

#Jan!A1

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	83	100	274	450	477	446	400	439	333	240	239
Total List Price	\$ 17,730,979	\$ 19,439,405	\$ 39,181,209	\$ 63,155,306	\$ 64,857,842	\$ 64,695,064	\$ 62,701,425	\$ 72,348,067	\$ 58,351,940	\$ 45,575,399	\$ 47,560,598
Told Sold Volume	\$ 16,603,005	\$ 17,269,999	\$ 36,047,510	\$ 58,529,340	\$ 60,646,310	\$ 60,478,583	\$ 59,545,866	\$ 69,181,399	\$ 56,251,823	\$ 44,175,913	\$ 44,930,580
List / Sell Ratio	93.64%	88.84%	92.00%	92.68%	93.51%	93.48%	94.97%	95.62%	96.40%	96.93%	94.47%
Average Sales Price	\$200,036	\$172,700	\$131,560	\$130,065	\$127,141	\$135,602	\$148,865	\$157,589	\$168,924	\$184,066	\$187,994
Median Price	\$ 203,015	\$ 180,000	\$ 125,750	\$ 130,000	\$ 120,000	\$ 135,000	\$ 147,000	\$ 160,000	\$ 174,000	\$ 185,500	\$ 191,000
Average Days on Market	274	162	126	161	132	156	136	74	57	50	73
% Volume Compared to Previous Year	159.96%	104.02%	208.73%	162.37%	103.62%	99.72%	98.46%	116.18%	81.31%	78.53%	101.71%
% ASP Compared to Previous Year	106.00%	86.33%	76.18%	98.86%	97.75%	106.65%	109.78%	105.86%	107.19%	108.96%	102.13%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	129	138	98	146	133	155	190	278	289	338	341
Total List Price	\$ 47,848,890	\$ 53,901,621	\$ 36,724,523	\$ 54,429,979	\$ 49,372,666	\$ 58,862,898	\$ 69,148,884	\$ 100,160,116	\$ 104,175,851	\$ 122,793,824	\$ 122,585,405
Told Sold Volume	\$ 44,586,595	\$ 48,757,259	\$ 33,063,701	\$ 50,234,285	\$ 45,530,689	\$ 54,150,604	\$ 65,393,557	\$ 95,517,717	\$ 99,963,685	\$ 118,005,693	\$ 117,389,480
List / Sell Ratio	93.18%	90.46%	90.03%	92.29%	92.22%	91.99%	94.57%	95.37%	95.96%	96.10%	95.76%
Average Sales Price	\$345,633	\$353,313	\$337,385	\$344,070	\$342,336	\$349,359	\$344,177	\$343,589	\$345,895	\$349,129	\$344,251
Median Price	\$ 335,000	\$ 342,250	\$ 318,250	\$ 335,000	\$ 325,000	\$ 344,750	\$ 335,000	\$ 336,500	\$ 337,000	\$ 339,500	\$ 326,500
Average Days on Market	149	172	183	195	180	168	176	82	85	71	82
% Volume Compared to Previous Year	47.29%	109.35%	67.81%	151.93%	90.64%	118.93%	120.76%	146.07%	104.65%	118.05%	99.48%
% ASP Compared to Previous Year	97.15%	102.22%	95.49%	101.98%	99.50%	102.05%	98.52%	99.83%	100.67%	100.94%	98.60%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	63	47	31	55	37	52	61	85	89	96	77
Total List Price	\$ 40,378,679	\$ 30,826,465	\$ 20,884,186	\$ 35,763,440	\$ 23,843,995	\$ 32,919,248	\$ 38,804,725	\$ 53,827,906	\$ 55,857,400	\$ 60,951,171	\$ 48,474,450
Told Sold Volume	\$ 37,470,990	\$ 28,207,357	\$ 19,023,650	\$ 32,485,750	\$ 22,011,400	\$ 30,657,500	\$ 36,709,730	\$ 51,294,850	\$ 53,364,267	\$ 58,546,521	\$ 46,477,931
List / Sell Ratio	92.80%	91.50%	91.09%	90.84%	92.31%	93.13%	94.60%	95.29%	95.54%	96.05%	95.88%
Average Sales Price	\$594,778	\$600,157	\$613,666	\$590,650	\$594,903	\$589,567	\$601,799	\$603,469	\$599,599	\$609,860	\$603,609
Median Price	\$ 584,500	\$ 600,000	\$ 607,400	\$ 590,000	\$ 590,500	\$ 575,000	\$ 588,250	\$ 600,000	\$ 592,500	\$ 605,498	\$ 599,999
Average Days on Market	200	181	169	254	180	190	181	129	80	82	100
% Volume Compared to Previous Year	53.48%	75.28%	67.44%	170.77%	67.76%	139.28%	119.74%	139.73%	104.03%	109.71%	79.39%
% ASP Compared to Previous Year	96.78%	100.90%	102.25%	96.25%	100.72%	99.10%	102.07%	100.28%	99.36%	101.71%	98.98%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	30	25	6	18	13	20	27	33	51	28	43
