

2012 FM-FB-CC YTD Summary -Jul

July Annual YTD Summary - Sales from \$0 = \$249,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	3554	3129	1494	1575	3089	6413	6505	6047	5163
Total List Price	\$ 577,555,225	\$ 598,949,191	\$ 314,417,732	\$ 307,027,654	\$ 480,386,248	\$ 694,900,441	\$ 712,696,777	\$ 689,364,892	\$ 646,012,686
Told Sold Volume	\$ 556,234,278	\$ 592,208,976	\$ 303,872,955	\$ 291,211,385	\$ 450,934,850	\$ 665,887,185	\$ 682,246,807	\$ 657,092,825	\$ 617,446,212
List / Sell Ratio	96.31%	98.87%	96.65%	94.85%	93.87%	95.82%	95.73%	95.32%	95.58%
Average Sales Price	\$ 156,509	\$ 189,265	\$ 203,396	\$ 184,896	\$ 145,981	\$ 103,834	\$ 104,880	\$ 108,664	\$ 119,591
Median Price				\$ 190,000	\$ 140,026	\$ 94,250	\$ 90,000	\$ 100,000	\$ 117,750
Average Days on Market	105	86	110	130	129	116	127	137	128
% Volume Compared to Previous Year		106.47%	51.31%	95.83%	154.85%	147.67%	102.46%	96.31%	93.97%
% ASP Compared to Previous Year		120.93%	107.47%	90.90%	78.95%	71.13%	101.01%	103.61%	110.06%

July Annual YTD Summary - Sales from \$250,000 - \$499,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1338	2580	2117	1038	936	770	795	837	970
Total List Price	\$ 473,872,465	\$ 891,761,283	\$ 707,511,249	\$ 371,760,245	\$ 345,068,497	\$ 276,584,656	\$ 283,892,620	\$ 298,115,013	\$ 346,707,790
Told Sold Volume	\$ 458,088,177	\$ 878,276,767	\$ 686,026,489	\$ 350,173,458	\$ 318,436,955	\$ 257,389,418	\$ 265,126,308	\$ 280,049,815	\$ 326,826,233
List / Sell Ratio	96.67%	98.49%	96.96%	94.19%	92.28%	93.06%	93.39%	93.94%	94.27%
Average Sales Price	\$ 342,368	\$ 340,417	\$ 324,056	\$ 337,354	\$ 340,210	\$ 334,272	\$ 333,492	\$ 334,588	\$ 336,934
Median Price				\$ 325,000	\$ 329,900	\$ 318,000	\$ 320,000	\$ 313,300	\$ 325,000
Average Days on Market	169	102	119	148	162	158	166	165	164
% Volume Compared to Previous Year		191.73%	78.11%	51.04%	90.94%	80.83%	103.01%	105.63%	116.70%
% ASP Compared to Previous Year		99.43%	95.19%	104.10%	100.85%	98.25%	99.77%	100.33%	100.70%

July Annual YTD Summary - Sales from \$500,000 to 749,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	299	649	377	276	195	128	137	147	162
Total List Price	\$ 183,653,986	\$ 402,374,168	\$ 236,328,451	\$ 176,368,382	\$ 126,985,741	\$ 84,812,183	\$ 88,879,905	\$ 93,391,235	\$ 101,217,086
Told Sold Volume	\$ 177,116,048	\$ 391,723,118	\$ 226,322,571	\$ 165,730,035	\$ 116,406,388	\$ 76,666,390	\$ 81,521,050	\$ 85,694,430	\$ 94,117,300
List / Sell Ratio	96.44%	97.35%	95.77%	93.97%	91.67%	90.40%	91.72%	91.76%	92.99%
Average Sales Price	\$ 592,361	\$ 603,580	\$ 600,325	\$ 600,471	\$ 596,956	\$ 598,956	\$ 595,044	\$ 582,955	\$ 580,971
Median Price				\$ 599,000	\$ 590,000	\$ 560,000	\$ 605,000	\$ 557,500	\$ 600,000
Average Days on Market	233	120	139	209	187	200	215	225	177
% Volume Compared to Previous Year		221.17%	57.78%	73.23%	70.24%	65.86%	106.33%	105.12%	109.83%
% ASP Compared to Previous Year		101.89%	99.46%	100.02%	99.41%	100.34%	99.35%	97.97%	99.66%

