

#DeclA1

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

| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|----------------|----------------|----------------|
| Number of Sales | 2624 | 5612 | 6269 | 6522 | 6568 | 6070 | 6047 | 4823 | 3765 | 3530 |
| Total List Price | \$ 472,951,076 | \$ 785,796,881 | \$ 885,023,166 | \$ 929,741,843 | \$ 991,825,314 | \$ 993,845,307 | \$ 1,040,460,299 | \$ 888,719,425 | \$ 724,494,311 | \$ 693,104,038 |
| Told Sold Volume | \$ 431,020,516 | \$ 731,491,847 | \$ 829,064,826 | \$ 869,115,593 | \$ 935,719,801 | \$ 945,916,103 | \$ 996,099,361 | \$ 855,082,128 | \$ 692,900,565 | \$ 660,686,389 |
| List / Sell Ratio | 91.13% | 93.09% | 93.68% | 93.48% | 94.34% | 95.18% | 95.74% | 96.22% | 95.64% | 95.32% |
| Average Sales Price | \$164,261 | \$130,344 | \$132,248 | \$133,259 | \$142,466 | \$155,835 | \$164,726 | \$177,293 | \$184,037 | \$187,163 |
| Median Price | \$ 169,950 | \$ 125,000 | \$ 130,000 | \$ 130,000 | \$ 140,000 | \$ 156,643 | \$ 167,000 | \$ 182,000 | \$ 190,000 | \$ 191,000 |
| Average Days on Market | 150 | 132 | 146 | 152 | 150 | 121 | 68 | 56 | 61 | 78 |
| % Volume Compared to Previous Year | 203.21% | 169.71% | 113.34% | 104.83% | 107.66% | 101.09% | 105.31% | 85.84% | 81.03% | 95.35% |
| % ASP Compared to Previous Year | 87.51% | 79.35% | 101.46% | 100.76% | 106.91% | 109.38% | 105.71% | 107.63% | 103.80% | 101.70% |

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

| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales | 2007 | 1925 | 2104 | 2240 | 2646 | 3450 | 4263 | 5026 | 4823 | 5265 |
| Total List Price | \$ 758,923,833 | \$ 719,818,297 | \$ 783,109,693 | \$ 842,927,431 | \$ 971,133,685 | \$ 1,251,743,194 | \$ 1,533,281,480 | \$ 1,819,623,322 | \$ 1,741,762,171 | \$ 1,901,926,161 |
| Told Sold Volume | \$ 691,599,671 | \$ 656,159,765 | \$ 722,625,124 | \$ 778,452,536 | \$ 907,578,552 | \$ 1,189,250,143 | \$ 1,467,232,973 | \$ 1,747,860,933 | \$ 1,670,587,596 | \$ 1,821,330,595 |
| List / Sell Ratio | 91.13% | 91.16% | 92.28% | 92.35% | 93.46% | 95.01% | 95.69% | 96.06% | 95.91% | 95.76% |
| Average Sales Price | \$344,594 | \$340,862 | \$343,453 | \$347,523 | \$343,000 | \$344,710 | \$344,179 | \$347,764 | \$346,379 | \$345,932 |
| Median Price | \$ 330,000 | \$ 329,000 | \$ 333,000 | \$ 336,500 | \$ 330,000 | \$ 335,000 | \$ 330,000 | \$ 335,000 | \$ 334,965 | \$ 330,000 |
| Average Days on Market | 187 | 195 | 185 | 185 | 181 | 141 | 83 | 73 | 78 | 89 |
| % Volume Compared to Previous Year | 94.43% | 94.88% | 110.13% | 107.73% | 116.59% | 131.04% | 123.37% | 119.13% | 95.58% | 109.02% |
| % ASP Compared to Previous Year | 99.79% | 98.92% | 100.76% | 101.19% | 98.70% | 100.50% | 99.85% | 101.04% | 99.60% | 99.87% |

