

#Sep/A1

September Annual YTD Summary - Sales from \$0 = \$249,999

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	2733	3004	3057	3116	3480	1356	518	857	1827	4237	4981	5108
Total List Price	\$ 386,819,927	\$ 454,245,660	\$ 499,379,955	\$ 547,086,974	\$ 640,372,306	\$ 281,244,852	\$ 104,938,524	\$ 178,020,574	\$ 346,850,123	\$ 591,683,668	\$ 708,709,688	\$ 728,471,972
Told Sold Volume	\$ 370,334,045	\$ 435,895,124	\$ 479,679,898	\$ 523,728,619	\$ 617,919,278	\$ 274,278,104	\$ 98,865,949	\$ 162,939,889	\$ 314,720,477	\$ 549,636,260	\$ 664,469,493	\$ 680,882,940
List / Sell Ratio	95.74%	95.96%	96.06%	95.73%	96.49%	97.52%	94.21%	91.53%	90.74%	92.89%	93.76%	93.47%
Average Sales Price	\$135,505	\$145,105	\$156,912	\$168,077	\$177,563	\$202,270	\$190,861	\$190,128	\$172,261	\$129,723	\$133,401	\$133,297
Median Price								\$ 200,460	\$ 179,900	\$ 125,000	\$ 130,000	\$ 130,000
Average Days on Market	103	101	87	108	112	82	119	176	157	129	145	149
% Volume Compared to Previous Year		117.70%	110.04%	109.18%	117.98%	44.39%	36.05%	164.81%	193.15%	174.64%	120.89%	102.47%
% ASP Compared to Previous Year		107.08%	108.14%	107.12%	105.64%	113.91%	94.36%	99.62%	90.60%	75.31%	102.84%	99.92%

September Annual YTD Summary - Sales from \$250,000 - \$499,999

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	485	483	578	1421	2629	4576	2300	1705	1665	1423	1683	1842
Total List Price	\$ 177,226,614	\$ 172,257,400	\$ 207,224,474	\$ 505,599,236	\$ 941,022,979	\$ 1,663,378,669	\$ 860,881,971	\$ 634,319,951	\$ 629,306,551	\$ 533,653,164	\$ 626,927,202	\$ 693,015,664
Told Sold Volume	\$ 169,258,102	\$ 164,699,622	\$ 197,568,789	\$ 483,453,734	\$ 906,154,303	\$ 1,626,977,048	\$ 824,405,323	\$ 589,821,588	\$ 574,098,761	\$ 485,115,929	\$ 577,927,681	\$ 640,018,399
List / Sell Ratio	95.50%	95.61%	95.34%	95.62%	96.29%	97.81%	95.76%	92.98%	91.23%	90.90%	92.18%	92.35%
Average Sales Price	\$348,986	\$340,993	\$341,815	\$340,221	\$344,676	\$355,546	\$358,437	\$345,936	\$344,804	\$340,911	\$343,391	\$347,458
Median Price								\$ 331,000	\$ 330,000	\$ 329,900	\$ 334,600	\$ 335,000
Average Days on Market	93	103	95	141	142	87	117	168	187	190	184	182
% Volume Compared to Previous Year		97.31%	119.96%	244.70%	187.43%	179.55%	50.67%	71.55%	97.33%	84.50%	119.13%	110.74%
% ASP Compared to Previous Year		97.71%	100.24%	99.53%	101.31%	103.15%	100.81%	96.51%	99.67%	98.87%	100.73%	101.18%