2012 FM-FB-CC YTD Summary -Jul

July Annual YTD Summary - Sales from \$750,000 - \$999,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	73	179	138	75	58	37	34	39	37
Total List Price	\$ 63,825,100	\$ 155,202,739	\$ 123,997,563	\$ 69,734,014	\$ 126,985,741	\$ 35,291,394	\$ 32,030,685	\$ 37,120,240	\$ 33,503,705
Told Sold Volume	\$ 60,312,550	\$ 150,097,084	\$ 116,646,224	\$ 63,750,379	\$ 116,406,388	\$ 31,539,400	\$ 29,083,095	\$ 32,857,400	\$ 30,905,410
List / Sell Ratio	94.50%	96.71%	94.07%	91.42%	91.67%	89.37%	90.80%	88.52%	92.24%
Average Sales Price	\$ 826,199	\$ 838,531	\$ 845,262	\$ 850,005	\$ 2,007,007	\$ 852,416	\$ 855,385	\$ 842,497	\$ 835,281
Median Price				\$ 840,000	\$ 830,000	\$ 875,000	\$ 857,500	\$ 905,000	\$ 820,000
Average Days on Market	212	158	166	169	629	231	155	242	231
% Volume Compared to Previous Year		248.87%	77.71%	54.65%	182.60%	27.09%	92.21%	112.98%	94.06%
% ASP Compared to Previous Year		101.49%	100.80%	100.56%	236.12%	42.47%	100.35%	98.49%	99.14%

July Annual YTD Summary - All Sales \$1M +									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	46	108	105	61	51	26	20	45	44
Total List Price	\$ 77,640,762	\$ 174,925,440	\$ 174,530,378	\$ 106,707,576	\$ 91,286,957	\$ 41,067,699	\$ 34,681,800	\$ 75,588,964	\$ 67,136,200
Told Sold Volume	\$ 70,490,127	\$ 162,836,158	\$ 160,886,344	\$ 96,520,308	\$ 78,338,000	\$ 37,907,625	\$ 29,361,739	\$ 65,834,620	\$ 59,157,500
List / Sell Ratio	90.79%	93.09%	92.18%	90.45%	85.82%	92.31%	84.66%	87.10%	88.12%
Average Sales Price	\$ 1,532,394	\$ 1,507,742	\$ 1,532,251	\$ 1,582,300	\$ 1,536,039	\$ 1,457,986	\$ 1,468,087	\$ 1,462,992	\$ 1,344,489
Median Price				\$ 1,400,000	\$ 1,325,000	\$ 1,200,000	\$ -	\$ 1	\$ 1,300,000
Average Days on Market	227	204	299	195	222	242	283	234	209
% Volume Compared to Previous Year		231.01%	98.80%	59.99%	81.16%	48.39%	77.46%	224.22%	89.86%
% ASP Compared to Previous Year		98.39%	101.63%	103.27%	97.08%	94.92%	100.69%	99.65%	91.90%

July Annual YTD Summary - Sales \$1M - \$2M									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	41	93	91	50	44	25	17	37	42
Total List Price	\$ 61,165,762	\$ 132,703,690	\$ 135,728,378	\$ 73,768,576	\$ 68,417,957	\$ 37,572,699	\$ 26,032,900	\$ 53,014,964	\$ 62,592,200
Told Sold Volume	\$ 55,067,330	\$ 123,804,290	\$ 125,161,344	\$ 66,805,308	\$ 58,503,000	\$ 32,444,000	\$ 21,361,739	\$ 46,259,620	\$ 54,957,500
List / Sell Ratio	90.03%	93.29%	92.21%	90.56%	85.51%	86.35%	82.06%	87.26%	87.80%
Average Sales Price	\$ 1,343,106	\$ 1,331,229	\$ 1,375,399	\$ 1,336,106	\$ 1,329,614	\$ 1,297,760	\$ 1,256,573	\$ 1,250,260	\$ 1,308,512
Median Price								\$ 1,300,000	\$ 1,300,000
Average Days on Market	228	207	282	190	231	244	321	176	214
% Volume Compared to Previous Year		224.82%	101.10%	53.38%	87.57%	55.46%	65.84%	216.55%	118.80%
% ASP Compared to Previous Year		99.12%	103.32%	97.14%	99.51%	97.60%	96.83%	99.50%	104.66%

