

2012 FM-FB-CC YTD Summary - May

May Annual YTD Summary - Sales from \$0 = \$249,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	2428	2314	988	1108	2031	4335	4814	4537	3798
Total List Price	\$ 392,975,580	\$ 439,630,637	\$ 206,857,880	\$ 217,646,566	\$325,924,463	\$470,517,666	\$ 527,612,175	\$ 511,167,205	\$ 730,791,547
Told Sold Volume	\$ 375,233,208	\$ 433,984,286	\$ 199,909,150	\$ 206,648,924	\$304,733,346	\$448,539,053	\$ 504,635,231	\$ 486,947,425	\$ 694,271,142
List / Sell Ratio	95.49%	98.72%	96.64%	94.95%	93.50%	95.33%	95.65%	95.26%	95.00%
Average Sales Price	\$ 154,544	\$ 187,547	\$ 202,337	\$ 186,506	\$ 150,041	\$ 103,469	\$ 104,827	\$ 107,328	\$ 182,799
Median Price				\$ 195,000	\$ 140,775	\$ 88,250	\$ 95,000	\$ 98,500	\$ 99,900
Average Days on Market	109	88	106	131	127	113	128	138	128
% Volume Compared to Previous Year		115.66%	46.06%	103.37%	147.46%	147.19%	112.51%	96.49%	421.09%
% ASP Compared to Previous Year		121.36%	107.89%	92.18%	80.45%	68.96%	101.31%	102.39%	177.40%

May Annual YTD Summary - Sales from \$250,000 - \$499,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	909	1660	1543	788	670	523	586	624	717
Total List Price	\$ 323,003,761	\$ 582,751,199	\$ 516,962,448	\$ 283,950,794	\$248,942,494	\$187,455,367	\$ 209,525,751	\$ 223,886,961	\$ 338,793,461
Told Sold Volume	\$ 311,646,089	\$ 572,807,523	\$ 501,958,299	\$ 267,738,971	\$229,107,519	\$174,416,840	\$ 195,173,606	\$ 209,663,081	\$ 317,692,479
List / Sell Ratio	96.48%	98.29%	97.10%	94.29%	92.03%	93.04%	93.15%	93.65%	93.77%
Average Sales Price	\$ 342,845	\$ 345,065	\$ 325,313	\$ 339,770	\$ 341,952	\$ 333,493	\$ 333,061	\$ 335,999	\$ 443,086
Median Price				\$ 325,000	\$ 325,000	\$ 305,000	\$ 320,000	\$ 330,000	\$ 325,000
Average Days on Market	187	106	115	147	159	148	164	169	165
% Volume Compared to Previous Year		183.80%	87.63%	53.34%	85.57%	76.13%	111.90%	107.42%	486.19%
% ASP Compared to Previous Year		100.65%	94.28%	104.44%	100.64%	97.53%	99.87%	100.88%	133.58%

May Annual YTD Summary - Sales from \$500,000 to 749,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	207	414	290	215	149	83	97	107	126
Total List Price	\$ 126,761,882	\$ 255,910,938	\$ 181,548,814	\$ 136,121,786	\$ 97,522,151	\$ 55,655,686	\$ 62,778,305	\$ 67,365,137	\$ 108,850,887
Told Sold Volume	\$ 122,452,392	\$ 248,416,165	\$ 174,466,671	\$ 128,458,877	\$ 89,179,990	\$ 50,291,935	\$ 57,514,950	\$ 62,215,430	\$ 100,680,300
List / Sell Ratio	96.60%	97.07%	96.10%	94.37%	91.45%	90.36%	91.62%	92.36%	92.49%
Average Sales Price	\$ 591,557	\$ 600,039	\$ 601,609	\$ 595,000	\$ 598,523	\$ 605,927	\$ 592,938	\$ 581,453	\$ 799,050
Median Price				\$ 595,000	\$ 584,000	\$ 585,000	\$ 600,000	\$ 550,000	\$ 600,000
Average Days on Market	239	123	136	220	186	195	220	239	169
% Volume Compared to Previous Year		202.87%	70.23%	73.63%	69.42%	56.39%	114.36%	108.17%	493.38%
% ASP Compared to Previous Year		101.43%	100.26%	98.90%	100.59%	101.24%	97.86%	98.06%	137.05%

