

#Mar!A1

**March Annual YTD Summary - Sales from \$0 = \$249,999**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	915	1162	633	151	263	424	1100	1633	1807	1566
Total List Price	\$ 158,062,003	\$ 206,818,828	\$ 130,044,257	\$ 30,229,240	\$ 54,162,582	\$ 84,773,549	\$ 157,290,126	\$ 233,925,507	\$ 252,882,407	\$ 234,658,177
Told Sold Volume	\$ 151,325,491	\$ 198,117,611	\$ 127,149,088	\$ 28,672,266	\$ 50,197,549	\$ 76,018,769	\$ 144,079,850	\$ 218,339,358	\$ 235,661,130	\$ 219,596,931
List / Sell Ratio	95.74%	95.79%	97.77%	94.85%	92.68%	89.67%	91.60%	93.34%	93.19%	93.58%
Average Sales Price	\$165,383	\$170,497	\$200,867	\$189,883	\$190,865	\$179,290	\$130,982	\$133,704	\$130,416	\$140,228
Median Price					\$ 203,000	\$ 189,950	\$ 125,250	\$ 130,326	\$ 125,000	\$ 136,500
Average Days on Marke	100	118	80	116	211	165	130	150	147	144
% Volume Compared to	111.71%	130.92%	64.18%	22.55%	175.07%	151.44%	189.53%	151.54%	107.93%	93.18%
% ASP Compared to Pr	108.30%	103.09%	117.81%	94.53%	100.52%	93.94%	73.06%	102.08%	97.54%	107.52%

**March Annual YTD Summary - Sales from \$250,000 - \$499,999**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	370	700	1319	844	537	499	365	564	576	587
Total List Price	\$ 131,805,463	\$ 251,076,943	\$ 473,681,082	\$ 316,079,752	\$ 197,840,314	\$ 190,178,027	\$ 136,817,200	\$ 208,326,543	\$ 215,684,898	\$ 219,685,164
Told Sold Volume	\$ 125,796,790	\$ 240,831,250	\$ 461,316,513	\$ 305,105,059	\$ 184,571,023	\$ 173,567,732	\$ 123,369,491	\$ 191,747,388	\$ 199,170,967	\$ 204,081,679
List / Sell Ratio	95.44%	95.92%	97.39%	96.53%	93.29%	91.27%	90.17%	92.04%	92.34%	92.90%
Average Sales Price	\$339,991	\$344,045	\$349,747	\$361,499	\$343,708	\$347,831	\$337,999	\$339,978	\$345,783	\$347,669
Median Price					\$ 330,000	\$ 334,990	\$ 328,000	\$ 325,000	\$ 330,000	\$ 335,000
Average Days on Marke	141	153	95	103	160	180	182	188	185	182
% Volume Compared to	240.66%	191.44%	191.55%	66.14%	60.49%	94.04%	71.08%	155.43%	103.87%	102.47%
% ASP Compared to Pr	98.87%	101.19%	101.66%	103.36%	95.08%	101.20%	97.17%	100.59%	101.71%	100.55%

**March Annual YTD Summary - Sales from \$500,000 to 749,999**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	149	219	397	293	189	182	114	183	175	234
Total List Price	\$ 96,353,264	\$ 140,172,350	\$ 249,275,540	\$ 184,272,259	\$ 121,870,013	\$ 120,628,905	\$ 75,635,383	\$ 119,710,039	\$ 116,124,105	\$ 151,422,984
Told Sold Volume	\$ 91,395,914	\$ 132,674,450	\$ 241,924,852	\$ 177,354,329	\$ 112,940,790	\$ 109,422,893	\$ 68,046,200	\$ 108,863,203	\$ 106,137,700	\$ 139,845,215
List / Sell Ratio	94.86%	94.65%	97.05%	96.25%	92.67%	90.71%	89.97%	90.94%	91.40%	92.35%
Average Sales Price	\$613,395	\$605,819	\$609,382	\$605,305	\$597,570	\$601,225	\$596,896	\$594,881	\$606,501	\$597,629
Median Price					\$ 585,000	\$ 595,000	\$ 587,000	\$ 590,379	\$ 595,000	\$ 588,500
Average Days on Marke	145	195	147	115	187	199	196	243	211	198
% Volume Compared to	144.61%	145.16%	182.34%	73.31%	63.68%	96.89%	62.19%	159.98%	97.50%	131.76%
% ASP Compared to Pr	100.94%	98.76%	100.59%	99.33%	98.72%	100.61%	99.28%	99.66%	101.95%	98.54%

