

1/10/2012

John R. Wood Inc. REALTORS
2011 FM-FB-CC YTD Summary thru Yearend

December Annual YTD Summary - Sales from \$0 = \$249,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	5428	4414	2583	2650	5882	10866	10136	9269
Total List Price	\$ 904,669,224	\$ 857,704,764	\$ 539,507,563	\$ 502,582,583	\$ 837,008,182	\$ 1,184,087,799	\$ 1,107,592,130	\$ 1,061,428,547
Told Sold Volume	\$ 878,181,441	\$ 847,598,008	\$ 521,665,540	\$ 473,619,076	\$ 790,667,683	\$ 1,136,755,294	\$ 1,058,057,483	\$ 1,012,802,510
List / Sell Ratio	97.07%	98.82%	96.69%	94.24%	94.46%	96.00%	95.53%	95.42%
Average Sales Price	\$ 161,787	\$ 192,025	\$ 201,961	\$ 178,724	\$ 134,422	\$ 104,616	\$ 104,386	\$ 109,268
Median Price				\$ 183,000	\$ 130,000	\$ 92,500	\$ 91,500	\$ 96,000
Average Days on Market	100	88	116	135	124	118	126	133
% Volume Compared to Previous Year		96.52%	61.55%	90.79%	166.94%	143.77%	93.08%	95.72%
% ASP Compared to Previous Year		118.69%	105.17%	88.49%	75.21%	77.83%	99.78%	104.68%

December Annual YTD Summary - Sales from \$250,000 - \$499,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	2183	4672	3113	1518	1391	1328	1186	1345
Total List Price	\$ 770,716,990	\$ 1,583,352,994	\$ 1,046,245,739	\$ 547,425,935	\$ 505,508,855	\$ 475,215,288	\$ 422,873,503	\$ 476,831,464
Told Sold Volume	\$ 746,897,735	\$ 1,564,741,050	\$ 1,010,996,295	\$ 511,727,893	\$ 467,967,145	\$ 442,486,402	\$ 395,391,675	\$ 449,367,771
List / Sell Ratio	96.91%	98.82%	96.63%	93.48%	92.57%	93.11%	93.50%	94.24%
Average Sales Price	\$ 342,143	\$ 334,919	\$ 324,766	\$ 337,107	\$ 336,425	\$ 333,198	\$ 333,383	\$ 334,102
Median Price				\$ 325,000	\$ 325,000	\$ 318,000	\$ 320,000	\$ 322,500
Average Days on Market	152	103	125	154	160	163	168	169
% Volume Compared to Previous Year		209.50%	64.61%	50.62%	91.45%	94.56%	89.36%	113.65%
% ASP Compared to Previous Year		97.89%	96.97%	103.80%	99.80%	99.04%	100.06%	100.22%

December Annual YTD Summary - Sales from \$500,000 to 749,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	472	1059	554	368	280	195	193	201
Total List Price	\$ 289,566,948	\$ 656,432,150	\$ 351,115,245	\$ 234,457,944	\$ 182,810,863	\$ 128,228,633	\$ 125,130,191	\$ 127,700,029
Told Sold Volume	\$ 279,186,642	\$ 639,218,420	\$ 332,999,904	\$ 219,315,056	\$ 166,777,508	\$ 116,092,960	\$ 115,065,587	\$ 117,213,895
List / Sell Ratio	96.42%	97.38%	94.84%	93.54%	91.23%	90.54%	91.96%	91.79%
Average Sales Price	\$ 591,497	\$ 603,606	\$ 601,083	\$ 595,965	\$ 595,634	\$ 595,349	\$ 596,195	\$ 583,154
Median Price				\$ 585,500	\$ 589,500	\$ 585,000	\$ 585,000	\$ 575,000
Average Days on Market	203	121	144	205	184	197	222	221
% Volume Compared to Previous Year		228.96%	52.09%	65.86%	76.04%	69.61%	99.12%	101.87%
% ASP Compared to Previous Year		102.05%	99.58%	99.15%	99.94%	99.95%	100.14%	97.81%

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December Annual YTD Summary - Sales from \$750,000 - \$999,999								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	116	305	195	90	81	61	58	56
Total List Price	\$ 102,843,847	\$ 264,780,147	\$ 174,321,520	\$ 83,298,413	\$ 182,810,863	\$ 58,267,594	\$ 53,162,484	\$ 53,395,540
Told Sold Volume	\$ 96,953,749	\$ 255,790,948	\$ 164,885,254	\$ 76,454,453	\$ 67,987,305	\$ 52,063,900	\$ 48,823,645	\$ 47,472,400
List / Sell Ratio	94.27%	96.61%	94.59%	91.78%	37.19%	89.35%	91.84%	88.91%
Average Sales Price	\$ 835,808	\$ 838,659	\$ 845,565	\$ 849,494	\$ 839,349	\$ 853,507	\$ 841,787	\$ 847,721
Median Price				\$ 837,500	\$ 840,000	\$ 835,000	\$ 817,500	\$ 855,000
Average Days on Market	214	151	171	172	634	232	202	225
% Volume Compared to Previous Year		263.83%	64.46%	46.37%	88.93%	76.58%	93.78%	97.23%
% ASP Compared to Previous Year		100.34%	100.82%	100.46%	98.81%	101.69%	98.63%	100.70%

