

#Oct/A1

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	2080	4702	5366	5619	5575	5282	5209	4229	3237	3031
Total List Price	\$ 387,999,929	\$ 657,829,671	\$ 761,189,329	\$ 798,887,602	\$ 839,354,489	\$ 860,475,672	\$ 891,718,066	\$ 776,204,217	\$ 622,178,737	\$ 595,894,493
Told Sold Volume	\$ 352,721,704	\$ 611,635,977	\$ 713,595,269	\$ 746,919,291	\$ 790,775,282	\$ 818,632,784	\$ 853,147,785	\$ 746,706,214	\$ 595,959,591	\$ 567,967,067
List / Sell Ratio	90.91%	92.98%	93.75%	93.49%	94.21%	95.14%	95.67%	96.20%	95.79%	95.31%
Average Sales Price	\$169,578	\$130,080	\$132,985	\$132,927	\$141,843	\$154,985	\$163,783	\$176,568	\$184,109	\$187,386
Median Price	\$ 175,000	\$ 125,000	\$ 130,000	\$ 130,000	\$ 139,900	\$ 155,000	\$ 165,000	\$ 180,000	\$ 190,000	\$ 191,000
Average Days on Market	155	130	144	152	150	129	70	57	59	77
% Volume Compared to Previous Year	196.64%	173.40%	116.67%	104.67%	105.87%	103.52%	104.22%	87.52%	79.81%	95.30%
% ASP Compared to Previous Year	89.62%	76.71%	102.23%	99.96%	106.71%	109.27%	105.68%	107.81%	104.27%	101.78%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	1801	1582	1793	1971	2216	2954	3572	4308	4072	4525
Total List Price	\$ 681,319,464	\$ 593,296,162	\$ 668,257,271	\$ 740,676,737	\$ 815,590,542	\$ 1,071,439,129	\$ 1,283,719,769	\$ 1,561,111,174	\$ 1,471,802,201	\$ 1,635,616,709
Told Sold Volume	\$ 621,586,573	\$ 540,103,124	\$ 616,103,018	\$ 683,711,986	\$ 760,520,916	\$ 1,017,380,622	\$ 1,227,873,544	\$ 1,499,037,012	\$ 1,412,396,017	\$ 1,568,072,076
List / Sell Ratio	91.23%	91.03%	92.20%	92.31%	93.25%	94.95%	95.65%	96.02%	95.96%	95.87%
Average Sales Price	\$345,134	\$341,405	\$343,616	\$346,886	\$343,195	\$344,408	\$343,750	\$347,966	\$346,856	\$346,535
Median Price	\$ 331,195	\$ 330,000	\$ 335,000	\$ 335,000	\$ 330,000	\$ 335,000	\$ 330,000	\$ 335,000	\$ 335,000	\$ 330,000
Average Days on Market	187	191	184	187	182	149	84	73	76	88
% Volume Compared to Previous Year	97.65%	86.89%	114.07%	110.97%	111.23%	133.77%	120.69%	122.08%	94.22%	111.02%
% ASP Compared to Previous Year	99.82%	98.92%	100.65%	100.95%	98.94%	100.35%	99.81%	101.23%	99.68%	99.91%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	625	490	586	622	769	913	1044	1159	1146	1211
Total List Price	\$ 415,951,863	\$ 325,632,912	\$ 386,082,311	\$ 409,011,474	\$ 497,422,830	\$ 581,267,866	\$ 656,938,499	\$ 727,487,269	\$ 718,219,552	\$ 761,100,494
Told Sold Volume	\$ 375,973,572	\$ 293,663,561	\$ 351,491,842	\$ 373,982,038	\$ 462,187,492	\$ 549,366,296	\$ 627,659,772	\$ 697,714,219	\$ 687,202,526	\$ 726,256,549
List / Sell Ratio	90.39%	90.18%	91.04%	91.44%	92.92%	94.51%	95.54%	95.91%	95.68%	95.42%
Average Sales Price	\$601,558	\$599,313	\$599,815	\$601,257	\$601,024	\$601,716	\$601,207	\$601,997	\$599,653	\$599,716
Median Price	\$ 595,000	\$ 589,000	\$ 595,000	\$ 591,000	\$ 595,000	\$ 593,000	\$ 590,000	\$ 589,000	\$ 585,000	\$ 585,000
Average Days on Market	211	209	236	214	200	184	112	92	90	118
% Volume Compared to Previous Year	96.18%	78.11%	119.69%	106.40%	123.59%	118.86%	114.25%	111.16%	98.49%	105.68%
% ASP Compared to Previous Year	100.18%	99.63%	100.08%	100.24%	99.96%	100.12%	99.92%	100.13%	99.61%	100.01%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	251	193	248	275	311	418	480	529	451	514
Total List Price	\$ 241,500,167	\$ 187,809,657	\$ 235,101,590	\$ 259,313,463	\$ 290,339,584	\$ 384,354,701	\$ 434,636,528	\$ 477,754,869	\$ 402,848,326	\$ 461,742,747
Told Sold Volume	\$ 214,662,051	\$ 164,083,956	\$ 211,061,014	\$ 235,611,540	\$ 266,841,800	\$ 360,219,348	\$ 410,670,970	\$ 456,108,952	\$ 384,926,914	\$ 439,558,732
List / Sell Ratio	88.89%	87.37%	89.77%	90.86%	91.91%	93.72%	94.49%	95.47%	95.55%	95.20%
Average Sales Price	\$855,227	\$850,176	\$851,052	\$856,769	\$858,012	\$861,769	\$855,565	\$862,210	\$853,496	\$855,173
