

12 MONTH ROLLING TOTALS

October Annual Rolling Totals Summary - Sales from \$0 - \$249,999								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	4857	2591	2604	5210	10,230	10,402	9,576	
Total List Price	\$ 925,131,437	\$ 544,199,983	\$ 504,474,544	\$ 781,336,236	\$ 1,122,239,625	\$ 1,139,010,764	\$ 1,085,139,335	
Told Sold Volume	\$ 914,052,659	\$ 527,695,625	\$ 478,335,665	\$ 735,334,163	\$ 1,076,261,548	\$ 1,090,022,232	\$ 1,034,678,839	
List / Sell Ratio	98.80%	96.97%	94.82%	94.11%	95.90%	95.70%	95.35%	
Average Sales Price	\$188,193	\$203,665	\$183,693	\$141,139	\$105,206	\$104,790	\$108,049	
Average Days on Market	87	111	131	126	118	125	134	
% Volume Compared to Previous Year		57.73%	90.65%	153.73%	146.36%	101.28%	94.92%	
% ASP Compared to Previous Year		108.22%	90.19%	76.83%	74.54%	99.60%	103.11%	

October Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	4281	3545	1681	1430	1,226	1,267	1,327	
Total List Price	\$ 1,462,711,029	\$ 1,181,682,909	\$ 600,275,871	\$ 522,001,557	\$ 438,422,927	\$ 453,845,741	\$ 469,789,742	
Told Sold Volume	\$ 1,443,551,226	\$ 1,149,163,963	\$ 564,489,249	\$ 482,449,711	\$ 408,412,341	\$ 422,994,513	\$ 442,982,300	
List / Sell Ratio	98.69%	97.25%	94.04%	92.42%	93.15%	93.20%	94.29%	
Average Sales Price	\$337,200	\$324,165	\$335,806	\$337,377	\$333,126	\$333,855	\$333,822	
Average Days on Market	103	121	152	158	161	166	165	
% Volume Compared to Previous Year		79.61%	49.12%	85.47%	84.65%	103.57%	104.73%	
% ASP Compared to Previous Year		96.13%	103.59%	100.47%	98.74%	100.22%	99.99%	

October Annual Rolling Totals Summary - Sales from \$500,000 to 749,999								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	987	645	387	295	200	192	203	
Total List Price	\$ 610,795,200	\$ 405,932,051	\$ 247,814,031	\$ 191,340,702	\$ 131,770,173	\$ 125,102,319	\$ 128,876,947	
Told Sold Volume	\$ 594,294,910	\$ 388,576,269	\$ 231,552,923	\$ 175,185,106	\$ 119,324,860	\$ 114,595,250	\$ 118,510,432	
List / Sell Ratio	97.30%	95.72%	93.44%	91.56%	90.56%	91.60%	91.96%	
Average Sales Price	\$602,123	\$602,444	\$598,328	\$593,848	\$596,624	\$596,850	\$583,795	
Average Days on Market	123	136	200	185	192	224	213	
% Volume Compared to Previous Year		65.38%	59.59%	75.66%	68.11%	96.04%	103.42%	
% ASP Compared to Previous Year		100.05%	99.32%	99.25%	100.47%	100.04%	97.81%	

12 MONTH ROLLING TOTALS

October Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	279	222	103	78	56	60	59
Total List Price	\$ 242,888,920	\$ 198,073,517	\$ 94,085,943	\$ 74,019,249	\$ 53,926,294	\$ 55,348,785	\$ 55,671,839
Told Sold Volume	\$ 234,164,148	\$ 187,857,624	\$ 86,936,883	\$ 65,419,805	\$ 47,954,400	\$ 50,844,645	\$ 49,699,400
List / Sell Ratio	96.41%	94.84%	92.40%	88.38%	88.93%	91.86%	89.27%
Average Sales Price	\$839,298	\$846,206	\$844,047	\$838,715	\$856,329	\$847,411	\$842,363
Average Days on Market	156	161	175	233	239	186	250
% Volume Compared to Previous Year		80.22%	46.28%	75.25%	73.30%	106.03%	97.75%
% ASP Compared to Previous Year		100.82%	99.74%	99.37%	102.10%	98.96%	99.40%

