

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	995	1779	4574	6363	6446	6413	6391	6005	5312	4026
Total List Price	\$ 206,915,874	\$ 350,095,965	\$ 672,467,836	\$ 907,949,684	\$ 903,622,605	\$ 949,369,297	\$ 1,005,024,360	\$ 1,018,200,901	\$ 953,276,245	\$ 764,328,266
Told Sold Volume	\$ 191,375,023	\$ 315,901,028	\$ 622,361,108	\$ 850,648,638	\$ 844,436,765	\$ 892,020,136	\$ 953,895,839	\$ 972,339,398	\$ 916,430,035	\$ 734,956,599
List / Sell Ratio	92.49%	90.23%	92.55%	93.69%	93.45%	93.96%	94.91%	95.50%	96.13%	96.16%
Average Sales Price	\$192,337	\$177,572	\$136,065	\$133,687	\$131,002	\$139,096	\$149,256	\$161,922	\$172,521	\$182,553
Average Days on Market	163	165	131	142	151	151	140	80	59	57
% Volume Compared to Previous Year	131.19%	165.07%	197.01%	136.68%	99.27%	105.63%	106.94%	101.93%	94.25%	80.20%
% ASP Compared to Previous Year	97.57%	92.32%	76.63%	98.25%	97.99%	106.18%	107.30%	108.49%	106.55%	105.81%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	2336	2104	1725	2252	2214	2365	3133	3905	4867	4666
Total List Price	\$ 864,820,768	\$ 796,214,733	\$ 648,980,301	\$ 839,342,276	\$ 828,995,120	\$ 877,111,264	\$ 1,140,688,918	\$ 1,407,525,375	\$ 1,757,246,651	\$ 1,689,536,640
Told Sold Volume	\$ 811,329,686	\$ 727,878,187	\$ 589,483,755	\$ 771,781,137	\$ 766,549,863	\$ 813,711,819	\$ 1,079,644,596	\$ 1,344,631,664	\$ 1,685,186,650	\$ 1,623,020,509
List / Sell Ratio	93.81%	91.42%	90.83%	91.95%	92.47%	92.77%	94.65%	95.53%	95.90%	96.06%
Average Sales Price	\$347,316	\$345,950	\$341,730	\$342,709	\$346,228	\$344,064	\$344,604	\$344,336	\$346,248	\$347,840
Average Days on Market	158	182	188	193	186	181	165	96	73	76
% Volume Compared to Previous Year	59.87%	89.71%	80.99%	130.92%	99.32%	106.15%	132.68%	124.54%	125.33%	96.31%
% ASP Compared to Previous Year	96.19%	99.61%	98.78%	100.29%	101.03%	99.37%	100.16%	99.92%	100.56%	100.46%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	734	700	569	710	695	809	1019	1163	1331	1345
Total List Price	\$ 471,243,557	\$ 464,345,718	\$ 378,298,345	\$ 466,996,132	\$ 457,950,839	\$ 524,915,789	\$ 650,659,641	\$ 734,257,607	\$ 834,970,826	\$ 840,228,320
Told Sold Volume	\$ 439,105,884	\$ 421,447,015	\$ 340,560,346	\$ 424,322,432	\$ 418,820,555	\$ 485,094,403	\$ 612,910,490	\$ 698,902,254	\$ 799,033,026	\$ 806,142,571
List / Sell Ratio	93.18%	90.76%	90.02%	90.86%	91.46%	92.41%	94.20%	95.18%	95.70%	95.94%
Average Sales Price	\$598,237	\$602,067	\$598,524	\$597,637	\$602,620	\$599,622	\$601,482	\$600,948	\$600,325	\$599,363
Average Days on Market	169	206	206	228	224	197	193	127	98	95
% Volume Compared to Previous Year	52.52%	95.98%	80.81%	124.60%	98.70%	115.82%	126.35%	114.03%	114.33%	100.89%
% ASP Compared to Previous Year	99.31%	100.64%	99.41%	99.85%	100.83%	99.50%	100.31%	99.91%	99.90%	99.84%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	358	313	220	305	309	346	438	552	595	553
