

#Jun!A1

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	2102	2566	1098	357	620	1129	2762	3604	3769	3556
Total List Price	\$ 368,073,489	\$ 467,407,075	\$ 226,847,119	\$ 71,615,655	\$ 128,689,849	\$ 222,662,832	\$ 388,190,301	\$ 524,072,680	\$ 538,047,284	\$ 540,580,768
Told Sold Volume	\$ 351,767,423	\$ 450,612,337	\$ 221,347,089	\$ 67,366,104	\$ 117,860,108	\$ 200,365,755	\$ 358,912,290	\$ 490,645,426	\$ 502,196,306	\$ 508,188,531
List / Sell Ratio	95.57%	96.41%	97.58%	94.07%	91.58%	89.99%	92.46%	93.62%	93.34%	94.01%
Average Sales Price	\$167,349	\$175,609	\$201,591	\$188,701	\$190,097	\$177,472	\$129,947	\$136,139	\$133,244	\$142,910
Median Price					\$ 200,955	\$ 185,000	\$ 125,000	\$ 135,000	\$ 130,000	\$ 140,000
Average Days on Market	98	114	80	119	180	163	129	146	153	131
% Volume Compared to Previous Year	108.54%	128.10%	49.12%	30.43%	174.95%	170.00%	179.13%	136.70%	102.35%	101.19%
% ASP Compared to Previous Year	107.66%	104.94%	114.80%	93.61%	100.74%	93.36%	73.22%	104.77%	97.87%	107.25%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	942	1751	3197	1682	1244	1202	907	1276	1362	1453
Total List Price	\$ 336,567,437	\$ 628,492,997	\$ 1,156,847,039	\$ 630,088,440	\$ 460,269,291	\$ 456,686,729	\$ 339,740,563	\$ 475,795,867	\$ 513,109,844	\$ 537,863,819
Told Sold Volume	\$ 321,107,552	\$ 604,219,971	\$ 1,130,611,436	\$ 605,343,610	\$ 428,764,111	\$ 416,252,558	\$ 308,219,118	\$ 438,159,547	\$ 473,850,450	\$ 500,163,724
List / Sell Ratio	95.41%	96.14%	97.73%	96.07%	93.16%	91.15%	90.72%	92.09%	92.35%	92.99%
Average Sales Price	\$340,879	\$345,071	\$353,648	\$359,895	\$344,666	\$346,300	\$339,823	\$343,385	\$347,908	\$344,228
Median Price					\$ 330,000	\$ 331,695	\$ 325,000	\$ 335,000	\$ 340,000	\$ 332,000
Average Days on Market	133	147	88	109	167	188	186	189	189	157
% Volume Compared to Previous Year	239.69%	188.17%	187.12%	53.54%	70.83%	97.08%	74.05%	142.16%	108.15%	105.55%
% ASP Compared to Previous Year	99.49%	101.23%	102.49%	101.77%	95.77%	100.47%	98.13%	101.05%	101.32%	98.94%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	309	600	1035	628	445	416	296	423	442	523
Total List Price	\$ 199,457,851	\$ 383,835,431	\$ 643,561,970	\$ 396,614,431	\$ 286,733,169	\$ 277,605,901	\$ 196,851,566	\$ 277,279,815	\$ 290,177,604	\$ 338,405,978
Told Sold Volume	\$ 188,597,025	\$ 365,886,827	\$ 626,323,254	\$ 378,352,880	\$ 266,986,653	\$ 250,466,842	\$ 177,270,943	\$ 252,870,437	\$ 266,421,481	\$ 314,447,271
List / Sell Ratio	94.55%	95.32%	97.32%	95.40%	93.11%	90.22%	90.05%	91.20%	91.81%	92.92%
Average Sales Price	\$610,346	\$609,811	\$605,143	\$602,473	\$599,970	\$602,084	\$598,888	\$597,802	\$602,764	\$601,238
Median Price					\$ 590,000	\$ 600,000	\$ 590,000	\$ 590,000	\$ 592,500	\$ 595,000
Average Days on Market	168	189	129	122	182	201	197	235	218	178
% Volume Compared to Previous Year	101.56%	194.00%	171.18%	60.41%	70.57%	93.81%	70.78%	142.65%	105.36%	118.03%
% ASP Compared to Previous Year	100.57%	99.91%	99.23%	99.56%	99.58%	100.35%	99.47%	99.82%	100.83%	99.75%

