

#Mar/A1

March Annual YTD Summary - Sales from \$0 = \$249,998

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	870	883	887	915	1162	633	151	263	424	1100	1633	1777
Total List Price	\$ 118,745,715	\$ 131,429,669	\$ 140,938,262	\$ 158,062,003	\$ 206,818,828	\$ 130,044,257	\$ 30,229,240	\$ 54,162,582	\$ 84,773,549	\$ 157,290,126	\$ 233,925,507	\$ 244,255,708
Told Sold Volume	\$ 113,657,750	\$ 126,303,720	\$ 135,457,525	\$ 151,325,491	\$ 198,117,611	\$ 127,149,088	\$ 28,672,266	\$ 50,197,549	\$ 76,018,769	\$ 144,079,850	\$ 218,339,358	\$ 227,421,729
List / Sell Ratio	95.72%	96.10%	96.11%	95.74%	95.79%	97.77%	94.85%	92.68%	89.67%	91.60%	93.34%	93.11%
Average Sales Price	\$130,641	\$143,039	\$152,714	\$165,383	\$170,497	\$200,867	\$189,883	\$190,865	\$179,290	\$130,982	\$133,704	\$127,981
Median Price								\$ 203,000	\$ 189,950	\$ 125,250	\$ 130,326	\$ 125,000
Average Days on Market	104	100	90	100	118	80	116	211	165	130	150	145
% Volume Compared to Previous Year		111.13%	107.25%	111.71%	130.92%	64.18%	22.55%	175.07%	151.44%	189.53%	151.54%	104.16%
% ASP Compared to Previous Year		109.49%	106.76%	108.30%	103.09%	117.81%	94.53%	100.52%	93.94%	73.06%	102.08%	95.72%

March Annual YTD Summary - Sales from \$250,000 - \$499,998

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	152	142	152	370	700	1319	844	537	499	365	564	560
Total List Price	\$ 56,559,898	\$ 51,207,200	\$ 54,589,800	\$ 131,805,463	\$ 251,076,843	\$ 473,681,082	\$ 316,079,752	\$ 197,840,314	\$ 190,178,027	\$ 136,817,200	\$ 208,326,543	\$ 209,236,198
Told Sold Volume	\$ 54,027,975	\$ 48,822,150	\$ 52,271,469	\$ 125,796,790	\$ 240,831,250	\$ 461,316,513	\$ 305,105,059	\$ 184,571,023	\$ 173,567,732	\$ 123,369,491	\$ 191,747,388	\$ 193,228,867
List / Sell Ratio	95.53%	95.34%	95.75%	95.44%	95.92%	97.39%	96.53%	93.29%	91.27%	90.17%	92.04%	92.35%
Average Sales Price	\$355,447	\$343,818	\$343,891	\$339,991	\$344,045	\$349,747	\$361,499	\$343,708	\$347,831	\$337,999	\$339,978	\$345,052
Median Price								\$ 330,000	\$ 334,990	\$ 328,000	\$ 325,000	\$ 330,000
Average Days on Market	75	96	102	141	153	95	103	160	180	182	188	182
% Volume Compared to Previous Year		90.36%	107.07%	240.66%	191.44%	191.55%	66.14%	60.49%	94.04%	71.08%	155.43%	100.77%
% ASP Compared to Previous Year		96.73%	100.02%	98.87%	101.19%	101.66%	103.36%	95.08%	101.20%	97.17%	100.59%	101.49%

