

#Nov!A1

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

|                                    | 2007           | 2008           | 2009           | 2010           | 2011           | 2012           | 2013           | 2014           | 2015           | 2016           |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales                    | 1033           | 2311           | 5122           | 5770           | 6075           | 6056           | 5679           | 5595           | 4502           | 3480           |
| Total List Price                   | \$ 213,243,711 | \$ 423,786,753 | \$ 715,288,341 | \$ 813,953,122 | \$ 864,426,167 | \$ 913,080,509 | \$ 928,032,719 | \$ 959,869,676 | \$ 828,337,786 | \$ 669,148,625 |
| Told Sold Volume                   | \$ 194,483,428 | \$ 385,929,325 | \$ 665,926,586 | \$ 762,734,455 | \$ 808,348,449 | \$ 860,913,973 | \$ 883,262,627 | \$ 918,750,915 | \$ 796,925,583 | \$ 640,892,272 |
| List / Sell Ratio                  | 91.20%         | 91.07%         | 93.10%         | 93.71%         | 93.51%         | 94.29%         | 95.18%         | 95.72%         | 96.21%         | 95.78%         |
| Average Sales Price                | \$188,271      | \$166,997      | \$130,013      | \$132,190      | \$133,061      | \$142,159      | \$155,531      | \$164,209      | \$177,016      | \$184,164      |
| Median Price                       | \$ 200,000     | \$ 170,000     | \$ 125,000     | \$ 130,000     | \$ 130,000     | \$ 140,000     | \$ 155,100     | \$ 166,000     | \$ 181,325     | \$ 190,000     |
| Average Days on Market             | 178            | 154            | 131            | 145            | 152            | 150            | 125            | 69             | 57             | 60             |
| % Volume Compared to Previous Year | 159.30%        | 198.44%        | 172.55%        | 114.54%        | 105.98%        | 106.50%        | 102.60%        | 104.02%        | 86.74%         | 80.42%         |
| % ASP Compared to Previous Year    | 97.92%         | 88.70%         | 77.85%         | 101.67%        | 100.66%        | 106.84%        | 109.41%        | 105.58%        | 107.80%        | 104.04%        |

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

|                                    | 2007           | 2008           | 2009           | 2010           | 2011           | 2012           | 2013             | 2014             | 2015             | 2016             |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|
| Number of Sales                    | 1967           | 1887           | 1745           | 1928           | 2084           | 2429           | 3176             | 3839             | 4624             | 4393             |
| Total List Price                   | \$ 732,379,887 | \$ 714,338,809 | \$ 653,241,312 | \$ 719,518,143 | \$ 782,947,531 | \$ 892,291,490 | \$ 1,152,265,173 | \$ 1,379,316,645 | \$ 1,675,480,623 | \$ 1,586,274,959 |
| Told Sold Volume                   | \$ 679,285,312 | \$ 651,210,652 | \$ 594,724,701 | \$ 663,742,749 | \$ 722,964,349 | \$ 833,424,580 | \$ 1,094,637,059 | \$ 1,319,303,719 | \$ 1,608,970,682 | \$ 1,522,220,120 |
| List / Sell Ratio                  | 92.75%         | 91.16%         | 91.04%         | 92.25%         | 92.34%         | 93.40%         | 95.00%           | 95.65%           | 96.03%           | 95.96%           |
| Average Sales Price                | \$345,341      | \$345,104      | \$340,816      | \$344,265      | \$346,912      | \$343,114      | \$344,659        | \$343,658        | \$347,961        | \$346,510        |
| Median Price                       | \$ 332,000     | \$ 330,000     | \$ 329,900     | \$ 335,000     | \$ 335,000     | \$ 330,000     | \$ 335,000       | \$ 330,000       | \$ 335,000       | \$ 335,000       |
| Average Days on Market             | 169            | 186            | 193            | 183            | 186            | 181            | 146              | 83               | 73               | 76               |
| % Volume Compared to Previous Year | 72.09%         | 95.87%         | 91.33%         | 111.61%        | 108.92%        | 115.28%        | 131.34%          | 120.52%          | 121.96%          | 94.61%           |
| % ASP Compared to Previous Year    | 96.64%         | 99.93%         | 98.76%         | 101.01%        | 100.77%        | 98.91%         | 100.45%          | 99.71%           | 101.25%          | 99.58%           |

