

#Jun!A1

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	1129	2762	3604	3769	3652	3394	3409	2757	2078	1992
Total List Price	\$ 222,662,832	\$ 388,190,301	\$ 524,072,680	\$ 538,047,284	\$ 554,742,327	\$ 547,209,848	\$ 579,769,399	\$ 503,451,898	\$ 397,954,214	\$ 393,787,474
Told Sold Volume	\$ 200,365,755	\$ 358,912,290	\$ 490,645,426	\$ 502,196,306	\$ 521,498,574	\$ 519,018,199	\$ 553,174,646	\$ 483,707,412	\$ 381,691,217	\$ 375,036,777
List / Sell Ratio	89.99%	92.46%	93.62%	93.34%	94.01%	94.85%	95.41%	96.08%	95.91%	95.24%
Average Sales Price	\$177,472	\$129,947	\$136,139	\$133,244	\$142,798	\$152,922	\$162,269	\$175,447	\$183,682	\$188,271
Median Price	\$ 185,000	\$ 125,000	\$ 135,000	\$ 130,000	\$ 140,000	\$ 153,900	\$ 165,000	\$ 180,000	\$ 190,000	\$ 192,500
Average Days on Market	163	129	146	153	150	138	75	59	55	75
% Volume Compared to Previous Year	170.00%	179.13%	136.70%	102.35%	103.84%	99.52%	106.58%	87.44%	78.91%	98.26%
% ASP Compared to Previous Year	93.36%	73.22%	104.77%	97.87%	107.17%	107.09%	106.11%	108.12%	104.69%	102.50%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	1202	907	1276	1362	1488	1881	2238	2784	2509	3011
Total List Price	\$ 456,686,729	\$ 339,740,563	\$ 475,795,867	\$ 513,109,844	\$ 550,375,424	\$ 688,875,416	\$ 808,279,357	\$ 1,012,434,567	\$ 913,412,174	\$ 1,088,791,951
Told Sold Volume	\$ 416,252,558	\$ 308,219,118	\$ 438,159,547	\$ 473,850,450	\$ 511,666,600	\$ 652,702,328	\$ 772,692,614	\$ 971,606,748	\$ 876,776,199	\$ 1,042,992,218
List / Sell Ratio	91.15%	90.72%	92.09%	92.35%	92.97%	94.75%	95.60%	95.97%	95.99%	95.79%
Average Sales Price	\$346,300	\$339,823	\$343,385	\$347,908	\$343,862	\$346,998	\$345,260	\$348,997	\$349,452	\$346,394
Median Price	\$ 331,695	\$ 325,000	\$ 335,000	\$ 340,000	\$ 332,000	\$ 335,000	\$ 334,000	\$ 336,000	\$ 340,000	\$ 330,000
Average Days on Market	188	186	189	189	183	159	90	73	71	85
% Volume Compared to Previous Year	97.08%	74.05%	142.16%	108.15%	107.98%	127.56%	118.38%	125.74%	90.24%	118.96%
% ASP Compared to Previous Year	100.47%	98.13%	101.05%	101.32%	98.84%	100.91%	99.50%	101.08%	100.13%	99.12%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	416	296	423	442	531	613	709	771	762	807
Total List Price	\$ 277,605,901	\$ 196,851,566	\$ 277,279,815	\$ 290,177,604	\$ 343,407,808	\$ 390,931,978	\$ 447,026,592	\$ 484,998,588	\$ 476,107,727	\$ 507,619,807
Told Sold Volume	\$ 250,466,842	\$ 177,270,943	\$ 252,870,437	\$ 266,421,481	\$ 319,141,836	\$ 369,624,717	\$ 426,900,832	\$ 464,916,631	\$ 455,707,178	\$ 484,877,652
List / Sell Ratio	90.22%	90.05%	91.20%	91.81%	92.93%	94.55%	95.50%	95.86%	95.72%	95.52%
Average Sales Price	\$602,084	\$598,888	\$597,802	\$602,764	\$601,020	\$602,977	\$602,117	\$603,005	\$598,041	\$600,840
Median Price	\$ 600,000	\$ 590,000	\$ 590,000	\$ 592,500	\$ 595,000	\$ 597,500	\$ 599,000	\$ 589,500	\$ 587,000	\$ 587,000
Average Days on Market	201	197	235	218	197	184	113	91	88	117
% Volume Compared to Previous Year	93.81%	70.78%	142.65%	105.36%	119.79%	115.82%	115.50%	108.91%	98.02%	106.40%
% ASP Compared to Previous Year	100.35%	99.47%	99.82%	100.83%	99.71%	100.33%	99.86%	100.15%	99.18%	100.47%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	176	115	170	197	223	270	335	383	321	372
Total List Price	\$ 170,190,413	\$ 111,552,985	\$ 161,976,890	\$ 186,407,164	\$ 210,115,895	\$ 249,741,668	\$ 303,049,877	\$ 347,720,120	\$ 287,760,084	\$ 332,929,598
Told Sold Volume	\$ 151,532,886	\$ 97,537,438	\$ 145,707,482	\$ 169,547,115	\$ 192,202,178	\$ 232,855,698	\$ 285,402,108	\$ 331,595,728	\$ 275,369,875	\$ 317,503,046
List / Sell Ratio	89.04%	87.44%	89.96%	90.96%	91.47%	93.24%	94.18%	95.36%	95.69%	95.37%
Average Sales Price	\$860,982	\$848,152	\$857,103	\$860,645	\$861,893	\$862,429	\$851,947	\$865,785	\$857,850	\$853,503
