

2012 FM-FB-CC YTD Summary - Sep

September Annual YTD Summary - Sales from \$0 = \$249,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	4246	3814	1977	2011	4166	8204	8021	7502	6380
Total List Price	\$ 696,755,114	\$ 733,168,666	\$ 416,301,531	\$ 389,343,173	\$ 627,222,636	\$ 890,459,542	\$ 875,846,575	\$ 854,272,415	\$ 801,912,695
Told Sold Volume	\$ 673,391,575	\$ 724,936,371	\$ 402,690,040	\$ 368,270,231	\$ 590,401,204	\$ 854,441,417	\$ 837,300,943	\$ 814,985,744	\$ 767,022,898
List / Sell Ratio	96.65%	98.88%	96.73%	94.59%	94.13%	95.96%	95.60%	95.40%	95.65%
Average Sales Price	\$ 158,594	\$ 190,072	\$ 203,687	\$ 183,128	\$ 141,719	\$ 104,149	\$ 104,389	\$ 108,636	\$ 120,223
Median Price				\$ 189,000	\$ 137,650	\$ 94,000	\$ 91,000	\$ 95,000	\$ 99,900
Average Days on Market	103	87	112	133	126	117	126	136	116
% Volume Compared to Previous Year		107.65%	55.55%	91.45%	160.32%	144.72%	97.99%	97.33%	94.11%
% ASP Compared to Previous Year		119.85%	107.16%	89.91%	77.39%	73.49%	100.23%	104.07%	110.67%

September Annual YTD Summary - Sales from \$250,000 - \$499,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1641	3536	2536	1232	1135	962	945	1057	1190
Total List Price	\$ 580,977,869	\$ 1,207,095,378	\$ 847,223,584	\$ 441,619,059	\$ 414,630,691	\$ 344,614,342	\$ 338,538,858	\$ 374,589,674	\$ 424,116,997
Told Sold Volume	\$ 562,189,108	\$ 1,193,059,653	\$ 820,655,006	\$ 414,564,223	\$ 383,441,082	\$ 320,831,721	\$ 315,858,993	\$ 352,685,056	\$ 400,194,842
List / Sell Ratio	96.77%	98.84%	96.86%	93.87%	92.48%	93.10%	93.30%	94.15%	94.36%
Average Sales Price	\$ 342,589	\$ 337,404	\$ 323,602	\$ 336,497	\$ 337,834	\$ 333,505	\$ 334,242	\$ 333,666	\$ 336,298
Median Price				\$ 325,000	\$ 325,000	\$ 319,500	\$ 319,500	\$ 322,500	\$ 325,000
Average Days on Market	161	101	121	153	162	158	164	164	151
% Volume Compared to Previous Year		212.22%	68.79%	50.52%	92.49%	83.67%	98.45%	111.66%	113.47%
% ASP Compared to Previous Year		98.49%	95.91%	103.98%	100.40%	98.72%	100.22%	99.83%	100.79%

September Annual YTD Summary - Sales from \$500,000 to 749,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	356	842	460	316	232	161	162	173	199
Total List Price	\$ 218,691,411	\$ 522,040,704	\$ 289,666,722	\$ 201,110,025	\$ 151,572,438	\$ 105,517,783	\$ 105,312,369	\$ 109,828,725	\$ 124,221,724
Told Sold Volume	\$ 210,640,307	\$ 508,095,421	\$ 275,948,143	\$ 188,654,608	\$ 138,702,538	\$ 95,804,540	\$ 96,649,050	\$ 101,012,395	\$ 115,813,700
List / Sell Ratio	96.32%	97.33%	95.26%	93.81%	91.51%	90.79%	91.77%	91.97%	93.23%
Average Sales Price	\$ 591,686	\$ 603,439	\$ 599,887	\$ 597,008	\$ 597,856	\$ 595,059	\$ 596,599	\$ 583,887	\$ 581,978
Median Price				\$ 594,900	\$ 590,000	\$ 557,500	\$ 575,000	\$ 575,000	\$ 600,000
Average Days on Market	222	120	142	210	190	200	225	217	163
% Volume Compared to Previous Year		241.21%	54.31%	68.37%	73.52%	69.07%	100.88%	104.51%	114.65%
% ASP Compared to Previous Year		101.99%	99.41%	99.52%	100.14%	99.53%	100.26%	97.87%	99.67%

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September Annual YTD Summary - Sales from \$750,000 - \$999,999									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	84	238	168	85	70	44	43	46	46
Total List Price	\$ 73,738,947	\$ 205,650,129	\$ 151,266,990	\$ 78,548,713	\$ 151,572,438	\$ 42,118,294	\$ 40,270,485	\$ 43,693,040	\$ 42,319,605
Told Sold Volume	\$ 69,637,550	\$ 199,156,748	\$ 142,372,924	\$ 72,108,453	\$ 138,702,538	\$ 37,699,900	\$ 36,369,395	\$ 38,977,400	\$ 38,832,076
List / Sell Ratio	94.44%	96.84%	94.12%	91.80%	91.51%	89.51%	90.31%	89.21%	91.76%
Average Sales Price	\$ 829,018	\$ 836,793	\$ 847,458	\$ 848,335	\$ 1,981,465	\$ 856,816	\$ 845,800	\$ 847,335	\$ 844,176
Median Price				\$ 835,000	\$ 827,500	\$ 900,000	\$ 800,000	\$ 850,000	\$ 820,000
Average Days on Market	219	153	168	171	631	240	161	241	207
% Volume Compared to Previous Year		285.99%	71.49%	50.65%	192.35%	27.18%	96.47%	107.17%	99.63%
% ASP Compared to Previous Year		100.94%	101.27%	100.10%	233.57%	43.24%	98.71%	100.18%	99.63%

