

#Aug/A1

August Annual YTD Summary - Sales from \$0 = \$249,996

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	2478	2724	2755	2786	3246	1274	464	785	1603	3784	4548	4672
Total List Price	\$ 350,989,969	\$ 411,446,270	\$ 449,927,644	\$ 488,507,905	\$ 597,761,500	\$ 263,824,773	\$ 93,884,443	\$ 163,147,794	\$ 307,843,013	\$ 529,928,322	\$ 651,583,328	\$ 665,076,592
Toid Sold Volume	\$ 335,880,429	\$ 394,582,436	\$ 431,856,591	\$ 467,670,174	\$ 576,504,267	\$ 257,434,554	\$ 88,213,195	\$ 149,501,764	\$ 278,414,998	\$ 491,804,599	\$ 610,876,986	\$ 621,711,653
List / Sell Ratio	95.70%	95.90%	95.98%	95.73%	96.44%	97.58%	93.96%	91.64%	90.44%	92.81%	93.75%	93.48%
Average Sales Price	\$135,545	\$144,854	\$156,754	\$167,864	\$177,605	\$202,068	\$190,115	\$190,448	\$173,684	\$129,970	\$134,318	\$133,072
Median Price								\$ 200,698	\$ 180,000	\$ 125,000	\$ 132,000	\$ 130,000
Average Days on Market	103	101	88	105	112	81	118	178	159	129	145	150
% Volume Compared to Previous Year		117.48%	109.45%	108.29%	123.27%	44.65%	34.27%	169.48%	186.23%	176.64%	124.21%	101.77%
% ASP Compared to Previous Year		106.87%	108.21%	107.09%	105.80%	113.77%	94.08%	100.18%	91.20%	74.83%	103.35%	99.07%

August Annual YTD Summary - Sales from \$250,000 - \$499,996

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	454	441	529	1293	2378	4144	2093	1568	1514	1249	1558	1692
Total List Price	\$ 166,563,914	\$ 157,731,300	\$ 190,858,584	\$ 461,117,161	\$ 853,249,335	\$ 1,503,220,667	\$ 783,329,555	\$ 583,021,629	\$ 572,767,857	\$ 470,060,084	\$ 581,350,622	\$ 636,990,955
Toid Sold Volume	\$ 159,055,902	\$ 150,667,522	\$ 181,965,289	\$ 440,451,584	\$ 821,240,525	\$ 1,469,983,589	\$ 751,163,166	\$ 542,498,453	\$ 522,738,433	\$ 426,912,863	\$ 535,449,340	\$ 588,396,702
List / Sell Ratio	95.49%	95.52%	95.34%	95.52%	96.25%	97.79%	95.89%	93.05%	91.27%	90.82%	92.10%	92.37%
Average Sales Price	\$350,343	\$341,650	\$343,980	\$340,643	\$345,349	\$354,726	\$358,893	\$345,981	\$345,270	\$341,804	\$343,677	\$347,752
Median Price								\$ 331,000	\$ 330,000	\$ 330,000	\$ 335,000	\$ 335,250
Average Days on Market	93	101	95	140	142	87	114	169	188	190	184	184
% Volume Compared to Previous Year		94.73%	120.77%	242.05%	186.45%	179.00%	51.10%	72.22%	96.36%	81.67%	125.42%	109.89%
% ASP Compared to Previous Year		97.52%	100.68%	99.03%	101.38%	102.72%	101.17%	96.40%	99.79%	99.00%	100.55%	101.19%

