

12 MONTH ROLLING TOTALS

November Annual Rolling Totals Summary - Sales from \$0 - \$249,999								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	4695	2554	2621	5502	10,590	10,177	9,506	
Total List Price	\$ 903,418,081	\$ 535,400,225	\$ 502,125,406	\$ 804,633,864	\$ 1,159,706,724	\$ 1,111,101,305	\$ 1,081,752,167	
Told Sold Volume	\$ 892,777,026	\$ 518,429,004	\$ 474,402,631	\$ 758,878,502	\$ 1,113,052,606	\$ 1,061,970,211	\$ 1,031,813,179	
List / Sell Ratio	98.82%	96.83%	94.48%	94.31%	95.98%	95.58%	95.38%	
Average Sales Price	\$190,155	\$202,987	\$181,001	\$137,928	\$105,104	\$104,350	\$108,543	
Average Days on Market	87	114	134	125	118	126	133	
% Volume Compared to Previous Year		58.07%	91.51%	159.97%	146.67%	95.41%	97.16%	
% ASP Compared to Previous Year		106.75%	89.17%	76.20%	76.20%	99.28%	104.02%	

November Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	4532	3301	1598	1400	1,285	1,222	1,341	
Total List Price	\$ 1,541,820,482	\$ 1,104,989,738	\$ 574,232,998	\$ 508,262,918	\$ 459,734,311	\$ 437,407,659	\$ 475,671,868	
Told Sold Volume	\$ 1,522,571,621	\$ 1,071,440,014	\$ 538,416,958	\$ 470,220,630	\$ 428,297,975	\$ 407,729,843	\$ 448,446,940	
List / Sell Ratio	98.75%	96.96%	93.76%	92.52%	93.16%	93.22%	94.28%	
Average Sales Price	\$335,960	\$324,580	\$336,932	\$335,872	\$333,306	\$333,658	\$334,412	
Average Days on Market	103	123	153	159	161	169	164	
% Volume Compared to Previous Year		70.37%	50.25%	87.33%	91.08%	95.20%	109.99%	
% ASP Compared to Previous Year		96.61%	103.81%	99.69%	99.24%	100.11%	100.23%	

November Annual Rolling Totals Summary - Sales from \$500,000 to 749,999								
	2005	2006	2007	2008	2009	2010	2011	
Number of Sales	1028	605	374	288	194	199	198	
Total List Price	\$ 637,066,169	\$ 381,596,477	\$ 238,796,255	\$ 187,539,363	\$ 127,783,833	\$ 129,170,761	\$ 126,067,855	
Told Sold Volume	\$ 619,945,650	\$ 363,655,294	\$ 223,705,856	\$ 171,260,008	\$ 115,512,760	\$ 118,694,542	\$ 115,686,640	
List / Sell Ratio	97.31%	95.30%	93.68%	91.32%	90.40%	91.89%	91.77%	
Average Sales Price	\$603,060	\$601,083	\$598,144	\$594,653	\$595,427	\$596,455	\$584,276	
Average Days on Market	121	140	201	187	196	218	214	
% Volume Compared to Previous Year		58.66%	61.52%	76.56%	67.45%	102.75%	97.47%	
% ASP Compared to Previous Year		99.67%	99.51%	99.42%	100.13%	100.17%	97.96%	

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November Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	292	212	97	78	61	57	57
Total List Price	\$ 254,189,620	\$ 189,401,547	\$ 89,235,413	\$ 74,169,349	\$ 58,432,194	\$ 51,993,885	\$ 54,389,739
Told Sold Volume	\$ 245,076,948	\$ 179,458,254	\$ 82,141,453	\$ 65,377,305	\$ 52,314,900	\$ 47,933,645	\$ 48,267,400
List / Sell Ratio	96.42%	94.75%	92.05%	88.15%	89.53%	92.19%	88.74%
Average Sales Price	\$839,305	\$846,501	\$846,819	\$838,171	\$857,621	\$840,941	\$846,796
Average Days on Market	153	169	165	238	235	197	230
% Volume Compared to Previous Year		73.23%	45.77%	79.59%	80.02%	91.63%	100.70%
% ASP Compared to Previous Year		100.86%	100.04%	98.98%	102.32%	98.06%	100.70%

