

2015 NA-BN-ES YTD Summary - Jan

#Jan/A1

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	55	83	100	274	450	477	446	400	439	311
Total List Price	\$ 10,834,800	\$ 17,730,979	\$ 19,439,405	\$ 39,181,209	\$ 63,155,306	\$ 64,857,842	\$ 64,695,064	\$ 62,701,425	\$ 72,348,067	\$ 54,675,740
Told Sold Volume	\$ 10,379,211	\$ 16,603,005	\$ 17,269,999	\$ 36,047,510	\$ 58,529,340	\$ 60,646,310	\$ 60,478,583	\$ 59,545,866	\$ 69,181,399	\$ 52,659,087
List / Sell Ratio	95.80%	93.64%	88.84%	92.00%	92.68%	93.51%	93.48%	94.97%	95.62%	96.31%
Average Sales Price	\$188,713	\$200,036	\$172,700	\$131,560	\$130,065	\$127,141	\$135,602	\$148,865	\$157,589	\$169,322
Median Price	\$ 203,015	\$ 180,000	\$ 125,750	\$ 130,000	\$ 120,000	\$ 120,000	\$ 135,000	\$ 147,000	\$ 160,000	\$ 174,000
Average Days on Market	130	274	162	126	161	132	156	136	74	58
% Volume Compared to Previous Year	23.55%	159.96%	104.02%	208.73%	162.37%	103.62%	99.72%	98.46%	116.18%	76.12%
% ASP Compared to Previous Year	95.50%	106.00%	86.33%	76.18%	98.86%	97.75%	106.65%	109.78%	105.86%	107.45%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	265	129	138	98	146	133	155	190	278	270
Total List Price	\$ 97,182,904	\$ 47,848,890	\$ 53,901,621	\$ 36,724,523	\$ 54,429,979	\$ 49,372,666	\$ 58,862,898	\$ 69,148,884	\$ 100,160,116	\$ 97,696,551
Told Sold Volume	\$ 94,281,918	\$ 44,586,595	\$ 48,757,259	\$ 33,063,701	\$ 50,234,285	\$ 45,530,689	\$ 54,150,604	\$ 65,393,557	\$ 95,517,717	\$ 93,624,595
List / Sell Ratio	97.01%	93.18%	90.46%	90.03%	92.29%	92.22%	91.99%	94.57%	95.37%	95.83%
Average Sales Price	\$355,781	\$345,633	\$353,313	\$337,385	\$344,070	\$342,336	\$349,359	\$344,177	\$343,589	\$346,758
Median Price	\$ 335,000	\$ 342,250	\$ 318,250	\$ 335,000	\$ 325,000	\$ 325,000	\$ 344,750	\$ 335,000	\$ 336,500	\$ 337,000
Average Days on Market	102	149	172	183	195	180	168	176	82	84
% Volume Compared to Previous Year	79.64%	47.29%	109.35%	67.81%	151.93%	90.64%	118.93%	120.76%	146.07%	98.02%
% ASP Compared to Previous Year	102.18%	97.15%	102.22%	95.49%	101.98%	99.50%	102.05%	98.52%	99.83%	100.92%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	114	63	47	31	55	37	52	61	85	82
Total List Price	\$ 72,614,190	\$ 40,378,679	\$ 30,826,465	\$ 20,884,186	\$ 35,763,440	\$ 23,843,995	\$ 32,919,248	\$ 38,804,725	\$ 53,827,906	\$ 51,645,345
Told Sold Volume	\$ 70,061,629	\$ 37,470,990	\$ 28,207,357	\$ 19,023,650	\$ 32,485,750	\$ 22,011,400	\$ 30,657,500	\$ 36,709,730	\$ 51,294,850	\$ 49,285,267
List / Sell Ratio	96.48%	92.80%	91.50%	91.09%	90.84%	92.31%	93.13%	94.60%	95.29%	95.43%
Average Sales Price	\$614,576	\$594,778	\$600,157	\$613,666	\$590,650	\$594,903	\$589,567	\$601,799	\$603,469	\$601,040
Median Price	\$ 584,500	\$ 600,000	\$ 607,400	\$ 590,000	\$ 590,500	\$ 590,500	\$ 575,000	\$ 588,250	\$ 600,000	\$ 592,500
Average Days on Market	120	200	181	169	254	180	190	181	129	77
% Volume Compared to Previous Year	93.28%	53.48%	75.28%	67.44%	170.77%	67.76%	139.28%	119.74%	139.73%	96.08%
% ASP Compared to Previous Year	99.82%	96.78%	100.90%	102.25%	96.25%	100.72%	99.10%	102.07%	100.28%	99.60%