September Annual YTD Summary - Sales from \$500,000 to 749,999

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	315	391	433	448	828	1538	784	598	569	438	553	578
Total List Price	\$ 201,086,385	\$ 248,815,570	\$ 276,639,654	\$ 288,033,351	\$ 527,729,332	\$ 955,043,410	\$ 496,216,196	\$ 387,102,406	\$ 378,522,088	\$ 291,996,045	\$ 364,269,822	\$ 379,527,575
Told Sold Volume	\$ 192,820,063	\$ 236,493,240	\$ 261,925,819	\$ 272,595,193	\$ 505,133,468	\$ 929,929,707	\$ 471,528,728	\$ 359,783,641	\$ 342,421,242	\$ 263,082,961	\$ 331,823,852	\$ 347,338,288
List / Sell Ratio	95.89%	95.05%	94.68%	94.64%	95.72%	97.37%	95.02%	92.94%	90.46%	90.10%	91.09%	91.52%
Average Sales Price	\$612,127	\$604,842	\$604,910	\$608,471	\$610,065	\$604,636	\$601,440	\$601,645	\$601,795	\$600,646	\$600,043	\$600,931
Median Price								\$ 595,000	\$ 595,000	\$ 590,000	\$ 595,000	\$ 590,000
Average Days on Market	130	125	149	180	187	123	125	181	212	206	233	208
% Volume Compared to Previous Year		122.65%	110.75%	104.07%	185.31%	184.10%	50.71%	76.30%	95.17%	76.83%	126.13%	104.68%
% ASP Compared to Previous Year		98.81%	100.01%	100.59%	100.26%	99.11%	99.47%	100.03%	100.02%	99.81%	99.90%	100.15%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	202	224	200	200	404	732	381	286	235	169	238	253
Total List Price	\$ 181,528,656	\$ 202,110,935	\$ 189,134,100	\$ 187,498,854	\$ 363,130,144	\$ 650,268,564	\$ 340,616,836	\$ 265,027,009	\$ 225,721,868	\$ 164,171,958	\$ 225,760,690	\$ 239,720,964
Told Sold Volume	\$ 173,416,457	\$ 194,204,346	\$ 170,771,636	\$ 172,598,060	\$ 345,367,068	\$ 628,692,721	\$ 325,094,969	\$ 243,412,830	\$ 201,002,051	\$ 143,631,838	\$ 202,966,415	\$ 217,143,205
List / Sell Ratio	95.53%	96.09%	90.29%	92.05%	95.11%	96.68%	95.44%	91.84%	89.05%	87.49%	89.90%	90.58%
Average Sales Price	\$858,497	\$866,984	\$853,858	\$862,980	\$854,869	\$858,870	\$853,268	\$851,094	\$855,328	\$849,893	\$852,800	\$858,274
Median Price								\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000
Average Days on Market	145	160	165	195	216	146	137	191	214	248	259	202
% Volume Compared to Previous Year		111.99%	87.93%	101.07%	200.10%	182.04%	51.71%	74.87%	82.58%	71.46%	141.31%	106.98%
% ASP Compared to Previous Year		100.99%	98.49%	101.07%	99.06%	100.47%	99.35%	99.75%	100.50%	99.36%	100.34%	100.64%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	342	289	394	358	676	1196	719	663	543	379	523	575
Total List Price	\$ 788,982,289	\$ 696,983,554	\$ 854,582,231	\$ 840,454,144	\$ 1,567,131,526	\$ 2,529,396,593	\$ 1,657,914,741	\$ 1,605,384,805	\$ 1,302,942,208	\$ 993,733,838	\$ 1,304,000,312	\$ 1,399,648,295
Told Sold Volume	\$ 749,931,972	\$ 660,335,329	\$ 768,224,641	\$ 763,676,805	\$ 1,433,829,337	\$ 2,371,927,608	\$ 1,525,676,696	\$ 1,449,598,608	\$ 1,159,415,296	\$ 852,542,227	\$ 1,137,464,600	\$ 1,235,380,267
List / Sell Ratio	95.05%	94.74%	89.89%	90.86%	91.49%	93.77%	92.02%	90.30%	88.98%	85.79%	87.23%	88.26%
Average Sales Price	\$2,192,784	\$2,284,897	\$1,949,809	\$2,133,175	\$2,121,049	\$1,983,217	\$2,121,943	\$2,186,423	\$2,135,203	\$2,249,452	\$2,174,885	\$2,148,487
Median Price								\$ 1,750,000	\$ 1,740,000	\$ 1,636,250	\$ 189,000	\$ 191,000
Average Days on Market	140	156	196	258	261	228	212	245	241	273	262	259
% Volume Compared to Previous Year		88.05%	116.34%	99.41%	187.75%	165.43%	64.32%	95.01%	79.98%	73.53%	133.42%	108.61%
% ASP Compared to Previous Year		104.20%	85.33%	109.40%	99.43%	93.50%	106.99%	103.04%	97.66%	105.35%	96.69%	98.79%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	218	177	277	230	436	820	456	406	332	237	340	367
Total List Price	\$ 325,618,289	\$ 259,394,554	\$ 408,233,231	\$ 348,361,244	\$ 661,290,828	\$ 1,200,730,743	\$ 680,602,877	\$ 629,741,517	\$ 529,202,357	\$ 376,591,447	\$ 535,136,140	\$ 564,919,296
Told Sold Volume	\$ 307,047,084	\$ 240,450,440	\$ 372,979,341	\$ 315,674,671	\$ 607,613,427	\$ 1,131,766,373	\$ 629,296,804	\$ 568,533,009	\$ 469,033,509	\$ 323,531,727	\$ 464,395,049	\$ 503,419,024
List / Sell Ratio	94.30%	92.70%	91.36%	90.62%	91.88%	94.26%	92.46%	90.28%	88.63%	85.91%	86.78%	89.11%
Average Sales Price	\$1,408,473	\$1,358,477	\$1,346,496	\$1,372,499	\$1,393,609	\$1,380,203	\$1,380,037	\$1,400,328	\$1,412,752	\$1,365,113	\$1,365,868	\$1,371,714
Median Price								\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,325,000	\$ 1,300,000
Average Days on Market	128	157	190	249	241	208	170	224	230	249	244	255
% Volume Compared to Previous Year		78.31%	155.12%	84.64%	192.48%	186.26%	55.60%	90.34%	82.50%	68.98%	143.54%	108.40%
% ASP Compared to Previous Year		96.45%	99.12%	101.93%	101.54%	99.04%	99.99%	101.47%	100.89%	96.63%	100.06%	100.43%

