

12 MONTH ROLLING TOTALS

June Annual Rolling Totals Summary - Sales from \$0 - \$249,999								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	5160	2933	2676	3829	8,781	11,182	9,689	
Total List Price	\$ 944,996,746	\$ 596,713,452	\$ 539,182,760	\$ 636,944,604	\$ 1,025,517,037	\$ 1,226,205,769	\$ 1,078,154,798	
Told Sold Volume	\$ 931,961,302	\$ 583,760,692	\$ 517,072,104	\$ 596,017,424	\$ 978,564,474	\$ 1,177,600,541	\$ 1,027,525,254	
List / Sell Ratio	98.62%	97.83%	95.90%	93.57%	95.42%	96.04%	95.30%	
Average Sales Price	\$180,613	\$199,032	\$193,226	\$155,659	\$111,441	\$105,312	\$106,051	
Average Days on Market	90	98	127	132	118	124	132	
% Volume Compared to Previous Year		62.64%	88.58%	115.27%	164.18%	120.34%	87.26%	
% ASP Compared to Previous Year		110.20%	97.08%	80.56%	71.59%	94.50%	100.70%	

June Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	3208	4369	2172	1404	1,241	1,366	1,221	
Total List Price	\$ 1,118,979,928	\$ 1,455,056,365	\$ 753,660,247	\$ 514,555,457	\$ 443,186,496	\$ 487,470,175	\$ 435,774,900	
Told Sold Volume	\$ 1,096,820,430	\$ 1,429,848,271	\$ 717,961,715	\$ 474,373,112	\$ 412,686,377	\$ 454,824,133	\$ 408,446,720	
List / Sell Ratio	98.02%	98.27%	95.26%	92.19%	93.12%	93.30%	93.73%	
Average Sales Price	\$341,902	\$327,271	\$330,553	\$337,873	\$332,543	\$332,961	\$334,518	
Average Days on Market	110	109	142	161	160	166	169	
% Volume Compared to Previous Year		130.36%	50.21%	66.07%	87.00%	110.21%	89.80%	
% ASP Compared to Previous Year		95.72%	101.00%	102.21%	98.42%	100.13%	100.47%	

June Annual Rolling Totals Summary - Sales from \$500,000 to 749,999								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	768	838	473	294	209	205	201	
Total List Price	\$ 475,275,665	\$ 521,963,379	\$ 301,971,989	\$ 190,555,828	\$ 138,135,122	\$ 132,605,638	\$ 128,566,423	
Told Sold Volume	\$ 460,718,631	\$ 505,773,860	\$ 283,229,869	\$ 174,731,908	\$ 125,103,455	\$ 120,965,875	\$ 118,492,267	
List / Sell Ratio	96.94%	96.90%	93.79%	91.70%	90.57%	91.22%	92.16%	
Average Sales Price	\$599,894	\$603,549	\$598,795	\$594,326	\$598,581	\$590,077	\$589,514	
Average Days on Market	139	125	187	188	190	209	230	
% Volume Compared to Previous Year		109.78%	56.00%	61.69%	71.60%	96.69%	97.96%	
% ASP Compared to Previous Year		100.61%	99.21%	99.25%	100.72%	98.58%	99.90%	

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June Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	201	290	134	73	61	60	63	
Total List Price	\$ 176,958,486	\$ 254,579,471	\$ 121,783,471	\$ 67,931,394	\$ 58,806,248	\$ 57,229,895	\$ 57,957,029	
Told Sold Volume	\$ 170,041,905	\$ 243,393,466	\$ 113,277,909	\$ 61,323,074	\$ 51,894,205	\$ 51,387,595	\$ 52,502,950	
List / Sell Ratio	96.09%	95.61%	93.02%	90.27%	88.25%	89.79%	90.59%	
Average Sales Price	\$845,980	\$839,288	\$845,358	\$840,042	\$850,725	\$856,460	\$833,380	
Average Days on Market	179	149	177	227	227	181	250	
% Volume Compared to Previous Year		143.14%	46.54%	54.14%	84.62%	99.02%	102.17%	
% ASP Compared to Previous Year		99.21%	100.72%	99.37%	101.27%	100.67%	97.31%	

