

#Mar!A1

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	424	1100	1633	1807	1639	1451	1496	1264	839
Total List Price	\$ 84,773,549	\$ 157,290,126	\$ 233,925,507	\$ 252,882,407	\$ 245,184,953	\$ 231,952,107	\$ 249,854,089	\$ 226,481,274	\$ 158,699,184
Told Sold Volume	\$ 76,018,769	\$ 144,079,850	\$ 218,339,358	\$ 235,661,130	\$ 229,562,676	\$ 219,681,356	\$ 238,274,935	\$ 217,669,917	\$ 153,130,979
List / Sell Ratio	89.67%	91.60%	93.34%	93.19%	93.63%	94.71%	95.37%	96.11%	96.49%
Average Sales Price	\$179,290	\$130,982	\$133,704	\$130,416	\$140,063	\$151,400	\$159,275	\$172,207	\$182,516
Median Price	\$ 189,950	\$ 125,250	\$ 130,326	\$ 125,000	\$ 136,500	\$ 151,000	\$ 161,115	\$ 175,000	\$ 188,500
Average Days on Market	165	130	150	147	144	136	76	61	54
% Volume Compared to Previous Year	151.44%	189.53%	151.54%	107.93%	97.41%	95.70%	108.46%	91.35%	70.35%
% ASP Compared to Previous Year	93.94%	73.06%	102.08%	97.54%	107.40%	108.09%	105.20%	108.12%	105.99%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	499	365	564	576	606	763	969	1136	1020
Total List Price	\$ 190,178,027	\$ 136,817,200	\$ 208,326,543	\$ 215,684,898	\$ 226,348,765	\$ 276,021,820	\$ 344,726,741	\$ 408,915,997	\$ 370,617,010
Told Sold Volume	\$ 173,567,732	\$ 123,369,491	\$ 191,747,388	\$ 199,170,967	\$ 210,479,035	\$ 260,827,872	\$ 329,302,695	\$ 392,273,061	\$ 356,702,228
List / Sell Ratio	91.27%	90.17%	92.04%	92.34%	92.99%	94.50%	95.53%	95.93%	96.25%
Average Sales Price	\$347,831	\$337,999	\$339,978	\$345,783	\$347,325	\$341,845	\$339,838	\$345,311	\$349,708
Median Price	\$ 334,990	\$ 328,000	\$ 325,000	\$ 330,000	\$ 335,000	\$ 328,000	\$ 325,000	\$ 334,500	\$ 340,000
Average Days on Market	180	182	188	185	183	167	86	79	73
% Volume Compared to Previous Year	94.04%	71.08%	155.43%	103.87%	105.68%	123.92%	126.25%	119.12%	90.93%
% ASP Compared to Previous Year	101.20%	97.17%	100.59%	101.71%	100.45%	98.42%	99.41%	101.61%	101.27%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	182	114	183	175	244	232	304	285	300
Total List Price	\$ 120,628,905	\$ 75,635,383	\$ 119,710,039	\$ 116,124,105	\$ 157,689,674	\$ 147,462,707	\$ 192,399,031	\$ 178,463,159	\$ 188,541,479
Told Sold Volume	\$ 109,422,893	\$ 68,046,200	\$ 108,863,203	\$ 106,137,700	\$ 145,697,715	\$ 139,038,018	\$ 183,368,702	\$ 171,301,661	\$ 180,455,084
List / Sell Ratio	90.71%	89.97%	90.94%	91.40%	92.40%	94.29%	95.31%	95.99%	95.71%
Average Sales Price	\$601,225	\$596,896	\$594,881	\$606,501	\$597,122	\$599,302	\$603,187	\$601,058	\$601,517
Median Price	\$ 595,000	\$ 587,000	\$ 590,379	\$ 595,000	\$ 588,500	\$ 588,250	\$ 600,000	\$ 589,000	\$ 595,000
Average Days on Market	199	196	243	211	196	185	122	92	91
% Volume Compared to Previous Year	96.89%	62.19%	159.98%	97.50%	137.27%	95.43%	131.88%	93.42%	105.34%
% ASP Compared to Previous Year	100.61%	99.28%	99.66%	101.95%	98.45%	100.37%	100.65%	99.65%	100.08%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	64	39	68	82	86	100	134	161	125
Total List Price	\$ 61,249,088	\$ 39,155,488	\$ 64,727,590	\$ 78,989,135	\$ 79,481,626	\$ 92,352,306	\$ 121,623,349	\$ 146,696,201	\$ 111,762,843
Told Sold Volume	\$ 55,333,200	\$ 33,214,300	\$ 58,224,600	\$ 71,631,665	\$ 72,813,468	\$ 86,293,154	\$ 114,010,350	\$ 139,825,845	\$ 107,194,399
List / Sell Ratio	90.34%	84.83%	89.95%	90.69%	91.61%	93.44%	93.74%	95.32%	95.91%