Median Price	\$ 855,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 855,000	\$ 855,000	\$ 847,500	\$ 865,000	\$ 850,000	\$ 850,000
Average Days on Market	215	247	260	208	221	213	120	105	99	111
% Volume Compared to Previous Year	77.43%	64.37%	149.39%	116.36%	113.36%	121.15%	122.57%	116.19%	83.04%	115.30%
% ASP Compared to Previous Year	100.74%	98.51%	101.06%	100.41%	100.14%	100.06%	98.78%	101.62%	99.08%	99.49%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	419	262	396	458	482	575	762	763	663	725
Total List Price	\$ 1,009,569,810	\$ 693,724,839	\$ 968,242,271	\$ 1,072,948,372	\$ 1,075,365,476	\$ 1,311,975,821	\$ 1,768,991,161	\$ 1,870,738,373	\$ 1,553,143,722	\$ 1,817,801,919
Told Sold Volume	\$ 901,988,846	\$ 591,245,300	\$ 844,815,600	\$ 952,253,267	\$ 965,137,604	\$ 1,209,076,500	\$ 1,652,069,088	\$ 1,753,425,847	\$ 1,459,582,514	\$ 1,681,018,752
List / Sell Ratio	89.34%	85.23%	87.25%	88.75%	89.75%	92.16%	93.39%	93.73%	93.98%	92.48%
Average Sales Price	\$2,152,718	\$2,256,661	\$2,133,373	\$2,079,156	\$2,002,360	\$2,102,742	\$2,168,070	\$2,298,068	\$2,201,482	\$2,318,647
Median Price	\$ 1,750,000	\$ 1,700,000	\$ 199,000	\$ 195,000	\$ 1,600,000	\$ 1,600,000	\$ 1,675,000	\$ 1,650,000	\$ 1,557,500	\$ 1,700,000
Average Days on Market	233	263	261	256	255	220	152	126	109	140
% Volume Compared to Previous Year	77.33%	65.55%	142.89%	112.72%	101.35%	125.28%	136.64%	106.14%	83.24%	115.17%
% ASP Compared to Previous Year	97.08%	104.83%	94.54%	97.46%	96.31%	105.01%	103.11%	106.00%	95.80%	105.32%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	254	159	251	298	325	384	474	472	432	433
Total List Price	\$ 403,931,859	\$ 255,681,448	\$ 392,242,099	\$ 459,388,372	\$ 497,205,186	\$ 579,149,721	\$ 693,945,088	\$ 688,352,687	\$ 626,664,032	\$ 641,863,021
Told Sold Volume	\$ 359,167,559	\$ 220,973,800	\$ 342,533,549	\$ 410,071,774	\$ 449,576,675	\$ 534,006,409	\$ 647,840,402	\$ 645,218,449	\$ 587,333,148	\$ 595,616,168
List / Sell Ratio	88.92%	86.43%	87.33%	89.26%	90.42%	92.21%	93.36%	93.73%	93.72%	92.79%
Average Sales Price	\$1,414,046	\$1,389,772	\$1,364,675	\$1,376,080	\$1,383,313	\$1,390,642	\$1,366,752	\$1,366,988	\$1,359,567	\$1,375,557
Median Price	\$ 1,350,000	\$ 1,350,000	\$ 1,325,000	\$ 1,316,592	\$ 1,325,000	\$ 1,360,500	\$ 1,325,000	\$ 1,300,000	\$ 1,300,000	\$ 1,325,000
Average Days on Market	224	247	245	257	241	224	147	114	97	128
% Volume Compared to Previous Year	78.87%	61.52%	155.01%	119.72%	109.63%	118.78%	121.32%	99.60%	91.03%	101.41%
% ASP Compared to Previous Year	100.29%	98.28%	98.19%	100.84%	100.53%	100.53%	98.28%	100.02%	99.46%	101.18%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	142	89	128	144	143	162	246	234	191	243
Total List Price	\$ 447,300,951	\$ 315,423,391	\$ 413,815,173	\$ 475,650,000	\$ 463,566,290	\$ 508,876,100	\$ 750,315,073	\$ 744,817,186	\$ 609,403,190	\$ 775,252,599
Told Sold Volume	\$ 398,688,787	\$ 268,181,500	\$ 365,935,051	\$ 418,526,493	\$ 415,560,929	\$ 469,845,091	\$ 699,248,186	\$ 699,085,176	\$ 573,960,866	\$ 718,581,584
List / Sell Ratio	89.13%	85.02%	88.43%	87.99%	89.64%	92.33%	93.19%	93.86%	94.18%	92.69%
Average Sales Price	\$2,807,668	\$3,013,275	\$2,858,868	\$2,906,434	\$2,906,020	\$2,900,278	\$2,842,472	\$2,987,543	\$3,005,031	\$2,957,126
Median Price	\$ 2,600,000	\$ 2,825,000	\$ 2,597,500	\$ 2,725,000	\$ 2,700,000	\$ 2,700,000	\$ 2,600,000	\$ 2,895,000	\$ 2,850,000	\$ 2,800,000
Average Days on Market	236	300	285	262	277	211	147	134	123	142
% Volume Compared to Previous Year	83.79%	67.27%	136.45%	114.37%	99.29%	113.06%	148.83%	99.98%	82.10%	125.20%
% ASP Compared to Previous Year	100.32%	107.32%	94.88%	101.66%	99.99%	99.80%	98.01%	105.10%	100.59%	98.41%

