

John R Wood Inc., REALTORS  
2009 FM-FB-CC YTD Summary

March Annual YTD Summary - Sales from \$0 = \$249,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1295	1348	538	639	918	2311	2691	2734	2164
Total List Price	\$ 209,641,709	\$ 249,410,305	\$ 111,928,928	\$ 126,846,605	\$ 151,877,098	\$ 256,120,092	\$ 291,315,363	\$ 299,953,996	\$ 398,999,525
Told Sold Volume	\$ 196,069,909	\$ 245,987,276	\$ 108,314,883	\$ 120,712,476	\$ 140,847,654	\$ 242,577,620	\$ 279,078,602	\$ 285,474,493	\$ 378,627,428
List / Sell Ratio	93.53%	98.63%	96.77%	95.16%	92.74%	94.71%	95.80%	95.17%	94.89%
Average Sales Price	\$ 151,405	\$ 182,483	\$ 201,329	\$ 188,908	\$ 153,429	\$ 104,967	\$ 103,708	\$ 104,416	\$ 174,966
Median Price				\$ 197,500	\$ 150,000	\$ 90,000	\$ 95,000	\$ 93,000	\$ 100,000
Average Days on Market	109	96	107	130	135	112	130	134	28
% Volume Compared to Previous Year		125.46%	44.03%	111.45%	116.68%	172.23%	115.05%	102.29%	229.65%
% ASP Compared to Previous Year		120.53%	110.33%	93.83%	81.22%	68.41%	98.80%	100.68%	169.79%

March Annual YTD Summary - Sales from \$250,000 - \$499,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	489	808	899	450	341	251	317	350	370
Total List Price	\$ 174,870,509	\$ 287,959,223	\$ 301,362,980	\$ 162,665,953	\$ 129,047,311	\$ 91,826,472	\$ 113,672,897	\$ 125,018,046	\$ 175,711,019
Told Sold Volume	\$ 168,667,837	\$ 282,439,302	\$ 293,782,159	\$ 154,253,297	\$ 118,104,128	\$ 84,875,118	\$ 106,015,778	\$ 117,061,386	\$ 164,865,663
List / Sell Ratio	96.45%	98.08%	97.48%	94.83%	91.52%	92.43%	93.26%	93.64%	93.83%
Average Sales Price	\$ 344,924	\$ 349,554	\$ 326,788	\$ 342,785	\$ 346,346	\$ 338,148	\$ 334,435	\$ 334,461	\$ 445,583
Median Price				\$ 329,900	\$ 340,000	\$ 320,000	\$ 320,000	\$ 330,000	\$ 325,000
Average Days on Market	216	112	119	146	151	146	167	175	28
% Volume Compared to Previous Year		167.45%	104.02%	52.51%	76.57%	71.86%	124.91%	110.42%	252.31%
% ASP Compared to Previous Year		101.34%	93.49%	104.90%	101.04%	97.63%	98.90%	100.01%	134.34%

March Annual YTD Summary - Sales from \$500,000 to 749,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	115	171	169	117	81	42	55	57	67
Total List Price	\$ 70,443,299	\$ 104,868,573	\$ 105,737,640	\$ 73,931,121	\$ 53,145,112	\$ 28,403,700	\$ 35,430,805	\$ 36,109,187	\$ 55,794,588
Told Sold Volume	\$ 68,080,485	\$ 102,039,549	\$ 101,866,616	\$ 69,353,577	\$ 48,056,590	\$ 25,310,500	\$ 32,519,550	\$ 33,059,840	\$ 51,655,400
List / Sell Ratio	96.65%	97.30%	96.34%	93.81%	90.43%	89.11%	91.78%	91.56%	92.58%
Average Sales Price	\$ 592,004	\$ 596,723	\$ 602,761	\$ 592,766	\$ 593,291	\$ 602,631	\$ 591,265	\$ 579,997	\$ 770,976
Median Price				\$ 590,000	\$ 580,000	\$ 575,000	\$ 592,500	\$ 562,500	\$ 600,000
Average Days on Market	298	113	124	175	188	186	221	196	42
% Volume Compared to Previous Year		149.88%	99.83%	68.08%	69.29%	52.67%	128.48%	101.66%	253.13%
% ASP Compared to Previous Year		100.80%	101.01%	98.34%	100.09%	101.57%	98.11%	98.09%	132.23%

