

12 MONTH ROLLING TOTALS

September Annual Rolling Totals Summary - Sales from \$0 - \$249,999							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	4996	2577	2617	4805	9,920	10,683	9,596
Total List Price	\$ 941,082,776	\$ 540,837,629	\$ 512,549,205	\$ 740,462,046	\$ 1,100,245,088	\$ 1,169,474,832	\$ 1,083,926,072
Told Sold Volume	\$ 929,726,237	\$ 525,351,677	\$ 487,245,731	\$ 695,750,049	\$ 1,054,707,896	\$ 1,119,614,820	\$ 1,033,447,933
List / Sell Ratio	98.79%	97.14%	95.06%	93.96%	95.86%	95.74%	95.34%
Average Sales Price	\$186,094	\$203,862	\$186,185	\$144,797	\$106,321	\$104,803	\$107,696
Average Days on Market	88	107	133	128	117	125	134
% Volume Compared to Previous Year		56.51%	92.75%	142.79%	151.59%	106.15%	92.30%
% ASP Compared to Previous Year		109.55%	91.33%	77.77%	73.43%	98.57%	102.76%

September Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	4078	3672	1809	1421	1,218	1,311	1,291
Total List Price	\$ 1,396,834,499	\$ 1,223,481,200	\$ 640,641,214	\$ 520,437,567	\$ 435,492,506	\$ 469,139,804	\$ 456,727,796
Told Sold Volume	\$ 1,377,768,280	\$ 1,192,336,403	\$ 604,905,512	\$ 480,604,752	\$ 405,357,784	\$ 437,513,674	\$ 429,927,968
List / Sell Ratio	98.64%	97.45%	94.42%	92.35%	93.08%	93.26%	94.13%
Average Sales Price	\$337,854	\$324,710	\$334,387	\$338,216	\$332,806	\$333,725	\$333,019
Average Days on Market	104	118	149	160	157	167	167
% Volume Compared to Previous Year		86.54%	50.73%	79.45%	84.34%	107.93%	98.27%
% ASP Compared to Previous Year		96.11%	102.98%	101.15%	98.40%	100.28%	99.79%

September Annual Rolling Totals Summary - Sales from \$500,000 to 749,999							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	958	677	410	284	209	196	211
Total List Price	\$ 592,916,241	\$ 424,058,168	\$ 262,558,548	\$ 184,920,357	\$ 136,756,208	\$ 128,023,219	\$ 134,178,247
Told Sold Volume	\$ 576,641,756	\$ 407,071,142	\$ 245,706,369	\$ 169,362,986	\$ 123,879,510	\$ 116,937,470	\$ 123,522,932
List / Sell Ratio	97.26%	95.99%	93.58%	91.59%	90.58%	91.34%	92.06%
Average Sales Price	\$601,923	\$601,287	\$599,284	\$596,349	\$592,725	\$596,620	\$585,417
Average Days on Market	123	136	197	188	189	218	212
% Volume Compared to Previous Year		70.59%	60.36%	68.93%	73.14%	94.40%	105.63%
% ASP Compared to Previous Year		99.89%	99.67%	99.51%	99.39%	100.66%	98.12%

## 12 MONTH ROLLING TOTALS

## September Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999

	2005	2006	2007	2008	2009	2010	2011
Number of Sales	270	235	112	75	55	60	62
Total List Price	\$ 234,755,029	\$ 210,397,008	\$ 101,603,243	\$ 70,477,149	\$ 53,545,294	\$ 56,419,785	\$ 57,414,039
Told Sold Volume	\$ 226,472,947	\$ 199,007,124	\$ 94,620,783	\$ 62,799,750	\$ 47,233,455	\$ 50,733,395	\$ 52,255,650
List / Sell Ratio	96.47%	94.59%	93.13%	89.11%	88.21%	89.92%	91.02%
Average Sales Price	\$838,789	\$846,839	\$844,828	\$837,330	\$858,790	\$845,557	\$842,833
Average Days on Market	158	161	176	235	239	175	258
% Volume Compared to Previous Year		87.87%	47.55%	66.37%	75.21%	107.41%	103.00%
% ASP Compared to Previous Year		100.96%	99.76%	99.11%	102.56%	98.46%	99.68%

