price	\$ 237,275	\$ 289,782	\$ 387,419	\$ 340,937	\$ 259,571	\$ 139,768	\$ 146,950	\$ 145,443
Median Price				\$ 257,950	\$ 201,000	\$ 104,900	\$ 100,000	\$ 99,000
Average Days on Market	125	98	121	146	139	120	140	139
% Volume Compared to Previous Year		155.55%	113.63%	56.92%	67.60%	118.84%	132.12%	88.58%
% ASP Compared to Previous Year		122.13%	133.69%	88.00%	76.13%	53.85%	105.14%	98.97%