

#Jan/A1

January Annual YTD Summary - Sales from \$0 = \$249,999

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	241	246	238	276	317	223	55	83	100	274	450	432
Total List Price	\$ 33,425,337	\$ 35,475,065	\$ 37,365,972	\$ 47,761,381	\$ 56,448,215	\$ 45,164,075	\$ 10,834,800	\$ 17,730,979	\$ 19,439,405	\$ 39,181,209	\$ 63,155,306	\$ 58,352,407
Told Sold Volume	\$ 31,813,220	\$ 34,127,550	\$ 35,981,999	\$ 45,627,928	\$ 53,030,046	\$ 44,066,728	\$ 10,379,211	\$ 16,603,005	\$ 17,269,999	\$ 36,047,510	\$ 58,529,340	\$ 54,426,274
List / Sell Ratio	95.18%	96.20%	96.30%	95.53%	93.94%	97.57%	95.80%	93.64%	88.84%	92.00%	92.68%	93.27%
Average Sales Price	\$132,005	\$138,730	\$151,185	\$165,319	\$167,287	\$197,609	\$188,713	\$200,036	\$172,700	\$131,560	\$130,065	\$125,987
Median Price								\$ 203,015	\$ 180,000	\$ 125,750	\$ 130,000	\$ 120,000
Average Days on Market	104	101	85	88	126	84	130	274	162	126	161	132
% Volume Compared to Previous Year		107.27%	105.43%	126.81%	116.22%	83.10%	23.55%	159.96%	104.02%	208.73%	162.37%	92.99%
% ASP Compared to Previous Year		105.09%	108.98%	109.35%	101.19%	118.13%	95.50%	106.00%	86.33%	76.18%	98.86%	96.86%

January Annual YTD Summary - Sales from \$250,000 - \$499,999

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	40	41	50	99	172	340	265	129	138	98	146	120
Total List Price	\$ 15,031,789	\$ 14,890,800	\$ 18,500,050	\$ 35,042,842	\$ 61,374,698	\$ 122,623,199	\$ 97,182,904	\$ 47,848,890	\$ 53,901,621	\$ 36,724,523	\$ 54,429,979	\$ 44,795,366
Told Sold Volume	\$ 14,393,625	\$ 14,216,300	\$ 17,587,400	\$ 33,345,642	\$ 58,906,655	\$ 118,389,374	\$ 94,281,918	\$ 44,586,595	\$ 48,757,259	\$ 33,063,701	\$ 50,234,285	\$ 41,142,064
List / Sell Ratio	95.75%	95.47%	95.07%	95.16%	95.98%	96.55%	97.01%	93.18%	90.46%	90.03%	92.29%	91.84%
Average Sales Price	\$359,841	\$346,739	\$351,748	\$336,825	\$342,481	\$348,204	\$355,781	\$345,633	\$353,313	\$337,385	\$344,070	\$342,851
Median Price								\$ 335,000	\$ 342,250	\$ 318,250	\$ 335,000	\$ 325,000
Average Days on Market	81	105	108	110	160	96	102	149	172	183	195	184
% Volume Compared to Previous Year		98.77%	123.71%	189.60%	176.65%	200.98%	79.64%	47.29%	109.35%	67.81%	151.93%	81.90%
% ASP Compared to Previous Year		96.36%	101.44%	95.76%	101.68%	101.67%	102.18%	97.15%	102.22%	95.49%	101.98%	99.65%

January Annual YTD Summary - Sales from \$500,000 to 749,999

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	21	41	30	48	52	122	114	63	47	31	55	34
Total List Price	\$ 13,525,400	\$ 26,494,500	\$ 19,507,632	\$ 30,493,175	\$ 33,546,100	\$ 77,504,636	\$ 72,614,190	\$ 40,378,679	\$ 30,826,465	\$ 20,884,186	\$ 35,763,440	\$ 21,826,095
Told Sold Volume	\$ 12,772,000	\$ 25,468,500	\$ 18,364,393	\$ 29,278,025	\$ 31,707,475	\$ 75,112,236	\$ 70,061,629	\$ 37,470,990	\$ 28,207,357	\$ 19,023,650	\$ 32,485,750	\$ 20,137,400
List / Sell Ratio	94.43%	96.13%	94.14%	96.02%	94.52%	96.91%	96.48%	92.80%	91.50%	91.09%	90.84%	92.26%
Average Sales Price	\$608,190	\$621,183	\$612,146	\$609,959	\$609,759	\$615,674	\$614,576	\$594,778	\$600,157	\$613,666	\$590,650	\$592,276
Median Price								\$ 584,500	\$ 600,000	\$ 607,400	\$ 590,000	\$ 590,500
Average Days on Market	143	114	160	129	241	147	120	200	181	169	254	180
% Volume Compared to Previous Year		199.41%	72.11%	159.43%	108.30%	236.89%	93.28%	53.48%	75.28%	67.44%	170.77%	61.99%
% ASP Compared to Previous Year		102.14%	98.55%	99.64%	99.97%	100.97%	99.82%	96.78%	100.90%	102.25%	96.25%	100.28%

