

#Nov/A1

November Annual YTD Summary - Sales from \$0 = \$249,995												
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	3739	3917	1461	635	1033	2311	5122	5770	6075	6056	5679	5541
Total List Price	\$ 656,158,967	\$ 724,579,581	\$ 303,599,152	\$ 129,473,774	\$ 213,243,711	\$ 423,786,753	\$ 715,288,341	\$ 813,953,122	\$ 864,426,167	\$ 913,080,509	\$ 928,032,719	\$ 951,304,843
Told Sold Volume	\$ 628,940,444	\$ 699,486,052	\$ 295,763,920	\$ 122,087,002	\$ 194,483,428	\$ 385,929,325	\$ 665,926,586	\$ 762,734,455	\$ 808,348,449	\$ 860,913,973	\$ 883,262,627	\$ 910,242,644
List / Sell Ratio	95.85%	96.54%	97.42%	94.29%	91.20%	91.07%	93.10%	93.71%	93.51%	94.29%	95.18%	95.68%
Average Sales Price	\$168,211	\$178,577	\$202,439	\$192,263	\$188,271	\$166,997	\$130,013	\$132,190	\$133,061	\$142,159	\$155,531	\$164,274
Median Price					\$ 200,000	\$ 170,000	\$ 125,000	\$ 130,000	\$ 130,000	\$ 140,000	\$ 155,100	\$ 166,000
Average Days on Market	110	112	83	121	178	154	131	145	152	150	125	69
% Volume Compared to Previous Year	108.62%	111.22%	42.28%	41.28%	159.30%	198.44%	172.55%	114.54%	105.98%	106.50%	102.60%	103.05%
% ASP Compared to Previous Year	106.53%	106.16%	113.36%	94.97%	97.92%	88.70%	77.85%	101.67%	100.66%	106.84%	109.41%	105.62%

November Annual YTD Summary - Sales from \$250,000 - \$499,995												
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	1745	3063	5266	2637	1967	1887	1745	1928	2084	2429	3176	3792
Total List Price	\$ 621,058,808	\$ 1,095,421,406	\$ 1,923,133,567	\$ 984,521,372	\$ 732,379,887	\$ 714,338,809	\$ 653,241,312	\$ 719,518,143	\$ 782,947,631	\$ 892,291,490	\$ 1,152,265,173	\$ 1,362,456,861
Told Sold Volume	\$ 594,232,941	\$ 1,055,576,029	\$ 1,879,985,753	\$ 942,303,755	\$ 679,285,312	\$ 651,210,652	\$ 594,724,701	\$ 663,742,749	\$ 722,964,349	\$ 833,424,580	\$ 1,094,637,059	\$ 1,303,191,299
List / Sell Ratio	95.68%	96.36%	97.75%	95.71%	92.75%	91.16%	91.04%	92.25%	92.34%	93.40%	95.00%	95.66%
Average Sales Price	\$340,535	\$344,622	\$356,986	\$357,339	\$345,341	\$345,104	\$340,816	\$344,265	\$346,812	\$343,114	\$344,659	\$343,669
Median Price					\$ 332,000	\$ 330,000	\$ 329,900	\$ 335,000	\$ 335,000	\$ 330,000	\$ 335,000	\$ 330,000
Average Days on Market	145	139	88	121	169	186	193	183	186	181	146	84
% Volume Compared to Previous Year	249.12%	177.64%	178.09%	50.13%	72.09%	95.87%	91.33%	111.61%	108.92%	115.28%	131.34%	119.05%
% ASP Compared to Previous Year	99.65%	101.20%	103.59%	100.10%	96.64%	99.93%	98.76%	101.01%	100.77%	98.91%	100.45%	99.71%

