

#Jan!A1

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	83	100	274	450	477	446	400	439	333	219
Total List Price	\$ 17,730,979	\$ 19,439,405	\$ 39,181,209	\$ 63,155,306	\$ 64,857,842	\$ 64,695,064	\$ 62,701,425	\$ 72,348,067	\$ 58,351,940	\$ 41,537,501
Told Sold Volume	\$ 16,603,005	\$ 17,269,999	\$ 36,047,510	\$ 58,529,340	\$ 60,646,310	\$ 60,478,583	\$ 59,545,866	\$ 69,181,399	\$ 56,251,823	\$ 40,140,385
List / Sell Ratio	93.64%	88.84%	92.00%	92.68%	93.51%	93.48%	94.97%	95.62%	96.40%	96.64%
Average Sales Price	\$200,036	\$172,700	\$131,560	\$130,065	\$127,141	\$135,602	\$148,865	\$157,589	\$168,924	\$183,289
Median Price	\$ 203,015	\$ 180,000	\$ 125,750	\$ 130,000	\$ 120,000	\$ 135,000	\$ 147,000	\$ 160,000	\$ 174,000	\$ 185,500
Average Days on Market	274	162	126	161	132	156	136	74	57	51
% Volume Compared to Previous Year	159.96%	104.02%	208.73%	162.37%	103.62%	99.72%	98.46%	116.18%	81.31%	71.36%
% ASP Compared to Previous Year	106.00%	86.33%	76.18%	98.86%	97.75%	106.65%	109.78%	105.86%	107.19%	108.50%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	129	138	98	146	133	155	190	278	289	313
Total List Price	\$ 47,848,890	\$ 53,901,621	\$ 36,724,523	\$ 54,429,979	\$ 49,372,666	\$ 58,862,898	\$ 69,148,884	\$ 100,160,116	\$ 104,175,851	\$ 113,751,183
Told Sold Volume	\$ 44,586,595	\$ 48,757,259	\$ 33,063,701	\$ 50,234,285	\$ 45,530,689	\$ 54,150,604	\$ 65,393,557	\$ 95,517,717	\$ 99,963,685	\$ 109,275,693
List / Sell Ratio	93.18%	90.46%	90.03%	92.29%	92.22%	91.99%	94.57%	95.37%	95.96%	96.07%
Average Sales Price	\$345,633	\$353,313	\$337,385	\$344,070	\$342,336	\$349,359	\$344,177	\$343,589	\$345,895	\$349,124
Median Price	\$ 335,000	\$ 342,250	\$ 318,250	\$ 335,000	\$ 325,000	\$ 344,750	\$ 335,000	\$ 336,500	\$ 337,000	\$ 339,500
Average Days on Market	149	172	183	195	180	168	176	82	85	72
% Volume Compared to Previous Year	47.29%	109.35%	67.81%	151.93%	90.64%	118.93%	120.76%	146.07%	104.65%	109.32%
% ASP Compared to Previous Year	97.15%	102.22%	95.49%	101.98%	99.50%	102.05%	98.52%	99.83%	100.67%	100.93%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	63	47	31	55	37	52	61	85	89	90
Total List Price	\$ 40,378,679	\$ 30,826,465	\$ 20,884,186	\$ 35,763,440	\$ 23,843,995	\$ 32,919,248	\$ 38,804,725	\$ 53,827,906	\$ 55,857,400	\$ 57,017,178
Told Sold Volume	\$ 37,470,990	\$ 28,207,357	\$ 19,023,650	\$ 32,485,750	\$ 22,011,400	\$ 30,657,500	\$ 36,709,730	\$ 51,294,850	\$ 53,364,267	\$ 54,724,021
List / Sell Ratio	92.80%	91.50%	91.09%	90.84%	92.31%	93.13%	94.60%	95.29%	95.54%	95.98%
Average Sales Price	\$594,778	\$600,157	\$613,666	\$590,650	\$594,903	\$589,567	\$601,799	\$603,469	\$599,599	\$608,045
Median Price	\$ 584,500	\$ 600,000	\$ 607,400	\$ 590,000	\$ 590,500	\$ 575,000	\$ 588,250	\$ 600,000	\$ 592,500	\$ 605,498
Average Days on Market	200	181	169	254	180	190	181	129	80	71
% Volume Compared to Previous Year	53.48%	75.28%	67.44%	170.77%	67.76%	139.28%	119.74%	139.73%	104.03%	102.55%
% ASP Compared to Previous Year	96.78%	100.90%	102.25%	96.25%	100.72%	99.10%	102.07%	100.28%	99.36%	101.41%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	30	25	6	18	13	20	27	33	51	27
Total List Price	\$ 27,555,565	\$ 24,772,788	\$ 5,997,600	\$ 17,666,900	\$ 12,184,900	\$ 19,052,700	\$ 25,861,787	\$ 30,848,765	\$ 46,317,906	\$ 24,996,600
Told Sold Volume	\$ 25,493,443	\$ 22,131,500	\$ 5,227,500	\$ 15,531,500	\$ 11,131,000	\$ 17,003,999	\$ 23,862,500	\$ 28,593,000	\$ 44,315,224	\$ 23,884,000
List / Sell Ratio	92.52%	89.34%	87.16%	87.91%	91.35%	89.25%	92.27%	92.69%	95.68%	95.55%
