

2012 FM-FB-CC YTD Summary - Jan

January Annual YTD Summary - Sales from \$0 = \$249,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	342	377	156	166	199	601	738	757	554
Total List Price	\$ 59,910,279	\$ 67,740,608	\$ 33,271,957	\$ 32,820,906	\$ 33,291,771	\$ 66,677,281	\$ 78,895,027	\$ 80,497,238	\$ 65,560,320
Told Sold Volume	\$ 50,415,071	\$ 66,550,353	\$ 32,193,482	\$ 31,143,829	\$ 30,951,357	\$ 62,936,213	\$ 75,666,659	\$ 77,089,057	\$ 62,660,224
List / Sell Ratio	84.15%	98.24%	96.76%	94.89%	92.97%	94.39%	95.91%	95.77%	95.58%
Average Sales Price	\$ 147,412	\$ 176,526	\$ 206,368	\$ 187,613	\$ 155,534	\$ 104,719	\$ 102,529	\$ 101,835	\$ 113,105
Median Price				\$ 197,900	\$ 145,000	\$ 95,000	\$ 88,000	\$ 85,000	\$ 102,000
Average Days on Market	114	80	102	131	132	112	134	136	144
% Volume Compared to Previous Year		132.00%	48.37%	96.74%	99.38%	203.34%	120.23%	101.88%	81.28%
% ASP Compared to Previous Year		119.75%	116.91%	90.91%	82.90%	67.33%	97.91%	99.32%	111.07%

January Annual YTD Summary - Sales from \$250,000 - \$499,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	125	199	280	130	81	68	97	92	86
Total List Price	\$ 44,209,463	\$ 72,114,239	\$ 94,083,440	\$ 46,823,116	\$ 30,464,767	\$ 25,249,649	\$ 34,848,031	\$ 31,768,407	\$ 31,325,597
Told Sold Volume	\$ 42,284,973	\$ 70,488,852	\$ 92,411,355	\$ 44,642,910	\$ 27,778,665	\$ 23,807,400	\$ 32,544,090	\$ 29,774,311	\$ 29,195,650
List / Sell Ratio	95.65%	97.75%	98.22%	95.34%	91.18%	94.29%	93.39%	93.72%	93.20%
Average Sales Price	\$ 338,280	\$ 354,215	\$ 330,041	\$ 343,407	\$ 342,946	\$ 350,109	\$ 335,506	\$ 323,634	\$ 339,484
Median Price				\$ 330,000	\$ 325,000	\$ 350,000	\$ 321,600	\$ 306,000	\$ 325,000
Average Days on Market	148	122	128	158	148	162	187	191	192
% Volume Compared to Previous Year		166.70%	131.10%	48.31%	62.22%	85.70%	136.70%	91.49%	98.06%
% ASP Compared to Previous Year		104.71%	93.18%	104.05%	99.87%	102.09%	95.83%	96.46%	104.90%

January Annual YTD Summary - Sales from \$500,000 to \$749,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	20	35	62	38	20	10	16	20	13
Total List Price	\$ 12,702,030	\$ 22,002,572	\$ 38,966,817	\$ 24,270,445	\$ 13,019,740	\$ 6,956,600	\$ 10,097,000	\$ 12,540,200	\$ 8,403,300
Told Sold Volume	\$ 12,095,095	\$ 21,236,607	\$ 37,723,816	\$ 22,921,200	\$ 11,688,400	\$ 6,012,000	\$ 9,358,900	\$ 11,467,500	\$ 7,690,500
List / Sell Ratio	95.22%	96.52%	96.81%	94.44%	89.77%	86.42%	92.69%	91.45%	91.52%
Average Sales Price	\$ 604,755	\$ 606,760	\$ 608,449	\$ 603,189	\$ 584,420	\$ 601,200	\$ 584,931	\$ 573,375	\$591,577
Median Price				\$ 594,950	\$ 570,000	\$ 612,500	\$ 543,250	\$ 564,250	\$ 600,000
Average Days on Market	153	108	131	172	143	245	144	201	153
% Volume Compared to Previous Year		175.58%	177.64%	60.76%	50.99%	51.44%	155.67%	122.53%	840988952.26%
% ASP Compared to Previous Year		100.33%	100.28%	99.14%	96.89%	102.87%	97.29%	98.02%	104.84%