March Annual YTD Summary - Sales from \$500,000 to 749,998

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	109	130	104	149	219	397	293	189	182	114	183	169
Total List Price	\$ 70,015,385	\$ 83,789,926	\$ 67,152,909	\$ 96,353,264	\$ 140,172,350	\$ 249,275,540	\$ 184,272,259	\$ 121,870,013	\$ 120,628,905	\$ 75,635,383	\$ 119,710,039	\$ 112,172,305
Told Sold Volume	\$ 66,781,300	\$ 79,531,453	\$ 63,201,595	\$ 91,395,914	\$ 132,674,450	\$ 241,924,852	\$ 177,354,329	\$ 112,940,790	\$ 109,422,893	\$ 68,046,200	\$ 108,863,203	\$ 102,531,800
List / Sell Ratio	95.38%	94.92%	94.12%	94.86%	94.65%	97.05%	96.25%	92.67%	90.71%	89.97%	90.94%	91.41%
Average Sales Price	\$612,672	\$611,780	\$607,708	\$613,395	\$605,819	\$609,382	\$605,305	\$597,570	\$601,225	\$596,896	\$594,881	\$606,697
Median Price								\$ 585,000	\$ 595,000	\$ 587,000	\$ 590,379	\$ 595,000
Average Days on Market	133	132	166	145	195	147	115	187	199	196	243	212
% Volume Compared to Previous Year		119.09%	79.47%	144.61%	145.16%	182.34%	73.31%	63.68%	96.89%	62.19%	159.98%	94.18%
% ASP Compared to Previous Year		99.85%	99.33%	100.94%	98.76%	100.59%	99.33%	98.72%	100.61%	99.28%	99.66%	101.99%

March Annual YTD Summary - Sales from \$750,000 - \$999,999

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	77	76	63	60	110	226	170	98	64	39	68	79
Total List Price	\$ 70,114,557	\$ 68,800,301	\$ 58,256,300	\$ 57,639,600	\$ 99,121,801	\$ 201,821,914	\$ 151,535,043	\$ 90,693,938	\$ 61,249,088	\$ 39,155,488	\$ 64,727,590	\$ 75,549,135
Told Sold Volume	\$ 66,880,506	\$ 66,503,376	\$ 54,221,250	\$ 52,733,840	\$ 93,400,808	\$ 194,894,904	\$ 145,802,188	\$ 84,351,053	\$ 55,333,200	\$ 33,214,300	\$ 58,224,600	\$ 68,825,865
List / Sell Ratio	95.39%	96.66%	93.07%	91.49%	94.23%	96.57%	96.22%	93.01%	90.34%	84.83%	89.95%	91.10%
Average Sales Price	\$868,578	\$875,044	\$860,655	\$878,897	\$849,098	\$862,367	\$857,660	\$860,725	\$864,581	\$851,649	\$856,244	\$871,213
Median Price								\$ 850,000	\$ 862,500	\$ 850,000	\$ 852,500	\$ 880,000
Average Days on Market	155	139	172	189	224	167	122	168	185	276	280	198
% Volume Compared to Previous Year		99.44%	81.53%	97.26%	177.12%	208.67%	74.81%	57.85%	65.60%	60.03%	175.30%	118.21%
% ASP Compared to Previous Year		100.74%	98.36%	102.12%	96.61%	101.56%	99.45%	100.36%	100.45%	98.50%	100.54%	101.75%

March Annual YTD Summary - All Sales \$1M +

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	99	98	106	129	220	391	258	241	194	104	151	275
Total List Price	\$ 225,994,000	\$ 238,720,230	\$ 212,253,990	\$ 292,181,694	\$ 535,298,710	\$ 858,163,921	\$ 613,687,565	\$ 579,724,103	\$ 468,564,210	\$ 296,340,789	\$ 428,120,798	\$ 1,061,130,826
Told Sold Volume	\$ 205,270,188	\$ 223,394,665	\$ 195,954,300	\$ 268,909,358	\$ 489,030,910	\$ 801,803,667	\$ 568,248,890	\$ 525,789,382	\$ 419,827,725	\$ 254,376,900	\$ 364,318,656	\$ 961,644,208
List / Sell Ratio	90.83%	93.58%	92.32%	92.03%	91.36%	93.43%	92.60%	90.70%	89.60%	85.84%	85.10%	90.62%
Average Sales Price	\$2,073,436	\$2,279,537	\$1,848,625	\$2,084,569	\$2,222,868	\$2,050,649	\$2,202,515	\$2,181,699	\$2,164,060	\$2,445,932	\$2,412,706	\$348,674
Median Price						\$ 2,050,649	\$ 2,202,515	\$ 1,762,500	\$ 1,700,000	\$ 1,800,000	\$ 190,000	\$ 1,600,000
Average Days on Market	178	148	190	253	264	237	195	237	226	262	241	164
% Volume Compared to Previous Year		108.83%	87.72%	137.23%	181.86%	163.96%	70.87%	92.53%	79.85%	60.59%	143.22%	263.96%
% ASP Compared to Previous Year		109.94%	81.10%	112.76%	106.63%	92.25%	107.41%	99.05%	99.19%	113.03%	98.64%	14.45%

