

November 2011 FM-FB-CC YTD Summary

November Annual YTD Summary - Sales from \$0 = \$249,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	4971	4238	2378	2416	5268	9976	9287	8657
Total List Price	\$ 822,549,178	\$ 821,298,035	\$ 498,993,496	\$ 461,611,339	\$ 763,662,620	\$ 1,086,361,162	\$ 1,013,374,668	\$ 987,534,705
Told Sold Volume	\$ 797,446,106	\$ 812,041,691	\$ 482,872,687	\$ 435,609,778	\$ 720,869,204	\$ 1,043,254,127	\$ 968,469,044	\$ 942,224,740
List / Sell Ratio	96.95%	98.87%	96.77%	94.37%	94.40%	96.03%	95.57%	95.41%
Average Sales Price	\$ 160,420	\$ 191,610	\$ 203,058	\$ 180,302	\$ 136,839	\$ 104,576	\$ 104,282	\$ 108,840
Median Price				\$ 185,000	\$ 132,500	\$ 92,000	\$ 91,600	\$ 95,199
Average Days on Market	101	87	116	134	124	117	126	134
% Volume Compared to Previous Year		101.83%	59.46%	90.21%	165.49%	144.72%	92.83%	97.29%
% ASP Compared to Previous Year		119.44%	105.97%	88.79%	75.89%	76.42%	99.72%	104.37%

November Annual YTD Summary - Sales from \$250,000 - \$499,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	1955	4304	2933	1418	1300	1194	1088	1243
Total List Price	\$ 690,422,731	\$ 1,461,526,223	\$ 983,162,967	\$ 511,150,226	\$ 471,987,209	\$ 426,212,665	\$ 388,405,036	\$ 441,203,401
Told Sold Volume	\$ 668,769,675	\$ 1,444,443,561	\$ 951,142,525	\$ 478,563,188	\$ 437,055,925	\$ 397,386,755	\$ 362,630,196	\$ 415,685,461
List / Sell Ratio	96.86%	98.83%	96.74%	93.62%	92.60%	93.24%	93.36%	94.22%
Average Sales Price	\$ 342,082	\$ 335,605	\$ 324,290	\$ 337,492	\$ 336,197	\$ 332,820	\$ 333,300	\$ 334,421
Median Price				\$ 325,000	\$ 325,000	\$ 316,900	\$ 320,000	\$ 324,900
Average Days on Market	156	102	124	155	160	161	167	164
% Volume Compared to Previous Year		215.99%	65.85%	50.31%	91.33%	90.92%	91.25%	114.63%
% ASP Compared to Previous Year		98.11%	96.63%	104.07%	99.62%	99.00%	100.14%	100.34%

November Annual YTD Summary - Sales from \$500,000 to 749,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	425	981	527	347	267	181	185	190
Total List Price	\$ 260,604,986	\$ 608,104,207	\$ 333,268,534	\$ 220,949,544	\$ 174,030,963	\$ 119,003,933	\$ 119,946,061	\$ 120,883,725
Told Sold Volume	\$ 251,183,722	\$ 591,942,730	\$ 316,379,604	\$ 207,085,556	\$ 159,030,508	\$ 107,765,760	\$ 110,367,342	\$ 110,988,395
List / Sell Ratio	96.38%	97.34%	94.93%	93.73%	91.38%	90.56%	92.01%	91.81%
Average Sales Price	\$ 591,021	\$ 603,407	\$ 600,341	\$ 596,788	\$ 595,620	\$ 595,391	\$ 596,580	\$ 584,149
Median Price				\$ 590,000	\$ 589,500	\$ 585,750	\$ 590,000	\$ 575,000
Average Days on Market	212	121	144	205	185	199	221	212
% Volume Compared to Previous Year		235.66%	53.45%	65.45%	76.79%	67.76%	102.41%	100.56%
% ASP Compared to Previous Year		102.10%	99.49%	99.41%	99.80%	99.96%	100.20%	97.92%

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November Annual YTD Summary - Sales from \$750,000 - \$999,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	104	280	187	89	77	57	53	52
Total List Price	\$ 91,452,447	\$ 242,798,220	\$ 167,419,620	\$ 82,333,513	\$ 73,204,449	\$ 54,482,194	\$ 48,208,485	\$ 49,435,740
Told Sold Volume	\$ 86,536,749	\$ 234,659,948	\$ 158,327,254	\$ 75,583,453	\$ 64,506,305	\$ 48,833,900	\$ 44,703,645	\$ 44,147,400
List / Sell Ratio	94.62%	96.65%	94.57%	91.80%	88.12%	89.63%	92.73%	89.30%
Average Sales Price	\$ 832,084	\$ 838,071	\$ 846,670	\$ 849,252	\$ 837,744	\$ 856,735	\$ 843,465	\$ 848,988
Median Price				\$ 835,000	\$ 835,000	\$ 845,000	\$ 807,500	\$ 855,000
Average Days on Market	220	153	175	172	240	238	202	232
% Volume Compared to Previous Year		271.17%	67.47%	47.74%	85.34%	75.70%	91.54%	98.76%
% ASP Compared to Previous Year		100.72%	101.03%	100.31%	98.64%	102.27%	98.45%	100.65%

