

#Apr1A1

April Annual YTD Summary - Sales from \$0 = \$249,999										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	674	1614	2390	2560	2354	2187	2204	1842	1291	1229
Total List Price	\$ 132,745,828	\$ 229,657,091	\$ 346,880,563	\$ 363,708,792	\$ 354,241,773	\$ 351,109,822	\$ 372,125,529	\$ 333,074,440	\$ 245,257,046	\$ 243,692,872
Told Sold Volume	\$ 119,404,000	\$ 211,484,539	\$ 323,951,227	\$ 339,561,985	\$ 332,050,853	\$ 332,365,912	\$ 354,984,136	\$ 320,025,248	\$ 236,151,345	\$ 231,522,703
List / Sell Ratio	89.95%	92.09%	93.39%	93.36%	93.74%	94.66%	95.39%	96.08%	96.29%	95.01%
Average Sales Price	\$177,157	\$131,031	\$135,544	\$132,641	\$141,058	\$151,973	\$161,064	\$173,738	\$182,921	\$188,383
Median Price	\$ 185,000	\$ 125,000	\$ 135,000	\$ 129,000	\$ 140,000	\$ 151,000	\$ 164,000	\$ 176,750	\$ 188,000	\$ 194,250
Average Days on Market	165	131	151	151	149	136	77	60	54	73
% Volume Compared to Previous Year	160.93%	177.12%	153.18%	104.82%	97.79%	100.09%	106.81%	90.15%	73.79%	98.04%
% ASP Compared to Previous Year	93.12%	73.96%	103.44%	97.86%	106.35%	107.74%	105.98%	107.87%	105.29%	102.99%

April Annual YTD Summary - Sales from \$250,000 - \$499,999										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	745	531	839	844	905	1187	1419	1757	1571	1872
Total List Price	\$ 284,129,794	\$ 199,424,243	\$ 310,743,256	\$ 318,115,642	\$ 334,938,560	\$ 432,254,766	\$ 507,731,517	\$ 636,907,356	\$ 571,906,404	\$ 681,304,659
Told Sold Volume	\$ 258,846,817	\$ 180,250,670	\$ 286,284,197	\$ 293,484,635	\$ 311,307,898	\$ 409,329,947	\$ 485,684,496	\$ 610,370,343	\$ 549,296,601	\$ 652,239,135
List / Sell Ratio	91.10%	90.39%	92.13%	92.26%	92.94%	94.70%	95.66%	95.83%	96.05%	95.73%
Average Sales Price	\$347,445	\$339,455	\$341,221	\$347,731	\$343,987	\$344,844	\$342,272	\$347,393	\$349,648	\$348,418
Median Price	\$ 335,000	\$ 328,000	\$ 330,000	\$ 335,000	\$ 332,553	\$ 335,000	\$ 329,000	\$ 335,000	\$ 340,000	\$ 335,000
Average Days on Market	184	183	188	188	180	161	87	75	72	84
% Volume Compared to Previous Year	98.32%	69.64%	158.83%	102.52%	106.07%	131.49%	118.65%	125.67%	89.99%	118.74%
% ASP Compared to Previous Year	100.44%	97.70%	100.52%	101.91%	98.92%	100.25%	99.25%	101.50%	100.65%	99.65%

