

NUMBER OF SALES EACH MONTH - UPDATED THRU 12-31-2016

SALES	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	TOTAL	+/- Prev Yr
2005	502	608	806	804	935	1042	922	1022	948	783	832	783	10,008	+1278
2006	597	780	990	903	994	1228	1027	1067	930	862	802	738	10,918	+910
2007	640	764	965	949	1088	1086	995	1045	854	819	798	723	10,739	-179
2008	578	693	799	803	827	897	818	795	681	581	458	561	8491	-2248
2009	387	452	554	567	655	734	667	668	663	654	647	547	7195	-1296
2010	398	421	659	755	740	805	538	531	500	545	453	492	6837	-358
2011	364	432	579	582	614	669	646	712	589	488	506	504	6685	-152
2012	427	473	627	617	688	759	753	780	614	683	633	641	7695	+1010
2013	512	542	753	826	969	956	1002	946	803	758	715	705	9487	+1792
2014	547	590	734	839	972	1036	970	1025	980	981	729	862	10,265	+778
2015	612	698	1022	936	1127	1250	1191	1108	1077	932	712	937	11,602	+1336
2016	672	776	1072	1070	1231	1318	1175	1154	1153	998	929	*960	12,509	+907
2017														

YTD SALES/INCL*PENDINGs vs 2015 = +7.8% (SEE RESALE VS NEW)

(DEC 2015 vs DEC 2016) *Incl Curr Mo. PENDINGs = +2.5%

NUMBER OF ACTIVE RESIDENTIAL LISTINGS AT BEGINNING OF EACH MONTH

MO/YR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC
2005	5010	5270	5503	5625	5584	5616	5544	5456	5472	5421	5495	5294
2006	4870	5207	5375	5522	5678	5658	5618	5673	5839	5760	5843	5890
2007	5366	5710	6088	6168	6425	6620	6693	6815	6917	6978	6927	6945
2008	6192	6670	6831	6881	7174	7250	7148	6997	6847	7147	7162	7042
2009	6597	6926	7054	7309	7389	7400	7304	7143	6940	6904	6901	6388
2010	6522	6794	7115	7448	7772	7890	7842	7953	7818	7550	7273	6913
2011	6658	6578	6766	6898	7049	7113	7010	6816	6536	6334	6206	6132
2012	5498	5631	5697	5767	5945	5919	5772	5780	5738	5672	5495	5322
2013	4927	5113	5248	5489	5676	5805	5822	5740	5734	5631	5574	5393
2014	4958	5184	5392	5559	6045	6132	6046	6141	6055	5544	5633	5426
2015	4964	5160	5225	5280	5592	5608	5545	5494	5404	5179	5084	4935
2016	4468	4495	4716	4910	5145	5206	5200	5188	5185	5031	4746	4501
2017	4126											

*Current Month's sales include Pending's scheduled to close in current month, but not posted as of report date.