November Annual YTD Summary - All Sales \$1M +								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	68	172	141	80	74	35	33	60
Total List Price	\$ 113,079,562	\$ 281,295,933	\$ 235,914,077	\$ 155,072,376	\$ 133,744,057	\$ 58,070,600	\$ 54,827,800	\$ 104,934,964
Told Sold Volume	\$ 102,827,127	\$ 261,288,083	\$ 212,677,894	\$ 136,704,558	\$ 115,379,500	\$ 52,010,775	\$ 46,142,739	\$ 90,724,720
List / Sell Ratio	90.93%	92.89%	90.15%	88.16%	86.27%	89.56%	84.16%	86.46%
Average Sales Price	\$ 1,512,164	\$ 1,519,117	\$ 1,508,354	\$ 1,708,807	\$ 1,559,182	\$ 1,486,022	\$ 1,398,265	\$ 1,512,079
Median Price				\$ 1,400,000	\$ 1,312,500	\$ 1,239,650	\$ 1,232,000	\$ 1,250,000
Average Days on Market	243	196	297	198	228	271	313	241
% Volume Compared to Previous Year		254.10%	81.40%	64.28%	84.40%	45.08%	88.72%	196.62%
% ASP Compared to Previous Year		100.46%	99.29%	113.29%	91.24%	95.31%	94.09%	108.14%

November Annual YTD Summary - Sales \$1M - \$2M								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	61	147	123	65	64	32	30	49
Total List Price	\$ 90,704,562	\$ 206,194,383	\$ 184,447,177	\$ 98,234,376	\$ 99,090,057	\$ 47,380,600	\$ 46,178,900	\$ 69,375,964
Told Sold Volume	\$ 81,804,330	\$ 192,891,215	\$ 168,067,894	\$ 87,139,558	\$ 85,249,500	\$ 40,797,150	\$ 38,142,739	\$ 61,099,720
List / Sell Ratio	90.19%	93.55%	91.12%	88.71%	86.03%	86.11%	82.60%	88.07%
Average Sales Price	\$ 1,341,055	\$ 1,312,185	\$ 1,366,406	\$ 1,340,609	\$ 1,332,023	\$ 1,274,911	\$ 1,271,425	\$ 1,246,933
Median Price								\$ 1,250,000
Average Days on Market	246	192	267	191	233	264	338	182
% Volume Compared to Previous Year		235.80%	87.13%	51.85%	97.83%	47.86%	93.49%	160.19%
% ASP Compared to Previous Year		97.85%	104.13%	98.11%	99.36%	95.71%	99.73%	98.07%

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November Annual YTD Summary - Sales \$2M - \$5M								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	7	24	18	14	9	3	3	11
Total List Price	\$ 22,375,000	\$ 69,201,550	\$ 51,466,900	\$ 43,938,000	\$ 28,655,000	\$ 10,690,000	\$ 8,648,900	\$ 35,559,000
Told Sold Volume	\$ 21,022,797	\$ 63,396,868	\$ 44,610,000	\$ 39,565,000	\$ 24,900,000	\$ 8,647,625	\$ 8,000,000	\$ 29,625,000
List / Sell Ratio	93.96%	91.61%	86.68%	90.05%	86.90%	80.89%	92.50%	83.31%
Average Sales Price	\$ 3,003,257	\$ 2,641,536	\$ 2,478,333	\$ 2,826,071	\$ 2,766,667	\$ 2,882,542	\$ 2,666,667	\$ 2,693,182
Average Days on Market	218	223	416	204	195	346	64	506
% Volume Compared to Previous Year		301.56%	70.37%	88.69%	62.93%	34.73%	92.51%	370.31%
% ASP Compared to Previous Year		87.96%	93.82%	114.03%	97.90%	104.19%	92.51%	100.99%

November 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!

November Annual YTD Summary - Overall Sales								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	7523	9975	6166	4350	6986	11443	10646	10202
Total List Price	\$ 1,978,108,904	\$ 3,415,022,618	\$ 2,218,758,694	\$ 1,431,116,998	\$ 1,616,629,298	\$ 1,744,130,554	\$ 1,624,762,050	\$ 1,703,992,535
Told Sold Volume	\$ 1,906,763,379	\$ 3,344,376,013	\$ 2,121,399,964	\$ 1,333,546,533	\$ 1,496,841,442	\$ 1,646,685,317	\$ 1,532,312,966	\$ 1,603,770,716
List / Sell Ratio	96.39%	97.93%	95.61%	93.18%	92.59%	94.41%	94.31%	94.12%
Average Sales Price	\$ 253,458	\$ 335,276	\$ 344,048	\$ 306,562	\$ 214,263	\$ 143,903	\$ 143,933	\$ 157,202
Median Price				\$ 235,000	\$ 155,000	\$ 103,000	\$ 102,000	
Average Days on Market	125	101	128	148	136	124	133	0
% Volume Compared to Previous Year		175.40%	63.43%	62.86%	112.25%	110.01%	93.05%	104.66%
% ASP Compared to Previous Year		132.28%	102.62%	89.10%	69.89%	67.16%	100.02%	109.22%