

October Annual Rolling Totals Summary - Sales from \$0 - \$249,999										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	2262	5246	6276	6522	6478	6275	5997	5067	3831	3559
Total List Price	\$ 424,686,887	\$ 742,780,818	\$ 889,156,539	\$ 922,721,439	\$ 970,208,730	\$ 1,012,946,497	\$ 1,025,087,701	\$ 924,946,450	\$ 734,693,945	\$ 698,210,067
Told Sold Volume	\$ 385,453,835	\$ 689,934,789	\$ 833,451,139	\$ 862,388,848	\$ 912,971,584	\$ 963,577,303	\$ 980,431,104	\$ 889,657,790	\$ 704,335,505	\$ 664,908,041
List / Sell Ratio	90.76%	92.89%	93.74%	93.46%	94.10%	95.13%	95.64%	96.18%	95.87%	95.23%
Average Sales Price	\$170,404	\$131,516	\$132,800	\$132,228	\$140,934	\$153,568	\$163,487	\$175,579	\$183,852	\$186,824
Average Days on Market	158	130	144	153	150	132	69	58	57	76
% Volume Compared to Previous Year	188.62%	178.99%	120.80%	103.47%	105.87%	105.54%	101.75%	90.74%	79.17%	94.40%
% ASP Compared to Previous Year	89.81%	77.18%	100.98%	99.57%	106.58%	108.96%	106.47%	107.40%	104.71%	101.62%

October Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	2081	1788	2136	2282	2485	3384	4068	4999	4790	5276
Total List Price	\$ 786,160,460	\$ 670,900,531	\$ 794,779,406	\$ 855,529,159	\$ 917,841,236	\$ 1,226,982,272	\$ 1,464,023,834	\$ 1,810,672,885	\$ 1,730,314,349	\$ 1,905,576,679
Told Sold Volume	\$ 717,460,573	\$ 610,116,222	\$ 732,159,659	\$ 790,234,092	\$ 855,261,466	\$ 1,164,438,258	\$ 1,399,743,065	\$ 1,738,396,441	\$ 1,661,219,938	\$ 1,826,263,655
List / Sell Ratio	91.26%	90.94%	92.12%	92.37%	93.18%	94.90%	95.61%	96.01%	96.01%	95.84%
Average Sales Price	\$344,767	\$341,228	\$342,771	\$346,290	\$344,170	\$344,101	\$344,086	\$347,749	\$346,810	\$346,145
Average Days on Market	186	191	189	187	181	153	85	73	75	87
% Volume Compared to Previous Year	94.58%	85.04%	120.00%	107.93%	108.23%	136.15%	120.21%	124.19%	95.56%	109.94%
% ASP Compared to Previous Year	99.53%	98.97%	100.45%	101.03%	99.39%	99.98%	100.00%	101.06%	99.73%	99.81%

October Annual Rolling Totals Summary - Sales from \$500,000 to 749,999										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	705	555	681	713	857	1058	1211	1351	1350	1436
Total List Price	\$ 468,725,884	\$ 368,667,617	\$ 448,572,868	\$ 468,212,884	\$ 554,630,624	\$ 674,010,211	\$ 762,535,572	\$ 845,915,680	\$ 845,265,328	\$ 900,999,842
Told Sold Volume	\$ 423,531,070	\$ 331,763,061	\$ 407,589,892	\$ 428,066,993	\$ 515,270,245	\$ 636,247,339	\$ 727,612,029	\$ 810,627,505	\$ 809,963,568	\$ 860,147,660
List / Sell Ratio	90.36%	89.99%	90.86%	91.43%	92.90%	94.40%	95.42%	95.83%	95.82%	95.47%
Average Sales Price	\$600,753	\$597,771	\$598,517	\$600,374	\$601,249	\$601,368	\$600,836	\$600,020	\$599,973	\$598,989
Average Days on Market	211	209	231	215	200	185	114	96	90	117
% Volume Compared to Previous Year	94.62%	78.33%	122.86%	105.02%	120.37%	123.48%	114.36%	111.41%	99.92%	106.20%
% ASP Compared to Previous Year	100.26%	99.50%	100.12%	100.31%	100.15%	100.02%	99.91%	99.86%	99.99%	99.84%

October Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	303	224	294	314	352	486	555	590	546	614
Total List Price	\$ 291,331,040	\$ 218,109,424	\$ 279,784,290	\$ 296,301,962	\$ 328,590,328	\$ 447,264,826	\$ 502,290,633	\$ 532,208,463	\$ 488,922,557	\$ 549,979,448
Told Sold Volume	\$ 258,734,151	\$ 190,471,956	\$ 250,067,014	\$ 268,802,040	\$ 301,570,640	\$ 418,552,953	\$ 474,450,389	\$ 508,323,035	\$ 466,569,214	\$ 523,288,517
List / Sell Ratio	88.81%	87.33%	89.38%	90.72%	91.78%	93.58%	94.46%	95.51%	95.43%	95.15%
Average Sales Price	\$853,908	\$850,321	\$850,568	\$856,057	\$856,735	\$861,220	\$854,866	\$861,564	\$854,522	\$852,261
Average Days on Market	216	240	252	212	226	199	124	107	106	112
% Volume Compared to Previous Year	85.18%	73.62%	131.29%	107.49%	112.19%	138.79%	113.35%	107.14%	91.79%	112.16%
% ASP Compared to Previous Year	100.36%	99.58%	100.03%	100.65%	100.08%	100.52%	99.26%	100.78%	99.18%	99.74%

October Annual Rolling Totals Summary - All Sales \$1M +										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	671	468	638	697	723	944	1130	1251	1084	1155
Total List Price	\$ 1,623,078,282	\$ 1,194,052,728	\$ 1,572,869,287	\$ 1,689,126,901	\$ 1,639,687,406	\$ 2,245,300,261	\$ 2,652,078,065	\$ 3,101,732,315	\$ 2,528,740,971	\$ 2,881,759,013
Told Sold Volume	\$ 1,442,756,642	\$ 1,024,662,852	\$ 1,368,235,306	\$ 1,481,436,217	\$ 1,468,034,800	\$ 2,064,977,431	\$ 2,470,698,875	\$ 2,893,403,597	\$ 2,371,153,073	\$ 2,670,845,128
List / Sell Ratio	88.89%	85.81%	86.99%	87.70%	89.53%	91.97%	93.16%	93.28%	93.77%	92.68%
Average Sales Price	\$2,150,159	\$2,189,451	\$2,144,569	\$2,125,447	\$2,030,477	\$2,187,476	\$2,186,459	\$2,312,873	\$2,187,411	\$2,312,420
Average Days on Market	249	272	262	264	259	216	153	127	120	142
% Volume Compared to Previous Year	80.97%	71.02%	133.53%	108.27%	99.10%	140.66%	119.65%	117.11%	81.95%	112.64%
% ASP Compared to Previous Year	98.83%	101.83%	97.95%	99.11%	95.53%	107.73%	99.95%	105.78%	94.58%	105.71%