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

| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 690 | 585 | 677 | 710 | 914 | 1080 | 1236 | 1363 | 1371 | 1421 |
| Total List Price | \$ 458,986,568 | \$ 388,123,469 | \$ 445,283,721 | \$ 466,219,268 | \$ 590,165,175 | \$ 686,864,939 | \$ 775,366,910 | \$ 854,533,045 | \$ 858,118,900 | \$ 893,201,061 |
| Told Sold Volume | \$ 414,073,072 | \$ 349,761,611 | \$ 405,576,797 | \$ 427,064,791 | \$ 549,068,535 | \$ 649,318,553 | \$ 740,573,058 | \$ 820,475,261 | \$ 821,093,637 | \$ 852,995,015 |
| List / Sell Ratio | 90.21% | 90.12% | 91.08% | 91.60% | 93.04% | 94.53% | 95.51% | 96.01% | 95.69% | 95.50% |
| Average Sales Price | \$600,106 | \$597,883 | \$599,079 | \$601,500 | \$600,731 | \$601,221 | \$599,169 | \$601,963 | \$598,901 | \$600,278 |
| Median Price | \$ 591,250 | \$ 585,000 | \$ 590,000 | \$ 594,450 | \$ 592,500 | \$ 595,000 | \$ 585,000 | \$ 589,000 | \$ 585,000 | \$ 587,000 |
| Average Days on Market | 211 | 209 | 234 | 212 | 199 | 175 | 114 | 92 | 93 | 119 |
| % Volume Compared to Previous Year | 94.44% | 84.47% | 115.96% | 105.30% | 128.57% | 118.26% | 114.05% | 110.79% | 100.08% | 103.89% |
| % ASP Compared to Previous Year | 100.05% | 99.63% | 100.20% | 100.40% | 99.87% | 100.08% | 99.66% | 100.47% | 99.49% | 100.23% |

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

| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 282 | 239 | 287 | 316 | 379 | 493 | 541 | 624 | 551 | 588 |
| Total List Price | \$ 271,799,934 | \$ 232,492,357 | \$ 272,090,089 | \$ 297,564,207 | \$ 353,249,709 | \$ 452,008,806 | \$ 489,090,122 | \$ 563,829,100 | \$ 491,085,027 | \$ 527,808,860 |
| Told Sold Volume | \$ 241,050,051 | \$ 203,089,956 | \$ 244,251,514 | \$ 270,340,380 | \$ 325,175,405 | \$ 423,998,767 | \$ 462,885,053 | \$ 537,751,252 | \$ 468,656,699 | \$ 502,116,887 |
| List / Sell Ratio | 88.69% | 87.35% | 89.77% | 90.85% | 92.05% | 93.80% | 94.64% | 95.37% | 95.43% | 95.13% |
| Average Sales Price | \$854,787 | \$849,749 | \$851,051 | \$855,508 | \$857,983 | \$860,038 | \$855,610 | \$861,781 | \$850,557 | \$853,940 |
| Median Price | \$ 850,000 | \$ 850,000 | \$ 850,000 | \$ 850,000 | \$ 850,000 | \$ 850,000 | \$ 850,000 | \$ 858,722 | \$ 840,000 | \$ 850,000 |
| Average Days on Market | 208 | 244 | 257 | 212 | 218 | 192 | 122 | 104 | 104 | 118 |
| % Volume Compared to Previous Year | 77.94% | 84.25% | 120.27% | 110.68% | 120.28% | 130.39% | 109.17% | 116.17% | 87.15% | 107.14% |
| % ASP Compared to Previous Year | 100.60% | 99.41% | 100.15% | 100.52% | 100.29% | 100.24% | 99.49% | 100.72% | 98.70% | 100.40% |

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

| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales | 629 | 498 | 630 | 706 | 768 | 924 | 1184 | 1257 | 1072 | 1170 |
| Total List Price | \$ 1,514,992,808 | \$ 1,256,434,103 | \$ 1,582,666,692 | \$ 1,700,873,097 | \$ 1,756,871,609 | \$ 2,137,583,865 | \$ 2,821,297,644 | \$ 3,106,552,772 | \$ 2,520,050,832 | \$ 2,859,417,773 |
| Told Sold Volume | \$ 1,338,893,092 | \$ 1,079,521,615 | \$ 1,371,555,480 | \$ 1,500,600,957 | \$ 1,575,244,585 | \$ 1,975,164,987 | \$ 2,629,251,307 | \$ 2,899,949,984 | \$ 2,363,278,130 | \$ 2,647,972,208 |
| List / Sell Ratio | 88.38% | 85.92% | 86.66% | 88.23% | 89.66% | 92.40% | 93.19% | 93.35% | 93.78% | 92.61% |
| Average Sales Price | \$2,128,606 | \$2,167,714 | \$2,177,072 | \$2,125,497 | \$2,051,100 | \$2,137,624 | \$2,220,651 | \$2,307,041 | \$2,204,550 | \$2,263,224 |
| Median Price | \$ 1,725,000 | \$ 1,600,000 | \$ 185,000 | \$ 186,355 | \$ 1,600,000 | \$ 1,600,000 | \$ 1,650,000 | \$ 1,650,000 | \$ 1,577,500 | \$ 1,650,000 |
| Average Days on Market | 246 | 271 | 263 | 264 | 253 | 213 | 146 | 127 | 119 | 142 |
| % Volume Compared to Previous Year | 76.56% | 80.63% | 127.05% | 109.41% | 104.97% | 125.39% | 133.12% | 110.30% | 81.49% | 112.05% |
| % ASP Compared to Previous Year | 97.98% | 101.84% | 100.43% | 97.63% | 96.50% | 104.22% | 103.88% | 103.89% | 95.56% | 102.66% |