August Annual YTD Summary - Sales from \$500,000 to 749,996

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	288	371	399	409	761	1391	738	555	526	391	510	538
Total List Price	\$ 183,398,785	\$ 236,381,795	\$ 255,276,754	\$ 263,906,951	\$ 485,190,495	\$ 864,655,951	\$ 466,862,096	\$ 358,414,187	\$ 349,899,588	\$ 260,380,455	\$ 335,425,837	\$ 352,071,447
Toid Sold Volume	\$ 176,054,712	\$ 224,753,954	\$ 241,732,169	\$ 249,646,088	\$ 464,173,703	\$ 841,737,266	\$ 443,914,228	\$ 333,383,101	\$ 316,666,842	\$ 234,834,461	\$ 305,827,437	\$ 322,222,005
List / Sell Ratio	96.00%	95.08%	94.69%	94.60%	95.67%	97.35%	95.08%	93.02%	90.50%	90.19%	91.18%	91.52%
Average Sales Price	\$611,301	\$605,806	\$605,845	\$610,382	\$609,952	\$605,131	\$601,510	\$600,690	\$602,028	\$600,600	\$599,662	\$602,284
Median Price								\$ 590,000	\$ 597,000	\$ 590,000	\$ 594,000	\$ 592,500
Average Days on Market	133	122	149	180	188	124	124	181	211	201	235	210
% Volume Compared to Previous Year		127.66%	107.55%	103.27%	185.93%	181.34%	52.74%	75.10%	94.99%	74.16%	130.23%	105.36%
% ASP Compared to Previous Year		99.10%	100.01%	100.75%	99.93%	99.21%	99.40%	99.86%	100.22%	99.76%	99.84%	100.44%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	185	205	185	184	372	666	356	271	212	152	223	232
Total List Price	\$ 166,166,856	\$ 185,664,135	\$ 175,303,300	\$ 172,867,854	\$ 333,674,244	\$ 590,853,265	\$ 317,369,737	\$ 250,292,109	\$ 204,022,913	\$ 148,262,558	\$ 212,094,190	\$ 219,731,164
Totd Sold Volume	\$ 158,960,457	\$ 177,720,346	\$ 157,743,436	\$ 159,176,360	\$ 317,527,268	\$ 571,511,121	\$ 303,582,970	\$ 230,533,311	\$ 182,015,886	\$ 129,425,938	\$ 190,562,507	\$ 199,946,015
List / Sell Ratio	95.66%	95.72%	89.98%	92.08%	95.16%	96.73%	95.66%	92.11%	89.21%	87.30%	89.85%	91.00%
Average Sales Price	\$859,246	\$866,929	\$852,667	\$865,089	\$853,568	\$858,125	\$852,761	\$850,676	\$858,566	\$851,486	\$854,540	\$861,836
Median Price							\$ 849,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000
Average Days on Market	145	158	157	195	219	145	135	186	216	256	259	204
% Volume Compared to Previous Year		111.80%	88.76%	100.91%	199.48%	179.99%	53.12%	75.94%	78.95%	71.11%	147.24%	104.92%
% ASP Compared to Previous Year		100.89%	98.35%	101.46%	98.67%	100.53%	99.37%	99.76%	100.93%	99.18%	100.36%	100.85%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	322	271	377	328	634	1109	663	624	508	337	489	546
Total List Price	\$ 749,267,289	\$ 646,153,554	\$ 812,302,231	\$ 774,171,144	\$ 1,457,037,526	\$ 2,363,343,493	\$ 1,516,772,341	\$ 1,512,650,686	\$ 1,215,254,208	\$ 889,440,338	\$ 1,231,109,313	\$ 1,319,033,395
Totd Sold Volume	\$ 712,436,972	\$ 615,305,329	\$ 729,790,641	\$ 704,814,805	\$ 1,334,330,737	\$ 2,218,555,293	\$ 1,390,492,846	\$ 1,368,322,108	\$ 1,085,143,796	\$ 761,073,927	\$ 1,076,280,600	\$ 1,163,890,017
List / Sell Ratio	95.08%	95.23%	89.84%	91.04%	91.58%	93.87%	91.67%	90.46%	89.29%	85.57%	87.42%	89.24%
Average Sales Price	\$2,212,537	\$2,270,499	\$1,935,758	\$2,148,826	\$2,104,623	\$2,000,501	\$2,097,274	\$2,192,824	\$2,136,110	\$2,258,380	\$2,200,983	\$2,135,578
Median Price							\$ 1,750,000	\$ 1,730,000	\$ 1,645,000	\$ 190,000	\$ 192,000	\$ 192,000
Average Days on Market	137	157	192	252	262	225	195	240	241	271	257	261
% Volume Compared to Previous Year		86.37%	118.60%	96.58%	189.32%	166.27%	62.68%	98.41%	79.30%	70.14%	141.42%	108.14%
% ASP Compared to Previous Year		102.62%	85.26%	111.01%	97.94%	95.05%	104.84%	104.56%	97.41%	105.72%	97.46%	97.03%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	203	166	269	209	412	754	433	385	313	212	315	350
Total List Price	\$ 305,503,289	\$ 243,404,554	\$ 397,118,231	\$ 314,763,244	\$ 624,870,828	\$ 1,104,146,643	\$ 645,629,977	\$ 597,339,817	\$ 499,937,357	\$ 336,824,947	\$ 492,689,141	\$ 538,319,396
Totd Sold Volume	\$ 288,052,084	\$ 226,090,440	\$ 362,989,341	\$ 285,639,671	\$ 573,674,827	\$ 1,041,633,058	\$ 596,987,954	\$ 539,609,009	\$ 443,682,009	\$ 290,592,427	\$ 428,611,049	\$ 479,817,524
List / Sell Ratio	94.29%	92.89%	91.41%	90.75%	91.81%	94.34%	92.47%	90.34%	88.75%	86.27%	86.99%	89.13%
Average Sales Price	\$1,418,976	\$1,361,991	\$1,349,403	\$1,366,697	\$1,392,415	\$1,381,476	\$1,378,725	\$1,401,582	\$1,417,514	\$1,370,719	\$1,360,670	\$1,370,907
Median Price							\$ 1,325,000	\$ 1,350,000	\$ 1,333,000	\$ 1,312,500	\$ 1,300,000	\$ 1,300,000
Average Days on Market	127	155	188	245	241	207	166	219	230	247	238	257
% Volume Compared to Previous Year		78.49%	160.55%	78.69%	200.84%	181.57%	57.31%	90.39%	82.22%	65.50%	147.50%	111.95%
% ASP Compared to Previous Year		95.98%	99.08%	101.28%	101.88%	99.21%	99.80%	101.66%	101.14%	96.70%	99.27%	100.75%