April Annual YTD Summary - Sales from \$500,000 to 749,999										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	255	175	280	278	352	374	435	462	470	501
Total List Price	\$ 168,918,245	\$ 116,179,828	\$ 182,196,037	\$ 184,475,580	\$ 228,908,932	\$ 237,140,528	\$ 274,860,942	\$ 289,517,553	\$ 294,342,950	\$ 313,749,479
Told Sold Volume	\$ 152,989,342	\$ 104,203,743	\$ 166,062,618	\$ 168,468,445	\$ 211,931,315	\$ 223,975,647	\$ 262,337,979	\$ 277,293,608	\$ 282,220,335	\$ 300,035,785
List / Sell Ratio	90.57%	89.69%	91.15%	91.32%	92.58%	94.45%	95.44%	95.78%	95.88%	95.63%
Average Sales Price	\$599,958	\$595,450	\$593,081	\$606,002	\$602,078	\$598,865	\$603,076	\$600,203	\$600,469	\$598,874
Median Price	\$ 597,000	\$ 585,000	\$ 580,000	\$ 599,950	\$ 595,000	\$ 595,000	\$ 599,000	\$ 585,000	\$ 589,700	\$ 580,000
Average Days on Market	196	206	228	211	207	184	117	92	88	115
% Volume Compared to Previous Year	95.28%	68.11%	159.36%	101.45%	125.80%	105.68%	117.13%	105.70%	101.78%	106.31%
% ASP Compared to Previous Year	100.51%	99.25%	99.60%	102.18%	99.35%	99.47%	100.70%	99.52%	100.04%	99.73%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	100	61	112	120	133	160	203	244	204	226
Total List Price	\$ 95,585,587	\$ 59,824,685	\$ 105,813,290	\$ 114,085,234	\$ 123,864,601	\$ 147,807,731	\$ 183,304,139	\$ 222,963,039	\$ 183,173,176	\$ 201,506,824
Told Sold Volume	\$ 86,507,887	\$ 51,978,800	\$ 95,524,699	\$ 103,920,440	\$ 113,369,088	\$ 137,885,155	\$ 171,935,180	\$ 212,318,037	\$ 175,209,721	\$ 192,926,119
List / Sell Ratio	90.50%	86.89%	90.28%	91.09%	91.53%	93.29%	93.80%	95.23%	95.65%	95.74%
Average Sales Price	\$865,079	\$852,111	\$852,899	\$866,004	\$852,399	\$861,782	\$846,971	\$870,156	\$858,871	\$853,655
Median Price	\$ 862,500	\$ 850,000	\$ 847,500	\$ 875,000	\$ 850,000	\$ 855,000	\$ 845,000	\$ 870,875	\$ 850,000	\$ 850,000
Average Days on Market	199	273	267	210	211	211	129	108	100	112
% Volume Compared to Previous Year	68.33%	60.09%	183.78%	108.79%	109.09%	121.63%	124.69%	123.49%	82.52%	110.11%
% ASP Compared to Previous Year	101.13%	98.50%	100.09%	101.54%	98.43%	101.10%	98.28%	102.74%	98.70%	99.39%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	263	155	249	277	278	328	484	494	434	419
Total List Price	\$ 635,863,560	\$ 427,589,739	\$ 629,043,872	\$ 662,215,536	\$ 599,127,988	\$ 746,910,944	\$ 1,116,353,186	\$ 1,205,998,316	\$ 1,040,278,206	\$ 1,093,691,303
Told Sold Volume	\$ 566,524,446	\$ 364,655,900	\$ 540,765,789	\$ 585,179,689	\$ 539,799,049	\$ 685,610,797	\$ 1,039,983,073	\$ 1,128,189,290	\$ 979,224,102	\$ 1,006,852,495
List / Sell Ratio	89.10%	85.28%	85.97%	88.37%	90.10%	91.79%	93.16%	93.55%	94.13%	92.06%
Average Sales Price	\$2,154,085	\$2,352,619	\$2,171,750	\$2,112,562	\$1,941,723	\$2,090,277	\$2,148,725	\$2,283,784	\$2,256,277	\$2,402,989
Median Price	\$ 1,725,000	\$ 1,700,000	\$ 197,750	\$ 175,000	\$ 1,600,000	\$ 1,696,250	\$ 1,677,000	\$ 1,695,000	\$ 1,625,000	\$ 1,695,000
Average Days on Market	235	265	248	261	240	220	147	132	111	143
% Volume Compared to Previous Year	76.84%	64.37%	148.29%	108.21%	92.25%	127.01%	151.69%	108.48%	86.80%	102.82%
% ASP Compared to Previous Year	100.21%	109.22%	92.31%	97.27%	91.91%	107.65%	102.80%	106.29%	98.80%	106.50%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	160	93	158	179	193	209	298	300	275	252
Total List Price	\$ 250,832,559	\$ 149,969,348	\$ 247,370,200	\$ 281,484,536	\$ 300,039,698	\$ 318,160,844	\$ 438,435,983	\$ 439,076,627	\$ 399,229,326	\$ 370,243,179
Told Sold Volume	\$ 222,924,659	\$ 128,129,400	\$ 215,425,049	\$ 247,819,946	\$ 270,399,620	\$ 293,363,363	\$ 408,822,515	\$ 410,762,392	\$ 376,128,556	\$ 344,931,240
List / Sell Ratio	88.87%	85.44%	87.09%	88.04%	90.12%	92.21%	93.25%	93.55%	94.21%	93.16%
Average Sales Price	\$1,393,279	\$1,377,735	\$1,363,450	\$1,384,469	\$1,401,034	\$1,403,652	\$1,371,888	\$1,369,208	\$1,367,740	\$1,368,775
Median Price	\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,350,000	\$ 1,355,000	\$ 1,367,750	\$ 1,310,000	\$ 1,292,500	\$ 1,325,000	\$ 1,300,000
Average Days on Market	225	241	218	270	232	225	145	119	99	118
% Volume Compared to Previous Year	75.28%	57.48%	168.13%	115.04%	109.11%	108.49%	139.36%	100.47%	91.57%	91.71%
% ASP Compared to Previous Year	98.33%	98.88%	98.96%	101.54%	101.20%	100.19%	97.74%	99.80%	99.89%	100.08%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	89	52	79	88	77	105	162	157	132	129
Total List Price	\$ 284,557,001	\$ 187,895,391	\$ 255,983,673	\$ 292,436,000	\$ 243,713,290	\$ 325,660,100	\$ 501,251,203	\$ 502,158,189	\$ 425,287,380	\$ 403,816,124
Told Sold Volume	\$ 251,767,287	\$ 159,486,500	\$ 222,193,740	\$ 259,019,743	\$ 219,449,429	\$ 299,862,434	\$ 465,182,058	\$ 470,209,676	\$ 399,882,046	\$ 372,056,255
List / Sell Ratio	88.48%	84.88%	86.80%	88.57%	90.04%	92.08%	92.80%	93.64%	94.03%	92.14%
Average Sales Price	\$2,828,846	\$3,067,048	\$2,812,579	\$2,943,406	\$2,849,993	\$2,855,833	\$2,871,494	\$2,994,966	\$3,029,409	\$2,884,157
Median Price	\$ 2,600,000	\$ 2,847,500	\$ 2,500,000	\$ 2,700,000	\$ 2,648,750	\$ 2,650,000	\$ 2,600,000	\$ 2,900,000	\$ 2,850,000	\$ 2,750,000
Average Days on Market	246	325	310	255	263	215	143	134	128	158
% Volume Compared to Previous Year	78.68%	63.35%	139.32%	116.57%	84.72%	136.64%	155.13%	101.08%	85.04%	93.04%
% ASP Compared to Previous Year	101.66%	108.42%	91.70%	104.65%	96.83%	100.20%	100.55%	104.30%	101.15%	95.21%

