

#Nov!A1

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	2311	5122	5770	6075	6056	5679	5595	4502	3502	3255
Total List Price	\$ 423,786,753	\$ 715,288,341	\$ 813,953,122	\$ 864,426,167	\$ 913,080,509	\$ 928,032,719	\$ 959,869,676	\$ 828,337,786	\$ 672,959,419	\$ 639,733,747
Told Sold Volume	\$ 385,929,325	\$ 665,926,586	\$ 762,734,455	\$ 808,348,449	\$ 860,913,973	\$ 883,262,627	\$ 918,750,915	\$ 796,925,583	\$ 644,590,770	\$ 609,657,717
List / Sell Ratio	91.07%	93.10%	93.71%	93.51%	94.29%	95.18%	95.72%	96.21%	95.78%	95.30%
Average Sales Price	\$166,997	\$130,013	\$132,190	\$133,061	\$142,159	\$155,531	\$164,209	\$177,016	\$184,064	\$187,299
Median Price	\$ 170,000	\$ 125,000	\$ 130,000	\$ 130,000	\$ 140,000	\$ 155,100	\$ 166,000	\$ 181,325	\$ 190,000	\$ 192,000
Average Days on Market	154	131	145	152	150	125	69	57	60	78
% Volume Compared to Previous Year	198.44%	172.55%	114.54%	105.98%	106.50%	102.60%	104.02%	86.74%	80.88%	94.58%
% ASP Compared to Previous Year	88.70%	77.85%	101.67%	100.66%	106.84%	109.41%	105.58%	107.80%	103.98%	101.76%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	1887	1745	1928	2084	2429	3176	3839	4624	4428	4867
Total List Price	\$ 714,338,809	\$ 653,241,312	\$ 719,518,143	\$ 782,947,531	\$ 892,291,490	\$ 1,152,265,173	\$ 1,379,316,645	\$ 1,675,480,623	\$ 1,598,569,661	\$ 1,758,579,167
Told Sold Volume	\$ 651,210,652	\$ 594,724,701	\$ 663,742,749	\$ 722,964,349	\$ 833,424,580	\$ 1,094,637,059	\$ 1,319,303,719	\$ 1,608,970,682	\$ 1,534,077,349	\$ 1,685,547,265
List / Sell Ratio	91.16%	91.04%	92.25%	92.34%	93.40%	95.00%	95.65%	96.03%	95.97%	95.85%
Average Sales Price	\$345,104	\$340,816	\$344,265	\$346,912	\$343,114	\$344,659	\$343,658	\$347,961	\$346,449	\$346,322
Median Price	\$ 330,000	\$ 329,900	\$ 335,000	\$ 335,000	\$ 330,000	\$ 335,000	\$ 330,000	\$ 335,000	\$ 335,000	\$ 330,000
Average Days on Market	186	193	183	186	181	146	83	73	76	88
% Volume Compared to Previous Year	95.87%	91.33%	111.61%	108.92%	115.28%	131.34%	120.52%	121.96%	95.35%	109.87%
% ASP Compared to Previous Year	99.93%	98.76%	101.01%	100.77%	98.91%	100.45%	99.71%	101.25%	99.57%	99.96%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	654	526	626	660	827	987	1128	1239	1246	1297
Total List Price	\$ 435,013,368	\$ 349,183,870	\$ 412,720,694	\$ 433,864,064	\$ 535,121,605	\$ 628,407,142	\$ 708,457,023	\$ 778,406,702	\$ 780,215,781	\$ 814,755,655
Told Sold Volume	\$ 392,948,072	\$ 314,662,561	\$ 375,310,897	\$ 396,961,487	\$ 497,569,847	\$ 593,880,175	\$ 676,921,382	\$ 746,765,598	\$ 746,545,564	\$ 777,759,391
List / Sell Ratio	90.33%	90.11%	90.94%	91.49%	92.98%	94.51%	95.55%	95.94%	95.68%	95.46%
Average Sales Price	\$600,838	\$598,218	\$599,538	\$601,457	\$601,656	\$601,702	\$600,108	\$602,716	\$599,154	\$599,660
Median Price	\$ 593,188	\$ 585,000	\$ 590,757	\$ 591,000	\$ 595,000	\$ 590,000	\$ 588,250	\$ 590,000	\$ 585,000	\$ 585,000
Average Days on Market	212	208	234	213	201	180	114	93	91	117
% Volume Compared to Previous Year	95.88%	80.08%	119.27%	105.77%	125.34%	119.36%	113.98%	110.32%	99.97%	104.18%
% ASP Compared to Previous Year	99.99%	99.56%	100.22%	100.32%	100.03%	100.01%	99.73%	100.43%	99.41%	100.08%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	266	212	264	294	342	452	505	571	492	546
Total List Price	\$ 256,486,134	\$ 207,036,357	\$ 250,384,990	\$ 277,168,062	\$ 319,154,184	\$ 414,744,669	\$ 456,560,672	\$ 516,106,874	\$ 438,299,266	\$ 490,782,564
Told Sold Volume	\$ 227,447,551	\$ 180,225,956	\$ 224,770,014	\$ 251,738,540	\$ 293,384,300	\$ 388,639,555	\$ 432,026,870	\$ 492,364,453	\$ 418,636,419	\$ 467,094,720
List / Sell Ratio	88.68%	87.05%	89.77%	90.83%	91.93%	93.71%	94.63%	95.40%	95.51%	95.17%
Average Sales Price	\$855,066	\$850,122	\$851,402	\$856,254	\$857,849	\$859,822	\$855,499	\$862,285	\$850,887	\$855,485
Median Price	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 860,000	\$ 840,000	\$ 850,000
Average Days on Market	208	241	261	213	219	198	121	103	105	116
% Volume Compared to Previous Year	79.91%	79.24%	124.72%	112.00%	116.54%	132.47%	111.16%	113.97%	85.03%	111.58%
% ASP Compared to Previous Year	100.64%	99.42%	100.15%	100.57%	100.19%	100.23%	99.50%	100.79%	98.68%	100.54%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	596	454	588	659	702	858	1093	1164	983	1065
Total List Price	\$ 1,447,627,108	\$ 1,152,225,203	\$ 1,466,628,302	\$ 1,596,873,097	\$ 1,615,770,570	\$ 2,003,710,247	\$ 2,609,743,937	\$ 2,920,648,287	\$ 2,316,335,704	\$ 2,646,805,040
Told Sold Volume	\$ 1,282,405,029	\$ 989,244,965	\$ 1,275,354,380	\$ 1,409,552,957	\$ 1,447,794,437	\$ 1,851,973,987	\$ 2,433,132,194	\$ 2,725,925,906	\$ 2,172,667,038	\$ 2,448,147,154
List / Sell Ratio	88.59%	85.86%	86.96%	88.27%	89.60%	92.43%	93.23%	93.33%	93.80%	92.49%
Average Sales Price	\$2,151,686	\$2,178,954	\$2,168,970	\$2,138,927	\$2,062,385	\$2,158,478	\$2,226,104	\$2,341,861	\$2,210,241	\$2,298,730
Median Price	\$ 1,740,000	\$ 1,600,000	\$ 185,000	\$ 187,000	\$ 1,600,000	\$ 1,600,000	\$ 1,650,000	\$ 1,650,000	\$ 1,580,000	\$ 1,675,000
Average Days on Market	245	272	261	263	260	213	146	128	117	144
% Volume Compared to Previous Year	77.79%	77.14%	128.92%	110.52%	102.71%	127.92%	131.38%	112.03%	79.70%	112.68%
% ASP Compared to Previous Year	98.67%	101.27%	99.54%	98.61%	96.42%	104.66%	103.13%	105.20%	94.38%	104.00%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	364	291	380	426	467	552	685	714	636	646
Total List Price	\$ 584,023,257	\$ 459,738,812	\$ 596,810,130	\$ 654,331,098	\$ 716,801,280	\$ 826,818,358	\$ 1,005,581,365	\$ 1,044,094,772	\$ 925,616,310	\$ 952,974,764
Told Sold Volume	\$ 515,443,059	\$ 394,320,465	\$ 519,159,829	\$ 581,942,214	\$ 647,649,357	\$ 763,555,897	\$ 937,110,008	\$ 976,758,326	\$ 864,645,307	\$ 885,798,333
List / Sell Ratio	88.26%	85.77%	86.99%	88.94%	90.35%	92.35%	93.19%	93.55%	93.41%	92.95%
Average Sales Price	\$1,416,052	\$1,355,053	\$1,366,210	\$1,366,062	\$1,386,829	\$1,383,253	\$1,368,044	\$1,368,009	\$1,359,505	\$1,371,205
Median Price	\$ 1,350,000	\$ 1,300,000	\$ 1,325,000	\$ 1,300,000	\$ 1,350,000	\$ 1,344,050	\$ 1,325,000	\$ 1,300,000	\$ 1,300,000	\$ 1,305,000
Average Days on Market	235	246	241	259	244	219	141	113	108	131
% Volume Compared to Previous Year	79.39%	76.50%	131.66%	112.09%	111.29%	117.90%	122.73%	104.23%	88.52%	102.45%
% ASP Compared to Previous Year	101.64%	95.69%	100.82%	99.99%	101.52%	99.74%	98.90%	100.00%	99.38%	100.86%