November Annual Rolling Totals Summary - All Sales \$1M +							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	177	150	90	84	44	38	61
Total List Price	\$ 287,793,733	\$ 250,923,077	\$ 170,368,776	\$ 149,556,957	\$ 74,110,400	\$ 64,770,800	\$ 106,184,964
Told Sold Volume	\$ 267,603,083	\$ 226,276,894	\$ 150,250,558	\$ 129,027,833	\$ 65,590,775	\$ 54,677,739	\$ 91,774,720
List / Sell Ratio	92.98%	90.18%	88.19%	86.27%	88.50%	84.42%	86.43%
Average Sales Price	\$1,511,882	\$1,508,513	\$1,669,451	\$1,536,046	\$1,490,699	\$1,438,888	\$1,504,504
Average Days on Market	202	295	195	221	245	310	250
% Volume Compared to Previous Year		84.56%	66.40%	85.88%	50.83%	83.36%	167.85%
% ASP Compared to Previous Year		99.78%	110.67%	92.01%	97.05%	96.52%	104.56%

November Annual Rolling Totals Summary - Sales \$1M - \$2M							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	152	131	75	73	39	34	50
Total List Price	\$ 212,692,183	\$ 197,156,177	\$ 113,530,776	\$ 111,607,957	\$ 58,470,400	\$ 53,226,900	\$ 70,625,964
Told Sold Volume	\$ 199,206,215	\$ 179,666,894	\$ 100,685,558	\$ 96,002,833	\$ 50,177,150	\$ 44,177,739	\$ 62,149,720
List / Sell Ratio	93.66%	91.13%	88.69%	86.02%	85.82%	83.00%	88.00%
Average Sales Price	\$1,310,567	\$1,371,503	\$1,342,474	\$1,315,107	\$1,286,594	\$1,299,345	\$1,242,994
Average Days on Market	199	279	189	223	245	340	194
% Volume Compared to Previous Year		90.19%	56.04%	95.35%	52.27%	88.04%	140.68%
% ASP Compared to Previous Year		104.65%	97.88%	97.96%	97.83%	100.99%	95.66%

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November Annual Rolling Totals Summary - Sales \$2M - \$5M							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	24	19	14	10	5	4	11
Total List Price	\$ 69,201,550	\$ 53,766,900	\$ 43,938,000	\$ 31,950,000	\$ 15,640,000	\$ 11,543,900	\$ 35,559,000
Told Sold Volume	\$ 63,396,868	\$ 46,610,000	\$ 39,565,000	\$ 27,795,000	\$ 12,847,625	\$ 10,500,000	\$ 29,625,000
List / Sell Ratio	91.61%	86.69%	90.05%	100.00%	82.15%	90.96%	83.31%
Average Sales Price	\$2,641,536	\$2,453,158	\$2,826,071	\$1	\$2,569,525	\$2,625,000	\$2,693,182
Average Days on Market	223	410	204	208	240	56	506
% Volume Compared to Previous Year		73.52%	84.89%	70.25%	46.22%	81.73%	282.14%
% ASP Compared to Previous Year		92.87%	115.20%	0.00%	295363640.04%	102.16%	102.60%

November 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!

November Annual Rolling Totals Summary - Overall Sales							
	2005	2006	2007	2008	2009	2010	2011
Number of Sales	10724	6822	4780	7352	12174	11693	11163
Total List Price	\$ 3,624,288,085	\$ 2,462,311,064	\$ 1,574,758,848	\$ 1,724,162,451	\$ 1,879,767,462	\$ 1,794,444,410	\$ 1,844,066,593
Told Sold Volume	\$ 3,547,974,328	\$ 2,359,259,460	\$ 1,468,917,456	\$ 1,594,764,278	\$ 1,772,203,016	\$ 1,691,005,980	\$ 1,735,988,879
List / Sell Ratio	97.89%	95.81%	93.28%	92.50%	94.28%	94.24%	94.14%
Average Sales Price	\$330,844	\$345,831	\$307,305	\$216,916	\$145,573	\$144,617	\$155,513
Average Days on Market	101	127	147	136	125	133	139
% Volume Compared to Previous Year		66.50%	62.26%	108.57%	111.13%	95.42%	102.66%
% ASP Compared to Previous Year		104.53%	88.86%	70.59%	67.11%	99.34%	107.53%