September Annual YTD Summary - Sales \$2M - \$5M

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	112	95	99	114	208	340	233	217	182	122	158	183
Total List Price	\$ 358,539,000	\$ 303,794,000	\$ 313,030,000	\$ 377,157,900	\$ 652,528,038	\$ 1,028,856,850	\$ 751,451,864	\$ 671,707,288	\$ 575,492,851	\$ 437,632,391	\$ 518,190,173	\$ 609,128,999
Told Sold Volume	\$ 331,676,388	\$ 283,029,989	\$ 285,351,821	\$ 341,765,134	\$ 601,818,250	\$ 960,611,873	\$ 688,400,377	\$ 607,110,799	\$ 510,149,287	\$ 375,360,500	\$ 456,622,551	\$ 535,581,243
List / Sell Ratio	92.61%	93.17%	91.16%	90.62%	92.23%	93.37%	91.61%	90.38%	88.65%	85.77%	88.12%	87.93%
Average Sales Price	\$2,961,396	\$2,979,263	\$2,882,342	\$2,997,940	\$2,893,357	\$2,825,329	\$2,954,508	\$2,797,746	\$2,803,018	\$3,076,725	\$2,890,016	\$2,926,673
Median Price								\$ 2,670,000	\$ 2,585,000	\$ 2,897,500	\$ 2,605,000	\$ 2,750,000
Average Days on Market	158	145	215	271	300	264	279	277	249	326	287	269
% Volume Compared to Previous Year		85.33%	100.82%	119.77%	176.09%	159.62%	71.66%	88.19%	84.03%	73.58%	121.65%	117.29%
% ASP Compared to Previous Year		100.60%	96.75%	104.01%	96.51%	97.65%	104.57%	94.69%	100.19%	109.76%	93.93%	101.27%