March Annual YTD Summary - Sales from \$750,000 - \$999,999										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	60	110	226	170	98	64	39	68	82	85
Total List Price	\$ 57,639,600	\$ 99,121,801	\$ 201,821,914	\$ 151,535,043	\$ 90,693,938	\$ 61,249,088	\$ 39,155,488	\$ 64,727,590	\$ 78,989,135	\$ 78,531,726
Told Sold Volume	\$ 52,733,840	\$ 93,400,808	\$ 194,894,904	\$ 145,802,188	\$ 84,351,053	\$ 55,333,200	\$ 33,214,300	\$ 58,224,600	\$ 71,631,665	\$ 71,873,468
List / Sell Ratio	91.49%	94.23%	96.57%	96.22%	93.01%	90.34%	84.83%	89.95%	90.69%	91.52%
Average Sales Price	\$878,897	\$849,098	\$862,367	\$857,660	\$860,725	\$864,581	\$851,649	\$856,244	\$873,557	\$845,570
Median Price					\$ 850,000	\$ 862,500	\$ 850,000	\$ 852,500	\$ 880,000	\$ 850,000
Average Days on Market	189	224	167	122	168	185	276	280	217	220
% Volume Compared to	97.26%	177.12%	208.67%	74.81%	57.85%	65.60%	60.03%	175.30%	123.03%	100.34%
% ASP Compared to Pr	102.12%	96.61%	101.56%	99.45%	100.36%	100.45%	98.50%	100.54%	102.02%	96.80%

March Annual YTD Summary - All Sales \$1M +										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	129	220	391	258	241	194	104	151	176	164
Total List Price	\$ 292,181,694	\$ 535,298,710	\$ 858,163,921	\$ 613,687,565	\$ 579,724,103	\$ 468,564,210	\$ 296,340,789	\$ 428,120,798	\$ 424,741,480	\$ 362,526,048
Told Sold Volume	\$ 268,909,358	\$ 489,030,910	\$ 801,803,667	\$ 568,248,890	\$ 525,789,382	\$ 419,827,725	\$ 254,376,900	\$ 364,318,656	\$ 373,866,947	\$ 325,981,454
List / Sell Ratio	92.03%	91.36%	93.43%	92.60%	90.70%	89.60%	85.84%	85.10%	88.02%	89.92%
Average Sales Price	\$2,084,569	\$2,222,868	\$2,050,649	\$2,202,515	\$2,181,699	\$2,164,060	\$2,445,932	\$2,412,706	\$2,124,244	\$1,987,692
Median Price					\$ 1,762,500	\$ 1,700,000	\$ 1,800,000	\$ 190,000	\$ 174,250	\$ 1,612,500
Average Days on Market	253	264	237	195	237	226	262	241	245	244
% Volume Compared to	137.23%	181.86%	163.96%	70.87%	92.53%	79.85%	60.59%	143.22%	102.62%	87.19%
% ASP Compared to Pr	112.76%	106.63%	92.25%	107.41%	99.05%	99.19%	113.03%	98.64%	88.04%	93.57%

March Annual YTD Summary - Sales \$1M - \$2M										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	87	139	258	161	149	118	57	90	119	111
Total List Price	\$ 132,228,694	\$ 212,790,800	\$ 382,817,971	\$ 232,914,200	\$ 236,271,833	\$ 182,956,109	\$ 91,115,398	\$ 144,920,800	\$ 189,968,480	\$ 172,476,548
Told Sold Volume	\$ 120,666,058	\$ 194,760,500	\$ 360,525,760	\$ 218,428,260	\$ 213,273,623	\$ 161,970,500	\$ 78,370,400	\$ 125,439,416	\$ 165,801,947	\$ 155,355,540
List / Sell Ratio	91.26%	91.53%	94.18%	93.78%	90.27%	88.53%	86.01%	86.56%	87.28%	90.07%
Average Sales Price	\$1,386,966	\$1,401,155	\$1,397,387	\$1,356,697	\$1,431,367	\$1,372,631	\$1,374,919	\$1,393,771	\$1,393,294	\$1,399,599
Median Price					\$ 1,360,000	\$ 1,300,000	\$ 1,350,000	\$ 1,350,000	\$ 1,381,250	\$ 1,350,000
Average Days on Market	252	247	219	155	211	216	249	215	238	231
% Volume Compared to	112.72%	161.40%	185.11%	60.59%	97.64%	75.94%	48.39%	160.06%	132.18%	93.70%
% ASP Compared to Pr	102.35%	101.02%	99.73%	97.09%	105.50%	95.90%	100.17%	101.37%	99.97%	100.45%