September Annual YTD Summary - All Sales \$1M +									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	61	138	127	71	67	30	27	54	50
Total List Price	\$ 102,516,562	\$ 223,795,140	\$ 214,892,178	\$ 125,920,476	\$ 119,436,057	\$ 48,622,699	\$ 47,346,800	\$ 90,010,964	\$ 78,371,100
Told Sold Volume	\$ 93,222,127	\$ 208,448,158	\$ 194,285,394	\$ 112,625,308	\$ 103,230,500	\$ 44,221,125	\$ 39,296,739	\$ 78,624,720	\$ 69,242,500
List / Sell Ratio	90.93%	93.14%	90.41%	89.44%	86.43%	90.95%	83.00%	87.35%	88.35%
Average Sales Price	\$ 1,528,232	\$ 1,510,494	\$ 1,529,806	\$ 1,586,272	\$ 1,540,754	\$ 1,474,038	\$ 1,455,435	\$ 1,456,013	\$ 1,384,850
Median Price				\$ 1,400,000	\$ 1,300,000	\$ 1,081,750	\$ 1,800,000	\$ 1,212,500	\$ 1,272,500
Average Days on Market	246	198	310	196	225	248	281	234	187
% Volume Compared to Previous Year		223.60%	93.21%	57.97%	91.66%	42.84%	88.86%	200.08%	88.07%
% ASP Compared to Previous Year		98.84%	101.28%	103.69%	97.13%	95.67%	98.74%	100.04%	95.11%

September Annual YTD Summary - Sales \$1M - \$2M									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	54	117	109	59	58	28	24	45	47
Total List Price	\$ 80,141,562	\$ 165,138,590	\$ 163,425,278	\$ 88,382,476	\$ 89,082,057	\$ 42,232,699	\$ 38,697,900	\$ 63,441,964	\$ 78,371,100
Told Sold Volume	\$ 72,199,330	\$ 154,051,290	\$ 149,675,394	\$ 78,910,308	\$ 76,700,500	\$ 36,107,500	\$ 31,296,739	\$ 55,799,720	\$ 69,242,500
List / Sell Ratio	90.09%	93.29%	91.59%	89.28%	86.10%	85.50%	80.87%	87.95%	88.35%
Average Sales Price	\$ 1,337,025	\$ 1,316,678	\$ 1,373,169	\$ 1,337,463	\$ 1,322,422	\$ 1,289,554	\$ 1,304,031	\$ 1,239,994	\$ 1,473,245
Median Price								\$ 1,212,500	\$ 1,272,500
Average Days on Market	249	197	292	193	228	255	308	176	194
% Volume Compared to Previous Year		213.37%	97.16%	52.72%	97.20%	47.08%	86.68%	178.29%	124.09%
% ASP Compared to Previous Year		98.48%	104.29%	97.40%	98.88%	97.51%	101.12%	95.09%	118.81%

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September Annual YTD Summary - Sales \$2M - \$5M									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	7	21	18	12	8	2	3	9	3
Total List Price	\$ 22,375,000	\$ 58,656,550	\$ 51,466,900	\$ 37,538,000	\$ 24,355,000	\$ 6,390,000	\$ 8,648,900	\$ 26,569,000	\$ 7,819,000
Told Sold Volume	\$ 21,022,797	\$ 54,396,868	\$ 44,610,000	\$ 33,715,000	\$ 21,300,000	\$ 5,547,625	\$ 8,000,000	\$ 22,825,000	\$ 7,125,000
List / Sell Ratio	93.96%	92.74%	86.68%	89.82%	87.46%	86.82%	92.50%	85.91%	91.12%
Average Sales Price	\$ 3,003,257	\$ 2,590,327	\$ 2,478,333	\$ 2,809,583	\$ 2,662,500	\$ 2,773,813	\$ 2,666,667	\$ 2,536,111	\$ 2,375,000
Median Price								\$ 112,000	\$ 130,300
Average Days on Market	218	209	416	210	209	150	64	520	77
% Volume Compared to Previous Year		258.75%	82.01%	75.58%	63.18%	26.05%	144.21%	285.31%	31.22%
% ASP Compared to Previous Year		86.25%	95.68%	113.37%	94.76%	104.18%	96.14%	95.10%	93.65%

September 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					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!

September Annual YTD Summary - Overall Sales									
	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	6388	8568	5268	3715	5670	9401	9198	8832	7865
Total List Price	\$ 1,672,679,903	\$ 2,891,750,017	\$ 1,919,351,005	\$ 1,236,541,446	\$ 1,464,434,260	\$ 1,431,332,660	\$ 1,407,315,087	\$ 1,472,394,818	\$ 1,478,761,121
Told Sold Volume	\$ 1,609,080,667	\$ 2,833,696,351	\$ 1,835,951,507	\$ 1,156,222,823	\$ 1,354,477,862	\$ 1,350,432,703	\$ 1,325,475,120	\$ 1,386,285,315	\$ 1,398,231,016
List / Sell Ratio	96.20%	97.99%	95.65%	93.50%	92.49%	94.35%	94.18%	94.15%	94.55%
Average Sales Price	\$ 251,891	\$ 330,730	\$ 348,510	\$ 311,231	\$ 238,885	\$ 143,648	\$ 144,105	\$ 156,962	\$ 177,779
Median Price				\$ 239,900	\$ 164,000	\$ 102,000	\$ 100,000	\$ 97,500	\$ 130,000
Average Days on Market	128	99	126	148	139	123	133	142	123
% Volume Compared to Previous Year		176.11%	64.79%	62.98%	117.15%	99.70%	98.15%	104.59%	100.86%
% ASP Compared to Previous Year		131.30%	105.38%	89.30%	76.75%	60.13%	100.32%	108.92%	113.26%