

#Apr1

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	1353	1683	815	215	390	674	1614	2390	2560	2354	2187	2127
Total List Price	\$ 235,720,973	\$ 302,369,543	\$ 166,921,639	\$ 43,437,753	\$ 80,729,782	\$ 132,745,828	\$ 229,657,091	\$ 346,880,563	\$ 363,708,792	\$ 354,241,773	\$ 351,109,822	\$ 359,517,483
Told Sold Volume	\$ 225,298,997	\$ 289,985,635	\$ 163,300,126	\$ 40,909,564	\$ 74,197,144	\$ 119,404,000	\$ 211,484,539	\$ 323,951,227	\$ 339,561,985	\$ 332,050,853	\$ 332,365,912	\$ 342,826,286
List / Sell Ratio	95.58%	95.90%	97.83%	94.18%	91.91%	89.95%	92.09%	93.39%	93.36%	93.74%	94.66%	95.36%
Average Sales Price	\$166,518	\$172,303	\$200,368	\$190,277	\$190,249	\$177,157	\$131,031	\$135,544	\$132,641	\$141,058	\$151,973	\$161,178
Median Price					\$ 203,015	\$ 185,000	\$ 125,000	\$ 135,000	\$ 129,000	\$ 140,000	\$ 151,000	\$ 164,000
Average Days on Market	104	115	79	116	194	165	131	151	151	149	136	77
% Volume Compared to Previous Year	111.15%	128.71%	56.31%	25.05%	181.37%	160.93%	177.12%	153.18%	104.82%	97.79%	100.09%	103.15%
% ASP Compared to Previous Year	108.44%	103.47%	116.29%	94.96%	99.99%	93.12%	73.96%	103.44%	97.86%	106.35%	107.74%	106.06%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	557	1058	1995	1120	761	745	531	839	844	905	1187	1373
Total List Price	\$ 200,016,507	\$ 379,247,395	\$ 717,493,500	\$ 418,333,394	\$ 281,773,615	\$ 284,129,794	\$ 199,424,243	\$ 310,743,256	\$ 318,115,642	\$ 334,938,560	\$ 432,254,766	\$ 492,451,836
Told Sold Volume	\$ 191,112,220	\$ 363,976,444	\$ 700,586,847	\$ 403,325,880	\$ 263,258,874	\$ 258,846,817	\$ 180,250,670	\$ 286,284,197	\$ 293,484,635	\$ 311,307,898	\$ 409,329,947	\$ 470,654,991
List / Sell Ratio	95.55%	95.97%	97.64%	96.41%	93.43%	91.10%	90.39%	92.13%	92.26%	92.94%	94.70%	95.57%
Average Sales Price	\$343,110	\$344,023	\$351,171	\$360,112	\$345,938	\$347,445	\$339,455	\$341,221	\$347,731	\$343,987	\$344,844	\$342,793
Median Price					\$ 333,750	\$ 335,000	\$ 328,000	\$ 330,000	\$ 335,000	\$ 332,553	\$ 335,000	\$ 329,000
Average Days on Market	145	147	91	104	162	184	183	188	188	180	161	87
% Volume Compared to Previous Year	225.16%	190.45%	192.48%	57.57%	65.27%	98.32%	69.64%	158.83%	102.52%	106.07%	131.49%	114.98%
% ASP Compared to Previous Year	100.25%	100.27%	102.08%	102.55%	96.06%	100.44%	97.70%	100.52%	101.91%	98.92%	100.25%	99.41%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	209	347	612	416	269	255	175	280	278	352	374	425
Total List Price	\$ 133,997,139	\$ 221,702,349	\$ 381,835,053	\$ 261,555,909	\$ 172,504,413	\$ 168,918,245	\$ 116,179,828	\$ 182,196,037	\$ 184,475,580	\$ 228,908,932	\$ 237,140,528	\$ 268,626,717