August Annual YTD Summary - Sales \$2M - \$5M													
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	108	90	91	106	192	320	203	200	167	106	149	172	
Total List Price	\$ 344,739,000	\$ 288,704,000	\$ 287,365,000	\$ 350,772,900	\$ 598,654,038	\$ 966,337,850	\$ 663,482,364	\$ 617,674,869	\$ 525,564,851	\$ 378,900,391	\$ 487,746,173	\$ 568,913,999	
Told Sold Volume	\$ 318,676,388	\$ 268,609,989	\$ 262,147,821	\$ 319,200,134	\$ 552,608,250	\$ 903,772,873	\$ 603,225,377	\$ 560,508,299	\$ 468,379,287	\$ 322,056,500	\$ 431,222,551	\$ 500,292,493	
List / Sell Ratio	92.44%	93.04%	91.22%	91.00%	92.31%	93.53%	90.92%	90.74%	89.12%	85.00%	88.41%	87.94%	
Average Sales Price	\$2,950,707	\$2,984,555	\$2,880,745	\$3,011,322	\$2,878,168	\$2,824,290	\$2,971,554	\$2,802,541	\$2,804,666	\$3,038,269	\$2,894,111	\$2,908,677	
Median Price								\$	2,665,000	\$	2,587,500	\$	2,625,000
Average Days on Market	154	151	201	261	304	257	243	272	249	323	284	271	
% Volume Compared to Previous Year		84.29%	97.59%	121.76%	173.12%	163.55%	66.75%	92.92%	83.56%	68.76%	133.90%	116.02%	
% ASP Compared to Previous Year		101.15%	96.52%	104.53%	95.58%	98.13%	105.21%	94.31%	100.08%	108.33%	95.26%	100.50%	

