

#Aug1A1

August Annual YTD Summary - Sales from \$0 = \$249,995

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	2786	3246	1274	464	785	1603	3784	4548	4747	4639	4464	4259
Total List Price	\$ 488,507,905	\$ 597,761,500	\$ 263,824,773	\$ 93,884,443	\$ 163,147,794	\$ 307,843,013	\$ 529,928,322	\$ 651,583,328	\$ 676,197,260	\$ 702,054,911	\$ 723,755,994	\$ 726,942,679
Totd Sold Volume	\$ 467,670,174	\$ 576,504,267	\$ 257,434,554	\$ 88,213,195	\$ 149,501,764	\$ 278,414,998	\$ 491,804,599	\$ 610,876,986	\$ 631,904,706	\$ 660,477,724	\$ 687,926,040	\$ 695,232,331
List / Sell Ratio	95.73%	96.44%	97.58%	93.96%	91.64%	90.44%	92.81%	93.75%	93.45%	94.08%	95.05%	95.64%
Average Sales Price	\$167,864	\$177,605	\$202,068	\$190,115	\$190,448	\$173,684	\$129,970	\$134,318	\$133,117	\$142,375	\$154,105	\$163,238
Median Price					\$ 200,698	\$ 180,000	\$ 125,000	\$ 132,000	\$ 130,000	\$ 139,900	\$ 155,000	\$ 165,000
Average Days on Market	105	112	81	118	178	159	129	145	154	150	136	72
% Volume Compared to Previous Year	108.29%	123.27%	44.65%	34.27%	169.48%	186.23%	176.64%	124.21%	103.44%	104.52%	104.16%	101.06%
% ASP Compared to Previous Year	107.09%	105.80%	113.77%	94.08%	100.18%	91.20%	74.83%	103.35%	99.11%	106.96%	108.24%	105.93%

August Annual YTD Summary - Sales from \$250,000 - \$499,995

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	1293	2378	4144	2093	1568	1514	1249	1558	1714	1853	2420	2887
Total List Price	\$ 461,117,161	\$ 853,249,335	\$ 1,503,220,667	\$ 783,329,555	\$ 583,021,629	\$ 572,767,957	\$ 470,060,084	\$ 581,350,622	\$ 645,247,913	\$ 682,391,713	\$ 890,980,845	\$ 1,041,423,339
Totd Sold Volume	\$ 440,451,584	\$ 821,240,525	\$ 1,469,983,589	\$ 751,163,166	\$ 542,498,453	\$ 522,738,433	\$ 426,912,863	\$ 535,449,340	\$ 595,850,902	\$ 635,013,209	\$ 835,784,592	\$ 995,951,060
List / Sell Ratio	95.52%	96.25%	97.79%	95.89%	93.05%	91.27%	90.82%	92.10%	92.34%	93.06%	94.87%	95.63%
Average Sales Price	\$340,643	\$345,349	\$354,726	\$358,893	\$345,981	\$345,270	\$341,804	\$343,677	\$347,638	\$342,695	\$345,366	\$344,978
Median Price					\$ 331,000	\$ 330,000	\$ 330,000	\$ 335,000	\$ 335,250	\$ 330,000	\$ 335,000	\$ 333,000
Average Days on Market	140	142	87	114	169	188	190	184	188	183	158	88
% Volume Compared to Previous Year	242.05%	186.45%	179.00%	51.10%	72.22%	96.36%	81.67%	125.42%	111.28%	106.67%	131.62%	119.16%
% ASP Compared to Previous Year	99.03%	101.38%	102.72%	101.17%	96.40%	99.79%	99.00%	100.55%	101.15%	98.58%	100.78%	99.89%