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

|                                    | 2007           | 2008           | 2009           | 2010           | 2011           | 2012           | 2013           | 2014           | 2015           | 2016           |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales                    | 682            | 654            | 526            | 626            | 660            | 827            | 987            | 1128           | 1239           | 1234           |
| Total List Price                   | \$ 441,420,651 | \$ 435,013,368 | \$ 349,183,870 | \$ 412,720,694 | \$ 433,864,064 | \$ 535,121,605 | \$ 628,407,142 | \$ 708,457,023 | \$ 778,406,702 | \$ 772,251,572 |
| Told Sold Volume                   | \$ 409,828,005 | \$ 392,948,072 | \$ 314,662,561 | \$ 375,310,897 | \$ 396,961,487 | \$ 497,569,847 | \$ 593,880,175 | \$ 676,921,382 | \$ 746,765,598 | \$ 738,984,934 |
| List / Sell Ratio                  | 92.84%         | 90.33%         | 90.11%         | 90.94%         | 91.49%         | 92.98%         | 94.51%         | 95.55%         | 95.94%         | 95.69%         |
| Average Sales Price                | \$600,921      | \$600,838      | \$598,218      | \$599,538      | \$601,457      | \$601,656      | \$601,702      | \$600,108      | \$602,716      | \$598,853      |
| Median Price                       | \$ 590,000     | \$ 593,188     | \$ 585,000     | \$ 590,757     | \$ 591,000     | \$ 595,000     | \$ 590,000     | \$ 588,250     | \$ 590,000     | \$ 585,000     |
| Average Days on Market             | 185            | 212            | 208            | 234            | 213            | 201            | 180            | 114            | 93             | 91             |
| % Volume Compared to Previous Year | 78.79%         | 95.88%         | 80.08%         | 119.27%        | 105.77%        | 125.34%        | 119.36%        | 113.98%        | 110.32%        | 98.96%         |
| % ASP Compared to Previous Year    | 99.82%         | 99.99%         | 99.56%         | 100.22%        | 100.32%        | 100.03%        | 100.01%        | 99.73%         | 100.43%        | 99.36%         |

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

|                                    | 2007           | 2008           | 2009           | 2010           | 2011           | 2012           | 2013           | 2014           | 2015           | 2016           |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales                    | 335            | 266            | 212            | 264            | 294            | 342            | 452            | 505            | 571            | 489            |
| Total List Price                   | \$ 311,210,657 | \$ 256,486,134 | \$ 207,036,357 | \$ 250,384,990 | \$ 277,168,062 | \$ 319,154,184 | \$ 414,744,669 | \$ 456,560,672 | \$ 516,106,874 | \$ 435,372,276 |
| Told Sold Volume                   | \$ 284,622,330 | \$ 227,447,551 | \$ 180,225,956 | \$ 224,770,014 | \$ 251,738,540 | \$ 293,384,300 | \$ 388,639,555 | \$ 432,026,870 | \$ 492,364,453 | \$ 415,812,919 |
| List / Sell Ratio                  | 91.46%         | 88.68%         | 87.05%         | 89.77%         | 90.83%         | 91.93%         | 93.71%         | 94.63%         | 95.40%         | 95.51%         |
| Average Sales Price                | \$849,619      | \$855,066      | \$850,122      | \$851,402      | \$856,254      | \$857,849      | \$859,822      | \$855,499      | \$862,285      | \$850,333      |
| Median Price                       | \$ 843,500     | \$ 850,000     | \$ 850,000     | \$ 850,000     | \$ 850,000     | \$ 850,000     | \$ 850,000     | \$ 850,000     | \$ 860,000     | \$ 840,000     |
| Average Days on Market             | 195            | 208            | 241            | 261            | 213            | 219            | 198            | 121            | 103            | 105            |
| % Volume Compared to Previous Year | 79.65%         | 79.91%         | 79.24%         | 124.72%        | 112.00%        | 116.54%        | 132.47%        | 111.16%        | 113.97%        | 84.45%         |
| % ASP Compared to Previous Year    | 99.62%         | 100.64%        | 99.42%         | 100.15%        | 100.57%        | 100.19%        | 100.23%        | 99.50%         | 100.79%        | 98.61%         |