March Annual YTD Summary - Sales \$1M - \$2M

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	62	58	79	87	139	258	161	149	118	57	90	116
Total List Price	\$ 90,658,000	\$ 84,325,230	\$ 115,558,990	\$ 132,228,694	\$ 212,790,800	\$ 382,817,971	\$ 232,914,200	\$ 236,271,833	\$ 182,956,109	\$ 91,115,398	\$ 144,920,800	\$ 185,144,480
Told Sold Volume	\$ 84,148,800	\$ 80,156,165	\$ 107,050,000	\$ 120,666,058	\$ 194,760,500	\$ 360,525,760	\$ 218,428,260	\$ 213,273,623	\$ 161,970,500	\$ 78,370,400	\$ 125,439,416	\$ 161,570,947
List / Sell Ratio	92.82%	95.06%	92.64%	91.26%	91.53%	94.18%	93.78%	90.27%	88.53%	86.01%	86.56%	87.27%
Average Sales Price	\$1,357,239	\$1,382,003	\$1,355,063	\$1,386,966	\$1,401,155	\$1,397,387	\$1,356,697	\$1,431,367	\$1,372,631	\$1,374,919	\$1,393,771	\$1,392,853
Median Price								\$ 1,360,000	\$ 1,300,000	\$ 1,350,000	\$ 1,350,000	\$ 1,381,250
Average Days on Market	173	146	188	252	247	219	155	211	216	249	215	235
% Volume Compared to Previous Year		95.26%	133.55%	112.72%	161.40%	185.11%	60.59%	97.64%	75.94%	48.39%	160.06%	128.80%
% ASP Compared to Previous Year		101.82%	98.05%	102.35%	101.02%	99.73%	97.09%	105.50%	95.90%	100.17%	101.37%	99.93%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	35	35	23	38	70	117	83	78	65	39	50	48
Total List Price	\$ 119,751,000	\$ 109,150,000	\$ 70,145,000	\$ 126,903,000	\$ 218,110,250	\$ 352,381,950	\$ 269,598,365	\$ 239,363,270	\$ 204,974,101	\$ 145,150,391	\$ 163,909,999	\$ 153,478,000
Told Sold Volume	\$ 107,021,388	\$ 104,363,500	\$ 64,784,300	\$ 117,018,300	\$ 202,597,750	\$ 327,808,545	\$ 243,986,115	\$ 219,800,291	\$ 185,137,225	\$ 124,616,500	\$ 141,382,240	\$ 136,725,000
List / Sell Ratio	89.37%	95.61%	92.36%	92.21%	92.89%	93.03%	90.50%	91.83%	90.32%	85.85%	86.26%	89.08%
Average Sales Price	\$3,057,754	\$2,981,814	\$2,816,709	\$3,079,429	\$2,894,254	\$2,801,782	\$2,939,712	\$2,817,952	\$2,848,265	\$3,195,295	\$2,827,645	\$2,848,438
Median Price								\$ 2,687,500	\$ 2,650,000	\$ 3,050,000	\$ 2,450,000	\$ 2,650,000
Average Days on Market	192	135	199	259	289	270	251	278	231	306	284	277
% Volume Compared to Previous Year		97.52%	62.08%	180.63%	173.13%	161.80%	74.43%	90.08%	84.23%	67.31%	113.45%	96.71%
% ASP Compared to Previous Year		97.52%	94.46%	109.33%	93.99%	96.81%	104.92%	95.86%	101.08%	112.18%	88.49%	100.74%