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

| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|
| Number of Sales | 385 | 319 | 407 | 460 | 515 | 597 | 745 | 776 | 693 | 725 |
| Total List Price | \$ 614,388,957 | \$ 503,972,812 | \$ 636,615,020 | \$ 707,251,098 | \$ 791,898,319 | \$ 894,773,977 | \$ 1,095,423,572 | \$ 1,133,702,852 | \$ 1,006,114,616 | \$ 1,072,784,497 |
| Told Sold Volume | \$ 541,756,121 | \$ 431,282,115 | \$ 554,740,929 | \$ 628,495,214 | \$ 714,529,505 | \$ 825,879,897 | \$ 1,020,645,250 | \$ 1,061,342,996 | \$ 940,334,370 | \$ 997,856,136 |
| List / Sell Ratio | 88.18% | 85.58% | 87.14% | 88.86% | 90.23% | 92.30% | 93.17% | 93.62% | 93.46% | 93.02% |
| Average Sales Price | \$1,407,159 | \$1,351,982 | \$1,363,000 | \$1,366,294 | \$1,387,436 | \$1,383,383 | \$1,369,994 | \$1,367,710 | \$1,356,904 | \$1,376,353 |
| Median Price | \$ 1,350,000 | \$ 1,300,000 | \$ 1,325,000 | \$ 1,300,000 | \$ 1,350,000 | \$ 1,340,000 | \$ 1,325,000 | \$ 1,305,000 | \$ 1,300,000 | \$ 1,311,579 |
| Average Days on Market | 232 | 247 | 246 | 262 | 239 | 217 | 139 | 114 | 110 | 130 |
| % Volume Compared to Previous Year | 77.89% | 79.61% | 128.63% | 113.30% | 113.69% | 115.58% | 123.58% | 103.99% | 88.60% | 106.12% |
| % ASP Compared to Previous Year | 101.16% | 96.08% | 100.81% | 100.24% | 101.55% | 99.71% | 99.03% | 99.83% | 99.21% | 101.43% |

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

| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|
| Number of Sales | 212 | 156 | 191 | 215 | 227 | 284 | 366 | 392 | 317 | 375 |
| Total List Price | \$ 671,106,851 | \$ 549,604,291 | \$ 626,677,673 | \$ 711,526,999 | \$ 741,254,290 | \$ 899,470,889 | \$ 1,145,932,072 | \$ 1,251,869,420 | \$ 1,015,819,716 | \$ 1,205,842,977 |
| Told Sold Volume | \$ 591,604,471 | \$ 474,629,500 | \$ 549,167,561 | \$ 625,478,243 | \$ 663,553,580 | \$ 833,749,590 | \$ 1,067,621,557 | \$ 1,170,758,266 | \$ 953,925,176 | \$ 1,118,667,072 |
| List / Sell Ratio | 88.15% | 86.36% | 87.63% | 87.91% | 89.52% | 92.69% | 93.17% | 93.52% | 93.91% | 92.77% |
| Average Sales Price | \$2,790,587 | \$3,042,497 | \$2,875,223 | \$2,909,201 | \$2,923,144 | \$2,935,738 | \$2,916,999 | \$2,986,628 | \$3,009,228 | \$2,983,112 |
| Median Price | \$ 2,537,500 | \$ 2,800,000 | \$ 2,610,000 | \$ 2,700,000 | \$ 2,700,000 | \$ 2,700,000 | \$ 2,700,000 | \$ 2,870,000 | \$ 2,850,000 | \$ 2,775,000 |
| Average Days on Market | 259 | 323 | 291 | 265 | 283 | 202 | 146 | 142 | 126 | 155 |
| % Volume Compared to Previous Year | 82.47% | 80.23% | 115.70% | 113.90% | 106.09% | 125.65% | 128.05% | 109.66% | 81.48% | 117.27% |
| % ASP Compared to Previous Year | 99.20% | 109.03% | 94.50% | 101.18% | 100.48% | 100.43% | 99.36% | 102.39% | 100.76% | 99.13% |