2012 FM-FB-CC YTD Summary - Jan

January Annual YTD Summary - Sales from \$750,000 - \$999,999										
	2004	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	3	15	25	5	5	3	4	3	3	
Total List Price	\$ 2,538,500	\$ 13,138,401	\$ 22,151,800	\$ 4,542,500	\$ 4,596,900	\$ 2,943,900	\$ 3,683,995	\$ 2,671,900	\$ 2,747,500	
Told Sold Volume	\$ 2,464,000	\$ 12,445,750	\$ 21,250,900	\$ 4,243,000	\$ 4,174,000	\$ 2,566,000	\$ 3,566,195	\$ 2,327,000	\$ 2,480,000	
List / Sell Ratio	97.07%	94.73%	95.93%	93.41%	90.80%	87.16%	96.80%	87.09%	90.26%	
Average Sales Price	\$ 821,333	\$ 829,717	\$ 850,036	\$ 848,600	\$ 834,800	\$ 855,333	\$ 891,549	\$ 775,667	\$826,667	
Median Price				\$ 840,000	\$ 850,000	\$ 825,000	\$ 901,098	\$ 775,000	\$ 820,000	
Average Days on Market	237	145	131	238	291	284	212	182	182	
% Volume Compared to Previous Year		505.10%	170.75%	19.97%	98.37%	61.48%	138.98%	65.25%	284757713.79%	
% ASP Compared to Previous Year		101.02%	102.45%	99.83%	98.37%	102.46%	104.23%	87.00%	106.67%	

January Annual YTD Summary - All Sales \$1M +										
	2004	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	7	7	15	9	4	0	2	3	4	
Total List Price	\$ 11,350,000	\$ 14,175,300	\$ 26,802,000	\$ 17,273,000	\$ 6,488,500	\$ -	\$ 5,325,000	\$ 5,918,900	\$ 6,208,000	
Told Sold Volume	\$ 10,666,547	\$ 12,710,500	\$ 24,852,000	\$ 15,695,000	\$ 5,615,000	\$ 2,566,000	\$ 4,800,000	\$ 4,925,000	\$ 5,710,000	
List / Sell Ratio	93.98%	89.67%	92.72%	90.86%	86.54%	#DIV/0!	90.14%	83.21%	91.98%	
Average Sales Price	\$ 1,523,792	\$ 1,815,786	\$ 1,656,800	\$ 1,743,889	\$ 1,403,750	#DIV/0!	\$ 2,400,000	\$ 1,641,667	\$1,427,500	
Median Price				\$ 1,600,000	\$ 1,332,500	\$ -	\$ 2,400,000	\$ 1,150,000	\$ -	
Average Days on Market	155	256	149	83	129	#DIV/0!	104	160	113	
% Volume Compared to Previous Year		119.16%	195.52%	63.15%	35.78%	45.70%	187.06%	102.60%	686231857.87%	
% ASP Compared to Previous Year		119.16%	91.24%	105.26%	80.50%	#DIV/0!	#DIV/0!	68.40%	124.13%	