April Annual YTD Summary - Sales \$5M +

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	14	10	12	10	8	14	24	37	27	38
Total List Price	\$ 100,474,000	\$ 89,725,000	\$ 125,689,999	\$ 88,295,000	\$ 55,375,000	\$ 103,090,000	\$ 176,666,000	\$ 264,763,500	\$ 215,761,500	\$ 319,632,000
Told Sold Volume	\$ 91,832,500	\$ 77,040,000	\$ 103,147,000	\$ 78,340,000	\$ 49,950,000	\$ 92,385,000	\$ 165,978,500	\$ 247,217,222	\$ 203,213,500	\$ 289,865,000
List / Sell Ratio	91.40%	85.86%	82.06%	88.73%	90.20%	89.62%	93.95%	93.37%	94.18%	90.69%
Average Sales Price	\$6,559,464	\$7,704,000	\$8,595,583	\$7,834,000	\$6,243,750	\$6,598,929	\$6,915,771	\$6,681,547	\$7,526,426	\$7,628,026
Median Price	\$ 5,750,000	\$ 6,625,000	\$ 5,686,000	\$ 6,845,000	\$ 6,100,000	\$ 5,825,000	\$ 6,206,250	\$ 6,326,000	\$ 6,500,000	\$ 6,547,500
Average Days on Market	288	175	242	160	223	195	184	223	152	254
% Volume Compared to Previous Year	68.06%	83.89%	133.89%	75.95%	63.76%	184.95%	179.66%	148.95%	82.20%	142.64%
% ASP Compared to Previous Year	102.86%	117.45%	111.57%	91.14%	79.70%	105.69%	104.80%	96.61%	112.64%	101.35%

April Annual YTD Summary - Overall Sales

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	2037	2536	3870	4079	4022	4236	4745	4799	3970	4247
Total List Price	\$ 1,317,243,014	\$ 1,032,675,586	\$ 1,574,677,018	\$ 1,642,600,784	\$ 1,641,081,854	\$ 1,915,223,791	\$ 2,454,375,313	\$ 2,688,460,704	\$ 2,334,957,782	\$ 2,533,945,137
Told Sold Volume	\$ 1,184,272,492	\$ 912,573,652	\$ 1,412,588,530	\$ 1,490,615,194	\$ 1,508,458,203	\$ 1,789,167,458	\$ 2,314,924,864	\$ 2,548,196,526	\$ 2,222,102,104	\$ 2,383,576,237
List / Sell Ratio	89.91%	88.37%	89.71%	90.75%	91.92%	93.42%	94.32%	94.78%	95.17%	94.07%
Average Sales Price	\$581,381	\$359,848	\$365,010	\$365,436	\$375,052	\$422,372	\$487,866	\$530,985	\$559,723	\$561,238
Median Price	\$ 302,500	\$ 190,000	\$ 197,750	\$ 175,000	\$ 210,000	\$ 250,000	\$ 265,000	\$ 300,000	\$ 325,000	\$ 330,000
Average Days on Market	187	159	175	172	169	157	93	78	74	92
% Volume Compared to Previous Year	79.81%	77.06%	154.79%	105.52%	101.20%	118.61%	129.39%	110.08%	87.20%	107.27%
% ASP Compared to Previous Year	81.58%	61.90%	101.43%	100.12%	102.63%	112.62%	115.51%	108.84%	105.41%	100.27%