

November Annual Rolling Totals Summary - Sales from \$0 - \$249,99!												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		3805	3955	4037	4290	1718	689	1103	2408	5435	6260	6533
Total List Price		\$ 575,391,177.00	\$ 648,582,174.00	\$ 706,717,202.00	\$ 793,795,121.00	\$ 352,941,841	\$ 141,072,324	\$ 227,866,206	\$ 443,328,126	\$ 764,452,664	\$ 884,461,662	\$ 930,196,397
Totd Sold Volume		\$ 552,248,735.00	\$ 623,227,324.00	\$ 677,639,371.00	\$ 763,255,466.00	\$ 343,910,064	\$ 133,178,052	\$ 208,148,965	\$ 403,554,124	\$ 711,017,777	\$ 828,299,716	\$ 869,674,620
List / Sell Ratio		95.98%	96.09%	95.89%	96.15%	97.44%	94.40%	91.35%	91.03%	93.01%	93.65%	93.49%
Average Sales Price		\$145,137.64	\$157,579.60	\$167,857.16	\$177,915.03	\$200,180	\$193,292	\$188,712	\$167,589	\$130,822	\$132,316	\$133,120
Average Days on Market		100	87	108	113	86	125	174	155	130	145	152
% Volume Compared to Previous Year			112.85%	108.73%	112.63%	45.06%	38.72%	156.29%	193.88%	176.19%	116.49%	105.00%
% ASP Compared to Previous Year			108.57%	106.52%	105.99%	112.51%	96.56%	97.63%	88.81%	78.06%	101.14%	100.61%

November Annual Rolling Totals Summary - Sales from \$250,000 - \$499,99!												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		615	726	1800	3244	5630	2908	2149	2041	1865	2108	2247
Total List Price		\$ 221,466,950.00	\$ 260,352,201.00	\$ 640,043,008.00	\$ 1,159,574,949.00	\$ 2,048,234,055	\$ 1,084,896,300	\$ 799,423,640	\$ 772,094,088	\$ 697,826,336	\$ 786,095,128	\$ 841,324,474
Totd Sold Volume		\$ 211,594,843.00	\$ 248,097,094.00	\$ 612,149,141.00	\$ 1,117,149,372.00	\$ 2,001,638,618	\$ 1,039,373,321	\$ 742,121,118	\$ 704,340,178	\$ 635,113,720	\$ 725,177,813	\$ 776,998,596
List / Sell Ratio		95.54%	95.29%	95.64%	96.34%	97.73%	95.80%	92.83%	91.22%	91.01%	92.25%	92.35%
Average Sales Price		\$344,056.66	\$341,731.53	\$340,082.86	\$344,374.04	\$355,531	\$357,419	\$345,333	\$345,096	\$340,544	\$344,012	\$345,794
Average Days on Market		105	97	143	141	89	119	167	186	194	185	188
% Volume Compared to Previous Year			117.25%	246.74%	182.50%	179.17%	51.93%	71.40%	94.91%	90.17%	114.18%	107.15%
% ASP Compared to Previous Year			99.32%	99.52%	101.26%	103.24%	100.53%	96.62%	99.93%	98.68%	101.02%	100.52%

November Annual Rolling Totals Summary - Sales from \$500,000 to 749,99												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		480	541	561	1029	1882	984	737	703	562	685	707
Total List Price		\$ 305,422,038.00	\$ 346,562,847.00	\$ 360,954,438.00	\$ 655,221,769.00	\$ 1,176,515,632	\$ 622,788,344	\$ 475,833,641	\$ 467,076,944	\$ 373,157,070	\$ 451,660,293	\$ 463,513,191
Totd Sold Volume		\$ 290,660,946.00	\$ 327,906,584.00	\$ 341,650,197.00	\$ 626,263,708.00	\$ 1,138,737,115	\$ 592,162,155	\$ 442,157,845	\$ 421,588,596	\$ 335,787,561	\$ 410,409,947	\$ 424,512,387
List / Sell Ratio		95.17%	94.62%	94.65%	95.58%	96.79%	95.08%	92.92%	90.26%	89.99%	90.87%	91.59%
Average Sales Price		\$605,543.64	\$606,111.99	\$609,002.13	\$608,613.90	\$605,068	\$601,791	\$599,943	\$599,699	\$597,487	\$599,139	\$600,442
Average Days on Market		134	147	184	186	126	128	184	212	207	232	215
% Volume Compared to Previous Year			112.81%	104.19%	183.31%	181.83%	52.00%	74.67%	95.35%	79.65%	122.22%	103.44%
% ASP Compared to Previous Year			100.09%	100.48%	99.94%	99.42%	99.46%	99.69%	99.96%	99.63%	100.28%	100.22%

