

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	1639	4257	6454	6434	6405	6310	6085	5395	4144	3679
Total List Price	\$ 326,758,067	\$ 638,478,545	\$ 921,679,260	\$ 898,997,770	\$ 946,436,886	\$ 984,292,835	\$ 1,026,404,858	\$ 964,142,798	\$ 783,221,741	\$ 720,327,571
Told Sold Volume	\$ 294,613,874	\$ 589,567,051	\$ 863,224,983	\$ 840,615,706	\$ 888,417,861	\$ 933,239,426	\$ 980,072,550	\$ 926,632,127	\$ 753,065,933	\$ 686,246,125
List / Sell Ratio	90.16%	92.34%	93.66%	93.51%	93.87%	94.81%	95.49%	96.11%	96.15%	95.27%
Average Sales Price	\$179,752	\$138,494	\$133,750	\$130,652	\$138,707	\$147,898	\$161,064	\$171,758	\$181,724	\$186,531
Average Days on Market	166	133	142	150	150	143	86	60	54	71
% Volume Compared to Previous Year	158.18%	200.12%	146.42%	97.38%	105.69%	105.05%	105.02%	94.55%	81.27%	91.13%
% ASP Compared to Previous Year	93.42%	77.05%	96.58%	97.68%	106.17%	106.63%	108.90%	106.64%	105.80%	102.64%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	2079	1712	2294	2190	2366	3039	3807	4809	4751	5325
Total List Price	\$ 786,552,604	\$ 641,977,667	\$ 855,873,601	\$ 820,423,670	\$ 880,193,011	\$ 1,109,633,677	\$ 1,371,147,135	\$ 1,737,436,690	\$ 1,720,600,929	\$ 1,917,141,948
Told Sold Volume	\$ 719,903,285	\$ 583,566,231	\$ 786,100,194	\$ 758,316,027	\$ 816,268,686	\$ 1,048,614,280	\$ 1,309,240,429	\$ 1,666,147,107	\$ 1,653,030,384	\$ 1,836,803,615
List / Sell Ratio	91.53%	90.90%	91.85%	92.43%	92.74%	94.50%	95.49%	95.90%	96.07%	95.81%
Average Sales Price	\$346,274	\$340,868	\$342,677	\$346,263	\$344,999	\$345,052	\$343,903	\$346,464	\$347,933	\$344,940
Average Days on Market	182	186	195	185	181	166	102	74	72	85
% Volume Compared to Previous Year	86.89%	81.06%	134.71%	96.47%	107.64%	128.46%	124.85%	127.26%	99.21%	111.12%
% ASP Compared to Previous Year	99.51%	98.44%	100.53%	101.05%	99.64%	100.02%	99.67%	100.74%	100.42%	99.14%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	702	570	712	696	799	996	1176	1298	1354	1416
Total List Price	\$ 464,356,959	\$ 378,232,233	\$ 468,551,718	\$ 458,181,510	\$ 519,449,472	\$ 637,689,345	\$ 742,959,553	\$ 813,338,906	\$ 845,642,184	\$ 889,630,980
Told Sold Volume	\$ 421,948,718	\$ 340,877,173	\$ 425,361,105	\$ 419,127,841	\$ 479,785,146	\$ 599,551,416	\$ 706,594,668	\$ 778,588,857	\$ 811,265,808	\$ 850,264,111
List / Sell Ratio	90.87%	90.12%	90.78%	91.48%	92.36%	94.02%	95.11%	95.73%	95.93%	95.57%
Average Sales Price	\$601,067	\$598,030	\$597,417	\$602,195	\$600,482	\$601,959	\$600,846	\$599,837	\$599,162	\$600,469
Average Days on Market	197	211	229	223	198	191	132	101	90	109
% Volume Compared to Previous Year	95.66%	80.79%	124.78%	98.53%	114.47%	124.96%	117.85%	110.19%	104.20%	104.81%
% ASP Compared to Previous Year	100.30%	99.49%	99.90%	100.80%	99.72%	100.25%	99.82%	99.83%	99.89%	100.22%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	311	221	294	314	342	426	558	589	562	602
