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

| | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 857 | 1827 | 4237 | 4981 | 5185 | 5074 | 4886 | 4756 | 3886 | 2939 |
| Total List Price | \$ 178,020,574 | \$ 346,850,123 | \$ 591,683,668 | \$ 708,709,688 | \$ 739,120,485 | \$ 765,288,636 | \$ 793,733,565 | \$ 812,432,133 | \$ 712,683,786 | \$ 563,070,591 |
| Told Sold Volume | \$ 162,939,889 | \$ 314,720,477 | \$ 549,636,260 | \$ 664,469,493 | \$ 690,778,723 | \$ 720,409,321 | \$ 754,466,383 | \$ 777,197,772 | \$ 685,522,280 | \$ 539,386,325 |
| List / Sell Ratio | 91.53% | 90.74% | 92.89% | 93.76% | 93.46% | 94.14% | 95.05% | 95.66% | 96.19% | 95.79% |
| Average Sales Price | \$190,128 | \$172,261 | \$129,723 | \$133,401 | \$133,226 | \$141,981 | \$154,414 | \$163,414 | \$176,408 | \$183,527 |
| Median Price | \$ 200,460 | \$ 179,900 | \$ 125,000 | \$ 130,000 | \$ 130,000 | \$ 140,000 | \$ 155,000 | \$ 165,000 | \$ 180,000 | \$ 190,000 |
| Average Days on Market | 176 | 157 | 129 | 145 | 153 | 150 | 132 | 71 | 57 | 58 |
| % Volume Compared to Previous Year | 164.81% | 193.15% | 174.64% | 120.89% | 103.96% | 104.29% | 104.73% | 103.01% | 88.20% | 78.68% |
| % ASP Compared to Previous Year | 99.62% | 90.60% | 75.31% | 102.84% | 99.87% | 106.57% | 108.76% | 105.83% | 107.95% | 104.04% |

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

| | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|
| Number of Sales | 1705 | 1665 | 1423 | 1683 | 1857 | 2017 | 2671 | 3221 | 3969 | 3663 |
| Total List Price | \$ 634,319,951 | \$ 629,306,551 | \$ 533,653,164 | \$ 626,927,202 | \$ 698,423,064 | \$ 741,948,067 | \$ 970,951,792 | \$ 1,159,167,491 | \$ 1,439,448,240 | \$ 1,325,043,483 |
| Told Sold Volume | \$ 589,821,588 | \$ 574,098,761 | \$ 485,115,929 | \$ 577,927,681 | \$ 645,081,171 | \$ 691,038,781 | \$ 921,617,386 | \$ 1,108,571,811 | \$ 1,381,688,409 | \$ 1,271,388,966 |
| List / Sell Ratio | 92.98% | 91.23% | 90.90% | 92.18% | 92.36% | 93.14% | 94.92% | 95.64% | 95.99% | 95.95% |
| Average Sales Price | \$345,936 | \$344,804 | \$340,911 | \$343,391 | \$347,378 | \$342,607 | \$345,046 | \$344,170 | \$348,120 | \$347,090 |
| Median Price | \$ 331,000 | \$ 330,000 | \$ 329,900 | \$ 334,600 | \$ 335,000 | \$ 330,000 | \$ 335,000 | \$ 330,192 | \$ 335,000 | \$ 335,000 |
| Average Days on Market | 168 | 187 | 190 | 184 | 187 | 183 | 154 | 86 | 73 | 76 |
| % Volume Compared to Previous Year | 71.55% | 97.33% | 84.50% | 119.13% | 111.62% | 107.12% | 133.37% | 120.29% | 124.64% | 92.02% |
| % ASP Compared to Previous Year | 96.51% | 99.67% | 98.87% | 100.73% | 101.16% | 98.63% | 100.71% | 99.75% | 101.15% | 99.70% |

