

12 MONTH ROLLING TOTALS - May

May Annual Rolling Totals Summary - Sales from \$0 - \$249,999									
	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	5314	3088	2703	3573	8,186	11,345	9,859	8,530	
Total List Price	\$ 951,324,281	\$ 624,932,007	\$ 550,296,249	\$ 610,860,480	\$ 981,601,385	\$ 1,241,182,308	\$ 1,091,147,160	\$ 1,022,045,315	
Told Sold Volume	\$ 936,932,519	\$ 613,522,872	\$ 528,405,314	\$ 571,703,498	\$ 934,473,390	\$ 1,192,851,472	\$ 1,040,369,677	\$ 976,372,048	
List / Sell Ratio	98.49%	98.17%	96.02%	93.59%	95.20%	96.11%	95.35%	95.53%	
Average Sales Price	\$176,314	\$198,680	\$195,488	\$160,007	\$114,155	\$105,143	\$105,525	\$114,463	
Average Days on Market	91	93	126	131	118	124	131	129	
% Volume Compared to Previous Year		65.48%	86.13%	108.19%	163.45%	127.65%	87.22%	93.85%	
% ASP Compared to Previous Year		112.69%	98.39%	81.85%	71.34%	92.11%	100.36%	108.47%	

May Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999									
	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	2934	4555	2358	1400	1,244	1,391	1,224	1,438	
Total List Price	\$ 1,030,464,428	\$ 1,517,564,243	\$ 813,234,085	\$ 512,417,635	\$ 444,021,728	\$ 497,285,672	\$ 437,234,713	\$ 511,952,077	
Told Sold Volume	\$ 1,008,059,169	\$ 1,493,891,826	\$ 776,776,967	\$ 473,096,441	\$ 413,276,466	\$ 463,243,168	\$ 409,881,150	\$ 483,458,869	
List / Sell Ratio	97.83%	98.44%	95.52%	92.33%	93.08%	93.15%	93.74%	94.43%	
Average Sales Price	\$343,578	\$327,967	\$329,422	\$337,926	\$332,216	\$333,029	\$334,870	\$336,202	
Average Days on Market	115	106	139	160	156	169	170	167	
% Volume Compared to Previous Year		148.19%	52.00%	60.91%	87.36%	112.09%	88.48%	117.95%	
% ASP Compared to Previous Year		95.46%	100.44%	102.58%	98.31%	100.24%	100.55%	100.40%	

May Annual Rolling Totals Summary - Sales from \$500,000 to 749,999									
	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	679	935	479	302	214	209	203	220	
Total List Price	\$ 418,716,004	\$ 582,070,026	\$ 305,688,217	\$ 195,858,309	\$ 140,944,398	\$ 135,351,252	\$ 129,717,023	\$ 140,120,779	
Told Sold Volume	\$ 405,150,415	\$ 565,268,926	\$ 286,992,110	\$ 180,036,169	\$ 127,889,453	\$ 123,315,975	\$ 119,766,067	\$ 128,936,765	
List / Sell Ratio	96.76%	97.11%	93.88%	91.92%	90.74%	91.11%	92.33%	92.02%	
Average Sales Price	\$596,687	\$604,566	\$599,148	\$596,146	\$597,614	\$590,029	\$589,981	\$586,076	
Average Days on Market	143	124	183	185	187	208	232	183	
% Volume Compared to Previous Year		139.52%	50.77%	62.73%	71.04%	96.42%	97.12%	107.66%	
% ASP Compared to Previous Year		101.32%	99.10%	99.50%	100.25%	98.73%	99.99%	99.34%	

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May Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	185	307	138	73	66	63	63	55
Total List Price	\$ 162,735,486	\$ 267,680,690	\$ 126,832,774	\$ 67,429,377	\$ 63,574,043	\$ 59,937,795	\$ 58,040,629	\$ 51,067,700
Told Sold Volume	\$ 155,775,309	\$ 257,605,788	\$ 117,246,189	\$ 61,149,718	\$ 56,071,305	\$ 54,023,495	\$ 52,474,950	\$ 46,442,000
List / Sell Ratio	95.72%	96.24%	92.44%	90.69%	88.20%	90.13%	90.41%	90.94%
Average Sales Price	\$842,029	\$839,107	\$849,610	\$837,667	\$849,565	\$857,516	\$832,936	\$844,400
Average Days on Market	189	147	182	210	246	174	240	235
% Volume Compared to Previous Year		165.37%	45.51%	52.15%	91.70%	96.35%	97.13%	88.50%
% ASP Compared to Previous Year		99.65%	101.25%	98.59%	101.42%	100.94%	97.13%	101.38%

