

#May!A1

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	910	2190	3020	3186	3048	2871	2866	2330	1671	1637
Total List Price	\$ 180,593,888	\$ 309,074,284	\$ 438,747,490	\$ 455,358,274	\$ 462,626,265	\$ 461,898,282	\$ 485,352,936	\$ 424,886,610	\$ 318,957,173	\$ 324,764,512
Told Sold Volume	\$ 162,231,550	\$ 284,854,419	\$ 410,367,726	\$ 425,346,816	\$ 434,537,103	\$ 437,620,824	\$ 462,959,186	\$ 408,128,251	\$ 306,430,941	\$ 309,160,674
List / Sell Ratio	89.83%	92.16%	93.53%	93.41%	93.93%	94.74%	95.39%	96.06%	96.07%	95.20%
Average Sales Price	\$178,276	\$130,071	\$135,883	\$133,505	\$142,565	\$152,428	\$161,535	\$175,162	\$183,382	\$188,858
Median Price	\$ 187,500	\$ 125,000	\$ 135,000	\$ 130,000	\$ 140,000	\$ 152,000	\$ 164,900	\$ 180,000	\$ 189,600	\$ 193,650
Average Days on Market	167	128	147	151	152	137	75	60	54	74
% Volume Compared to Previous Year	165.05%	175.59%	144.06%	103.65%	102.16%	100.71%	105.79%	88.16%	75.08%	100.89%
% ASP Compared to Previous Year	93.77%	72.96%	104.47%	98.25%	106.79%	106.92%	105.97%	108.44%	104.69%	102.99%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	1009	710	1043	1106	1199	1538	1829	2284	2041	2444
Total List Price	\$ 384,436,388	\$ 267,278,286	\$ 388,312,536	\$ 416,906,697	\$ 441,844,246	\$ 562,632,536	\$ 657,649,708	\$ 829,792,412	\$ 742,708,001	\$ 887,396,638
Told Sold Volume	\$ 349,946,000	\$ 242,085,933	\$ 357,102,842	\$ 384,068,608	\$ 411,025,067	\$ 532,772,760	\$ 628,628,310	\$ 795,810,576	\$ 713,509,448	\$ 849,824,091
List / Sell Ratio	91.03%	90.57%	91.96%	92.12%	93.02%	94.69%	95.59%	95.90%	96.07%	95.77%
Average Sales Price	\$346,825	\$340,966	\$342,380	\$347,259	\$342,807	\$346,406	\$343,701	\$348,428	\$349,588	\$347,719
Median Price	\$ 335,000	\$ 329,900	\$ 330,000	\$ 335,500	\$ 330,000	\$ 335,000	\$ 330,000	\$ 335,000	\$ 338,500	\$ 334,467
Average Days on Market	189	187	185	188	180	160	88	74	71	85
% Volume Compared to Previous Year	101.37%	69.18%	147.51%	107.55%	107.02%	129.62%	117.99%	126.59%	89.66%	119.10%
% ASP Compared to Previous Year	100.57%	98.31%	100.41%	101.42%	98.72%	101.05%	99.22%	101.38%	100.33%	99.47%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	328	235	345	351	447	502	579	619	617	665
Total List Price	\$ 218,872,720	\$ 155,568,483	\$ 224,709,236	\$ 231,940,036	\$ 289,370,581	\$ 319,587,442	\$ 365,550,248	\$ 389,463,127	\$ 386,801,149	\$ 417,745,929
Told Sold Volume	\$ 197,575,442	\$ 140,207,543	\$ 204,800,569	\$ 211,868,355	\$ 268,756,771	\$ 302,055,397	\$ 349,257,596	\$ 373,016,163	\$ 370,656,109	\$ 398,827,091
List / Sell Ratio	90.27%	90.13%	91.14%	91.35%	92.88%	94.51%	95.54%	95.78%	95.83%	95.47%
Average Sales Price	\$602,364	\$596,628	\$593,625	\$603,614	\$601,246	\$601,704	\$603,208	\$602,611	\$600,739	\$599,740
Median Price	\$ 600,000	\$ 585,000	\$ 582,250	\$ 599,000	\$ 595,000	\$ 595,000	\$ 599,000	\$ 589,000	\$ 590,000	\$ 580,000
Average Days on Market	200	197	228	216	203	184	117	90	87	117
% Volume Compared to Previous Year	88.12%	70.96%	146.07%	103.45%	126.85%	112.39%	115.63%	106.80%	99.37%	107.60%
% ASP Compared to Previous Year	100.74%	99.05%	99.50%	101.68%	99.61%	100.08%	100.25%	99.90%	99.69%	99.83%