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

| | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 598 | 569 | 438 | 553 | 584 | 711 | 857 | 950 | 1069 | 1060 |
| Total List Price | \$ 387,102,406 | \$ 378,522,088 | \$ 291,996,045 | \$ 364,269,822 | \$ 383,861,375 | \$ 460,832,680 | \$ 545,047,294 | \$ 597,719,569 | \$ 670,481,692 | \$ 662,889,468 |
| Told Sold Volume | \$ 359,783,641 | \$ 342,421,242 | \$ 263,082,961 | \$ 331,823,852 | \$ 351,167,288 | \$ 428,135,080 | \$ 515,191,396 | \$ 570,951,068 | \$ 642,798,063 | \$ 634,326,168 |
| List / Sell Ratio | 92.94% | 90.46% | 90.10% | 91.09% | 91.48% | 92.90% | 94.52% | 95.52% | 95.87% | 95.69% |
| Average Sales Price | \$601,645 | \$601,795 | \$600,646 | \$600,043 | \$601,314 | \$602,159 | \$601,157 | \$601,001 | \$601,308 | \$598,421 |
| Median Price | \$ 595,000 | \$ 595,000 | \$ 590,000 | \$ 595,000 | \$ 590,000 | \$ 598,000 | \$ 595,000 | \$ 590,000 | \$ 586,500 | \$ 585,000 |
| Average Days on Market | 181 | 212 | 206 | 233 | 212 | 198 | 185 | 115 | 93 | 90 |
| % Volume Compared to Previous Year | 76.30% | 95.17% | 76.83% | 126.13% | 105.83% | 121.92% | 120.33% | 110.82% | 112.58% | 98.68% |
| % ASP Compared to Previous Year | 100.03% | 100.02% | 99.81% | 99.90% | 100.21% | 100.14% | 99.83% | 99.97% | 100.05% | 99.52% |

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

| | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 286 | 235 | 169 | 238 | 255 | 288 | 384 | 441 | 494 | 411 |
| Total List Price | \$ 265,027,009 | \$ 225,721,868 | \$ 164,171,958 | \$ 225,760,690 | \$ 241,420,964 | \$ 269,776,785 | \$ 352,866,702 | \$ 400,401,848 | \$ 446,812,448 | \$ 367,326,373 |
| Told Sold Volume | \$ 243,412,830 | \$ 201,002,051 | \$ 143,631,838 | \$ 202,966,415 | \$ 218,926,205 | \$ 247,017,050 | \$ 330,251,308 | \$ 377,895,469 | \$ 426,259,029 | \$ 350,605,953 |
| List / Sell Ratio | 91.84% | 89.05% | 87.49% | 89.90% | 90.68% | 91.56% | 93.59% | 94.38% | 95.40% | 95.45% |
| Average Sales Price | \$851,094 | \$855,328 | \$849,893 | \$852,800 | \$858,534 | \$857,698 | \$860,029 | \$856,906 | \$862,873 | \$853,056 |
| Median Price | \$ 850,000 | \$ 850,000 | \$ 850,000 | \$ 850,000 | \$ 850,000 | \$ 850,000 | \$ 850,000 | \$ 850,000 | \$ 860,000 | \$ 845,000 |
| Average Days on Market | 191 | 214 | 248 | 259 | 205 | 221 | 205 | 121 | 105 | 105 |
| % Volume Compared to Previous Year | 74.87% | 82.58% | 71.46% | 141.31% | 107.86% | 112.83% | 133.70% | 114.43% | 112.80% | 82.25% |
| % ASP Compared to Previous Year | 99.75% | 100.50% | 99.36% | 100.34% | 100.67% | 99.90% | 100.27% | 99.64% | 100.70% | 98.86% |

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

| | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|------------------------------------|------------------|------------------|----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales | 663 | 543 | 379 | 523 | 582 | 604 | 768 | 958 | 1025 | 855 |
| Total List Price | \$ 1,605,384,805 | \$ 1,302,942,208 | \$ 993,733,838 | \$ 1,304,000,312 | \$ 1,412,400,295 | \$ 1,356,881,330 | \$ 1,811,432,209 | \$ 2,264,124,212 | \$ 2,531,187,830 | \$ 1,994,917,193 |
| Told Sold Volume | \$ 1,449,598,608 | \$ 1,159,415,296 | \$ 852,542,227 | \$ 1,137,464,600 | \$ 1,246,845,267 | \$ 1,217,254,611 | \$ 1,672,183,061 | \$ 2,109,531,934 | \$ 2,367,426,241 | \$ 1,868,314,181 |
| List / Sell Ratio | 90.30% | 88.98% | 85.79% | 87.23% | 88.28% | 89.71% | 92.31% | 93.17% | 93.53% | 93.65% |
| Average Sales Price | \$2,186,423 | \$2,135,203 | \$2,249,452 | \$2,174,885 | \$2,142,346 | \$2,015,322 | \$2,177,322 | \$2,202,017 | \$2,309,684 | \$2,185,163 |
| Median Price | \$ 1,750,000 | \$ 1,740,000 | \$ 1,636,250 | \$ 189,000 | \$ 191,000 | \$ 1,600,000 | \$ 1,600,000 | \$ 1,650,000 | \$ 1,636,250 | \$ 1,557,500 |
| Average Days on Market | 245 | 241 | 273 | 262 | 261 | 255 | 216 | 147 | 126 | 118 |
| % Volume Compared to Previous Year | 95.01% | 79.98% | 73.53% | 133.42% | 109.62% | 97.63% | 137.37% | 126.15% | 112.23% | 78.92% |
| % ASP Compared to Previous Year | 103.04% | 97.66% | 105.35% | 96.69% | 98.50% | 94.07% | 108.04% | 101.13% | 104.89% | 94.61% |