**November Annual YTD Summary - All Sales \$1M +**

|                                    | 2007             | 2008             | 2009             | 2010             | 2011             | 2012             | 2013             | 2014             | 2015             | 2016             |
|------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales                    | 756              | 596              | 454              | 588              | 659              | 702              | 858              | 1093             | 1164             | 980              |
| Total List Price                   | \$ 1,828,195,279 | \$ 1,447,627,108 | \$ 1,152,225,203 | \$ 1,466,628,302 | \$ 1,596,873,097 | \$ 1,615,770,570 | \$ 2,003,710,247 | \$ 2,609,743,937 | \$ 2,920,648,287 | \$ 2,311,319,402 |
| Told Sold Volume                   | \$ 1,648,536,671 | \$ 1,282,405,029 | \$ 989,244,965   | \$ 1,275,354,380 | \$ 1,409,552,957 | \$ 1,447,794,437 | \$ 1,851,973,987 | \$ 2,433,132,194 | \$ 2,725,925,906 | \$ 2,166,941,848 |
| List / Sell Ratio                  | 90.17%           | 88.59%           | 85.86%           | 86.96%           | 88.27%           | 89.60%           | 92.43%           | 93.23%           | 93.33%           | 93.75%           |
| Average Sales Price                | \$2,180,604      | \$2,151,686      | \$2,178,954      | \$2,168,970      | \$2,138,927      | \$2,062,385      | \$2,158,478      | \$2,226,104      | \$2,341,861      | \$2,211,165      |
| Median Price                       | \$ 1,750,000     | \$ 1,740,000     | \$ 1,600,000     | \$ 185,000       | \$ 187,000       | \$ 1,600,000     | \$ 1,600,000     | \$ 1,650,000     | \$ 1,650,000     | \$ 1,580,000     |
| Average Days on Market             | 252              | 245              | 272              | 261              | 263              | 260              | 213              | 146              | 128              | 117              |
| % Volume Compared to Previous Year | 93.81%           | 77.79%           | 77.14%           | 128.92%          | 110.52%          | 102.71%          | 127.92%          | 131.38%          | 112.03%          | 79.49%           |
| % ASP Compared to Previous Year    | 101.01%          | 98.67%           | 101.27%          | 99.54%           | 98.61%           | 96.42%           | 104.66%          | 103.13%          | 105.20%          | 94.42%           |

