

2011 FM-FB-CC YTD Summary - Oct

October Annual YTD Summary - Sales from \$0 = \$249,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	4587	4016	2193	2214	4774	9122	8658	8098
Total List Price	\$ 754,359,414	\$ 774,821,627	\$ 461,316,846	\$ 426,283,827	\$ 705,037,480	\$ 990,268,923	\$ 945,191,888	\$ 922,739,093
Told Sold Volume	\$ 730,378,922	\$ 766,250,140	\$ 446,347,757	\$ 403,017,882	\$ 664,732,969	\$ 950,326,834	\$ 903,593,772	\$ 880,215,128
List / Sell Ratio	96.82%	98.89%	96.76%	94.54%	94.28%	95.97%	95.60%	95.39%
Average Sales Price	\$ 159,228	\$ 190,799	\$ 203,533	\$ 182,032	\$ 139,240	\$ 104,180	\$ 104,365	\$ 108,695
Median Price				\$ 187,230	\$ 135,000	\$ 94,000	\$ 92,000	\$ 95,000
Average Days on Market	103	87	114	134	125	117	126	135
% Volume Compared to Previous Year		104.91%	58.25%	90.29%	164.94%	142.96%	95.08%	97.41%
% ASP Compared to Previous Year		119.83%	106.67%	89.44%	76.49%	74.82%	100.18%	104.15%

October Annual YTD Summary - Sales from \$250,000 - \$499,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	1788	3886	2759	1327	1239	1074	1013	1154
Total List Price	\$ 632,086,740	\$ 1,324,080,779	\$ 922,410,694	\$ 476,440,826	\$ 451,016,448	\$ 383,930,520	\$ 362,560,973	\$ 409,477,212
Told Sold Volume	\$ 611,909,948	\$ 1,308,563,439	\$ 892,986,352	\$ 446,479,306	\$ 417,201,124	\$ 357,646,320	\$ 338,154,431	\$ 385,745,056
List / Sell Ratio	96.81%	98.83%	96.81%	93.71%	92.50%	93.15%	93.27%	94.20%
Average Sales Price	\$ 342,232	\$ 336,738	\$ 323,663	\$ 336,458	\$ 336,724	\$ 333,004	\$ 333,815	\$ 334,268
Median Price				\$ 325,000	\$ 325,000	\$ 315,000	\$ 320,000	\$ 324,000
Average Days on Market	157	101	123	155	161	162	166	163
% Volume Compared to Previous Year		213.85%	68.24%	50.00%	93.44%	85.73%	94.55%	114.07%
% ASP Compared to Previous Year		98.39%	96.12%	103.95%	100.08%	98.90%	100.24%	100.14%

October Annual YTD Summary - Sales from \$500,000 to 749,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	392	907	493	326	253	173	170	180
Total List Price	\$ 240,406,576	\$ 561,634,828	\$ 311,134,729	\$ 207,833,515	\$ 164,716,273	\$ 113,675,583	\$ 110,549,269	\$ 114,296,025
Told Sold Volume	\$ 231,662,722	\$ 546,770,990	\$ 296,128,839	\$ 194,681,858	\$ 150,551,908	\$ 103,099,260	\$ 101,601,550	\$ 105,046,395
List / Sell Ratio	96.36%	97.35%	95.18%	93.67%	91.40%	90.70%	91.91%	91.91%
Average Sales Price	\$ 590,976	\$ 602,835	\$ 600,667	\$ 597,184	\$ 595,067	\$ 595,949	\$ 597,656	\$ 583,591
Median Price				\$ 594,900	\$ 589,500	\$ 590,000	\$ 590,000	\$ 575,000
Average Days on Market	215	121	142	207	185	195	225	215
% Volume Compared to Previous Year		236.02%	54.16%	65.74%	77.33%	68.48%	98.55%	103.39%
% ASP Compared to Previous Year		102.01%	99.64%	99.42%	99.65%	100.15%	100.29%	97.65%

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October Annual YTD Summary - Sales from \$750,000 - \$999,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	98	261	178	86	74	49	48	49
Total List Price	\$ 86,245,747	\$ 226,290,820	\$ 159,584,190	\$ 79,348,613	\$ 70,069,449	\$ 46,841,294	\$ 43,922,485	\$ 46,431,840
Told Sold Volume	\$ 81,529,749	\$ 218,740,148	\$ 150,806,824	\$ 72,858,453	\$ 61,823,805	\$ 41,790,900	\$ 40,571,645	\$ 41,447,400
List / Sell Ratio	94.53%	96.66%	94.50%	91.82%	88.23%	89.22%	92.37%	89.27%
Average Sales Price	\$ 831,936	\$ 838,085	\$ 847,229	\$ 847,191	\$ 835,457	\$ 852,876	\$ 845,243	\$ 845,865
Median Price				\$ 833,827	\$ 832,500	\$ 800,000	\$ 822,500	\$ 850,000
Average Days on Market	220	155	170	172	632	237	180	237
% Volume Compared to Previous Year		268.29%	68.94%	48.31%	84.85%	67.60%	97.08%	102.16%
% ASP Compared to Previous Year		100.74%	101.09%	100.00%	98.61%	102.08%	99.11%	100.07%