November Annual Rolling Totals Summary - Sales from \$750,000 - \$999,991												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		275	253	261	513	863	460	360	295	228	291	315
Total List Price		\$ 248,270,134.00	\$ 236,036,413.00	\$ 242,256,154.00	\$ 459,992,444.00	\$ 766,817,604	\$ 411,787,776	\$ 334,418,591	\$ 284,367,333	\$ 222,350,157	\$ 275,840,990	\$ 297,243,261
Totd Sold Volume		\$ 237,585,246.00	\$ 215,195,049.00	\$ 224,076,060.00	\$ 439,054,068.00	\$ 741,379,099	\$ 392,712,970	\$ 306,092,329	\$ 252,115,151	\$ 193,828,456	\$ 247,634,014	\$ 269,437,040
List / Sell Ratio		95.70%	91.17%	92.50%	95.45%	96.68%	95.37%	91.53%	88.66%	87.17%	89.77%	90.65%
Average Sales Price		\$863,946.35	\$850,573.32	\$858,528.97	\$855,855.88	\$859,072	\$853,724	\$850,256	\$854,628	\$850,125	\$850,976	\$855,356
Average Days on Market		160	154	204	224	152	150	192	213	238	261	213
% Volume Compared to Previous Year			90.58%	104.13%	195.94%	168.86%	52.97%	77.94%	82.37%	76.88%	127.76%	108.80%
% ASP Compared to Previous Year			98.45%	100.94%	99.69%	100.38%	99.38%	99.59%	100.51%	99.47%	100.10%	100.51%

November Annual Rolling Totals Summary - All Sales \$1M -												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		347	462	450	842	1407	891	817	645	487	632	699
Total List Price		\$ 811,510,554.00	\$ 984,502,142.00	\$ 1,062,872,313.00	\$ 1,920,267,098.00	\$ 2,957,018,718	\$ 2,067,569,461	\$ 1,967,041,870	\$ 1,558,611,707	\$ 1,219,590,903	\$ 1,570,837,202	\$ 1,704,966,487
Totd Sold Volume		\$ 768,599,149.00	\$ 886,339,416.00	\$ 958,523,180.00	\$ 1,756,647,371.00	\$ 2,770,656,899	\$ 1,904,097,365	\$ 1,771,887,737	\$ 1,382,660,529	\$ 1,045,733,028	\$ 1,365,631,030	\$ 1,498,804,057
List / Sell Ratio		94.71%	90.03%	90.18%	91.48%	93.70%	92.08%	90.08%	88.71%	85.74%	86.94%	87.91%
Average Sales Price		\$2,214,983.14	\$1,918,483.58	\$2,130,051.51	\$2,086,279.54	\$1,969,195	\$2,137,034	\$2,168,773	\$2,143,660	\$2,147,296	\$2,160,809	\$2,144,212
Average Days on Market		161	196	269	277	227	224	253	245	271	261	265
% Volume Compared to Previous Year			115.32%	108.14%	183.27%	157.72%	68.72%	93.06%	78.03%	75.63%	130.59%	109.75%
% ASP Compared to Previous Year			86.61%	111.03%	97.95%	94.39%	108.52%	101.49%	98.84%	100.17%	100.63%	99.23%

November Annual Rolling Totals Summary - Sales \$1M - \$2M												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		221	328	290	551	968	571	505	398	312	408	453
Total List Price		\$ 323,177,554.00	\$ 482,804,142.00	\$ 440,465,413.00	\$ 829,219,550.00	\$ 1,416,024,993	\$ 855,024,697	\$ 779,767,582	\$ 636,807,856	\$ 490,104,512	\$ 641,044,130	\$ 694,135,988
Totd Sold Volume		\$ 298,945,260.00	\$ 442,394,116.00	\$ 400,868,546.00	\$ 763,076,126.00	\$ 1,334,392,124	\$ 790,521,750	\$ 701,715,583	\$ 561,696,059	\$ 420,633,527	\$ 556,121,479	\$ 617,523,314
List / Sell Ratio		92.50%	91.63%	91.01%	92.02%	94.24%	92.46%	89.99%	88.20%	85.83%	86.75%	88.96%
Average Sales Price		\$1,352,693.48	\$1,348,762.55	\$1,382,305.33	\$1,384,893.15	\$1,378,504	\$1,384,451	\$1,389,536	\$1,411,297	\$1,348,184	\$1,363,043	\$1,363,186
Average Days on Market		159	191	252	257	209	182	239	231	242	242	262
% Volume Compared to Previous Year			147.98%	90.61%	190.36%	174.87%	59.24%	88.77%	80.05%	74.89%	132.21%	111.04%
% ASP Compared to Previous Year			99.71%	102.49%	100.19%	99.54%	100.43%	100.37%	101.57%	95.53%	101.10%	100.01%