**November Annual YTD Summary - Sales \$1M - \$2M**

|                                    | 2007           | 2008           | 2009           | 2010           | 2011           | 2012           | 2013           | 2014             | 2015             | 2016           |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|----------------|
| Number of Sales                    | 466            | 364            | 291            | 380            | 426            | 467            | 552            | 685              | 714              | 634            |
| Total List Price                   | \$ 720,258,991 | \$ 584,023,257 | \$ 459,738,812 | \$ 596,810,130 | \$ 654,331,098 | \$ 716,801,280 | \$ 826,818,358 | \$ 1,005,581,365 | \$ 1,044,094,772 | \$ 922,383,391 |
| Told Sold Volume                   | \$ 649,251,184 | \$ 515,443,059 | \$ 394,320,465 | \$ 519,159,829 | \$ 581,942,214 | \$ 647,649,357 | \$ 763,555,897 | \$ 937,110,008   | \$ 976,758,326   | \$ 861,012,117 |
| List / Sell Ratio                  | 90.14%         | 88.26%         | 85.77%         | 86.99%         | 88.94%         | 90.35%         | 92.35%         | 93.19%           | 93.55%           | 93.35%         |
| Average Sales Price                | \$1,393,243    | \$1,416,052    | \$1,355,053    | \$1,366,210    | \$1,366,062    | \$1,386,829    | \$1,383,253    | \$1,368,044      | \$1,368,009      | \$1,358,063    |
| Median Price                       | \$ 1,300,000   | \$ 1,350,000   | \$ 1,300,000   | \$ 1,325,000   | \$ 1,300,000   | \$ 1,350,000   | \$ 1,344,050   | \$ 1,325,000     | \$ 1,300,000     | \$ 1,300,000   |
| Average Days on Market             | 237            | 235            | 246            | 241            | 259            | 244            | 219            | 141              | 113              | 108            |
| % Volume Compared to Previous Year | 91.80%         | 79.39%         | 76.50%         | 131.66%        | 112.09%        | 111.29%        | 117.90%        | 122.73%          | 104.23%          | 88.15%         |
| % ASP Compared to Previous Year    | 100.27%        | 101.64%        | 95.69%         | 100.82%        | 99.99%         | 101.52%        | 99.74%         | 98.90%           | 100.00%          | 99.27%         |

**November Annual YTD Summary - Sales \$2M - \$5M**

|                                    | 2007           | 2008           | 2009           | 2010           | 2011           | 2012           | 2013           | 2014             | 2015             | 2016           |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|----------------|
| Number of Sales                    | 245            | 200            | 141            | 179            | 204            | 211            | 264            | 338              | 362              | 288            |
| Total List Price                   | \$ 766,605,288 | \$ 634,106,851 | \$ 501,629,391 | \$ 585,244,173 | \$ 677,646,999 | \$ 695,350,290 | \$ 839,302,890 | \$ 1,054,070,572 | \$ 1,161,823,015 | \$ 920,014,511 |
| Told Sold Volume                   | \$ 692,380,437 | \$ 561,429,470 | \$ 430,874,500 | \$ 513,897,561 | \$ 596,033,243 | \$ 621,683,580 | \$ 778,357,590 | \$ 981,887,686   | \$ 1,087,118,858 | \$ 864,826,231 |
| List / Sell Ratio                  | 90.32%         | 88.54%         | 85.89%         | 87.81%         | 87.96%         | 89.41%         | 92.74%         | 93.15%           | 93.57%           | 94.00%         |
| Average Sales Price                | \$2,826,043    | \$2,807,147    | \$3,055,848    | \$2,870,936    | \$2,921,732    | \$2,946,368    | \$2,948,324    | \$2,904,993      | \$3,003,091      | \$3,002,869    |
| Median Price                       | \$ 2,650,000   | \$ 2,575,000   | \$ 2,895,000   | \$ 2,605,000   | \$ 2,700,000   | \$ 2,700,000   | \$ 2,700,000   | \$ 2,700,000     | \$ 2,900,000     | \$ 2,850,000   |
| Average Days on Market             | 274            | 252            | 330            | 290            | 272            | 292            | 198            | 143              | 143              | 125            |
| % Volume Compared to Previous Year | 87.68%         | 81.09%         | 76.75%         | 119.27%        | 115.98%        | 104.30%        | 125.20%        | 126.15%          | 110.72%          | 79.55%         |
| % ASP Compared to Previous Year    | 96.26%         | 99.33%         | 108.86%        | 93.95%         | 101.77%        | 100.84%        | 100.07%        | 98.53%           | 103.38%          | 99.99%         |

