

#Aug!A1

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	1603	3784	4548	4747	4639	4464	4332	3504	2685	2610
Total List Price	\$ 307,843,013	\$ 529,928,322	\$ 651,583,328	\$ 676,197,260	\$ 702,054,911	\$ 723,755,994	\$ 739,893,658	\$ 641,023,257	\$ 514,715,520	\$ 514,792,074
Told Sold Volume	\$ 278,414,998	\$ 491,804,599	\$ 610,876,986	\$ 631,904,706	\$ 660,477,724	\$ 687,926,040	\$ 707,313,199	\$ 616,399,360	\$ 493,278,022	\$ 490,161,608
List / Sell Ratio	90.44%	92.81%	93.75%	93.45%	94.08%	95.05%	95.60%	96.16%	95.84%	95.22%
Average Sales Price	\$173,684	\$129,970	\$134,318	\$133,117	\$142,375	\$154,105	\$163,276	\$175,913	\$183,716	\$187,801
Median Price	\$ 180,000	\$ 125,000	\$ 132,000	\$ 130,000	\$ 139,900	\$ 155,000	\$ 165,000	\$ 180,000	\$ 190,000	\$ 192,000
Average Days on Market	159	129	145	154	150	136	72	58	57	76
% Volume Compared to Previous Year	186.23%	176.64%	124.21%	103.44%	104.52%	104.16%	102.82%	87.15%	80.03%	99.37%
% ASP Compared to Previous Year	91.20%	74.83%	103.35%	99.11%	106.96%	108.24%	105.95%	107.74%	104.44%	102.22%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	1514	1249	1558	1714	1853	2420	2927	3575	3309	3892
Total List Price	\$ 572,767,857	\$ 470,060,084	\$ 581,350,622	\$ 645,247,913	\$ 682,391,713	\$ 880,980,845	\$ 1,055,775,189	\$ 1,296,512,024	\$ 1,197,813,114	\$ 1,405,393,612
Told Sold Volume	\$ 522,738,433	\$ 426,912,863	\$ 535,449,340	\$ 595,850,902	\$ 635,013,209	\$ 835,784,592	\$ 1,009,708,868	\$ 1,244,122,979	\$ 1,149,686,308	\$ 1,346,880,693
List / Sell Ratio	91.27%	90.82%	92.10%	92.34%	93.06%	94.87%	95.64%	95.96%	95.98%	95.84%
Average Sales Price	\$345,270	\$341,804	\$343,677	\$347,638	\$342,695	\$345,366	\$344,964	\$348,006	\$347,442	\$346,064
Median Price	\$ 330,000	\$ 330,000	\$ 335,000	\$ 335,250	\$ 330,000	\$ 335,000	\$ 333,000	\$ 335,000	\$ 335,000	\$ 330,000
Average Days on Market	188	190	184	188	183	158	87	73	75	87
% Volume Compared to Previous Year	96.36%	81.67%	125.42%	111.28%	106.57%	131.62%	120.81%	123.22%	92.41%	117.15%
% ASP Compared to Previous Year	99.79%	99.00%	100.55%	101.15%	98.58%	100.78%	99.88%	100.88%	99.84%	99.60%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	526	391	510	542	651	776	872	973	989	1047
Total List Price	\$ 349,899,588	\$ 260,380,455	\$ 335,425,837	\$ 356,948,147	\$ 421,325,492	\$ 493,066,190	\$ 548,492,835	\$ 611,525,278	\$ 619,710,712	\$ 658,135,985
Told Sold Volume	\$ 316,666,842	\$ 234,834,461	\$ 305,827,437	\$ 326,626,005	\$ 391,450,865	\$ 466,144,209	\$ 523,985,084	\$ 586,245,935	\$ 593,214,082	\$ 628,495,592
List / Sell Ratio	90.50%	90.19%	91.18%	91.51%	92.91%	94.54%	95.53%	95.87%	95.72%	95.50%
Average Sales Price	\$602,028	\$600,600	\$599,662	\$602,631	\$601,307	\$600,701	\$600,900	\$602,514	\$599,812	\$600,282
Median Price	\$ 597,000	\$ 590,000	\$ 594,000	\$ 592,500	\$ 595,000	\$ 595,000	\$ 590,000	\$ 590,000	\$ 585,000	\$ 587,000
Average Days on Market	211	201	235	212	196	188	115	90	88	117
% Volume Compared to Previous Year	94.99%	74.16%	130.23%	106.80%	119.85%	119.08%	112.41%	111.88%	101.19%	105.95%
% ASP Compared to Previous Year	100.22%	99.76%	99.84%	100.50%	99.78%	99.90%	100.03%	100.27%	99.55%	100.08%