Median Price	\$ 850,000	\$ 850,000	\$ 847,500	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 859,000	\$ 842,500	\$ 850,000
Average Days on Market	211	249	257	205	222	198	120	103	105	114
% Volume Compared to Previous Year	80.94%	76.44%	128.63%	111.63%	113.25%	134.99%	114.01%	111.06%	84.39%	114.19%
% ASP Compared to Previous Year	100.61%	99.41%	100.10%	100.67%	100.15%	100.44%	99.28%	100.78%	98.99%	100.20%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	577	416	556	623	640	816	1022	1089	916	999
Total List Price	\$ 1,396,992,208	\$ 1,076,052,128	\$ 1,392,487,312	\$ 1,498,947,521	\$ 1,437,761,830	\$ 1,926,190,482	\$ 2,440,684,682	\$ 2,721,119,353	\$ 2,143,307,552	\$ 2,505,015,733
Told Sold Volume	\$ 1,237,925,579	\$ 923,695,339	\$ 1,212,409,030	\$ 1,322,289,767	\$ 1,289,723,610	\$ 1,779,456,456	\$ 2,274,990,344	\$ 2,539,142,634	\$ 2,010,345,723	\$ 2,317,912,721
List / Sell Ratio	88.61%	85.84%	87.07%	88.21%	89.70%	92.38%	93.21%	93.31%	93.80%	92.53%
Average Sales Price	\$2,145,452	\$2,220,421	\$2,180,592	\$2,122,455	\$2,015,193	\$2,180,706	\$2,226,018	\$2,331,628	\$2,194,701	\$2,320,233
Median Price	\$ 1,737,500	\$ 1,600,000	\$ 1,600,000	\$ 1,600,000	\$ 1,595,000	\$ 1,600,000	\$ 1,650,000	\$ 1,640,000	\$ 1,566,000	\$ 1,670,000
Average Days on Market	244	273	262	263	258	215	148	126	117	143
% Volume Compared to Previous Year	80.18%	74.62%	131.26%	109.06%	97.54%	137.97%	127.85%	111.61%	79.17%	115.30%
% ASP Compared to Previous Year	98.80%	103.49%	98.21%	97.33%	94.95%	108.21%	102.08%	104.74%	94.13%	105.72%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	354	262	359	401	433	523	640	674	597	607
Total List Price	\$ 567,168,357	\$ 415,071,737	\$ 565,264,140	\$ 615,188,522	\$ 662,690,540	\$ 784,625,593	\$ 940,492,110	\$ 984,509,838	\$ 866,895,541	\$ 896,678,035
Told Sold Volume	\$ 500,552,509	\$ 356,119,839	\$ 491,429,479	\$ 547,576,524	\$ 599,464,182	\$ 724,525,866	\$ 876,135,158	\$ 920,991,554	\$ 809,387,242	\$ 833,358,893
List / Sell Ratio	88.25%	85.80%	86.94%	89.01%	90.46%	92.34%	93.16%	93.55%	93.37%	92.94%
Average Sales Price	\$1,413,990	\$1,359,236	\$1,368,884	\$1,365,527	\$1,384,444	\$1,385,327	\$1,368,961	\$1,366,456	\$1,355,758	\$1,372,914
Median Price	\$ 1,350,000	\$ 1,300,000	\$ 1,325,000	\$ 1,300,000	\$ 1,330,000	\$ 1,340,000	\$ 1,320,000	\$ 1,305,000	\$ 1,300,000	\$ 1,323,750
Average Days on Market	233	247	243	258	245	222	143	113	108	131
% Volume Compared to Previous Year	81.73%	71.15%	138.00%	111.43%	109.48%	120.86%	120.93%	105.12%	87.88%	102.96%
% ASP Compared to Previous Year	101.35%	96.13%	100.71%	99.75%	101.39%	100.06%	98.82%	99.82%	99.22%	101.27%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	191	134	169	196	186	251	316	334	266	326
Total List Price	\$ 600,326,851	\$ 481,470,391	\$ 549,449,173	\$ 651,208,999	\$ 603,237,290	\$ 803,975,890	\$ 977,717,572	\$ 1,070,563,015	\$ 848,955,511	\$ 1,052,982,399
Told Sold Volume	\$ 531,840,570	\$ 413,925,500	\$ 483,932,551	\$ 572,033,243	\$ 539,097,928	\$ 744,870,090	\$ 910,075,686	\$ 1,001,599,858	\$ 798,579,981	\$ 977,234,828
List / Sell Ratio	88.59%	85.97%	88.08%	87.84%	89.37%	92.65%	93.08%	93.56%	94.07%	92.81%
Average Sales Price	\$2,784,506	\$3,088,996	\$2,863,506	\$2,918,537	\$2,898,376	\$2,967,610	\$2,879,986	\$2,998,802	\$3,002,180	\$2,997,653
Median Price	\$ 2,550,000	\$ 2,900,000	\$ 2,597,500	\$ 2,725,000	\$ 2,687,500	\$ 2,750,000	\$ 2,675,000	\$ 2,895,000	\$ 2,850,000	\$ 2,825,000
Average Days on Market	250	326	289	274	285	197	145	139	125	153
% Volume Compared to Previous Year	81.55%	77.83%	116.91%	118.21%	94.24%	138.17%	122.18%	110.06%	79.73%	122.37%
% ASP Compared to Previous Year	98.62%	110.94%	92.70%	101.92%	99.31%	102.39%	97.05%	104.13%	100.11%	99.85%

