

2012 FM-FB-CC YTD Summary - Aug

August Annual YTD Summary - Sales from \$0 = \$249,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	3921	3511	1733	1796	3601	7344	7302	6801	5781
Total List Price	\$ 641,478,201	\$ 671,866,734	\$ 365,040,405	\$ 348,775,887	\$ 551,422,209	\$ 797,005,370	\$ 796,495,485	\$ 774,989,656	\$ 724,222,718
Told Sold Volume	\$ 619,132,074	\$ 664,308,677	\$ 352,997,963	\$ 330,697,998	\$ 518,439,883	\$ 763,616,935	\$ 762,229,145	\$ 738,966,533	\$ 692,523,457
List / Sell Ratio	96.52%	98.88%	96.70%	94.82%	94.02%	95.81%	95.70%	95.35%	95.62%
Average Sales Price	\$ 157,902	\$ 189,208	\$ 203,692	\$ 184,130	\$ 143,971	\$ 103,978	\$ 104,386	\$ 108,656	\$ 119,793
Median Price				\$ 190,000	\$ 133,900	\$ 96,985	\$ 88,500	\$ 95,000	\$ 99,900
Average Days on Market	105	86	112	132	127	115	126	136	128
% Volume Compared to Previous Year		107.30%	53.14%	93.68%	156.77%	147.29%	99.82%	96.95%	93.72%
% ASP Compared to Previous Year		119.83%	107.66%	90.40%	78.19%	72.22%	100.39%	104.09%	110.25%

August Annual YTD Summary - Sales from \$250,000 - \$499,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1504	3055	2352	1161	1050	856	861	946	1093
Total List Price	\$ 531,913,637	\$ 1,049,454,677	\$ 785,019,918	\$ 415,480,507	\$ 383,932,782	\$ 307,759,906	\$ 308,082,353	\$ 334,922,396	\$ 390,346,870
Told Sold Volume	\$ 514,429,827	\$ 1,037,173,847	\$ 761,040,686	\$ 390,500,426	\$ 354,944,554	\$ 286,236,577	\$ 287,775,338	\$ 315,190,777	\$ 368,221,872
List / Sell Ratio	96.71%	98.83%	96.95%	93.99%	92.45%	93.01%	93.41%	94.11%	94.33%
Average Sales Price	\$ 342,041	\$ 339,500	\$ 323,572	\$ 336,348	\$ 338,042	\$ 334,389	\$ 334,234	\$ 333,183	\$ 336,891
Median Price				\$ 325,000	\$ 325,000	\$ 325,000	\$ 345,000	\$ 305,000	\$ 325,000
Average Days on Market	164	102	120	152	163	157	165	165	164
% Volume Compared to Previous Year		201.62%	73.38%	51.31%	90.89%	80.64%	100.54%	109.53%	116.83%
% ASP Compared to Previous Year		99.26%	95.31%	103.95%	100.50%	98.92%	99.95%	99.69%	101.11%

August Annual YTD Summary - Sales from \$500,000 to 749,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	323	742	426	297	214	141	149	159	181
Total List Price	\$ 198,364,411	\$ 459,868,178	\$ 267,461,190	\$ 189,359,567	\$ 139,329,138	\$ 93,033,783	\$ 97,457,705	\$ 100,674,925	\$ 112,501,085
Told Sold Volume	\$ 191,057,873	\$ 447,634,098	\$ 255,514,643	\$ 177,830,735	\$ 127,617,638	\$ 84,379,790	\$ 89,065,050	\$ 92,618,395	\$ 104,945,800
List / Sell Ratio	96.32%	97.34%	95.53%	93.91%	91.59%	90.70%	91.39%	92.00%	93.28%
Average Sales Price	\$ 591,510	\$ 603,280	\$ 599,800	\$ 598,757	\$ 596,344	\$ 598,438	\$ 597,752	\$ 582,506	\$ 579,811
Median Price				\$ 595,000	\$ 590,000	\$ 595,000	\$ 635,000	\$ 561,000	\$ 600,000
Average Days on Market	228	119	141	207	191	197	222	218	180
% Volume Compared to Previous Year		234.29%	57.08%	69.60%	71.76%	66.12%	105.55%	103.99%	113.31%
% ASP Compared to Previous Year		101.99%	99.42%	99.83%	99.60%	100.35%	99.89%	97.45%	99.54%