Total List Price	\$ 329,545,687	\$ 300,641,500	\$ 213,055,905	\$ 291,375,963	\$ 293,396,663	\$ 323,429,039	\$ 404,655,762	\$ 499,547,533	\$ 538,211,905	\$ 495,298,113
Totd Sold Volume	\$ 304,903,494	\$ 267,800,721	\$ 186,271,603	\$ 259,924,375	\$ 265,137,072	\$ 295,641,870	\$ 376,713,646	\$ 472,086,713	\$ 513,209,825	\$ 473,071,791
List / Sell Ratio	92.52%	89.08%	87.43%	89.21%	90.37%	91.41%	93.09%	94.50%	95.35%	95.51%
Average Sales Price	\$851,686	\$855,593	\$846,689	\$852,211	\$858,049	\$854,456	\$860,077	\$855,230	\$862,538	\$855,464
Average Days on Market	185	219	230	251	216	225	209	135	110	105
% Volume Compared to Previous Year	59.98%	87.83%	69.56%	139.54%	102.01%	111.51%	127.42%	125.32%	108.71%	92.18%
% ASP Compared to Previous Year	99.51%	100.46%	98.96%	100.65%	100.69%	99.58%	100.66%	99.44%	100.85%	99.18%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	844	691	466	654	685	724	885	1107	1211	1123
Total List Price	\$ 2,060,601,897	\$ 1,638,395,292	\$ 1,195,963,046	\$ 1,625,886,035	\$ 1,637,355,317	\$ 1,659,366,078	\$ 2,068,494,950	\$ 2,588,975,692	\$ 3,000,335,490	\$ 2,711,678,559
Totd Sold Volume	\$ 1,870,571,911	\$ 1,463,517,491	\$ 1,022,774,796	\$ 1,420,064,915	\$ 1,431,085,897	\$ 1,479,992,281	\$ 1,892,924,096	\$ 2,409,855,008	\$ 2,806,725,207	\$ 2,529,326,860
List / Sell Ratio	90.78%	89.33%	85.52%	87.34%	87.40%	89.19%	91.51%	93.08%	93.55%	93.28%
Average Sales Price	\$2,216,317	\$2,117,970	\$2,194,796	\$2,171,353	\$2,089,176	\$2,044,188	\$2,138,897	\$2,176,924	\$2,317,692	\$2,252,295
Average Days on Market	260	250	271	263	260	265	224	162	130	120
% Volume Compared to Previous Year	91.37%	78.24%	69.88%	138.84%	100.78%	103.42%	127.90%	127.31%	116.47%	90.12%
% ASP Compared to Previous Year	110.31%	95.56%	103.63%	98.93%	96.22%	97.85%	104.63%	101.78%	106.47%	97.18%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	508	432	286	424	448	490	577	692	757	713
Total List Price	\$ 788,346,628	\$ 675,605,022	\$ 459,655,655	\$ 659,132,963	\$ 694,136,818	\$ 752,462,788	\$ 873,808,851	\$ 1,019,074,830	\$ 1,107,719,806	\$ 1,040,149,003
Totd Sold Volume	\$ 712,786,754	\$ 599,605,984	\$ 397,427,612	\$ 569,054,864	\$ 615,606,904	\$ 675,410,102	\$ 799,539,354	\$ 948,355,323	\$ 1,035,709,938	\$ 972,835,083
List / Sell Ratio	90.42%	88.75%	86.46%	86.33%	88.69%	89.76%	91.50%	93.06%	93.50%	93.53%
Average Sales Price	\$1,403,124	\$1,387,977	\$1,389,607	\$1,342,111	\$1,374,123	\$1,378,388	\$1,385,683	\$1,370,456	\$1,368,177	\$1,364,425
Average Days on Market	221	242	247	242	257	250	225	159	118	106
% Volume Compared to Previous Year	74.40%	84.12%	66.28%	143.18%	108.18%	109.71%	118.38%	118.61%	109.21%	93.93%
% ASP Compared to Previous Year	102.08%	98.92%	100.12%	96.58%	102.39%	100.31%	100.53%	98.90%	99.83%	99.73%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	286	220	158	198	210	206	267	356	364	340