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	200	141	179	204	211	264	338	362	289	353
Total List Price	\$ 634,106,851	\$ 501,629,391	\$ 585,244,173	\$ 677,646,999	\$ 695,350,290	\$ 839,302,890	\$ 1,054,070,572	\$ 1,161,823,015	\$ 921,797,894	\$ 1,138,474,977
Told Sold Volume	\$ 561,429,470	\$ 430,874,500	\$ 513,897,551	\$ 596,033,243	\$ 621,683,580	\$ 778,357,590	\$ 981,887,686	\$ 1,087,118,858	\$ 866,918,231	\$ 1,055,029,821
List / Sell Ratio	88.54%	85.89%	87.81%	87.96%	89.41%	92.74%	93.15%	93.57%	94.05%	92.67%
Average Sales Price	\$2,807,147	\$3,055,848	\$2,870,936	\$2,921,732	\$2,946,368	\$2,948,324	\$2,904,993	\$3,003,091	\$2,999,717	\$2,988,753
Median Price	\$ 2,575,000	\$ 2,895,000	\$ 2,605,000	\$ 2,700,000	\$ 2,700,000	\$ 2,700,000	\$ 2,700,000	\$ 2,900,000	\$ 2,850,000	\$ 2,800,000
Average Days on Market	252	330	290	272	292	198	143	143	125	157
% Volume Compared to Previous Year	81.09%	76.75%	119.27%	115.98%	104.30%	125.20%	126.15%	110.72%	79.74%	121.70%
% ASP Compared to Previous Year	99.33%	108.86%	93.95%	101.77%	100.84%	100.07%	98.53%	103.38%	99.89%	99.63%

