

January Annual Rolling Totals Summary - Sales from \$0 - \$249,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2012
Number of Sales	4003	4153	4080	1347	733	1147	2798	5788	6296	6491	6496
Total List Price	\$ 663,479,261.00	\$ 734,061,341.00	\$ 762,638,130	\$ 280,868,427	\$ 150,992,448	\$ 234,493,510	\$ 492,692,880	\$ 809,770,978	\$ 886,725,702	\$ 929,579,065	\$ 985,089,140
Told Sold Volume	\$ 637,376,368.00	\$ 700,109,976.00	\$ 738,670,878	\$ 273,167,453	\$ 141,976,333	\$ 212,775,221	\$ 449,798,027	\$ 753,973,677	\$ 831,181,796	\$ 868,947,866	\$ 930,273,476
List / Sell Ratio	96.07%	95.37%	96.86%	97.26%	94.03%	90.74%	91.29%	93.11%	93.74%	93.48%	94.44%
Average Sales Price	\$159,224.67	\$168,579.33	\$181,047	\$202,797	\$193,692	\$185,506	\$160,757	\$130,265	\$132,017	\$133,870	\$143,207
Average Days on Market	87	114	108	88	138	169	147	135	144	154	148
% Volume Compared to Previous Year	113.68%	109.84%	105.51%	36.98%	51.97%	149.87%	211.40%	167.62%	110.24%	104.54%	107.06%
% ASP Compared to Previous Year	108.23%	105.88%	107.40%	112.01%	95.51%	95.77%	86.66%	81.03%	101.35%	101.40%	106.98%

January Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2012
Number of Sales	802	1999	3595	5462	2683	2130	1967	1973	2091	2262	2622
Total List Price	\$ 285,856,193.00	\$ 711,544,207.00	\$ 1,281,770,395	\$ 1,998,068,200	\$ 1,002,231,111	\$ 796,187,897	\$ 741,746,735	\$ 737,523,753	\$ 778,052,380	\$ 852,417,663	\$ 978,399,271
Told Sold Volume	\$ 272,211,236.00	\$ 681,367,297.00	\$ 1,236,811,613	\$ 1,952,847,863	\$ 955,444,238	\$ 736,585,502	\$ 675,906,113	\$ 673,330,349	\$ 717,921,528	\$ 787,072,451	\$ 915,830,505
List / Sell Ratio	95.23%	95.76%	96.49%	97.74%	95.33%	92.51%	91.12%	91.30%	92.27%	92.33%	93.60%
Average Sales Price	\$339,415.51	\$340,854.08	\$344,037	\$357,533	\$356,110	\$345,815	\$343,623	\$341,272	\$343,339	\$347,954	\$342,751
Average Days on Market	97	151	130	89	126	171	188	195	183	184	182
% Volume Compared to Previous Year	130.62%	250.31%	181.52%	157.89%	48.93%	77.09%	91.76%	99.62%	106.62%	109.63%	116.36%
% ASP Compared to Previous Year	99.02%	100.42%	100.93%	103.92%	99.60%	97.11%	99.37%	99.32%	100.61%	101.34%	98.50%

January Annual Rolling Totals Summary - Sales from \$500,000 to \$749,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2012
Number of Sales	550	605	1126	1895	868	715	674	609	659	725	926
Total List Price	\$ 351,200,503.00	\$ 389,576,520.00	\$ 722,398,024	\$ 1,176,307,001	\$ 550,803,354	\$ 463,932,013	\$ 449,044,289	\$ 403,002,723	\$ 433,364,276	\$ 475,294,521	\$ 598,027,762
Told Sold Volume	\$ 332,883,607.00	\$ 368,569,218.00	\$ 686,763,377	\$ 1,144,954,170	\$ 519,858,569	\$ 429,204,896	\$ 404,889,365	\$ 363,223,711	\$ 395,102,447	\$ 435,710,891	\$ 556,965,765
List / Sell Ratio	94.78%	94.61%	95.07%	97.33%	94.38%	92.51%	90.17%	90.13%	91.17%	91.67%	93.13%
Average Sales Price	\$605,242.92	\$609,205.32	\$609,914	\$604,197	\$598,915	\$600,287	\$600,726	\$596,426	\$599,548	\$600,981	\$601,475
Average Days on Market	145	195	178	122	136	184	211	215	229	212	199
% Volume Compared to Previous Year	115.37%	110.72%	186.33%	166.72%	45.40%	82.56%	94.33%	89.71%	108.78%	110.28%	127.83%
% ASP Compared to Previous Year	100.05%	100.65%	100.12%	99.06%	99.13%	100.23%	100.07%	99.28%	100.52%	100.24%	100.08%

January Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2012
Number of Sales	260	292	558	843	421	359	263	251	282	323	383
Total List Price	\$ 243,029,313.00	\$ 269,180,354.00	\$ 499,522,294	\$ 748,720,244	\$ 378,764,785	\$ 336,309,079	\$ 253,024,746	\$ 244,161,657	\$ 266,608,089	\$ 304,432,007	\$ 357,215,909
Told Sold Volume	\$ 221,328,889.00	\$ 250,733,620.00	\$ 477,164,478	\$ 724,804,189	\$ 358,833,012	\$ 305,927,987	\$ 224,146,051	\$ 213,393,956	\$ 239,851,014	\$ 276,213,379	\$ 329,428,906
List / Sell Ratio	91.07%	93.15%	95.52%	96.81%	94.74%	90.97%	88.59%	87.40%	89.96%	90.73%	92.22%
Average Sales Price	\$851,264.96	\$858,676.78	\$855,133	\$859,791	\$852,335	\$852,167	\$852,266	\$850,175	\$850,536	\$855,150	\$860,128
Average Days on Market	160	215	211	149	151	200	210	257	244	211	219
% Volume Compared to Previous Year	97.31%	113.29%	190.31%	151.90%	49.51%	85.26%	73.27%	95.20%	112.40%	115.16%	119.27%
% ASP Compared to Previous Year	98.81%	100.87%	99.59%	100.54%	99.13%	99.98%	100.01%	99.75%	100.04%	100.54%	100.58%

January Annual Rolling Totals Summary - All Sales \$1M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2012
Number of Sales	477	499	910	1403	840	807	596	512	635	699	726
Total List Price	\$ 1,043,163,796.00	\$ 1,184,552,635.00	\$ 2,001,760,085	\$ 2,979,929,274	\$ 1,986,343,632	\$ 1,935,941,831	\$ 1,439,671,800	\$ 1,315,342,713	\$ 1,573,798,692	\$ 1,660,764,982	\$ 1,769,003,124
Told Sold Volume	\$ 934,876,570.00	\$ 1,072,819,548.00	\$ 1,836,974,124	\$ 2,796,345,843	\$ 1,817,262,486	\$ 1,742,124,551	\$ 1,268,645,592	\$ 1,129,265,355	\$ 1,366,457,504	\$ 1,468,433,490	\$ 1,588,677,288
List / Sell Ratio	89.62%	90.57%	91.77%	93.84%	91.49%	89.99%	88.12%	85.85%	86.83%	88.42%	89.81%
Average Sales Price	\$1,959,908.95	\$2,149,938.97	\$2,018,653	\$1,993,119	\$2,163,408	\$2,158,766	\$2,128,600	\$2,205,596	\$2,151,902	\$2,100,763	\$2,188,261
Average Days on Market	198	282	263	228	227	253	247	269	263	265	265
% Volume Compared to Previous Year	127.60%	114.76%	171.23%	152.23%	64.99%	95.87%	72.82%	89.01%	121.00%	107.46%	108.19%
% ASP Compared to Previous Year	88.81%	109.70%	93.89%	98.74%	108.54%	99.79%	98.60%	103.62%	97.57%	97.62%	104.17%

January Annual Rolling Totals Summary - Sales \$1M - \$2M

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2012
Number of Sales	333	321	609	956	532	502	363	324	411	461	514
Total List Price	\$ 493,800,796.00	\$ 480,790,735.00	\$ 917,916,827	\$ 1,393,151,894	\$ 811,051,233	\$ 770,951,044	\$ 582,307,067	\$ 509,454,813	\$ 643,172,020	\$ 707,129,483	\$ 791,783,334
Told Sold Volume	\$ 451,286,270.00	\$ 438,713,579.00	\$ 845,919,524	\$ 1,315,524,643	\$ 742,853,819	\$ 692,691,564	\$ 512,303,621	\$ 435,296,115	\$ 561,322,693	\$ 630,169,333	\$ 714,134,122
List / Sell Ratio	91.39%	91.25%	92.16%	94.43%	91.59%	89.85%	87.98%	85.44%	87.27%	89.12%	90.19%
Average Sales Price	\$1,355,214.02	\$1,366,708.97	\$1,389,030	\$1,376,072	\$1,396,342	\$1,379,864	\$1,411,305	\$1,343,507	\$1,365,749	\$1,366,962	\$1,389,366
Average Days on Market	194	260	246	207	185	235	234	244	246	262	239
% Volume Compared to Previous Year	151.97%	97.21%	192.82%	155.51%	56.47%	93.25%	73.96%	84.97%	128.95%	112.27%	113.32%
% ASP Compared to Previous Year	99.49%	100.85%	101.63%	99.07%	101.47%	98.82%	102.28%	95.20%	101.66%	100.09%	101.64%

