

2012 FM-FB-CC RT Summary
Apr

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

	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	5404	3310	2686	3281	7,724	11,341	9,988	8,580
Total List Price	\$ 947,522,302	\$ 666,957,355	\$ 551,851,383	\$ 573,484,235	\$ 959,841,582	\$ 1,236,201,842	\$ 1,099,076,414	\$ 1,022,726,292
Told Sold Volume	\$ 932,592,350	\$ 655,969,601	\$ 530,942,458	\$ 536,590,671	\$ 911,765,505	\$ 1,187,969,073	\$ 1,048,819,656	\$ 976,803,185
List / Sell Ratio	98.42%	98.35%	96.21%	93.57%	94.99%	96.10%	95.43%	95.51%
Average Sales Price	\$172,574	\$198,178	\$197,670	\$163,545	\$118,043	\$104,750	\$105,008	\$113,847
Average Days on Market	94	90	125	133	118	123	129	131
% Volume Compared to Previous Year		70.34%	80.94%	101.06%	169.92%	130.29%	88.29%	93.13%
% ASP Compared to Previous Year		114.84%	99.74%	82.74%	72.18%	88.74%	100.25%	108.42%

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

	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	2705	4685	2517	1396	1,248	1,431	1,210	1,392
Total List Price	\$ 953,929,765	\$ 1,564,533,347	\$ 864,139,632	\$ 508,805,470	\$ 448,302,803	\$ 510,223,409	\$ 431,017,806	\$ 495,618,864
Told Sold Volume	\$ 930,788,166	\$ 1,542,725,851	\$ 827,516,729	\$ 470,311,115	\$ 416,352,311	\$ 476,118,826	\$ 403,626,601	\$ 468,041,346
List / Sell Ratio	97.57%	98.61%	95.76%	92.43%	92.87%	93.32%	93.64%	94.44%
Average Sales Price	\$344,099	\$329,290	\$328,771	\$336,899	\$333,616	\$332,718	\$333,576	\$336,237
Average Days on Market	122	105	134	159	158	169	167	166
% Volume Compared to Previous Year		165.74%	53.64%	56.83%	88.53%	114.35%	84.77%	115.96%
% ASP Compared to Previous Year		95.70%	99.84%	102.47%	99.03%	99.73%	100.26%	100.80%

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

	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	592	1010	495	304	229	211	197	218
Total List Price	\$ 364,276,049	\$ 628,886,104	\$ 315,316,345	\$ 196,349,740	\$ 150,869,946	\$ 136,077,343	\$ 127,314,623	\$ 138,582,480
Told Sold Volume	\$ 352,197,220	\$ 611,041,853	\$ 296,729,510	\$ 181,002,669	\$ 137,026,403	\$ 124,352,025	\$ 116,932,377	\$ 127,866,455
List / Sell Ratio	96.68%	97.16%	94.11%	92.18%	90.82%	91.38%	91.85%	92.27%
Average Sales Price	\$594,928	\$604,992	\$599,454	\$595,404	\$598,369	\$589,346	\$593,565	\$586,543
Average Days on Market	147	124	181	181	181	206	225	195
% Volume Compared to Previous Year		173.49%	48.56%	61.00%	75.70%	90.75%	94.03%	109.35%
% ASP Compared to Previous Year		101.69%	99.08%	99.32%	100.50%	98.49%	100.72%	98.82%

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April Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	171	311	151	74	74	64	60	53
Total List Price	\$ 150,539,286	\$ 462,039,094	\$ 137,704,874	\$ 67,883,177	\$ 71,602,543	\$ 60,279,895	\$ 55,496,639	\$ 49,538,790
Told Sold Volume	\$ 143,383,359	\$ 261,470,938	\$ 127,819,901	\$ 61,850,806	\$ 62,921,305	\$ 54,832,995	\$ 50,179,950	\$ 44,574,000
List / Sell Ratio	95.25%	56.59%	92.82%	91.11%	87.88%	90.96%	90.42%	89.98%
Average Sales Price	\$838,499	\$840,743	\$846,489	\$835,822	\$850,288	\$856,766	\$836,333	\$841,019
Average Days on Market	190	144	187	193	241	188	236	216
% Volume Compared to Previous Year		182.36%	48.88%	48.39%	101.73%	87.15%	91.51%	88.83%
% ASP Compared to Previous Year		100.27%	100.68%	98.74%	101.73%	100.76%	97.62%	100.56%

