

#Oct/A1

October Annual YTD Summary - Sales from \$0 = \$249,999												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	3023	3268	3370	3467	3709	1408	576	948	2080	4702	5366	5582
Total List Price	\$ 428,478,781	\$ 496,065,436	\$ 552,217,733	\$ 607,561,920	\$ 684,356,614	\$ 292,203,402	\$ 117,372,919	\$ 196,098,126	\$ 387,999,929	\$ 657,829,671	\$ 761,189,329	\$ 795,145,159
Told Sold Volume	\$ 410,631,206	\$ 475,998,805	\$ 530,522,016	\$ 582,231,501	\$ 658,987,949	\$ 284,857,249	\$ 110,769,897	\$ 179,376,096	\$ 352,721,704	\$ 611,635,977	\$ 713,595,269	\$ 743,456,903
List / Sell Ratio	95.83%	95.95%	96.07%	95.83%	96.44%	97.49%	94.37%	91.47%	90.91%	92.98%	93.75%	93.50%
Average Sales Price	\$135,836	\$145,654	\$157,425	\$167,935	\$177,942	\$202,313	\$192,309	\$189,215	\$169,578	\$130,080	\$132,985	\$133,188
Median Price							\$ 200,000	\$ 175,000	\$ 125,000	\$ 130,000	\$ 130,000	\$ 130,000
Average Days on Market	103	101	87	109	113	83	121	174	155	130	144	152
% Volume Compared to Previous Year		115.92%	111.45%	109.75%	113.35%	43.16%	38.89%	161.94%	196.64%	173.40%	116.67%	104.18%
% ASP Compared to Previous Year		107.23%	108.08%	106.68%	105.96%	113.70%	95.05%	98.39%	89.62%	76.71%	102.23%	100.15%

October Annual YTD Summary - Sales from \$250,000 - \$499,999												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	526	525	639	1609	2848	4872	2470	1841	1801	1582	1793	1964
Total List Price	\$ 192,241,413	\$ 188,175,000	\$ 228,727,601	\$ 574,281,944	\$ 1,017,828,448	\$ 1,773,556,900	\$ 922,050,862	\$ 685,294,170	\$ 681,319,464	\$ 593,296,162	\$ 668,257,271	\$ 738,000,498
Told Sold Volume	\$ 183,607,402	\$ 179,836,443	\$ 218,019,639	\$ 549,426,251	\$ 980,419,304	\$ 1,734,316,040	\$ 883,101,057	\$ 636,540,838	\$ 621,586,573	\$ 540,103,124	\$ 616,103,018	\$ 681,378,171
List / Sell Ratio	95.51%	95.57%	95.32%	95.67%	96.32%	97.79%	95.78%	92.89%	91.23%	91.03%	92.20%	92.33%
Average Sales Price	\$349,064	\$342,546	\$341,189	\$341,471	\$344,248	\$355,976	\$357,531	\$345,758	\$345,134	\$341,405	\$343,616	\$346,934
Median Price							\$ 334,000	\$ 331,195	\$ 330,000	\$ 335,000	\$ 335,000	\$ 335,000
Average Days on Market	95	103	95	144	140	87	119	169	187	191	184	187
% Volume Compared to Previous Year		97.95%	121.23%	252.01%	178.44%	176.90%	50.92%	72.08%	97.65%	86.89%	114.07%	110.59%
% ASP Compared to Previous Year		98.13%	99.60%	100.08%	100.81%	103.41%	100.44%	96.71%	99.82%	98.92%	100.65%	100.97%

