

January Annual Rolling Totals Summary - Sales from \$0 - \$249,999											
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	733	1147	2798	5788	6296	6491	6522	6109	5941	4730	3764
Total List Price	\$ 150,992,448	\$ 234,493,510	\$ 492,692,880	\$ 809,770,978	\$ 886,725,702	\$ 929,579,065	\$ 989,831,675	\$ 1,003,491,949	\$ 1,026,464,172	\$ 875,942,884	\$ 726,479,510
Total Sold Volume	\$ 141,976,333	\$ 212,775,221	\$ 449,798,027	\$ 753,973,677	\$ 831,181,796	\$ 868,947,866	\$ 934,787,084	\$ 955,551,636	\$ 983,169,785	\$ 843,006,218	\$ 693,655,232
List / Sell Ratio	94.03%	90.74%	91.29%	93.11%	93.74%	93.48%	94.44%	95.22%	95.78%	96.24%	95.48%
Average Sales Price	\$193,692	\$185,506	\$160,757	\$130,265	\$132,017	\$133,870	\$143,328	\$156,417	\$165,489	\$178,225	\$184,287
Average Days on Market	138	169	147	135	144	154	148	117	67	56	62
% Volume Compared to Previous Year	51.97%	149.87%	211.40%	167.62%	110.24%	104.54%	107.58%	102.22%	102.89%	85.74%	82.28%
% ASP Compared to Previous Year	95.51%	95.77%	86.66%	81.03%	101.35%	101.40%	107.07%	109.13%	105.80%	107.70%	103.40%

January Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999											
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	2683	2130	1967	1973	2091	2262	2681	3538	4274	5075	4826
Total List Price	\$ 1,002,231,111	\$ 796,187,897	\$ 741,746,735	\$ 737,523,753	\$ 778,052,380	\$ 852,417,663	\$ 981,419,671	\$ 1,282,754,426	\$ 1,537,297,215	\$ 1,838,241,295	\$ 1,741,553,752
Total Sold Volume	\$ 955,444,238	\$ 736,585,502	\$ 675,906,113	\$ 673,330,349	\$ 717,921,528	\$ 787,072,451	\$ 918,821,505	\$ 1,219,374,303	\$ 1,471,678,941	\$ 1,765,902,941	\$ 1,669,971,383
List / Sell Ratio	95.33%	92.51%	91.12%	91.30%	92.27%	92.33%	93.62%	95.06%	95.73%	96.06%	95.89%
Average Sales Price	\$356,110	\$345,815	\$343,623	\$341,272	\$343,339	\$347,954	\$342,716	\$344,651	\$344,333	\$347,961	\$346,036
Average Days on Market	126	171	188	195	183	184	182	135	83	72	78
% Volume Compared to Previous Year	48.93%	77.09%	91.76%	99.62%	106.62%	109.63%	116.74%	132.71%	120.69%	119.99%	94.57%
% ASP Compared to Previous Year	99.60%	97.11%	99.37%	99.32%	100.61%	101.34%	98.49%	100.56%	99.91%	101.05%	99.45%