May Annual YTD Summary - Sales from \$750,000 - \$999,999										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	140	84	144	165	189	231	282	330	260	308
Total List Price	\$ 134,453,829	\$ 81,491,285	\$ 137,220,690	\$ 156,665,224	\$ 177,454,395	\$ 214,935,481	\$ 255,672,312	\$ 299,430,543	\$ 233,193,970	\$ 274,798,482
Told Sold Volume	\$ 120,991,387	\$ 71,230,050	\$ 123,549,482	\$ 142,698,140	\$ 162,633,833	\$ 200,096,655	\$ 240,434,882	\$ 285,746,728	\$ 223,266,214	\$ 262,844,154
List / Sell Ratio	89.99%	87.41%	90.04%	91.08%	91.65%	93.10%	94.04%	95.43%	95.74%	95.65%
Average Sales Price	\$864,224	\$847,977	\$857,983	\$864,837	\$860,496	\$866,219	\$852,606	\$865,899	\$858,716	\$853,390
Median Price	\$ 862,250	\$ 850,000	\$ 855,000	\$ 864,000	\$ 852,500	\$ 855,000	\$ 850,000	\$ 865,000	\$ 850,000	\$ 850,000
Average Days on Market	203	245	263	210	224	213	126	106	101	111
% Volume Compared to Previous Year	73.30%	58.87%	173.45%	115.50%	113.97%	123.04%	120.16%	118.85%	78.13%	117.73%
% ASP Compared to Previous Year	101.05%	98.12%	101.18%	100.80%	99.50%	100.67%	98.43%	101.56%	99.17%	99.38%

May Annual YTD Summary - All Sales \$1M +										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	345	211	333	375	402	470	646	653	554	610
Total List Price	\$ 814,290,860	\$ 562,125,639	\$ 816,764,372	\$ 902,977,036	\$ 900,673,576	\$ 1,077,324,847	\$ 1,504,417,001	\$ 1,611,550,046	\$ 1,312,863,172	\$ 1,559,504,915
Told Sold Volume	\$ 727,640,946	\$ 477,555,400	\$ 709,360,100	\$ 802,310,239	\$ 808,677,429	\$ 993,250,397	\$ 1,404,694,506	\$ 1,508,961,337	\$ 1,234,252,585	\$ 1,440,561,398
List / Sell Ratio	89.36%	84.96%	86.85%	88.85%	89.79%	92.20%	93.37%	93.63%	94.01%	92.37%
Average Sales Price	\$2,109,104	\$2,263,296	\$2,130,211	\$2,139,494	\$2,011,635	\$2,113,299	\$2,174,450	\$2,310,814	\$2,227,893	\$2,361,576
Median Price	\$ 1,730,000	\$ 1,675,000	\$ 195,000	\$ 190,000	\$ 1,600,000	\$ 1,610,000	\$ 1,700,000	\$ 1,663,350	\$ 1,600,000	\$ 1,712,500
Average Days on Market	225	269	254	253	252	219	152	125	109	140
% Volume Compared to Previous Year	79.64%	65.63%	148.54%	113.10%	100.79%	122.82%	141.42%	107.42%	81.79%	116.72%
% ASP Compared to Previous Year	98.80%	107.31%	94.12%	100.44%	94.02%	105.05%	102.89%	106.27%	96.41%	106.00%