December Annual YTD Summary - Sales \$5M +

| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 32 | 23 | 32 | 31 | 26 | 43 | 73 | 89 | 62 | 70 |
| Total List Price | \$ 229,497,000 | \$ 202,857,000 | \$ 319,373,999 | \$ 282,095,000 | \$ 223,719,000 | \$ 343,338,999 | \$ 579,942,000 | \$ 720,980,500 | \$ 498,116,500 | \$ 580,790,299 |
| Told Sold Volume | \$ 205,532,500 | \$ 173,610,000 | \$ 267,647,000 | \$ 246,627,500 | \$ 197,161,500 | \$ 315,535,500 | \$ 540,984,500 | \$ 667,848,722 | \$ 469,018,584 | \$ 531,449,000 |
| List / Sell Ratio | 89.56% | 85.58% | 83.80% | 87.43% | 88.13% | 91.90% | 93.28% | 92.63% | 94.16% | 91.50% |
| Average Sales Price | \$6,422,891 | \$7,548,261 | \$8,363,969 | \$7,955,726 | \$7,583,135 | \$7,338,035 | \$7,410,747 | \$7,503,918 | \$7,564,816 | \$7,592,129 |
| Median Price | \$ 6,000,000 | \$ 6,500,000 | \$ 6,475,000 | \$ 6,747,500 | \$ 6,333,250 | \$ 6,250,000 | \$ 6,295,000 | \$ 6,400,000 | \$ 6,593,750 | \$ 6,450,000 |
| Average Days on Market | 322 | 243 | 320 | 274 | 261 | 229 | 219 | 184 | 191 | 202 |
| % Volume Compared to Previous Year | 55.32% | 84.47% | 154.17% | 92.15% | 79.94% | 160.04% | 171.45% | 123.45% | 70.23% | 113.31% |
| % ASP Compared to Previous Year | 95.60% | 117.52% | 110.81% | 95.12% | 95.32% | 96.77% | 100.99% | 101.26% | 100.81% | 100.36% |

December Annual YTD Summary - Overall Sales

| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales | 6232 | 8859 | 9967 | 10494 | 11275 | 12017 | 13271 | 13093 | 11582 | 11974 |
| Total List Price | \$ 3,477,654,219 | \$ 3,382,665,107 | \$ 3,968,173,361 | \$ 4,237,325,846 | \$ 4,663,245,492 | \$ 5,522,046,111 | \$ 6,659,496,455 | \$ 7,233,257,664 | \$ 6,335,511,241 | \$ 6,875,457,893 |
| Told Sold Volume | \$ 3,116,636,402 | \$ 3,020,024,794 | \$ 3,573,073,741 | \$ 3,845,574,257 | \$ 4,292,786,878 | \$ 5,183,648,553 | \$ 6,296,041,752 | \$ 6,861,119,558 | \$ 6,016,516,627 | \$ 6,485,101,094 |
| List / Sell Ratio | 89.62% | 89.28% | 90.04% | 90.75% | 92.06% | 93.87% | 94.54% | 94.86% | 94.96% | 94.32% |
| Average Sales Price | \$500,102 | \$340,899 | \$358,490 | \$366,455 | \$380,735 | \$431,360 | \$474,421 | \$524,030 | \$519,471 | \$541,599 |
| Median Price | \$ 284,500 | \$ 185,000 | \$ 185,000 | \$ 186,355 | \$ 210,000 | \$ 247,000 | \$ 267,000 | \$ 305,000 | \$ 319,000 | \$ 325,000 |
| Average Days on Market | 181 | 162 | 171 | 172 | 170 | 142 | 86 | 80 | 79 | 96 |
| % Volume Compared to Previous Year | 82.57% | 96.90% | 118.31% | 107.63% | 111.63% | 120.75% | 121.46% | 108.98% | 87.69% | 107.79% |
| % ASP Compared to Previous Year | 74.86% | 68.17% | 105.16% | 102.22% | 103.90% | 113.30% | 109.98% | 110.46% | 99.13% | 104.26% |