June Annual Rolling Totals Summary - All Sales \$1M +								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	126	179	112	77	65	35	54	
Total List Price	\$ 202,504,240	\$ 292,955,671	\$ 195,326,676	\$ 143,489,756	\$ 118,372,499	\$ 63,027,701	\$ 87,020,964	
Told Sold Volume	\$ 187,687,158	\$ 271,386,269	\$ 171,882,858	\$ 122,926,583	\$ 104,293,125	\$ 53,199,889	\$ 75,365,620	
List / Sell Ratio	92.68%	92.64%	88.00%	85.67%	88.11%	84.41%	86.61%	
Average Sales Price	\$1,489,581	\$1,516,124	\$1,534,668	\$1,596,449	\$1,604,510	\$1,519,997	\$1,395,660	
Average Days on Market	226	241	242	212	224	297	268	
% Volume Compared to Previous Year		144.60%	63.34%	71.52%	84.84%	51.01%	141.66%	
% ASP Compared to Previous Year		101.78%	101.22%	104.03%	100.50%	94.73%	91.82%	

June Annual Rolling Totals Summary - Sales \$1M - \$2M								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	110	157	93	68	56	29	47	
Total List Price	\$ 156,881,290	\$ 226,877,071	\$ 139,320,776	\$ 106,315,756	\$ 85,253,499	\$ 44,288,801	\$ 67,945,964	
Told Sold Volume	\$ 145,480,290	\$ 211,021,269	\$ 124,132,858	\$ 91,326,583	\$ 73,354,500	\$ 36,949,889	\$ 58,690,620	
List / Sell Ratio	92.73%	93.01%	89.10%	85.90%	86.04%	83.43%	86.38%	
Average Sales Price	\$1,322,548	\$1,344,085	\$1,334,762	\$1,343,038	\$1,309,902	\$1,274,134	\$1,248,737	
Average Days on Market	232	233	224	215	228	322	229	
% Volume Compared to Previous Year		145.05%	58.82%	73.57%	80.32%	50.37%	158.84%	
% ASP Compared to Previous Year		101.63%	99.31%	100.62%	97.53%	97.27%	98.01%	

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June Annual Rolling Totals Summary - Sales \$2M - \$5M								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	16	21	19	8	8	6	7	
Total List Price	\$ 45,622,950	\$ 60,178,600	\$ 56,005,900	\$ 24,274,000	\$ 27,120,000	\$ 18,738,900	\$ 19,075,000	
Told Sold Volume	\$ 42,206,868	\$ 55,365,000	\$ 47,750,000	\$ 21,600,000	\$ 23,142,625	\$ 16,250,000	\$ 16,675,000	
List / Sell Ratio	92.51%	92.00%	85.26%	88.98%	85.33%	86.72%	87.42%	
Average Sales Price	\$2,637,929	\$2,636,429	\$2,513,158	\$2,700,000	\$2,892,828	\$2,708,333	\$2,382,143	
Average Days on Market	189	316	331	157	204	178	533	
% Volume Compared to Previous Year		131.18%	86.25%	45.24%	107.14%	70.22%	102.62%	
% ASP Compared to Previous Year		99.94%	95.32%	107.43%	107.14%	93.62%	87.96%	

June 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!	

June Annual Rolling Totals Summary - Overall Sales								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	9463	8609	5567	5677	10357	12848	11228	
Total List Price	\$ 2,918,715,065	\$ 3,121,268,338	\$ 1,911,925,143	\$ 1,553,477,039	\$ 1,784,017,402	\$ 1,966,539,178	\$ 1,787,474,114	
Told Sold Volume	\$ 2,847,229,426	\$ 3,034,162,558	\$ 1,803,424,455	\$ 1,429,372,101	\$ 1,669,975,636	\$ 1,857,978,033	\$ 1,682,332,811	
List / Sell Ratio	97.55%	97.21%	94.33%	92.01%	93.61%	94.48%	94.12%	
Average Sales Price	\$300,880	\$352,441	\$323,949	\$251,783	\$161,241	\$144,612	\$149,834	
Average Days on Market	104	111	141	144	125	130	139	
% Volume Compared to Previous Year		106.57%	59.44%	79.26%	116.83%	111.26%	90.55%	
% ASP Compared to Previous Year		117.14%	91.92%	77.72%	64.04%	89.69%	103.61%	