August Annual YTD Summary - Sales from \$750,000 - \$999,999										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	212	152	223	236	270	343	413	454	389	459
Total List Price	\$ 204,022,913	\$ 148,262,558	\$ 212,094,190	\$ 223,130,064	\$ 252,895,486	\$ 316,117,749	\$ 375,098,749	\$ 411,788,488	\$ 347,787,562	\$ 411,933,219
Told Sold Volume	\$ 182,015,886	\$ 129,425,938	\$ 190,562,507	\$ 203,274,815	\$ 231,951,050	\$ 295,155,546	\$ 354,017,469	\$ 392,789,129	\$ 332,510,863	\$ 392,039,778
List / Sell Ratio	89.21%	87.30%	89.85%	91.10%	91.72%	93.37%	94.38%	95.39%	95.61%	95.17%
Average Sales Price	\$858,566	\$851,486	\$854,540	\$861,334	\$859,078	\$860,512	\$857,185	\$865,174	\$854,784	\$854,117
Median Price	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 865,000	\$ 849,000	\$ 850,000
Average Days on Market	216	256	259	206	221	208	123	104	100	114
% Volume Compared to Previous Year	78.95%	71.11%	147.24%	106.67%	114.11%	127.25%	119.94%	110.95%	84.65%	117.90%
% ASP Compared to Previous Year	100.93%	99.18%	100.36%	100.79%	99.74%	100.17%	99.61%	100.93%	98.80%	99.92%

August Annual YTD Summary - All Sales \$1M +										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	508	337	489	551	575	719	895	942	796	884
Total List Price	\$ 1,215,254,208	\$ 889,440,338	\$ 1,231,109,313	\$ 1,330,756,395	\$ 1,295,696,926	\$ 1,683,666,114	\$ 2,109,564,985	\$ 2,310,466,236	\$ 1,876,813,197	\$ 2,240,447,649
Told Sold Volume	\$ 1,085,143,796	\$ 761,073,927	\$ 1,076,280,600	\$ 1,173,425,017	\$ 1,161,998,111	\$ 1,553,221,621	\$ 1,967,290,284	\$ 2,163,523,546	\$ 1,761,092,504	\$ 2,071,300,544
List / Sell Ratio	89.29%	85.57%	87.42%	88.18%	89.68%	92.25%	93.26%	93.64%	93.83%	92.45%
Average Sales Price	\$2,136,110	\$2,258,380	\$2,200,983	\$2,129,628	\$2,020,866	\$2,160,253	\$2,198,090	\$2,296,734	\$2,212,428	\$2,343,100
Median Price	\$ 1,730,000	\$ 1,645,000	\$ 190,000	\$ 192,000	\$ 1,600,000	\$ 1,600,000	\$ 1,650,000	\$ 1,640,000	\$ 1,575,000	\$ 1,691,000
Average Days on Market	241	271	257	264	257	219	149	125	112	141
% Volume Compared to Previous Year	79.30%	70.14%	141.42%	109.03%	99.03%	133.67%	126.66%	109.97%	81.40%	117.61%
% ASP Compared to Previous Year	97.41%	105.72%	97.46%	96.76%	94.89%	106.90%	101.75%	104.49%	96.33%	105.91%

