

February Annual Rolling Totals Summary - Sales from \$0 - \$249,999

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	769	1202	3020	5931	6331	6488	6502	6049	5878	4579
Total List Price	\$ 157,480,448	\$ 246,088,209	\$ 518,683,303	\$ 828,262,371	\$ 891,292,210	\$ 933,458,334	\$ 992,020,750	\$ 997,244,769	\$ 1,020,132,077	\$ 849,510,571
Told Sold Volume	\$ 147,491,698	\$ 222,738,086	\$ 473,857,434	\$ 772,652,338	\$ 835,350,558	\$ 872,750,126	\$ 937,474,014	\$ 950,199,773	\$ 977,688,196	\$ 817,872,374
List / Sell Ratio	93.66%	90.51%	91.36%	93.29%	93.72%	93.50%	94.50%	95.28%	95.84%	96.28%
Average Sales Price	\$191,797	\$185,306	\$156,906	\$130,274	\$131,946	\$134,518	\$144,182	\$157,084	\$166,330	\$178,614
Average Days on Market	147	165	145	135	144	152	149	112	67	55
% Volume Compared to Previous Year	60.79%	151.02%	212.74%	163.06%	108.11%	104.48%	107.42%	101.36%	102.89%	83.65%
% ASP Compared to Previous Year	94.62%	96.62%	84.67%	83.03%	101.28%	101.95%	107.18%	108.95%	105.89%	107.39%

February Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	2609	2116	1931	2024	2109	2244	2750	3580	4319	5007
Total List Price	\$ 973,506,564	\$ 791,431,009	\$ 728,144,220	\$ 754,906,059	\$ 787,257,325	\$ 844,443,037	\$ 1,005,736,182	\$ 1,295,720,199	\$ 1,554,060,539	\$ 1,815,184,876
Told Sold Volume	\$ 925,680,213	\$ 731,057,133	\$ 662,735,065	\$ 690,142,215	\$ 726,604,054	\$ 780,074,262	\$ 942,477,708	\$ 1,233,227,068	\$ 1,487,747,696	\$ 1,744,125,033
List / Sell Ratio	95.09%	92.37%	91.02%	91.42%	92.30%	92.38%	93.71%	95.18%	95.73%	96.09%
Average Sales Price	\$354,803	\$345,490	\$343,208	\$340,979	\$344,525	\$347,627	\$342,719	\$344,477	\$344,466	\$348,337
Average Days on Market	129	174	189	196	182	186	179	129	82	71
% Volume Compared to Previous Year	48.75%	78.98%	90.65%	104.14%	105.28%	107.36%	120.82%	130.85%	120.64%	117.23%
% ASP Compared to Previous Year	98.93%	97.38%	99.34%	99.35%	101.04%	100.90%	98.59%	100.51%	100.00%	101.12%

February Annual Rolling Totals Summary - Sales from \$500,000 to 749,999

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	848	726	650	622	669	745	918	1113	1237	1365
Total List Price	\$ 540,017,154	\$ 471,497,587	\$ 433,513,535	\$ 411,200,900	\$ 440,532,399	\$ 488,122,873	\$ 590,812,399	\$ 708,487,865	\$ 774,133,259	\$ 856,477,376
Told Sold Volume	\$ 508,566,099	\$ 435,403,931	\$ 390,529,950	\$ 370,954,261	\$ 401,512,547	\$ 447,940,491	\$ 551,303,690	\$ 670,664,535	\$ 740,068,822	\$ 822,357,275
List / Sell Ratio	94.18%	92.34%	90.08%	90.21%	91.14%	91.77%	93.31%	94.66%	95.60%	96.02%
Average Sales Price	\$599,724	\$599,730	\$600,815	\$596,389	\$600,168	\$601,262	\$600,549	\$602,574	\$598,277	\$602,460
Average Days on Market	1,595	187	212	220	224	211	200	164	111	92
% Volume Compared to Previous Year	45.91%	85.61%	89.69%	94.99%	108.24%	111.56%	123.08%	121.65%	110.35%	111.12%
% ASP Compared to Previous Year	99.28%	100.00%	100.18%	99.26%	100.63%	100.18%	99.88%	100.34%	99.29%	100.70%

February Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	397	349	269	252	294	308	401	509	557	589
Total List Price	\$ 359,172,736	\$ 327,327,380	\$ 260,325,034	\$ 243,870,669	\$ 279,406,184	\$ 288,361,492	\$ 373,121,946	\$ 466,057,139	\$ 503,836,159	\$ 531,435,652
Told Sold Volume	\$ 338,828,724	\$ 296,930,537	\$ 229,577,251	\$ 214,446,156	\$ 250,865,564	\$ 262,544,713	\$ 344,423,767	\$ 437,629,772	\$ 477,805,609	\$ 507,187,887
List / Sell Ratio	94.34%	90.71%	88.19%	87.93%	89.79%	91.05%	92.31%	93.90%	94.83%	95.44%
Average Sales Price	\$853,473	\$850,804	\$853,447	\$850,977	\$853,284	\$852,418	\$858,912	\$859,783	\$857,820	\$861,100
Average Days on Market	153	206	216	253	243	211	216	180	120	102
% Volume Compared to Previous Year	47.58%	87.63%	77.32%	93.41%	116.98%	104.66%	131.19%	127.06%	109.18%	106.15%
% ASP Compared to Previous Year	99.47%	99.69%	100.31%	99.71%	100.27%	99.90%	100.76%	100.10%	99.77%	100.38%

February Annual Rolling Totals Summary - All Sales \$1M +

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	860	794	561	517	642	709	785	998	1183	1183
Total List Price	\$ 2,003,845,742	\$ 1,911,173,031	\$ 1,356,740,589	\$ 1,319,127,713	\$ 1,600,846,173	\$ 1,671,975,654	\$ 1,792,613,673	\$ 2,381,929,388	\$ 2,804,869,612	\$ 3,079,794,543
Told Sold Volume	\$ 1,829,813,131	\$ 1,718,704,256	\$ 1,192,629,867	\$ 1,130,295,755	\$ 1,393,635,287	\$ 1,480,164,732	\$ 1,612,113,232	\$ 2,204,475,257	\$ 2,618,494,667	\$ 2,877,528,964
List / Sell Ratio	91.32%	89.93%	87.90%	85.69%	87.06%	88.53%	89.93%	92.55%	93.36%	93.43%
Average Sales Price	\$2,127,690	\$2,164,615	\$2,125,900	\$2,186,259	\$2,170,771	\$2,087,679	\$2,053,647	\$2,208,893	\$2,213,436	\$2,432,400
Average Days on Market	227	254	252	267	262	264	250	201	146	128
% Volume Compared to Previous Year	68.80%	93.93%	69.39%	94.77%	123.30%	106.21%	108.91%	136.74%	118.78%	109.89%
% ASP Compared to Previous Year	107.04%	101.74%	98.21%	102.84%	99.29%	96.17%	98.37%	107.56%	100.21%	109.89%

February Annual Rolling Totals Summary - Sales \$1M - \$2M

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	546	492	341	333	414	465	524	628	751	778
Total List Price	\$ 837,308,343	\$ 756,595,244	\$ 547,944,846	\$ 523,825,814	\$ 645,909,500	\$ 714,781,155	\$ 808,976,783	\$ 935,489,602	\$ 1,100,594,243	\$ 1,135,923,396
Told Sold Volume	\$ 763,912,709	\$ 678,783,814	\$ 481,872,621	\$ 448,289,015	\$ 563,475,476	\$ 637,293,075	\$ 731,851,417	\$ 864,672,816	\$ 1,025,958,628	\$ 1,066,555,802
List / Sell Ratio	91.23%	89.72%	87.94%	85.58%	87.24%	89.16%	90.47%	92.43%	93.22%	93.89%
Average Sales Price	\$1,399,108	\$1,379,642	\$1,413,116	\$1,346,213	\$1,361,052	\$1,370,523	\$1,396,663	\$1,376,868	\$1,366,123	\$1,370,894
Average Days on Market	188	238	237	242	245	263	239	204	138	108
% Volume Compared to Previous Year	60.39%	88.86%	70.99%	93.03%	125.69%	113.10%	114.84%	118.15%	118.65%	103.96%
% ASP Compared to Previous Year	101.76%	98.61%	102.43%	95.27%	101.10%	100.70%	101.91%	98.58%	99.22%	100.35%

