

2012 FM-FB-CC YTD Summary

February Annual YTD Summary - Sales from \$0 = \$249,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	759	794	326	374	495	1311	1571	1600	1222
Total List Price	\$ 125,139,113	\$ 144,831,769	\$ 67,451,871	\$ 74,892,681	\$ 81,803,531	\$ 147,138,365	\$ 166,500,658	\$ 172,877,205	\$ 147,741,450
Total Sold Volume	\$ 113,806,148	\$ 142,444,503	\$ 65,287,181	\$ 71,288,406	\$ 75,872,460	\$ 139,264,475	\$ 159,502,171	\$ 164,873,139	\$ 140,960,766
List / Sell Ratio	90.94%	98.35%	96.79%	95.19%	92.75%	94.65%	95.80%	95.37%	95.41%
Average Sales Price	\$ 149,942	\$ 179,401	\$ 200,267	\$ 190,611	\$ 153,278	\$ 106,228	\$ 101,529	\$ 103,046	\$ 115,353
Median Price				\$ 199,700	\$ 145,000	\$ 95,000	\$ 88,048	\$ 91,550	\$ 110,000
Average Days on Market	107	88	99	131	136	112	129	131	136
% Volume Compared to Previous Year		125.16%	45.83%	109.19%	106.43%	183.55%	114.53%	103.37%	85.50%
% ASP Compared to Previous Year		119.65%	111.63%	95.18%	80.41%	69.30%	95.58%	101.49%	111.94%

February Annual YTD Summary - Sales from \$250,000 - \$499,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	251	424	579	256	195	161	206	197	213
Total List Price	\$ 90,089,433	\$ 152,845,410	\$ 193,830,400	\$ 93,720,053	\$ 74,437,755	\$ 58,964,938	\$ 73,315,034	\$ 69,684,428	\$ 76,508,247
Total Sold Volume	\$ 86,373,900	\$ 149,499,441	\$ 189,128,605	\$ 89,104,680	\$ 67,888,280	\$ 54,811,352	\$ 68,727,346	\$ 65,343,254	\$ 71,632,067
List / Sell Ratio	95.88%	97.81%	97.57%	95.08%	91.20%	92.96%	93.74%	93.77%	93.63%
Average Sales Price	\$ 344,119	\$ 352,593	\$ 326,647	\$ 348,065	\$ 348,145	\$ 340,443	\$ 333,628	\$ 331,692	\$ 336,301
Median Price				\$ 334,900	\$ 341,000	\$ 305,000	\$ 314,000	\$ 325,000	\$ 320,000
Average Days on Market	142	118	121	150	139	148	177	176	172
% Volume Compared to Previous Year		173.08%	126.51%	47.11%	76.19%	80.74%	125.39%	95.08%	109.62%
% ASP Compared to Previous Year		102.46%	92.64%	106.56%	100.02%	97.79%	98.00%	99.42%	101.39%

February Annual YTD Summary - Sales from \$500,000 to 749,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	48	91	112	71	52	19	35	35	32
Total List Price	\$ 30,005,859	\$ 55,818,156	\$ 70,443,663	\$ 44,812,135	\$ 34,353,497	\$ 13,423,100	\$ 22,206,900	\$ 22,251,197	\$ 20,500,488
Total Sold Volume	\$ 28,709,245	\$ 54,208,934	\$ 68,036,916	\$ 42,024,500	\$ 30,709,300	\$ 11,709,500	\$ 20,503,550	\$ 20,406,340	\$ 19,000,000
List / Sell Ratio	95.68%	97.12%	96.58%	93.78%	89.39%	87.23%	92.33%	91.71%	92.68%
Average Sales Price	\$ 598,109	\$ 595,703	\$ 607,472	\$ 591,894	\$ 590,563	\$ 616,289	\$ 585,816	\$ 583,038	\$ 593,750
Median Price				\$ 590,000	\$ 588,500	\$ 632,500	\$ 565,900	\$ 575,000	\$ 599,000
Average Days on Market	155	115	127	157	187	213	180	192	136
% Volume Compared to Previous Year		188.82%	125.51%	61.77%	73.07%	38.13%	175.10%	99.53%	93.11%
% ASP Compared to Previous Year		99.60%	101.98%	97.44%	99.78%	104.36%	95.06%	99.53%	101.84%

