

January Annual Rolling Totals Summary - Sales from \$0 - \$249,999										
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	733	1147	2798	5788	6296	6491	6522	6109	5941	4709
Total List Price	\$ 150,992,448	\$ 234,493,510	\$ 492,692,880	\$ 809,770,978	\$ 886,725,702	\$ 929,579,065	\$ 989,831,675	\$ 1,003,491,949	\$ 1,026,464,172	\$ 871,904,986
Told Sold Volume	\$ 141,976,333	\$ 212,775,221	\$ 449,798,027	\$ 753,973,677	\$ 831,181,796	\$ 868,947,866	\$ 934,787,084	\$ 955,551,636	\$ 983,169,785	\$ 838,970,690
List / Sell Ratio	94.03%	90.74%	91.29%	93.11%	93.74%	93.48%	94.44%	95.22%	95.78%	96.22%
Average Sales Price	\$193,692	\$185,506	\$160,757	\$130,265	\$132,017	\$133,870	\$143,328	\$156,417	\$165,489	\$178,163
Average Days on Market	138	169	147	135	144	154	148	117	67	56
% Volume Compared to Previous Year	51.97%	149.87%	211.40%	167.62%	110.24%	104.54%	107.58%	102.22%	102.89%	85.33%
% ASP Compared to Previous Year	95.51%	95.77%	86.66%	81.03%	101.35%	101.40%	107.07%	109.13%	105.80%	107.66%

January Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999										
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	2683	2130	1967	1973	2091	2262	2681	3538	4274	5050
Total List Price	\$ 1,002,231,111	\$ 796,187,897	\$ 741,746,735	\$ 737,523,753	\$ 778,052,380	\$ 852,417,663	\$ 981,419,671	\$ 1,282,754,426	\$ 1,537,297,215	\$ 1,829,198,654
Told Sold Volume	\$ 955,444,238	\$ 736,585,502	\$ 675,906,113	\$ 673,330,349	\$ 717,921,528	\$ 787,072,451	\$ 918,821,505	\$ 1,219,374,303	\$ 1,471,678,941	\$ 1,757,172,941
List / Sell Ratio	95.33%	92.51%	91.12%	91.30%	92.27%	92.33%	93.62%	95.06%	95.73%	96.06%
Average Sales Price	\$356,110	\$345,815	\$343,623	\$341,272	\$343,339	\$347,954	\$342,716	\$344,651	\$344,333	\$347,955
Average Days on Market	126	171	188	195	183	184	182	135	83	72
% Volume Compared to Previous Year	48.93%	77.09%	91.76%	99.62%	106.62%	109.63%	116.74%	132.71%	120.69%	119.40%
% ASP Compared to Previous Year	99.60%	97.11%	99.37%	99.32%	100.61%	101.34%	98.49%	100.56%	99.91%	101.05%

January Annual Rolling Totals Summary - Sales from \$500,000 to 749,999										
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	868	715	674	609	659	725	923	1104	1240	1364
Total List Price	\$ 550,803,354	\$ 463,932,013	\$ 449,044,289	\$ 403,002,723	\$ 433,364,276	\$ 475,294,521	\$ 596,050,652	\$ 701,888,120	\$ 777,396,404	\$ 855,692,823
Told Sold Volume	\$ 519,858,569	\$ 429,204,896	\$ 404,889,365	\$ 363,223,711	\$ 395,102,447	\$ 435,710,891	\$ 555,120,765	\$ 663,903,673	\$ 742,642,475	\$ 821,835,015
List / Sell Ratio	94.38%	92.51%	90.17%	90.13%	91.17%	91.67%	93.13%	94.59%	95.53%	96.04%
Average Sales Price	\$598,915	\$600,287	\$600,726	\$596,426	\$599,548	\$600,981	\$601,431	\$601,362	\$598,905	\$602,518
Average Days on Market	136	184	211	215	229	212	199	171	110	91
% Volume Compared to Previous Year	45.40%	82.56%	94.33%	89.71%	108.78%	110.28%	127.41%	119.60%	111.86%	110.66%
% ASP Compared to Previous Year	99.13%	100.23%	100.07%	99.28%	100.52%	100.24%	100.07%	99.99%	99.59%	100.60%

January Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999										
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	421	359	263	251	282	323	386	499	559	600
Total List Price	\$ 378,764,785	\$ 336,309,079	\$ 253,024,746	\$ 244,161,657	\$ 266,608,089	\$ 304,432,007	\$ 360,058,796	\$ 456,995,784	\$ 504,559,263	\$ 542,507,794
Told Sold Volume	\$ 358,833,012	\$ 305,927,987	\$ 224,146,051	\$ 213,393,956	\$ 239,851,014	\$ 276,213,379	\$ 332,033,906	\$ 428,729,267	\$ 478,607,277	\$ 517,320,028
List / Sell Ratio	94.74%	90.97%	88.59%	87.40%	89.96%	90.73%	92.22%	93.81%	94.86%	95.36%
Average Sales Price	\$852,335	\$852,167	\$852,266	\$850,175	\$850,536	\$855,150	\$860,191	\$859,177	\$856,185	\$862,200
Average Days on Market	151	200	210	257	244	211	220	185	122	102
% Volume Compared to Previous Year	49.51%	85.26%	73.27%	95.20%	112.40%	115.16%	120.21%	129.12%	111.63%	108.09%
% ASP Compared to Previous Year	99.13%	99.98%	100.01%	99.75%	100.04%	100.54%	100.59%	99.88%	99.65%	100.70%

January Annual Rolling Totals Summary - All Sales \$1M +										
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	840	807	596	512	635	699	771	967	1188	1257
Total List Price	\$ 1,986,343,632	\$ 1,935,941,831	\$ 1,439,671,800	\$ 1,315,342,713	\$ 1,573,798,692	\$ 1,660,764,982	\$ 1,771,303,124	\$ 2,266,712,790	\$ 2,809,206,290	\$ 3,132,361,901
Told Sold Volume	\$ 1,817,262,486	\$ 1,742,124,551	\$ 1,268,645,592	\$ 1,129,265,355	\$ 1,366,457,504	\$ 1,468,433,490	\$ 1,591,121,437	\$ 2,097,068,348	\$ 2,619,258,716	\$ 2,925,841,315
List / Sell Ratio	91.49%	89.99%	88.12%	85.85%	86.83%	88.42%	89.83%	92.52%	93.24%	93.41%
Average Sales Price	\$2,163,408	\$2,158,766	\$2,128,600	\$2,205,596	\$2,151,902	\$2,100,763	\$2,063,711	\$2,168,633	\$2,204,763	\$2,327,638
Average Days on Market	227	253	247	269	263	265	250	210	144	125
% Volume Compared to Previous Year	64.99%	95.87%	72.82%	89.01%	121.00%	107.46%	108.36%	131.80%	124.90%	111.70%
% ASP Compared to Previous Year	108.54%	99.79%	98.60%	103.62%	97.57%	97.62%	98.24%	105.08%	101.67%	105.57%

January Annual Rolling Totals Summary - Sales \$1M - \$2M										
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	532	502	363	324	411	461	514	619	752	771
Total List Price	\$ 811,051,233	\$ 770,951,044	\$ 582,307,057	\$ 509,454,813	\$ 643,172,020	\$ 707,129,483	\$ 791,783,334	\$ 926,716,903	\$ 1,103,487,322	\$ 1,126,999,876
Told Sold Volume	\$ 742,853,819	\$ 692,691,564	\$ 512,303,621	\$ 435,296,115	\$ 561,322,693	\$ 630,169,333	\$ 714,134,122	\$ 857,057,907	\$ 1,027,887,677	\$ 1,056,249,309
List / Sell Ratio	91.59%	89.85%	87.98%	85.44%	87.27%	89.12%	90.19%	92.48%	93.15%	93.72%
Average Sales Price	\$1,396,342	\$1,379,864	\$1,411,305	\$1,343,507	\$1,365,749	\$1,366,962	\$1,389,366	\$1,384,585	\$1,366,872	\$1,369,973
Average Days on Market	185	235	234	244	246	262	239	213	136	110
% Volume Compared to Previous Year	56.47%	93.25%	73.96%	84.97%	128.95%	112.27%	113.32%	120.01%	119.93%	102.76%
% ASP Compared to Previous Year	101.47%	98.82%	102.28%	95.20%	101.66%	100.09%	101.64%	99.66%	98.72%	100.23%