August Annual YTD Summary - Sales from \$500,000 to 749,995

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	409	761	1391	738	555	526	391	510	542	651	776	864
Total List Price	\$ 263,906,951	\$ 485,190,495	\$ 864,655,951	\$ 466,862,096	\$ 358,414,187	\$ 349,899,588	\$ 260,380,455	\$ 335,425,837	\$ 356,948,147	\$ 421,325,492	\$ 493,066,190	\$ 543,226,560
Totd Sold Volume	\$ 249,646,088	\$ 464,173,703	\$ 841,737,266	\$ 443,914,228	\$ 333,383,101	\$ 316,666,842	\$ 234,834,461	\$ 305,827,437	\$ 326,626,005	\$ 391,450,865	\$ 466,144,209	\$ 518,828,854
List / Sell Ratio	94.60%	95.67%	97.35%	95.08%	93.02%	90.50%	90.19%	91.18%	91.51%	92.91%	94.54%	95.51%
Average Sales Price	\$610,382	\$609,952	\$605,131	\$601,510	\$600,690	\$602,028	\$600,600	\$599,662	\$602,631	\$601,307	\$600,701	\$600,496
Median Price					\$ 590,000	\$ 597,000	\$ 590,000	\$ 594,000	\$ 592,500	\$ 595,000	\$ 595,000	\$ 590,000
Average Days on Market	180	188	124	124	181	211	201	235	212	196	188	115
% Volume Compared to Previous Year	103.27%	185.93%	181.34%	52.74%	75.10%	94.99%	74.16%	130.23%	106.80%	119.85%	119.08%	111.30%
% ASP Compared to Previous Year	100.75%	99.93%	99.21%	99.40%	99.86%	100.22%	99.76%	99.84%	100.50%	99.78%	99.90%	99.97%

