

12 MONTH ROLLING TOTALS

July Annual Rolling Totals Summary - Sales from \$0 - \$249,999								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	5003	2779	2664	4164	9,206	10,958	9,678	8,385
Total List Price	\$ 926,063,190	\$ 573,173,305	\$ 532,117,485	\$ 675,941,177	\$ 1,051,522,375	\$ 1,201,884,135	\$ 1,084,260,245	\$ 1,018,076,341
Told Sold Volume	\$ 914,156,139	\$ 559,261,987	\$ 509,003,970	\$ 633,342,541	\$ 1,005,620,018	\$ 1,153,114,916	\$ 1,032,903,501	\$ 973,155,897
List / Sell Ratio	98.71%	97.57%	95.66%	93.70%	95.63%	95.94%	95.26%	95.59%
Average Sales Price	\$182,722	\$201,246	\$191,068	\$152,100	\$109,235	\$105,230	\$106,727	\$116,059
Average Days on Market	88	102	128	132	116	124	133	127
% Volume Compared to Previous Year		61.18%	91.01%	124.43%	158.78%	114.67%	89.58%	94.22%
% ASP Compared to Previous Year		110.14%	94.94%	79.61%	71.82%	96.33%	101.42%	108.74%

July Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	3425	4209	2034	1416	1,225	1,353	1,228	1,478
Total List Price	\$ 1,188,605,808	\$ 1,399,102,960	\$ 710,494,735	\$ 520,734,187	\$ 437,025,014	\$ 482,523,252	\$ 437,095,896	\$ 525,424,241
Told Sold Volume	\$ 1,167,086,325	\$ 1,372,490,772	\$ 675,143,264	\$ 479,991,390	\$ 406,919,608	\$ 450,223,292	\$ 410,315,182	\$ 496,144,189
List / Sell Ratio	98.19%	98.10%	95.02%	92.18%	93.11%	93.31%	93.87%	94.43%
Average Sales Price	\$340,755	\$326,085	\$331,929	\$338,977	\$332,179	\$332,759	\$334,133	\$335,686
Average Days on Market	107	112	143	163	157	167	167	168
% Volume Compared to Previous Year		117.60%	49.19%	71.09%	84.78%	110.64%	91.14%	120.92%
% ASP Compared to Previous Year		95.69%	101.79%	102.12%	97.99%	100.17%	100.41%	100.46%

July Annual Rolling Totals Summary - Sales from \$500,000 to 749,999								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	822	787	453	287	213	204	203	216
Total List Price	\$ 508,287,130	\$ 490,386,433	\$ 291,155,176	\$ 185,075,303	\$ 140,637,305	\$ 132,296,355	\$ 129,641,521	\$ 135,525,880
Told Sold Volume	\$ 493,793,712	\$ 473,817,873	\$ 272,407,368	\$ 169,991,409	\$ 127,037,510	\$ 120,947,620	\$ 119,238,967	\$ 125,636,765
List / Sell Ratio	97.15%	96.62%	93.56%	91.85%	90.33%	91.42%	91.98%	92.70%
Average Sales Price	\$600,722	\$602,056	\$601,341	\$592,305	\$596,420	\$592,880	\$587,384	\$581,652
Average Days on Market	126	130	189	189	190	208	229	185
% Volume Compared to Previous Year		95.95%	57.49%	62.40%	74.73%	95.21%	98.59%	105.37%
% ASP Compared to Previous Year		100.22%	99.88%	98.50%	100.69%	99.41%	99.07%	99.02%

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July Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	222	264	132	73	60	58	63	54
Total List Price	\$ 194,221,486	\$ 233,574,971	\$ 120,057,971	\$ 67,831,248	\$ 58,178,994	\$ 55,006,885	\$ 58,252,039	\$ 49,779,005
Told Sold Volume	\$ 186,738,283	\$ 222,340,088	\$ 111,989,409	\$ 61,106,574	\$ 51,124,205	\$ 49,607,595	\$ 52,597,950	\$ 45,520,410
List / Sell Ratio	96.15%	95.19%	93.28%	90.09%	87.87%	90.18%	90.29%	91.44%
Average Sales Price	\$841,163	\$842,197	\$848,405	\$837,076	\$852,070	\$855,303	\$834,888	\$842,971
Average Days on Market	169	154	176	232	226	187	252	217
% Volume Compared to Previous Year		119.07%	50.37%	54.56%	83.66%	97.03%	106.03%	86.54%
% ASP Compared to Previous Year		100.12%	100.74%	98.66%	101.79%	100.38%	97.61%	100.97%