August Annual YTD Summary - Sales \$5M +													
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	11	15	17	13	30	35	27	39	28	19	25	23	
Total List Price	\$ 99,025,000	\$ 114,045,000	\$ 127,819,000	\$ 108,635,000	\$ 233,612,660	\$ 292,859,000	\$ 207,660,000	\$ 297,636,000	\$ 189,752,000	\$ 173,715,000	\$ 250,673,999	\$ 211,800,000	
Told Sold Volume	\$ 92,600,000	\$ 104,955,000	\$ 114,505,000	\$ 99,975,000	\$ 208,047,660	\$ 273,149,362	\$ 190,279,515	\$ 268,204,800	\$ 173,082,500	\$ 148,425,000	\$ 216,447,000	\$ 183,780,000	
List / Sell Ratio	93.51%	92.03%	89.58%	92.03%	89.09%	93.27%	91.63%	90.11%	91.22%	85.44%	86.35%	86.77%	
Average Sales Price	\$8,418,182	\$6,997,000	\$6,735,588	\$7,690,385	\$6,934,922	\$7,804,267	\$7,047,389	\$6,877,046	\$6,181,518	\$7,811,842	\$8,657,880	\$7,990,435	
Median Price								\$	5,925,000	\$	5,887,500	\$	6,875,000
Average Days on Market	158	214	205	295	287	54	288	283	315	253	343	244	
% Volume Compared to Previous Year		113.34%	109.10%	87.31%	208.10%	131.29%	69.66%	140.95%	58.15%	85.75%	145.83%	84.91%	
% ASP Compared to Previous Year		83.12%	96.26%	114.18%	90.18%	112.54%	90.30%	97.58%	89.89%	126.37%	110.83%	92.29%	

August Annual YTD Summary - Overall Sales													
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	3727	4012	4245	5000	7391	8584	4314	3803	4363	5913	7328	7676	
Total List Price	\$ 1,616,386,813	\$ 1,637,377,054	\$ 1,883,668,513	\$ 2,160,571,015	\$ 3,726,913,100	\$ 5,585,898,149	\$ 3,178,218,172	\$ 2,867,526,405	\$ 2,649,787,579	\$ 2,298,071,757	\$ 3,011,563,290	\$ 3,192,903,553	
Told Sold Volume	\$ 1,529,279,972	\$ 1,547,379,687	\$ 1,752,939,647	\$ 2,021,759,011	\$ 3,513,776,500	\$ 5,359,221,823	\$ 2,977,366,405	\$ 2,624,238,737	\$ 2,384,979,955	\$ 2,044,051,788	\$ 2,718,996,870	\$ 2,896,166,392	
List / Sell Ratio	94.61%	94.50%	93.06%	93.58%	94.28%	95.94%	93.68%	91.52%	90.01%	88.95%	90.29%	90.71%	
Average Sales Price	\$410,325	\$385,688	\$412,942	\$404,352	\$475,413	\$624,327	\$690,164	\$690,044	\$546,638	\$345,688	\$371,042	\$377,302	
Median Price								\$	385,000	\$	314,200	\$	185,000
Average Days on Market	231	121	107	133	148	114	130	185	188	158	170	171	
% Volume Compared to Previous Year		101.18%	113.28%	115.34%	173.80%	152.52%	55.56%	88.14%	83.17%	85.71%	133.02%	106.52%	
% ASP Compared to Previous Year		94.00%	107.07%	97.92%	117.57%	131.32%	110.55%	99.98%	79.22%	63.24%	107.33%	101.69%	