

#Apr1A1

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

| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|------------------------------------|---------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 215 | 390 | 674 | 1614 | 2390 | 2560 | 2354 | 2187 | 2204 | 1792 |
| Total List Price | \$ 43,437,753 | \$ 80,729,782 | \$ 132,745,828 | \$ 229,657,091 | \$ 346,880,563 | \$ 363,708,792 | \$ 354,241,773 | \$ 351,109,822 | \$ 372,125,529 | \$ 325,547,418 |
| Told Sold Volume | \$ 40,909,564 | \$ 74,197,144 | \$ 119,404,000 | \$ 211,484,539 | \$ 323,951,227 | \$ 339,561,985 | \$ 332,050,853 | \$ 332,365,912 | \$ 354,984,136 | \$ 311,268,286 |
| List / Sell Ratio | 94.18% | 91.91% | 89.95% | 92.09% | 93.39% | 93.36% | 93.74% | 94.66% | 95.39% | 95.61% |
| Average Sales Price | \$190,277 | \$190,249 | \$177,157 | \$131,031 | \$135,544 | \$132,641 | \$141,058 | \$151,973 | \$161,064 | \$173,699 |
| Median Price | | \$ 203,015 | \$ 185,000 | \$ 125,000 | \$ 135,000 | \$ 129,000 | \$ 140,000 | \$ 151,000 | \$ 164,000 | \$ 176,750 |
| Average Days on Market | 116 | 194 | 165 | 131 | 151 | 151 | 149 | 136 | 77 | 60 |
| % Volume Compared to Previous Year | 25.05% | 181.37% | 160.93% | 177.12% | 153.18% | 104.82% | 97.79% | 100.09% | 106.81% | 87.69% |
| % ASP Compared to Previous Year | 94.96% | 99.99% | 93.12% | 73.96% | 103.44% | 97.86% | 106.35% | 107.74% | 105.98% | 107.84% |

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

| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 1120 | 761 | 745 | 531 | 839 | 844 | 905 | 1187 | 1419 | 1692 |
| Total List Price | \$ 418,333,394 | \$ 281,773,615 | \$ 284,129,794 | \$ 199,424,243 | \$ 310,743,256 | \$ 318,115,642 | \$ 334,938,560 | \$ 432,254,766 | \$ 507,731,517 | \$ 612,626,211 |
| Told Sold Volume | \$ 403,325,880 | \$ 263,258,874 | \$ 258,846,817 | \$ 180,250,670 | \$ 286,294,197 | \$ 293,484,635 | \$ 311,307,898 | \$ 409,329,947 | \$ 485,684,496 | \$ 586,911,933 |
| List / Sell Ratio | 96.41% | 93.43% | 91.10% | 90.39% | 92.13% | 92.26% | 92.94% | 94.70% | 95.66% | 95.80% |
| Average Sales Price | \$360,112 | \$345,938 | \$347,445 | \$339,455 | \$341,221 | \$347,731 | \$343,987 | \$344,844 | \$342,272 | \$346,875 |
| Median Price | | \$ 333,750 | \$ 335,000 | \$ 328,000 | \$ 330,000 | \$ 335,000 | \$ 332,553 | \$ 335,000 | \$ 329,000 | \$ 335,000 |
| Average Days on Market | 104 | 162 | 184 | 183 | 188 | 188 | 180 | 161 | 87 | 75 |
| % Volume Compared to Previous Year | 57.57% | 65.27% | 98.32% | 69.64% | 158.83% | 102.52% | 106.07% | 131.49% | 118.65% | 120.84% |
| % ASP Compared to Previous Year | 102.55% | 96.06% | 100.44% | 97.70% | 100.52% | 101.91% | 98.92% | 100.25% | 99.25% | 101.34% |