2012 FM-FB-CC YTD Summary - May

May Annual YTD Summary - Sales from \$750,000 - \$999,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	44	113	115	58	41	26	28	33	32
Total List Price	\$ 38,990,500	\$ 98,882,139	\$ 101,782,682	\$ 54,293,936	\$ 97,522,151	\$ 24,844,494	\$ 26,514,695	\$ 31,392,840	\$ 66,699,700
Told Sold Volume	\$ 36,384,900	\$ 95,206,460	\$ 97,021,300	\$ 49,382,235	\$ 89,179,990	\$ 22,161,500	\$ 24,121,095	\$ 27,772,400	\$ 60,004,500
List / Sell Ratio	93.32%	96.28%	95.32%	90.95%	91.45%	89.20%	90.97%	88.47%	89.96%
Average Sales Price	\$ 826,930	\$ 842,535	\$ 843,663	\$ 851,418	\$ 2,175,122	\$ 852,365	\$ 861,468	\$ 841,588	\$ 1,875,141
Median Price				\$ 840,000	\$ 850,000	\$ 867,500	\$ 855,000	\$ 821,000	\$ 820,000
Average Days on Market	215	174	162	176	675	270	137	218	235
% Volume Compared to Previous Year		261.66%	101.91%	50.90%	180.59%	24.85%	108.84%	115.14%	649.54%
% ASP Compared to Previous Year		101.89%	100.13%	100.92%	255.47%	39.19%	101.07%	97.69%	223.28%

May Annual YTD Summary - All Sales \$1M +									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	37	68	73	45	35	20	15	31	28
Total List Price	\$ 64,290,862	\$ 112,714,350	\$ 121,135,700	\$ 77,713,777	\$ 57,655,057	\$ 30,828,699	\$ 28,249,400	\$ 51,480,900	\$ 923,999,834
Told Sold Volume	\$ 58,847,127	\$ 104,421,500	\$ 111,676,344	\$ 70,205,308	\$ 49,304,000	\$ 28,711,000	\$ 23,918,739	\$ 45,395,500	\$ 869,876,442
List / Sell Ratio	91.53%	92.64%	92.19%	90.34%	85.52%	93.13%	84.67%	88.18%	94.14%
Average Sales Price	\$ 1,590,463	\$ 1,535,610	\$ 1,529,813	\$ 1,560,118	\$ 1,408,686	\$ 1,435,550	\$ 1,594,583	\$ 1,464,371	\$ 31,067,016
Median Price				\$ 1,300,000	\$ 1,400,000	\$ 1,262,500	\$ 1,400,000	\$ 1,950,000	\$ 1,300,000
Average Days on Market	229	196	237	175	237	231	344	217	230
% Volume Compared to Previous Year		177.45%	106.95%	62.86%	70.23%	58.23%	83.31%	189.79%	4044.06%
% ASP Compared to Previous Year		96.55%	99.62%	101.98%	90.29%	101.91%	111.08%	91.83%	2166.46%