October 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	341	422	459	500	895	1642	823	651	625	490	586	619
Total List Price	\$ 217,257,534	\$ 268,733,970	\$ 293,314,935	\$ 321,596,101	\$ 569,699,032	\$ 1,019,753,101	\$ 522,323,295	\$ 420,710,206	\$ 415,951,863	\$ 325,632,912	\$ 386,082,311	\$ 406,797,474
Told Sold Volume	\$ 208,184,580	\$ 255,659,690	\$ 277,690,999	\$ 304,608,693	\$ 544,944,668	\$ 992,943,140	\$ 495,743,378	\$ 390,911,031	\$ 375,973,572	\$ 293,663,561	\$ 351,491,842	\$ 371,913,038
List / Sell Ratio	95.82%	95.13%	94.67%	94.72%	95.65%	97.37%	94.91%	92.92%	90.39%	90.18%	91.04%	91.42%
Average Sales Price	\$610,512	\$605,829	\$604,991	\$609,217	\$608,877	\$604,716	\$602,361	\$600,478	\$601,558	\$599,313	\$599,815	\$600,829
Median Price							\$ 590,000	\$ 595,000	\$ 589,000	\$ 595,000	\$ 591,000	\$ 591,000
Average Days on Market	132	132	149	185	187	124	126	183	211	209	236	214
% Volume Compared to Previous Year		122.80%	108.62%	109.69%	178.90%	182.21%	49.93%	78.85%	96.18%	78.11%	119.69%	105.81%
% ASP Compared to Previous Year		99.23%	99.86%	100.70%	99.94%	99.32%	99.61%	99.69%	100.18%	99.63%	100.08%	100.17%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	218	240	220	226	437	779	399	312	251	193	248	273
Total List Price	\$ 195,710,856	\$ 216,271,934	\$ 207,097,913	\$ 210,573,154	\$ 392,726,044	\$ 692,254,954	\$ 356,662,836	\$ 289,260,983	\$ 241,500,167	\$ 187,809,657	\$ 235,101,590	\$ 257,788,463
Told Sold Volume	\$ 187,164,800	\$ 207,788,346	\$ 187,688,799	\$ 194,465,560	\$ 373,922,568	\$ 669,578,772	\$ 340,278,019	\$ 265,217,830	\$ 214,662,051	\$ 164,083,956	\$ 211,061,014	\$ 233,911,540
List / Sell Ratio	95.63%	96.08%	90.63%	92.35%	95.21%	96.72%	95.41%	91.69%	88.89%	87.37%	89.77%	90.74%
Average Sales Price	\$858,554	\$865,785	\$853,131	\$860,467	\$855,658	\$859,536	\$852,827	\$850,057	\$855,227	\$850,176	\$851,052	\$856,819
Median Price							\$ 849,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 847,500	\$ 850,000
Average Days on Market	145	158	158	206	222	151	140	193	211	249	257	205
% Volume Compared to Previous Year		111.02%	90.33%	103.61%	192.28%	179.07%	50.82%	77.94%	80.94%	76.44%	128.63%	110.83%
% ASP Compared to Previous Year		100.84%	98.54%	100.86%	99.44%	100.45%	99.22%	99.68%	100.61%	99.41%	100.10%	100.68%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	378	306	412	391	739	1259	767	711	577	416	556	622
Total List Price	\$ 859,097,289	\$ 736,907,554	\$ 889,205,796	\$ 912,226,413	\$ 1,703,469,426	\$ 2,665,831,368	\$ 1,786,887,361	\$ 1,713,093,804	\$ 1,396,992,208	\$ 1,076,052,128	\$ 1,392,487,312	\$ 1,496,958,521
Told Sold Volume	\$ 818,365,972	\$ 697,574,149	\$ 800,047,570	\$ 829,290,680	\$ 1,556,884,837	\$ 2,500,138,258	\$ 1,642,785,949	\$ 1,543,961,108	\$ 1,237,925,579	\$ 923,695,339	\$ 1,212,409,030	\$ 1,320,624,767
List / Sell Ratio	95.26%	94.66%	89.97%	90.91%	91.39%	93.78%	91.94%	90.13%	88.61%	85.84%	87.07%	88.22%
Average Sales Price	\$2,164,989	\$2,279,654	\$1,941,863	\$2,120,948	\$2,106,745	\$1,985,813	\$2,141,833	\$2,171,535	\$2,145,452	\$2,220,421	\$2,180,592	\$2,123,191
Median Price							\$ 1,750,000	\$ 1,737,500	\$ 1,600,000	\$ 1,600,000	\$ 1,600,000	\$ 1,600,000
Average Days on Market	138	156	195	265	263	227	219	247	244	273	262	263
% Volume Compared to Previous Year		85.24%	114.69%	103.66%	187.74%	160.59%	65.71%	93.98%	80.18%	74.62%	131.26%	108.93%
% ASP Compared to Previous Year		105.30%	85.18%	109.22%	99.33%	94.26%	107.86%	101.39%	98.80%	103.49%	98.21%	97.37%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	243	189	290	253	475	856	482	439	354	262	359	400
Total List Price	\$ 361,233,289	\$ 278,194,554	\$ 425,581,796	\$ 381,028,513	\$ 721,325,728	\$ 1,251,723,643	\$ 724,560,497	\$ 679,765,516	\$ 567,168,357	\$ 415,071,737	\$ 565,264,140	\$ 613,199,522
Told Sold Volume	\$ 340,741,084	\$ 257,995,260	\$ 389,427,270	\$ 346,888,546	\$ 662,958,927	\$ 1,180,246,473	\$ 669,284,924	\$ 612,455,509	\$ 500,552,509	\$ 356,119,839	\$ 491,429,479	\$ 545,911,524
List / Sell Ratio	94.33%	92.74%	91.50%	91.04%	91.91%	94.29%	92.37%	90.10%	88.25%	85.80%	86.94%	89.03%
Average Sales Price	\$1,402,227	\$1,365,054	\$1,342,853	\$1,371,101	\$1,395,703	\$1,378,793	\$1,388,558	\$1,395,115	\$1,413,990	\$1,359,236	\$1,368,884	\$1,364,779
Median Price							\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,325,000	\$ 1,300,000	\$ 1,300,000
Average Days on Market	125	156	188	254	240	207	174	228	233	247	243	258
% Volume Compared to Previous Year		75.72%	150.94%	89.08%	191.12%	178.03%	56.71%	91.51%	81.73%	71.15%	138.00%	111.09%
% ASP Compared to Previous Year		97.35%	98.37%	102.10%	101.79%	98.79%	100.71%	100.47%	101.35%	96.13%	100.71%	99.70%