January Annual YTD Summary - Sales \$1M - \$2M										
	2004	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	6	6	12	7	4	0	1	2	3	
Total List Price	\$ 9,060,000	\$ 9,675,300	\$ 18,052,000	\$ 10,483,000	\$ 6,488,500	\$ -	\$ 1,375,000	\$ 2,423,900	\$ 3,959,000	
Told Sold Volume	\$ 8,443,750	\$ 8,910,500	\$ 16,502,000	\$ 9,895,000	\$ 5,615,000	\$ -	\$ 1,100,000	\$ 2,225,000	\$ 3,610,000	
List / Sell Ratio	93.20%	92.10%	91.41%	94.39%	86.54%	#DIV/0!	80.00%	91.79%	91.18%	
Average Sales Price	\$ 1,407,292	\$ 1,485,083	\$ 1,375,167	\$ 1,413,571	\$ 1,403,750	#DIV/0!	\$ 1,100,000	\$ 1,112,500	\$1,203,333	
Median Price								\$	\$ 1,200,000	
Average Days on Market	156	257	124	945	129	#DIV/0!	132	72	89	
% Volume Compared to Previous Year		105.53%	185.20%	59.96%	56.75%	0.00%	#DIV/0!	202.27%	393270966.29%	
% ASP Compared to Previous Year		105.53%	92.60%	102.79%	99.31%	#DIV/0!	#DIV/0!	101.14%	#DIV/0!	

2012 FM-FB-CC YTD Summary - Jan

January Annual YTD Summary - Sales \$2M - \$5M										
	2004	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	1	1	3	2	0	0	1	1	1	
Total List Price	\$ 2,290,000	\$ 4,500,000	\$ 8,750,000	\$ 6,790,000	\$ -	\$ -	\$ 3,950,000	\$ 3,495,000	\$ 2,249,000	
Told Sold Volume	\$ 2,222,797	\$ 3,800,000	\$ 8,350,000	\$ 5,800,000	\$ -	\$ -	\$ 3,700,000	\$ 2,700,000	\$ 2,100,000	
List / Sell Ratio	97.07%	84.44%	95.43%	85.42%	#DIV/0!	#DIV/0!	93.67%	77.25%	93.37%	
Average Sales Price	\$ 2,222,797	\$ 3,800,000	\$ 2,783,333	\$ 2,900,000	#DIV/0!	#DIV/0!	\$ 3,700,000	\$ 2,700,000	\$ 2,100,000	
Median Price									\$ 2,100,000	
Average Days on Market	149	247	251	81	#DIV/0!	#DIV/0!	76	337	186	
% Volume Compared to Previous Year		170.96%	219.74%	69.46%	0.00%	#DIV/0!	#DIV/0!	72.97%	271833333.33%	
% ASP Compared to Previous Year		170.96%	73.25%	104.19%	#DIV/0!	#DIV/0!	#DIV/0!	72.97%	#DIV/0!	

January Annual YTD Summary - Sales \$5M +										
	2004	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	0	0	0	0	0	0	0	0	0	
Total List Price	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Told Sold Volume	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
List / Sell Ratio					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
Average Sales Price					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
Median Price									\$ 119,000	
Average Days on Market					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
% Volume Compared to Previous Year					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
% ASP Compared to Previous Year					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	

January Annual YTD Summary - Overall Sales										
	2004	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	497	633	538	348	309	682	857	875	660	
Total List Price	\$ 130,710,272	\$ 189,171,120	\$ 215,276,014	\$ 125,729,967	\$ 87,861,678	\$ 101,827,430	\$ 132,849,053	\$ 133,396,645	\$ 114,244,717	
Told Sold Volume	\$ 117,925,686	\$ 183,432,062	\$ 208,431,553	\$ 118,645,939	\$ 80,207,422	\$ 95,321,613	\$ 125,935,844	\$ 125,582,868	\$ 107,736,374	
List / Sell Ratio	90.22%	96.97%	96.82%	94.37%	91.29%	93.61%	94.80%	94.14%	94.30%	
Average Sales Price	\$ 237,275	\$ 289,782	\$ 387,419	\$ 340,937	\$ 259,571	\$ 139,768	\$ 146,950	\$ 143,523	\$ 163,237	
Median Price				\$ 257,950	\$ 201,000	\$ 104,900	\$ 100,000	\$ 97,500	\$ -	
Average Days on Market	125	98	121	146	139	120	140	143	0	
% Volume Compared to Previous Year		155.55%	113.63%	56.92%	67.60%	118.84%	132.12%	99.72%	85.79%	
% ASP Compared to Previous Year		122.13%	133.69%	88.00%	76.13%	53.85%	105.14%	97.67%	167.42%	