Average Sales Price	\$849,781	\$885,260	\$871,250	\$862,861	\$856,231	\$850,200	\$883,796	\$866,455	\$868,926	\$884,593
Median Price	\$ 822,652	\$ 900,000	\$ 887,500	\$ 860,000	\$ 822,250	\$ 880,000	\$ 877,500	\$ 853,000	\$ 870,000	\$ 875,000
Average Days on Market	181	184	200	417	199	180	206	107	108	70
% Volume Compared to Previous Year	56.05%	86.81%	23.62%	297.11%	71.67%	152.76%	140.33%	119.82%	154.99%	53.90%
% ASP Compared to Previous Year	99.02%	104.18%	98.42%	99.04%	99.23%	99.30%	103.95%	98.04%	100.29%	101.80%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	61	63	30	44	49	42	45	88	92	92
Total List Price	\$ 153,201,445	\$ 149,963,398	\$ 74,642,390	\$ 133,551,000	\$ 124,683,000	\$ 84,574,885	\$ 99,006,400	\$ 228,135,325	\$ 216,043,971	\$ 241,853,100
Told Sold Volume	\$ 139,925,120	\$ 133,257,500	\$ 63,010,000	\$ 112,753,740	\$ 107,655,764	\$ 75,488,297	\$ 91,365,149	\$ 213,268,510	\$ 203,275,919	\$ 229,167,250
List / Sell Ratio	91.33%	88.86%	84.42%	84.43%	86.34%	89.26%	92.28%	93.48%	94.09%	94.75%
Average Sales Price	\$2,293,854	\$2,115,198	\$2,100,333	\$2,562,585	\$2,197,056	\$1,797,340	\$2,030,337	\$2,423,506	\$2,209,521	\$2,490,948
Median Price				\$ 1,543,000	\$ 1,837,500	\$ 1,475,000	\$ 1,590,000	\$ 1,767,500	\$ 307,000	\$ 335,100
Average Days on Market	227	247	262	245	239	262	211	184	150	114
% Volume Compared to Previous Year	68.82%	95.23%	47.28%	178.95%	95.48%	70.12%	121.03%	233.42%	95.31%	112.74%
% ASP Compared to Previous Year	108.31%	92.21%	99.30%	122.01%	85.74%	81.81%	112.96%	119.36%	91.17%	112.74%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	39	41	19	24	28	29	28	50	57	52
Total List Price	\$ 65,168,445	\$ 63,075,899	\$ 30,993,999	\$ 36,476,000	\$ 43,033,000	\$ 42,911,385	\$ 42,796,400	\$ 74,739,326	\$ 82,803,076	\$ 76,100,100
Told Sold Volume	\$ 58,885,120	\$ 56,072,500	\$ 26,620,000	\$ 30,634,000	\$ 37,215,764	\$ 38,889,883	\$ 38,494,500	\$ 69,672,510	\$ 76,914,937	\$ 71,821,250
List / Sell Ratio	90.36%	88.90%	85.89%	83.98%	86.48%	90.63%	89.95%	93.22%	92.89%	94.38%
Average Sales Price	\$1,509,875	\$1,367,622	\$1,401,053	\$1,276,417	\$1,329,134	\$1,341,030	\$1,374,804	\$1,393,450	\$1,349,385	\$1,381,178
Median Price	\$ 1,695,000	\$ 1,337,500	\$ 1,350,000	\$ 1,287,500	\$ 1,250,000	\$ 1,262,500	\$ 1,378,500	\$ 1,375,000	\$ 1,297,500	\$ 1,335,000
Average Days on Market	216	239	271	222	222	223	231	178	129	82
% Volume Compared to Previous Year	77.72%	95.22%	47.47%	115.08%	121.49%	104.50%	98.98%	180.99%	110.39%	93.38%
% ASP Compared to Previous Year	109.60%	90.58%	102.44%	91.10%	104.13%	100.90%	102.52%	101.36%	96.84%	102.36%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	16	17	10	17	18	13	16	31	28	33
Total List Price	\$ 49,068,000	\$ 56,443,499	\$ 33,748,391	\$ 52,175,000	\$ 58,100,000	\$ 41,663,500	\$ 50,410,000	\$ 99,924,999	\$ 82,656,895	\$ 103,058,000
Told Sold Volume	\$ 45,440,000	\$ 50,035,000	\$ 28,890,000	\$ 47,219,740	\$ 50,400,000	\$ 36,598,414	\$ 47,570,649	\$ 92,875,000	\$ 78,865,982	\$ 97,394,000
List / Sell Ratio	92.61%	88.65%	85.60%	90.50%	86.75%	87.84%	94.37%	92.94%	95.41%	94.50%
Average Sales Price	\$2,840,000	\$2,943,235	\$2,889,000	\$2,777,632	\$2,800,000	\$2,815,263	\$2,973,166	\$2,995,968	\$2,816,642	\$2,951,333
Median Price	\$ 2,700,000	\$ 3,000,000	\$ 2,970,000	\$ 2,400,000	\$ 2,599,000	\$ 2,550,000	\$ 2,900,000	\$ 2,700,000	\$ 2,650,000	\$ 2,650,000
Average Days on Market	249	257	259	280	275	350	186	181	161	150
% Volume Compared to Previous Year	42.81%	110.11%	57.74%	163.45%	106.74%	72.62%	129.98%	195.24%	84.92%	123.49%
% ASP Compared to Previous Year	101.67%	103.64%	98.16%	96.15%	100.81%	100.55%	105.61%	100.77%	94.01%	104.78%