October Annual YTD Summary - Sales \$2M - \$5M												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	122	99	104	124	231	365	252	231	191	134	169	196
Total List Price	\$ 387,439,000	\$ 318,018,000	\$ 330,305,000	\$ 416,262,900	\$ 723,581,038	\$ 1,102,248,725	\$ 809,716,864	\$ 722,542,288	\$ 600,326,851	\$ 481,470,391	\$ 549,449,173	\$ 651,208,999
Totd Sold Volume	\$ 359,891,388	\$ 296,123,989	\$ 300,726,821	\$ 376,165,134	\$ 664,428,250	\$ 1,029,342,423	\$ 742,371,510	\$ 652,200,799	\$ 531,840,570	\$ 413,925,500	\$ 483,932,551	\$ 572,033,243
List / Sell Ratio	92.89%	93.12%	91.05%	90.37%	91.82%	93.39%	91.68%	90.26%	88.59%	85.97%	88.08%	87.84%
Average Sales Price	\$2,949,929	\$2,991,151	\$2,891,604	\$3,033,590	\$2,876,313	\$2,820,116	\$2,945,919	\$2,823,380	\$2,784,506	\$3,088,996	\$2,863,506	\$2,918,537
Median Price								\$ 2,665,000	\$ 2,550,000	\$ 2,900,000	\$ 2,597,500	\$ 2,725,000
Average Days on Market	158	149	213	284	306	263	290	274	250	326	289	274
% Volume Compared to Previous Year		82.28%	101.55%	125.09%	176.63%	154.92%	72.12%	87.85%	81.55%	77.83%	116.91%	118.21%
% ASP Compared to Previous Year		101.40%	96.67%	104.91%	94.82%	98.05%	104.46%	95.84%	98.62%	110.94%	92.70%	101.92%