August Annual YTD Summary - Sales from \$750,000 - \$999,995

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	184	372	666	356	271	212	152	223	236	270	343	407
Total List Price	\$ 172,867,854	\$ 333,674,244	\$ 590,853,265	\$ 317,369,737	\$ 250,292,109	\$ 204,022,913	\$ 148,262,558	\$ 212,094,190	\$ 223,130,064	\$ 252,895,486	\$ 316,117,749	\$ 369,872,187
Totd Sold Volume	\$ 159,176,360	\$ 317,527,268	\$ 571,511,121	\$ 303,582,970	\$ 230,533,311	\$ 182,015,886	\$ 129,425,938	\$ 190,562,507	\$ 203,274,815	\$ 231,951,050	\$ 295,155,546	\$ 348,958,539
List / Sell Ratio	92.08%	95.16%	96.73%	95.66%	92.11%	89.21%	87.30%	89.85%	91.10%	91.72%	93.37%	94.35%
Average Sales Price	\$865,089	\$853,568	\$858,125	\$852,761	\$850,676	\$858,566	\$851,486	\$854,540	\$861,334	\$859,078	\$860,512	\$857,392
Median Price					\$ 849,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000
Average Days on Market	195	219	145	135	186	216	256	259	206	221	208	124
% Volume Compared to Previous Year	100.91%	199.48%	179.99%	53.12%	75.94%	78.95%	71.11%	147.24%	106.67%	114.11%	127.25%	118.23%
% ASP Compared to Previous Year	101.46%	98.67%	100.53%	99.37%	99.76%	100.93%	99.18%	100.36%	100.79%	99.74%	100.17%	99.64%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	328	634	1109	663	624	508	337	489	551	575	719	892
Total List Price	\$ 774,171,144	\$ 1,457,037,526	\$ 2,363,343,493	\$ 1,516,772,341	\$ 1,512,650,686	\$ 1,215,254,208	\$ 889,440,338	\$ 1,231,109,313	\$ 1,330,756,395	\$ 1,295,696,926	\$ 1,683,666,114	\$ 2,105,164,475
Totd Sold Volume	\$ 704,814,805	\$ 1,334,330,737	\$ 2,218,555,293	\$ 1,390,492,846	\$ 1,368,322,108	\$ 1,085,143,796	\$ 761,073,927	\$ 1,076,280,600	\$ 1,173,425,017	\$ 1,161,998,111	\$ 1,553,221,621	\$ 1,963,129,774
List / Sell Ratio	91.04%	91.58%	93.87%	91.67%	90.46%	89.29%	85.57%	87.42%	88.18%	89.88%	92.25%	93.25%
Average Sales Price	\$2,148,826	\$2,104,623	\$2,000,501	\$2,097,274	\$2,192,824	\$2,136,110	\$2,258,380	\$2,200,983	\$2,129,628	\$2,020,866	\$2,160,253	\$2,200,818
Median Price					\$ 1,750,000	\$ 1,730,000	\$ 1,645,000	\$ 190,000	\$ 192,000	\$ 1,600,000	\$ 1,600,000	\$ 1,650,000
Average Days on Market	252	262	225	195	240	241	271	257	264	257	219	149
% Volume Compared to Previous Year	96.58%	189.32%	166.27%	62.68%	98.41%	79.30%	70.14%	141.42%	109.03%	99.03%	133.67%	126.39%
% ASP Compared to Previous Year	111.01%	97.94%	95.05%	104.84%	104.56%	97.41%	105.72%	97.46%	96.76%	94.89%	106.90%	101.88%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	209	412	754	433	385	313	212	315	355	387	465	558
Total List Price	\$ 314,763,244	\$ 624,870,828	\$ 1,104,146,643	\$ 645,629,977	\$ 597,339,817	\$ 499,937,357	\$ 336,824,947	\$ 492,689,141	\$ 546,092,396	\$ 594,358,636	\$ 700,023,016	\$ 819,880,403
Totd Sold Volume	\$ 285,639,671	\$ 573,674,827	\$ 1,041,633,058	\$ 596,987,954	\$ 539,609,009	\$ 443,682,009	\$ 290,592,427	\$ 428,611,049	\$ 486,357,524	\$ 537,025,182	\$ 644,858,530	\$ 763,425,588
List / Sell Ratio	90.75%	91.81%	94.34%	92.47%	90.34%	88.75%	86.27%	86.99%	89.06%	90.35%	92.12%	93.11%
Average Sales Price	\$1,366,697	\$1,392,415	\$1,381,476	\$1,378,725	\$1,401,582	\$1,417,514	\$1,370,719	\$1,360,670	\$1,370,021	\$1,387,662	\$1,386,793	\$1,368,146
Median Price					\$ 1,325,000	\$ 1,350,000	\$ 1,333,000	\$ 1,312,500	\$ 1,300,000	\$ 1,335,000	\$ 1,350,000	\$ 1,325,000
Average Days on Market	245	241	207	166	219	230	247	238	261	242	224	144
% Volume Compared to Previous Year	78.69%	200.84%	181.57%	57.31%	90.39%	82.22%	65.50%	147.50%	113.47%	110.42%	120.08%	118.39%
% ASP Compared to Previous Year	101.28%	101.88%	99.21%	99.80%	101.66%	101.14%	96.70%	99.27%	100.69%	101.29%	99.94%	98.66%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	106	192	320	203	200	167	106	149	173	169	218	279
Total List Price	\$ 350,772,900	\$ 598,654,038	\$ 966,337,850	\$ 663,482,364	\$ 617,674,869	\$ 525,564,851	\$ 378,900,391	\$ 487,746,173	\$ 572,863,999	\$ 542,699,290	\$ 695,493,099	\$ 854,953,072
Told Sold Volume	\$ 319,200,134	\$ 552,608,250	\$ 903,772,873	\$ 603,225,377	\$ 560,508,299	\$ 468,379,287	\$ 322,056,500	\$ 431,222,551	\$ 503,287,493	\$ 485,877,929	\$ 644,202,591	\$ 798,276,686
List / Sell Ratio	91.00%	92.31%	93.53%	90.92%	90.74%	89.12%	85.00%	88.41%	87.85%	89.53%	92.63%	93.37%
Average Sales Price	\$3,011,322	\$2,878,168	\$2,824,290	\$2,971,554	\$2,802,541	\$2,804,666	\$3,038,269	\$2,894,111	\$2,909,176	\$2,875,017	\$2,955,058	\$2,861,207
Median Price					\$ 2,665,000	\$ 2,587,500	\$ 2,897,500	\$ 2,625,000	\$ 2,700,000	\$ 2,687,500	\$ 2,797,500	\$ 2,660,000
Average Days on Market	261	304	257	243	272	249	323	284	272	283	209	142
% Volume Compared to Previous Year	121.76%	173.12%	163.55%	66.75%	92.92%	83.56%	68.76%	133.90%	116.71%	96.54%	132.59%	123.92%
% ASP Compared to Previous Year	104.53%	95.58%	98.13%	105.21%	94.31%	100.08%	108.33%	95.26%	100.52%	98.83%	102.78%	96.82%

August Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	13	30	35	27	39	28	19	25	23	19	36	55
Total List Price	\$ 108,635,000	\$ 233,512,660	\$ 292,859,000	\$ 207,660,000	\$ 297,636,000	\$ 189,752,000	\$ 173,715,000	\$ 250,673,999	\$ 211,800,000	\$ 158,639,000	\$ 288,149,999	\$ 430,331,000
Told Sold Volume	\$ 99,975,000	\$ 208,047,660	\$ 273,149,362	\$ 190,279,515	\$ 268,204,800	\$ 173,082,500	\$ 148,425,000	\$ 216,447,000	\$ 183,780,000	\$ 139,095,000	\$ 264,160,500	\$ 401,427,500
List / Sell Ratio	92.03%	89.09%	93.27%	91.63%	90.11%	91.22%	85.44%	86.35%	86.77%	87.68%	91.67%	93.28%
Average Sales Price	\$7,690,385	\$6,934,922	\$7,804,267	\$7,047,389	\$6,877,046	\$6,181,518	\$7,811,842	\$8,657,880	\$7,990,435	\$7,320,789	\$7,337,792	\$7,298,682
Median Price					\$ 5,925,000	\$ 5,887,500	\$ 6,875,000	\$ 7,000,000	\$ 7,000,000	\$ 6,500,000	\$ 6,250,000	\$ 6,295,000
Average Days on Market	295	287	54	288	283	315	253	343	244	316	213	232
% Volume Compared to Previous Year	87.31%	208.10%	131.29%	69.66%	140.95%	58.15%	85.75%	145.83%	84.91%	75.69%	189.91%	151.96%
% ASP Compared to Previous Year	114.18%	90.18%	112.54%	90.30%	97.58%	89.89%	126.37%	110.83%	92.29%	91.62%	100.23%	99.47%

August Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	5000	7391	8584	4314	3803	4363	5913	7328	7790	7988	8722	9309
Total List Price	\$ 2,160,571,015	\$ 3,726,913,100	\$ 5,585,898,149	\$ 3,178,218,172	\$ 2,867,526,405	\$ 2,649,787,579	\$ 2,298,071,757	\$ 3,011,563,290	\$ 3,232,279,779	\$ 3,354,364,528	\$ 4,097,586,892	\$ 4,786,629,240
Told Sold Volume	\$ 2,021,759,011	\$ 3,513,776,500	\$ 5,359,221,823	\$ 2,977,366,405	\$ 2,624,238,737	\$ 2,384,979,955	\$ 2,044,051,788	\$ 2,718,996,870	\$ 2,931,081,445	\$ 3,080,890,959	\$ 3,838,232,008	\$ 4,522,100,558
List / Sell Ratio	93.58%	94.28%	95.94%	93.68%	91.52%	90.01%	88.95%	90.29%	90.68%	91.85%	93.67%	94.47%
Average Sales Price	\$404,352	\$475,413	\$624,327	\$690,164	\$690,044	\$546,638	\$345,688	\$371,042	\$376,262	\$385,690	\$440,063	\$485,777
Median Price					\$ 385,000	\$ 314,200	\$ 185,000	\$ 190,000	\$ 192,000	\$ 213,700	\$ 235,000	\$ 267,000
Average Days on Market	133	148	114	130	185	188	158	170	174	172	156	91
% Volume Compared to Previous Year	115.34%	173.80%	152.52%	55.56%	88.14%	83.17%	85.71%	133.02%	107.80%	105.11%	124.58%	117.82%
% ASP Compared to Previous Year	97.92%	117.57%	131.32%	110.55%	99.98%	79.22%	63.24%	107.33%	101.41%	102.51%	114.10%	110.39%