September Annual YTD Summary - Sales \$5M +

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	12	17	18	14	32	36	30	40	29	20	25	25
Total List Price	\$ 104,825,000	\$ 133,795,000	\$ 133,319,000	\$ 114,935,000	\$ 253,312,660	\$ 299,809,000	\$ 225,860,000	\$ 303,936,000	\$ 198,247,000	\$ 179,510,000	\$ 250,673,999	\$ 225,600,000
Told Sold Volume	\$ 98,100,000	\$ 121,205,000	\$ 119,755,000	\$ 106,237,000	\$ 224,397,660	\$ 279,549,362	\$ 207,979,515	\$ 273,954,800	\$ 180,232,500	\$ 153,650,000	\$ 216,447,000	\$ 196,380,000
List / Sell Ratio	93.58%	90.59%	89.83%	92.43%	88.59%	93.24%	92.08%	90.14%	90.91%	85.59%	86.35%	87.05%
Average Sales Price	\$8,175,000	\$7,129,706	\$6,653,056	\$7,588,357	\$7,012,427	\$7,765,260	\$6,932,651	\$6,848,870	\$6,214,914	\$7,682,500	\$8,657,880	\$7,855,200
Median Price								\$ 5,825,000	\$ 5,900,000	\$ 6,750,000	\$ 7,000,000	\$ 6,690,000
Average Days on Market	189	214	196	300	284	49	335	280	309	250	343	241
% Volume Compared to Previous Year		123.55%	98.80%	88.71%	211.22%	124.58%	74.40%	131.72%	59.30%	85.25%	140.87%	90.73%
% ASP Compared to Previous Year		87.21%	93.31%	114.06%	92.41%	110.74%	89.28%	98.79%	90.74%	123.61%	112.70%	90.73%

September Annual YTD Summary - Overall Sales

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	4077	4391	4662	5543	8017	9398	4702	4109	4839	6646	7978	8356
Total List Price	\$ 1,735,643,871	\$ 1,774,413,119	\$ 2,026,960,414	\$ 2,368,672,559	\$ 4,039,386,287	\$ 6,079,332,088	\$ 3,460,568,268	\$ 3,069,854,745	\$ 2,883,342,838	\$ 2,575,238,673	\$ 3,229,667,714	\$ 3,440,384,470
Told Sold Volume	\$ 1,642,652,139	\$ 1,675,977,761	\$ 1,888,032,304	\$ 2,216,050,411	\$ 3,808,403,454	\$ 5,831,805,188	\$ 3,245,571,665	\$ 2,805,556,556	\$ 2,591,657,827	\$ 2,294,009,215	\$ 2,914,652,041	\$ 3,120,763,099
List / Sell Ratio	94.64%	94.45%	93.15%	93.56%	94.28%	95.93%	93.79%	91.39%	89.88%	89.08%	90.25%	90.71%
Average Sales Price	\$402,907	\$381,685	\$404,983	\$399,793	\$475,041	\$620,537	\$690,253	\$682,783	\$535,577	\$345,171	\$365,336	\$373,476
Median Price								\$ 381,000	\$ 304,495	\$ 185,000	\$ 189,000	\$ 191,000
Average Days on Market	230	121	106	135	147	115	135	186	186	158	170	170
% Volume Compared to Previous Year		102.03%	112.65%	117.37%	171.86%	153.13%	55.65%	86.44%	84.42%	88.52%	127.05%	107.07%
% ASP Compared to Previous Year		94.73%	106.10%	98.72%	118.82%	130.63%	111.23%	98.92%	78.44%	64.45%	105.84%	102.23%