Average Sales Price	\$864,581	\$851,649	\$856,244	\$873,557	\$846,668	\$862,932	\$850,824	\$868,484	\$857,555
Median Price	\$ 862,500	\$ 850,000	\$ 852,500	\$ 880,000	\$ 850,000	\$ 850,000	\$ 849,500	\$ 869,900	\$ 850,000
Average Days on Market	185	276	280	217	223	217	135	111	87
% Volume Compared to Previous Year	65.60%	60.03%	175.30%	123.03%	101.65%	118.51%	132.12%	122.64%	76.66%
% ASP Compared to Previous Year	100.45%	98.50%	100.54%	102.02%	96.92%	101.92%	98.60%	102.08%	98.74%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	194	104	151	176	171	201	312	330	277
Total List Price	\$ 468,564,210	\$ 296,340,789	\$ 428,120,798	\$ 424,741,480	\$ 374,976,948	\$ 461,507,347	\$ 734,623,471	\$ 829,491,648	\$ 667,273,627
Told Sold Volume	\$ 419,827,725	\$ 254,376,900	\$ 364,318,656	\$ 373,866,947	\$ 337,586,454	\$ 422,684,565	\$ 684,519,493	\$ 775,427,519	\$ 627,668,926
List / Sell Ratio	89.60%	85.84%	85.10%	88.02%	90.03%	91.59%	93.18%	93.48%	94.06%
Average Sales Price	\$2,164,060	\$2,445,932	\$2,412,706	\$2,124,244	\$1,974,190	\$2,102,908	\$2,193,973	\$2,349,780	\$2,265,953
Median Price	\$ 1,700,000	\$ 1,800,000	\$ 190,000	\$ 174,250	\$ 1,612,500	\$ 1,633,125	\$ 1,675,000	\$ 1,750,000	\$ 1,625,000
Average Days on Market	226	262	241	245	240	217	154	140	119
% Volume Compared to Previous Year	79.85%	60.59%	143.22%	102.62%	90.30%	125.21%	161.95%	113.28%	80.94%
% ASP Compared to Previous Year	99.19%	113.03%	98.64%	88.04%	92.94%	106.52%	104.33%	107.10%	96.43%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	118	57	90	119	117	130	193	192	175
Total List Price	\$ 182,956,109	\$ 91,115,398	\$ 144,920,800	\$ 189,968,480	\$ 182,277,448	\$ 197,950,247	\$ 283,899,268	\$ 283,803,959	\$ 256,161,205
Told Sold Volume	\$ 161,970,500	\$ 78,370,400	\$ 125,439,416	\$ 165,801,947	\$ 164,560,540	\$ 181,916,916	\$ 264,308,435	\$ 264,681,119	\$ 241,382,747
List / Sell Ratio	88.53%	86.01%	86.56%	87.28%	90.28%	91.90%	93.10%	93.26%	94.23%
Average Sales Price	\$1,372,631	\$1,374,919	\$1,393,771	\$1,393,294	\$1,406,500	\$1,399,361	\$1,369,474	\$1,378,547	\$1,379,330
Median Price	\$ 1,300,000	\$ 1,350,000	\$ 1,350,000	\$ 1,381,250	\$ 1,350,000	\$ 1,375,000	\$ 1,335,000	\$ 1,307,500	\$ 1,320,000
Average Days on Market	216	249	215	238	227	216	146	128	108
% Volume Compared to Previous Year	75.94%	48.39%	160.06%	132.18%	99.25%	110.55%	145.29%	100.14%	91.20%
% ASP Compared to Previous Year	95.90%	100.17%	101.37%	99.97%	100.95%	99.49%	97.86%	100.66%	100.06%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	65	39	50	48	48	60	102	112	85
Total List Price	\$ 204,974,101	\$ 145,150,391	\$ 163,909,999	\$ 153,478,000	\$ 150,024,500	\$ 185,907,100	\$ 322,373,203	\$ 356,023,189	\$ 266,477,422
Told Sold Volume	\$ 185,137,225	\$ 124,616,500	\$ 141,382,240	\$ 136,725,000	\$ 134,575,914	\$ 170,632,649	\$ 299,565,058	\$ 334,040,378	\$ 250,500,179
List / Sell Ratio	90.32%	85.85%	86.26%	89.08%	89.70%	91.78%	92.92%	93.83%	94.00%
Average Sales Price	\$2,848,265	\$3,195,295	\$2,827,645	\$2,848,438	\$2,803,665	\$2,843,877	\$2,936,912	\$2,982,503	\$2,947,061
Median Price	\$ 2,650,000	\$ 3,050,000	\$ 2,450,000	\$ 2,650,000	\$ 2,647,500	\$ 2,650,000	\$ 2,650,000	\$ 2,895,000	\$ 2,800,000
Average Days on Market	231	306	284	277	271	226	155	146	130
% Volume Compared to Previous Year	84.23%	67.31%	113.45%	96.71%	98.43%	126.79%	175.56%	111.51%	74.99%
% ASP Compared to Previous Year	101.08%	112.18%	88.49%	100.74%	98.43%	101.43%	103.27%	101.55%	98.81%