November 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	529	957	1783	864	682	654	526	626	660	827	987	1122
Total List Price	\$ 340,260,660	\$ 608,958,834	\$ 1,107,034,978	\$ 548,625,875	\$ 441,420,651	\$ 435,013,368	\$ 349,183,870	\$ 412,720,694	\$ 433,864,064	\$ 535,121,605	\$ 628,407,142	\$ 704,639,738
Told Sold Volume	\$ 322,459,551	\$ 582,583,491	\$ 1,077,961,990	\$ 520,119,368	\$ 409,828,005	\$ 392,948,072	\$ 314,662,561	\$ 375,310,897	\$ 396,961,487	\$ 497,569,847	\$ 593,880,175	\$ 673,515,320
List / Sell Ratio	94.77%	95.67%	97.37%	94.80%	92.84%	90.33%	90.11%	90.94%	91.49%	92.98%	94.51%	95.58%
Average Sales Price	\$609,564	\$608,760	\$604,578	\$601,990	\$600,921	\$600,838	\$598,218	\$599,538	\$601,457	\$601,656	\$601,702	\$600,281
Median Price					\$ 590,000	\$ 593,188	\$ 585,000	\$ 590,757	\$ 591,000	\$ 595,000	\$ 590,000	\$ 588,250
Average Days on Market	186	186	124	127	185	212	208	234	213	201	180	114
% Volume Compared to Previous Year	106.50%	180.67%	185.03%	48.25%	78.79%	95.88%	80.08%	119.27%	105.77%	125.34%	119.36%	113.41%
% ASP Compared to Previous Year	100.66%	99.87%	99.31%	99.57%	99.82%	99.99%	99.56%	100.22%	100.32%	100.03%	100.01%	99.76%

November Annual YTD Summary - Sales from \$750,000 - \$999,999												
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	244	479	821	419	335	266	212	264	294	342	452	503
Total List Price	\$ 226,856,154	\$ 429,618,444	\$ 728,976,354	\$ 375,106,286	\$ 311,210,657	\$ 256,486,134	\$ 207,036,357	\$ 250,384,990	\$ 277,168,062	\$ 319,154,184	\$ 414,744,669	\$ 454,905,682
Told Sold Volume	\$ 209,683,060	\$ 409,875,568	\$ 705,341,339	\$ 357,355,070	\$ 284,622,330	\$ 227,447,551	\$ 180,225,956	\$ 224,770,014	\$ 251,738,540	\$ 293,384,300	\$ 388,639,555	\$ 430,466,870
List / Sell Ratio	92.43%	95.40%	96.76%	95.27%	91.46%	88.68%	87.05%	89.77%	90.83%	91.93%	93.71%	94.63%
Average Sales Price	\$859,357	\$855,690	\$859,125	\$852,876	\$849,619	\$855,066	\$850,122	\$851,402	\$856,254	\$857,849	\$859,822	\$855,799
Median Price					\$ 843,500	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000
Average Days on Market	203	220	151	144	195	208	241	261	213	219	198	121
% Volume Compared to Previous Year	101.30%	195.47%	172.09%	50.66%	79.65%	79.91%	79.24%	124.72%	112.00%	116.54%	132.47%	110.76%
% ASP Compared to Previous Year	100.89%	99.57%	100.40%	99.27%	99.62%	100.64%	99.42%	100.15%	100.57%	100.19%	100.23%	99.53%

November Annual YTD Summary - All Sales \$1M +												
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	430	790	1340	814	756	596	454	588	659	702	858	1088
Total List Price	\$ 1,010,685,313	\$ 1,815,014,776	\$ 2,821,542,018	\$ 1,910,315,261	\$ 1,828,195,279	\$ 1,447,627,108	\$ 1,152,225,203	\$ 1,466,628,302	\$ 1,596,873,097	\$ 1,615,770,570	\$ 2,003,710,247	\$ 2,597,428,273
Told Sold Volume	\$ 917,095,680	\$ 1,660,305,003	\$ 2,646,834,478	\$ 1,757,301,815	\$ 1,648,536,671	\$ 1,282,405,029	\$ 989,244,965	\$ 1,275,354,380	\$ 1,409,552,957	\$ 1,447,794,437	\$ 1,851,973,987	\$ 2,423,477,864
List / Sell Ratio	90.74%	91.48%	93.81%	91.99%	90.17%	88.59%	85.86%	86.96%	88.27%	89.60%	92.43%	93.30%
Average Sales Price	\$2,132,781	\$2,101,652	\$1,975,250	\$2,158,847	\$2,180,604	\$2,151,686	\$2,178,954	\$2,168,970	\$2,138,927	\$2,062,385	\$2,158,478	\$2,227,461
Median Price					\$ 1,750,000	\$ 1,740,000	\$ 1,600,000	\$ 185,000	\$ 187,000	\$ 1,600,000	\$ 1,600,000	\$ 1,650,000
Average Days on Market	272	272	227	222	252	245	272	261	263	260	213	146
% Volume Compared to Previous Year	107.65%	181.04%	159.42%	66.39%	93.81%	77.79%	77.14%	128.92%	110.52%	102.71%	127.92%	130.86%
% ASP Compared to Previous Year	110.40%	98.54%	93.99%	109.29%	101.01%	98.67%	101.27%	99.54%	98.61%	96.42%	104.66%	103.20%

