

March Annual Rolling Totals Summary - Sales from \$0 - \$249,999

	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	5481	3604	2684	2929	7,275	11,246	10,179	8,699
Total List Price	\$ 944,437,820	\$ 720,223,387	\$ 554,425,240	\$ 527,613,076	\$ 941,251,176	\$ 1,219,283,070	\$ 1,116,230,763	\$ 1,027,317,445
Told Sold Volume	\$ 928,098,808	\$ 709,925,615	\$ 534,063,133	\$ 493,754,254	\$ 892,397,649	\$ 1,173,256,276	\$ 1,064,453,374	\$ 980,548,182
List / Sell Ratio	98.27%	98.57%	96.33%	93.58%	94.81%	96.23%	95.36%	95.45%
Average Sales Price	\$169,330	\$196,983	\$198,980	\$168,574	\$122,666	\$104,327	\$104,573	\$112,720
Average Days on Market	97	87	122	136	119	122	128	132
% Volume Compared to Previous Year		76.49%	75.23%	92.45%	180.74%	131.47%	90.73%	92.12%
% ASP Compared to Previous Year		116.33%	101.01%	84.72%	72.77%	85.05%	100.24%	107.79%

March Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999

	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	2502	4763	2664	1409	1,301	1,394	1,219	1,365
Total List Price	\$ 883,805,704	\$ 1,596,756,751	\$ 907,548,712	\$ 513,807,293	\$ 468,288,016	\$ 497,061,713	\$ 434,218,652	\$ 484,970,049
Told Sold Volume	\$ 860,669,200	\$ 1,493,891,826	\$ 871,467,433	\$ 475,578,724	\$ 434,738,135	\$ 463,627,062	\$ 406,437,283	\$ 457,713,648
List / Sell Ratio	97.38%	93.56%	96.02%	92.56%	92.84%	93.27%	93.60%	94.38%
Average Sales Price	\$343,992	\$313,645	\$327,127	\$337,529	\$334,157	\$332,588	\$333,419	\$335,321
Average Days on Market	126	105	131	155	160	167	170	166
% Volume Compared to Previous Year		173.57%	58.34%	54.57%	91.41%	106.65%	87.66%	112.62%
% ASP Compared to Previous Year		91.18%	104.30%	103.18%	99.00%	99.53%	100.25%	100.57%

March Annual Rolling Totals Summary - Sales from \$500,000 to 749,999

	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	528	1057	502	332	241	208	195	211
Total List Price	\$ 323,992,222	\$ 657,301,217	\$ 319,308,726	\$ 213,671,935	\$ 158,069,451	\$ 135,255,738	\$ 125,808,573	\$ 134,145,230
Told Sold Volume	\$ 313,145,706	\$ 639,045,487	\$ 300,486,865	\$ 198,018,069	\$ 144,031,418	\$ 123,302,010	\$ 115,605,877	\$ 123,612,455
List / Sell Ratio	96.65%	97.22%	94.11%	92.67%	91.12%	91.16%	91.89%	92.15%
Average Sales Price	\$593,079	\$604,584	\$598,579	\$596,440	\$597,641	\$592,798	\$592,851	\$585,841
Average Days on Market	153	122	158	211	183	206	215	207
% Volume Compared to Previous Year		204.07%	47.02%	65.90%	72.74%	85.61%	93.76%	106.93%
% ASP Compared to Previous Year		101.94%	99.01%	99.64%	100.20%	99.19%	100.01%	98.82%

March Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	148	321	158	79	80	61	60	53
Total List Price	\$ 131,020,896	\$ 279,028,004	\$ 142,872,557	\$ 73,147,770	\$ 77,265,443	\$ 56,904,995	\$ 55,468,539	\$ 49,757,790
Told Sold Volume	\$ 124,210,459	\$ 269,390,838	\$ 133,867,808	\$ 66,591,399	\$ 67,555,805	\$ 52,136,995	\$ 50,242,450	\$ 44,506,500
List / Sell Ratio	94.80%	96.55%	93.70%	91.04%	87.43%	91.62%	90.58%	89.45%
Average Sales Price	\$839,260	\$839,224	\$847,265	\$842,929	\$844,448	\$854,705	\$837,374	\$839,745
Average Days on Market	192	147	190	178	234	203	224	214
% Volume Compared to Previous Year		216.88%	49.69%	49.74%	101.45%	77.18%	96.37%	88.58%
% ASP Compared to Previous Year		100.00%	100.96%	99.49%	100.18%	101.21%	97.97%	100.28%