## September Annual Rolling Totals Summary - All Sales \$1M +

	2005	2006	2007	2008	2009	2010	2011
Number of Sales	150	170	95	86	46	37	61
Total List Price	\$ 240,855,940	\$ 287,401,971	\$ 162,238,775	\$ 164,400,857	\$ 78,970,499	\$ 66,737,701	\$ 99,042,364
Told Sold Volume	\$ 224,368,158	\$ 260,724,319	\$ 144,563,808	\$ 140,958,083	\$ 69,950,125	\$ 55,621,389	\$ 86,370,620
List / Sell Ratio	93.15%	90.72%	89.11%	85.74%	88.58%	83.34%	87.21%
Average Sales Price	\$1,495,788	\$1,533,672	\$1,521,724	\$1,639,047	\$1,520,655	\$1,503,281	\$1,415,912
Average Days on Market	206	283	191	218	228	300	266
% Volume Compared to Previous Year		116.20%	55.45%	97.51%	49.62%	79.52%	155.28%
% ASP Compared to Previous Year		102.53%	99.22%	107.71%	92.78%	98.86%	94.19%

## September Annual Rolling Totals Summary - Sales \$1M - \$2M

	2005	2006	2007	2008	2009	2010	2011
Number of Sales	129	147	83	73	41	32	52
Total List Price	\$ 182,199,390	\$ 217,190,071	\$ 124,700,775	\$ 111,451,857	\$ 63,330,499	\$ 50,893,801	\$ 72,473,364
Told Sold Volume	\$ 169,971,290	\$ 200,114,319	\$ 110,848,808	\$ 95,683,083	\$ 54,036,500	\$ 42,021,389	\$ 63,545,620
List / Sell Ratio	93.29%	92.14%	88.89%	85.85%	85.32%	82.57%	87.68%
Average Sales Price	\$1,317,607	\$1,361,322	\$1,335,528	\$1,310,727	\$1,317,963	\$1,313,168	\$1,222,031
Average Days on Market	206	267	188	215	243	317	222
% Volume Compared to Previous Year		117.73%	55.39%	86.32%	56.47%	77.76%	151.22%
% ASP Compared to Previous Year		103.32%	98.11%	98.14%	100.55%	99.64%	93.06%

12 MONTH ROLLING TOTALS

September Annual Rolling Totals Summary - Sales \$2M - \$5M

	2005	2006	2007	2008	2009	2010	2011
Number of Sales	21	22	12	11	5	5	9
Total List Price	\$ 58,656,550	\$ 64,311,900	\$ 37,538,000	\$ 34,050,000	\$ 15,640,000	\$ 15,843,900	\$ 26,569,000
Told Sold Volume	\$ 54,396,868	\$ 55,610,000	\$ 33,715,000	\$ 30,045,000	\$ 13,347,625	\$ 13,600,000	\$ 22,825,000
List / Sell Ratio	92.74%	86.47%	89.82%	100.00%	85.34%	85.84%	85.91%
Average Sales Price	\$2,590,327	\$2,527,727	\$2,809,583	\$1	\$2,669,525	\$2,720,000	\$2,536,111
Average Days on Market	209	398	210	0	109	192	520
% Volume Compared to Previous Year		102.23%	60.63%	89.11%	44.43%	101.89%	167.83%
% ASP Compared to Previous Year		97.58%	111.15%	0.00%	302537281.58%	101.89%	93.24%

September 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!

September Annual Rolling Totals Summary - Overall Sales

	2005	2006	2007	2008	2009	2010	2011
Number of Sales	10452	7331	5043	6671	11448	12287	11221
Total List Price	\$ 3,406,444,485	\$ 2,686,175,976	\$ 1,679,590,985	\$ 1,680,697,976	\$ 1,805,009,595	\$ 1,889,795,341	\$ 1,831,288,518
Told Sold Volume	\$ 3,334,977,378	\$ 2,584,490,665	\$ 1,577,042,203	\$ 1,549,475,620	\$ 1,698,562,770	\$ 1,780,420,748	\$ 1,725,525,103
List / Sell Ratio	97.90%	96.21%	93.89%	92.19%	94.10%	94.21%	94.22%
Average Sales Price	\$319,076	\$352,543	\$312,719	\$232,270	\$148,372	\$144,903	\$153,776
Average Days on Market	101	121	146	140	123	132	140
% Volume Compared to Previous Year		77.50%	61.02%	98.25%	109.62%	104.82%	96.92%
% ASP Compared to Previous Year		110.49%	88.70%	74.27%	63.88%	97.66%	106.12%