2012 FM-FB-CC YTD Summary

February Annual YTD Summary - Sales from \$750,000 - \$999,999										
	2004	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	8	30	36	18	12	8	10	11	6	
Total List Price	\$ 7,143,400	\$ 26,294,433	\$ 32,000,500	\$ 16,388,343	\$ 10,789,700	\$ 7,630,500	\$ 9,090,995	\$ 10,328,050	\$ 5,242,400	
Total Sold Volume	\$ 6,599,000	\$ 25,177,750	\$ 30,533,200	\$ 15,351,654	\$ 9,802,500	\$ 6,786,000	\$ 8,575,195	\$ 9,238,000	\$ 4,870,000	
List / Sell Ratio	92.38%	95.75%	95.41%	93.67%	90.85%	88.93%	94.33%	89.45%	92.90%	
Average Sales Price	\$ 824,875	\$ 839,258	\$ 848,144	\$ 852,870	\$ 816,875	\$ 848,250	\$ 857,520	\$ 839,818	\$ 811,667	
Median Price				\$ 845,000	\$ 775,000	\$ 845,000	\$ 827,500	\$ 865,500	\$ 770,000	
Average Days on Market	312	155	135	264	191	311	171	180	175	
% Volume Compared to Previous Year		381.54%	121.27%	50.28%	63.85%	69.23%	126.37%	107.73%	52.72%	
% ASP Compared to Previous Year		101.74%	101.06%	100.56%	95.78%	103.84%	101.09%	97.94%	96.65%	

February Annual YTD Summary - All Sales \$1M +										
	2004	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	14	14	20	14	10	3	4	15	8	
Total List Price	\$ 26,641,545	\$ 24,180,200	\$ 33,211,000	\$ 27,101,000	\$ 15,065,500	\$ 4,489,900	\$ 8,574,900	\$ 24,238,900	\$ 28,116,200	
Told Sold Volume	\$ 24,511,547	\$ 21,318,500	\$ 30,991,000	\$ 24,504,808	\$ 12,790,000	\$ 6,561,000	\$ 7,650,000	\$ 21,510,000	\$ 25,190,000	
List / Sell Ratio	92.00%	88.17%	93.32%	90.42%	84.90%	146.13%	89.21%	88.74%	89.59%	
Average Sales Price	\$ 1,750,825	\$ 1,522,750	\$ 1,549,550	\$ 1,750,343	\$ 1,279,000	\$ 2,187,000	\$ 1,912,500	\$ 1,434,000	\$ 3,148,750	
Median Price				\$ 1,607,500	\$ 1,125,000	\$ 1,195,000	\$ 1,425,000	\$ 1,100,000	\$ 1,100,000	
Average Days on Market	234	324	147	189	161	257	193	276	120	
% Volume Compared to Previous Year		86.97%	145.37%	79.07%	52.19%	51.30%	116.60%	281.18%	117.11%	
% ASP Compared to Previous Year		86.97%	101.76%	112.96%	73.07%	170.99%	87.45%	74.98%	219.58%	