March Annual YTD Summary - Sales \$5M +

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	2	5	4	4	11	16	14	14	11	8	11	9
Total List Price	\$ 15,675,000	\$ 45,245,000	\$ 26,550,000	\$ 33,050,000	\$ 104,397,660	\$ 122,964,000	\$ 111,175,000	\$ 104,089,000	\$ 80,634,000	\$ 60,075,000	\$ 119,289,999	\$ 81,295,000
Told Sold Volume	\$ 14,100,000	\$ 41,400,000	\$ 24,125,000	\$ 31,225,000	\$ 91,672,660	\$ 113,469,362	\$ 105,824,515	\$ 92,715,468	\$ 72,720,000	\$ 51,390,000	\$ 97,497,000	\$ 71,340,000
List / Sell Ratio	90.53%	91.50%	90.87%	94.48%	87.81%	92.28%	95.19%	89.07%	90.19%	85.54%	81.73%	87.75%
Average Sales Price	\$7,050,000	\$8,280,000	\$6,031,250	\$7,806,250	\$8,333,878	\$7,091,835	\$7,558,894	\$6,622,533	\$6,610,909	\$6,423,750	\$8,863,364	\$7,926,667
Median Price								\$ 6,175,000	\$ 5,500,000	\$ 6,000,000	\$ 5,722,000	\$ 6,690,000
Average Days on Market	111	256	178	191	310	55	315	478	300	145	257	163
% Volume Compared to Previous Year		293.62%	58.27%	129.43%	293.59%	123.78%	93.26%	87.61%	69.86%	70.67%	189.72%	73.17%
% ASP Compared to Previous Year		117.45%	72.84%	129.43%	106.76%	85.10%	106.59%	87.61%	99.82%	97.17%	137.98%	89.43%

March Annual YTD Summary - Overall Sales

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	1307	1329	1312	1623	2411	2966	1716	1328	1363	1722	2599	2758
Total List Price	\$ 541,418,545	\$ 573,947,326	\$ 533,191,261	\$ 736,042,024	\$ 1,232,488,632	\$ 1,912,986,714	\$ 1,295,803,859	\$ 1,044,290,950	\$ 925,393,779	\$ 705,238,986	\$ 1,054,810,477	\$ 1,061,130,826
Told Sold Volume	\$ 506,617,719	\$ 547,080,364	\$ 501,111,139	\$ 690,161,393	\$ 1,154,055,029	\$ 1,827,089,024	\$ 1,225,182,732	\$ 957,849,797	\$ 834,170,319	\$ 623,086,741	\$ 941,493,205	\$ 961,644,208
List / Sell Ratio	93.57%	95.32%	93.98%	93.77%	93.64%	95.51%	94.55%	91.72%	90.14%	88.35%	89.26%	90.62%
Average Sales Price	\$387,619	\$411,648	\$381,944	\$425,238	\$478,662	\$616,011	\$713,976	\$721,272	\$612,011	\$361,839	\$362,252	\$348,674
Median Price								\$ 390,000	\$ 337,500	\$ 190,000	\$ 190,000	\$ 174,250
Average Days on Market	237	121	109	129	153	123	122	189	185	157	173	164
% Volume Compared to Previous Year		107.99%	91.60%	137.73%	167.22%	158.32%	67.06%	78.18%	79.88%	74.70%	151.10%	102.14%
% ASP Compared to Previous Year		106.20%	92.78%	111.34%	112.56%	128.69%	115.90%	101.02%	84.85%	59.12%	100.11%	96.25%