November Annual YTD Summary - Sales \$1M - \$2M												
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	276	514	918	509	466	364	291	380	426	467	552	681
Total List Price	\$ 417,827,413	\$ 777,821,228	\$ 1,341,843,293	\$ 766,938,497	\$ 720,258,991	\$ 584,023,257	\$ 459,738,812	\$ 596,810,130	\$ 654,331,098	\$ 716,801,280	\$ 826,818,358	\$ 999,764,701
Told Sold Volume	\$ 380,423,546	\$ 715,335,093	\$ 1,265,790,693	\$ 707,271,200	\$ 649,251,184	\$ 515,443,059	\$ 394,320,465	\$ 519,159,829	\$ 581,942,214	\$ 647,649,357	\$ 763,555,897	\$ 931,755,678
List / Sell Ratio	91.05%	91.97%	94.33%	92.22%	90.14%	88.26%	85.77%	86.99%	88.94%	90.35%	92.35%	93.20%
Average Sales Price	\$1,378,346	\$1,391,703	\$1,378,857	\$1,389,531	\$1,393,243	\$1,416,052	\$1,355,053	\$1,366,210	\$1,366,062	\$1,386,829	\$1,383,253	\$1,368,217
Median Price					\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,325,000	\$ 1,300,000	\$ 1,350,000	\$ 1,344,050	\$ 1,325,000
Average Days on Market	256	254	208	119	237	235	246	241	259	244	219	141
% Volume Compared to Previous Year	90.81%	188.04%	176.95%	55.88%	91.80%	79.39%	76.50%	131.66%	112.09%	111.29%	117.90%	122.03%
% ASP Compared to Previous Year	102.32%	100.97%	99.08%	100.77%	100.27%	101.64%	95.69%	100.82%	99.99%	101.52%	99.74%	98.91%

November Annual YTD Summary - Sales \$2M - \$5M												
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	138	240	382	269	245	200	141	179	204	211	264	337
Total List Price	\$ 463,532,900	\$ 752,535,888	\$ 1,152,339,725	\$ 859,471,764	\$ 766,605,288	\$ 634,106,851	\$ 501,629,391	\$ 585,244,173	\$ 677,646,999	\$ 695,350,290	\$ 839,302,890	\$ 1,047,571,572
Told Sold Volume	\$ 417,635,134	\$ 691,922,250	\$ 1,077,144,423	\$ 789,706,100	\$ 692,380,437	\$ 561,429,470	\$ 430,874,500	\$ 513,897,551	\$ 596,033,243	\$ 621,683,580	\$ 778,357,590	\$ 977,587,686
List / Sell Ratio	90.10%	91.95%	93.47%	91.88%	90.32%	88.54%	85.89%	87.81%	87.96%	89.41%	92.74%	93.32%
Average Sales Price	\$3,026,342	\$2,883,009	\$2,819,750	\$2,935,710	\$2,826,043	\$2,807,147	\$3,055,848	\$2,870,936	\$2,921,732	\$2,946,368	\$2,948,324	\$2,900,854
Median Price					\$ 2,650,000	\$ 2,575,000	\$ 2,895,000	\$ 2,605,000	\$ 2,700,000	\$ 2,700,000	\$ 2,700,000	\$ 2,700,000
Average Days on Market	299	308	264	296	274	252	300	290	272	292	198	143
% Volume Compared to Previous Year	129.26%	165.68%	155.67%	73.31%	87.68%	81.09%	76.75%	119.27%	115.98%	104.30%	125.20%	125.60%
% ASP Compared to Previous Year	104.91%	95.26%	97.81%	104.11%	96.26%	99.33%	108.86%	93.95%	101.77%	100.84%	100.07%	98.39%