May Annual YTD Summary - Sales \$1M - \$2M										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	213	131	213	240	269	313	389	399	354	359
Total List Price	\$ 332,891,859	\$ 209,127,248	\$ 334,199,200	\$ 374,125,036	\$ 418,296,286	\$ 473,967,747	\$ 571,533,928	\$ 580,921,357	\$ 513,667,312	\$ 532,006,341
Told Sold Volume	\$ 297,667,159	\$ 180,608,900	\$ 291,213,549	\$ 332,776,246	\$ 376,826,000	\$ 436,937,963	\$ 532,998,800	\$ 544,283,439	\$ 482,891,746	\$ 493,575,190
List / Sell Ratio	89.42%	86.36%	87.14%	88.95%	90.09%	92.19%	93.26%	93.69%	94.01%	92.78%
Average Sales Price	\$1,397,498	\$1,378,694	\$1,367,200	\$1,386,568	\$1,400,840	\$1,395,968	\$1,370,177	\$1,364,119	\$1,364,101	\$1,374,861
Median Price	\$ 1,325,000	\$ 1,350,000	\$ 1,325,000	\$ 1,350,000	\$ 1,330,000	\$ 1,375,000	\$ 1,325,000	\$ 1,300,000	\$ 1,300,000	\$ 1,325,000
Average Days on Market	215	250	232	254	240	225	154	115	94	123
% Volume Compared to Previous Year	79.93%	60.67%	161.24%	114.27%	113.24%	115.95%	121.99%	102.12%	88.72%	102.21%
% ASP Compared to Previous Year	99.07%	98.65%	99.17%	101.42%	101.03%	99.65%	98.15%	99.56%	100.00%	100.79%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	116	69	105	119	121	133	223	204	165	205
Total List Price	\$ 366,980,001	\$ 251,323,391	\$ 339,530,173	\$ 390,942,000	\$ 385,277,290	\$ 410,672,100	\$ 683,437,073	\$ 643,100,189	\$ 524,894,360	\$ 642,656,575
Told Sold Volume	\$ 326,391,287	\$ 212,706,500	\$ 298,799,551	\$ 345,878,993	\$ 347,501,429	\$ 378,837,434	\$ 636,022,206	\$ 603,455,676	\$ 493,222,339	\$ 596,321,208
List / Sell Ratio	88.94%	84.63%	88.00%	88.47%	90.20%	92.25%	93.06%	93.84%	93.97%	92.79%
Average Sales Price	\$2,813,718	\$3,082,703	\$2,845,710	\$2,906,546	\$2,871,913	\$2,848,402	\$2,852,118	\$2,958,116	\$2,989,226	\$2,908,884
Median Price	\$ 2,600,000	\$ 2,895,000	\$ 2,610,000	\$ 2,700,000	\$ 2,700,000	\$ 2,650,000	\$ 2,600,000	\$ 2,812,500	\$ 2,850,000	\$ 2,770,000
Average Days on Market	233	320	291	260	270	207	140	124	124	146
% Volume Compared to Previous Year	83.06%	65.17%	140.48%	115.76%	100.47%	109.02%	167.89%	94.88%	81.73%	120.90%
% ASP Compared to Previous Year	100.96%	109.56%	92.31%	102.14%	98.81%	99.18%	100.13%	103.72%	101.05%	97.31%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	16	11	15	16	12	24	34	50	35	46
Total List Price	\$ 114,419,000	\$ 101,675,000	\$ 143,034,999	\$ 137,910,000	\$ 97,100,000	\$ 192,685,000	\$ 249,446,000	\$ 387,528,500	\$ 274,301,500	\$ 384,841,999
Told Sold Volume	\$ 103,582,500	\$ 84,240,000	\$ 119,347,000	\$ 123,655,000	\$ 84,350,000	\$ 177,475,000	\$ 235,673,500	\$ 361,222,222	\$ 258,138,500	\$ 350,665,000
List / Sell Ratio	90.53%	82.85%	83.44%	89.66%	86.87%	92.11%	94.48%	93.21%	94.11%	91.12%
Average Sales Price	\$6,473,906	\$7,658,182	\$7,956,467	\$7,728,438	\$7,029,167	\$7,394,792	\$6,931,574	\$7,224,444	\$7,375,386	\$7,623,152
Median Price	\$ 6,000,000	\$ 6,750,000	\$ 5,500,000	\$ 6,845,000	\$ 6,600,000	\$ 6,550,000	\$ 6,206,250	\$ 6,388,500	\$ 6,500,000	\$ 6,475,000
Average Days on Market	285	166	303	187	327	206	201	207	180	248
% Volume Compared to Previous Year	63.07%	81.33%	141.67%	103.61%	68.21%	210.40%	132.79%	153.27%	71.46%	135.84%
% ASP Compared to Previous Year	100.36%	118.29%	103.89%	97.13%	90.95%	105.20%	93.74%	104.23%	102.09%	103.36%

**May Annual YTD Summary - Overall Sales**

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	2732	3430	4885	5183	5285	5612	6202	6216	5143	5664
Total List Price	\$ 1,732,647,685	\$ 1,375,537,977	\$ 2,005,754,324	\$ 2,163,847,267	\$ 2,271,969,063	\$ 2,636,378,588	\$ 3,268,642,205	\$ 3,555,122,738	\$ 2,994,523,465	\$ 3,464,210,476
Told Sold Volume	\$ 1,558,385,325	\$ 1,215,933,345	\$ 1,805,180,719	\$ 1,966,292,158	\$ 2,085,630,203	\$ 2,465,796,033	\$ 3,085,974,480	\$ 3,371,663,055	\$ 2,848,115,297	\$ 3,261,217,408
List / Sell Ratio	89.94%	88.40%	90.00%	90.87%	91.80%	93.53%	94.41%	94.84%	95.11%	94.14%
Average Sales Price	\$570,419	\$354,500	\$369,535	\$379,373	\$394,632	\$439,379	\$497,577	\$542,417	\$553,785	\$575,780
Median Price	\$ 325,000	\$ 186,000	\$ 195,000	\$ 190,000	\$ 215,000	\$ 250,000	\$ 265,000	\$ 305,000	\$ 325,000	\$ 330,000
Average Days on Market	188	157	172	173	173	157	93	77	73	93
% Volume Compared to Previous Year	81.92%	78.03%	148.46%	108.92%	106.07%	118.23%	125.15%	109.26%	84.47%	114.50%
% ASP Compared to Previous Year	82.11%	62.15%	104.24%	102.66%	104.02%	111.34%	113.25%	109.01%	102.10%	103.97%