Total List Price	\$ 27,555,565	\$ 24,772,788	\$ 5,997,600	\$ 17,666,900	\$ 12,184,900	\$ 19,052,700	\$ 25,861,787	\$ 30,848,765	\$ 46,317,906	\$ 25,896,600	\$ 38,196,945
Told Sold Volume	\$ 25,493,443	\$ 22,131,500	\$ 5,227,500	\$ 15,531,500	\$ 11,131,000	\$ 17,003,999	\$ 23,862,500	\$ 28,593,000	\$ 44,315,224	\$ 24,784,000	\$ 36,561,310
List / Sell Ratio	92.52%	89.34%	87.16%	87.91%	91.35%	89.25%	92.27%	92.69%	95.68%	95.70%	95.72%
Average Sales Price	\$849,781	\$885,260	\$871,250	\$862,861	\$856,231	\$850,200	\$883,796	\$866,455	\$868,926	\$885,143	\$850,263
Median Price	\$ 822,652	\$ 900,000	\$ 887,500	\$ 860,000	\$ 822,250	\$ 880,000	\$ 877,500	\$ 853,000	\$ 870,000	\$ 875,000	\$ 850,000
Average Days on Market	181	184	200	417	199	180	206	107	108	68	115
% Volume Compared to Previous Year	56.05%	86.81%	23.62%	297.11%	71.67%	152.76%	140.33%	119.82%	154.99%	55.93%	147.52%
% ASP Compared to Previous Year	99.02%	104.18%	98.42%	99.04%	99.23%	99.30%	103.95%	98.04%	100.29%	101.87%	96.06%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	61	63	30	44	49	42	45	88	92	96	78
Total List Price	\$ 153,201,445	\$ 149,963,398	\$ 74,642,390	\$ 133,551,000	\$ 124,683,000	\$ 84,574,885	\$ 99,006,400	\$ 228,135,325	\$ 216,043,971	\$ 253,149,645	\$ 187,306,799
Told Sold Volume	\$ 139,925,120	\$ 133,257,500	\$ 63,010,000	\$ 112,753,740	\$ 107,655,764	\$ 75,488,297	\$ 91,365,149	\$ 213,268,510	\$ 203,275,919	\$ 240,001,528	\$ 174,417,650
List / Sell Ratio	91.33%	88.86%	84.42%	84.43%	86.34%	89.26%	92.28%	93.48%	94.09%	94.81%	93.12%
Average Sales Price	\$2,293,854	\$2,115,198	\$2,100,333	\$2,562,585	\$2,197,056	\$1,797,340	\$2,030,337	\$2,423,506	\$2,209,521	\$2,500,016	\$2,236,124
Median Price				\$ 1,543,000	\$ 1,837,500	\$ 1,475,000	\$ 1,590,000	\$ 1,767,500	\$ 307,000	\$ 335,100	\$ 315,000
Average Days on Market	227	247	262	245	239	262	211	184	150	117	149
% Volume Compared to Previous Year	68.82%	95.23%	47.28%	178.95%	95.48%	70.12%	121.03%	233.42%	95.31%	118.07%	72.67%
% ASP Compared to Previous Year	108.31%	92.21%	99.30%	122.01%	85.74%	81.81%	112.96%	119.36%	91.17%	113.15%	89.44%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	39	41	19	24	28	29	28	50	57	52	49
Total List Price	\$ 65,168,445	\$ 63,075,899	\$ 30,993,999	\$ 36,476,000	\$ 43,033,000	\$ 42,911,385	\$ 42,796,400	\$ 74,739,326	\$ 82,803,076	\$ 76,100,100	\$ 72,670,899
Told Sold Volume	\$ 58,885,120	\$ 56,072,500	\$ 26,620,000	\$ 30,634,000	\$ 37,215,764	\$ 38,889,883	\$ 38,494,500	\$ 69,672,510	\$ 76,914,937	\$ 71,821,250	\$ 67,536,900
List / Sell Ratio	90.36%	88.90%	85.89%	83.98%	86.48%	90.63%	89.95%	93.22%	92.89%	94.38%	92.94%
Average Sales Price	\$1,509,875	\$1,367,622	\$1,401,053	\$1,276,417	\$1,329,134	\$1,341,030	\$1,374,804	\$1,393,450	\$1,349,385	\$1,381,178	\$1,378,304
Median Price	\$ 1,695,000	\$ 1,337,500	\$ 1,350,000	\$ 1,287,500	\$ 1,250,000	\$ 1,262,500	\$ 1,378,500	\$ 1,375,000	\$ 1,297,500	\$ 1,335,000	\$ 1,350,000
Average Days on Market	216	239	271	222	222	223	231	178	129	82	129
% Volume Compared to Previous Year	77.72%	95.22%	47.47%	115.08%	121.49%	104.50%	98.98%	180.99%	110.39%	93.38%	94.03%
% ASP Compared to Previous Year	109.60%	90.58%	102.44%	91.10%	104.13%	100.90%	102.52%	101.36%	96.84%	102.36%	99.79%