October Annual YTD Summary - Sales \$5M +												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	13	18	18	14	33	38	33	41	32	20	28	26
Total List Price	\$ 110,425,000	\$ 140,695,000	\$ 133,319,000	\$ 114,935,000	\$ 258,562,660	\$ 311,859,000	\$ 252,610,000	\$ 310,786,000	\$ 229,497,000	\$ 179,510,000	\$ 277,773,999	\$ 232,550,000
Totd Sold Volume	\$ 103,600,000	\$ 127,805,000	\$ 119,755,000	\$ 106,237,000	\$ 229,497,660	\$ 290,549,362	\$ 231,129,515	\$ 279,304,800	\$ 205,532,500	\$ 153,650,000	\$ 237,047,000	\$ 202,680,000
List / Sell Ratio	93.82%	90.84%	89.83%	92.43%	88.76%	93.17%	91.50%	89.87%	89.56%	85.59%	85.34%	87.16%
Average Sales Price	\$7,969,231	\$7,100,278	\$6,653,056	\$7,588,357	\$6,954,475	\$7,646,036	\$7,003,925	\$6,812,312	\$6,422,891	\$7,682,500	\$8,465,964	\$7,795,385
Median Price								\$ 5,825,000	\$ 6,000,000	\$ 6,625,000	\$ 6,950,000	\$ 6,657,500
Average Days on Market	192	202	196	300	286	49	342	302	322	250	345	255
% Volume Compared to Previous Year		123.36%	93.70%	88.71%	216.02%	126.60%	79.55%	120.84%	66.13%	74.76%	154.28%	85.50%
% ASP Compared to Previous Year		89.10%	93.70%	114.06%	91.65%	109.94%	91.60%	97.26%	94.28%	119.61%	110.20%	92.08%

October Annual YTD Summary - Overall Sales												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	4486	4761	5100	6193	8628	9960	5035	4463	5334	7383	8549	9060
Total List Price	\$ 1,892,785,673	\$ 1,906,153,894	\$ 2,170,563,978	\$ 2,626,239,532	\$ 4,368,079,564	\$ 6,443,599,725	\$ 3,705,297,273	\$ 3,304,457,289	\$ 3,123,763,631	\$ 2,840,620,530	\$ 3,443,117,813	\$ 3,694,690,115
Totd Sold Volume	\$ 1,793,820,460	\$ 1,801,207,533	\$ 2,023,830,544	\$ 2,460,022,685	\$ 4,116,159,326	\$ 6,181,833,459	\$ 3,472,678,300	\$ 3,016,006,903	\$ 2,802,869,479	\$ 2,533,181,957	\$ 3,104,660,173	\$ 3,351,284,419
List / Sell Ratio	94.77%	94.49%	93.24%	93.67%	94.23%	95.94%	93.72%	91.27%	89.73%	89.18%	90.17%	90.71%
Average Sales Price	\$399,871	\$378,325	\$396,830	\$397,226	\$477,070	\$620,666	\$689,708	\$675,780	\$525,472	\$343,110	\$363,161	\$369,899
Median Price								\$ 380,000	\$ 300,000	\$ 180,000	\$ 187,000	\$ 190,000
Average Days on Market	230	121	105	138	148	115	137	186	185	159	170	173
% Volume Compared to Previous Year		100.41%	112.36%	121.55%	167.32%	150.18%	56.18%	86.85%	84.82%	90.38%	122.56%	107.94%
% ASP Compared to Previous Year		94.61%	104.89%	100.10%	120.10%	130.10%	111.12%	97.98%	77.76%	65.30%	105.84%	101.86%