January Annual Rolling Totals Summary - Sales \$2M - \$5M										
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	267	256	205	163	192	210	230	299	363	397
Total List Price	\$ 857,908,399	\$ 801,945,787	\$ 648,411,743	\$ 568,030,900	\$ 632,602,673	\$ 695,090,499	\$ 750,000,790	\$ 948,985,888	\$ 1,128,663,968	\$ 1,272,270,525
Told Sold Volume	\$ 786,057,152	\$ 721,957,937	\$ 570,459,471	\$ 492,959,240	\$ 552,347,811	\$ 611,676,657	\$ 674,525,815	\$ 879,053,941	\$ 1,053,612,539	\$ 1,189,286,284
List / Sell Ratio	91.62%	90.03%	87.98%	86.78%	87.31%	88.00%	89.94%	92.63%	93.35%	93.48%
Average Sales Price	\$2,944,034	\$2,820,148	\$2,782,729	\$3,024,290	\$2,876,812	\$2,912,746	\$2,932,721	\$2,939,980	\$2,902,514	\$2,995,683
Average Days on Market	292	279	259	322	291	270	272	200	144	141
% Volume Compared to Previous Year	68.87%	91.85%	79.02%	86.41%	112.05%	110.74%	110.27%	130.32%	119.86%	112.88%
% ASP Compared to Previous Year	103.94%	95.79%	98.67%	108.68%	95.12%	101.25%	100.69%	100.25%	98.73%	103.21%

January Annual Rolling Totals Summary - Sales \$5M +										
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	41	49	28	25	32	28	27	49	73	89
Total List Price	\$ 317,384,000	\$ 363,045,000	\$ 208,953,000	\$ 237,857,000	\$ 298,023,999	\$ 258,545,000	\$ 229,519,000	\$ 391,009,999	\$ 577,055,000	\$ 733,091,500
Told Sold Volume	\$ 288,351,515	\$ 327,475,050	\$ 185,882,500	\$ 201,010,000	\$ 252,787,000	\$ 226,587,500	\$ 202,461,500	\$ 360,956,500	\$ 537,758,500	\$ 680,305,722
List / Sell Ratio	90.85%	90.20%	88.96%	84.51%	84.82%	87.64%	88.21%	92.31%	93.19%	92.80%
Average Sales Price	\$7,032,964	\$6,683,164	\$6,638,661	\$8,040,400	\$7,899,594	\$8,092,411	\$7,498,574	\$7,366,459	\$7,366,555	\$7,643,885
Average Days on Market	343	298	323	247	315	283	253	234	223	176
% Volume Compared to Previous Year	84.96%	113.57%	56.76%	108.14%	125.76%	89.64%	89.35%	178.28%	148.98%	126.51%
% ASP Compared to Previous Year	91.18%	95.03%	99.33%	121.11%	98.25%	102.44%	92.66%	98.24%	100.00%	103.76%

January Annual Rolling Totals Summary - Overall Sales										
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	5545	5158	6298	9133	9963	10500	11283	12217	13202	12980
Total List Price	\$ 4,069,135,330	\$ 3,766,864,330	\$ 3,376,180,450	\$ 3,509,801,824	\$ 3,938,549,139	\$ 4,222,488,238	\$ 4,698,663,918	\$ 5,711,843,069	\$ 6,654,923,344	\$ 7,231,666,158
Told Sold Volume	\$ 3,793,374,638	\$ 3,426,618,157	\$ 3,023,385,148	\$ 3,133,187,048	\$ 3,550,514,289	\$ 3,836,378,077	\$ 4,331,884,697	\$ 5,364,627,227	\$ 6,295,357,194	\$ 6,861,139,989
List / Sell Ratio	93.22%	90.97%	89.55%	89.27%	90.15%	90.86%	92.19%	93.92%	94.60%	94.88%
Average Sales Price	\$684,107	\$664,331	\$480,055	\$343,062	\$356,370	\$365,369	\$383,930	\$439,112	\$476,849	\$528,593
Average Days on Market	146	187	179	164	168	173	170	137	86	75
% Volume Compared to Previous Year	55.04%	90.33%	88.23%	103.63%	113.32%	108.05%	112.92%	123.84%	117.35%	108.99%
% ASP Compared to Previous Year	108.69%	97.11%	72.26%	71.46%	103.88%	102.53%	105.08%	114.37%	108.59%	110.85%