March Annual YTD Summary - Sales \$5M +

	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	11	8	11	9	6	11	17	26	17
Total List Price	\$ 80,634,000	\$ 60,075,000	\$ 119,289,999	\$ 81,295,000	\$ 42,675,000	\$ 77,650,000	\$ 128,351,000	\$ 189,664,500	\$ 144,635,000
Told Sold Volume	\$ 72,720,000	\$ 51,390,000	\$ 97,497,000	\$ 71,340,000	\$ 38,450,000	\$ 70,135,000	\$ 120,646,000	\$ 176,706,022	\$ 135,786,000
List / Sell Ratio	90.19%	85.54%	81.73%	87.75%	90.10%	90.32%	94.00%	93.17%	93.88%
Average Sales Price	\$6,610,909	\$6,423,750	\$8,863,364	\$7,926,667	\$6,408,333	\$6,375,909	\$7,096,824	\$6,796,385	\$7,987,412
Median Price	\$ 5,500,000	\$ 6,000,000	\$ 5,722,000	\$ 6,690,000	\$ 6,600,000	\$ 5,650,000	\$ 5,850,000	\$ 6,377,000	\$ 7,200,000
Average Days on Market	300	145	257	163	248	172	241	206	182
% Volume Compared to Previous Year	69.86%	70.67%	189.72%	73.17%	53.90%	182.41%	172.02%	146.47%	76.84%
% ASP Compared to Previous Year	99.82%	97.17%	137.98%	89.43%	80.85%	99.49%	111.31%	95.77%	117.52%

March Annual YTD Summary - Overall Sales

	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	1363	1722	2599	2816	2746	2747	3215	3176	2561
Total List Price	\$ 925,393,779	\$ 705,238,986	\$ 1,054,810,477	\$ 1,088,422,025	\$ 1,083,681,966	\$ 1,209,296,287	\$ 1,643,226,681	\$ 1,790,048,279	\$ 1,496,894,143
Told Sold Volume	\$ 834,170,319	\$ 623,086,741	\$ 941,493,205	\$ 986,468,409	\$ 996,139,348	\$ 1,128,524,965	\$ 1,549,476,175	\$ 1,696,498,003	\$ 1,425,151,616
List / Sell Ratio	90.14%	88.35%	89.26%	90.63%	91.92%	93.32%	94.29%	94.77%	95.21%
Average Sales Price	\$612,011	\$361,839	\$362,252	\$350,308	\$362,760	\$410,821	\$481,952	\$534,162	\$556,482
Median Price	\$ 337,500	\$ 190,000	\$ 190,000	\$ 174,250	\$ 209,000	\$ 250,000	\$ 264,000	\$ 295,000	\$ 325,000
Average Days on Market	185	157	173	167	166	158	93	81	74
% Volume Compared to Previous Year	79.88%	74.70%	151.10%	104.78%	100.98%	113.29%	137.30%	109.49%	84.01%
% ASP Compared to Previous Year	84.85%	59.12%	100.11%	96.70%	103.55%	113.25%	117.31%	110.83%	104.18%