2012 FM-FB-CC YTD Summary - Aug

August Annual YTD Summary - Sales from \$750,000 - \$999,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	78	205	157	80	65	39	38	42	42
Total List Price	\$ 68,403,100	\$ 177,429,239	\$ 140,050,864	\$ 74,126,814	\$ 139,329,138	\$ 37,101,394	\$ 35,551,685	\$ 39,859,040	\$ 38,376,605
Told Sold Volume	\$ 64,637,550	\$ 171,810,784	\$ 132,366,224	\$ 67,869,379	\$ 127,617,638	\$ 33,231,900	\$ 32,248,095	\$ 35,332,400	\$ 35,432,076
List / Sell Ratio	94.50%	96.83%	94.51%	91.56%	91.59%	89.57%	90.71%	88.64%	92.33%
Average Sales Price	\$ 828,687	\$ 838,101	\$ 843,097	\$ 848,367	\$ 1,963,348	\$ 852,100	\$ 848,634	\$ 841,248	\$ 843,621
Median Price				\$ 837,500	\$ 832,500	\$ 846,250	\$ 795,000	\$ 860,000	\$ 820,000
Average Days on Market	216	150	163	173	630	232	163	248	227
% Volume Compared to Previous Year		265.81%	77.04%	51.27%	188.03%	26.04%	97.04%	109.56%	100.28%
% ASP Compared to Previous Year		101.14%	100.60%	100.63%	231.43%	43.40%	99.59%	99.13%	100.28%

August Annual YTD Summary - All Sales \$1M +									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	54	128	119	65	60	28	23	50	45
Total List Price	\$ 91,279,662	\$ 208,096,240	\$ 198,207,278	\$ 116,538,576	\$ 106,281,157	\$ 46,262,699	\$ 39,771,800	\$ 84,323,064	\$ 68,311,200
Told Sold Volume	\$ 82,582,127	\$ 193,681,158	\$ 182,005,394	\$ 104,850,308	\$ 91,983,000	\$ 42,057,625	\$ 33,546,739	\$ 73,624,720	\$ 60,257,500
List / Sell Ratio	90.47%	93.07%	91.83%	89.97%	86.55%	90.91%	84.35%	87.31%	88.21%
Average Sales Price	\$ 1,529,299	\$ 1,513,134	\$ 1,529,457	\$ 1,613,082	\$ 1,533,050	\$ 1,502,058	\$ 1,458,554	\$ 1,472,494	\$ 1,339,056
Median Price				\$ 1,400,000	\$ 1,300,000	\$ 2,075,000	\$ 1,300,000	\$ 1	\$ 1,300,000
Average Days on Market	240	200	309	194	232	237	284	233	208
% Volume Compared to Previous Year		234.53%	93.97%	57.61%	87.73%	45.72%	79.76%	219.47%	81.84%
% ASP Compared to Previous Year		98.94%	101.08%	105.47%	95.04%	97.98%	97.10%	100.96%	90.94%

