

#Jun1A1

June Annual YTD Summary - Sales from \$0 = \$249,999

| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|------------------------------------|----------------|----------------|----------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 2102 | 2566 | 1098 | 357 | 620 | 1129 | 2762 | 3604 | 3769 | 3652 | 3393 |
| Total List Price | \$ 368,073,489 | \$ 467,407,075 | \$ 226,847,119 | \$ 71,615,655 | \$ 128,689,849 | \$ 222,662,832 | \$ 388,190,301 | \$ 524,072,680 | \$ 538,047,284 | \$ 554,742,327 | \$ 546,305,918 |
| Told Sold Volume | \$ 351,767,423 | \$ 450,612,337 | \$ 221,347,089 | \$ 67,366,104 | \$ 117,860,108 | \$ 200,365,755 | \$ 358,912,290 | \$ 490,645,426 | \$ 502,196,306 | \$ 521,498,574 | \$ 517,878,056 |
| List / Sell Ratio | 95.57% | 96.41% | 97.58% | 94.07% | 91.58% | 89.99% | 92.46% | 93.62% | 93.34% | 94.01% | 94.80% |
| Average Sales Price | \$167,349 | \$175,609 | \$201,591 | \$188,701 | \$190,097 | \$177,472 | \$129,947 | \$136,139 | \$133,244 | \$142,798 | \$152,631 |
| Median Price | | | | \$ 200,955 | \$ 185,000 | \$ 125,000 | \$ 135,000 | \$ 130,000 | \$ 140,000 | \$ 153,900 | \$ 153,900 |
| Average Days on Market | 98 | 114 | 80 | 119 | 180 | 163 | 129 | 146 | 153 | 150 | 137 |
| % Volume Compared to Previous Year | 108.54% | 128.10% | 49.12% | 30.43% | 174.95% | 170.00% | 179.13% | 136.70% | 102.35% | 103.84% | 99.31% |
| % ASP Compared to Previous Year | 107.66% | 104.94% | 114.80% | 93.61% | 100.74% | 93.36% | 73.22% | 104.77% | 97.87% | 107.17% | 106.89% |

June Annual YTD Summary - Sales from \$250,000 - \$499,999

| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|------------------------------------|----------------|----------------|------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 942 | 1751 | 3197 | 1682 | 1244 | 1202 | 907 | 1276 | 1362 | 1488 | 1871 |
| Total List Price | \$ 336,567,437 | \$ 628,492,997 | \$ 1,156,847,039 | \$ 630,088,440 | \$ 460,269,291 | \$ 456,686,729 | \$ 339,740,563 | \$ 475,795,867 | \$ 513,109,844 | \$ 550,375,424 | \$ 685,172,119 |
| Told Sold Volume | \$ 321,107,552 | \$ 604,219,971 | \$ 1,130,611,436 | \$ 605,343,610 | \$ 428,764,111 | \$ 416,252,558 | \$ 308,219,118 | \$ 438,159,547 | \$ 473,850,450 | \$ 511,666,600 | \$ 649,070,189 |
| List / Sell Ratio | 95.41% | 96.14% | 97.73% | 96.07% | 93.16% | 91.15% | 90.72% | 92.09% | 92.35% | 92.97% | 94.73% |
| Average Sales Price | \$340,879 | \$345,071 | \$353,648 | \$359,895 | \$344,666 | \$346,300 | \$339,823 | \$343,385 | \$347,908 | \$343,862 | \$346,911 |
| Median Price | | | | \$ 330,000 | \$ 331,695 | \$ 325,000 | \$ 325,000 | \$ 335,000 | \$ 340,000 | \$ 332,000 | \$ 335,000 |
| Average Days on Market | 133 | 147 | 88 | 109 | 167 | 188 | 186 | 189 | 189 | 183 | 158 |
| % Volume Compared to Previous Year | 239.69% | 188.17% | 187.12% | 53.54% | 70.83% | 97.08% | 74.05% | 142.16% | 108.15% | 107.98% | 126.85% |
| % ASP Compared to Previous Year | 99.49% | 101.23% | 102.49% | 101.77% | 95.77% | 100.47% | 98.13% | 101.05% | 101.32% | 98.84% | 100.89% |