Told Sold Volume	\$ 127,716,739	\$ 210,228,500	\$ 371,266,326	\$ 250,873,529	\$ 160,576,340	\$ 152,989,342	\$ 104,203,743	\$ 166,062,618	\$ 168,468,445	\$ 211,931,315	\$ 223,975,647	\$ 256,202,754
List / Sell Ratio	95.31%	94.82%	97.23%	95.92%	93.09%	90.57%	89.69%	91.15%	91.32%	92.58%	94.45%	95.38%
Average Sales Price	\$611,085	\$605,846	\$606,644	\$603,061	\$596,938	\$599,958	\$595,450	\$593,081	\$606,002	\$602,078	\$598,865	\$602,830
Median Price					\$ 589,750	\$ 597,000	\$ 585,000	\$ 580,000	\$ 599,950	\$ 595,000	\$ 595,000	\$ 599,000
Average Days on Market	172	191	139	118	186	196	206	228	211	207	184	117
% Volume Compared to Previous Year	118.36%	164.61%	176.60%	67.57%	64.01%	95.28%	68.11%	159.36%	101.45%	125.80%	105.68%	114.39%
% ASP Compared to Previous Year	99.67%	99.14%	100.13%	99.41%	98.98%	100.51%	99.25%	99.60%	102.18%	99.35%	99.47%	100.66%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	100	174	337	217	148	100	61	112	120	133	160	200
Total List Price	\$ 93,619,600	\$ 157,350,701	\$ 299,116,914	\$ 193,670,743	\$ 136,155,238	\$ 95,585,587	\$ 59,824,685	\$ 105,813,290	\$ 114,085,234	\$ 123,864,601	\$ 147,807,731	\$ 180,682,949
Told Sold Volume	\$ 87,193,490	\$ 148,593,258	\$ 289,304,281	\$ 186,169,272	\$ 128,601,703	\$ 86,507,887	\$ 51,978,800	\$ 95,524,699	\$ 103,920,440	\$ 113,369,088	\$ 137,885,155	\$ 169,353,750
List / Sell Ratio	93.14%	94.43%	96.72%	96.13%	92.98%	90.50%	86.89%	90.28%	91.09%	91.53%	93.29%	93.73%
Average Sales Price	\$871,935	\$853,984	\$858,470	\$857,923	\$855,417	\$865,079	\$852,111	\$852,899	\$866,004	\$852,399	\$861,782	\$846,769
Median Price					\$ 850,000	\$ 862,500	\$ 850,000	\$ 847,500	\$ 875,000	\$ 850,000	\$ 855,000	\$ 845,000
Average Days on Market	185	227	158	122	188	199	273	267	210	211	211	129
% Volume Compared to Previous Year	100.06%	170.42%	194.70%	64.35%	68.00%	68.33%	60.09%	183.78%	108.79%	109.09%	121.63%	122.82%
% ASP Compared to Previous Year	102.07%	97.94%	100.53%	99.94%	99.71%	101.13%	98.50%	100.09%	101.54%	98.43%	101.10%	98.26%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	162	326	567	374	343	263	155	249	277	278	328	480
Total List Price	\$ 386,179,694	\$ 774,451,562	\$ 1,207,610,594	\$ 875,672,864	\$ 812,771,248	\$ 635,863,560	\$ 427,589,739	\$ 629,043,872	\$ 662,215,536	\$ 599,127,988	\$ 746,910,944	\$ 1,105,733,186
Told Sold Volume	\$ 354,766,858	\$ 709,588,260	\$ 1,130,201,805	\$ 808,670,351	\$ 737,293,641	\$ 566,524,446	\$ 364,655,900	\$ 540,765,789	\$ 585,179,689	\$ 539,799,049	\$ 685,610,797	\$ 1,029,770,573
List / Sell Ratio	91.87%	91.62%	93.59%	92.35%	90.71%	89.10%	85.28%	85.97%	88.37%	90.10%	91.79%	93.13%