January Annual Rolling Totals Summary - Sales \$2M - \$5M

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2012
Number of Sales	122	159	263	403	267	256	205	163	192	210	229
Total List Price	\$ 398,495,000.00	\$ 539,686,900.00	\$ 810,235,598	\$ 1,222,488,390	\$ 857,908,399	\$ 801,945,787	\$ 648,411,743	\$ 568,030,900	\$ 632,602,673	\$ 695,090,499	\$ 747,700,790
Told Sold Volume	\$ 353,526,821.00	\$ 486,693,969.00	\$ 744,600,560	\$ 1,141,430,218	\$ 786,057,152	\$ 721,957,937	\$ 570,459,471	\$ 492,959,240	\$ 552,347,811	\$ 611,676,657	\$ 672,081,666
List / Sell Ratio	91.00%	90.18%	91.90%	93.37%	91.62%	90.03%	87.98%	86.78%	87.31%	88.00%	89.89%
Average Sales Price	\$2,897,760.83	\$3,060,968.36	\$2,831,181	\$2,832,333	\$2,944,034	\$2,820,148	\$2,782,729	\$3,024,290	\$2,876,812	\$2,912,746	\$2,934,854
Average Days on Market	207	322	298	265	292	279	259	322	291	270	273
% Volume Compared to Previous Year	121.34%	137.67%	152.99%	153.29%	68.87%	91.85%	79.02%	86.41%	112.05%	110.74%	109.88%
% ASP Compared to Previous Year	95.48%	105.63%	92.49%	100.04%	103.94%	95.79%	98.67%	108.68%	95.12%	101.25%	100.76%

January Annual Rolling Totals Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2012
Number of Sales	22	19	38	44	41	49	28	25	32	28	27
Total List Price	\$ 160,868,000.00	\$ 164,075,000.00	\$ 273,607,660	\$ 364,289,000	\$ 317,384,000	\$ 363,045,000	\$ 208,953,000	\$ 237,857,000	\$ 298,023,999	\$ 258,545,000	\$ 229,519,000
Told Sold Volume	\$ 145,671,000.00	\$ 147,412,000.00	\$ 246,454,040	\$ 339,390,982	\$ 288,351,515	\$ 327,475,050	\$ 185,882,500	\$ 201,010,000	\$ 252,787,000	\$ 226,587,500	\$ 202,461,500
List / Sell Ratio	90.55%	89.84%	90.08%	93.17%	90.85%	90.20%	88.96%	84.51%	84.82%	87.64%	88.21%
Average Sales Price	\$6,621,409.09	\$7,758,526.32	\$6,485,633	\$7,713,431	\$7,032,964	\$6,683,164	\$6,638,661	\$8,040,400	\$7,899,594	\$8,092,411	\$7,498,574
Average Days on Market	207	326	326	339	343	298	323	247	315	283	253
% Volume Compared to Previous Year	113.16%	101.20%	167.19%	137.71%	84.96%	113.57%	56.76%	108.14%	125.76%	89.64%	89.35%
% ASP Compared to Previous Year	92.59%	117.17%	83.59%	118.93%	91.18%	95.03%	99.33%	121.11%	98.25%	102.44%	92.66%

January Annual Rolling Totals Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2012
Number of Sales	6092	7548	10269	10950	5545	5158	6298	9133	9963	10500	11247
Total List Price	\$ 2,586,729,066.00	\$ 3,288,915,057.00	\$ 5,268,088,928	\$ 7,183,893,146	\$ 4,069,135,330	\$ 3,766,864,330	\$ 3,376,180,450	\$ 3,509,801,824	\$ 3,938,549,139	\$ 4,222,488,238	\$ 4,687,735,206
Told Sold Volume	\$ 2,414,284,191.00	\$ 3,073,599,659.00	\$ 4,976,384,470	\$ 6,892,119,518	\$ 3,793,374,638	\$ 3,426,618,157	\$ 3,023,385,148	\$ 3,133,187,048	\$ 3,550,514,289	\$ 3,836,378,077	\$ 4,321,175,940
List / Sell Ratio	93.33%	93.45%	94.46%	95.94%	93.22%	90.97%	89.55%	89.27%	90.15%	90.86%	92.18%
Average Sales Price	\$396,304.04	\$407,207.16	\$484,603	\$629,417	\$684,107	\$664,331	\$480,055	\$343,062	\$356,370	\$365,369	\$384,207
Average Days on Market	105	145	143	117	146	187	179	164	168	173	170
% Volume Compared to Previous Year	120.59%	127.31%	161.91%	138.50%	55.04%	90.33%	88.23%	103.63%	113.32%	108.05%	112.64%
% ASP Compared to Previous Year	108.71%	102.75%	119.01%	129.88%	108.69%	97.11%	72.26%	71.46%	103.88%	102.53%	105.16%