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

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	16	17	10	17	18	13	16	31	28	37	24
Total List Price	\$ 49,068,000	\$ 56,443,499	\$ 33,748,391	\$ 52,175,000	\$ 58,100,000	\$ 41,663,500	\$ 50,410,000	\$ 99,924,999	\$ 82,656,895	\$ 114,354,545	\$ 75,296,900
Told Sold Volume	\$ 45,440,000	\$ 50,035,000	\$ 28,890,000	\$ 47,219,740	\$ 50,400,000	\$ 36,598,414	\$ 47,570,649	\$ 92,875,000	\$ 78,865,982	\$ 108,228,278	\$ 69,805,750
List / Sell Ratio	92.61%	88.65%	85.60%	90.50%	86.75%	87.84%	94.37%	92.94%	95.41%	94.64%	92.71%
Average Sales Price	\$2,840,000	\$2,943,235	\$2,889,000	\$2,777,632	\$2,800,000	\$2,815,263	\$2,973,166	\$2,995,968	\$2,816,642	\$2,925,089	\$2,908,573
Median Price	\$ 2,700,000	\$ 3,000,000	\$ 2,970,000	\$ 2,400,000	\$ 2,599,000	\$ 2,550,000	\$ 2,900,000	\$ 2,700,000	\$ 2,650,000	\$ 2,650,000	\$ 2,772,500
Average Days on Market	249	257	259	280	275	350	186	181	161	154	188
% Volume Compared to Previous Year	42.81%	110.11%	57.74%	163.45%	106.74%	72.62%	129.98%	195.24%	84.92%	137.23%	64.50%
% ASP Compared to Previous Year	101.67%	103.64%	98.16%	96.15%	100.81%	100.55%	105.61%	100.77%	94.01%	103.85%	99.44%

January Annual YTD Summary - Sales \$5M +

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	6	5	1	3	3	0	1	7	7	7	5
Total List Price	\$ 38,965,000	\$ 30,444,000	\$ 9,900,000	\$ 44,900,000	\$ 23,550,000	\$ -	\$ 5,800,000	\$ 53,471,000	\$ 50,584,000	\$ 62,695,000	\$ 39,339,000
Told Sold Volume	\$ 35,600,000	\$ 27,150,000	\$ 7,500,000	\$ 34,900,000	\$ 20,040,000	\$ -	\$ 5,300,000	\$ 50,721,000	\$ 47,495,000	\$ 59,952,000	\$ 37,075,000
List / Sell Ratio	91.36%	89.18%	75.76%	77.73%	85.10%	#DIV/0!	91.38%	94.86%	93.89%	95.62%	94.24%
Average Sales Price	\$5,933,333	\$5,430,000	\$7,500,000	\$11,633,333	\$6,680,000	#DIV/0!	\$5,300,000	\$7,245,857	\$6,785,000	\$8,564,571	\$7,415,000
Median Price	\$ 5,975,000	\$ 5,450,000	\$ 7,500,000	\$ 13,000,000	\$ 6,675,000	\$ -	\$ 5,300,000	\$ 7,050,000	\$ 6,312,500	\$ 7,200,000	\$ 6,450,000
Average Days on Market	236	283	138	238	184	#DIV/0!	53	237	281	189	147
% Volume Compared to Previous Year	166.37%	76.26%	27.62%	465.33%	57.42%	0.00%	#DIV/0!	957.00%	93.64%	126.23%	61.84%
% ASP Compared to Previous Year	83.19%	91.52%	138.12%	155.11%	57.42%	#DIV/0!	#DIV/0!	136.71%	93.64%	126.23%	86.58%

January Annual YTD Summary - Overall Sales

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	366	373	439	713	709	715	723	923	854	798	778
Total List Price	\$ 286,715,558	\$ 278,903,677	\$ 177,429,908	\$ 304,566,625	\$ 274,942,403	\$ 260,104,795	\$ 295,523,221	\$ 485,320,179	\$ 480,747,068	\$ 508,366,639	\$ 444,124,197
Told Sold Volume	\$ 264,079,153	\$ 249,623,615	\$ 156,372,361	\$ 269,534,615	\$ 246,975,163	\$ 237,778,983	\$ 276,876,802	\$ 457,855,476	\$ 457,170,918	\$ 485,513,655	\$ 419,776,951
List / Sell Ratio	92.10%	89.50%	88.13%	88.50%	89.83%	91.42%	93.69%	94.34%	95.10%	95.50%	94.52%
Average Sales Price	\$721,528	\$669,232	\$356,201	\$378,029	\$348,343	\$332,558	\$382,955	\$496,051	\$535,329	\$608,413	\$539,559
Median Price	\$ 406,000	\$ 385,000	\$ 190,000	\$ 184,450	\$ 165,000	\$ 195,000	\$ 217,500	\$ 268,647	\$ 307,000	\$ 335,100	\$ 315,000
Average Days on Market	202	184	152	187	152	168	157	93	82	71	90
% Volume Compared to Previous Year	62.35%	94.53%	62.64%	172.37%	91.63%	96.28%	116.44%	165.36%	99.85%	106.20%	86.46%
% ASP Compared to Previous Year	99.32%	92.75%	53.23%	106.13%	92.15%	95.47%	115.15%	129.53%	107.92%	113.65%	88.68%