

2011 FM-FB-CC YTD Summary - Apr

April Annual YTD Summary - Sales from \$0 = \$249,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	1894	1870	766	869	1500	3342	3817	3669
Total List Price	\$ 307,848,539	\$ 350,701,617	\$ 159,954,208	\$ 172,298,028	\$ 243,199,680	\$ 366,033,080	\$ 418,147,123	\$ 409,631,407
Told Sold Volume	\$ 291,749,158	\$ 346,160,067	\$ 154,531,660	\$ 163,808,578	\$ 226,780,173	\$ 347,877,995	\$ 399,091,774	\$ 389,853,947
List / Sell Ratio	94.77%	98.71%	96.61%	95.07%	93.25%	95.04%	95.44%	95.17%
Average Sales Price	\$ 154,039	\$ 185,112	\$ 201,738	\$ 188,502	\$ 151,187	\$ 104,093	\$ 104,556	\$ 106,256
Median Price				\$ 195,000	\$ 143,500	\$ 87,500	\$ 97,950	\$ 100,000
Average Days on Market	109	91	104	132	129	112	129	136
% Volume Compared to Previous Year		118.65%	44.64%	106.00%	138.44%	153.40%	114.72%	97.69%
% ASP Compared to Previous Year		120.17%	108.98%	93.44%	80.20%	68.85%	100.45%	101.63%

April Annual YTD Summary - Sales from \$250,000 - \$499,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	693	1215	1228	632	510	367	470	494
Total List Price	\$ 246,467,358	\$ 429,680,133	\$ 410,860,486	\$ 228,754,379	\$ 190,133,914	\$ 132,927,862	\$ 167,935,983	\$ 176,080,286
Told Sold Volume	\$ 237,644,115	\$ 421,534,546	\$ 399,519,347	\$ 216,039,781	\$ 174,623,003	\$ 123,008,169	\$ 156,640,593	\$ 164,875,519
List / Sell Ratio	96.42%	98.10%	97.24%	94.44%	91.84%	92.54%	93.27%	93.64%
Average Sales Price	\$ 342,921	\$ 346,942	\$ 325,341	\$ 341,835	\$ 342,398	\$ 335,172	\$ 333,278	\$ 333,756
Median Price				\$ 328,099	\$ 315,000	\$ 317,500	\$ 325,000	\$ 325,000
Average Days on Market	196	109	116	144	156	148	170	168
% Volume Compared to Previous Year		177.38%	94.78%	54.07%	80.83%	70.44%	127.34%	105.26%
% ASP Compared to Previous Year		101.17%	93.77%	105.07%	100.16%	97.89%	99.43%	100.14%

April Annual YTD Summary - Sales from \$500,000 to 749,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	164	284	235	176	112	61	77	81
Total List Price	\$ 100,090,861	\$ 174,799,962	\$ 147,253,916	\$ 111,455,016	\$ 73,346,812	\$ 41,405,895	\$ 49,254,605	\$ 51,439,037
Told Sold Volume	\$ 96,677,360	\$ 169,687,938	\$ 141,511,371	\$ 105,240,977	\$ 66,928,590	\$ 37,177,485	\$ 45,436,550	\$ 47,303,340
List / Sell Ratio	96.59%	97.08%	96.10%	94.42%	91.25%	89.79%	92.25%	91.96%
Average Sales Price	\$ 589,496	\$ 597,493	\$ 602,176	\$ 597,960	\$ 597,577	\$ 609,467	\$ 590,085	\$ 583,992
Median Price				\$ 595,000	\$ 594,500	\$ 620,000	\$ 573,200	\$ 593,750
Average Days on Market	261	121	137	236	189	186	213	221
% Volume Compared to Previous Year		175.52%	83.40%	74.37%	63.60%	55.55%	122.22%	104.11%
% ASP Compared to Previous Year		101.36%	100.78%	99.30%	99.94%	101.99%	96.82%	98.97%

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April Annual YTD Summary - Sales from \$750,000 - \$999,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	26	81	87	43	27	20	23	25
Total List Price	\$ 23,056,600	\$ 70,752,039	\$ 76,956,282	\$ 40,339,636	\$ 73,346,812	\$ 19,372,494	\$ 21,384,795	\$ 23,718,950
Told Sold Volume	\$ 21,565,400	\$ 67,995,010	\$ 73,675,000	\$ 36,609,647	\$ 66,928,590	\$ 16,940,000	\$ 19,709,095	\$ 21,065,400
List / Sell Ratio	93.53%	96.10%	95.74%	90.75%	91.25%	87.44%	92.16%	88.81%
Average Sales Price	\$ 829,438	\$ 839,445	\$ 846,839	\$ 851,387	\$ 2,478,837	\$ 847,000	\$ 856,917	\$ 842,616
Median Price				\$ 843,500	\$ 751,250	\$ 810,000	\$ 850,000	\$ 860,000
Average Days on Market	256	177	150	183	247	260	133	219
% Volume Compared to Previous Year		315.30%	108.35%	49.69%	182.82%	25.31%	116.35%	106.88%
% ASP Compared to Previous Year		101.21%	100.88%	100.54%	291.15%	34.17%	101.17%	98.33%