June Annual YTD Summary - Sales from \$500,000 to 749,999

| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 309 | 600 | 1035 | 628 | 445 | 416 | 296 | 423 | 442 | 531 | 611 |
| Total List Price | \$ 199,457,851 | \$ 383,835,431 | \$ 643,561,970 | \$ 396,614,431 | \$ 286,733,169 | \$ 277,605,901 | \$ 196,851,566 | \$ 277,279,815 | \$ 290,177,604 | \$ 343,407,808 | \$ 389,426,812 |
| Told Sold Volume | \$ 188,597,025 | \$ 365,886,827 | \$ 626,323,254 | \$ 378,352,880 | \$ 266,986,653 | \$ 250,466,842 | \$ 177,270,943 | \$ 252,870,437 | \$ 266,421,481 | \$ 319,141,836 | \$ 368,197,517 |
| List / Sell Ratio | 94.55% | 95.32% | 97.32% | 95.40% | 93.11% | 90.22% | 90.05% | 91.20% | 91.81% | 92.93% | 94.55% |
| Average Sales Price | \$610,346 | \$609,811 | \$605,143 | \$602,473 | \$599,970 | \$602,084 | \$598,888 | \$597,802 | \$602,764 | \$601,020 | \$602,615 |
| Median Price | | | | \$ 590,000 | \$ 600,000 | \$ 590,000 | \$ 590,000 | \$ 590,000 | \$ 592,500 | \$ 595,000 | \$ 597,500 |
| Average Days on Market | 168 | 189 | 129 | 122 | 182 | 201 | 197 | 235 | 218 | 197 | 182 |
| % Volume Compared to Previous Year | 101.56% | 194.00% | 171.18% | 60.41% | 70.57% | 93.81% | 70.78% | 142.65% | 105.36% | 119.79% | 115.37% |
| % ASP Compared to Previous Year | 100.57% | 99.91% | 99.23% | 99.56% | 99.58% | 100.35% | 99.47% | 99.82% | 100.83% | 99.71% | 100.27% |

| June Annual YTD Summary - Sales from \$750,000 - \$999,999 | | | | | | | | | | | |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| Number of Sales | 150 | 294 | 530 | 306 | 229 | 176 | 115 | 170 | 197 | 223 | 260 |
| Total List Price | \$ 139,971,655 | \$ 264,006,284 | \$ 471,352,425 | \$ 272,444,643 | \$ 212,117,285 | \$ 170,190,413 | \$ 111,552,985 | \$ 161,976,890 | \$ 186,407,164 | \$ 210,115,895 | \$ 240,855,077 |
| Told Sold Volume | \$ 130,031,560 | \$ 250,831,708 | \$ 455,171,331 | \$ 261,553,785 | \$ 195,709,610 | \$ 151,532,886 | \$ 97,537,438 | \$ 145,707,482 | \$ 169,547,115 | \$ 192,202,178 | \$ 224,574,542 |
| List / Sell Ratio | 92.90% | 95.01% | 96.57% | 96.00% | 92.26% | 89.04% | 87.44% | 89.96% | 90.96% | 91.47% | 93.24% |
| Average Sales Price | \$866,877 | \$853,169 | \$858,814 | \$854,751 | \$854,627 | \$860,982 | \$848,152 | \$857,103 | \$860,645 | \$861,893 | \$863,748 |
| Median Price | | | | \$ 850,000 | \$ 855,000 | \$ 850,000 | \$ 850,000 | \$ 850,000 | \$ 850,000 | \$ 855,000 | \$ 855,000 |
| Average Days on Market | 185 | 220 | 151 | 130 | 189 | 215 | 247 | 208 | 208 | 221 | 212 |
| % Volume Compared to Previous Year | 101.15% | 192.90% | 181.46% | 57.46% | 74.83% | 77.43% | 64.37% | 149.39% | 116.36% | 113.36% | 116.84% |
| % ASP Compared to Previous Year | 101.82% | 98.42% | 100.66% | 99.53% | 99.99% | 100.74% | 98.51% | 101.06% | 100.41% | 100.14% | 100.22% |

| June Annual YTD Summary - All Sales \$1M + | | | | | | | | | | | |
|--|----------------|------------------|------------------|------------------|------------------|------------------|----------------|----------------|------------------|------------------|------------------|
| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| Number of Sales | 262 | 520 | 901 | 561 | 526 | 419 | 262 | 396 | 458 | 482 | 572 |
| Total List Price | \$ 598,279,069 | \$ 1,192,277,527 | \$ 1,904,874,493 | \$ 1,291,724,004 | \$ 1,287,482,686 | \$ 1,009,569,810 | \$ 693,724,839 | \$ 968,242,271 | \$ 1,072,948,372 | \$ 1,075,365,476 | \$ 1,308,382,169 |
| Told Sold Volume | \$ 549,430,620 | \$ 1,095,686,637 | \$ 1,786,368,833 | \$ 1,188,122,656 | \$ 1,166,438,401 | \$ 901,988,846 | \$ 591,245,300 | \$ 844,815,600 | \$ 952,253,267 | \$ 965,137,604 | \$ 1,205,683,013 |
| List / Sell Ratio | 91.84% | 91.90% | 93.78% | 91.98% | 90.60% | 89.34% | 85.23% | 87.25% | 88.75% | 89.75% | 92.15% |
| Average Sales Price | \$2,097,063 | \$2,107,090 | \$1,982,651 | \$2,117,866 | \$2,217,564 | \$2,152,718 | \$2,256,661 | \$2,133,373 | \$2,079,156 | \$2,002,360 | \$2,107,837 |
| Median Price | | | | \$ 1,756,250 | \$ 1,750,000 | \$ 1,700,000 | \$ 1,700,000 | \$ 199,000 | \$ 195,000 | \$ 1,600,000 | \$ 1,600,000 |
| Average Days on Market | 234 | 263 | 229 | 191 | 238 | 233 | 263 | 261 | 256 | 255 | 220 |
| % Volume Compared to Previous Year | 101.12% | 199.42% | 163.04% | 66.51% | 98.17% | 77.33% | 65.55% | 142.89% | 112.72% | 101.35% | 124.92% |
| % ASP Compared to Previous Year | 107.68% | 100.48% | 94.09% | 106.82% | 104.71% | 97.08% | 104.83% | 94.54% | 97.46% | 96.31% | 105.27% |