Total List Price	\$ 297,164,984	\$ 213,162,506	\$ 282,916,262	\$ 296,520,363	\$ 321,272,938	\$ 392,875,482	\$ 505,317,015	\$ 533,760,365	\$ 503,869,064	\$ 536,254,541
Told Sold Volume	\$ 265,113,206	\$ 187,054,603	\$ 251,260,000	\$ 268,091,147	\$ 292,995,443	\$ 365,828,925	\$ 476,545,177	\$ 509,078,673	\$ 481,525,399	\$ 510,789,870
List / Sell Ratio	89.21%	87.75%	88.81%	90.41%	91.20%	93.12%	94.31%	95.38%	95.57%	95.25%
Average Sales Price	\$852,454	\$846,401	\$854,626	\$853,793	\$856,712	\$858,753	\$854,024	\$864,310	\$856,807	\$848,488
Average Days on Market	216	223	252	225	220	214	139	112	101	111
% Volume Compared to Previous Year	84.71%	70.56%	134.32%	106.70%	109.29%	124.86%	130.26%	106.83%	94.59%	106.08%
% ASP Compared to Previous Year	99.96%	99.29%	100.97%	99.90%	100.34%	100.24%	99.45%	101.20%	99.13%	99.03%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	698	472	632	692	730	861	1111	1185	1157	1134
Total List Price	\$ 1,661,267,002	\$ 1,199,147,837	\$ 1,530,951,535	\$ 1,687,372,793	\$ 1,703,290,201	\$ 1,993,481,954	\$ 2,594,599,205	\$ 2,923,044,856	\$ 2,788,958,121	\$ 2,784,709,029
Told Sold Volume	\$ 1,484,342,616	\$ 1,028,149,546	\$ 1,333,091,915	\$ 1,478,993,147	\$ 1,513,485,294	\$ 1,819,183,481	\$ 2,418,157,575	\$ 2,730,608,066	\$ 2,606,106,651	\$ 2,584,714,368
List / Sell Ratio	89.35%	85.74%	87.08%	87.65%	88.86%	91.26%	93.20%	93.42%	93.44%	92.82%
Average Sales Price	\$2,126,565	\$2,178,283	\$2,109,323	\$2,137,273	\$2,073,268	\$2,112,873	\$2,176,559	\$2,304,311	\$2,252,469	\$2,279,290
Average Days on Market	250	267	268	260	263	229	167	130	118	138
% Volume Compared to Previous Year	79.85%	69.27%	129.66%	110.94%	102.33%	120.20%	132.93%	112.92%	95.44%	99.18%
% ASP Compared to Previous Year	96.09%	102.43%	96.83%	101.33%	97.01%	101.91%	103.01%	105.87%	97.75%	101.19%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	431	290	411	454	487	574	687	743	736	694
Total List Price	\$ 675,112,632	\$ 466,138,546	\$ 640,533,463	\$ 703,761,293	\$ 745,067,912	\$ 873,842,854	\$ 1,009,569,344	\$ 1,089,831,171	\$ 1,072,014,197	\$ 1,021,313,605
Told Sold Volume	\$ 599,259,734	\$ 403,562,362	\$ 552,841,864	\$ 622,279,154	\$ 668,000,115	\$ 798,959,239	\$ 939,713,890	\$ 1,018,023,297	\$ 1,003,457,695	\$ 948,617,390
List / Sell Ratio	88.76%	86.58%	86.31%	88.42%	89.66%	91.43%	93.08%	93.41%	93.60%	92.88%
Average Sales Price	\$1,390,394	\$1,391,594	\$1,345,114	\$1,370,659	\$1,371,663	\$1,391,915	\$1,367,851	\$1,370,152	\$1,363,394	\$1,366,884
Average Days on Market	240	247	246	254	251	228	164	118	104	129
% Volume Compared to Previous Year	83.97%	67.34%	136.99%	112.56%	107.35%	119.60%	117.62%	108.33%	98.57%	94.53%
% ASP Compared to Previous Year	99.17%	100.09%	96.66%	101.90%	100.07%	101.48%	98.27%	100.17%	99.51%	100.26%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	227	159	195	207	214	246	368	354	349	369