April Annual YTD Summary - All Sales \$1M +								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	27	47	48	35	30	14	11	28
Total List Price	\$ 47,123,862	\$ 78,362,850	\$ 79,227,800	\$ 60,778,777	\$ 49,576,057	\$ 21,644,700	\$ 20,870,400	\$ 45,615,900
Told Sold Volume	\$ 43,017,127	\$ 71,802,700	\$ 72,400,312	\$ 54,795,308	\$ 42,144,000	\$ 20,916,000	\$ 18,368,739	\$ 40,340,500
List / Sell Ratio	91.29%	91.63%	91.38%	90.16%	85.01%	96.63%	88.01%	88.44%
Average Sales Price	\$ 1,593,227	\$ 1,527,717	\$ 1,508,340	\$ 1,565,580	\$ 1,404,800	\$ 1,494,000	\$ 1,669,885	\$ 1,440,732
Median Price				\$ 1,297,500	\$ 1,450,000	\$ 1,350,000	\$ 1,715,000	\$ 1
Average Days on Market	241	217	149	179	220	230	260	220
% Volume Compared to Previous Year		166.92%	100.83%	75.68%	76.91%	49.63%	87.82%	219.61%
% ASP Compared to Previous Year		95.89%	98.73%	103.79%	89.73%	106.35%	111.77%	86.28%

April Annual YTD Summary - Sales \$1M - \$2M								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	24	42	42	29	27	14	8	23
Total List Price	\$ 36,283,862	\$ 61,512,900	\$ 62,122,800	\$ 41,823,777	\$ 42,191,057	\$ 21,644,700	\$ 12,221,500	\$ 31,830,900
Told Sold Volume	\$ 32,694,330	\$ 56,666,000	\$ 56,550,312	\$ 38,070,308	\$ 35,884,000	\$ 18,350,000	\$ 10,368,739	\$ 27,915,500
List / Sell Ratio	90.11%	92.12%	91.03%	91.03%	85.05%	84.78%	84.84%	87.70%
Average Sales Price	\$ 1,362,264	\$ 1,349,190	\$ 1,346,436	\$ 1,312,769	\$ 1,329,037	\$ 1,310,714	\$ 1,296,092	\$ 1,213,717
Median Price								\$ 1,231,250
Average Days on Market	232	223	130	175	228	230	333.875	143
% Volume Compared to Previous Year		173.32%	99.80%	67.32%	94.26%	51.14%	56.51%	269.23%
% ASP Compared to Previous Year		99.04%	99.80%	97.50%	101.24%	98.62%	98.88%	93.64%

2011 FM-FB-CC YTD Summary - Apr

April Annual YTD Summary - Sales \$2M - \$5M								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	3	5	6	6	3	0	3	5
Total List Price	\$ 10,840,000	\$ 16,849,950	\$ 17,105,000	\$ 18,955,000	\$ 7,385,000	\$ -	\$ 8,648,900	\$ 13,785,000
Told Sold Volume	\$ 10,322,797	\$ 15,136,700	\$ 15,850,000	\$ 16,725,000	\$ 6,260,000	\$ -	\$ 8,000,000	\$ 12,425,000
List / Sell Ratio	95.23%	89.83%	92.66%	88.24%	84.77%	#DIV/0!	92.50%	90.13%
Average Sales Price	\$ 3,440,932	\$ 3,027,340	\$ 2,641,667	\$ 2,787,500	\$ 2,086,667	#DIV/0!	\$ 2,666,667	\$ 2,485,000
Median Price								\$ 116,550
Average Days on Market	310	170	289	199	151	#DIV/0!	64	572
% Volume Compared to Previous Year		146.63%	104.71%	105.52%	37.43%	0.00%	#DIV/0!	155.31%
% ASP Compared to Previous Year		87.98%	87.26%	105.52%	74.86%	#DIV/0!	#DIV/0!	93.19%

April 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								\$ 108,000
Average Days on Market		0			#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!

April Annual YTD Summary - Overall Sales								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	2804	3497	2364	1755	2179	3804	4398	4297
Total List Price	\$ 724,587,220	\$ 1,104,296,601	\$ 874,252,692	\$ 613,625,836	\$ 629,603,275	\$ 581,384,031	\$ 677,592,906	\$ 706,485,580
Told Sold Volume	\$ 690,653,160	\$ 1,077,180,261	\$ 841,637,690	\$ 576,494,291	\$ 577,404,356	\$ 543,353,649	\$ 639,246,751	\$ 663,438,706
List / Sell Ratio	95.32%	97.54%	96.27%	93.95%	91.71%	93.46%	94.34%	93.91%
Average Sales Price	\$ 246,310	\$ 308,030	\$ 356,023	\$ 328,487	\$ 264,986	\$ 142,837	\$ 145,349	\$ 154,396
Median Price				\$ 250,000	\$ 185,000	\$ 100,000	\$ 105,000	\$ 97,500
Average Days on Market	142	103	116	149	141	117	0	0
% Volume Compared to Previous Year		155.97%	78.13%	68.50%	100.16%	94.10%	117.65%	103.78%
% ASP Compared to Previous Year		125.06%	115.58%	92.27%	80.67%	53.90%	101.76%	106.22%