January Annual YTD Summary - Sales from \$750,000 - \$999,999												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	27	22	21	21	35	72	53	30	25	6	18	12
Total List Price	\$ 24,747,757	\$ 20,142,900	\$ 19,661,900	\$ 20,029,800	\$ 31,980,000	\$ 64,042,600	\$ 47,105,000	\$ 27,555,565	\$ 24,772,788	\$ 5,997,600	\$ 17,666,900	\$ 10,989,900
Told Sold Volume	\$ 23,753,006	\$ 19,538,025	\$ 18,312,500	\$ 18,257,340	\$ 30,129,400	\$ 61,380,550	\$ 45,485,500	\$ 25,493,443	\$ 22,131,500	\$ 5,227,500	\$ 15,531,500	\$ 10,181,000
List / Sell Ratio	95.98%	97.00%	93.14%	91.15%	94.21%	95.84%	96.56%	92.52%	89.34%	87.16%	87.91%	92.64%
Average Sales Price	\$879,741	\$888,092	\$872,024	\$869,397	\$860,840	\$852,508	\$858,217	\$849,781	\$885,260	\$871,250	\$862,861	\$848,417
Median Price								\$ 822,652	\$ 900,000	\$ 887,500	\$ 860,000	\$ 822,250
Average Days on Market	105	79	149	172	213	184	123	181	184	200	417	185
% Volume Compared to Previous Year		82.25%	93.73%	99.70%	165.03%	203.72%	74.10%	56.05%	86.81%	23.62%	297.11%	65.55%
% ASP Compared to Previous Year		100.95%	98.19%	99.70%	99.02%	99.03%	100.67%	99.02%	104.18%	98.42%	99.04%	98.33%

January Annual YTD Summary - All Sales \$1M +												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	34	40	24	40	57	110	96	61	63	30	44	44
Total List Price	\$ 84,674,000	\$ 87,146,330	\$ 50,564,000	\$ 95,003,000	\$ 163,618,000	\$ 214,886,609	\$ 216,019,665	\$ 153,201,445	\$ 149,963,398	\$ 74,642,390	\$ 133,551,000	\$ 108,494,000
Told Sold Volume	\$ 78,311,388	\$ 81,902,165	\$ 46,861,500	\$ 88,371,500	\$ 147,753,000	\$ 200,599,700	\$ 203,315,515	\$ 139,925,120	\$ 133,257,500	\$ 63,010,000	\$ 112,753,740	\$ 93,455,764
List / Sell Ratio	92.49%	93.98%	92.68%	93.02%	90.30%	93.35%	94.12%	91.33%	88.86%	84.42%	84.43%	86.14%
Average Sales Price	\$2,303,276	\$2,047,554	\$1,952,563	\$2,209,288	\$2,592,158	\$1,823,634	\$2,117,870	\$2,293,854	\$2,115,198	\$2,100,333	\$2,562,585	\$2,123,995
Median Price											\$ 184,450	\$ 165,000
Average Days on Market	186	154	163	228	260	213	212	227	247	262	245	240
% Volume Compared to Previous Year		104.59%	57.22%	188.58%	167.20%	135.77%	101.35%	68.82%	95.23%	47.28%	178.95%	82.88%
% ASP Compared to Previous Year		88.90%	95.36%	113.15%	117.33%	70.35%	116.13%	108.31%	92.21%	99.30%	122.01%	82.88%

January Annual YTD Summary - Sales \$1M - \$2M												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	16	23	18	26	34	79	55	39	41	19	24	25
Total List Price	\$ 22,994,000	\$ 33,406,330	\$ 26,079,000	\$ 39,863,000	\$ 51,428,000	\$ 117,341,899	\$ 80,564,300	\$ 65,168,445	\$ 63,075,899	\$ 30,993,999	\$ 36,476,000	\$ 38,793,000
Told Sold Volume	\$ 21,390,000	\$ 31,571,165	\$ 24,854,000	\$ 36,751,500	\$ 47,300,500	\$ 109,283,500	\$ 75,766,900	\$ 58,885,120	\$ 56,072,500	\$ 26,620,000	\$ 30,634,000	\$ 33,555,764
List / Sell Ratio	93.02%	94.51%	95.30%	92.19%	91.97%	93.13%	94.05%	90.36%	88.90%	85.89%	83.98%	86.50%
Average Sales Price	\$1,336,875	\$1,372,659	\$1,380,778	\$1,413,519	\$1,391,191	\$1,383,335	\$1,377,580	\$1,509,875	\$1,367,622	\$1,401,053	\$1,276,417	\$1,342,231
Median Price								\$ 1,695,000	\$ 1,337,500	\$ 1,350,000	\$ 1,287,500	\$ 1,250,000
Average Days on Market	198	164	170	268	253	207	165	216	239	271	222	224
% Volume Compared to Previous Year		147.60%	78.72%	147.87%	128.70%	231.04%	69.33%	77.72%	95.22%	47.47%	115.08%	109.54%
% ASP Compared to Previous Year		102.68%	100.59%	102.37%	98.42%	99.44%	99.58%	109.60%	90.58%	102.44%	91.10%	105.16%

