

May Annual Rolling Totals Summary - Sales from \$0 - \$249,999

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	1523	3904	6442	6435	6384	6391	6065	5511	4164	3731
Total List Price	\$ 305,998,003	\$ 601,431,472	\$ 915,470,087	\$ 901,633,950	\$ 937,009,834	\$ 991,097,331	\$ 1,017,299,961	\$ 979,993,973	\$ 782,789,988	\$ 730,301,650
Told Sold Volume	\$ 276,047,483	\$ 553,643,385	\$ 857,005,154	\$ 844,043,916	\$ 878,305,880	\$ 938,803,522	\$ 971,254,465	\$ 941,268,426	\$ 753,384,818	\$ 695,630,298
List / Sell Ratio	90.21%	92.05%	93.61%	93.61%	93.73%	94.72%	95.47%	96.05%	96.24%	95.25%
Average Sales Price	\$181,252	\$141,814	\$133,034	\$131,165	\$137,579	\$146,895	\$160,141	\$170,798	\$180,928	\$186,446
Average Days on Market	169	134	141	148	152	143	92	61	53	70
% Volume Compared to Previous Year	154.29%	200.56%	154.79%	98.49%	104.06%	106.89%	103.46%	96.91%	80.04%	92.33%
% ASP Compared to Previous Year	94.21%	78.24%	93.81%	98.59%	104.89%	106.77%	109.02%	106.65%	105.93%	103.05%

May Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	2129	1708	2258	2167	2333	2985	3741	4718	4783	5226
Total List Price	\$ 804,530,352	\$ 641,765,731	\$ 840,852,547	\$ 811,703,854	\$ 867,864,980	\$ 1,091,921,975	\$ 1,346,760,366	\$ 1,705,424,184	\$ 1,732,538,911	\$ 1,886,450,808
Told Sold Volume	\$ 737,141,759	\$ 583,739,604	\$ 771,176,674	\$ 749,590,890	\$ 805,408,995	\$ 1,029,326,245	\$ 1,285,105,693	\$ 1,634,415,239	\$ 1,665,559,805	\$ 1,806,902,239
List / Sell Ratio	91.62%	90.96%	91.71%	92.35%	92.80%	94.27%	95.42%	95.84%	96.13%	95.78%
Average Sales Price	\$346,238	\$341,768	\$341,531	\$345,912	\$345,225	\$344,833	\$343,519	\$346,421	\$348,225	\$345,752
Average Days on Market	179	186	193	186	181	171	107	76	71	84
% Volume Compared to Previous Year	86.87%	79.19%	132.11%	97.20%	107.45%	127.80%	124.85%	127.18%	101.91%	108.49%
% ASP Compared to Previous Year	98.87%	98.71%	99.93%	101.28%	99.80%	99.89%	99.62%	100.84%	100.52%	99.29%