October Annual YTD Summary - Sales \$5M +

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	32	20	28	26	21	42	66	81	53	66
Total List Price	\$ 229,497,000	\$ 179,510,000	\$ 277,773,999	\$ 232,550,000	\$ 171,834,000	\$ 337,588,999	\$ 522,475,000	\$ 666,046,500	\$ 427,456,500	\$ 555,355,299
Told Sold Volume	\$ 205,532,500	\$ 153,650,000	\$ 237,047,000	\$ 202,680,000	\$ 151,161,500	\$ 310,060,500	\$ 488,779,500	\$ 616,551,222	\$ 402,378,500	\$ 507,319,000
List / Sell Ratio	89.56%	85.59%	85.34%	87.16%	87.97%	91.85%	93.55%	92.57%	94.13%	91.35%
Average Sales Price	\$6,422,891	\$7,682,500	\$8,465,964	\$7,795,385	\$7,198,167	\$7,382,393	\$7,405,750	\$7,611,743	\$7,592,047	\$7,686,652
Median Price	\$ 6,000,000	\$ 6,625,000	\$ 6,950,000	\$ 6,657,500	\$ 6,366,500	\$ 6,250,000	\$ 6,231,250	\$ 6,450,000	\$ 6,587,500	\$ 6,475,000
Average Days on Market	322	250	345	255	298	235	216	178	176	210
% Volume Compared to Previous Year	66.13%	74.76%	154.28%	85.50%	74.58%	205.12%	157.64%	126.14%	65.26%	126.08%
% ASP Compared to Previous Year	94.28%	119.61%	110.20%	92.08%	92.34%	102.56%	100.32%	102.78%	99.74%	101.25%

October Annual YTD Summary - Overall Sales

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	5334	7383	8549	9110	9511	10383	11327	11314	9822	10280
Total List Price	\$ 3,123,763,631	\$ 2,840,620,530	\$ 3,443,117,813	\$ 3,706,836,797	\$ 3,880,469,275	\$ 4,823,727,850	\$ 5,707,697,543	\$ 6,263,676,882	\$ 5,358,356,368	\$ 5,959,370,176
Told Sold Volume	\$ 2,802,869,479	\$ 2,533,181,957	\$ 3,104,660,173	\$ 3,362,514,622	\$ 3,570,049,100	\$ 4,525,055,506	\$ 5,394,342,415	\$ 5,938,709,031	\$ 5,090,830,771	\$ 5,619,767,145
List / Sell Ratio	89.73%	89.18%	90.17%	90.71%	92.00%	93.81%	94.51%	94.81%	95.01%	94.30%
Average Sales Price	\$525,472	\$343,110	\$363,161	\$369,101	\$375,360	\$435,814	\$476,238	\$524,899	\$518,309	\$546,670
Median Price	\$ 300,000	\$ 180,000	\$ 187,000	\$ 190,000	\$ 210,000	\$ 245,000	\$ 265,000	\$ 304,950	\$ 317,865	\$ 325,000
Average Days on Market	185	159	170	173	171	149	87	76	77	95
% Volume Compared to Previous Year	84.82%	90.38%	122.56%	108.31%	106.17%	126.75%	119.21%	110.09%	85.72%	110.39%
% ASP Compared to Previous Year	77.76%	65.30%	105.84%	101.64%	101.70%	116.11%	109.28%	110.22%	98.74%	105.47%