

2012 FM-FB-CC YTD Summary - Jun

June Annual YTD Summary - Sales from \$0 = \$249,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	3023	2755	1274	1367	2546	5445	5761	5314	4515
Total List Price	\$ 488,732,921	\$ 529,060,443	\$ 268,069,131	\$ 267,744,328	\$ 402,106,349	\$ 590,615,204	\$ 632,733,174	\$ 603,295,842	\$ 563,486,179
Told Sold Volume	\$ 469,004,583	\$ 522,784,444	\$ 258,947,128	\$ 254,353,692	\$ 376,752,040	\$ 564,648,831	\$ 605,494,078	\$ 574,961,849	\$ 538,342,107
List / Sell Ratio	95.96%	98.81%	96.60%	95.00%	93.69%	95.60%	95.70%	95.30%	95.54%
Average Sales Price	\$ 155,145	\$ 189,758	\$ 203,255	\$ 186,067	\$ 147,978	\$ 103,700	\$ 105,102	\$ 108,198	\$ 119,234
Median Price				\$ 192,500	\$ 143,000	\$ 92,500	\$ 93,000	\$ 100,000	\$ 112,000
Average Days on Market	106	87	110	131	128	116	127	137	129
% Volume Compared to Previous Year		111.47%	49.53%	98.23%	148.12%	149.87%	107.23%	94.96%	93.63%
% ASP Compared to Previous Year		122.31%	107.11%	91.54%	79.53%	70.08%	101.35%	102.95%	110.20%

June Annual YTD Summary - Sales from \$250,000 - \$499,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1140	2165	1862	921	807	657	695	730	854
Total List Price	\$ 403,854,687	\$ 752,117,625	\$ 623,820,996	\$ 331,235,504	\$ 298,365,026	\$ 236,042,667	\$ 248,297,554	\$ 261,198,951	\$ 306,390,750
Told Sold Volume	\$ 390,176,892	\$ 740,099,587	\$ 605,206,808	\$ 312,172,228	\$ 274,817,447	\$ 219,536,679	\$ 231,874,410	\$ 244,929,455	\$ 288,863,690
List / Sell Ratio	96.61%	98.40%	97.02%	94.24%	92.11%	93.01%	93.39%	93.77%	94.28%
Average Sales Price	\$ 342,260	\$ 341,847	\$ 325,031	\$ 338,949	\$ 340,542	\$ 334,150	\$ 333,632	\$ 335,520	\$ 338,248
Median Price				\$ 325,000	\$ 330,000	\$ 325,000	\$ 318,000	\$ 325,000	\$ 325,000
Average Days on Market	176	103	117	148	160	159	165	168	164
% Volume Compared to Previous Year		189.68%	81.77%	51.58%	88.03%	79.88%	105.62%	105.63%	117.94%
% ASP Compared to Previous Year		99.88%	95.08%	104.28%	100.47%	98.12%	99.84%	100.57%	100.81%

June Annual YTD Summary - Sales from \$500,000 to 749,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	260	556	335	254	180	109	119	127	145
Total List Price	\$ 159,176,667	\$ 344,885,384	\$ 210,416,613	\$ 161,273,357	\$ 117,371,241	\$ 72,695,500	\$ 77,072,505	\$ 80,508,737	\$ 90,997,886
Told Sold Volume	\$ 153,794,642	\$ 335,326,631	\$ 201,882,071	\$ 152,112,036	\$ 107,528,888	\$ 65,854,835	\$ 70,727,750	\$ 74,154,430	\$ 84,400,800
List / Sell Ratio	96.62%	97.23%	95.94%	94.32%	91.61%	90.59%	91.77%	92.11%	92.75%
Average Sales Price	\$ 591,518	\$ 603,105	\$ 602,633	\$ 598,866	\$ 597,383	\$ 604,173	\$ 594,351	\$ 583,893	\$ 582,074
Median Price				\$ 595,000	\$ 588,500	\$ 600,000	\$ 610,000	\$ 596,500	\$ 575,000
Average Days on Market	218	122	135	211	186	199	220	233	176
% Volume Compared to Previous Year		218.04%	60.20%	75.35%	70.69%	61.24%	107.40%	104.84%	113.82%
% ASP Compared to Previous Year		101.96%	99.92%	99.37%	99.75%	101.14%	98.37%	98.24%	99.69%

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June Annual YTD Summary - Sales from \$750,000 - \$999,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	61	146	131	70	53	33	32	37	34
Total List Price	\$ 53,608,700	\$ 127,723,339	\$ 117,522,663	\$ 64,984,614	\$ 117,371,241	\$ 31,269,394	\$ 30,231,695	\$ 35,026,240	\$ 30,804,800
Told Sold Volume	\$ 50,185,550	\$ 123,273,706	\$ 110,876,224	\$ 59,268,879	\$ 107,528,888	\$ 28,044,400	\$ 27,368,095	\$ 31,047,400	\$ 28,392,000
List / Sell Ratio	93.61%	96.52%	94.34%	91.20%	91.61%	89.69%	90.53%	88.64%	92.17%
Average Sales Price	\$ 822,714	\$ 844,340	\$ 846,383	\$ 846,698	\$ 2,028,847	\$ 849,830	\$ 855,253	\$ 839,119	\$ 835,059
Median Price				\$ 831,327	\$ 825,000	\$ 830,000	\$ 797,500	\$ 817,500	\$ 850,000
Average Days on Market	220	168	166	172	631	236	142	230	233
% Volume Compared to Previous Year		245.64%	89.94%	53.45%	181.43%	26.08%	97.59%	113.44%	91.45%
% ASP Compared to Previous Year		102.63%	100.24%	100.04%	239.62%	41.89%	100.64%	98.11%	99.43%