August Annual YTD Summary - Sales \$1M - \$2M										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	313	212	315	355	387	465	561	585	516	534
Total List Price	\$ 499,937,357	\$ 336,824,947	\$ 492,689,141	\$ 546,092,396	\$ 594,358,636	\$ 700,023,016	\$ 824,280,913	\$ 852,445,130	\$ 751,245,542	\$ 791,161,751
Told Sold Volume	\$ 443,682,009	\$ 290,592,427	\$ 428,611,049	\$ 486,357,524	\$ 537,025,182	\$ 644,858,530	\$ 767,586,098	\$ 798,865,726	\$ 703,023,004	\$ 735,079,506
List / Sell Ratio	88.75%	86.27%	86.99%	89.06%	90.35%	92.12%	93.12%	93.71%	93.58%	92.91%
Average Sales Price	\$1,417,514	\$1,370,719	\$1,360,670	\$1,370,021	\$1,387,662	\$1,386,793	\$1,368,246	\$1,365,582	\$1,362,448	\$1,376,553
Median Price	\$ 1,350,000	\$ 1,333,000	\$ 1,312,500	\$ 1,300,000	\$ 1,335,000	\$ 1,350,000	\$ 1,325,000	\$ 1,300,000	\$ 1,300,000	\$ 1,325,000
Average Days on Market	230	247	238	261	242	224	144	112	102	129
% Volume Compared to Previous Year	82.22%	65.50%	147.50%	113.47%	110.42%	120.08%	119.03%	104.08%	88.00%	104.56%
% ASP Compared to Previous Year	101.14%	96.70%	99.27%	100.69%	101.29%	99.94%	98.66%	99.81%	99.77%	101.04%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	167	106	149	173	169	218	279	289	233	289
Total List Price	\$ 525,564,851	\$ 378,900,391	\$ 487,746,173	\$ 572,863,999	\$ 542,699,290	\$ 695,493,099	\$ 854,953,072	\$ 924,763,606	\$ 745,651,155	\$ 933,669,599
Told Sold Volume	\$ 468,379,287	\$ 322,056,500	\$ 431,222,551	\$ 503,287,493	\$ 485,877,929	\$ 644,202,591	\$ 798,276,686	\$ 865,331,598	\$ 700,441,000	\$ 864,927,038
List / Sell Ratio	89.12%	85.00%	88.41%	87.85%	89.53%	92.63%	93.37%	93.57%	93.94%	92.64%
Average Sales Price	\$2,804,666	\$3,038,269	\$2,894,111	\$2,909,176	\$2,875,017	\$2,955,058	\$2,861,207	\$2,994,227	\$3,006,185	\$2,992,827
Median Price	\$ 2,587,500	\$ 2,897,500	\$ 2,625,000	\$ 2,700,000	\$ 2,687,500	\$ 2,797,500	\$ 2,660,000	\$ 2,870,000	\$ 2,850,000	\$ 2,850,000
Average Days on Market	249	323	284	272	283	209	142	135	121	148
% Volume Compared to Previous Year	83.56%	68.76%	133.90%	116.71%	96.54%	132.59%	123.92%	108.40%	80.94%	123.48%
% ASP Compared to Previous Year	100.08%	108.33%	95.26%	100.52%	98.83%	102.78%	96.82%	104.65%	100.40%	99.56%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	28	19	25	23	19	36	55	68	47	61
Total List Price	\$ 189,752,000	\$ 173,715,000	\$ 250,673,999	\$ 211,800,000	\$ 158,639,000	\$ 288,149,999	\$ 430,331,000	\$ 533,257,500	\$ 379,916,500	\$ 515,616,299
Told Sold Volume	\$ 173,082,500	\$ 148,425,000	\$ 216,447,000	\$ 183,780,000	\$ 139,095,000	\$ 264,160,500	\$ 401,427,500	\$ 499,326,222	\$ 357,628,500	\$ 471,294,000
List / Sell Ratio	91.22%	85.44%	86.35%	86.77%	87.68%	91.67%	93.28%	93.64%	94.13%	91.40%
Average Sales Price	\$6,181,518	\$7,811,842	\$8,657,880	\$7,990,435	\$7,320,789	\$7,337,792	\$7,298,682	\$7,343,033	\$7,609,117	\$7,726,131
Median Price	\$ 5,887,500	\$ 6,875,000	\$ 7,000,000	\$ 7,000,000	\$ 6,500,000	\$ 6,250,000	\$ 6,295,000	\$ 6,450,000	\$ 6,550,000	\$ 6,500,000
Average Days on Market	315	253	343	244	316	213	232	196	183	215
% Volume Compared to Previous Year	58.15%	85.75%	145.83%	84.91%	75.69%	189.91%	151.96%	124.39%	71.62%	131.78%
% ASP Compared to Previous Year	89.89%	126.37%	110.83%	92.29%	91.62%	100.23%	99.47%	100.61%	103.62%	101.54%

**August Annual YTD Summary - Overall Sales**

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	4363	5913	7328	7790	7988	8722	9439	9448	8168	8892
Total List Price	\$ 2,649,787,579	\$ 2,298,071,757	\$ 3,011,563,290	\$ 3,232,279,779	\$ 3,354,364,528	\$ 4,097,586,892	\$ 4,828,825,415	\$ 5,271,315,283	\$ 4,556,840,105	\$ 5,230,702,539
Told Sold Volume	\$ 2,384,979,955	\$ 2,044,051,788	\$ 2,718,996,870	\$ 2,931,081,445	\$ 3,080,890,959	\$ 3,838,232,008	\$ 4,562,314,904	\$ 5,003,080,949	\$ 4,329,781,779	\$ 4,928,878,215
List / Sell Ratio	90.01%	88.95%	90.29%	90.68%	91.85%	93.67%	94.48%	94.91%	95.02%	94.23%
Average Sales Price	\$546,638	\$345,688	\$371,042	\$376,262	\$385,690	\$440,063	\$483,347	\$529,539	\$530,091	\$554,305
Median Price	\$ 314,200	\$ 185,000	\$ 190,000	\$ 192,000	\$ 213,700	\$ 235,000	\$ 267,000	\$ 300,000	\$ 320,000	\$ 325,000
Average Days on Market	188	158	170	174	172	156	90	76	75	94
% Volume Compared to Previous Year	83.17%	85.71%	133.02%	107.80%	105.11%	124.58%	118.87%	109.66%	86.54%	113.84%
% ASP Compared to Previous Year	79.22%	63.24%	107.33%	101.41%	102.51%	114.10%	109.84%	109.56%	100.10%	104.57%