January Annual Rolling Totals Summary - Sales from \$500,000 to 749,999											
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	868	715	674	609	659	725	923	1104	1240	1370	1352
Total List Price	\$ 550,803,354	\$ 463,932,013	\$ 449,044,289	\$ 403,002,723	\$ 433,364,276	\$ 475,294,521	\$ 596,050,652	\$ 701,888,120	\$ 777,396,404	\$ 859,626,816	\$ 845,642,179
Total Sold Volume	\$ 519,858,569	\$ 429,204,896	\$ 404,889,365	\$ 363,223,711	\$ 395,102,447	\$ 435,710,891	\$ 555,120,765	\$ 663,903,673	\$ 742,642,475	\$ 825,657,515	\$ 809,025,047
List / Sell Ratio	94.38%	92.51%	90.17%	90.13%	91.17%	91.67%	93.13%	94.59%	95.53%	96.05%	95.67%
Average Sales Price	\$598,915	\$600,287	\$600,726	\$596,426	\$599,548	\$600,981	\$601,431	\$601,362	\$598,905	\$602,670	\$598,391
Average Days on Market	136	184	211	215	229	212	199	171	110	92	94
% Volume Compared to Previous Year	45.40%	82.56%	94.33%	89.71%	108.78%	110.28%	127.41%	119.60%	111.86%	111.18%	97.99%
% ASP Compared to Previous Year	99.13%	100.23%	100.07%	99.28%	100.52%	100.24%	100.07%	99.99%	99.59%	100.63%	99.29%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	421	359	263	251	282	323	386	499	559	601	566
Total List Price	\$ 378,764,785	\$ 336,309,079	\$ 253,024,746	\$ 244,161,657	\$ 266,608,089	\$ 304,432,007	\$ 360,058,796	\$ 456,995,784	\$ 504,559,263	\$ 543,407,794	\$ 503,385,372
Total Sold Volume	\$ 358,833,012	\$ 305,927,987	\$ 224,146,051	\$ 213,393,956	\$ 239,851,014	\$ 276,213,379	\$ 332,033,906	\$ 428,729,267	\$ 478,607,277	\$ 518,220,028	\$ 480,434,009
List / Sell Ratio	94.74%	90.97%	88.59%	87.40%	89.96%	90.73%	92.22%	93.81%	94.86%	95.36%	95.44%
Average Sales Price	\$852,335	\$852,167	\$852,266	\$850,175	\$850,536	\$855,150	\$860,191	\$859,177	\$856,185	\$862,263	\$848,823
Average Days on Market	151	200	210	257	244	211	220	185	122	102	107
% Volume Compared to Previous Year	49.51%	85.28%	73.27%	95.20%	112.40%	115.16%	120.21%	129.12%	111.63%	108.28%	92.71%
% ASP Compared to Previous Year	99.13%	99.98%	100.01%	99.75%	100.04%	100.54%	100.59%	99.88%	99.65%	100.71%	98.44%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	840	807	596	512	635	699	771	967	1188	1261	1054
Total List Price	\$ 1,986,343,632	\$ 1,935,941,831	\$ 1,439,671,800	\$ 1,315,342,713	\$ 1,573,798,692	\$ 1,660,764,982	\$ 1,771,303,124	\$ 2,266,712,790	\$ 2,809,206,290	\$ 3,143,658,446	\$ 2,454,207,986
Total Sold Volume	\$ 1,817,262,466	\$ 1,742,124,551	\$ 1,268,645,592	\$ 1,129,265,355	\$ 1,366,457,504	\$ 1,468,433,490	\$ 1,591,121,437	\$ 2,097,068,348	\$ 2,619,258,716	\$ 2,936,675,593	\$ 2,297,694,252
List / Sell Ratio	91.49%	89.99%	88.12%	85.85%	86.83%	88.42%	89.83%	92.52%	93.24%	93.42%	93.62%
Average Sales Price	\$2,163,408	\$2,158,766	\$2,128,600	\$2,205,596	\$2,151,902	\$2,100,763	\$2,063,711	\$2,168,633	\$2,204,763	\$2,328,847	\$2,179,976
Average Days on Market	227	253	247	269	263	265	250	210	144	125	122
% Volume Compared to Previous Year	64.99%	95.87%	72.82%	89.01%	121.00%	107.46%	108.36%	131.80%	124.90%	112.12%	78.24%
% ASP Compared to Previous Year	108.54%	99.79%	98.60%	103.62%	97.57%	97.62%	98.24%	105.08%	101.67%	105.63%	93.61%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	532	502	363	324	411	461	514	619	752	771	690
Total List Price	\$ 811,051,233	\$ 770,951,044	\$ 582,307,057	\$ 509,454,813	\$ 643,172,020	\$ 707,129,483	\$ 791,783,334	\$ 926,716,903	\$ 1,103,487,322	\$ 1,126,999,876	\$ 1,002,685,415
Total Sold Volume	\$ 742,853,819	\$ 692,691,564	\$ 512,303,621	\$ 435,296,115	\$ 561,322,693	\$ 630,169,333	\$ 714,134,122	\$ 857,057,907	\$ 1,027,887,677	\$ 1,056,249,309	\$ 936,050,020
List / Sell Ratio	91.59%	89.85%	87.98%	85.44%	87.27%	89.12%	90.19%	92.48%	93.15%	93.72%	93.35%
Average Sales Price	\$1,396,342	\$1,379,864	\$1,411,305	\$1,343,507	\$1,365,749	\$1,366,962	\$1,389,366	\$1,384,585	\$1,366,872	\$1,369,973	\$1,356,594
Average Days on Market	185	235	234	244	246	262	239	213	136	110	113
% Volume Compared to Previous Year	56.47%	93.25%	73.96%	84.97%	128.95%	112.27%	113.32%	120.01%	119.93%	102.76%	88.62%
% ASP Compared to Previous Year	101.47%	98.82%	102.28%	95.20%	101.66%	100.09%	101.64%	99.66%	98.72%	100.23%	99.02%