June Annual YTD Summary - Sales \$5M +

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	23	14	17	16	14	29	42	57	40	49
Total List Price	\$ 158,337,000	\$ 122,620,000	\$ 162,184,999	\$ 137,910,000	\$ 114,594,000	\$ 223,950,000	\$ 324,731,000	\$ 437,568,500	\$ 317,076,500	\$ 400,686,299
Told Sold Volume	\$ 144,132,500	\$ 102,090,000	\$ 136,347,000	\$ 123,655,000	\$ 100,000,000	\$ 205,225,000	\$ 304,980,500	\$ 409,122,222	\$ 298,288,500	\$ 366,821,000
List / Sell Ratio	91.03%	83.26%	84.07%	89.66%	87.26%	91.64%	93.92%	93.50%	94.07%	91.55%
Average Sales Price	\$6,266,630	\$7,292,143	\$8,020,412	\$7,728,438	\$7,142,857	\$7,076,724	\$7,261,440	\$7,177,583	\$7,457,213	\$7,486,143
Median Price	\$ 5,950,000	\$ 6,750,000	\$ 5,650,000	\$ 6,845,000	\$ 6,650,000	\$ 6,000,000	\$ 6,231,250	\$ 6,400,000	\$ 6,568,750	\$ 6,450,000
Average Days on Market	301	219	312	187	384	209	231	198	177	243
% Volume Compared to Previous Year	54.89%	70.83%	133.56%	90.69%	80.87%	205.23%	148.61%	134.15%	72.91%	122.98%
% ASP Compared to Previous Year	87.92%	116.36%	109.99%	96.36%	92.42%	99.07%	102.61%	98.85%	103.90%	100.39%

June Annual YTD Summary - Overall Sales

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	3342	4342	5869	6228	6376	6733	7453	7458	6333	6907
Total List Price	\$ 2,136,715,685	\$ 1,730,060,254	\$ 2,407,367,523	\$ 2,600,690,268	\$ 2,734,006,930	\$ 3,188,734,731	\$ 3,907,116,386	\$ 4,219,343,546	\$ 3,628,377,921	\$ 4,140,930,749
Told Sold Volume	\$ 1,920,606,887	\$ 1,533,185,089	\$ 2,172,198,492	\$ 2,364,268,619	\$ 2,509,646,792	\$ 2,983,277,442	\$ 3,690,239,288	\$ 4,005,252,366	\$ 3,449,126,983	\$ 3,901,428,445
List / Sell Ratio	89.89%	88.62%	90.23%	90.91%	91.79%	93.56%	94.45%	94.93%	95.06%	94.22%
Average Sales Price	\$574,688	\$353,106	\$370,114	\$379,619	\$393,608	\$443,083	\$495,135	\$537,041	\$544,628	\$564,851
Median Price	\$ 325,000	\$ 187,500	\$ 199,000	\$ 195,000	\$ 215,000	\$ 270,000	\$ 268,544	\$ 305,000	\$ 325,000	\$ 328,500
Average Days on Market	188	157	173	175	172	158	93	77	73	93
% Volume Compared to Previous Year	80.86%	79.83%	141.68%	108.84%	106.15%	118.87%	123.70%	108.54%	86.12%	113.11%
% ASP Compared to Previous Year	80.93%	61.44%	104.82%	102.57%	103.69%	112.57%	111.75%	108.46%	101.41%	103.71%