

#Mar/A1

March Annual YTD Summary - Sales from \$0 = \$249,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	915	1162	633	151	263	424	1100	1633	1807	1639	1412
Total List Price	\$ 158,062,003	\$ 206,818,828	\$ 130,044,257	\$ 30,229,240	\$ 54,162,582	\$ 84,773,549	\$ 157,290,126	\$ 233,925,507	\$ 252,882,407	\$ 245,184,953	\$ 226,803,661
Told Sold Volume	\$ 151,325,491	\$ 198,117,611	\$ 127,149,088	\$ 28,672,266	\$ 50,197,549	\$ 76,018,769	\$ 144,079,850	\$ 218,339,358	\$ 235,661,130	\$ 229,562,676	\$ 213,928,068
List / Sell Ratio	95.74%	95.79%	97.77%	94.85%	92.68%	89.67%	91.60%	93.34%	93.19%	93.63%	94.32%
Average Sales Price	\$165,383	\$170,497	\$200,867	\$189,883	\$190,865	\$179,290	\$130,982	\$133,704	\$130,416	\$140,063	\$151,507
Median Price				\$ 203,000	\$ 189,950	\$ 125,250	\$ 130,326	\$ 125,000	\$ 136,500	\$ 151,000	
Average Days on Marke	100	118	80	116	130	165	144	147	144	134	
% Volume Compared to	111.71%	130.92%	64.18%	22.55%	175.07%	151.44%	189.53%	151.54%	107.93%	97.41%	93.19%
% ASP Compared to Pr	108.30%	103.09%	117.81%	94.53%	100.52%	93.94%	73.06%	102.08%	97.54%	107.40%	108.17%

March Annual YTD Summary - Sales from \$250,000 - \$499,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	370	700	1319	844	537	499	365	564	576	606	741
Total List Price	\$ 131,805,463	\$ 251,076,943	\$ 473,681,082	\$ 316,079,752	\$ 197,840,314	\$ 190,178,027	\$ 136,817,200	\$ 208,326,543	\$ 215,684,898	\$ 226,348,765	\$ 267,997,516
Told Sold Volume	\$ 125,796,790	\$ 240,831,250	\$ 461,316,513	\$ 305,105,059	\$ 184,571,023	\$ 173,567,732	\$ 123,369,491	\$ 191,747,388	\$ 199,170,967	\$ 210,479,035	\$ 253,156,609
List / Sell Ratio	95.44%	95.92%	97.39%	96.53%	93.29%	91.27%	90.17%	92.04%	92.34%	92.99%	94.46%
Average Sales Price	\$339,991	\$344,045	\$349,747	\$361,499	\$343,708	\$347,831	\$337,999	\$339,978	\$345,783	\$347,325	\$341,642
Median Price				\$ 330,000	\$ 334,990	\$ 328,000	\$ 325,000	\$ 330,000	\$ 335,000	\$ 328,000	
Average Days on Marke	141	153	95	103	160	180	182	188	185	183	166
% Volume Compared to	240.66%	191.44%	191.55%	66.14%	60.49%	94.04%	71.08%	155.43%	103.87%	105.68%	120.28%
% ASP Compared to Pr	98.87%	101.19%	101.66%	103.36%	95.08%	101.20%	97.17%	100.59%	101.71%	100.45%	98.36%

March Annual YTD Summary - Sales from \$500,000 to 749,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	149	219	397	293	189	182	114	183	175	244	230
Total List Price	\$ 96,353,264	\$ 140,172,350	\$ 249,275,540	\$ 184,272,259	\$ 121,870,013	\$ 120,628,905	\$ 75,635,383	\$ 119,710,039	\$ 116,124,105	\$ 157,689,674	\$ 146,381,707
Told Sold Volume	\$ 91,395,914	\$ 132,674,450	\$ 241,924,852	\$ 177,354,329	\$ 112,940,790	\$ 109,422,893	\$ 68,046,200	\$ 108,863,203	\$ 106,137,700	\$ 145,697,715	\$ 138,050,618
List / Sell Ratio	94.86%	94.65%	97.05%	96.25%	92.67%	90.71%	89.97%	90.94%	91.40%	92.40%	94.31%
Average Sales Price	\$613,395	\$605,819	\$609,382	\$605,305	\$597,570	\$601,225	\$596,896	\$594,881	\$606,501	\$597,122	\$600,220
Median Price				\$ 585,000	\$ 595,000	\$ 587,000	\$ 590,379	\$ 595,000	\$ 588,500	\$ 588,250	
Average Days on Marke	145	195	147	115	187	199	196	243	211	196	184
% Volume Compared to	144.61%	145.16%	182.34%	73.31%	63.68%	96.89%	62.19%	159.98%	97.50%	137.27%	94.75%
% ASP Compared to Pr	100.94%	98.76%	100.59%	99.33%	98.72%	100.61%	99.28%	99.66%	101.95%	98.45%	100.52%