July Annual Rolling Totals Summary - All Sales \$1M +								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	135	178	107	80	58	34	59	61
Total List Price	\$ 216,862,040	\$ 295,909,871	\$ 183,387,675	\$ 155,464,657	\$ 99,564,599	\$ 61,627,701	\$ 96,984,964	\$ 105,332,200
Told Sold Volume	\$ 201,488,158	\$ 272,937,269	\$ 161,857,858	\$ 132,170,583	\$ 88,529,125	\$ 51,999,889	\$ 83,665,620	\$ 92,497,600
List / Sell Ratio	92.91%	92.24%	88.26%	85.02%	88.92%	84.38%	86.27%	87.82%
Average Sales Price	\$1,492,505	\$1,533,355	\$1,512,690	\$1,652,132	\$1,526,364	\$1,529,409	\$1,418,061	\$1,516,354
Average Days on Market	223	255	225	212	226	303	271	217
% Volume Compared to Previous Year		135.46%	59.30%	81.66%	66.98%	58.74%	160.90%	110.56%
% ASP Compared to Previous Year		102.74%	98.65%	109.22%	92.39%	100.20%	92.72%	106.93%

July Annual Rolling Totals Summary - Sales \$1M - \$2M								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	118	153	92	68	52	28	51	55
Total List Price	\$ 168,740,290	\$ 221,928,071	\$ 137,783,775	\$ 105,401,657	\$ 79,334,599	\$ 42,888,801	\$ 74,410,964	\$ 80,053,200
Told Sold Volume	\$ 156,856,290	\$ 205,847,269	\$ 123,257,858	\$ 89,590,583	\$ 68,570,500	\$ 35,749,889	\$ 64,090,620	\$ 70,897,600
List / Sell Ratio	92.96%	92.75%	89.46%	85.00%	86.43%	83.35%	86.13%	88.56%
Average Sales Price	\$1,329,291	\$1,345,407	\$1,339,759	\$1,317,509	\$1,318,663	\$1,276,782	\$1,256,679	\$1,289,047
Average Days on Market	228	240	217	214	230	329	234	207
% Volume Compared to Previous Year		131.23%	59.88%	72.69%	76.54%	52.14%	179.28%	110.62%
% ASP Compared to Previous Year		101.21%	99.58%	98.34%	100.09%	96.82%	98.43%	102.58%

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July Annual Rolling Totals Summary - Sales \$2M - \$5M								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	17	24	15	10	6	6	8	5
Total List Price	\$ 48,121,750	\$ 68,081,800	\$ 45,603,900	\$ 31,164,000	\$ 20,230,000	\$ 18,738,900	\$ 22,574,000	\$ 17,529,000
Told Sold Volume	\$ 44,631,868	\$ 62,090,000	\$ 38,600,000	\$ 27,350,000	\$ 17,392,625	\$ 16,250,000	\$ 19,575,000	\$ 14,250,000
List / Sell Ratio	92.75%	91.20%	84.64%	87.76%	85.97%	86.72%	86.71%	81.29%
Average Sales Price	\$2,625,404	\$2,587,083	\$2,573,333	\$2,735,000	\$2,898,771	\$2,708,333	\$2,446,875	\$2,850,000
Average Days on Market	187	360	277	176	187	178	502	356
% Volume Compared to Previous Year		139.12%	62.17%	70.85%	63.59%	93.43%	120.46%	72.80%
% ASP Compared to Previous Year		98.54%	99.47%	106.28%	105.99%	93.43%	90.35%	116.48%

July Annual Rolling Totals Summary - Sales \$5M +								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	0	1	0	2	0	0	0	1
Total List Price	\$ -	\$ 5,900,000	\$ -	\$ 18,899,000	\$ -	\$ -	\$ -	\$ 7,750,000
Told Sold Volume	\$ -	\$ 5,000,000	\$ -	\$ 15,230,000	\$ -	\$ -	\$ -	\$ 7,350,000
List / Sell Ratio		84.75%		80.59%	#DIV/0!	#DIV/0!	#DIV/0!	94.84%
Average Sales Price		\$5,000,000		\$7,615,000	#DIV/0!	#DIV/0!	#DIV/0!	\$7,350,000
Average Days on Market		74		355	#DIV/0!	#DIV/0!	#DIV/0!	114
% Volume Compared to Previous Year					0.00%	#DIV/0!	#DIV/0!	#DIV/0!
% ASP Compared to Previous Year					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

July Annual Rolling Totals Summary - Overall Sales								
	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	9607	8217	5390	6020	10762	12607	11231	10194
Total List Price	\$ 3,034,039,654	\$ 2,992,147,540	\$ 1,837,213,042	\$ 1,605,046,572	\$ 1,786,928,287	\$ 1,933,338,328	\$ 1,806,234,665	\$ 1,834,137,667
Told Sold Volume	\$ 2,963,262,617	\$ 2,900,847,989	\$ 1,730,401,869	\$ 1,476,602,497	\$ 1,676,664,466	\$ 1,825,893,312	\$ 1,698,721,220	\$ 1,732,954,861
List / Sell Ratio	97.67%	96.95%	94.19%	92.00%	93.83%	94.44%	94.05%	94.48%
Average Sales Price	\$308,448	\$353,030	\$321,039	\$245,283	\$155,795	\$144,832	\$151,253	\$169,998
Average Days on Market	102	115	142	144	124	131	140	135
% Volume Compared to Previous Year		97.89%	59.65%	85.33%	113.55%	108.90%	93.04%	102.02%
% ASP Compared to Previous Year		114.45%	90.94%	76.40%	63.52%	92.96%	104.43%	112.39%