October Annual Rolling Totals Summary - All Sales \$1M +							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	167	155	96	84	44	39	59
Total List Price	\$ 273,459,939	\$ 257,272,872	\$ 178,467,875	\$ 147,705,857	\$ 75,027,499	\$ 69,287,701	\$ 98,986,964
Told Sold Volume	\$ 253,851,358	\$ 233,391,119	\$ 157,393,808	\$ 127,458,083	\$ 66,845,125	\$ 57,815,389	\$ 86,306,720
List / Sell Ratio	92.83%	90.72%	88.19%	86.29%	89.09%	83.44%	87.19%
Average Sales Price	\$1,520,068	\$1,505,749	\$1,639,519	\$1,517,358	\$1,519,207	\$1,482,446	\$1,462,826
Average Days on Market	205	293	191	223	210	326	258
% Volume Compared to Previous Year		91.94%	67.44%	80.98%	52.44%	86.49%	149.28%
% ASP Compared to Previous Year		99.06%	108.88%	92.55%	100.12%	97.58%	98.68%

October Annual Rolling Totals Summary - Sales \$1M - \$2M							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	143	135	82	73	39	34	49
Total List Price	\$ 201,153,389	\$ 200,710,972	\$ 124,279,875	\$ 111,406,857	\$ 59,387,499	\$ 53,443,801	\$ 68,422,964
Told Sold Volume	\$ 187,954,490	\$ 184,281,119	\$ 110,128,808	\$ 95,733,083	\$ 50,931,500	\$ 44,215,389	\$ 60,381,720
List / Sell Ratio	93.44%	91.81%	88.61%	85.93%	85.76%	82.73%	88.25%
Average Sales Price	\$1,314,367	\$1,365,045	\$1,343,034	\$1,311,412	\$1,305,936	\$1,300,453	\$1,232,280
Average Days on Market	203	277	185	224	223	346	198
% Volume Compared to Previous Year		98.05%	59.76%	86.93%	53.20%	86.81%	136.56%
% ASP Compared to Previous Year		103.86%	98.39%	97.65%	99.58%	99.58%	94.76%

12 MONTH ROLLING TOTALS

October Annual Rolling Totals Summary - Sales \$2M - \$5M							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	23	20	13	10	5	5	10
Total List Price	\$ 66,406,550	\$ 56,561,900	\$ 41,288,000	\$ 30,300,000	\$ 15,640,000	\$ 15,843,900	\$ 30,564,000
Told Sold Volume	\$ 60,896,868	\$ 49,110,000	\$ 37,265,000	\$ 26,495,000	\$ 13,347,625	\$ 13,600,000	\$ 25,925,000
List / Sell Ratio	91.70%	86.83%	90.26%	100.00%	85.34%	85.84%	84.82%
Average Sales Price	\$2,647,690	\$2,455,500	\$2,866,538	\$1	\$2,669,525	\$2,720,000	\$2,592,500
Average Days on Market	227	396	204	2195	109	192	552
% Volume Compared to Previous Year		80.64%	75.88%	71.10%	50.38%	101.89%	190.63%
% ASP Compared to Previous Year		92.74%	116.74%	0.00%	305290083.03%	101.89%	95.31%

October Annual Rolling Totals Summary - Sales \$5M +							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	1	0	1	1	0	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!	#DIV/0!
Average Sales Price	\$5,000,000		\$10,000,000	\$5,230,000	#DIV/0!	#DIV/0!	#DIV/0!
Average Days on Market	74		516	193	#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!

October Annual Rolling Totals Summary - Overall Sales							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	10571	7158	4871	7097	11756	11960	11224
Total List Price	\$ 3,514,986,525	\$ 2,587,161,332	\$ 1,625,118,264	\$ 1,716,403,601	\$ 1,821,386,518	\$ 1,842,595,310	\$ 1,838,464,827
Told Sold Volume	\$ 3,439,914,301	\$ 2,486,684,600	\$ 1,518,708,528	\$ 1,585,846,868	\$ 1,716,232,274	\$ 1,736,272,029	\$ 1,732,177,691
List / Sell Ratio	97.86%	96.12%	93.45%	92.39%	94.23%	94.23%	94.22%
Average Sales Price	\$325,410	\$347,399	\$311,786	\$223,453	\$145,988	\$145,173	\$154,328
Average Days on Market	101	124	147	138	124	132	140
% Volume Compared to Previous Year		72.29%	61.07%	104.42%	108.22%	101.17%	99.76%
% ASP Compared to Previous Year		106.76%	89.75%	71.67%	65.33%	99.44%	106.31%