March Annual YTD Summary - Sales from \$750,000 - \$999,999

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	60	110	226	170	98	64	39	68	82	86	99
Total List Price	\$ 57,639,600	\$ 99,121,801	\$ 201,821,914	\$ 151,535,043	\$ 90,693,938	\$ 61,249,088	\$ 39,155,488	\$ 64,727,590	\$ 78,989,135	\$ 79,481,626	\$ 91,355,306
Told Sold Volume	\$ 52,733,840	\$ 93,400,808	\$ 194,894,904	\$ 145,802,188	\$ 84,351,053	\$ 55,333,200	\$ 33,214,300	\$ 58,224,600	\$ 71,631,665	\$ 72,813,468	\$ 85,343,154
List / Sell Ratio	91.49%	94.23%	96.57%	96.22%	93.01%	90.34%	84.83%	89.95%	90.69%	91.61%	93.42%
Average Sales Price	\$878,897	\$849,098	\$862,367	\$857,660	\$860,725	\$864,581	\$851,649	\$856,244	\$873,557	\$846,668	\$862,052
Median Price				\$ 850,000	\$ 862,500	\$ 862,500	\$ 850,000	\$ 852,500	\$ 880,000	\$ 850,000	\$ 850,000
Average Days on Market	189	224	167	122	168	185	276	280	217	223	215
% Volume Compared to Pr	97.26%	177.12%	208.67%	74.81%	57.85%	65.60%	60.03%	175.30%	123.03%	101.65%	117.21%
% ASP Compared to Pr	102.12%	96.61%	101.56%	99.45%	100.36%	100.45%	98.50%	100.54%	102.02%	96.92%	101.82%

March Annual YTD Summary - All Sales \$1M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	129	220	391	258	241	194	104	151	176	171	200
Total List Price	\$ 292,181,694	\$ 535,298,710	\$ 858,163,921	\$ 613,687,565	\$ 579,724,103	\$ 468,564,210	\$ 296,340,789	\$ 428,120,798	\$ 424,741,480	\$ 374,976,948	\$ 460,477,347
Told Sold Volume	\$ 268,909,358	\$ 489,030,910	\$ 801,803,667	\$ 568,248,890	\$ 525,789,382	\$ 419,827,725	\$ 254,376,900	\$ 364,318,656	\$ 373,866,947	\$ 337,586,454	\$ 422,019,565
List / Sell Ratio	92.03%	91.36%	93.43%	92.60%	90.70%	89.60%	85.84%	85.10%	88.02%	90.03%	91.65%
Average Sales Price	\$2,084,569	\$2,222,868	\$2,050,649	\$2,202,515	\$2,181,699	\$2,164,060	\$2,445,932	\$2,412,706	\$2,124,244	\$1,974,190	\$2,110,098
Median Price				\$ 1,762,500	\$ 1,700,000	\$ 1,800,000	\$ 1,800,000	\$ 190,000	\$ 174,250	\$ 1,612,500	\$ 1,633,125
Average Days on Market	253	264	237	195	237	226	262	241	245	240	218
% Volume Compared to Pr	137.23%	181.86%	163.96%	70.87%	92.53%	79.85%	60.59%	143.22%	102.62%	90.30%	125.01%
% ASP Compared to Pr	112.76%	106.63%	92.25%	107.41%	99.05%	99.19%	113.03%	98.64%	88.04%	92.94%	106.88%

March Annual YTD Summary - Sales \$1M - \$2M

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	87	139	258	161	149	118	57	90	119	117	129
Total List Price	\$ 132,228,694	\$ 212,790,800	\$ 382,817,971	\$ 232,914,200	\$ 236,271,833	\$ 182,956,109	\$ 91,115,398	\$ 144,920,800	\$ 189,968,480	\$ 182,277,448	\$ 196,920,247
Told Sold Volume	\$ 120,666,058	\$ 194,760,500	\$ 360,525,760	\$ 218,428,260	\$ 213,273,623	\$ 161,970,500	\$ 78,370,400	\$ 125,439,416	\$ 165,801,947	\$ 164,560,540	\$ 181,201,916
List / Sell Ratio	91.26%	91.53%	94.18%	93.78%	90.27%	88.53%	86.01%	86.56%	87.28%	90.28%	92.02%
Average Sales Price	\$1,386,966	\$1,401,155	\$1,397,387	\$1,356,697	\$1,431,367	\$1,372,631	\$1,374,919	\$1,393,771	\$1,393,294	\$1,406,500	\$1,404,666
Median Price				\$ 1,360,000	\$ 1,300,000	\$ 1,300,000	\$ 1,350,000	\$ 1,350,000	\$ 1,381,250	\$ 1,350,000	\$ 1,375,000
Average Days on Market	252	247	219	155	211	216	249	215	238	227	219
% Volume Compared to Pr	112.72%	161.40%	185.11%	60.59%	97.64%	75.94%	48.39%	160.06%	132.18%	99.25%	110.11%
% ASP Compared to Pr	102.35%	101.02%	99.73%	97.09%	105.50%	95.90%	100.17%	101.37%	99.97%	100.95%	99.87%