May Annual Rolling Totals Summary - All Sales \$1M +								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	104	186	123	80	68	35	50	59
Total List Price	\$ 168,000,850	\$ 304,726,283	\$ 207,788,554	\$ 150,826,556	\$ 122,957,499	\$ 65,434,301	\$ 79,309,300	\$ 104,482,764
Told Sold Volume	\$ 154,716,500	\$ 282,141,927	\$ 184,752,858	\$ 129,451,583	\$ 108,366,500	\$ 55,753,514	\$ 68,669,500	\$ 91,241,720
List / Sell Ratio	92.09%	92.59%	88.91%	85.83%	88.13%	85.21%	86.58%	87.33%
Average Sales Price	\$1,487,659	\$1,516,892	\$1,502,056	\$1,618,145	\$1,593,625	\$1,592,958	\$1,373,390	\$1,546,470
Average Days on Market	225	215	278	224	213	328	253	242
% Volume Compared to Previous Year		182.36%	65.48%	70.07%	83.71%	51.45%	123.17%	132.87%
% ASP Compared to Previous Year		101.97%	99.02%	107.73%	98.48%	99.96%	86.22%	112.60%

May Annual Rolling Totals Summary - Sales \$1M - \$2M								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	94	159	106	69	59	28	44	51
Total List Price	\$ 136,726,900	\$ 226,898,683	\$ 158,217,654	\$ 107,212,556	\$ 90,738,499	\$ 43,200,401	\$ 63,029,300	\$ 72,909,764
Told Sold Volume	\$ 125,929,800	\$ 210,906,759	\$ 142,742,858	\$ 92,156,583	\$ 77,730,500	\$ 36,605,889	\$ 54,244,500	\$ 64,491,720
List / Sell Ratio	92.10%	92.95%	90.22%	85.96%	85.66%	84.74%	86.06%	88.45%
Average Sales Price	\$1,339,679	\$1,326,458	\$1,346,631	\$1,335,603	\$1,317,466	\$1,307,353	\$1,232,830	\$1,264,544
Average Days on Market	229	208	266	218	217	365	214	229
% Volume Compared to Previous Year		167.48%	67.68%	64.56%	84.35%	47.09%	148.19%	118.89%
% ASP Compared to Previous Year		99.01%	101.52%	99.18%	98.64%	99.23%	94.30%	102.57%

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May Annual Rolling Totals Summary - Sales \$2M - \$5M								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	10	26	17	10	8	7	6	7
Total List Price	\$ 31,273,950	\$ 71,927,600	\$ 49,570,900	\$ 30,714,000	\$ 26,220,000	\$ 22,233,900	\$ 16,280,000	\$ 23,823,000
Told Sold Volume	\$ 28,786,700	\$ 66,235,168	\$ 42,010,000	\$ 27,295,000	\$ 22,840,000	\$ 19,147,625	\$ 14,425,000	\$ 19,400,000
List / Sell Ratio	92.05%	92.09%	84.75%	88.87%	87.11%	86.12%	88.61%	81.43%
Average Sales Price	\$2,878,670	\$2,547,506	\$2,471,176	\$2,729,500	\$2,855,000	\$2,735,375	\$2,404,167	\$2,771,429
Average Days on Market	185	267	356	235	183	180	545	360
% Volume Compared to Previous Year		230.09%	63.43%	64.97%	83.68%	83.83%	75.34%	134.49%
% ASP Compared to Previous Year		88.50%	97.00%	110.45%	104.60%	95.81%	87.89%	115.28%

May 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!

May Annual Rolling Totals Summary - Overall Sales								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	9216	9071	5801	5428	9778	13043	11399	10302
Total List Price	\$ 2,731,241,049	\$ 3,296,973,249	\$ 2,003,839,879	\$ 1,537,392,357	\$ 1,753,099,053	\$ 1,999,191,328	\$ 1,795,448,825	\$ 1,829,668,635
Told Sold Volume	\$ 2,660,633,912	\$ 3,212,431,339	\$ 1,894,173,438	\$ 1,415,437,409	\$ 1,637,511,114	\$ 1,889,187,624	\$ 1,691,161,344	\$ 1,726,451,402
List / Sell Ratio	97.41%	97.44%	94.53%	92.07%	93.41%	94.50%	94.19%	94.36%
Average Sales Price	\$288,697	\$354,143	\$326,525	\$260,766	\$167,469	\$144,843	\$148,361	\$167,584
Average Days on Market	106	107	141	144	125	131	138	136
% Volume Compared to Previous Year		120.74%	58.96%	74.73%	115.69%	115.37%	89.52%	102.09%
% ASP Compared to Previous Year		122.67%	92.20%	79.86%	64.22%	86.49%	102.43%	112.96%