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

| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 416 | 269 | 255 | 175 | 280 | 278 | 352 | 374 | 435 | 454 |
| Total List Price | \$ 261,555,909 | \$ 172,504,413 | \$ 168,918,245 | \$ 116,179,828 | \$ 182,196,037 | \$ 184,475,580 | \$ 228,908,932 | \$ 237,140,528 | \$ 274,860,942 | \$ 283,928,231 |
| Told Sold Volume | \$ 250,873,529 | \$ 160,576,340 | \$ 152,989,342 | \$ 104,203,743 | \$ 166,062,618 | \$ 168,468,445 | \$ 211,931,315 | \$ 223,975,647 | \$ 262,337,979 | \$ 272,124,939 |
| List / Sell Ratio | 95.92% | 93.09% | 90.57% | 89.69% | 91.15% | 91.32% | 92.58% | 94.45% | 95.44% | 95.84% |
| Average Sales Price | \$603,061 | \$596,938 | \$599,958 | \$595,450 | \$593,081 | \$606,002 | \$602,078 | \$598,865 | \$603,076 | \$599,394 |
| Median Price | | \$ 589,750 | \$ 597,000 | \$ 585,000 | \$ 580,000 | \$ 599,950 | \$ 595,000 | \$ 595,000 | \$ 599,000 | \$ 585,000 |
| Average Days on Market | 118 | 186 | 196 | 206 | 228 | 211 | 207 | 184 | 117 | 92 |
| % Volume Compared to Previous Year | 67.57% | 64.01% | 95.28% | 68.11% | 159.36% | 101.45% | 125.80% | 105.68% | 117.13% | 103.73% |
| % ASP Compared to Previous Year | 99.41% | 98.98% | 100.51% | 99.25% | 99.60% | 102.18% | 99.35% | 99.47% | 100.70% | 99.39% |

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

| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|------------------------------------|----------------|----------------|---------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 217 | 148 | 100 | 61 | 112 | 120 | 133 | 160 | 203 | 240 |
| Total List Price | \$ 193,670,743 | \$ 136,155,238 | \$ 95,585,587 | \$ 59,824,685 | \$ 105,813,290 | \$ 114,085,234 | \$ 123,864,601 | \$ 147,807,731 | \$ 183,304,139 | \$ 219,210,592 |
| Total Sold Volume | \$ 186,169,272 | \$ 126,601,703 | \$ 86,507,887 | \$ 51,978,800 | \$ 95,524,699 | \$ 103,920,440 | \$ 113,369,088 | \$ 137,885,155 | \$ 171,935,180 | \$ 208,783,037 |
| List / Sell Ratio | 96.13% | 92.98% | 90.50% | 86.89% | 90.28% | 91.09% | 91.53% | 93.29% | 93.80% | 95.24% |
| Average Sales Price | \$857,923 | \$855,417 | \$865,079 | \$852,111 | \$852,899 | \$866,004 | \$852,399 | \$861,782 | \$846,971 | \$869,929 |
| Median Price | \$ 850,000 | \$ 850,000 | \$ 862,500 | \$ 850,000 | \$ 847,500 | \$ 875,000 | \$ 850,000 | \$ 855,000 | \$ 845,000 | \$ 870,875 |
| Average Days on Market | 122 | 188 | 199 | 273 | 267 | 210 | 211 | 211 | 129 | 109 |
| % Volume Compared to Previous Year | 64.35% | 68.00% | 68.33% | 60.09% | 183.78% | 108.79% | 109.09% | 121.63% | 124.69% | 121.43% |
| % ASP Compared to Previous Year | 99.94% | 99.71% | 101.13% | 98.50% | 100.09% | 101.54% | 98.43% | 101.10% | 98.28% | 102.71% |