2012 FM-FB-CC YTD Summary -Jul

July Annual YTD Summary - Sales \$2M - \$5M									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	5	15	14	11	6	1	3	8	2
Total List Price	\$ 16,475,000	\$ 42,221,750	\$ 38,802,000	\$ 32,939,000	\$ 16,870,000	\$ 3,495,000	\$ 8,648,900	\$ 22,574,000	\$ 4,544,000
Told Sold Volume	\$ 15,422,797	\$ 39,031,868	\$ 35,725,000	\$ 29,715,000	\$ 14,605,000	\$ 2,897,625	\$ 8,000,000	\$ 19,575,000	\$ 4,200,000
List / Sell Ratio	93.61%	92.44%	92.07%	90.21%	86.57%	82.91%	92.50%	86.71%	92.43%
Average Sales Price	\$ 3,084,559	\$ 2,602,125	\$ 2,551,786	\$ 2,701,364	\$ 2,434,167	\$ 2,897,625	\$ 2,666,667	\$ 2,446,875	\$ 2,100,000
Median Price								\$ 116,000	
Average Days on Market	220	183	410	218	164	192	64	502	115
% Volume Compared to Previous Year		253.08%	91.53%	83.18%	49.15%	19.84%	276.09%	244.69%	21.46%
% ASP Compared to Previous Year		84.36%	98.07%	105.86%	90.11%	119.04%	92.03%	91.76%	85.82%

July Annual YTD Summary - Sales \$5M +									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	0	0	0	0	1	0	0	0	0
Total List Price	\$ -	\$ -	\$ -	\$ -	\$ 5,999,000	\$ -	\$ -	\$ -	\$ -
Told Sold Volume	\$ -	\$ -	\$ -	\$ -	\$ 5,230,000	\$ -	\$ -	\$ -	\$ -
List / Sell Ratio					87.18%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Average Sales Price					\$ 5,230,000	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Median Price									
Average Days on Market		0			193	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
% Volume Compared to Previous Year					#DIV/0!	0.00%	#DIV/0!	#DIV/0!	#DIV/0!
% ASP Compared to Previous Year					#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

July Annual YTD Summary - Overall Sales									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	5310	6645	4231	3025	4329	7374	7491	7115	6376
Total List Price	\$ 1,376,547,538	\$ 2,223,212,821	\$ 1,556,785,373	\$ 1,031,597,871	\$ 1,170,713,184	\$ 1,132,656,373	\$ 1,152,181,787	\$ 1,193,580,344	\$ 1,194,577,467
Told Sold Volume	\$ 1,322,241,180	\$ 2,175,142,103	\$ 1,493,754,583	\$ 967,385,565	\$ 1,080,522,581	\$ 1,066,824,018	\$ 1,087,338,999	\$ 1,121,529,090	\$ 1,128,452,655
List / Sell Ratio	96.05%	97.84%	95.95%	93.78%	92.30%	94.19%	94.37%	93.96%	94.46%
Average Sales Price	\$ 249,010	\$ 327,335	\$ 353,050	\$ 319,797	\$ 249,601	\$ 144,674	\$ 145,153	\$ 157,629	\$ 176,984
Median Price				\$ 245,000	\$ 172,000	\$ 102,000	\$ 105,000	\$ 97,500	\$ 129,900
Average Days on Market	131	99	123	146	141	123	133	144	0
% Volume Compared to Previous Year		164.50%	68.67%	64.76%	111.70%	98.73%	101.92%	103.14%	100.62%
% ASP Compared to Previous Year		131.45%	107.86%	90.58%	78.05%	57.96%	100.33%	108.60%	112.28%