January Annual YTD Summary - Sales \$2M - \$5M

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	17	16	5	13	20	28	38	16	17	10	17	17
Total List Price	\$ 55,805,000	\$ 46,240,000	\$ 15,235,000	\$ 43,190,000	\$ 72,390,000	\$ 79,694,710	\$ 114,770,365	\$ 49,068,000	\$ 56,443,499	\$ 33,748,391	\$ 52,175,000	\$ 54,101,000
Told Sold Volume	\$ 51,421,388	\$ 43,331,000	\$ 14,082,500	\$ 39,995,000	\$ 66,652,500	\$ 74,309,820	\$ 106,150,615	\$ 45,440,000	\$ 50,035,000	\$ 28,890,000	\$ 47,219,740	\$ 46,550,000
List / Sell Ratio	92.14%	93.71%	92.44%	92.60%	92.07%	93.24%	92.49%	92.61%	88.65%	85.60%	90.50%	86.04%
Average Sales Price	\$3,024,788	\$2,708,188	\$2,816,500	\$3,076,538	\$3,332,625	\$2,653,922	\$2,793,437	\$2,840,000	\$2,943,235	\$2,889,000	\$2,777,632	\$2,738,235
Median Price								\$ 2,700,000	\$ 3,000,000	\$ 2,970,000	\$ 2,400,000	\$ 2,599,000
Average Days on Market	183	126	136	164	294	237	269	249	257	259	280	279
% Volume Compared to Previous Year		84.27%	32.50%	284.00%	166.65%	111.49%	142.85%	42.81%	110.11%	57.74%	163.45%	98.58%
% ASP Compared to Previous Year		89.53%	104.00%	109.23%	108.32%	79.63%	105.26%	101.67%	103.64%	98.16%	96.15%	98.58%

January Annual YTD Summary - Sales \$5M +

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	1	1	1	1	3	3	3	6	5	1	3	2
Total List Price	\$ 5,875,000	\$ 7,500,000	\$ 9,250,000	\$ 11,950,000	\$ 39,800,000	\$ 17,850,000	\$ 20,685,000	\$ 38,965,000	\$ 30,444,000	\$ 9,900,000	\$ 44,900,000	\$ 15,600,000
Told Sold Volume	\$ 5,500,000	\$ 7,000,000	\$ 7,925,000	\$ 11,625,000	\$ 33,800,000	\$ 17,006,380	\$ 21,398,000	\$ 35,600,000	\$ 27,150,000	\$ 7,500,000	\$ 34,900,000	\$ 13,350,000
List / Sell Ratio	93.62%	93.33%	85.68%	97.28%	84.92%	95.27%	103.45%	91.36%	89.18%	75.76%	77.73%	85.58%
Average Sales Price	\$5,500,000	\$7,000,000	\$7,925,000	\$11,625,000	\$11,266,667	\$5,668,793	\$7,132,667	\$5,933,333	\$5,430,000	\$7,500,000	\$11,633,333	\$6,675,000
Median Price								\$ 5,975,000	\$ 5,450,000	\$ 7,500,000	\$ 13,000,000	\$ 6,675,000
Average Days on Market	38	376	172	36	2,048	12	350	236	283	138	238	125
% Volume Compared to Previous Year		127.27%	113.21%	146.69%	290.75%	50.31%	125.82%	166.37%	76.26%	27.62%	465.33%	38.25%
% ASP Compared to Previous Year		127.27%	113.21%	146.69%	96.92%	50.31%	125.82%	83.19%	91.52%	138.12%	155.11%	57.38%

January Annual YTD Summary - Overall Sales

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	363	390	363	484	633	867	583	366	373	439	713	642
Total List Price	\$ 171,404,283	\$ 184,149,595	\$ 145,599,554	\$ 228,330,198	\$ 346,967,013	\$ 524,221,119	\$ 443,756,559	\$ 286,715,558	\$ 278,903,677	\$ 177,429,908	\$ 304,566,625	\$ 244,457,768
Told Sold Volume	\$ 161,043,239	\$ 175,252,540	\$ 137,107,792	\$ 214,880,435	\$ 321,526,576	\$ 499,548,588	\$ 423,523,773	\$ 264,079,153	\$ 249,623,615	\$ 156,372,361	\$ 269,534,615	\$ 219,342,502
List / Sell Ratio	93.96%	95.17%	94.17%	94.11%	92.67%	95.29%	95.44%	92.10%	89.50%	88.13%	88.50%	89.73%
Average Sales Price	\$443,645	\$449,365	\$377,707	\$443,968	\$507,941	\$576,181	\$726,456	\$721,528	\$669,232	\$356,201	\$378,029	\$341,655
Median Price								\$ 406,000	\$ 385,000	\$ 190,000	\$ 184,450	\$ 165,000
Average Days on Market	111	107	103	112	161	122	128	202	184	152	187	153
% Volume Compared to Previous Year		108.82%	78.23%	156.72%	149.63%	155.37%	84.78%	62.35%	94.53%	62.64%	172.37%	81.38%
% ASP Compared to Previous Year		101.29%	84.05%	117.54%	114.41%	113.43%	126.08%	99.32%	92.75%	53.23%	106.13%	90.38%