

12 MONTH ROLLING TOTALS

August Annual Rolling Totals Summary - Sales from \$0 - \$249,999								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	5018	2636	2646	4455	9,625	10,824	9,675	
Total List Price	\$ 935,057,757	\$ 550,878,435	\$ 523,243,045	\$ 705,228,905	\$ 1,082,591,343	\$ 1,183,577,914	\$ 1,091,649,995	
Told Sold Volume	\$ 923,358,044	\$ 536,287,294	\$ 499,365,575	\$ 661,360,961	\$ 1,035,844,735	\$ 1,135,367,504	\$ 1,039,819,276	
List / Sell Ratio	98.75%	97.35%	95.44%	93.78%	95.68%	95.93%	95.25%	
Average Sales Price	\$184,009	\$203,447	\$188,725	\$148,454	\$107,620	\$104,894	\$107,475	
Average Days on Market	87	105	130	130	116	125	134	
% Volume Compared to Previous Year		58.08%	93.12%	132.44%	156.62%	109.61%	91.58%	
% ASP Compared to Previous Year		110.56%	92.76%	78.66%	72.49%	97.47%	102.46%	

August Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	3734	3969	1922	1407	1,197	1,333	1,271	
Total List Price	\$ 1,288,258,030	\$ 1,318,918,235	\$ 676,706,328	\$ 515,878,210	\$ 429,335,979	\$ 475,537,735	\$ 450,033,623	
Told Sold Volume	\$ 1,269,641,755	\$ 1,288,607,889	\$ 640,456,035	\$ 476,172,021	\$ 399,259,168	\$ 444,025,163	\$ 422,958,244	
List / Sell Ratio	98.55%	97.70%	94.64%	92.30%	92.99%	93.37%	93.98%	
Average Sales Price	\$340,022	\$324,668	\$333,224	\$338,431	\$333,550	\$333,102	\$332,776	
Average Days on Market	106	115	147	162	155	168	167	
% Volume Compared to Previous Year		101.49%	49.70%	74.35%	83.85%	111.21%	95.26%	
% ASP Compared to Previous Year		95.48%	102.64%	101.56%	98.56%	99.87%	99.90%	

August Annual Rolling Totals Summary - Sales from \$500,000 to \$749,999								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	891	743	425	285	207	203	211	
Total List Price	\$ 551,070,715	\$ 464,025,162	\$ 860,237,311	\$ 184,427,515	\$ 136,515,508	\$ 132,652,555	\$ 133,628,111	
Told Sold Volume	\$ 535,762,867	\$ 447,098,965	\$ 792,143,767	\$ 169,101,959	\$ 123,539,660	\$ 120,778,220	\$ 123,407,932	
List / Sell Ratio	97.22%	96.35%	92.08%	91.69%	90.49%	91.05%	92.35%	
Average Sales Price	\$601,305	\$601,748	\$1,863,868	\$593,340	\$596,810	\$594,967	\$584,872	
Average Days on Market	124	134	192	192	184	216	216	
% Volume Compared to Previous Year		83.45%	177.17%	21.35%	73.06%	97.76%	102.18%	
% ASP Compared to Previous Year		100.07%	309.74%	31.83%	100.58%	99.69%	98.30%	

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August Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	243	257	118	75	55	60	63
Total List Price	\$ 211,869,986	\$ 227,401,772	\$ 108,397,470	\$ 70,352,248	\$ 53,075,194	\$ 56,717,885	\$ 58,298,839
Told Sold Volume	\$ 204,126,983	\$ 216,346,388	\$ 100,388,409	\$ 63,070,074	\$ 46,734,205	\$ 51,080,095	\$ 52,731,950
List / Sell Ratio	96.35%	95.14%	92.61%	89.65%	88.05%	90.06%	90.45%
Average Sales Price	\$840,029	\$841,815	\$850,749	\$840,934	\$849,713	\$851,335	\$837,015
Average Days on Market	159	159	184	232	227	188	255
% Volume Compared to Previous Year		105.99%	46.40%	62.83%	74.10%	109.30%	103.23%
% ASP Compared to Previous Year		100.21%	101.06%	98.85%	101.04%	100.19%	98.32%