May Annual Rolling Totals Summary - Sales from \$500,000 to 749,999

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	684	597	695	683	806	969	1157	1276	1361	1419
Total List Price	\$ 451,289,162	\$ 395,682,331	\$ 457,264,222	\$ 452,514,521	\$ 523,649,813	\$ 620,382,036	\$ 732,827,745	\$ 799,279,789	\$ 851,871,067	\$ 889,063,680
Told Sold Volume	\$ 411,825,456	\$ 356,705,173	\$ 414,354,637	\$ 412,644,583	\$ 483,953,207	\$ 582,367,161	\$ 696,520,752	\$ 764,331,625	\$ 818,115,207	\$ 849,264,619
List / Sell Ratio	91.26%	90.15%	90.62%	91.19%	92.42%	93.87%	95.05%	95.63%	96.04%	95.52%
Average Sales Price	\$602,084	\$597,496	\$596,194	\$604,165	\$600,438	\$600,998	\$602,006	\$599,006	\$601,113	\$598,495
Average Days on Market	194	211	222	228	206	190	141	101	90	107
% Volume Compared to Previous Year	90.88%	86.62%	116.16%	99.59%	117.28%	120.34%	119.60%	109.74%	107.04%	103.81%
% ASP Compared to Previous Year	100.57%	99.24%	99.78%	101.34%	99.38%	100.09%	100.17%	99.50%	100.35%	99.56%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	311	226	299	308	340	421	544	589	554	599
Total List Price	\$ 295,955,999	\$ 218,837,390	\$ 288,221,762	\$ 291,534,623	\$ 318,353,378	\$ 390,730,795	\$ 492,745,637	\$ 532,848,353	\$ 497,592,527	\$ 532,689,539
Told Sold Volume	\$ 265,214,119	\$ 191,288,714	\$ 255,409,388	\$ 263,400,172	\$ 290,276,073	\$ 362,638,227	\$ 464,336,994	\$ 508,196,899	\$ 475,270,738	\$ 508,234,639
List / Sell Ratio	89.61%	87.41%	88.62%	90.35%	91.18%	92.81%	94.23%	95.37%	95.51%	95.41%
Average Sales Price	\$852,779	\$846,410	\$854,212	\$855,195	\$853,753	\$861,373	\$853,561	\$862,813	\$857,889	\$848,472
Average Days on Market	208	225	253	229	220	213	148	111	102	109
% Volume Compared to Previous Year	83.55%	72.13%	133.52%	103.13%	110.20%	124.93%	128.04%	109.45%	93.52%	106.94%
% ASP Compared to Previous Year	100.20%	99.25%	100.92%	100.12%	99.83%	100.89%	99.09%	101.08%	99.43%	98.90%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	722	495	620	672	733	836	1100	1191	1158	1128
Total List Price	\$ 1,747,200,110	\$ 1,262,827,587	\$ 1,511,072,836	\$ 1,668,879,356	\$ 1,698,569,637	\$ 1,933,522,880	\$ 2,564,676,019	\$ 2,928,430,689	\$ 2,807,865,898	\$ 2,766,692,575
Told Sold Volume	\$ 1,562,727,801	\$ 1,088,807,546	\$ 1,311,326,315	\$ 1,464,505,619	\$ 1,506,968,147	\$ 1,759,817,553	\$ 2,386,609,096	\$ 2,733,518,138	\$ 2,625,241,232	\$ 2,569,586,943
List / Sell Ratio	89.44%	86.22%	86.78%	87.75%	88.72%	91.02%	93.06%	93.34%	93.50%	92.88%
Average Sales Price	\$2,164,443	\$2,199,611	\$2,115,042	\$2,179,324	\$2,055,891	\$2,105,045	\$2,169,645	\$2,295,145	\$2,267,048	\$2,278,003
Average Days on Market	248	270	263	262	263	234	174	131	120	136
% Volume Compared to Previous Year	87.85%	69.67%	120.44%	111.68%	102.90%	116.78%	135.62%	114.54%	96.04%	97.88%
% ASP Compared to Previous Year	100.87%	101.62%	96.16%	103.04%	94.34%	102.39%	103.07%	105.78%	98.78%	100.48%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	449	303	401	434	489	559	673	755	731	698
Total List Price	\$ 694,855,891	\$ 490,624,346	\$ 629,044,764	\$ 676,540,856	\$ 751,422,348	\$ 847,569,780	\$ 992,340,158	\$ 1,104,811,001	\$ 1,066,448,807	\$ 1,024,453,645
Told Sold Volume	\$ 620,777,669	\$ 424,697,862	\$ 541,886,764	\$ 596,303,626	\$ 672,544,968	\$ 774,641,468	\$ 921,940,734	\$ 1,031,929,889	\$ 999,951,303	\$ 951,017,814
List / Sell Ratio	89.34%	86.56%	86.14%	88.14%	89.50%	91.40%	92.91%	93.40%	93.76%	92.83%
Average Sales Price	\$1,382,578	\$1,401,643	\$1,351,339	\$1,373,971	\$1,375,348	\$1,385,763	\$1,369,897	\$1,366,795	\$1,367,922	\$1,362,490
Average Days on Market	238	252	239	257	254	231	177	119	104	124
% Volume Compared to Previous Year	86.42%	68.41%	127.59%	110.04%	112.79%	115.18%	119.02%	111.93%	96.90%	95.11%
% ASP Compared to Previous Year	98.54%	101.38%	96.41%	101.67%	100.10%	100.76%	98.86%	99.77%	100.08%	99.60%