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

| | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 406 | 332 | 237 | 340 | 373 | 409 | 491 | 598 | 635 | 559 |
| Total List Price | \$ 629,741,517 | \$ 529,202,357 | \$ 376,591,447 | \$ 535,136,140 | \$ 573,676,296 | \$ 627,589,040 | \$ 738,350,320 | \$ 877,949,140 | \$ 925,056,725 | \$ 813,624,872 |
| Told Sold Volume | \$ 568,533,009 | \$ 469,033,509 | \$ 323,531,727 | \$ 464,395,049 | \$ 511,184,024 | \$ 567,740,182 | \$ 680,842,471 | \$ 817,345,248 | \$ 865,806,921 | \$ 759,390,494 |
| List / Sell Ratio | 90.28% | 88.63% | 85.91% | 86.78% | 89.11% | 90.46% | 92.21% | 93.10% | 93.60% | 93.33% |
| Average Sales Price | \$1,400,328 | \$1,412,752 | \$1,365,113 | \$1,365,868 | \$1,370,467 | \$1,388,118 | \$1,386,645 | \$1,366,798 | \$1,363,475 | \$1,358,480 |
| Median Price | \$ 1,300,000 | \$ 1,350,000 | \$ 1,300,000 | \$ 1,325,000 | \$ 1,300,000 | \$ 1,342,500 | \$ 1,342,025 | \$ 1,325,000 | \$ 1,300,000 | \$ 1,300,000 |
| Average Days on Market | 224 | 230 | 249 | 244 | 258 | 241 | 223 | 141 | 113 | 108 |
| % Volume Compared to Previous Year | 90.34% | 82.50% | 68.98% | 143.54% | 110.08% | 111.06% | 119.92% | 120.05% | 105.93% | 87.71% |
| % ASP Compared to Previous Year | 101.47% | 100.89% | 96.63% | 100.06% | 100.34% | 101.29% | 99.89% | 98.57% | 99.76% | 99.63% |

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

| | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|----------------|
| Number of Sales | 217 | 182 | 122 | 158 | 184 | 175 | 238 | 300 | 314 | 248 |
| Total List Price | \$ 671,707,288 | \$ 575,492,851 | \$ 437,632,391 | \$ 518,190,173 | \$ 613,123,999 | \$ 563,658,290 | \$ 762,937,890 | \$ 926,089,072 | \$ 1,004,273,605 | \$ 794,425,821 |
| Told Sold Volume | \$ 607,110,799 | \$ 510,149,287 | \$ 375,360,500 | \$ 456,622,551 | \$ 539,281,243 | \$ 504,052,929 | \$ 706,680,090 | \$ 862,209,186 | \$ 939,843,098 | \$ 744,895,187 |
| List / Sell Ratio | 90.38% | 88.65% | 85.77% | 88.12% | 87.96% | 89.43% | 92.63% | 93.10% | 93.58% | 93.77% |
| Average Sales Price | \$2,797,746 | \$2,803,018 | \$3,076,725 | \$2,890,016 | \$2,930,876 | \$2,880,302 | \$2,969,244 | \$2,874,031 | \$2,993,131 | \$3,003,610 |
| Median Price | \$ 2,670,000 | \$ 2,585,000 | \$ 2,897,500 | \$ 2,605,000 | \$ 2,750,000 | \$ 2,675,000 | \$ 2,772,500 | \$ 2,695,000 | \$ 2,870,000 | \$ 2,850,000 |
| Average Days on Market | 277 | 249 | 326 | 287 | 271 | 284 | 204 | 144 | 140 | 127 |
| % Volume Compared to Previous Year | 88.19% | 84.03% | 73.58% | 121.65% | 118.10% | 93.47% | 140.20% | 122.01% | 109.00% | 79.28% |
| % ASP Compared to Previous Year | 94.69% | 100.19% | 109.76% | 93.93% | 101.41% | 98.27% | 103.09% | 96.79% | 104.14% | 100.35% |

