

#Nov/A1

November Annual YTD Summary - Sales from \$0 = \$249,999

| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 3289 | 3531 | 3667 | 3739 | 3917 | 1461 | 635 | 1033 | 2311 | 5122 | 5770 | 6034 |
| Total List Price | \$ 467,325,399 | \$ 536,140,238 | \$ 602,525,617 | \$ 656,158,967 | \$ 724,579,581 | \$ 303,599,152 | \$ 129,473,774 | \$ 213,243,711 | \$ 423,786,753 | \$ 715,288,341 | \$ 813,953,122 | \$ 859,126,353 |
| Told Sold Volume | \$ 448,169,543 | \$ 514,603,134 | \$ 579,031,512 | \$ 628,940,444 | \$ 699,488,052 | \$ 295,763,920 | \$ 122,087,002 | \$ 194,483,428 | \$ 385,929,325 | \$ 665,926,586 | \$ 762,734,455 | \$ 803,344,249 |
| List / Sell Ratio | 95.90% | 95.98% | 96.10% | 95.85% | 96.54% | 97.42% | 94.29% | 91.20% | 91.07% | 93.10% | 93.71% | 93.51% |
| Average Sales Price | \$136,263 | \$145,739 | \$157,903 | \$168,211 | \$178,577 | \$202,439 | \$192,263 | \$188,271 | \$166,997 | \$130,013 | \$132,190 | \$133,136 |
| Median Price | | | | | | | | \$ 200,000 | \$ 170,000 | \$ 125,000 | \$ 130,000 | \$ 130,000 |
| Average Days on Market | 102 | 101 | 86 | 110 | 112 | 83 | 121 | 178 | 154 | 131 | 145 | 152 |
| % Volume Compared to Previous Year | | 114.82% | 112.52% | 108.62% | 111.22% | 42.28% | 41.28% | 159.30% | 198.44% | 172.55% | 114.54% | 105.32% |
| % ASP Compared to Previous Year | | 106.95% | 108.35% | 106.53% | 106.16% | 113.36% | 94.97% | 97.92% | 88.70% | 77.85% | 101.67% | 100.72% |

November Annual YTD Summary - Sales from \$250,000 - \$499,999

| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|------------------------------------|----------------|----------------|----------------|----------------|------------------|------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 574 | 571 | 698 | 1745 | 3063 | 5266 | 2637 | 1967 | 1887 | 1745 | 1928 | 2071 |
| Total List Price | \$ 210,750,103 | \$ 204,624,400 | \$ 250,329,201 | \$ 621,058,808 | \$ 1,095,421,406 | \$ 1,923,133,567 | \$ 984,521,372 | \$ 732,379,887 | \$ 714,338,809 | \$ 653,241,312 | \$ 719,518,143 | \$ 777,732,924 |
| Told Sold Volume | \$ 201,230,852 | \$ 195,473,043 | \$ 238,536,794 | \$ 594,232,941 | \$ 1,055,576,029 | \$ 1,879,885,753 | \$ 942,303,755 | \$ 679,285,312 | \$ 651,210,652 | \$ 594,724,701 | \$ 663,742,749 | \$ 718,116,221 |
| List / Sell Ratio | 95.48% | 95.53% | 95.29% | 95.68% | 96.36% | 97.75% | 95.71% | 92.75% | 91.16% | 91.04% | 92.25% | 92.33% |
| Average Sales Price | \$350,576 | \$342,335 | \$341,743 | \$340,535 | \$344,622 | \$356,986 | \$357,339 | \$345,341 | \$345,104 | \$340,816 | \$344,265 | \$346,749 |
| Median Price | | | | | | | | \$ 332,000 | \$ 330,000 | \$ 329,000 | \$ 335,000 | \$ 335,000 |
| Average Days on Market | 96 | 104 | 96 | 145 | 139 | 88 | 121 | 169 | 186 | 193 | 183 | 186 |
| % Volume Compared to Previous Year | | 97.14% | 122.03% | 249.12% | 177.64% | 178.09% | 50.13% | 72.09% | 95.87% | 91.33% | 111.61% | 108.19% |
| % ASP Compared to Previous Year | | 97.65% | 99.83% | 99.65% | 101.20% | 103.59% | 100.10% | 96.64% | 99.93% | 98.76% | 101.01% | 100.72% |