November Annual YTD Summary - Sales \$5M +												
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	16	36	40	36	45	32	22	29	29	24	42	70
Total List Price	\$ 129,325,000	\$ 284,657,660	\$ 327,359,000	\$ 283,905,000	\$ 341,331,000	\$ 229,497,000	\$ 190,857,000	\$ 284,573,999	\$ 264,895,000	\$ 203,619,000	\$ 337,588,999	\$ 550,092,000
Told Sold Volume	\$ 119,037,000	\$ 253,047,660	\$ 303,899,362	\$ 260,324,515	\$ 306,905,050	\$ 205,532,500	\$ 164,050,000	\$ 242,297,000	\$ 231,577,500	\$ 178,461,500	\$ 310,060,500	\$ 514,134,500
List / Sell Ratio	92.04%	88.90%	92.83%	91.69%	89.91%	89.56%	85.95%	85.14%	87.42%	87.64%	91.85%	93.46%
Average Sales Price	\$7,439,813	\$7,029,102	\$7,597,484	\$7,231,237	\$6,820,112	\$6,422,891	\$7,456,818	\$8,355,069	\$7,985,431	\$7,435,896	\$7,382,393	\$7,344,779
Median Price					\$ 5,825,000	\$ 6,000,000	\$ 6,250,000	\$ 6,900,000	\$ 6,747,500	\$ 6,366,500	\$ 6,300,000	\$ 6,231,250
Average Days on Market	318	303	48	346	287	322	250	340	259	279	235	213
% Volume Compared to Previous Year	99.40%	212.58%	120.10%	85.66%	117.89%	60.22%	79.82%	147.70%	95.58%	77.06%	173.74%	165.82%
% ASP Compared to Previous Year	111.83%	94.48%	108.09%	95.18%	94.31%	94.18%	116.10%	112.05%	95.58%	93.12%	99.28%	99.49%

November Annual YTD Summary - Overall Sales												
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	6687	9206	10671	5369	4773	5714	8059	9176	9772	10356	11152	12046
Total List Price	\$ 2,855,019,902	\$ 4,673,593,041	\$ 6,884,286,069	\$ 3,948,042,568	\$ 3,526,450,185	\$ 3,277,252,172	\$ 3,076,975,083	\$ 3,663,205,251	\$ 3,955,278,921	\$ 4,275,418,358	\$ 5,127,159,950	\$ 6,070,735,386
Told Sold Volume	\$ 2,672,411,676	\$ 4,407,828,143	\$ 6,605,787,480	\$ 3,699,167,010	\$ 3,216,755,746	\$ 2,939,940,629	\$ 2,744,784,769	\$ 3,301,912,495	\$ 3,589,565,782	\$ 3,933,087,137	\$ 4,812,393,403	\$ 5,740,893,997
List / Sell Ratio	93.60%	94.31%	95.95%	93.70%	91.22%	89.71%	89.20%	90.14%	90.75%	91.99%	93.86%	94.57%
Average Sales Price	\$399,643	\$478,799	\$619,041	\$688,986	\$673,948	\$514,515	\$340,586	\$359,842	\$367,332	\$379,788	\$431,527	\$476,581
Median Price					\$ 380,000	\$ 294,500	\$ 185,000	\$ 185,000	\$ 187,000	\$ 210,000	\$ 245,000	\$ 265,000
Average Days on Market	139	148	116	139	188	183	160	170	173	171	145	87
% Volume Compared to Previous Year	122.08%	164.94%	149.86%	56.00%	86.96%	83.37%	93.36%	120.30%	108.71%	109.57%	122.36%	119.29%
% ASP Compared to Previous Year	101.30%	119.81%	129.29%	111.30%	97.82%	76.34%	66.20%	105.65%	102.08%	103.39%	113.62%	110.44%