February Annual Rolling Totals Summary - Sales \$2M - \$5M

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	277	254	194	158	196	217	233	318	355	385
Total List Price	\$ 878,854,399	\$ 804,821,787	\$ 617,467,743	\$ 548,869,900	\$ 644,312,673	\$ 717,899,499	\$ 750,422,890	\$ 1,022,129,787	\$ 1,104,726,869	\$ 1,225,318,147
Totd Sold Volume	\$ 807,159,954	\$ 723,885,860	\$ 539,959,746	\$ 475,136,740	\$ 565,522,811	\$ 631,684,157	\$ 675,115,315	\$ 947,805,941	\$ 1,033,703,039	\$ 1,144,757,940
List / Sell Ratio	91.84%	89.94%	87.45%	86.57%	87.77%	87.99%	89.96%	92.73%	93.57%	93.43%
Average Sales Price	\$2,913,935	\$2,849,944	\$2,783,298	\$3,007,195	\$2,885,320	\$2,910,987	\$2,897,491	\$2,980,522	\$2,911,840	\$2,973,397
Average Days on Market	287	275	269	319	291	265	275	191	145	135
% Volume Compared to Previous Year	75.81%	89.68%	74.59%	87.99%	119.02%	111.70%	106.88%	140.39%	109.06%	110.74%
% ASP Compared to Previous Year	102.63%	97.80%	97.66%	108.04%	95.95%	100.89%	99.54%	102.87%	97.70%	102.11%

February Annual Rolling Totals Summary - Sales \$5M +

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	37	48	26	26	32	27	28	52	77	86
Total List Price	\$ 287,683,000	\$ 349,756,000	\$ 191,328,000	\$ 246,431,999	\$ 310,624,000	\$ 239,295,000	\$ 233,214,000	\$ 424,309,999	\$ 599,548,500	\$ 718,553,000
Totd Sold Volume	\$ 258,740,468	\$ 316,034,582	\$ 170,797,500	\$ 206,870,000	\$ 264,637,000	\$ 211,187,500	\$ 205,146,500	\$ 391,996,500	\$ 558,833,000	\$ 666,215,222
List / Sell Ratio	89.94%	90.36%	89.27%	83.95%	85.20%	88.25%	87.96%	92.38%	93.21%	92.72%
Average Sales Price	\$6,992,986	\$6,584,054	\$6,569,135	\$7,956,538	\$8,269,906	\$7,821,759	\$7,326,661	\$7,538,394	\$7,257,571	\$7,746,689
Average Days on Market	347	300	318	262	305	278	259	231	220	181
% Volume Compared to Previous Year	78.42%	122.14%	54.04%	121.12%	127.92%	79.80%	97.14%	191.08%	142.56%	119.22%
% ASP Compared to Previous Year	91.13%	94.15%	99.77%	121.12%	103.94%	94.58%	93.67%	102.89%	96.27%	106.74%

February Annual Rolling Totals Summary - Overall Sales

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	5483	5187	6431	9346	10045	10494	11356	12249	13174	12789
Total List Price	\$ 4,034,022,644	\$ 3,747,517,216	\$ 3,297,406,681	\$ 3,557,367,712	\$ 3,999,334,291	\$ 4,226,361,390	\$ 4,754,304,950	\$ 5,849,439,360	\$ 6,657,031,646	\$ 7,132,403,018
Totd Sold Volume	\$ 3,750,379,865	\$ 3,404,833,943	\$ 2,949,329,567	\$ 3,178,490,725	\$ 3,607,968,010	\$ 3,843,474,324	\$ 4,387,792,411	\$ 5,496,196,405	\$ 6,301,804,990	\$ 6,769,071,533
List / Sell Ratio	92.97%	90.86%	89.44%	89.35%	90.21%	90.94%	92.29%	93.96%	94.66%	94.91%
Average Sales Price	\$684,001	\$656,417	\$458,611	\$340,091	\$359,180	\$366,254	\$386,385	\$448,706	\$478,352	\$529,289
Average Days on Market	150	188	177	165	168	173	170	132	85	74
% Volume Compared to Previous Year	56.64%	90.79%	86.62%	107.77%	113.51%	106.53%	114.16%	125.26%	114.66%	107.41%
% ASP Compared to Previous Year	108.41%	95.97%	69.87%	74.16%	105.61%	101.97%	105.50%	116.13%	106.61%	110.65%