November 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 | 362 | 447 | 500 | 529 | 957 | 1783 | 864 | 682 | 654 | 526 | 626 | 656 |
| Total List Price | \$ 230,331,034 | \$ 284,489,309 | \$ 319,521,182 | \$ 340,260,660 | \$ 608,958,834 | \$ 1,107,034,978 | \$ 548,625,875 | \$ 441,420,651 | \$ 435,013,368 | \$ 349,183,870 | \$ 412,720,694 | \$ 430,950,164 |
| Told Sold Volume | \$ 220,681,080 | \$ 270,523,223 | \$ 302,779,329 | \$ 322,459,551 | \$ 582,583,491 | \$ 1,077,961,990 | \$ 520,119,368 | \$ 409,828,005 | \$ 392,948,072 | \$ 314,662,561 | \$ 375,310,897 | \$ 394,246,487 |
| List / Sell Ratio | 95.81% | 95.09% | 94.76% | 94.77% | 95.67% | 97.37% | 94.80% | 92.84% | 90.33% | 90.11% | 90.94% | 91.48% |
| Average Sales Price | \$609,616 | \$605,197 | \$605,559 | \$609,564 | \$608,760 | \$604,578 | \$601,990 | \$600,921 | \$600,838 | \$598,218 | \$599,538 | \$600,985 |
| Median Price | | | | | | | | \$ 590,000 | \$ 593,188 | \$ 585,000 | \$ 590,757 | \$ 591,000 |
| Average Days on Market | 130 | 136 | 147 | 186 | 186 | 124 | 127 | 185 | 212 | 208 | 234 | 213 |
| % Volume Compared to Previous Year | | 122.59% | 111.92% | 106.50% | 180.67% | 185.03% | 48.25% | 78.79% | 95.88% | 80.08% | 119.27% | 105.05% |
| % ASP Compared to Previous Year | | 99.28% | 100.06% | 100.66% | 99.87% | 99.31% | 99.57% | 99.82% | 99.99% | 99.56% | 100.22% | 100.24% |

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

| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 233 | 255 | 243 | 244 | 479 | 821 | 419 | 335 | 266 | 212 | 264 | 292 |
| Total List Price | \$ 209,260,356 | \$ 230,092,834 | \$ 227,261,413 | \$ 226,856,154 | \$ 429,618,444 | \$ 728,976,354 | \$ 375,106,286 | \$ 311,210,657 | \$ 256,486,134 | \$ 207,036,357 | \$ 250,384,990 | \$ 275,538,162 |
| Told Sold Volume | \$ 200,175,800 | \$ 220,464,746 | \$ 206,991,049 | \$ 209,683,060 | \$ 409,875,568 | \$ 705,341,339 | \$ 357,355,070 | \$ 284,622,330 | \$ 227,447,551 | \$ 180,225,956 | \$ 224,770,014 | \$ 249,955,540 |
| List / Sell Ratio | 95.66% | 95.82% | 91.08% | 92.43% | 95.40% | 96.76% | 95.27% | 91.46% | 88.68% | 87.05% | 89.77% | 90.72% |
| Average Sales Price | \$859,124 | \$864,568 | \$851,815 | \$859,357 | \$855,690 | \$859,125 | \$852,876 | \$949,619 | \$855,066 | \$860,122 | \$851,402 | \$856,012 |
| Median Price | | | | | | | | \$ 843,500 | \$ 850,000 | \$ 850,000 | \$ 850,000 | \$ 850,000 |
| Average Days on Market | 142 | 158 | 154 | 203 | 220 | 151 | 144 | 195 | 208 | 241 | 261 | 212 |
| % Volume Compared to Previous Year | | 110.14% | 93.89% | 101.30% | 195.47% | 172.09% | 50.66% | 79.65% | 79.91% | 79.24% | 124.72% | 111.21% |
| % ASP Compared to Previous Year | | 100.63% | 98.52% | 100.89% | 99.57% | 100.40% | 99.27% | 99.62% | 100.64% | 99.42% | 100.15% | 100.54% |

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

| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|------------------------------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales | 401 | 327 | 441 | 430 | 790 | 1340 | 814 | 756 | 596 | 454 | 588 | 657 |
| Total List Price | \$ 902,457,289 | \$ 775,570,554 | \$ 946,537,796 | \$ 1,010,685,313 | \$ 1,815,014,776 | \$ 2,821,542,018 | \$ 1,910,315,261 | \$ 1,828,195,279 | \$ 1,447,627,108 | \$ 1,152,225,203 | \$ 1,466,628,302 | \$ 1,588,928,097 |
| Told Sold Volume | \$ 859,706,786 | \$ 733,319,149 | \$ 851,939,070 | \$ 917,095,680 | \$ 1,660,305,003 | \$ 2,646,834,478 | \$ 1,757,301,815 | \$ 1,648,536,671 | \$ 1,282,405,029 | \$ 989,244,965 | \$ 1,275,354,380 | \$ 1,402,602,957 |
| List / Sell Ratio | 95.26% | 94.55% | 90.01% | 90.74% | 91.48% | 93.81% | 91.99% | 90.17% | 88.59% | 85.86% | 86.96% | 88.27% |
| Average Sales Price | \$2,143,907 | \$2,242,566 | \$1,931,835 | \$2,132,781 | \$2,101,652 | \$1,975,250 | \$2,158,847 | \$2,180,604 | \$2,151,686 | \$2,178,954 | \$2,168,970 | \$2,134,860 |
| Median Price | | | | | | | | \$ 1,750,000 | \$ 1,740,000 | \$ 1,600,000 | \$ 1,600,000 | \$ 1,600,000 |
| Average Days on Market | 140 | 161 | 193 | 272 | 272 | 227 | 222 | 252 | 245 | 272 | 261 | 263 |
| % Volume Compared to Previous Year | | 85.30% | 116.18% | 107.65% | 181.04% | 159.42% | 66.39% | 93.81% | 77.79% | 77.14% | 128.92% | 109.98% |
| % ASP Compared to Previous Year | | 104.60% | 86.14% | 110.40% | 98.54% | 93.99% | 109.29% | 101.01% | 98.67% | 101.27% | 99.54% | 98.43% |