June Annual YTD Summary - All Sales \$1M +									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	44	97	95	56	43	25	20	40	36
Total List Price	\$ 74,780,762	\$ 157,707,640	\$ 154,358,378	\$ 98,474,577	\$ 71,079,057	\$ 39,667,699	\$ 34,681,800	\$ 65,624,964	\$ 54,151,700
Told Sold Volume	\$ 68,097,127	\$ 146,642,158	\$ 143,141,344	\$ 88,800,308	\$ 61,374,000	\$ 36,707,625	\$ 29,361,739	\$ 57,534,620	\$ 47,972,500
List / Sell Ratio	91.06%	92.98%	92.73%	90.18%	86.35%	92.54%	84.66%	87.67%	88.59%
Average Sales Price	\$ 1,547,662	\$ 1,511,775	\$ 1,506,751	\$ 1,585,720	\$ 1,427,302	\$ 1,468,305	\$ 1,468,087	\$ 1,438,366	\$ 1,332,569
Median Price				\$ 1,339,500	\$ 1,300,000	\$ 1,249,000	\$ 1,040,000	\$ 1,250,000	\$ 1,250,000
Average Days on Market	233	209	288	195	227	247	283	226	210
% Volume Compared to Previous Year		215.34%	97.61%	62.04%	69.11%	59.81%	79.99%	195.95%	83.38%
% ASP Compared to Previous Year		97.68%	99.67%	105.24%	90.01%	102.87%	99.99%	97.98%	92.64%

June Annual YTD Summary - Sales \$1M - \$2M									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	39	83	85	45	39	24	17	33	34
Total List Price	\$ 58,305,762	\$ 117,984,690	\$ 125,958,378	\$ 65,535,577	\$ 61,099,057	\$ 36,172,699	\$ 26,032,900	\$ 46,549,964	\$ 54,151,700
Told Sold Volume	\$ 52,674,330	\$ 110,035,290	\$ 116,566,344	\$ 59,085,308	\$ 52,519,000	\$ 31,244,000	\$ 21,361,739	\$ 40,859,620	\$ 47,972,500
List / Sell Ratio	90.34%	93.26%	92.54%	90.16%	85.96%	86.37%	82.06%	87.78%	88.59%
Average Sales Price	\$ 1,350,624	\$ 1,325,726	\$ 1,371,369	\$ 1,313,007	\$ 1,346,641	\$ 1,301,833	\$ 1,256,573	\$ 1,238,170	\$ 1,410,956
Median Price									
Average Days on Market	235	213	280	190	238	250	321	161	216
% Volume Compared to Previous Year		208.90%	105.94%	50.69%	88.89%	59.49%	68.37%	191.27%	117.41%
% ASP Compared to Previous Year		98.16%	103.44%	95.74%	102.56%	96.67%	96.52%	98.54%	113.95%

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June Annual YTD Summary - Sales \$2M - \$5M									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	5	14	10	11	4	1	3	7	2
Total List Price	\$ 16,475,000	\$ 39,722,950	\$ 28,400,000	\$ 32,939,000	\$ 9,980,000	\$ 3,495,000	\$ 8,648,900	\$ 19,075,000	\$ 4,544,000
Told Sold Volume	\$ 15,422,797	\$ 36,606,868	\$ 26,575,000	\$ 29,715,000	\$ 8,855,000	\$ 2,897,625	\$ 8,000,000	\$ 16,675,000	\$ 4,200,000
List / Sell Ratio	93.61%	92.16%	93.57%	90.21%	88.73%	82.91%	92.50%	87.42%	92.43%
Average Sales Price	\$ 3,084,559	\$ 2,614,776	\$ 2,657,500	\$ 2,701,364	\$ 2,213,750	\$ 2,897,625	\$ 2,666,667	\$ 2,382,143	\$ 2,100,000
Median Price									
Average Days on Market	220	186	360	218	121	192	64	533	115
% Volume Compared to Previous Year		237.36%	72.60%	111.82%	29.80%	32.72%	276.09%	208.44%	25.19%
% ASP Compared to Previous Year		84.77%	101.63%	101.65%	81.95%	130.89%	92.03%	89.33%	88.16%

June 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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Told Sold Volume	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
List / Sell Ratio					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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!

June Annual YTD Summary - Overall Sales									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	4528	5719	3697	2668	3629	6269	6627	6248	5584
Total List Price	\$ 1,180,153,737	\$ 1,911,494,431	\$ 1,374,187,781	\$ 923,712,380	\$ 1,006,292,914	\$ 970,290,464	\$ 1,023,016,728	\$ 1,045,654,734	\$ 1,050,375,315
Told Sold Volume	\$ 1,131,258,794	\$ 1,868,126,526	\$ 1,320,053,575	\$ 866,707,143	\$ 928,001,263	\$ 912,226,370	\$ 964,826,072	\$ 982,627,754	\$ 992,171,097
List / Sell Ratio	95.86%	97.73%	96.06%	93.83%	92.22%	94.02%	94.31%	93.97%	94.46%
Average Sales Price	\$ 249,836	\$ 326,653	\$ 357,061	\$ 324,853	\$ 255,718	\$ 145,514	\$ 145,590	\$ 157,271	\$ 177,681
Median Price				\$ 247,000	\$ 178,000	\$ 101,000	\$ 105,000	\$ 110,000	\$ 129,000
Average Days on Market	133	100	122	147	141	123	133	144	137
% Volume Compared to Previous Year		165.14%	70.66%	65.66%	107.07%	98.30%	105.77%	101.85%	100.97%
% ASP Compared to Previous Year		130.75%	109.31%	90.98%	78.72%	56.90%	100.05%	108.02%	112.98%