June Annual YTD Summary - Sales from \$750,000 - \$999,999

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	150	294	530	306	229	176	115	170	197	219
Total List Price	\$ 139,971,655	\$ 264,006,284	\$ 471,352,425	\$ 272,444,643	\$ 212,117,285	\$ 170,190,413	\$ 111,552,985	\$ 161,976,890	\$ 186,407,164	\$ 206,358,895
Told Sold Volume	\$ 130,031,560	\$ 250,831,708	\$ 455,171,331	\$ 261,553,785	\$ 195,709,610	\$ 151,532,886	\$ 97,537,438	\$ 145,707,482	\$ 169,547,115	\$ 188,744,178
List / Sell Ratio	92.90%	95.01%	96.57%	96.00%	92.26%	89.04%	87.44%	89.96%	90.96%	91.46%
Average Sales Price	\$866,877	\$853,169	\$858,814	\$854,751	\$854,627	\$860,982	\$848,152	\$857,103	\$860,645	\$861,846
Median Price					\$ 850,000	\$ 855,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 855,000
Average Days on Market	185	220	151	130	189	215	247	260	208	197
% Volume Compared to Previous Year	101.15%	192.90%	181.46%	57.46%	74.83%	77.43%	64.37%	149.39%	116.36%	111.32%
% ASP Compared to Previous Year	101.82%	98.42%	100.66%	99.53%	99.99%	100.74%	98.51%	101.06%	100.41%	100.14%

June Annual YTD Summary - All Sales \$1M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	262	520	901	561	526	419	262	396	458	477
Total List Price	\$ 598,279,069	\$ 1,192,277,527	\$ 1,904,874,493	\$ 1,291,724,004	\$ 1,287,482,686	\$ 1,009,569,810	\$ 693,724,839	\$ 968,242,271	\$ 1,072,948,372	\$ 1,068,687,601
Told Sold Volume	\$ 549,430,620	\$ 1,095,686,637	\$ 1,786,368,833	\$ 1,188,122,656	\$ 1,166,438,401	\$ 901,988,846	\$ 591,245,300	\$ 844,815,600	\$ 952,253,267	\$ 958,567,604
List / Sell Ratio	91.84%	91.90%	93.78%	91.98%	90.60%	89.34%	85.23%	87.25%	88.75%	89.70%
Average Sales Price	\$2,097,063	\$2,107,090	\$1,982,651	\$2,117,866	\$2,217,564	\$2,152,718	\$2,256,661	\$2,133,373	\$2,079,156	\$2,009,576
Median Price					\$ 1,756,250	\$ 1,750,000	\$ 1,700,000	\$ 199,000	\$ 195,000	\$ 1,600,000
Average Days on Market	234	263	229	191	238	233	263	261	256	221
% Volume Compared to Previous Year	101.12%	199.42%	163.04%	66.51%	98.17%	77.33%	65.55%	142.89%	112.72%	100.66%
% ASP Compared to Previous Year	107.68%	100.48%	94.09%	106.82%	104.71%	97.08%	104.83%	94.54%	97.46%	96.65%

June Annual YTD Summary - Sales \$1M - \$2M

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	168	339	610	362	323	254	159	251	298	320
Total List Price	\$ 252,129,169	\$ 516,303,829	\$ 893,594,543	\$ 541,376,640	\$ 501,862,817	\$ 403,931,859	\$ 255,681,448	\$ 392,242,099	\$ 459,388,372	\$ 490,527,311
Told Sold Volume	\$ 229,385,486	\$ 472,490,727	\$ 842,240,708	\$ 501,522,764	\$ 455,412,009	\$ 359,167,559	\$ 220,973,800	\$ 342,533,549	\$ 410,071,774	\$ 442,831,675
List / Sell Ratio	90.98%	91.51%	94.25%	92.64%	90.74%	88.92%	86.43%	87.33%	89.26%	90.28%
Average Sales Price	\$1,365,390	\$1,393,778	\$1,380,722	\$1,385,422	\$1,409,944	\$1,414,046	\$1,389,772	\$1,364,675	\$1,376,080	\$1,383,849
Median Price					\$ 1,333,000	\$ 1,350,000	\$ 1,350,000	\$ 1,325,000	\$ 1,316,592	\$ 1,325,000
Average Days on Market	224	242	211	160	218	224	247	245	257	210
% Volume Compared to Previous Year	86.16%	205.98%	178.26%	59.55%	90.81%	78.87%	61.52%	155.01%	119.72%	107.99%
% ASP Compared to Previous Year	101.04%	102.08%	99.06%	100.34%	101.77%	100.29%	98.28%	98.19%	100.84%	100.56%