December Annual YTD Summary - All Sales \$1M +								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	73	181	151	90	83	40	34	62
Total List Price	\$ 119,577,362	\$ 296,304,933	\$ 251,210,477	\$ 170,885,276	\$ 149,783,857	\$ 68,013,600	\$ 56,077,800	\$ 113,784,964
Told Sold Volume	\$ 109,142,127	\$ 274,887,083	\$ 226,223,894	\$ 150,352,891	\$ 128,959,500	\$ 60,545,775	\$ 47,192,739	\$ 99,174,720
List / Sell Ratio	91.27%	92.77%	90.05%	87.98%	86.10%	89.02%	84.16%	87.16%
Average Sales Price	\$ 1,495,098	\$ 1,518,713	\$ 1,498,171	\$ 1,670,588	\$ 1,553,729	\$ 1,513,644	\$ 1,388,022	\$ 1,599,592
Median Price				\$ 1,130,000	\$ 1,325,000	\$ 1,260,000	\$ 1,227,500	\$ 1
Average Days on Market	253	199	289	195	219	273	326	235
% Volume Compared to Previous Year		251.86%	82.30%	66.46%	85.77%	46.95%	77.95%	210.15%
% ASP Compared to Previous Year		101.58%	98.65%	111.51%	93.00%	97.42%	91.70%	115.24%

December Annual YTD Summary - Sales \$1M - \$2M								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	66	155	133	74	71	36	31	50
Total List Price	\$ 97,202,362	\$ 218,903,383	\$ 199,743,577	\$ 110,752,276	\$ 110,179,857	\$ 54,428,600	\$ 47,428,900	\$ 70,475,964
Told Sold Volume	\$ 88,119,330	\$ 204,490,215	\$ 181,613,894	\$ 97,892,891	\$ 94,629,500	\$ 46,832,150	\$ 39,192,739	\$ 62,199,720
List / Sell Ratio	90.66%	93.42%	90.92%	88.39%	85.89%	86.04%	82.63%	88.26%
Average Sales Price	\$ 1,335,141	\$ 1,319,292	\$ 1,365,518	\$ 1,322,877	\$ 1,332,810	\$ 1,300,893	\$ 1,264,282	\$ 1,243,994
Average Days on Market	257	196	272	187	226	274	352	178
% Volume Compared to Previous Year		232.06%	88.81%	53.90%	96.67%	49.49%	83.69%	158.70%
% ASP Compared to Previous Year		98.81%	103.50%	96.88%	100.75%	97.61%	97.19%	98.40%

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December Annual YTD Summary - Sales \$2M - \$5M								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	7	25	18	15	11	4	3	11
Total List Price	\$ 22,375,000	\$ 71,501,550	\$ 51,466,900	\$ 47,233,000	\$ 33,605,000	\$ 13,585,000	\$ 8,648,900	\$ 35,559,000
Told Sold Volume	\$ 21,022,797	\$ 65,396,868	\$ 44,610,000	\$ 42,460,000	\$ 29,100,000	\$ 11,147,625	\$ 8,000,000	\$ 29,625,000
List / Sell Ratio	93.96%	91.46%	86.68%	89.89%	86.59%	82.06%	92.50%	83.31%
Average Sales Price	\$ 3,003,257	\$ 2,615,875	\$ 2,478,333	\$ 2,830,667	\$ 2,645,455	\$ 2,786,906	\$ 2,666,667	\$ 2,693,182
Average Days on Market	218	226	416	212	174	267	64	506
% Volume Compared to Previous Year		311.08%	68.21%	95.18%	68.54%	38.31%	71.76%	370.31%
% ASP Compared to Previous Year		87.10%	94.74%	114.22%	93.46%	105.35%	95.69%	100.99%

December Annual YTD Summary - Sales \$5M +								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	0	1	0	1	1	0	0	1
Total List Price	\$ -	\$ 5,900,000	\$ -	\$ 12,900,000	\$ 5,999,000	\$ -	\$ -	\$ 7,750,000
Told Sold Volume	\$ -	\$ 5,000,000	\$ -	\$ 10,000,000	\$ 5,230,000	\$ -	\$ -	\$ 7,350,000
List / Sell Ratio		84.75%			87.18%	#DIV/0!	#DIV/0!	94.84%
Average Sales Price		\$ 5,000,000			\$ 5,230,000	#DIV/0!	#DIV/0!	\$ 7,350,000
Average Days on Market		4			0	#DIV/0!	#DIV/0!	114
% Volume Compared to Previous Year					52.30%	0.00%	#DIV/0!	#DIV/0!
% ASP Compared to Previous Year						#DIV/0!	#DIV/0!	#DIV/0!

December Annual YTD Summary - Overall Sales								
	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	8272	10631	6596	4716	7717	12490	11607	10933
Total List Price	\$ 2,187,374,371	\$ 3,658,574,988	\$ 2,362,400,544	\$ 1,538,650,151	\$ 1,857,922,620	\$ 1,913,812,914	\$ 1,764,836,108	\$ 1,833,140,544
Told Sold Volume	\$ 2,110,361,694	\$ 3,582,235,509	\$ 2,256,770,887	\$ 1,431,469,369	\$ 1,622,359,141	\$ 1,805,378,331	\$ 1,664,531,129	\$ 1,726,031,296
List / Sell Ratio	96.48%	97.91%	95.53%	93.03%	87.32%	94.33%	94.32%	94.16%
Average Sales Price	\$ 255,121	\$ 336,961	\$ 342,142	\$ 303,535	\$ 210,232	\$ 144,546	\$ 143,408	\$ 157,874
Median Price				\$ 232,000	\$ 150,000	\$ 104,000	\$ 102,000	\$ 113,000
Average Days on Market	123	101	128	148	135	125	133	0
% Volume Compared to Previous Year		169.75%	63.00%	63.43%	113.34%	111.28%	92.20%	103.69%
% ASP Compared to Previous Year		132.08%	101.54%	88.72%	69.26%	68.76%	99.21%	110.09%