Average Sales Price	\$2,189,919	\$2,176,651	\$1,993,301	\$2,162,220	\$2,149,544	\$2,154,085	\$2,352,619	\$2,171,750	\$2,112,562	\$1,941,723	\$2,090,277	\$2,145,355
Median Price					\$ 1,789,100	\$ 1,725,000	\$ 1,700,000	\$ 197,750	\$ 175,000	\$ 1,600,000	\$ 1,696,250	\$ 1,677,000
Average Days on Market	255	260	236	195	241	235	265	248	261	240	220	147
% Volume Compared to Previous Year	109.90%	200.02%	159.28%	71.55%	91.17%	76.84%	64.37%	148.29%	108.21%	92.25%	127.01%	150.20%
% ASP Compared to Previous Year	111.94%	99.39%	91.58%	108.47%	99.41%	100.21%	109.22%	92.31%	97.27%	91.91%	107.65%	102.63%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	103	206	385	237	209	160	93	158	179	193	209	298
Total List Price	\$ 157,687,694	\$ 314,884,752	\$ 567,661,644	\$ 352,095,500	\$ 327,809,078	\$ 250,832,559	\$ 149,969,348	\$ 247,370,200	\$ 281,484,536	\$ 300,039,698	\$ 318,160,844	\$ 438,435,983
Told Sold Volume	\$ 143,508,558	\$ 287,016,850	\$ 534,999,898	\$ 327,385,349	\$ 296,127,773	\$ 222,924,659	\$ 128,129,400	\$ 215,425,049	\$ 247,819,946	\$ 270,399,620	\$ 293,363,363	\$ 408,822,515
List / Sell Ratio	91.01%	91.15%	94.25%	92.98%	90.34%	88.87%	85.44%	87.09%	88.04%	90.12%	92.21%	93.25%
Average Sales Price	\$1,393,287	\$1,393,286	\$1,389,610	\$1,381,373	\$1,416,879	\$1,393,279	\$1,377,735	\$1,363,450	\$1,384,469	\$1,401,034	\$1,403,652	\$1,371,888
Median Price					\$ 1,350,000	\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,350,000	\$ 1,355,000	\$ 1,367,750	\$ 1,310,000
Average Days on Market	250	241	224	155	219	225	241	218	270	232	225	145
% Volume Compared to Previous Year	86.90%	200.00%	186.40%	61.19%	90.45%	75.28%	57.48%	168.13%	115.04%	109.11%	108.49%	139.36%
% ASP Compared to Previous Year	102.92%	100.00%	99.74%	99.41%	102.57%	98.33%	98.88%	98.96%	101.54%	101.20%	100.19%	97.74%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	52	102	163	118	115	89	52	79	88	77	105	158
Total List Price	\$ 172,492,000	\$ 312,174,150	\$ 493,464,950	\$ 378,827,364	\$ 350,028,170	\$ 284,557,001	\$ 187,895,391	\$ 255,983,673	\$ 292,436,000	\$ 243,713,290	\$ 325,660,100	\$ 490,631,203
Told Sold Volume	\$ 158,033,300	\$ 292,048,750	\$ 459,422,545	\$ 344,285,487	\$ 320,000,400	\$ 251,767,287	\$ 159,486,500	\$ 222,193,740	\$ 259,019,743	\$ 219,449,429	\$ 299,862,434	\$ 454,969,558
List / Sell Ratio	91.62%	93.55%	93.10%	90.88%	91.42%	88.48%	84.88%	86.80%	88.57%	90.04%	92.08%	92.73%
Average Sales Price	\$3,039,102	\$2,863,223	\$2,818,543	\$2,917,674	\$2,782,612	\$2,828,846	\$3,067,048	\$2,812,579	\$2,943,406	\$2,849,993	\$2,855,833	\$2,879,554
Median Price					\$ 2,795,000	\$ 2,600,000	\$ 2,847,500	\$ 2,500,000	\$ 2,700,000	\$ 2,648,750	\$ 2,650,000	\$ 2,600,000
Average Days on Market	263	286	258	255	267	246	325	310	255	263	215	144