January Annual Rolling Totals Summary - Sales \$2M - \$5M											
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	267	256	205	163	192	210	230	299	363	401	304
Total List Price	\$ 857,908,399	\$ 801,945,787	\$ 648,411,743	\$ 568,030,900	\$ 632,602,673	\$ 695,090,499	\$ 750,000,790	\$ 948,985,888	\$ 1,128,663,968	\$ 1,283,567,070	\$ 976,762,071
Total Sold Volume	\$ 786,057,152	\$ 721,957,937	\$ 570,459,471	\$ 492,959,240	\$ 552,347,811	\$ 611,676,657	\$ 674,525,815	\$ 879,053,941	\$ 1,053,612,539	\$ 1,200,120,562	\$ 915,502,648
List / Sell Ratio	91.62%	90.03%	87.98%	86.78%	87.31%	88.00%	89.94%	92.63%	93.35%	93.50%	93.73%
Average Sales Price	\$2,944,034	\$2,820,148	\$2,782,729	\$3,024,290	\$2,876,812	\$2,912,746	\$2,932,721	\$2,939,980	\$2,902,514	\$2,992,819	\$3,011,522
Average Days on Market	292	279	259	322	291	270	272	200	144	142	128
% Volume Compared to Previous Year	68.87%	91.85%	79.02%	86.41%	112.05%	110.74%	110.27%	130.32%	119.86%	113.91%	76.28%
% ASP Compared to Previous Year	103.94%	95.79%	98.67%	108.68%	95.12%	101.25%	100.69%	100.25%	98.73%	103.11%	100.62%

January Annual Rolling Totals Summary - Sales \$5M +											
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	41	49	28	25	32	28	27	49	73	89	60
Total List Price	\$ 317,384,000	\$ 363,045,000	\$ 208,953,000	\$ 237,857,000	\$ 298,023,999	\$ 258,545,000	\$ 229,519,000	\$ 391,009,999	\$ 577,055,000	\$ 733,091,500	\$ 474,760,500
Total Sold Volume	\$ 288,351,515	\$ 327,475,050	\$ 185,862,500	\$ 201,010,000	\$ 252,787,000	\$ 226,587,500	\$ 202,461,500	\$ 360,956,500	\$ 537,758,500	\$ 680,305,722	\$ 446,141,584
List / Sell Ratio	90.85%	90.20%	88.96%	84.51%	84.82%	87.64%	88.21%	92.31%	93.19%	92.80%	93.97%
Average Sales Price	\$7,032,964	\$6,683,164	\$6,638,661	\$8,040,400	\$7,899,594	\$8,092,411	\$7,498,574	\$7,366,459	\$7,366,555	\$7,643,885	\$7,435,693
Average Days on Market	343	298	323	247	315	283	253	234	223	176	188
% Volume Compared to Previous Year	84.96%	113.57%	56.76%	108.14%	125.76%	89.64%	89.35%	178.28%	148.98%	126.51%	65.58%
% ASP Compared to Previous Year	91.18%	95.03%	99.33%	121.11%	98.25%	102.44%	92.66%	98.24%	100.00%	103.76%	97.28%

January Annual Rolling Totals Summary - Overall Sales											
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	5545	5158	6298	9133	9963	10500	11283	12217	13202	13037	11562
Total List Price	\$ 4,069,135,330	\$ 3,766,864,330	\$ 3,376,180,450	\$ 3,509,801,824	\$ 3,938,549,139	\$ 4,222,488,238	\$ 4,698,663,918	\$ 5,711,843,069	\$ 6,654,923,344	\$ 7,260,877,235	\$ 6,271,268,799
Total Sold Volume	\$ 3,793,374,638	\$ 3,426,618,157	\$ 3,023,385,148	\$ 3,133,187,048	\$ 3,550,514,289	\$ 3,836,378,077	\$ 4,331,884,697	\$ 5,364,627,227	\$ 6,295,357,194	\$ 6,889,462,295	\$ 5,950,779,923
List / Sell Ratio	93.22%	90.97%	89.55%	89.27%	90.15%	90.86%	92.19%	93.92%	94.60%	94.88%	94.89%
Average Sales Price	\$684,107	\$664,331	\$480,055	\$343,062	\$356,370	\$365,369	\$383,930	\$439,112	\$476,849	\$528,455	\$514,684
Average Days on Market	146	187	179	164	168	173	170	137	86	75	80
% Volume Compared to Previous Year	55.04%	90.33%	88.23%	103.63%	113.32%	108.05%	112.92%	123.84%	117.35%	109.44%	86.38%
% ASP Compared to Previous Year	108.69%	97.11%	72.26%	71.46%	103.88%	102.53%	105.08%	114.37%	108.59%	110.82%	97.39%