Total List Price	\$ 882,118,269	\$ 699,990,270	\$ 539,777,391	\$ 657,737,073	\$ 693,863,499	\$ 669,074,290	\$ 859,456,099	\$ 1,095,410,863	\$ 1,176,411,184	\$ 1,091,346,056
Told Sold Volume	\$ 805,315,689	\$ 623,528,425	\$ 459,682,184	\$ 583,043,051	\$ 605,798,993	\$ 596,339,679	\$ 788,618,242	\$ 1,019,561,685	\$ 1,102,381,047	\$ 1,017,816,777
List / Sell Ratio	91.29%	89.08%	85.16%	88.64%	87.31%	89.13%	91.76%	93.08%	93.71%	93.26%
Average Sales Price	\$2,815,789	\$2,834,220	\$2,909,381	\$2,944,662	\$2,884,757	\$2,894,853	\$2,953,626	\$2,863,937	\$3,028,519	\$2,993,579
Average Days on Market	317	254	313	295	273	287	228	155	140	139
% Volume Compared to Previous Year	97.17%	77.43%	73.72%	126.84%	103.90%	98.44%	132.24%	129.28%	108.12%	92.33%
% ASP Compared to Previous Year	96.83%	100.65%	102.65%	101.21%	97.97%	100.35%	102.03%	96.96%	105.75%	98.85%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	50	39	22	32	27	28	41	59	90	70
Total List Price	\$ 390,137,000	\$ 262,800,000	\$ 196,530,000	\$ 309,015,999	\$ 249,355,000	\$ 237,829,000	\$ 335,230,000	\$ 474,489,999	\$ 716,204,500	\$ 580,183,500
Told Sold Volume	\$ 352,469,468	\$ 240,383,082	\$ 165,665,000	\$ 267,967,000	\$ 209,680,000	\$ 208,242,500	\$ 304,766,500	\$ 441,938,000	\$ 668,634,222	\$ 538,675,000
List / Sell Ratio	90.35%	91.47%	84.30%	86.72%	84.09%	87.56%	90.91%	93.14%	93.36%	92.85%
Average Sales Price	\$7,049,389	\$6,163,669	\$7,530,227	\$8,373,969	\$7,765,926	\$7,437,232	\$7,433,329	\$7,490,475	\$7,429,269	\$7,695,357
Average Days on Market	325	321	273	338	212	371	190	237	196	168
% Volume Compared to Previous Year	135.29%	68.20%	68.92%	161.75%	78.25%	99.31%	146.35%	145.01%	151.30%	80.56%
% ASP Compared to Previous Year	100.11%	87.44%	122.17%	111.20%	92.74%	95.77%	99.95%	100.77%	99.18%	103.58%

July Annual Rolling Totals Summary - Overall Sales

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Number of Sales	5267	5587	7554	10284	10349	10657	11866	12732	13316	11713
Total List Price	\$ 3,933,127,783	\$ 3,549,693,208	\$ 3,108,765,433	\$ 4,131,550,090	\$ 4,121,320,544	\$ 4,334,191,467	\$ 5,269,523,631	\$ 6,248,507,108	\$ 7,084,041,117	\$ 6,501,069,898
Told Sold Volume	\$ 3,617,285,998	\$ 3,196,544,442	\$ 2,761,451,608	\$ 3,726,741,497	\$ 3,726,030,152	\$ 3,966,460,509	\$ 4,916,088,667	\$ 5,897,815,037	\$ 6,720,584,743	\$ 6,166,518,330
List / Sell Ratio	91.97%	90.05%	88.83%	90.20%	90.41%	91.52%	93.29%	94.39%	94.87%	94.85%
Average Sales Price	\$686,783	\$572,140	\$365,562	\$362,382	\$360,038	\$372,193	\$414,300	\$463,228	\$504,700	\$526,468
Average Days on Market	179	190	161	170	173	171	160	99	77	78
% Volume Compared to Previous Year	73.93%	88.37%	86.39%	134.96%	99.98%	106.45%	123.94%	119.97%	113.95%	91.76%
% ASP Compared to Previous Year	105.19%	83.31%	63.89%	99.13%	99.35%	103.38%	111.31%	111.81%	108.95%	104.31%