March Annual YTD Summary - Sales \$2M - \$5M

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	38	70	117	83	78	65	39	50	48	48	60
Total List Price	\$ 126,903,000	\$ 218,110,250	\$ 352,381,950	\$ 269,598,365	\$ 239,363,270	\$ 204,974,101	\$ 145,150,391	\$ 163,909,999	\$ 153,478,000	\$ 150,024,500	\$ 185,907,100
Told Sold Volume	\$ 117,018,300	\$ 202,597,750	\$ 327,808,545	\$ 243,996,115	\$ 219,800,291	\$ 185,137,225	\$ 124,616,500	\$ 141,382,240	\$ 136,725,000	\$ 134,575,914	\$ 170,682,649
List / Sell Ratio	92.21%	92.89%	93.03%	90.50%	91.83%	90.32%	85.85%	86.26%	89.08%	89.70%	91.81%
Average Sales Price	\$3,079,429	\$2,894,254	\$2,801,782	\$2,939,712	\$2,817,952	\$2,848,265	\$3,195,295	\$2,827,645	\$2,848,438	\$2,803,665	\$2,844,711
Median Price				\$ 2,687,500	\$ 2,650,000	\$ 3,050,000	\$ 2,450,000	\$ 2,650,000	\$ 2,647,500	\$ 2,650,000	
Average Days on Market	259	289	270	251	278	231	306	284	277	271	226
% Volume Compared to Pr	180.63%	173.13%	161.80%	74.43%	90.08%	84.23%	67.31%	113.45%	96.71%	98.43%	126.83%
% ASP Compared to Pr	109.33%	93.99%	96.81%	104.92%	95.86%	101.08%	112.18%	88.49%	100.74%	98.43%	101.46%

March Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	4	11	16	14	14	11	8	11	9	6	11
Total List Price	\$ 33,050,000	\$ 104,397,660	\$ 122,964,000	\$ 111,175,000	\$ 104,089,000	\$ 80,634,000	\$ 60,075,000	\$ 119,289,999	\$ 81,295,000	\$ 42,675,000	\$ 77,650,000
Told Sold Volume	\$ 31,225,000	\$ 91,672,660	\$ 113,469,362	\$ 105,824,515	\$ 92,715,468	\$ 72,720,000	\$ 51,390,000	\$ 97,497,000	\$ 71,340,000	\$ 38,450,000	\$ 70,135,000
List / Sell Ratio	94.48%	87.81%	92.28%	95.19%	89.07%	90.19%	85.54%	81.73%	87.75%	90.10%	90.32%
Average Sales Price	\$7,806,250	\$8,333,878	\$7,091,835	\$7,558,894	\$6,622,533	\$6,610,909	\$6,423,750	\$8,863,364	\$7,926,667	\$6,408,333	\$6,375,909
Median Price				\$ 6,175,000	\$ 5,500,000	\$ 6,000,000	\$ 5,722,000	\$ 6,690,000	\$ 6,600,000	\$ 6,600,000	\$ 5,650,000
Average Days on Market	191	310	55	315	478	300	145	257	163	248	172
% Volume Compared to Pr	129.43%	293.59%	123.78%	93.26%	87.61%	69.86%	70.67%	189.72%	73.17%	53.90%	182.41%
% ASP Compared to Pr	129.43%	106.76%	85.10%	106.59%	87.61%	99.82%	97.17%	137.98%	89.43%	80.85%	99.49%

March Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	1623	2411	2966	1716	1328	1363	1722	2599	2816	2746	2682
Total List Price	\$ 736,042,024	\$ 1,232,488,632	\$ 1,912,986,714	\$ 1,295,803,859	\$ 1,044,290,950	\$ 925,393,779	\$ 705,238,986	\$ 1,054,810,477	\$ 1,088,422,025	\$ 1,083,681,966	\$ 1,193,015,537
Told Sold Volume	\$ 690,161,393	\$ 1,154,055,029	\$ 1,827,089,024	\$ 1,225,182,732	\$ 957,849,797	\$ 834,170,319	\$ 623,086,741	\$ 941,493,205	\$ 986,468,409	\$ 996,139,348	\$ 1,112,498,014
List / Sell Ratio	93.77%	93.64%	95.51%	94.55%	91.72%	90.14%	88.35%	89.26%	90.63%	91.92%	93.25%
Average Sales Price	\$425,238	\$478,662	\$616,011	\$713,976	\$721,272	\$612,011	\$361,839	\$362,252	\$350,308	\$362,760	\$414,802
Median Price				\$ 390,000	\$ 337,500	\$ 190,000	\$ 190,000	\$ 190,000	\$ 174,250	\$ 209,000	\$ 236,450
Average Days on Market	129	153	123	122	189	185	157	173	167	166	157
% Volume Compared to Pr	137.73%	167.22%	158.32%	67.06%	78.18%	79.88%	74.70%	151.10%	104.78%	100.98%	111.68%
% ASP Compared to Pr	111.34%	112.56%	128.69%	115.90%	101.02%	84.85%	59.12%	100.11%	96.70%	103.55%	114.35%