February Annual YTD Summary - Sales \$1M - \$2M										
	2004	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	12	13	17	11	10	3	3	12	7	
Total List Price	\$ 19,451,545	\$ 19,680,200	\$ 24,461,000	\$ 16,811,000	\$ 15,065,500	\$ 4,489,900	\$ 4,624,900	\$ 16,143,900	\$ 9,187,900	
Told Sold Volume	\$ 17,488,750	\$ 17,518,500	\$ 22,641,000	\$ 15,704,808	\$ 12,790,000	\$ 3,995,000	\$ 3,950,000	\$ 14,185,000	\$ 8,060,000	
List / Sell Ratio	89.91%	89.02%	92.56%	93.42%	84.90%	88.98%	85.41%	87.87%	87.72%	
Average Sales Price	\$ 1,457,396	\$ 1,347,577	\$ 1,331,824	\$ 1,427,710	\$ 1,279,000	\$ 1,331,667	\$ 1,316,667	\$ 1,182,083	\$ 1,151,429	
Median Price								\$ 1,100,000	\$ 1,100,000	
Average Days on Market	200	330	129	217	161	257	365	201	110	
% Volume Compared to Previous Year		100.17%	129.24%	69.36%	81.44%	31.24%	98.87%	359.11%	56.82%	
% ASP Compared to Previous Year		92.46%	98.83%	107.20%	89.58%	104.12%	98.87%	89.78%	97.41%	

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February Annual YTD Summary - Sales \$2M - \$5M										
	2004	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	2	1	3	3	0	0	1	3	1	
Total List Price	\$ 7,190,000	\$ 4,500,000	\$ 8,750,000	\$ 10,290,000	\$ -	\$ -	\$ 3,950,000	\$ 8,095,000	\$ 2,249,000	
Told Sold Volume	\$ 7,022,797	\$ 3,800,000	\$ 8,350,000	\$ 8,800,000	\$ -	\$ -	\$ 3,700,000	\$ 7,325,000	\$ 2,100,000	
List / Sell Ratio	97.67%	84.44%	95.43%	85.52%	#DIV/0!	#DIV/0!	93.67%	90.49%	93.37%	
Average Sales Price	\$ 3,511,399	\$ 3,800,000	\$ 2,783,333	\$ 2,933,333	#DIV/0!	#DIV/0!	\$ 3,700,000	\$ 2,441,667	\$ 2,100,000	
Median Price										
Average Days on Market	440	247	251	90	#DIV/0!	#DIV/0!	76	574	186	
% Volume Compared to Previous Year		54.11%	219.74%	105.39%	0.00%	#DIV/0!	#DIV/0!	197.97%	28.67%	
% ASP Compared to Previous Year		108.22%	73.25%	105.39%	#DIV/0!	#DIV/0!	#DIV/0!	65.99%	86.01%	

February 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										
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!	

February Annual YTD Summary - Overall Sales										
	2004	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	1080	1353	1073	733	764	1502	1826	1858	1481	
Total List Price	\$ 279,019,350	\$ 403,969,968	\$ 396,937,434	\$ 256,914,212	\$ 216,449,983	\$ 231,646,803	\$ 279,688,487	\$ 299,379,780	\$ 261,429,485	
Told Sold Volume	\$ 259,999,840	\$ 392,649,128	\$ 383,976,902	\$ 242,274,048	\$ 197,062,540	\$ 216,566,327	\$ 264,958,262	\$ 281,370,733	\$ 246,622,833	
List / Sell Ratio	93.18%	97.20%	96.73%	94.30%	91.04%	93.49%	94.73%	93.98%	94.34%	
Average Sales Price	\$ 240,741	\$ 290,206	\$ 357,854	\$ 330,524	\$ 257,935	\$ 144,185	\$ 145,103	\$ 151,437	\$ 166,525	
Median Price				\$ 248,500	\$ 190,000	\$ 105,000	\$ 100,000	\$ 102,000	\$ 122,500	
Average Days on Market	120	103	116	145	141	119	164	139	142	
% Volume Compared to Previous Year		151.02%	97.79%	63.10%	81.34%	109.90%	122.35%	106.19%	87.65%	
% ASP Compared to Previous Year		120.55%	123.31%	92.36%	78.04%	55.90%	100.64%	104.37%	109.96%	