**November Annual YTD Summary - Sales \$5M +**

|                                    | 2007           | 2008           | 2009           | 2010           | 2011           | 2012           | 2013           | 2014           | 2015           | 2016           |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales                    | 45             | 32             | 22             | 29             | 29             | 24             | 42             | 70             | 88             | 58             |
| Total List Price                   | \$ 341,331,000 | \$ 229,497,000 | \$ 190,857,000 | \$ 284,573,999 | \$ 264,895,000 | \$ 203,619,000 | \$ 337,588,999 | \$ 550,092,000 | \$ 714,730,500 | \$ 468,921,500 |
| Told Sold Volume                   | \$ 306,905,050 | \$ 205,532,500 | \$ 164,050,000 | \$ 242,297,000 | \$ 231,577,500 | \$ 178,461,500 | \$ 310,060,500 | \$ 514,134,500 | \$ 662,048,722 | \$ 441,103,500 |
| List / Sell Ratio                  | 89.91%         | 89.56%         | 85.95%         | 85.14%         | 87.42%         | 87.64%         | 91.85%         | 93.46%         | 92.63%         | 94.07%         |
| Average Sales Price                | \$6,820,112    | \$6,422,891    | \$7,456,818    | \$8,355,069    | \$7,985,431    | \$7,435,896    | \$7,382,393    | \$7,344,779    | \$7,523,281    | \$7,605,233    |
| Median Price                       | \$ 5,825,000   | \$ 6,000,000   | \$ 6,250,000   | \$ 6,900,000   | \$ 6,747,500   | \$ 6,366,500   | \$ 6,300,000   | \$ 6,231,250   | \$ 6,400,000   | \$ 6,593,750   |
| Average Days on Market             | 287            | 322            | 250            | 340            | 259            | 279            | 235            | 213            | 183            | 181            |
| % Volume Compared to Previous Year | 117.89%        | 60.22%         | 79.82%         | 147.70%        | 95.58%         | 77.06%         | 173.74%        | 165.82%        | 128.77%        | 66.63%         |
| % ASP Compared to Previous Year    | 94.31%         | 94.18%         | 116.10%        | 112.05%        | 95.58%         | 93.12%         | 99.28%         | 99.49%         | 102.43%        | 101.09%        |

**November Annual YTD Summary - Overall Sales**

|                                    | 2007             | 2008             | 2009             | 2010             | 2011             | 2012             | 2013             | 2014             | 2015             | 2016             |
|------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales                    | 4773             | 5714             | 8059             | 9176             | 9772             | 10356            | 11152            | 12160            | 12100            | 10576            |
| Total List Price                   | \$ 3,526,450,185 | \$ 3,277,252,172 | \$ 3,076,975,083 | \$ 3,663,205,251 | \$ 3,955,278,921 | \$ 4,275,418,358 | \$ 5,127,159,950 | \$ 6,113,947,952 | \$ 6,718,980,272 | \$ 5,774,366,834 |
| Told Sold Volume                   | \$ 3,216,755,746 | \$ 2,939,940,629 | \$ 2,744,784,769 | \$ 3,301,912,495 | \$ 3,589,565,782 | \$ 3,933,087,137 | \$ 4,812,393,403 | \$ 5,780,135,080 | \$ 6,370,952,222 | \$ 5,484,852,093 |
| List / Sell Ratio                  | 91.22%           | 89.71%           | 89.20%           | 90.14%           | 90.75%           | 91.99%           | 93.86%           | 94.54%           | 94.82%           | 94.99%           |
| Average Sales Price                | \$673,948        | \$514,515        | \$340,586        | \$359,842        | \$367,332        | \$379,788        | \$431,527        | \$475,340        | \$526,525        | \$518,613        |
| Median Price                       | \$ 380,000       | \$ 294,500       | \$ 185,000       | \$ 185,000       | \$ 187,000       | \$ 210,000       | \$ 245,000       | \$ 265,000       | \$ 304,500       | \$ 315,000       |
| Average Days on Market             | 188              | 183              | 160              | 170              | 173              | 171              | 145              | 87               | 82               | 78               |
| % Volume Compared to Previous Year | 86.96%           | 83.37%           | 93.36%           | 120.30%          | 108.71%          | 109.57%          | 122.36%          | 120.11%          | 110.22%          | 86.09%           |
| % ASP Compared to Previous Year    | 97.82%           | 76.34%           | 66.20%           | 105.65%          | 102.08%          | 103.39%          | 113.62%          | 110.15%          | 110.77%          | 98.50%           |