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May Annual YTD Summary - Sales from \$750,000 - \$999,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	17	49	65	28	17	16	16	18	15
Total List Price	\$ 14,998,200	\$ 43,175,249	\$ 57,423,106	\$ 25,974,143	\$ 53,145,112	\$ 15,934,494	\$ 14,571,895	\$ 16,877,950	\$ 37,868,100
Told Sold Volume	\$ 14,126,400	\$ 41,383,110	\$ 54,983,000	\$ 23,965,554	\$ 48,056,590	\$ 13,671,000	\$ 13,744,095	\$ 15,162,900	\$ 33,505,000
List / Sell Ratio	94.19%	95.85%	95.75%	92.27%	90.43%	85.80%	94.32%	89.84%	88.48%
Average Sales Price	\$ 830,965	\$ 844,553	\$ 845,892	\$ 855,913	\$ 2,826,858	\$ 854,438	\$ 859,006	\$ 842,383	\$ 2,233,667
Median Price				\$ 848,500	\$ 825,000	\$ 900,000	\$ 854,950	\$ 840,000	\$ 820,000
Average Days on Market	269	169	148	218	895	260	150	226	295
% Volume Compared to Previous Year		292.95%	132.86%	43.59%	200.52%	28.45%	100.53%	110.32%	362.69%
% ASP Compared to Previous Year		101.64%	100.16%	101.18%	330.27%	30.23%	100.53%	98.06%	265.97%

March Annual YTD Summary - All Sales \$1M +									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	23	31	34	25	19	9	7	22	18
Total List Price	\$ 41,936,545	\$ 54,410,050	\$ 59,141,900	\$ 43,907,000	\$ 30,283,400	\$ 13,803,700	\$ 13,572,500	\$ 35,866,900	\$ 508,547,913
Told Sold Volume	\$ 38,193,127	\$ 49,714,700	\$ 54,409,312	\$ 39,996,308	\$ 25,570,000	\$ 14,091,000	\$ 11,738,739	\$ 31,844,000	\$ 477,098,828
List / Sell Ratio	91.07%	91.37%	92.00%	91.09%	84.44%	102.08%	86.49%	88.78%	93.82%
Average Sales Price	\$ 1,660,571	\$ 1,603,700	\$ 1,600,274	\$ 1,599,852	\$ 1,345,789	\$ 1,565,667	\$ 1,676,963	\$ 1,447,455	\$ 26,505,490
Median Price				\$ 1,350,000	\$ 1,295,000	\$ 1,247,500	\$ 1,301,239	\$ 1	\$ 1,200,000
Average Days on Market	229	233	168	162	194	284	349	232	19906
% Volume Compared to Previous Year		130.17%	109.44%	73.51%	63.93%	55.11%	83.31%	271.27%	2218.03%
% ASP Compared to Previous Year		96.58%	99.79%	99.97%	84.12%	116.34%	107.11%	86.31%	1848.36%