November Annual YTD Summary - Sales \$5M +

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	32	22	29	29	24	42	70	88	58	66
Total List Price	\$ 229,497,000	\$ 190,857,000	\$ 284,573,999	\$ 264,895,000	\$ 203,619,000	\$ 337,588,999	\$ 550,092,000	\$ 714,730,500	\$ 468,921,500	\$ 555,355,299
Told Sold Volume	\$ 205,532,500	\$ 164,050,000	\$ 242,297,000	\$ 231,577,500	\$ 178,461,500	\$ 310,060,500	\$ 514,134,500	\$ 662,048,722	\$ 441,103,500	\$ 507,319,000
List / Sell Ratio	89.56%	85.95%	85.14%	87.42%	87.64%	91.85%	93.46%	92.63%	94.07%	91.35%
Average Sales Price	\$6,422,891	\$7,456,818	\$8,355,069	\$7,985,431	\$7,435,896	\$7,382,393	\$7,344,779	\$7,523,281	\$7,605,233	\$7,686,652
Median Price	\$ 6,000,000	\$ 6,250,000	\$ 6,900,000	\$ 6,747,500	\$ 6,366,500	\$ 6,300,000	\$ 6,231,250	\$ 6,400,000	\$ 6,593,750	\$ 6,475,000
Average Days on Market	322	250	340	259	279	235	213	183	181	210
% Volume Compared to Previous Year	60.22%	79.82%	147.70%	95.58%	77.06%	173.74%	165.82%	128.77%	66.63%	115.01%
% ASP Compared to Previous Year	94.18%	116.10%	112.05%	95.58%	93.12%	99.28%	99.49%	102.43%	101.09%	101.07%

November Annual YTD Summary - Overall Sales

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of Sales	5714	8059	9176	9772	10356	11152	12160	12100	10651	11030
Total List Price	\$ 3,277,252,172	\$ 3,076,975,083	\$ 3,663,205,251	\$ 3,955,278,921	\$ 4,275,418,358	\$ 5,127,159,950	\$ 6,113,947,952	\$ 6,718,980,272	\$ 5,806,379,831	\$ 6,350,656,173
Told Sold Volume	\$ 2,939,940,629	\$ 2,744,784,769	\$ 3,301,912,495	\$ 3,589,565,782	\$ 3,933,087,137	\$ 4,812,393,403	\$ 5,780,135,080	\$ 6,370,952,222	\$ 5,516,517,140	\$ 5,988,206,247
List / Sell Ratio	89.71%	89.20%	90.14%	90.75%	91.99%	93.86%	94.54%	94.82%	95.01%	94.29%
Average Sales Price	\$514,515	\$340,586	\$359,842	\$367,332	\$379,788	\$431,527	\$475,340	\$526,525	\$517,934	\$542,902
Median Price	\$ 294,500	\$ 185,000	\$ 185,000	\$ 187,000	\$ 210,000	\$ 245,000	\$ 265,000	\$ 304,500	\$ 315,000	\$ 325,000
Average Days on Market	183	160	170	173	171	145	87	82	78	95
% Volume Compared to Previous Year	83.37%	93.36%	120.30%	108.71%	109.57%	122.36%	120.11%	110.22%	86.59%	108.55%
% ASP Compared to Previous Year	76.34%	66.20%	105.65%	102.08%	103.39%	113.62%	110.15%	110.77%	98.37%	104.82%