September Annual YTD Summary - Sales \$5M +

| | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 40 | 29 | 20 | 25 | 25 | 20 | 39 | 60 | 76 | 48 |
| Total List Price | \$ 303,936,000 | \$ 198,247,000 | \$ 179,510,000 | \$ 250,673,999 | \$ 225,600,000 | \$ 165,634,000 | \$ 310,143,999 | \$ 460,086,000 | \$ 601,857,500 | \$ 386,866,500 |
| Told Sold Volume | \$ 273,954,800 | \$ 180,232,500 | \$ 153,650,000 | \$ 216,447,000 | \$ 196,380,000 | \$ 145,461,500 | \$ 284,660,500 | \$ 429,977,500 | \$ 561,776,222 | \$ 364,028,500 |
| List / Sell Ratio | 90.14% | 90.91% | 85.59% | 86.35% | 87.05% | 87.82% | 91.78% | 93.46% | 93.34% | 94.10% |
| Average Sales Price | \$6,848,870 | \$6,214,914 | \$7,682,500 | \$8,657,880 | \$7,855,200 | \$7,273,075 | \$7,298,987 | \$7,166,292 | \$7,391,792 | \$7,583,927 |
| Median Price | \$ 5,825,000 | \$ 5,900,000 | \$ 6,750,000 | \$ 7,000,000 | \$ 6,690,000 | \$ 6,433,250 | \$ 6,250,000 | \$ 6,206,250 | \$ 6,400,000 | \$ 6,525,000 |
| Average Days on Market | 280 | 309 | 250 | 343 | 241 | 305 | 211 | 226 | 185 | 181 |
| % Volume Compared to Previous Year | 131.72% | 59.30% | 85.25% | 140.87% | 90.73% | 74.07% | 195.69% | 151.05% | 130.65% | 64.80% |
| % ASP Compared to Previous Year | 98.79% | 90.74% | 123.61% | 112.70% | 90.73% | 92.59% | 100.36% | 98.18% | 103.15% | 102.60% |

September Annual YTD Summary - Overall Sales

| | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales | 4109 | 4839 | 6646 | 7978 | 8463 | 8694 | 9566 | 10326 | 10443 | 8928 |
| Total List Price | \$ 3,069,854,745 | \$ 2,883,342,838 | \$ 2,575,238,673 | \$ 3,229,667,714 | \$ 3,475,226,183 | \$ 3,594,727,498 | \$ 4,474,031,562 | \$ 5,233,845,252 | \$ 5,800,613,996 | \$ 4,913,247,108 |
| Told Sold Volume | \$ 2,805,556,556 | \$ 2,591,657,827 | \$ 2,294,009,215 | \$ 2,914,652,041 | \$ 3,152,798,654 | \$ 3,303,854,843 | \$ 4,193,709,534 | \$ 4,944,148,054 | \$ 5,503,694,022 | \$ 4,664,021,593 |
| List / Sell Ratio | 91.39% | 89.88% | 89.08% | 90.25% | 90.72% | 91.91% | 93.73% | 94.46% | 94.88% | 94.93% |
| Average Sales Price | \$682,783 | \$535,577 | \$345,171 | \$365,336 | \$372,539 | \$380,016 | \$438,397 | \$478,806 | \$527,022 | \$522,404 |
| Median Price | \$ 381,000 | \$ 304,495 | \$ 185,000 | \$ 189,000 | \$ 191,000 | \$ 201,900 | \$ 250,000 | \$ 265,000 | \$ 305,000 | \$ 319,945 |
| Average Days on Market | 186 | 186 | 158 | 170 | 173 | 171 | 153 | 89 | 76 | 77 |
| % Volume Compared to Previous Year | 86.44% | 84.42% | 88.52% | 127.05% | 108.17% | 104.79% | 126.93% | 117.89% | 111.32% | 84.74% |
| % ASP Compared to Previous Year | 98.92% | 78.44% | 64.45% | 105.84% | 101.97% | 102.01% | 115.36% | 109.22% | 110.07% | 99.12% |