

#Jul!A1

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	1347	3297	4048	4225	4116	3939	3874	3139	2368	2321
Total List Price	\$ 262,602,030	\$ 462,118,790	\$ 584,271,593	\$ 602,871,032	\$ 622,498,486	\$ 635,697,532	\$ 660,053,126	\$ 572,869,072	\$ 454,162,399	\$ 458,884,123
Told Sold Volume	\$ 236,888,415	\$ 428,229,007	\$ 547,385,798	\$ 562,757,737	\$ 585,662,280	\$ 603,838,318	\$ 630,261,613	\$ 550,592,287	\$ 435,612,256	\$ 437,016,994
List / Sell Ratio	90.21%	92.67%	93.69%	93.35%	94.08%	94.99%	95.49%	96.11%	95.92%	95.23%
Average Sales Price	\$175,864	\$129,884	\$135,224	\$133,197	\$142,289	\$153,297	\$162,690	\$175,404	\$183,958	\$188,288
Median Price	\$ 185,000	\$ 125,000	\$ 133,000	\$ 130,000	\$ 140,000	\$ 154,000	\$ 164,900	\$ 180,000	\$ 190,000	\$ 193,500
Average Days on Market	162	129	145	153	151	137	73	58	56	75
% Volume Compared to Previous Year	177.98%	180.77%	127.83%	102.81%	104.07%	103.10%	104.38%	87.36%	79.12%	100.32%
% ASP Compared to Previous Year	92.23%	73.86%	104.11%	98.50%	106.83%	107.74%	106.13%	107.81%	104.88%	102.35%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	1382	1100	1427	1537	1662	2149	2604	3208	2888	3468
Total List Price	\$ 523,939,000	\$ 413,995,468	\$ 533,519,447	\$ 579,404,874	\$ 613,588,707	\$ 783,143,940	\$ 938,926,121	\$ 1,162,891,292	\$ 1,047,108,456	\$ 1,252,372,829
Told Sold Volume	\$ 477,766,484	\$ 375,650,568	\$ 491,271,940	\$ 535,196,679	\$ 570,455,962	\$ 742,522,006	\$ 897,903,527	\$ 1,115,857,204	\$ 1,004,918,185	\$ 1,200,167,347
List / Sell Ratio	91.19%	90.74%	92.08%	92.37%	92.97%	94.81%	95.63%	95.96%	95.97%	95.83%
Average Sales Price	\$345,707	\$341,501	\$344,269	\$348,209	\$343,235	\$345,520	\$344,817	\$347,836	\$347,963	\$346,069
Median Price	\$ 332,000	\$ 330,000	\$ 335,000	\$ 339,950	\$ 330,000	\$ 335,000	\$ 333,000	\$ 335,000	\$ 336,500	\$ 330,000
Average Days on Market	187	188	187	189	183	159	88	73	72	87
% Volume Compared to Previous Year	99.06%	78.63%	130.78%	108.94%	106.59%	130.16%	120.93%	124.27%	90.06%	119.43%
% ASP Compared to Previous Year	100.28%	98.78%	100.81%	101.14%	98.57%	100.67%	99.80%	100.88%	100.04%	99.46%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	471	350	475	493	592	697	780	875	871	914
Total List Price	\$ 313,535,089	\$ 232,846,866	\$ 311,719,529	\$ 324,386,647	\$ 383,083,168	\$ 443,577,634	\$ 490,970,302	\$ 550,574,218	\$ 544,777,673	\$ 574,755,670
Told Sold Volume	\$ 283,396,842	\$ 209,884,116	\$ 284,444,937	\$ 297,688,695	\$ 355,718,307	\$ 419,560,262	\$ 469,143,963	\$ 527,603,931	\$ 521,549,651	\$ 548,549,724
List / Sell Ratio	90.39%	90.14%	91.25%	91.77%	92.86%	94.59%	95.55%	95.83%	95.74%	95.44%
Average Sales Price	\$601,692	\$599,669	\$598,831	\$603,831	\$600,876	\$601,952	\$601,467	\$602,976	\$598,794	\$600,164
Median Price	\$ 595,000	\$ 587,000	\$ 590,000	\$ 595,000	\$ 595,000	\$ 595,000	\$ 595,000	\$ 590,000	\$ 585,000	\$ 587,000
Average Days on Market	208	199	231	217	196	186	114	90	87	117
% Volume Compared to Previous Year	94.33%	74.06%	135.52%	104.66%	119.49%	117.95%	111.82%	112.46%	98.85%	105.18%
% ASP Compared to Previous Year	100.54%	99.66%	99.86%	100.83%	99.51%	100.18%	99.92%	100.25%	99.31%	100.23%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	196	134	200	222	252	311	370	424	358	422
Total List Price	\$ 189,271,713	\$ 130,527,684	\$ 189,411,290	\$ 210,717,864	\$ 236,582,696	\$ 287,988,749	\$ 335,527,476	\$ 384,649,259	\$ 320,870,772	\$ 378,492,329
Told Sold Volume	\$ 168,653,386	\$ 113,874,938	\$ 170,709,357	\$ 191,594,915	\$ 216,896,405	\$ 268,434,646	\$ 316,522,592	\$ 366,847,364	\$ 306,751,403	\$ 360,753,598
List / Sell Ratio	89.11%	87.24%	90.13%	90.92%	91.68%	93.21%	94.34%	95.37%	95.60%	95.31%
Average Sales Price	\$860,476	\$849,813	\$853,547	\$863,040	\$860,700	\$863,134	\$855,466	\$865,206	\$856,847	\$854,866