% Volume Compared to Previous Year	155.03%	184.80%	157.31%	74.94%	92.95%	78.68%	63.35%	139.32%	116.57%	84.72%	136.64%	151.73%
% ASP Compared to Previous Year	107.33%	94.21%	98.44%	103.52%	95.37%	101.66%	108.42%	91.70%	104.65%	96.83%	100.20%	100.83%

April Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	7	18	19	19	19	14	10	12	10	8	14	24
Total List Price	\$ 56,000,000	\$ 147,392,660	\$ 146,484,000	\$ 144,750,000	\$ 134,934,000	\$ 100,474,000	\$ 89,725,000	\$ 125,689,999	\$ 88,295,000	\$ 55,375,000	\$ 103,090,000	\$ 176,666,000
Told Sold Volume	\$ 53,225,000	\$ 130,522,660	\$ 135,779,362	\$ 136,999,515	\$ 121,165,468	\$ 91,832,500	\$ 77,040,000	\$ 103,147,000	\$ 78,340,000	\$ 49,950,000	\$ 92,385,000	\$ 165,978,500
List / Sell Ratio	95.04%	88.55%	92.69%	94.65%	89.80%	91.40%	85.86%	82.06%	88.73%	90.20%	89.62%	93.95%
Average Sales Price	\$7,603,571	\$7,251,259	\$7,146,282	\$7,210,501	\$6,377,130	\$6,559,464	\$7,704,000	\$8,595,583	\$7,834,000	\$6,243,750	\$6,598,929	\$6,915,771
Median Price					\$ 5,900,000	\$ 5,750,000	\$ 6,625,000	\$ 5,686,000	\$ 6,845,000	\$ 6,100,000	\$ 5,825,000	\$ 6,206,250
Average Days on Market	269	320	51	321	318	288	175	242	160	223	195	184
% Volume Compared to Previous Year	95.51%	245.23%	104.03%	100.90%	88.44%	68.06%	83.89%	133.89%	75.95%	63.76%	184.95%	179.66%
% ASP Compared to Previous Year	95.51%	95.37%	98.55%	100.90%	88.44%	102.86%	117.45%	111.57%	91.14%	79.70%	105.69%	104.80%

April Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	2381	3588	4326	2342	1911	2037	2536	3870	4079	4022	4236	4605
Total List Price	\$ 1,049,533,913	\$ 1,835,121,550	\$ 2,772,977,700	\$ 1,792,670,663	\$ 1,483,934,296	\$ 1,317,243,014	\$ 1,032,675,586	\$ 1,574,677,018	\$ 1,642,600,784	\$ 1,641,081,854	\$ 1,915,223,791	\$ 2,407,012,171
Told Sold Volume	\$ 986,088,304	\$ 1,722,372,097	\$ 2,654,659,385	\$ 1,689,948,596	\$ 1,361,927,702	\$ 1,184,272,492	\$ 912,573,652	\$ 1,412,588,530	\$ 1,490,615,194	\$ 1,508,458,203	\$ 1,789,167,458	\$ 2,268,808,354
List / Sell Ratio	93.95%	93.86%	95.73%	94.27%	91.78%	89.91%	88.37%	89.71%	90.75%	91.92%	93.42%	94.26%
Average Sales Price	\$414,149	\$480,037	\$613,652	\$721,584	\$712,678	\$581,381	\$359,848	\$365,010	\$365,436	\$375,052	\$422,372	\$492,684
Median Price					\$ 395,000	\$ 302,500	\$ 190,000	\$ 197,750	\$ 175,000	\$ 210,000	\$ 250,000	\$ 265,000
Average Days on Market	133	150	120	124	188	187	159	175	172	169	157	93
% Volume Compared to Previous Year	122.43%	174.67%	154.13%	63.66%	80.59%	79.81%	77.06%	154.79%	105.52%	101.20%	118.61%	126.81%
% ASP Compared to Previous Year	103.40%	115.91%	127.83%	117.59%	98.77%	81.58%	61.90%	101.43%	100.12%	102.63%	112.62%	116.65%