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

| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 260 | 206 | 311 | 276 | 514 | 918 | 509 | 466 | 364 | 291 | 380 | 426 |
| Total List Price | \$ 387,703,289 | \$ 302,762,554 | \$ 457,378,796 | \$ 417,827,413 | \$ 777,821,228 | \$ 1,341,843,293 | \$ 766,938,497 | \$ 720,258,991 | \$ 584,023,257 | \$ 459,738,812 | \$ 596,810,130 | \$ 654,331,098 |
| Told Sold Volume | \$ 365,386,898 | \$ 280,215,260 | \$ 418,943,770 | \$ 380,423,546 | \$ 715,335,093 | \$ 1,265,790,693 | \$ 707,271,200 | \$ 649,251,184 | \$ 515,443,059 | \$ 394,320,465 | \$ 519,159,829 | \$ 581,942,214 |
| List / Sell Ratio | 94.24% | 92.55% | 91.60% | 91.05% | 91.97% | 94.33% | 92.22% | 90.14% | 88.26% | 85.77% | 86.99% | 88.94% |
| Average Sales Price | \$1,405,334 | \$1,360,268 | \$1,347,086 | \$1,378,346 | \$1,391,703 | \$1,378,857 | \$1,389,531 | \$1,393,243 | \$1,416,052 | \$1,355,053 | \$1,366,210 | \$1,366,062 |
| Median Price | | | | | | | | \$ 1,300,000 | \$ 1,350,000 | \$ 1,300,000 | \$ 1,325,000 | \$ 1,300,000 |
| Average Days on Market | 125 | 160 | 187 | 256 | 254 | 208 | 119 | 237 | 235 | 246 | 241 | 259 |
| % Volume Compared to Previous Year | | 76.69% | 149.51% | 90.81% | 188.04% | 176.95% | 55.88% | 91.80% | 79.39% | 76.50% | 131.66% | 112.09% |
| % ASP Compared to Previous Year | | 96.79% | 99.03% | 102.32% | 100.97% | 99.08% | 100.77% | 100.27% | 101.64% | 95.69% | 100.82% | 99.99% |

November Annual YTD Summary - Sales \$2M - \$5M

| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 128 | 103 | 112 | 138 | 240 | 382 | 269 | 245 | 200 | 141 | 179 | 202 |
| Total List Price | \$ 404,329,000 | \$ 332,113,000 | \$ 355,840,000 | \$ 463,532,900 | \$ 752,535,888 | \$ 1,152,339,725 | \$ 859,471,764 | \$ 766,605,288 | \$ 634,106,851 | \$ 501,629,391 | \$ 585,244,173 | \$ 669,701,999 |
| Told Sold Volume | \$ 375,316,388 | \$ 309,648,989 | \$ 323,101,821 | \$ 417,635,134 | \$ 691,922,250 | \$ 1,077,144,423 | \$ 789,706,100 | \$ 692,380,437 | \$ 561,429,470 | \$ 430,874,500 | \$ 513,897,551 | \$ 589,083,243 |
| List / Sell Ratio | 92.82% | 93.24% | 90.80% | 90.10% | 91.95% | 93.47% | 91.88% | 90.32% | 88.54% | 85.89% | 87.81% | 87.96% |
| Average Sales Price | \$2,932,159 | \$3,006,301 | \$2,884,838 | \$3,026,342 | \$2,883,009 | \$2,819,750 | \$2,935,710 | \$2,826,043 | \$2,807,147 | \$3,055,848 | \$2,870,936 | \$2,916,254 |
| Median Price | | | | | | | | \$ 2,650,000 | \$ 2,575,000 | \$ 2,895,000 | \$ 2,605,000 | \$ 2,700,000 |
| Average Days on Market | 165 | 155 | 211 | 299 | 308 | 264 | 296 | 274 | 252 | 330 | 290 | 273 |
| % Volume Compared to Previous Year | | 82.50% | 104.34% | 129.26% | 165.68% | 155.67% | 73.31% | 87.68% | 81.09% | 76.75% | 119.27% | 114.63% |
| % ASP Compared to Previous Year | | 102.53% | 95.96% | 104.91% | 95.26% | 97.81% | 104.11% | 96.26% | 99.33% | 108.86% | 93.95% | 101.58% |