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

| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|
| Number of Sales | 374 | 343 | 263 | 155 | 249 | 277 | 278 | 328 | 484 | 477 |
| Total List Price | \$ 875,672,864 | \$ 812,771,248 | \$ 635,863,560 | \$ 427,589,739 | \$ 629,043,872 | \$ 662,215,536 | \$ 599,127,988 | \$ 746,910,944 | \$ 1,116,353,186 | \$ 1,170,765,358 |
| Total Sold Volume | \$ 808,670,351 | \$ 737,293,641 | \$ 566,524,446 | \$ 364,655,900 | \$ 540,765,789 | \$ 585,179,689 | \$ 539,799,049 | \$ 685,610,797 | \$ 1,039,983,073 | \$ 1,094,057,838 |
| List / Sell Ratio | 92.35% | 90.71% | 89.10% | 85.28% | 85.97% | 88.37% | 90.10% | 91.79% | 93.16% | 93.45% |
| Average Sales Price | \$2,162,220 | \$2,149,544 | \$2,154,085 | \$2,352,619 | \$2,171,750 | \$2,112,562 | \$1,941,723 | \$2,090,277 | \$2,148,725 | \$2,293,622 |
| Median Price | \$ 1,789,100 | \$ 1,725,000 | \$ 1,700,000 | \$ 1,700,000 | \$ 197,750 | \$ 175,000 | \$ 1,600,000 | \$ 1,696,250 | \$ 1,677,000 | \$ 1,695,000 |
| Average Days on Market | 195 | 241 | 235 | 265 | 248 | 261 | 240 | 220 | 147 | 134 |
| % Volume Compared to Previous Year | 71.55% | 91.17% | 76.84% | 64.37% | 148.29% | 108.21% | 92.25% | 127.01% | 151.69% | 105.20% |
| % ASP Compared to Previous Year | 108.47% | 99.41% | 100.21% | 109.22% | 92.31% | 97.27% | 91.91% | 107.65% | 102.80% | 106.74% |

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

| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 237 | 209 | 160 | 93 | 158 | 179 | 193 | 209 | 298 | 288 |
| Total List Price | \$ 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 | \$ 420,705,064 |
| Total Sold Volume | \$ 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 | \$ 393,105,634 |
| List / Sell Ratio | 92.98% | 90.34% | 88.87% | 85.44% | 87.09% | 88.04% | 90.12% | 92.21% | 93.25% | 93.44% |
| Average Sales Price | \$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 | \$1,364,950 |
| Median Price | \$ 1,350,000 | \$ 1,300,000 | \$ 1,300,000 | \$ 1,350,000 | \$ 1,300,000 | \$ 1,350,000 | \$ 1,355,000 | \$ 1,367,750 | \$ 1,310,000 | \$ 1,292,500 |
| Average Days on Market | 155 | 219 | 225 | 241 | 218 | 270 | 232 | 225 | 145 | 122 |
| % Volume Compared to Previous Year | 61.19% | 90.45% | 75.28% | 57.48% | 168.13% | 115.04% | 109.11% | 108.49% | 139.36% | 96.16% |
| % ASP Compared to Previous Year | 99.41% | 102.57% | 98.33% | 98.88% | 98.96% | 101.54% | 101.20% | 100.19% | 97.74% | 99.49% |

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

| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 118 | 115 | 89 | 52 | 79 | 88 | 77 | 105 | 162 | 153 |
| Total List Price | \$ 378,827,364 | \$ 350,028,170 | \$ 284,557,001 | \$ 187,895,391 | \$ 255,983,673 | \$ 292,436,000 | \$ 243,713,290 | \$ 325,660,100 | \$ 501,251,203 | \$ 490,986,794 |
| Told Sold Volume | \$ 344,285,487 | \$ 320,000,400 | \$ 251,767,287 | \$ 159,486,500 | \$ 222,193,740 | \$ 259,019,743 | \$ 219,449,429 | \$ 299,862,434 | \$ 465,182,058 | \$ 459,034,982 |
| List / Sell Ratio | 90.88% | 91.42% | 88.48% | 84.88% | 86.80% | 88.57% | 90.04% | 92.08% | 92.80% | 93.49% |
| Average Sales Price | \$2,917,674 | \$2,782,612 | \$2,828,846 | \$3,067,048 | \$2,812,579 | \$2,943,406 | \$2,849,993 | \$2,855,833 | \$2,871,494 | \$3,000,229 |
| Median Price | \$ 2,795,000 | \$ 2,600,000 | \$ 2,600,000 | \$ 2,847,500 | \$ 2,500,000 | \$ 2,700,000 | \$ 2,648,750 | \$ 2,650,000 | \$ 2,600,000 | \$ 2,900,000 |
| Average Days on Market | 255 | 267 | 246 | 325 | 310 | 255 | 263 | 215 | 143 | 136 |
| % Volume Compared to Previous Year | 74.94% | 92.95% | 78.68% | 63.35% | 139.32% | 116.57% | 84.72% | 136.64% | 155.13% | 98.68% |
| % ASP Compared to Previous Year | 103.52% | 95.37% | 101.66% | 108.42% | 91.70% | 104.65% | 96.83% | 100.20% | 100.55% | 104.48% |