Median Price	\$ 851,000	\$ 850,000	\$ 850,000	\$ 860,500	\$ 850,000	\$ 855,000	\$ 850,000	\$ 865,000	\$ 850,000	\$ 587,000
Average Days on Market	215	255	263	205	223	209	122	105	101	115
% Volume Compared to Previous Year	80.26%	67.52%	149.91%	112.23%	113.21%	123.76%	117.91%	115.90%	83.62%	117.60%
% ASP Compared to Previous Year	101.14%	98.76%	100.44%	101.11%	99.73%	100.28%	99.11%	101.14%	99.03%	99.77%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	464	301	457	512	530	647	830	857	733	809
Total List Price	\$ 1,117,501,100	\$ 798,471,338	\$ 1,167,923,270	\$ 1,222,611,895	\$ 1,181,104,876	\$ 1,492,728,217	\$ 1,944,120,044	\$ 2,123,157,890	\$ 1,753,526,931	\$ 2,028,728,451
Told Sold Volume	\$ 997,722,096	\$ 681,603,800	\$ 1,022,147,100	\$ 1,081,677,517	\$ 1,061,068,841	\$ 1,378,748,352	\$ 1,813,438,373	\$ 1,990,912,273	\$ 1,645,889,882	\$ 1,875,282,137
List / Sell Ratio	89.28%	85.36%	87.52%	88.47%	89.84%	92.36%	93.28%	93.77%	93.86%	92.44%
Average Sales Price	\$2,150,263	\$2,264,464	\$2,236,646	\$2,112,651	\$2,002,017	\$2,130,987	\$2,184,866	\$2,323,118	\$2,245,416	\$2,318,025
Median Price	\$ 1,750,000	\$ 1,687,500	\$ 1,955,000	\$ 1,955,000	\$ 1,600,000	\$ 1,600,000	\$ 1,650,000	\$ 1,650,000	\$ 1,580,000	\$ 1,699,000
Average Days on Market	239	274	261	257	259	219	150	127	109	142
% Volume Compared to Previous Year	77.76%	68.32%	149.96%	105.82%	98.09%	129.94%	131.53%	109.79%	82.67%	113.94%
% ASP Compared to Previous Year	96.87%	105.31%	98.77%	94.46%	94.76%	106.44%	102.53%	106.33%	96.66%	103.23%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	284	185	290	331	361	423	518	530	471	485
Total List Price	\$ 451,139,249	\$ 296,405,947	\$ 451,566,098	\$ 509,087,896	\$ 554,299,586	\$ 636,210,118	\$ 760,510,971	\$ 772,807,205	\$ 684,623,276	\$ 717,531,553
Told Sold Volume	\$ 400,210,809	\$ 255,882,300	\$ 393,655,049	\$ 454,521,024	\$ 501,435,912	\$ 586,445,761	\$ 708,921,187	\$ 723,985,875	\$ 640,755,382	\$ 666,128,323
List / Sell Ratio	88.71%	86.33%	87.18%	89.28%	90.46%	92.18%	93.22%	93.68%	93.59%	92.84%
Average Sales Price	\$1,409,193	\$1,383,148	\$1,357,431	\$1,373,175	\$1,389,019	\$1,386,397	\$1,368,574	\$1,366,011	\$1,360,415	\$1,373,460
Median Price	\$ 1,350,000	\$ 1,350,000	\$ 1,300,000	\$ 1,300,000	\$ 1,340,000	\$ 1,347,025	\$ 1,325,000	\$ 1,300,000	\$ 1,300,000	\$ 1,325,000
Average Days on Market	230	252	242	258	242	222	144	114	97	130
% Volume Compared to Previous Year	80.67%	63.94%	153.84%	115.46%	110.32%	116.95%	120.88%	102.13%	88.50%	103.96%
% ASP Compared to Previous Year	99.99%	98.15%	98.14%	101.16%	101.15%	99.81%	98.71%	99.81%	99.59%	100.96%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	154	100	142	161	152	192	264	262	216	269
Total List Price	\$ 488,879,851	\$ 357,550,391	\$ 465,683,173	\$ 532,868,999	\$ 490,416,290	\$ 608,618,099	\$ 804,558,073	\$ 835,037,185	\$ 694,387,155	\$ 859,065,599
Told Sold Volume	\$ 435,553,787	\$ 303,631,500	\$ 412,045,051	\$ 468,676,493	\$ 439,537,929	\$ 564,602,591	\$ 750,414,686	\$ 785,174,176	\$ 652,556,000	\$ 795,559,814
List / Sell Ratio	89.09%	84.92%	88.48%	87.95%	89.63%	92.77%	93.27%	94.03%	93.98%	92.61%
Average Sales Price	\$2,828,271	\$3,036,315	\$2,901,726	\$2,911,034	\$2,891,697	\$2,940,638	\$2,842,480	\$2,996,848	\$3,021,093	\$2,957,471
Median Price	\$ 2,625,000	\$ 2,872,500	\$ 2,617,500	\$ 2,700,000	\$ 2,700,000	\$ 2,712,500	\$ 2,625,000	\$ 2,892,500	\$ 2,850,720	\$ 2,800,000
Average Days on Market	245	324	285	262	290	213	146	138	122	146
% Volume Compared to Previous Year	82.27%	69.71%	135.71%	113.74%	93.78%	128.45%	132.91%	104.63%	83.11%	121.91%
% ASP Compared to Previous Year	100.97%	107.36%	95.57%	100.32%	99.34%	101.69%	96.66%	105.43%	100.81%	97.89%

