

November Annual Rolling Totals Summary - Sales from \$0 - \$249,999										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	2408	5435	6260	6574	6503	6191	5986	4954	3823	3518
Total List Price	\$ 443,328,126	\$ 764,452,664	\$ 884,461,662	\$ 935,496,211	\$ 978,396,185	\$ 1,006,777,524	\$ 1,025,682,264	\$ 908,928,409	\$ 733,341,058	\$ 691,268,639
Told Sold Volume	\$ 403,554,124	\$ 711,017,777	\$ 828,299,716	\$ 874,678,820	\$ 921,681,117	\$ 958,068,455	\$ 981,404,391	\$ 874,274,029	\$ 702,747,315	\$ 657,967,512
List / Sell Ratio	91.03%	93.01%	93.65%	93.50%	94.20%	95.16%	95.68%	96.19%	95.83%	95.18%
Average Sales Price	\$167,589	\$130,822	\$132,316	\$133,051	\$141,732	\$154,752	\$163,950	\$176,478	\$183,821	\$187,029
Average Days on Market	155	130	145	152	150	127	69	57	59	78
% Volume Compared to Previous Year	193.88%	176.19%	116.49%	105.60%	105.37%	103.95%	102.44%	89.08%	80.38%	93.63%
% ASP Compared to Previous Year	88.81%	78.06%	101.14%	100.56%	106.52%	109.19%	105.94%	107.64%	104.16%	101.75%

November Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	2041	1865	2108	2260	2585	3393	4113	5048	4830	5262
Total List Price	\$ 772,094,088	\$ 697,826,336	\$ 786,095,128	\$ 846,539,081	\$ 952,271,390	\$ 1,231,107,368	\$ 1,478,794,666	\$ 1,829,445,458	\$ 1,742,712,360	\$ 1,901,771,677
Told Sold Volume	\$ 704,340,178	\$ 635,113,720	\$ 725,177,813	\$ 781,846,724	\$ 888,912,767	\$ 1,168,791,031	\$ 1,413,916,803	\$ 1,756,899,936	\$ 1,672,967,600	\$ 1,822,057,512
List / Sell Ratio	91.22%	91.01%	92.25%	92.36%	93.35%	94.94%	95.61%	96.03%	96.00%	95.81%
Average Sales Price	\$345,096	\$340,544	\$344,012	\$345,950	\$343,873	\$344,471	\$343,768	\$348,039	\$346,370	\$346,267
Average Days on Market	186	194	185	187	181	148	84	74	75	89
% Volume Compared to Previous Year	94.91%	90.17%	114.18%	107.81%	113.69%	131.49%	120.97%	124.26%	95.22%	108.91%
% ASP Compared to Previous Year	99.93%	98.68%	101.02%	100.56%	99.40%	100.17%	99.80%	101.24%	99.52%	99.97%

November Annual Rolling Totals Summary - Sales from \$500,000 to 749,999										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	703	562	685	711	877	1074	1221	1347	1370	1422
Total List Price	\$ 467,076,944	\$ 373,157,070	\$ 451,660,293	\$ 466,427,091	\$ 567,476,809	\$ 683,450,712	\$ 766,914,820	\$ 845,316,589	\$ 856,342,124	\$ 892,658,774
Told Sold Volume	\$ 421,588,596	\$ 335,787,561	\$ 410,409,947	\$ 427,227,387	\$ 527,673,151	\$ 645,378,863	\$ 732,359,760	\$ 810,417,274	\$ 820,255,227	\$ 852,307,464
List / Sell Ratio	90.26%	89.99%	90.87%	91.60%	92.99%	94.43%	95.49%	95.87%	95.79%	95.48%
Average Sales Price	\$599,699	\$597,487	\$599,139	\$600,882	\$601,680	\$600,911	\$599,803	\$601,646	\$598,726	\$599,372
Average Days on Market	212	207	232	215	200	180	114	94	91	116
% Volume Compared to Previous Year	95.35%	79.65%	122.22%	104.10%	123.51%	122.31%	113.48%	110.66%	101.21%	103.91%
% ASP Compared to Previous Year	99.96%	99.63%	100.28%	100.29%	100.13%	99.87%	99.82%	100.31%	99.51%	100.11%

November Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	295	228	291	317	364	489	546	607	545	605
Total List Price	\$ 284,367,333	\$ 222,350,157	\$ 275,840,990	\$ 298,873,161	\$ 339,550,329	\$ 448,840,194	\$ 493,824,809	\$ 548,636,324	\$ 486,021,492	\$ 543,568,325
Told Sold Volume	\$ 252,115,151	\$ 193,828,456	\$ 247,634,014	\$ 271,220,040	\$ 311,986,140	\$ 420,430,660	\$ 467,386,082	\$ 523,222,636	\$ 464,023,218	\$ 517,115,000
List / Sell Ratio	88.66%	87.17%	89.77%	90.75%	91.88%	93.67%	94.65%	95.37%	95.47%	95.13%
Average Sales Price	\$854,628	\$850,125	\$850,976	\$855,584	\$857,105	\$859,776	\$856,018	\$861,981	\$851,419	\$854,736
Average Days on Market	213	238	261	213	218	199	121	105	107	114
% Volume Compared to Previous Year	82.37%	76.88%	127.76%	109.52%	115.03%	134.76%	111.17%	111.95%	88.69%	111.44%
% ASP Compared to Previous Year	100.51%	99.47%	100.10%	100.54%	100.18%	100.31%	99.56%	100.70%	98.77%	100.39%

November Annual Rolling Totals Summary - All Sales \$1M +										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	645	487	632	701	749	924	1159	1255	1076	1154
Total List Price	\$ 1,558,611,707	\$ 1,219,590,903	\$ 1,570,837,202	\$ 1,712,911,487	\$ 1,719,770,570	\$ 2,144,811,286	\$ 2,743,617,555	\$ 3,132,201,994	\$ 2,502,240,189	\$ 2,850,520,168
Told Sold Volume	\$ 1,382,660,529	\$ 1,045,733,028	\$ 1,365,631,030	\$ 1,505,754,057	\$ 1,538,842,437	\$ 1,979,424,135	\$ 2,556,323,194	\$ 2,922,045,019	\$ 2,346,691,116	\$ 2,638,758,246
List / Sell Ratio	88.71%	85.74%	86.94%	87.91%	89.48%	92.29%	93.17%	93.29%	93.78%	92.57%
Average Sales Price	\$2,143,660	\$2,147,296	\$2,160,809	\$2,148,009	\$2,054,529	\$2,142,234	\$2,205,628	\$2,328,323	\$2,180,940	\$2,286,619
Average Days on Market	245	271	261	265	261	210	150	129	117	144
% Volume Compared to Previous Year	78.03%	75.63%	130.59%	110.26%	102.20%	128.63%	129.14%	114.31%	80.31%	112.45%
% ASP Compared to Previous Year	98.84%	100.17%	100.63%	99.41%	95.65%	104.27%	102.96%	105.56%	93.67%	104.85%

November Annual Rolling Totals Summary - Sales \$1M - \$2M										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	398	312	408	453	501	600	730	774	698	703
Total List Price	\$ 636,807,856	\$ 490,104,512	\$ 641,044,130	\$ 694,135,988	\$ 769,721,280	\$ 901,915,397	\$ 1,073,536,984	\$ 1,133,936,979	\$ 1,015,224,390	\$ 1,033,473,070
Told Sold Volume	\$ 561,696,059	\$ 420,633,527	\$ 556,121,479	\$ 617,523,314	\$ 694,202,357	\$ 830,436,045	\$ 999,434,008	\$ 1,060,293,568	\$ 949,229,977	\$ 961,487,396
List / Sell Ratio	88.20%	85.83%	86.75%	88.96%	90.19%	92.07%	93.10%	93.51%	93.50%	93.03%
Average Sales Price	\$1,411,297	\$1,348,184	\$1,363,043	\$1,363,186	\$1,385,633	\$1,384,060	\$1,369,088	\$1,369,888	\$1,359,928	\$1,367,692
Average Days on Market	231	242	242	262	248	216	144	114	108	131
% Volume Compared to Previous Year	80.05%	74.89%	132.21%	111.04%	112.42%	119.62%	120.35%	106.09%	89.53%	101.29%
% ASP Compared to Previous Year	101.57%	95.53%	101.10%	100.01%	101.65%	99.89%	98.92%	100.06%	99.27%	100.57%