October Annual YTD Summary - All Sales \$1M +								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	63	157	131	76	70	31	30	55
Total List Price	\$ 105,650,562	\$ 259,533,139	\$ 220,501,078	\$ 147,758,476	\$ 124,579,057	\$ 49,822,699	\$ 51,096,800	\$ 94,005,964
Told Sold Volume	\$ 95,967,127	\$ 240,676,358	\$ 199,180,394	\$ 130,350,308	\$ 107,455,500	\$ 45,341,125	\$ 42,610,739	\$ 81,724,720
List / Sell Ratio	90.83%	92.73%	90.33%	88.22%	86.25%	91.00%	83.39%	86.94%
Average Sales Price	\$ 1,523,288	\$ 1,532,970	\$ 1,520,461	\$ 1,715,136	\$ 1,535,079	\$ 1,462,617	\$ 1,420,358	\$ 1,485,904
Median Price				\$ 1,405,000	\$ 1,300,000	\$ 1,120,000	\$ 1,236,500	\$ 1,225,000
Average Days on Market	245	199	309	201	235	243	311	245
% Volume Compared to Previous Year		250.79%	82.76%	65.44%	82.44%	42.20%	93.98%	191.79%
% ASP Compared to Previous Year		100.64%	99.18%	112.80%	89.50%	95.28%	97.11%	104.61%

October Annual YTD Summary - Sales \$1M - \$2M								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	56	133	113	62	61	29	27	45
Total List Price	\$ 83,275,562	\$ 187,226,589	\$ 169,034,178	\$ 93,570,476	\$ 94,225,057	\$ 43,432,699	\$ 42,447,900	\$ 63,441,964
Told Sold Volume	\$ 74,944,330	\$ 174,779,490	\$ 154,570,394	\$ 83,085,308	\$ 80,925,500	\$ 37,227,500	\$ 34,610,739	\$ 55,799,720
List / Sell Ratio	90.00%	93.35%	91.44%	88.79%	85.89%	85.71%	81.54%	87.95%
Average Sales Price	\$ 1,338,292	\$ 1,314,132	\$ 1,367,880	\$ 1,340,086	\$ 1,326,648	\$ 1,283,707	\$ 1,281,879	\$ 1,239,994
Average Days on Market	249	195	292	195	239	250	339	176
% Volume Compared to Previous Year		233.21%	88.44%	53.75%	97.40%	46.00%	92.97%	161.22%
% ASP Compared to Previous Year		98.19%	104.09%	97.97%	99.00%	96.76%	99.86%	96.73%

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October Annual YTD Summary - Sales \$2M - \$5M								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	7	23	18	13	8	2	3	10
Total List Price	\$ 22,375,000	\$ 66,406,550	\$ 51,466,900	\$ 41,288,000	\$ 24,355,000	\$ 6,390,000	\$ 8,648,900	\$ 30,564,000
Told Sold Volume	\$ 21,022,797	\$ 60,896,868	\$ 44,610,000	\$ 37,265,000	\$ 21,300,000	\$ 5,547,625	\$ 8,000,000	\$ 25,925,000
List / Sell Ratio	93.96%	91.70%	86.68%	90.26%	87.46%	86.82%	92.50%	84.82%
Average Sales Price	\$ 3,003,257	\$ 2,647,690	\$ 2,478,333	\$ 2,866,538	\$ 2,662,500	\$ 2,773,813	\$ 2,666,667	\$ 2,592,500
Average Days on Market	218	227	416	204	209	150	64	552
% Volume Compared to Previous Year		289.67%	73.25%	83.54%	57.16%	26.05%	144.21%	324.06%
% ASP Compared to Previous Year		88.16%	93.60%	115.66%	92.88%	104.18%	96.14%	97.22%

October Annual YTD Summary - Sales \$5M +								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	0	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%			87.18%	#DIV/0!	#DIV/0!	#DIV/0!
Average Sales Price	\$ -	\$ 5,000,000			\$ 5,230,000	#DIV/0!	#DIV/0!	#DIV/0!
Average Days on Market		4			193	#DIV/0!	#DIV/0!	#DIV/0!
% Volume Compared to Previous Year					52.30%	0.00%	#DIV/0!	#DIV/0!
% ASP Compared to Previous Year					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

October Annual YTD Summary - Overall Sales								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	6928	9227	5754	4029	6410	10449	9919	9536
Total List Price	\$ 1,818,749,039	\$ 3,146,361,193	\$ 2,074,947,537	\$ 1,337,665,257	\$ 1,515,418,707	\$ 1,584,539,019	\$ 1,513,321,415	\$ 1,586,950,134
Told Sold Volume	\$ 1,751,448,468	\$ 3,081,001,075	\$ 1,985,450,166	\$ 1,247,387,807	\$ 1,401,765,306	\$ 1,495,638,439	\$ 1,426,532,137	\$ 1,494,178,699
List / Sell Ratio	96.30%	97.92%	95.69%	93.25%	92.50%	94.39%	94.26%	94.15%
Average Sales Price	\$ 252,807	\$ 333,911	\$ 345,056	\$ 309,602	\$ 218,684	\$ 143,137	\$ 143,818	\$ 156,688
Median Price				\$ 236,500	\$ 159,990	\$ 103,000	\$ 102,000	\$ 111,500
Average Days on Market	126	100	127	149	137	124	133	141
% Volume Compared to Previous Year		175.91%	64.44%	62.83%	112.38%	106.70%	95.38%	104.74%
% ASP Compared to Previous Year		132.08%	103.34%	89.73%	70.63%	65.45%	100.48%	108.95%