March Annual Rolling Totals Summary - All Sales \$1M +								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	81	184	142	84	73	38	49	58
Total List Price	\$ 132,050,867	\$ 301,036,783	\$ 235,975,577	\$ 157,261,676	\$ 133,304,157	\$ 67,782,400	\$ 78,372,200	\$ 104,794,964
Told Sold Volume	\$ 120,663,700	\$ 279,581,695	\$ 211,810,890	\$ 135,926,583	\$ 117,480,500	\$ 58,193,514	\$ 67,298,000	\$ 90,738,720
List / Sell Ratio	91.38%	92.87%	89.76%	86.43%	88.13%	85.85%	85.87%	86.59%
Average Sales Price	\$1,489,675	\$1,519,466	\$1,491,626	\$1,618,174	\$1,609,322	\$1,531,408	\$1,373,429	\$1,564,461
Average Days on Market	252	188	295	204	233	285	281	243
% Volume Compared to Previous Year		231.70%	75.76%	64.17%	86.43%	49.53%	115.65%	134.83%
% ASP Compared to Previous Year		102.00%	98.17%	108.48%	99.45%	95.16%	89.68%	113.91%

March Annual Rolling Totals Summary - Sales \$1M - \$2M								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	73	156	126	70	63	33	43	49
Total List Price	\$ 106,265,917	\$ 220,780,183	\$ 188,628,677	\$ 105,223,676	\$ 98,590,157	\$ 50,247,400	\$ 62,583,300	\$ 70,326,964
Told Sold Volume	\$ 96,827,000	\$ 206,471,527	\$ 171,775,890	\$ 90,491,583	\$ 84,834,500	\$ 43,345,889	\$ 53,073,000	\$ 61,588,720
List / Sell Ratio	91.12%	93.52%	91.07%	86.00%	86.05%	86.26%	84.80%	87.57%
Average Sales Price	\$1,326,397	\$1,323,535	\$1,363,301	\$1,292,737	\$1,346,579	\$1,313,512	\$1,234,256	\$1,256,913
Average Days on Market	262	179	285	192	242	293	263	216
% Volume Compared to Previous Year		213.24%	83.20%	52.68%	93.75%	51.09%	122.44%	116.05%
% ASP Compared to Previous Year		99.78%	103.00%	94.82%	104.16%	97.54%	93.97%	101.84%

March Annual Rolling Totals Summary - Sales \$2M - \$5M								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	8	27	16	13	9	5	6	8
Total List Price	\$ 25,784,950	\$ 74,356,600	\$ 47,346,900	\$ 39,138,000	\$ 28,715,000	\$ 17,535,000	\$ 15,788,900	\$ 26,718,000
Told Sold Volume	\$ 23,836,700	\$ 68,110,168	\$ 40,035,000	\$ 35,435,000	\$ 24,850,000	\$ 14,847,625	\$ 14,225,000	\$ 21,800,000
List / Sell Ratio	92.44%	91.60%	84.56%	90.54%	86.54%	84.67%	90.09%	81.59%
Average Sales Price	\$2,979,588	\$2,522,599	\$2,502,188	\$2,725,769	\$2,761,111	\$2,969,525	\$2,370,833	\$2,725,000
Average Days on Market	163	247	378	249	174	229	411	426
% Volume Compared to Previous Year		285.74%	58.78%	88.51%	70.13%	59.75%	95.81%	153.25%
% ASP Compared to Previous Year		84.66%	99.19%	108.94%	101.30%	107.55%	79.84%	114.94%

March Annual Rolling Totals Summary - Sales \$5M +								
	2005	2006	2007	2008	2009	2010	2011	2012
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%		77.52%	87.18%	#DIV/0!	#DIV/0!	94.84%
Average Sales Price		\$5,000,000		\$10,000,000	\$5,230,000	#DIV/0!	#DIV/0!	\$7,350,000
Average Days on Market		74		516	193	#DIV/0!	#DIV/0!	114
% Volume Compared to Previous Year					52.30%	0.00%	#DIV/0!	#DIV/0!
% ASP Compared to Previous Year					52.30%	#DIV/0!	#DIV/0!	#DIV/0!

March Annual Rolling Totals Summary - Overall Sales								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	8740	9929	6150	4833	8970	12947	11702	10386
Total List Price	\$ 2,415,307,509	\$ 3,554,346,142	\$ 2,160,130,812	\$ 1,485,501,750	\$ 1,778,178,243	\$ 1,976,287,916	\$ 1,810,098,727	\$ 1,800,985,478
Told Sold Volume	\$ 2,346,787,873	\$ 3,391,835,461	\$ 2,051,696,129	\$ 1,369,869,029	\$ 1,653,637,507	\$ 1,870,515,857	\$ 1,704,036,984	\$ 1,697,119,505
List / Sell Ratio	97.16%	95.43%	94.98%	92.22%	93.00%	94.65%	94.14%	94.23%
Average Sales Price	\$268,511	\$341,609	\$333,609	\$283,441	\$184,352	\$144,475	\$145,619	\$163,405
Average Days on Market	112	103	134	149	128	129	135	139
% Volume Compared to Previous Year		144.53%	60.49%	66.77%	120.72%	113.12%	91.10%	99.59%
% ASP Compared to Previous Year		127.22%	97.66%	84.96%	65.04%	78.37%	100.79%	112.21%