November Annual Rolling Totals Summary - Sales \$2M - \$5M

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		108	116	140	254	397	280	265	210	153	194	214
Total List Price		\$ 347,638,000.00	\$ 368,379,000.00	\$ 468,232,900.00	\$ 799,489,888.00	\$ 1,202,734,725	\$ 894,544,764	\$ 830,744,288	\$ 662,071,851	\$ 538,629,391	\$ 633,219,073	\$ 711,135,499
Told Sold Volume		\$ 324,898,989.00	\$ 334,051,821.00	\$ 422,147,634.00	\$ 734,323,585.00	\$ 1,122,165,413	\$ 822,151,100	\$ 749,442,104	\$ 586,411,970	\$ 461,049,501	\$ 557,652,551	\$ 624,353,243
List / Sell Ratio		93.46%	90.68%	90.16%	91.85%	93.30%	91.91%	90.21%	88.57%	85.60%	88.07%	87.80%
Average Sales Price		\$3,008,323.97	\$2,879,757.08	\$3,015,340.24	\$2,891,037.74	\$2,826,613	\$2,936,254	\$2,828,083	\$2,792,438	\$3,013,395	\$2,874,498	\$2,917,539
Average Days on Market		159	211	296	316	263	294	270	258	333	288	275
% Volume Compared to Previous Year			102.82%	126.37%	173.95%	152.82%	73.26%	91.16%	78.25%	78.62%	120.95%	111.98%
% ASP Compared to Previous Year			95.73%	104.71%	95.88%	97.77%	103.88%	96.32%	98.74%	107.91%	95.39%	101.50%

November Annual Rolling Totals Summary - Sales \$5M -

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		18	18	20	37	42	40	47	37	22	30	32
Total List Price		\$ 140,695,000.00	\$ 133,319,000.00	\$ 154,174,000.00	\$ 291,557,660.00	\$ 338,259,000	\$ 318,000,000	\$ 356,530,000	\$ 259,732,000	\$ 190,857,000	\$ 296,573,999	\$ 299,695,000
Told Sold Volume		\$ 127,805,000.00	\$ 119,755,000.00	\$ 141,253,000.00	\$ 259,247,660.00	\$ 314,099,362	\$ 31,100,000	\$ 320,730,050	\$ 234,552,500	\$ 164,050,000	\$ 251,857,000	\$ 256,927,500
List / Sell Ratio		90.84%	89.83%	91.62%	88.92%	92.86%	9.78%	89.96%	90.31%	85.95%	84.92%	85.73%
Average Sales Price		\$7,100,277.78	\$6,653,055.56	\$7,062,650.00	\$7,006,693.51	\$7,478,556	\$777,500	\$6,824,044	\$6,339,257	\$7,456,818	\$8,395,233	\$8,028,984
Average Days on Market		202	196	312	315	318	345	301	324	250	332	247
% Volume Compared to Previous Year			93.70%	117.95%	183.53%	121.16%	9.90%	1031.29%	73.13%	69.94%	153.52%	102.01%
% ASP Compared to Previous Year			93.70%	106.16%	99.21%	106.73%	10.40%	877.69%	92.90%	117.63%	112.58%	95.64%

November Annual Rolling Totals Summary - Overall Sale:

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		5522	5937	7109	9918	11500	5932	5166	6092	8577	9976	10501
Total List Price		\$ 2,162,060,853.00	\$ 2,476,035,777.00	\$ 3,012,843,115.00	\$ 4,988,851,381.00	\$ 7,301,527,850	\$ 4,328,114,205	\$ 3,804,583,948	\$ 3,525,478,198	\$ 3,277,377,130	\$ 3,968,895,275	\$ 4,237,243,810
Told Sold Volume		\$ 2,043,739,019.00	\$ 2,310,626,968.00	\$ 2,819,783,949.00	\$ 4,702,369,985.00	\$ 6,996,321,795	\$ 3,801,199,348	\$ 3,470,407,994	\$ 3,164,258,578	\$ 2,921,480,542	\$ 3,577,152,520	\$ 3,839,426,700
List / Sell Ratio		94.53%	93.32%	93.59%	94.26%	95.82%	87.83%	91.22%	89.75%	89.14%	90.13%	90.61%
Average Sales Price		\$370,108.48	\$389,191.00	\$396,649.87	\$474,124.82	\$608,376	\$640,796	\$671,779	\$519,412	\$340,618	\$358,576	\$365,625
Average Days on Market		110	105	137	149	116	139	186	184	160	171	173
% Volume Compared to Previous Year			113.06%	122.04%	166.76%	148.78%	54.33%	91.30%	91.18%	92.33%	122.44%	107.33%
% ASP Compared to Previous Year			105.16%	101.92%	119.53%	128.32%	105.33%	104.84%	77.32%	65.58%	105.27%	101.97%