November Annual YTD Summary - Sales \$5M +

| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 13 | 18 | 18 | 16 | 36 | 40 | 36 | 45 | 32 | 22 | 29 | 29 |
| Total List Price | \$ 110,425,000 | \$ 140,695,000 | \$ 133,319,000 | \$ 129,325,000 | \$ 284,657,660 | \$ 327,359,000 | \$ 283,905,000 | \$ 341,331,000 | \$ 229,497,000 | \$ 190,857,000 | \$ 284,573,999 | \$ 264,895,000 |
| Told Sold Volume | \$ 103,600,000 | \$ 127,805,000 | \$ 119,755,000 | \$ 119,037,000 | \$ 253,047,660 | \$ 303,899,362 | \$ 260,324,515 | \$ 306,905,050 | \$ 205,532,500 | \$ 164,050,000 | \$ 242,297,000 | \$ 231,577,500 |
| List / Sell Ratio | 93.82% | 90.84% | 89.83% | 92.04% | 88.90% | 92.83% | 91.69% | 89.91% | 89.56% | 85.95% | 85.14% | 87.42% |
| Average Sales Price | \$7,969,231 | \$7,100,278 | \$6,653,056 | \$7,439,813 | \$7,029,102 | \$7,597,484 | \$7,231,237 | \$6,820,112 | \$6,422,891 | \$7,456,818 | \$8,355,069 | \$7,985,431 |
| Median Price | | | | | | | | \$ 5,825,000 | \$ 6,000,000 | \$ 6,250,000 | \$ 6,900,000 | \$ 6,747,500 |
| Average Days on Market | 192 | 202 | 196 | 318 | 303 | 48 | 346 | 287 | 322 | 250 | 340 | 259 |
| % Volume Compared to Previous Year | | 123.36% | 93.70% | 99.40% | 212.58% | 120.10% | 85.66% | 117.89% | 60.22% | 79.82% | 147.70% | 95.58% |
| % ASP Compared to Previous Year | | 89.10% | 93.70% | 111.83% | 94.48% | 108.09% | 95.18% | 94.31% | 94.18% | 116.10% | 112.05% | 95.58% |

November Annual YTD Summary - Overall Sales

| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales | 4859 | 5131 | 5549 | 6687 | 9206 | 10671 | 5369 | 4773 | 5714 | 8059 | 9176 | 9710 |
| Total List Price | \$ 2,020,124,181 | \$ 2,030,917,335 | \$ 2,346,175,209 | \$ 2,855,019,902 | \$ 4,673,593,041 | \$ 6,884,286,069 | \$ 3,948,042,568 | \$ 3,526,450,185 | \$ 3,277,252,172 | \$ 3,076,975,083 | \$ 3,663,205,251 | \$ 3,932,275,700 |
| Told Sold Volume | \$ 1,914,560,561 | \$ 1,918,733,395 | \$ 2,189,139,275 | \$ 2,672,411,676 | \$ 4,407,828,143 | \$ 6,605,787,480 | \$ 3,699,167,010 | \$ 3,216,755,746 | \$ 2,939,940,629 | \$ 2,744,784,769 | \$ 3,301,912,495 | \$ 3,568,265,454 |
| List / Sell Ratio | 94.77% | 94.48% | 93.31% | 93.60% | 94.31% | 95.95% | 93.70% | 91.22% | 89.71% | 89.20% | 90.14% | 90.74% |
| Average Sales Price | \$394,024 | \$373,949 | \$394,511 | \$399,643 | \$478,799 | \$619,041 | \$688,986 | \$673,948 | \$514,515 | \$340,586 | \$359,842 | \$367,484 |
| Median Price | | | | | | | | \$ 380,000 | \$ 294,500 | \$ 185,000 | \$ 185,000 | \$ 187,000 |
| Average Days on Market | 228 | 122 | 104 | 139 | 148 | 116 | 139 | 188 | 183 | 160 | 170 | 173 |
| % Volume Compared to Previous Year | | 100.22% | 114.09% | 122.08% | 164.94% | 149.86% | 56.00% | 86.96% | 83.37% | 93.36% | 120.30% | 108.07% |
| % ASP Compared to Previous Year | | 94.91% | 105.50% | 101.30% | 119.81% | 129.29% | 111.30% | 97.82% | 76.34% | 66.20% | 105.65% | 102.12% |