October Annual Rolling Totals Summary - Sales \$1M - \$2M										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	415	293	416	449	492	605	714	779	699	703
Total List Price	\$ 660,446,431	\$ 462,292,337	\$ 654,165,215	\$ 686,539,402	\$ 754,753,116	\$ 913,833,372	\$ 1,050,640,494	\$ 1,139,441,300	\$ 1,016,088,555	\$ 1,035,897,110
Told Sold Volume	\$ 583,601,184	\$ 397,323,451	\$ 566,591,755	\$ 610,887,974	\$ 680,382,872	\$ 839,591,189	\$ 977,489,189	\$ 1,065,501,646	\$ 949,738,684	\$ 964,306,021
List / Sell Ratio	88.36%	85.95%	86.61%	88.98%	90.15%	91.88%	93.04%	93.51%	93.47%	93.09%
Average Sales Price	\$1,406,268	\$1,356,053	\$1,361,999	\$1,360,552	\$1,382,892	\$1,387,754	\$1,369,032	\$1,367,781	\$1,358,711	\$1,371,701
Average Days on Market	239	244	244	259	250	220	147	114	109	129
% Volume Compared to Previous Year	83.03%	68.08%	142.60%	107.82%	111.38%	123.40%	116.42%	109.00%	89.14%	101.53%
% ASP Compared to Previous Year	101.03%	96.43%	100.44%	99.89%	101.64%	100.35%	98.65%	99.91%	99.34%	100.96%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	215	155	191	218	205	292	349	384	324	377
Total List Price	\$ 672,354,851	\$ 552,250,391	\$ 617,583,073	\$ 728,437,499	\$ 663,555,290	\$ 941,992,890	\$ 1,073,212,571	\$ 1,238,777,515	\$ 1,030,261,916	\$ 1,219,846,604
Told Sold Volume	\$ 597,002,708	\$ 473,689,401	\$ 544,636,551	\$ 637,268,243	\$ 592,542,928	\$ 869,325,742	\$ 998,955,186	\$ 1,159,145,729	\$ 967,738,389	\$ 1,132,580,023
List / Sell Ratio	88.79%	85.77%	88.19%	87.48%	89.30%	92.29%	93.08%	93.57%	93.93%	92.85%
Average Sales Price	\$2,776,757	\$3,056,061	\$2,851,500	\$2,923,249	\$2,890,453	\$2,977,143	\$2,862,336	\$3,018,609	\$2,986,847	\$3,004,191
Average Days on Market	258	328	291	277	274	208	154	141	131	151
% Volume Compared to Previous Year	78.91%	79.34%	114.98%	117.01%	92.98%	146.71%	114.91%	116.04%	83.49%	117.03%
% ASP Compared to Previous Year	98.36%	110.06%	93.31%	102.52%	98.88%	103.00%	96.14%	105.46%	98.95%	100.58%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	41	20	31	30	26	47	67	88	61	75
Total List Price	\$ 290,277,000	\$ 179,510,000	\$ 301,120,999	\$ 274,150,000	\$ 221,379,000	\$ 389,473,999	\$ 528,225,000	\$ 723,513,500	\$ 482,390,500	\$ 626,015,299
Told Sold Volume	\$ 262,152,750	\$ 153,650,000	\$ 257,007,000	\$ 233,280,000	\$ 195,109,000	\$ 356,060,500	\$ 494,254,500	\$ 668,756,222	\$ 453,676,000	\$ 573,959,084
List / Sell Ratio	90.31%	85.59%	85.35%	85.09%	88.13%	91.42%	93.57%	92.43%	94.05%	91.68%
Average Sales Price	\$6,393,970	\$7,682,500	\$8,290,548	\$7,776,000	\$7,504,192	\$7,575,755	\$7,376,933	\$7,599,503	\$7,437,311	\$7,652,788
Average Days on Market	305	250	330	242	312	221	213	183	184	218
% Volume Compared to Previous Year	81.33%	58.61%	167.27%	90.77%	83.64%	182.49%	138.81%	135.31%	67.84%	126.51%
% ASP Compared to Previous Year	91.25%	120.15%	107.91%	93.79%	96.50%	100.95%	97.38%	103.02%	97.87%	102.90%

October Annual Rolling Totals Summary - Overall Sales

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	6022	8281	10025	10528	10895	12147	12961	13258	11601	12040
Total List Price	\$ 3,593,982,553	\$ 3,194,511,118	\$ 3,985,162,390	\$ 4,231,892,345	\$ 4,410,958,324	\$ 5,606,504,067	\$ 6,406,015,804	\$ 7,215,475,793	\$ 6,327,937,150	\$ 6,936,525,049
Told Sold Volume	\$ 3,227,936,271	\$ 2,846,948,880	\$ 3,591,503,010	\$ 3,830,928,190	\$ 4,053,108,735	\$ 5,247,793,284	\$ 6,052,935,462	\$ 6,840,408,368	\$ 6,013,241,298	\$ 6,545,453,001
List / Sell Ratio	89.82%	89.12%	90.12%	90.53%	91.89%	93.60%	94.49%	94.80%	95.03%	94.36%
Average Sales Price	\$536,024	\$343,793	\$358,255	\$363,880	\$372,015	\$432,024	\$467,011	\$515,946	\$518,338	\$543,642
Average Days on Market	187	159	183	173	170	152	88	76	77	94
% Volume Compared to Previous Year	92.33%	88.20%	126.15%	106.67%	105.80%	129.48%	115.34%	113.01%	87.91%	108.85%
% ASP Compared to Previous Year	79.57%	64.14%	104.21%	101.57%	102.24%	116.13%	108.10%	110.48%	100.46%	104.88%