| June Annual YTD Summary - Sales \$1M - \$2M | | | | | | | | | | | |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
| Number of Sales | 168 | 339 | 610 | 362 | 323 | 254 | 159 | 251 | 298 | 325 | 381 |
| Total List Price | \$ 252,129,169 | \$ 516,303,829 | \$ 893,594,543 | \$ 541,376,640 | \$ 501,862,817 | \$ 403,931,859 | \$ 255,681,448 | \$ 392,242,099 | \$ 459,388,372 | \$ 497,205,186 | \$ 575,556,069 |
| Told Sold Volume | \$ 229,385,486 | \$ 472,490,727 | \$ 842,240,708 | \$ 501,522,764 | \$ 455,412,009 | \$ 359,167,559 | \$ 220,973,800 | \$ 342,533,549 | \$ 410,071,774 | \$ 449,576,675 | \$ 530,612,922 |
| List / Sell Ratio | 90.98% | 91.51% | 94.25% | 92.64% | 90.74% | 88.92% | 86.43% | 87.33% | 89.26% | 90.42% | 92.19% |
| Average Sales Price | \$1,365,390 | \$1,393,778 | \$1,380,722 | \$1,385,422 | \$1,409,944 | \$1,414,046 | \$1,389,772 | \$1,364,675 | \$1,376,080 | \$1,383,313 | \$1,392,685 |
| Median Price | | | | \$ 1,333,000 | \$ 1,350,000 | \$ 1,350,000 | \$ 1,350,000 | \$ 1,325,000 | \$ 1,316,592 | \$ 1,325,000 | \$ 1,360,500 |
| Average Days on Market | 224 | 242 | 211 | 160 | 218 | 224 | 247 | 245 | 257 | 241 | 225 |
| % Volume Compared to Previous Year | 86.16% | 205.98% | 178.26% | 59.55% | 90.81% | 78.87% | 61.52% | 155.01% | 119.72% | 109.63% | 118.03% |
| % ASP Compared to Previous Year | 101.04% | 102.08% | 99.06% | 100.34% | 101.77% | 100.29% | 98.28% | 98.19% | 100.84% | 100.53% | 100.68% |

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

| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 85 | 157 | 265 | 176 | 170 | 142 | 89 | 128 | 144 | 143 | 162 |
| Total List Price | \$ 278,354,900 | \$ 484,741,038 | \$ 812,410,950 | \$ 568,227,364 | \$ 523,016,869 | \$ 447,300,951 | \$ 315,423,391 | \$ 413,815,173 | \$ 475,650,000 | \$ 463,566,290 | \$ 508,876,100 |
| Told Sold Volume | \$ 255,770,134 | \$ 451,273,250 | \$ 758,853,763 | \$ 519,645,377 | \$ 475,801,924 | \$ 398,688,787 | \$ 268,181,500 | \$ 365,935,051 | \$ 418,526,493 | \$ 415,560,929 | \$ 469,845,091 |
| List / Sell Ratio | 91.89% | 93.10% | 93.41% | 91.45% | 90.97% | 89.13% | 85.02% | 88.43% | 87.99% | 89.64% | 92.33% |
| Average Sales Price | \$3,009,060 | \$2,874,352 | \$2,863,599 | \$2,952,531 | \$2,798,835 | \$2,807,668 | \$3,013,275 | \$2,858,868 | \$2,906,434 | \$2,906,020 | \$2,900,278 |
| Median Price | | | | \$ 2,675,000 | \$ 2,600,000 | \$ 2,825,000 | \$ 2,597,500 | \$ 2,725,000 | \$ 2,700,000 | \$ 2,700,000 | \$ 2,700,000 |
| Average Days on Market | 250 | 297 | 262 | 243 | 269 | 236 | 300 | 285 | 262 | 277 | 211 |
| % Volume Compared to Previous Year | 129.59% | 176.44% | 168.16% | 68.48% | 91.56% | 83.79% | 67.27% | 136.45% | 114.37% | 99.29% | 113.06% |
| % ASP Compared to Previous Year | 106.72% | 95.52% | 99.63% | 103.11% | 94.79% | 100.32% | 107.32% | 94.88% | 101.66% | 99.99% | 99.80% |