May Annual YTD Summary - Sales \$1M - \$2M									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	32	60	64	37	32	20	12	25	26
Total List Price	\$ 47,815,862	\$ 87,340,400	\$ 95,335,700	\$ 53,809,777	\$ 50,270,057	\$ 30,828,699	\$ 19,600,500	\$ 35,200,900	\$ 42,178,700
Told Sold Volume	\$ 43,424,330	\$ 81,234,800	\$ 87,651,344	\$ 48,780,308	\$ 43,044,000	\$ 26,145,000	\$ 15,918,739	\$ 30,970,500	\$ 37,462,500
List / Sell Ratio	90.82%	93.01%	91.94%	90.65%	85.63%	84.81%	81.22%	87.98%	88.82%
Average Sales Price	\$ 1,357,010	\$ 1,353,913	\$ 1,369,552	\$ 1,318,387	\$ 1,345,125	\$ 1,307,250	\$ 1,326,562	\$ 1,238,820	\$ 1,440,865
Median Price									\$ 1,300,000
Average Days on Market	230	199	227	179	245	231	414	138	239
% Volume Compared to Previous Year		187.07%	107.90%	55.65%	88.24%	60.74%	60.89%	194.55%	264.10%
% ASP Compared to Previous Year		99.77%	101.16%	96.26%	102.03%	97.18%	101.48%	93.39%	121.89%

2012 FM-FB-CC YTD Summary - May

May Annual YTD Summary - Sales \$2M - \$5M									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	5	8	9	8	3	0	3	6	2
Total List Price	\$ 16,475,000	\$ 25,373,950	\$ 25,800,000	\$ 23,904,000	\$ 7,385,000	\$ -	\$ 8,648,900	\$ 16,280,000	\$ 4,544,000
Told Sold Volume	\$ 15,422,797	\$ 23,186,700	\$ 24,025,000	\$ 21,425,000	\$ 6,260,000	\$ -	\$ 8,000,000	\$ 14,425,000	\$ 4,200,000
List / Sell Ratio	93.61%	91.38%	93.12%	89.63%	84.77%	#DIV/0!	92.50%	88.61%	92.43%
Average Sales Price	\$ 3,084,559	\$ 2,898,338	\$ 2,669,444	\$ 2,678,125	\$ 2,086,667	#DIV/0!	\$ 2,666,667	\$ 2,404,167	\$ 2,100,000
Median Price									
Average Days on Market	220	177	303	160	151	#DIV/0!	64	545	115
% Volume Compared to Previous Year		150.34%	103.62%	89.18%	29.22%	0.00%	#DIV/0!	180.31%	57.34%
% ASP Compared to Previous Year		93.96%	92.10%	100.33%	77.92%	#DIV/0!	#DIV/0!	90.16%	86.01%

May 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 42,178,700
Told Sold Volume	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 37,462,500
List / Sell Ratio					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	88.82%
Average Sales Price					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Median Price									
Average Days on Market		0			#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!

May Annual YTD Summary - Overall Sales									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	3625	4569	3009	2214	2926	4987	5540	5332	4701
Total List Price	\$ 946,022,585	\$ 1,489,889,263	\$ 1,128,287,524	\$ 769,726,859	\$827,566,316	\$769,301,912	\$ 854,680,326	\$ 885,293,043	\$ 1,334,036,995
Told Sold Volume	\$ 904,563,716	\$ 1,454,835,934	\$ 1,085,031,764	\$ 722,434,315	\$761,504,845	\$721,554,328	\$ 805,363,621	\$ 831,993,836	\$ 1,251,773,421
List / Sell Ratio	95.62%	97.65%	96.17%	93.86%	92.02%	93.79%	94.23%	93.98%	93.83%
Average Sales Price	\$ 249,535	\$ 318,415	\$ 360,595	\$ 326,303	\$ 260,255	\$ 144,687	\$ 145,372	\$ 156,038	\$ 266,278
Median Price				\$ 249,900	\$ 182,000	\$ 102,000	\$ 105,000	\$ 97,500	\$ 128,100
Average Days on Market	138	101	119	148	140	120	134	144	136
% Volume Compared to Previous Year		160.83%	74.58%	66.58%	105.41%	94.75%	111.62%	103.31%	150.45%
% ASP Compared to Previous Year		127.60%	113.25%	90.49%	79.76%	55.59%	100.47%	107.34%	175.83%