**March Annual YTD Summary - Sales \$2M - \$5M**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	38	70	117	83	78	65	39	50	48	47
Total List Price	\$ 126,903,000	\$ 218,110,250	\$ 352,381,950	\$ 269,598,365	\$ 239,363,270	\$ 204,974,101	\$ 145,150,391	\$ 163,909,999	\$ 153,478,000	\$ 147,374,500
Told Sold Volume	\$ 117,018,300	\$ 202,597,750	\$ 327,808,545	\$ 243,996,115	\$ 219,800,291	\$ 185,137,225	\$ 124,616,500	\$ 141,382,240	\$ 136,725,000	\$ 132,175,914
List / Sell Ratio	92.21%	92.89%	93.03%	90.50%	91.83%	90.32%	85.85%	86.26%	89.08%	89.69%
Average Sales Price	\$3,079,429	\$2,894,254	\$2,801,782	\$2,939,712	\$2,817,952	\$2,848,265	\$3,195,295	\$2,827,645	\$2,848,438	\$2,812,253
Median Price					\$ 2,687,500	\$ 2,650,000	\$ 3,050,000	\$ 2,450,000	\$ 2,650,000	\$ 2,647,500
Average Days on Market	259	289	270	251	278	231	306	284	277	274
% Volume Compared to	180.63%	173.13%	161.80%	74.43%	90.08%	84.23%	67.31%	113.45%	96.71%	96.67%
% ASP Compared to Pr	109.33%	93.99%	96.81%	104.92%	95.86%	101.08%	112.18%	88.49%	100.74%	98.73%

**March Annual YTD Summary - Sales \$5M +**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	4	11	16	14	14	11	8	11	9	6
Total List Price	\$ 33,050,000	\$ 104,397,660	\$ 122,964,000	\$ 111,175,000	\$ 104,089,000	\$ 80,634,000	\$ 60,075,000	\$ 119,289,999	\$ 81,295,000	\$ 42,675,000
Told Sold Volume	\$ 31,225,000	\$ 91,672,660	\$ 113,469,362	\$ 105,824,515	\$ 92,715,468	\$ 72,720,000	\$ 51,390,000	\$ 97,497,000	\$ 71,340,000	\$ 38,450,000
List / Sell Ratio	94.48%	87.81%	92.28%	95.19%	89.07%	90.19%	85.54%	81.73%	87.75%	90.10%
Average Sales Price	\$7,806,250	\$8,333,878	\$7,091,835	\$7,558,894	\$6,622,533	\$6,610,909	\$6,423,750	\$8,863,364	\$7,926,667	\$6,408,333
Median Price					\$ 6,175,000	\$ 5,500,000	\$ 6,000,000	\$ 5,722,000	\$ 6,690,000	\$ 6,600,000
Average Days on Market	191	310	55	315	478	300	145	257	163	248
% Volume Compared to	129.43%	293.59%	123.78%	93.26%	87.61%	69.86%	70.67%	189.72%	73.17%	53.90%
% ASP Compared to Pr	129.43%	106.76%	85.10%	106.59%	87.61%	99.82%	97.17%	137.98%	89.43%	80.85%

**March Annual YTD Summary - Overall Sales**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1623	2411	2966	1716	1328	1363	1722	2599	2816	2636
Total List Price	\$ 736,042,024	\$ 1,232,488,632	\$ 1,912,986,714	\$ 1,295,803,859	\$ 1,044,290,950	\$ 925,393,779	\$ 705,238,986	\$ 1,054,810,477	\$ 1,088,422,025	\$ 1,046,824,099
Told Sold Volume	\$ 690,161,393	\$ 1,154,055,029	\$ 1,827,089,024	\$ 1,225,182,732	\$ 957,849,797	\$ 834,170,319	\$ 623,086,741	\$ 941,493,205	\$ 986,468,409	\$ 961,378,747
List / Sell Ratio	93.77%	93.64%	95.51%	94.55%	91.72%	90.14%	88.35%	89.26%	90.63%	91.84%
Average Sales Price	\$425,238	\$478,662	\$616,011	\$713,976	\$721,272	\$612,011	\$361,839	\$362,252	\$350,308	\$364,711
Median Price					\$ 390,000	\$ 337,500	\$ 190,000	\$ 190,000	\$ 174,250	\$ 199,000
Average Days on Market	129	153	123	122	189	185	157	173	167	166
% Volume Compared to	137.73%	167.22%	158.32%	67.06%	78.18%	79.88%	74.70%	151.10%	104.78%	97.46%
% ASP Compared to Pr	111.34%	112.56%	128.69%	115.90%	101.02%	84.85%	59.12%	100.11%	96.70%	104.11%