March Annual YTD Summary - Sales \$1M - \$2M									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	20	27	28	21	17	9	6	18	17
Total List Price	\$ 31,096,545	\$ 40,160,100	\$ 42,036,900	\$ 30,922,000	\$ 25,393,400	\$ 13,803,700	\$ 9,622,500	\$ 24,776,900	\$ 26,876,900
Told Sold Volume	\$ 27,870,330	\$ 36,578,000	\$ 38,559,312	\$ 28,721,308	\$ 21,320,000	\$ 11,525,000	\$ 8,038,739	\$ 21,919,000	\$ 23,408,000
List / Sell Ratio	89.63%	91.08%	91.73%	92.88%	83.96%	83.49%	83.54%	88.47%	87.09%
Average Sales Price	\$ 1,393,517	\$ 1,354,741	\$ 1,377,118	\$ 1,367,681	\$ 1,254,118	\$ 1,280,556	\$ 1,339,790	\$ 1,217,722	\$ 1,376,941
Median Price								\$ 1,350,000	\$ 1,200,000
Average Days on Market	217	241	143	179	196	284	394.5	153	11
% Volume Compared to Previous Year		131.24%	105.42%	74.49%	74.23%	54.06%	69.75%	272.67%	165.02%
% ASP Compared to Previous Year		97.22%	101.65%	99.31%	91.70%	102.11%	104.63%	90.89%	116.48%

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March Annual YTD Summary - Sales \$2M - \$5M									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	3	4	6	4	2	0	1	4	1
Total List Price	\$ 10,840,000	\$ 14,249,950	\$ 17,105,000	\$ 12,985,000	\$ 4,890,000	\$ -	\$ 3,950,000	\$ 11,090,000	\$ 2,249,000
Told Sold Volume	\$ 10,322,797	\$ 13,136,700	\$ 15,850,000	\$ 11,275,000	\$ 4,250,000	\$ -	\$ 3,700,000	\$ 9,925,000	\$ 2,100,000
List / Sell Ratio	95.23%	92.19%	92.66%	86.83%	86.91%	#DIV/0!	93.67%	89.50%	93.37%
Average Sales Price	\$ 3,440,932	\$ 3,284,175	\$ 2,641,667	\$ 2,818,750	\$ 2,125,000	#DIV/0!	\$ 3,700,000	\$ 2,481,250	\$ 2,100,000
Median Price								\$ 109,000	
Average Days on Market	310	178	289	73	177	#DIV/0!	76	587	0
% Volume Compared to Previous Year		127.26%	120.65%	71.14%	37.69%	0.00%	#DIV/0!	268.24%	28.67%
% ASP Compared to Previous Year		95.44%	80.44%	106.70%	75.39%	#DIV/0!	#DIV/0!	67.06%	86.01%

March 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 26,876,900
Told Sold Volume	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 23,408,000
List / Sell Ratio					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	87.09%
Average Sales Price					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Median Price								\$ 104,900	
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!

March Annual YTD Summary - Overall Sales									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1939	2407	1705	1259	1376	2629	3086	3181	2634
Total List Price	\$ 511,890,262	\$ 739,823,400	\$ 635,594,554	\$ 433,324,822	\$ 417,498,033	\$ 406,088,458	\$ 468,563,460	\$ 513,826,079	\$ 724,376,032
Told Sold Volume	\$ 485,137,758	\$ 721,563,937	\$ 613,355,970	\$ 408,281,212	\$ 380,634,962	\$ 377,959,238	\$ 443,096,764	\$ 482,602,619	\$ 677,569,491
List / Sell Ratio	94.77%	97.53%	96.50%	94.22%	91.17%	93.07%	94.56%	93.92%	93.54%
Average Sales Price	\$ 250,200	\$ 299,777	\$ 359,740	\$ 324,290	\$ 276,624	\$ 143,765	\$ 143,583	\$ 151,714	\$ 257,240
Median Price				\$ 247,950	\$ 188,000	\$ 102,000	\$ 102,000	\$ 97,500	\$ 125,000
Average Days on Market	150	106	118	142	145	118	136	0	0
% Volume Compared to Previous Year		148.73%	85.00%	66.57%	93.23%	99.30%	117.23%	108.92%	240.81%
% ASP Compared to Previous Year		119.82%	120.00%	90.15%	85.30%	51.97%	99.87%	105.66%	169.87%