July Annual YTD Summary - Sales \$5M +

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	26	16	25	20	17	32	48	65	46	55
Total List Price	\$ 177,482,000	\$ 144,515,000	\$ 250,673,999	\$ 180,655,000	\$ 136,389,000	\$ 247,900,000	\$ 379,051,000	\$ 515,313,500	\$ 374,516,500	\$ 452,131,299
Told Sold Volume	\$ 161,957,500	\$ 122,090,000	\$ 216,447,000	\$ 158,480,000	\$ 120,095,000	\$ 227,700,000	\$ 354,102,500	\$ 481,752,222	\$ 352,578,500	\$ 413,594,000
List / Sell Ratio	91.25%	84.48%	86.35%	87.73%	88.05%	91.85%	93.42%	93.49%	94.14%	91.48%
Average Sales Price	\$6,229,135	\$7,630,625	\$8,657,880	\$7,924,000	\$7,064,412	\$7,115,625	\$7,377,135	\$7,411,573	\$7,664,750	\$7,519,891
Median Price	\$ 5,950,000	\$ 6,625,000	\$ 7,000,000	\$ 6,690,000	\$ 6,300,000	\$ 6,175,000	\$ 6,272,500	\$ 6,500,000	\$ 6,568,750	\$ 6,450,000
Average Days on Market	295	210	343	202	350	216	231	196	168	230
% Volume Compared to Previous Year	56.58%	75.38%	177.28%	73.22%	75.78%	189.60%	155.51%	136.05%	73.19%	117.31%
% ASP Compared to Previous Year	89.51%	122.50%	113.46%	91.52%	89.15%	100.72%	103.68%	100.47%	103.42%	98.11%

July Annual YTD Summary - Overall Sales

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	3860	5182	6607	6989	7152	7743	8458	8503	7218	7934
Total List Price	\$ 2,406,848,932	\$ 2,037,960,146	\$ 2,786,845,129	\$ 2,939,992,312	\$ 3,036,857,933	\$ 3,643,136,072	\$ 4,369,597,068	\$ 4,794,141,731	\$ 4,120,446,231	\$ 4,693,233,402
Told Sold Volume	\$ 2,164,427,223	\$ 1,809,242,429	\$ 2,515,959,132	\$ 2,668,915,543	\$ 2,789,801,795	\$ 3,413,103,584	\$ 4,127,270,068	\$ 4,551,813,059	\$ 3,914,721,377	\$ 4,421,769,800
List / Sell Ratio	89.93%	88.78%	90.28%	90.78%	91.86%	93.69%	94.45%	94.95%	95.01%	94.22%
Average Sales Price	\$560,732	\$349,140	\$380,802	\$381,874	\$390,073	\$440,799	\$487,972	\$535,318	\$542,355	\$557,319
Median Price	\$ 320,000	\$ 180,000	\$ 195,000	\$ 195,000	\$ 215,000	\$ 230,000	\$ 264,999	\$ 305,000	\$ 320,000	\$ 325,000
Average Days on Market	188	158	172	175	173	157	91	76	74	94
% Volume Compared to Previous Year	82.24%	83.59%	139.06%	106.08%	104.53%	122.34%	120.92%	110.29%	86.00%	112.95%
% ASP Compared to Previous Year	79.70%	62.26%	109.07%	100.28%	102.15%	113.00%	110.70%	109.70%	101.31%	102.76%