Total List Price	\$ 718,854,370	\$ 539,229,291	\$ 647,996,073	\$ 688,512,500	\$ 699,443,289	\$ 786,564,100	\$ 1,140,909,862	\$ 1,140,434,185	\$ 1,116,455,424	\$ 1,181,669,125
Told Sold Volume	\$ 640,249,800	\$ 461,097,184	\$ 572,383,051	\$ 601,758,993	\$ 622,512,679	\$ 717,837,742	\$ 1,063,152,685	\$ 1,067,458,547	\$ 1,045,633,956	\$ 1,098,545,894
List / Sell Ratio	89.07%	85.51%	88.33%	87.40%	89.00%	91.26%	93.18%	93.60%	93.66%	92.97%
Average Sales Price	\$2,820,484	\$2,899,982	\$2,935,298	\$2,907,048	\$2,908,938	\$2,918,040	\$2,889,002	\$3,015,420	\$2,996,086	\$2,977,089
Average Days on Market	259	302	309	274	276	239	161	137	137	138
% Volume Compared to Previous Year	79.74%	72.02%	124.14%	105.13%	103.45%	115.31%	148.10%	100.41%	97.96%	105.06%
% ASP Compared to Previous Year	99.41%	102.82%	101.22%	99.04%	100.06%	100.31%	99.00%	104.38%	99.36%	99.37%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	40	23	26	31	29	41	56	88	72	71
Total List Price	\$ 267,300,000	\$ 193,780,000	\$ 242,421,999	\$ 295,099,000	\$ 258,779,000	\$ 333,075,000	\$ 444,119,999	\$ 692,779,500	\$ 600,488,500	\$ 581,726,299
Told Sold Volume	\$ 244,833,082	\$ 163,490,000	\$ 207,867,000	\$ 254,955,000	\$ 222,972,500	\$ 302,386,500	\$ 415,291,000	\$ 645,126,222	\$ 557,015,000	\$ 537,551,084
List / Sell Ratio	91.59%	84.37%	85.75%	86.40%	86.16%	90.79%	93.51%	93.12%	92.76%	92.41%
Average Sales Price	\$6,120,827	\$7,108,261	\$7,994,885	\$8,224,355	\$7,688,707	\$7,375,280	\$7,415,911	\$7,330,980	\$7,736,319	\$7,571,142
Average Days on Market	308	281	301	256	375	183	241	200	169	235
% Volume Compared to Previous Year	71.50%	66.78%	127.14%	122.65%	87.46%	135.62%	137.34%	155.34%	86.34%	96.51%
% ASP Compared to Previous Year	85.80%	116.13%	112.47%	102.87%	93.49%	95.92%	100.55%	98.85%	105.53%	97.86%

June Annual Rolling Totals Summary - Overall Sales

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	5429	7232	10386	10326	10642	11632	12737	13276	11968	12156
Total List Price	\$ 3,536,099,616	\$ 3,070,998,788	\$ 4,059,972,376	\$ 4,161,496,106	\$ 4,370,642,508	\$ 5,117,973,293	\$ 6,240,427,766	\$ 6,971,723,615	\$ 6,642,292,039	\$ 6,848,064,069
Told Sold Volume	\$ 3,185,921,699	\$ 2,729,214,604	\$ 3,659,038,197	\$ 3,765,143,868	\$ 3,990,952,430	\$ 4,766,417,528	\$ 5,890,610,399	\$ 6,611,054,830	\$ 6,304,994,175	\$ 6,468,818,089
List / Sell Ratio	90.10%	88.87%	90.12%	90.48%	91.31%	93.13%	94.39%	94.83%	94.92%	94.46%
Average Sales Price	\$586,834	\$377,380	\$352,305	\$364,628	\$375,019	\$409,768	\$462,480	\$497,970	\$526,821	\$532,150
Average Days on Market	190	163	170	172	171	162	104	77	74	90
% Volume Compared to Previous Year	87.82%	85.66%	134.07%	102.90%	106.00%	119.43%	123.59%	112.23%	95.37%	102.60%
% ASP Compared to Previous Year	85.60%	64.31%	93.36%	103.50%	102.85%	109.27%	112.86%	107.67%	105.79%	101.01%