April Annual YTD Summary - Sales \$5M +

| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|------------------------------------|----------------|----------------|----------------|---------------|----------------|---------------|---------------|----------------|----------------|----------------|
| Number of Sales | 19 | 19 | 14 | 10 | 12 | 10 | 8 | 14 | 24 | 36 |
| Total List Price | \$ 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 | \$ 259,073,500 |
| Told Sold Volume | \$ 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 | \$ 241,917,222 |
| List / Sell Ratio | 94.65% | 89.80% | 91.40% | 85.86% | 82.06% | 88.73% | 90.20% | 89.62% | 93.95% | 93.38% |
| Average Sales Price | \$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 | \$6,719,923 |
| Median Price | \$ 5,900,000 | \$ 5,750,000 | \$ 6,625,000 | \$ 5,686,000 | \$ 6,845,000 | \$ 6,100,000 | \$ 6,100,000 | \$ 5,825,000 | \$ 6,206,250 | \$ 6,326,000 |
| Average Days on Market | 321 | 318 | 288 | 175 | 242 | 160 | 223 | 195 | 184 | 222 |
| % Volume Compared to Previous Year | 100.90% | 88.44% | 68.06% | 83.89% | 133.89% | 75.95% | 63.76% | 184.95% | 179.66% | 145.75% |
| % ASP Compared to Previous Year | 100.90% | 88.44% | 102.86% | 117.45% | 111.57% | 91.14% | 79.70% | 105.69% | 104.80% | 97.17% |

April Annual YTD Summary - Overall Sales

| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales | 2342 | 1911 | 2037 | 2536 | 3870 | 4079 | 4022 | 4236 | 4745 | 4655 |
| Total List Price | \$ 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 | \$ 2,454,375,313 | \$ 2,612,077,810 |
| Told Sold Volume | \$ 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 | \$ 2,314,924,864 | \$ 2,473,146,033 |
| List / Sell Ratio | 94.27% | 91.78% | 89.91% | 88.37% | 89.71% | 90.75% | 91.92% | 93.42% | 94.32% | 94.68% |
| Average Sales Price | \$721,584 | \$712,678 | \$581,381 | \$359,848 | \$365,010 | \$365,436 | \$375,052 | \$422,372 | \$487,866 | \$531,288 |
| Median Price | \$ 395,000 | \$ 302,500 | \$ 302,500 | \$ 190,000 | \$ 197,750 | \$ 175,000 | \$ 210,000 | \$ 250,000 | \$ 265,000 | \$ 300,000 |
| Average Days on Market | 124 | 188 | 187 | 159 | 175 | 172 | 169 | 157 | 93 | 79 |
| % Volume Compared to Previous Year | 63.66% | 80.59% | 79.81% | 77.06% | 154.79% | 105.52% | 101.20% | 118.61% | 129.39% | 106.83% |
| % ASP Compared to Previous Year | 117.59% | 98.77% | 81.58% | 61.90% | 101.43% | 100.12% | 102.63% | 112.62% | 115.51% | 108.90% |