November Annual Rolling Totals Summary - Sales \$2M - \$5M										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	210	153	194	216	222	280	358	390	319	381
Total List Price	\$ 662,071,851	\$ 538,629,391	\$ 633,219,073	\$ 719,080,499	\$ 729,230,290	\$ 885,206,890	\$ 1,114,238,571	\$ 1,253,684,515	\$ 1,011,844,299	\$ 1,232,496,799
Told Sold Volume	\$ 586,411,970	\$ 461,049,501	\$ 557,652,551	\$ 631,303,243	\$ 651,128,580	\$ 820,227,590	\$ 1,037,279,686	\$ 1,172,852,729	\$ 950,557,639	\$ 1,142,036,766
List / Sell Ratio	88.57%	85.60%	88.07%	87.79%	89.29%	92.66%	93.09%	93.55%	93.94%	92.66%
Average Sales Price	\$2,792,438	\$3,013,395	\$2,874,498	\$2,922,700	\$2,933,012	\$2,929,384	\$2,897,429	\$3,007,315	\$2,979,805	\$2,997,472
Average Days on Market	258	333	288	274	285	196	149	146	126	156
% Volume Compared to Previous Year	78.25%	78.62%	120.95%	113.21%	103.14%	125.97%	126.46%	113.07%	81.05%	120.14%
% ASP Compared to Previous Year	98.74%	107.91%	95.39%	101.68%	100.35%	99.88%	98.91%	103.79%	99.09%	100.59%

November Annual Rolling Totals Summary - Sales \$5M +										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	37	22	30	32	26	44	71	91	59	70
Total List Price	\$ 259,732,000	\$ 190,857,000	\$ 296,573,999	\$ 299,695,000	\$ 220,819,000	\$ 357,688,999	\$ 555,842,000	\$ 744,580,500	\$ 475,171,500	\$ 584,550,299
Told Sold Volume	\$ 234,552,500	\$ 164,050,000	\$ 251,857,000	\$ 256,927,500	\$ 193,511,500	\$ 328,760,500	\$ 519,609,500	\$ 688,898,722	\$ 446,903,500	\$ 535,234,084
List / Sell Ratio	90.31%	85.95%	84.92%	85.73%	87.63%	91.91%	93.48%	92.52%	94.05%	91.56%
Average Sales Price	\$6,339,257	\$7,456,818	\$8,395,233	\$8,028,984	\$7,442,750	\$7,471,830	\$7,318,444	\$7,570,316	\$7,574,636	\$7,646,201
Average Days on Market	324	250	332	247	295	226	210	189	181	218
% Volume Compared to Previous Year	73.13%	69.94%	153.52%	102.01%	75.32%	169.89%	158.05%	132.58%	64.87%	119.77%
% ASP Compared to Previous Year	92.90%	117.63%	112.58%	95.64%	92.70%	100.39%	97.95%	103.44%	100.06%	100.94%

November Annual Rolling Totals Summary - Overall Sales										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	6092	8577	9976	10563	11078	12071	13025	13211	11644	11961
Total List Price	\$ 3,525,478,198	\$ 3,277,377,130	\$ 3,968,895,275	\$ 4,260,247,031	\$ 4,557,465,283	\$ 5,514,987,084	\$ 6,508,834,113	\$ 7,264,528,774	\$ 6,320,657,223	\$ 6,879,787,583
Told Sold Volume	\$ 3,164,258,578	\$ 2,921,480,542	\$ 3,577,152,520	\$ 3,860,727,028	\$ 4,189,095,612	\$ 5,172,093,144	\$ 6,151,390,230	\$ 6,886,858,894	\$ 6,006,684,476	\$ 6,488,205,734
List / Sell Ratio	89.75%	89.14%	90.13%	90.62%	91.92%	93.78%	94.51%	94.80%	95.03%	94.31%
Average Sales Price	\$519,412	\$340,618	\$358,576	\$365,495	\$378,145	\$428,473	\$472,276	\$521,297	\$515,861	\$542,447
Average Days on Market	184	160	171	173	171	147	87	76	77	95
% Volume Compared to Previous Year	91.18%	92.33%	122.44%	107.93%	108.51%	123.47%	118.93%	111.96%	87.22%	108.02%
% ASP Compared to Previous Year	77.32%	65.58%	105.27%	101.93%	103.46%	113.31%	110.22%	110.38%	98.96%	105.15%