June Annual YTD Summary - Sales \$5M +

| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|------------------------------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 9 | 24 | 26 | 23 | 33 | 23 | 14 | 17 | 16 | 14 | 29 |
| Total List Price | \$ 67,795,000 | \$ 191,232,660 | \$ 198,869,000 | \$ 182,120,000 | \$ 262,603,000 | \$ 158,337,000 | \$ 122,620,000 | \$ 162,184,999 | \$ 137,910,000 | \$ 114,594,000 | \$ 223,950,000 |
| Told Sold Volume | \$ 64,275,000 | \$ 171,922,660 | \$ 185,274,362 | \$ 166,954,515 | \$ 235,224,468 | \$ 144,132,500 | \$ 102,090,000 | \$ 136,347,000 | \$ 123,655,000 | \$ 100,000,000 | \$ 205,225,000 |
| List / Sell Ratio | 94.81% | 89.90% | 93.16% | 91.67% | 89.57% | 91.03% | 83.26% | 84.07% | 89.66% | 87.26% | 91.64% |
| Average Sales Price | \$7,141,667 | \$7,163,444 | \$7,125,937 | \$7,258,892 | \$7,128,014 | \$6,266,630 | \$7,292,143 | \$8,020,412 | \$7,728,438 | \$7,142,857 | \$7,076,724 |
| Median Price | | | | \$ 6,050,000 | \$ 5,950,000 | \$ 6,750,000 | \$ 6,750,000 | \$ 6,845,000 | \$ 6,650,000 | \$ 6,650,000 | \$ 6,000,000 |
| Average Days on Market | 262 | 327 | 44 | 292 | 279 | 301 | 219 | 312 | 187 | 384 | 209 |
| % Volume Compared to Previous Year | 75.86% | 267.48% | 107.77% | 90.11% | 140.89% | 54.89% | 70.83% | 133.56% | 90.69% | 80.87% | 205.23% |
| % ASP Compared to Previous Year | 101.14% | 100.30% | 99.48% | 101.87% | 98.20% | 87.92% | 116.36% | 109.99% | 96.36% | 92.42% | 99.07% |

June Annual YTD Summary - Overall Sales

| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales | 3765 | 5731 | 6761 | 3534 | 3064 | 3342 | 4342 | 5869 | 6228 | 6376 | 6707 |
| Total List Price | \$ 1,642,349,501 | \$ 2,936,019,314 | \$ 4,403,483,046 | \$ 2,662,487,173 | \$ 2,375,292,280 | \$ 2,136,715,685 | \$ 1,730,060,254 | \$ 2,407,367,523 | \$ 2,600,690,268 | \$ 2,734,006,930 | \$ 3,170,142,095 |
| Told Sold Volume | \$ 1,540,934,180 | \$ 2,767,237,480 | \$ 4,219,821,943 | \$ 2,500,739,035 | \$ 2,175,758,883 | \$ 1,920,606,887 | \$ 1,533,185,089 | \$ 2,172,198,492 | \$ 2,364,288,619 | \$ 2,509,646,792 | \$ 2,965,403,317 |
| List / Sell Ratio | 93.82% | 94.25% | 95.83% | 93.92% | 91.60% | 89.89% | 88.62% | 90.23% | 90.91% | 91.79% | 93.54% |
| Average Sales Price | \$409,279 | \$482,854 | \$624,142 | \$707,623 | \$710,104 | \$574,688 | \$353,106 | \$370,114 | \$379,619 | \$393,608 | \$442,136 |
| Median Price | | | | \$ 386,000 | \$ 325,000 | \$ 187,500 | \$ 199,000 | \$ 195,000 | \$ 215,000 | \$ 215,000 | \$ 245,000 |
| Average Days on Market | 126 | 151 | 117 | 127 | 186 | 188 | 157 | 173 | 175 | 172 | 157 |
| % Volume Compared to Previous Year | 116.68% | 179.58% | 152.49% | 59.26% | 87.00% | 80.86% | 79.83% | 141.68% | 108.84% | 106.15% | 118.16% |
| % ASP Compared to Previous Year | 99.54% | 117.98% | 129.26% | 113.38% | 100.35% | 80.93% | 61.44% | 104.82% | 102.57% | 103.69% | 112.33% |