May Annual Rolling Totals Summary - Sales \$2M - \$5M

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	395	165	192	205	217	239	374	347	353	357
Total List Price	\$ 730,583,219	\$ 555,450,241	\$ 637,811,073	\$ 678,089,500	\$ 705,862,289	\$ 766,649,100	\$ 1,172,235,862	\$ 1,105,595,188	\$ 1,133,663,591	\$ 1,133,581,931
Told Sold Volume	\$ 650,808,050	\$ 477,919,684	\$ 560,722,551	\$ 596,246,993	\$ 627,100,679	\$ 694,889,585	\$ 1,090,934,362	\$ 1,035,055,027	\$ 1,060,524,929	\$ 1,057,024,045
List / Sell Ratio	89.08%	86.04%	87.91%	87.93%	88.84%	90.64%	93.06%	93.62%	93.55%	93.25%
Average Sales Price	\$1,647,615	\$2,896,483	\$2,920,430	\$2,908,522	\$2,889,865	\$2,907,488	\$2,916,937	\$2,982,868	\$3,004,320	\$2,960,852
Average Days on Market	151	302	306	274	271	247	163	137	144	138
% Volume Compared to Previous Year	82.23%	73.43%	117.33%	106.34%	105.17%	110.81%	156.99%	94.88%	102.46%	99.67%
% ASP Compared to Previous Year	57.66%	175.80%	100.83%	99.59%	99.36%	100.61%	100.32%	102.26%	100.72%	98.55%

May Annual Rolling Totals Summary - Sales \$5M +

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	43	27	27	33	27	38	53	89	74	73
Total List Price	\$ 321,761,000	\$ 216,753,000	\$ 244,216,999	\$ 314,249,000	\$ 241,285,000	\$ 319,304,000	\$ 400,099,999	\$ 718,024,500	\$ 607,753,500	\$ 608,656,999
Told Sold Volume	\$ 291,142,082	\$ 186,190,000	\$ 208,717,000	\$ 271,955,000	\$ 207,322,500	\$ 290,286,500	\$ 373,734,000	\$ 666,533,222	\$ 564,765,000	\$ 561,545,084
List / Sell Ratio	90.48%	85.90%	85.46%	86.54%	85.92%	90.91%	93.41%	92.83%	92.93%	92.26%
Average Sales Price	\$6,770,746	\$6,895,926	\$7,730,259	\$8,241,061	\$7,678,611	\$7,639,118	\$7,051,585	\$7,489,137	\$7,631,959	\$7,692,398
Average Days on Market	290	281	308	264	349	205	222	219	13,985	233
% Volume Compared to Previous Year	108.22%	63.95%	112.10%	130.30%	76.23%	140.02%	128.75%	178.34%	84.73%	99.43%
% ASP Compared to Previous Year	100.67%	101.85%	112.10%	106.61%	93.18%	99.49%	92.31%	106.21%	101.91%	100.79%

May Annual Rolling Totals Summary - Overall Sales

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	5534	6930	10314	10265	10596	11602	12607	13285	12020	12103
Total List Price	\$ 3,604,973,626	\$ 3,120,544,511	\$ 4,012,881,454	\$ 4,126,266,304	\$ 4,345,447,642	\$ 5,027,655,017	\$ 6,154,309,728	\$ 6,945,976,988	\$ 6,672,658,391	\$ 6,805,198,252
Told Sold Volume	\$ 3,252,956,618	\$ 2,774,184,422	\$ 3,609,272,168	\$ 3,734,185,180	\$ 3,964,912,302	\$ 4,672,952,708	\$ 5,803,827,000	\$ 6,581,730,327	\$ 6,337,571,800	\$ 6,429,618,738
List / Sell Ratio	90.24%	88.90%	89.94%	90.50%	91.24%	92.94%	94.31%	94.76%	94.98%	94.48%
Average Sales Price	\$587,813	\$400,315	\$349,939	\$363,778	\$374,190	\$402,771	\$460,365	\$495,426	\$527,252	\$531,242
Average Days on Market	184	166	168	171	172	163	111	79	73	88
% Volume Compared to Previous Year	90.94%	85.28%	130.10%	103.46%	106.18%	117.86%	124.20%	113.40%	96.29%	101.45%
% ASP Compared to Previous Year	87.29%	68.10%	87.42%	103.95%	102.86%	107.64%	114.30%	107.62%	106.42%	100.76%