April Annual Rolling Totals Summary - All Sales \$1M +								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	93	182	138	85	67	37	51	59
Total List Price	\$ 150,816,350	\$ 297,169,883	\$ 232,761,454	\$ 159,682,556	\$ 121,852,500	\$ 67,239,300	\$ 80,823,300	\$ 103,907,964
Told Sold Volume	\$ 137,927,700	\$ 275,484,695	\$ 208,618,890	\$ 137,701,583	\$ 107,731,500	\$ 57,998,514	\$ 69,164,500	\$ 90,676,720
List / Sell Ratio	91.45%	92.70%	89.63%	86.23%	88.41%	86.26%	85.57%	87.27%
Average Sales Price	\$1,483,094	\$1,513,652	\$1,511,731	\$1,620,019	\$1,607,933	\$1,567,527	\$1,356,167	\$1,536,894
Average Days on Market	239	182	309	210	220	286	282	243
% Volume Compared to Previous Year		199.73%	75.73%	66.01%	78.24%	53.84%	119.25%	131.10%
% ASP Compared to Previous Year		102.06%	99.87%	107.16%	99.25%	97.49%	86.52%	113.33%

April Annual Rolling Totals Summary - Sales \$1M - \$2M								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	84	155	120	72	58	30	46	51
Total List Price	\$ 122,431,400	\$ 219,513,283	\$ 179,444,554	\$ 111,119,556	\$ 89,633,500	\$ 45,005,400	\$ 67,038,300	\$ 72,134,964
Told Sold Volume	\$ 112,091,000	\$ 204,374,527	\$ 163,133,890	\$ 95,706,583	\$ 77,095,500	\$ 38,850,889	\$ 56,739,500	\$ 64,026,720
List / Sell Ratio	91.55%	93.10%	90.91%	86.13%	86.01%	86.32%	84.64%	88.76%
Average Sales Price	\$1,334,417	\$1,318,545	\$1,359,449	\$1,329,258	\$1,329,233	\$1,295,030	\$1,233,467	\$1,255,426
Average Days on Market	247	171	298	207	226	311	251	222
% Volume Compared to Previous Year		182.33%	79.82%	58.67%	80.55%	50.39%	146.04%	112.84%
% ASP Compared to Previous Year		98.81%	103.10%	97.78%	100.00%	97.43%	95.25%	101.78%

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April Annual Rolling Totals Summary - Sales \$2M - \$5M								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	9	26	18	12	8	7	5	7
Total List Price	\$ 28,384,950	\$ 71,756,600	\$ 53,316,900	\$ 35,663,000	\$ 26,220,000	\$ 22,233,900	\$ 13,785,000	\$ 24,023,000
Told Sold Volume	\$ 25,836,700	\$ 66,110,168	\$ 45,485,000	\$ 31,995,000	\$ 22,840,000	\$ 19,147,625	\$ 12,425,000	\$ 19,300,000
List / Sell Ratio	91.02%	92.13%	85.31%	89.71%	87.11%	86.12%	90.13%	80.34%
Average Sales Price	\$2,870,744	\$2,542,699	\$2,526,944	\$2,666,250	\$2,855,000	\$2,735,375	\$2,485,000	\$2,757,143
Average Days on Market	161	251	386	203	183	180	572	413
% Volume Compared to Previous Year		255.88%	68.80%	70.34%	71.39%	83.83%	64.89%	155.33%
% ASP Compared to Previous Year		88.57%	99.38%	105.51%	107.08%	95.81%	90.85%	110.95%

April 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!

April Annual Rolling Totals Summary - Overall Sales								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	8965	9498	5987	5140	9342	13084	11506	10302
Total List Price	\$ 2,567,083,752	\$ 3,619,585,783	\$ 2,101,773,688	\$ 1,506,205,178	\$ 1,752,469,374	\$ 2,010,021,789	\$ 1,793,728,782	\$ 1,810,374,390
Told Sold Volume	\$ 2,496,888,795	\$ 3,346,692,938	\$ 1,991,627,488	\$ 1,387,456,844	\$ 1,633,231,024	\$ 1,901,271,433	\$ 1,688,723,084	\$ 1,707,961,706
List / Sell Ratio	97.27%	92.46%	94.76%	92.12%	93.20%	94.59%	94.15%	94.34%
Average Sales Price	\$278,515	\$352,358	\$332,659	\$269,933	\$174,827	\$145,313	\$146,769	\$165,789
Average Days on Market	109	104	139	145	126	130	136	139
% Volume Compared to Previous Year		134.03%	59.51%	69.66%	117.71%	116.41%	88.82%	101.14%
% ASP Compared to Previous Year		126.51%	94.41%	81.14%	64.77%	83.12%	101.00%	112.96%