August Annual Rolling Totals Summary - All Sales \$1M +							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	147	172	97	85	51	35	61
Total List Price	\$ 236,393,940	\$ 286,415,971	\$ 169,541,775	\$ 160,627,857	\$ 89,765,399	\$ 61,522,701	\$ 100,929,464
Told Sold Volume	\$ 220,241,158	\$ 263,211,319	\$ 149,068,808	\$ 137,485,583	\$ 79,034,125	\$ 52,034,889	\$ 87,120,620
List / Sell Ratio	93.17%	91.90%	87.92%	85.59%	88.05%	84.58%	86.32%
Average Sales Price	\$1,498,239	\$1,530,298	\$1,536,792	\$1,617,477	\$1,549,689	\$1,486,711	\$1,428,207
Average Days on Market	211	275	200	222	213	310	267
% Volume Compared to Previous Year		119.51%	56.63%	92.23%	57.49%	65.84%	167.43%
% ASP Compared to Previous Year		102.14%	100.42%	105.25%	95.81%	95.94%	96.06%

August Annual Rolling Totals Summary - Sales \$1M - \$2M							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	127	149	83	73	45	30	52
Total List Price	\$ 179,827,390	\$ 219,508,971	\$ 124,208,875	\$ 112,168,857	\$ 69,635,399	\$ 45,678,801	\$ 74,360,464
Told Sold Volume	\$ 167,839,290	\$ 202,716,319	\$ 110,843,808	\$ 96,010,583	\$ 59,320,500	\$ 38,434,889	\$ 64,295,620
List / Sell Ratio	93.33%	92.35%	89.24%	85.59%	85.19%	84.14%	86.46%
Average Sales Price	\$1,321,569	\$1,360,512	\$1,335,468	\$1,315,213	\$1,318,233	\$1,281,163	\$1,236,454
Average Days on Market	212	258	196	219	226	330	223
% Volume Compared to Previous Year		120.78%	54.68%	86.62%	61.79%	64.79%	167.28%
% ASP Compared to Previous Year		102.95%	98.16%	98.48%	100.23%	97.19%	96.51%

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August Annual Rolling Totals Summary - Sales \$2M - \$5M							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	20	22	14	10	6	5	9
Total List Price	\$ 56,566,550	\$ 61,007,000	\$ 45,332,900	\$ 29,560,000	\$ 20,130,000	\$ 15,843,900	\$ 26,569,000
Told Sold Volume	\$ 52,401,868	\$ 55,495,000	\$ 38,225,000	\$ 26,245,000	\$ 17,147,625	\$ 13,600,000	\$ 22,825,000
List / Sell Ratio	92.64%	90.96%	84.32%	88.79%	85.18%	85.84%	85.91%
Average Sales Price	\$2,620,093	\$2,522,500	\$2,730,357	\$1	\$2,857,938	\$2,720,000	\$2,536,111
Average Days on Market	206	400	221	219	115	192	520
% Volume Compared to Previous Year		105.90%	68.88%	68.66%	65.34%	79.31%	167.83%
% ASP Compared to Previous Year		96.28%	108.24%	0.00%	321892293.77%	95.17%	93.24%

August Annual Rolling Totals Summary - Sales \$5M +							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	0	1	0	2	0	0	0
Total List Price	\$ -	\$ 5,900,000	\$ -	\$ 18,899,000	\$ -	\$ -	\$ -
Told Sold Volume	\$ -	\$ 5,000,000	\$ -	\$ 15,230,000	\$ -	\$ -	\$ -
List / Sell Ratio		84.75%		80.59%	#DIV/0!	#DIV/0!	#DIV/0!
Average Sales Price		\$5,000,000		\$7,615,000	#DIV/0!	#DIV/0!	#DIV/0!
Average Days on Market		74		355	#DIV/0!	#DIV/0!	#DIV/0!
% Volume Compared to Previous Year					0.00%	#DIV/0!	#DIV/0!
% ASP Compared to Previous Year					#DIV/0!	#DIV/0!	#DIV/0!

August Annual Rolling Totals Summary - Overall Sales							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	10033	7777	5208	6307	11135	12455	11281
Total List Price	\$ 3,222,650,428	\$ 2,847,639,575	\$ 2,338,125,929	\$ 1,636,514,735	\$ 1,791,283,423	\$ 1,910,008,790	\$ 1,834,540,032
Told Sold Volume	\$ 3,153,130,807	\$ 2,751,551,855	\$ 2,181,422,594	\$ 1,507,190,598	\$ 1,681,845,893	\$ 1,803,285,871	\$ 1,726,038,022
List / Sell Ratio	97.84%	96.63%	93.30%	92.10%	93.89%	94.41%	94.09%
Average Sales Price	\$314,276	\$353,806	\$418,860	\$238,971	\$151,041	\$144,784	\$153,004
Average Days on Market	101	118	144	142	123	132	140
% Volume Compared to Previous Year		87.26%	79.28%	69.09%	111.59%	107.22%	95.72%
% ASP Compared to Previous Year		112.58%	118.39%	57.05%	63.20%	95.86%	105.68%