August Annual YTD Summary - Sales \$1M - \$2M									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	48	109	103	53	52	26	20	41	43
Total List Price	\$ 71,304,662	\$ 153,929,690	\$ 154,535,278	\$ 79,000,576	\$ 80,417,157	\$ 39,872,699	\$ 31,122,900	\$ 57,754,064	\$ 63,767,200
Told Sold Volume	\$ 63,959,330	\$ 143,679,290	\$ 141,905,394	\$ 71,135,308	\$ 69,253,000	\$ 33,944,000	\$ 25,546,739	\$ 50,799,720	\$ 56,057,500
List / Sell Ratio	89.70%	93.34%	91.83%	90.04%	86.12%	85.13%	82.08%	87.96%	87.91%
Average Sales Price	\$ 1,332,486	\$ 1,318,159	\$ 1,377,722	\$ 1,342,176	\$ 1,331,788	\$ 1,305,538	\$ 1,277,337	\$ 1,239,018	\$ 1,303,663
Median Price								\$ 1,150,000	\$ 1,300,000
Average Days on Market	245	200	290	190	235	243	317	170	212
% Volume Compared to Previous Year		224.64%	98.77%	50.13%	97.35%	49.01%	75.26%	198.85%	110.35%
% ASP Compared to Previous Year		98.92%	104.52%	97.42%	99.23%	98.03%	97.84%	97.00%	105.22%

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August Annual YTD Summary - Sales \$2M - \$5M									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	6	19	16	12	7	2	3	9	2
Total List Price	\$ 19,975,000	\$ 54,166,550	\$ 43,672,000	\$ 37,538,000	\$ 19,865,000	\$ 6,390,000	\$ 8,648,900	\$ 26,569,000	\$ 4,544,000
Told Sold Volume	\$ 18,622,797	\$ 50,001,868	\$ 40,100,000	\$ 33,715,000	\$ 17,500,000	\$ 5,547,625	\$ 8,000,000	\$ 22,825,000	\$ 4,200,000
List / Sell Ratio	93.23%	92.31%	91.82%	89.82%	88.09%	86.82%	92.50%	85.91%	92.43%
Average Sales Price	\$ 3,103,800	\$ 2,631,677	\$ 2,506,250	\$ 2,809,583	\$ 2,500,000	\$ 2,773,813	\$ 2,666,667	\$ 2,536,111	\$ 2,100,000
Median Price							\$ 110,000		
Average Days on Market	196	198	432	210	219	150	64	520	115
% Volume Compared to Previous Year		268.50%	80.20%	84.08%	51.91%	31.70%	144.21%	285.31%	18.40%
% ASP Compared to Previous Year		84.79%	95.23%	112.10%	88.98%	110.95%	96.14%	95.10%	82.80%

August 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							\$ 111,500		
Average Days on Market					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!

August Annual YTD Summary - Overall Sales									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	5880	7641	4787	3399	4990	8408	8373	7998	7142
Total List Price	\$ 1,531,439,011	\$ 2,566,715,068	\$ 1,755,779,655	\$ 1,144,281,351	\$ 1,320,294,424	\$ 1,281,163,152	\$ 1,277,359,028	\$ 1,334,769,081	\$ 1,333,758,478
Told Sold Volume	\$ 1,471,839,451	\$ 2,514,608,564	\$ 1,683,924,910	\$ 1,071,748,846	\$ 1,220,602,713	\$ 1,206,956,827	\$ 1,204,864,367	\$ 1,255,732,825	\$ 1,261,380,705
List / Sell Ratio	96.11%	97.97%	95.91%	93.66%	92.45%	94.21%	94.32%	94.08%	94.57%
Average Sales Price	\$ 250,313	\$ 329,094	\$ 351,770	\$ 315,313	\$ 244,610	\$ 143,549	\$ 143,899	\$ 157,006	\$ 176,614
Median Price				\$ 242,500	\$ 168,000	\$ 102,200	\$ 100,000	\$ 97,500	\$ 130,000
Average Days on Market	130	99	125	148	140	122	132	143	136
% Volume Compared to Previous Year		170.85%	66.97%	63.65%	113.89%	98.88%	99.83%	104.22%	100.45%
% ASP Compared to Previous Year		131.47%	106.89%	89.64%	77.58%	58.68%	100.24%	109.11%	112.49%