June Annual YTD Summary - Sales \$2M - \$5M

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	85	157	265	176	170	142	89	128	144	143
Total List Price	\$ 278,354,900	\$ 484,741,038	\$ 812,410,950	\$ 568,227,364	\$ 523,016,869	\$ 447,300,951	\$ 315,423,391	\$ 413,815,173	\$ 475,650,000	\$ 463,566,290
Told Sold Volume	\$ 255,770,134	\$ 451,273,250	\$ 758,853,763	\$ 519,645,377	\$ 475,801,924	\$ 398,688,787	\$ 268,181,500	\$ 365,935,051	\$ 418,526,493	\$ 415,735,929
List / Sell Ratio	91.89%	93.10%	93.41%	91.45%	90.97%	89.13%	85.02%	88.43%	87.99%	89.68%
Average Sales Price	\$3,009,060	\$2,874,352	\$2,863,599	\$2,952,531	\$2,798,835	\$2,807,668	\$3,013,275	\$2,858,868	\$2,906,434	\$2,907,244
Median Price					\$ 2,675,000	\$ 2,600,000	\$ 2,825,000	\$ 2,597,500	\$ 2,725,000	\$ 2,700,000
Average Days on Market	250	297	262	243	269	236	300	285	262	238
% Volume Compared to Previous Year	129.59%	176.44%	168.16%	68.48%	91.56%	83.79%	67.27%	136.45%	114.37%	99.33%
% ASP Compared to Previous Year	106.72%	95.52%	99.63%	103.11%	94.79%	100.32%	107.32%	94.88%	101.66%	100.03%

June Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	9	24	26	23	33	23	14	17	16	14
Total List Price	\$ 67,795,000	\$ 191,232,660	\$ 198,869,000	\$ 182,120,000	\$ 262,603,000	\$ 158,337,000	\$ 122,620,000	\$ 162,184,999	\$ 137,910,000	\$ 114,594,000
Told Sold Volume	\$ 64,275,000	\$ 171,922,660	\$ 185,274,362	\$ 166,954,515	\$ 235,224,468	\$ 144,132,500	\$ 102,090,000	\$ 136,347,000	\$ 123,655,000	\$ 100,000,000
List / Sell Ratio	94.81%	89.90%	93.16%	91.67%	89.57%	91.03%	83.26%	84.07%	89.66%	87.26%
Average Sales Price	\$7,141,667	\$7,163,444	\$7,125,937	\$7,258,892	\$7,128,014	\$6,266,630	\$7,292,143	\$8,020,412	\$7,728,438	\$7,142,857
Median Price					\$ 6,050,000	\$ 5,950,000	\$ 6,750,000	\$ 5,650,000	\$ 6,845,000	\$ 6,650,000
Average Days on Market	262	327	44	292	279	301	219	312	187	280
% Volume Compared to Previous Year	75.86%	267.48%	107.77%	90.11%	140.89%	54.89%	70.83%	133.56%	90.69%	80.87%
% ASP Compared to Previous Year	101.14%	100.30%	99.48%	101.87%	98.20%	87.92%	116.36%	109.99%	96.36%	92.42%

June Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	3765	5731	6761	3534	3064	3342	4342	5869	6228	6228
Total List Price	\$ 1,642,349,501	\$ 2,936,019,314	\$ 4,403,483,046	\$ 2,662,487,173	\$ 2,375,292,280	\$ 2,136,715,685	\$ 1,730,060,254	\$ 2,407,367,523	\$ 2,600,690,268	\$ 2,691,897,061
Told Sold Volume	\$ 1,540,934,180	\$ 2,767,237,480	\$ 4,219,821,943	\$ 2,500,739,035	\$ 2,175,758,883	\$ 1,920,606,887	\$ 1,533,185,089	\$ 2,172,198,492	\$ 2,364,268,619	\$ 2,470,111,308
List / Sell Ratio	93.82%	94.25%	95.83%	93.92%	91.60%	89.89%	88.62%	90.23%	90.91%	91.76%
Average Sales Price	\$409,279	\$482,854	\$624,142	\$707,623	\$710,104	\$574,688	\$353,106	\$370,114	\$379,619	\$396,614
Median Price					\$ 386,000	\$ 325,000	\$ 187,500	\$ 199,000	\$ 195,000	\$ 199,000
Average Days on Market	126	151	117	127	186	188	157	173	175	151
% Volume Compared to Previous Year	116.68%	179.58%	152.49%	59.26%	87.00%	80.86%	79.83%	141.68%	108.84%	104.48%
% ASP Compared to Previous Year	99.54%	117.98%	129.26%	113.38%	100.35%	80.93%	61.44%	104.82%	102.57%	104.48%