January Annual YTD Summary - Sales \$5M +

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	6	5	1	3	3	0	1	7	7	7
Total List Price	\$ 38,965,000	\$ 30,444,000	\$ 9,900,000	\$ 44,900,000	\$ 23,550,000	\$ -	\$ 5,800,000	\$ 53,471,000	\$ 50,584,000	\$ 62,695,000
Told Sold Volume	\$ 35,600,000	\$ 27,150,000	\$ 7,500,000	\$ 34,900,000	\$ 20,040,000	\$ -	\$ 5,300,000	\$ 50,721,000	\$ 47,495,000	\$ 59,952,000
List / Sell Ratio	91.36%	89.18%	75.76%	77.73%	85.10%	#DIV/0!	91.38%	94.86%	93.89%	95.62%
Average Sales Price	\$5,933,333	\$5,430,000	\$7,500,000	\$11,633,333	\$6,680,000	#DIV/0!	\$5,300,000	\$7,245,857	\$6,785,000	\$8,564,571
Median Price	\$ 5,975,000	\$ 5,450,000	\$ 7,500,000	\$ 13,000,000	\$ 6,675,000	\$ -	\$ 5,300,000	\$ 7,050,000	\$ 6,312,500	\$ 7,200,000
Average Days on Market	236	283	138	238	184	#DIV/0!	53	237	281	189
% Volume Compared to Previous Year	166.37%	76.26%	27.62%	465.33%	57.42%	0.00%	#DIV/0!	957.00%	93.64%	126.23%
% ASP Compared to Previous Year	83.19%	91.52%	138.12%	155.11%	57.42%	#DIV/0!	#DIV/0!	136.71%	93.64%	126.23%

January Annual YTD Summary - Overall Sales

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	366	373	439	713	709	715	723	923	854	741
Total List Price	\$ 286,715,558	\$ 278,903,677	\$ 177,429,908	\$ 304,566,625	\$ 274,942,403	\$ 260,104,795	\$ 295,523,221	\$ 485,320,179	\$ 480,747,068	\$ 479,155,562
Told Sold Volume	\$ 264,079,153	\$ 249,623,615	\$ 156,372,361	\$ 269,534,615	\$ 246,975,163	\$ 237,778,983	\$ 276,876,802	\$ 457,855,476	\$ 457,170,918	\$ 457,191,349
List / Sell Ratio	92.10%	89.50%	88.13%	88.50%	89.83%	91.42%	93.69%	94.34%	95.10%	95.42%
Average Sales Price	\$721,528	\$669,232	\$356,201	\$378,029	\$348,343	\$332,558	\$382,955	\$496,051	\$535,329	\$616,992
Median Price	\$ 406,000	\$ 385,000	\$ 190,000	\$ 184,450	\$ 165,000	\$ 195,000	\$ 217,500	\$ 268,647	\$ 307,000	\$ 335,100
Average Days on Market	202	184	152	187	152	168	157	93	82	95
% Volume Compared to Previous Year	62.35%	94.53%	62.64%	172.37%	91.63%	96.28%	116.44%	165.36%	99.85%	100.00%
% ASP Compared to Previous Year	99.32%	92.75%	53.23%	106.13%	92.15%	95.47%	115.15%	129.53%	107.92%	115.25%