2015 NA-BN-ES YTD Summary - Jan

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	53	30	25	6	18	13	20	27	33	46
Total List Price	\$ 47,105,000	\$ 27,555,565	\$ 24,772,788	\$ 5,997,600	\$ 17,666,900	\$ 12,184,900	\$ 19,052,700	\$ 25,861,787	\$ 30,848,765	\$ 41,737,826
Told Sold Volume	\$ 45,485,500	\$ 25,493,443	\$ 22,131,500	\$ 5,227,500	\$ 15,531,500	\$ 11,131,000	\$ 17,003,999	\$ 23,862,500	\$ 28,593,000	\$ 40,100,136
List / Sell Ratio	96.56%	92.52%	89.34%	87.16%	87.91%	91.35%	89.25%	92.27%	92.69%	96.08%
Average Sales Price	\$858,217	\$849,781	\$885,260	\$871,250	\$862,861	\$856,231	\$850,200	\$883,796	\$866,455	\$871,742
Median Price	\$ 822,652	\$ 900,000	\$ 887,500	\$ 860,000	\$ 822,250	\$ 880,000	\$ 877,500	\$ 853,000	\$ 870,000	\$ 870,000
Average Days on Market	123	181	184	200	417	199	180	206	107	98
% Volume Compared to Previous Year	74.10%	56.05%	86.81%	23.62%	297.11%	71.67%	152.76%	140.33%	119.82%	140.24%
% ASP Compared to Previous Year	100.67%	99.02%	104.18%	98.42%	99.04%	99.23%	99.30%	103.95%	98.04%	100.61%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	96	61	63	30	44	49	42	45	88	89
Total List Price	\$ 216,019,665	\$ 153,201,445	\$ 149,963,398	\$ 74,642,390	\$ 133,551,000	\$ 124,683,000	\$ 84,574,885	\$ 99,006,400	\$ 228,135,325	\$ 201,983,522
Told Sold Volume	\$ 203,315,515	\$ 139,925,120	\$ 133,257,500	\$ 63,010,000	\$ 112,753,740	\$ 107,655,764	\$ 75,488,297	\$ 91,365,149	\$ 213,268,510	\$ 190,352,590
List / Sell Ratio	94.12%	91.33%	88.86%	84.42%	84.43%	86.34%	89.26%	92.28%	93.48%	94.24%
Average Sales Price	\$2,117,870	\$2,293,854	\$2,115,198	\$2,100,333	\$2,562,585	\$2,197,056	\$1,797,340	\$2,030,337	\$2,423,506	\$2,138,793
Median Price	\$ 1,543,000	\$ 1,837,500	\$ 1,475,000	\$ 1,590,000	\$ 1,767,500	\$ 307,000	\$ 1,767,500	\$ 1,767,500	\$ 1,767,500	\$ 307,000
Average Days on Market	212	227	247	262	245	239	262	211	184	140
% Volume Compared to Previous Year	101.35%	68.82%	95.23%	47.28%	178.95%	95.48%	70.12%	121.03%	233.42%	89.25%
% ASP Compared to Previous Year	116.13%	108.31%	92.21%	99.30%	122.01%	85.74%	81.81%	112.96%	119.36%	88.25%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	55	39	41	19	24	28	29	28	50	56
Total List Price	\$ 80,564,300	\$ 65,168,445	\$ 63,075,899	\$ 30,993,999	\$ 36,476,000	\$ 43,033,000	\$ 42,911,385	\$ 42,796,400	\$ 74,739,326	\$ 81,492,627
Told Sold Volume	\$ 75,766,900	\$ 58,885,120	\$ 56,072,500	\$ 26,620,000	\$ 30,634,000	\$ 37,215,764	\$ 38,889,883	\$ 38,494,500	\$ 69,672,510	\$ 75,466,608
List / Sell Ratio	94.05%	90.36%	88.90%	85.89%	83.98%	86.48%	90.63%	89.95%	93.22%	92.61%
Average Sales Price	\$1,377,580	\$1,509,875	\$1,367,622	\$1,401,053	\$1,276,417	\$1,329,134	\$1,341,030	\$1,374,804	\$1,393,450	\$1,347,618
Median Price	\$ 1,695,000	\$ 1,337,500	\$ 1,350,000	\$ 1,287,500	\$ 1,250,000	\$ 1,262,500	\$ 1,262,500	\$ 1,378,500	\$ 1,375,000	\$ 1,297,500
Average Days on Market	165	216	239	271	222	222	223	231	178	136
% Volume Compared to Previous Year	69.33%	77.72%	95.22%	47.47%	115.08%	121.49%	104.50%	98.98%	180.99%	108.32%
% ASP Compared to Previous Year	99.58%	109.60%	90.58%	102.44%	91.10%	104.13%	100.90%	102.52%	101.36%	96.71%

2015 NA-BN-ES YTD Summary - Jan

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	38	16	17	10	17	18	13	16	31	27
Total List Price	\$ 114,770,365	\$ 49,068,000	\$ 56,443,499	\$ 33,748,391	\$ 52,175,000	\$ 58,100,000	\$ 41,663,500	\$ 50,410,000	\$ 99,924,999	\$ 80,406,895
Told Sold Volume	\$ 106,150,615	\$ 45,440,000	\$ 50,035,000	\$ 28,890,000	\$ 47,219,740	\$ 50,400,000	\$ 36,598,414	\$ 47,570,649	\$ 92,875,000	\$ 76,765,982
List / Sell Ratio	92.49%	92.61%	88.65%	85.60%	90.50%	86.75%	87.84%	94.37%	92.94%	95.47%
Average Sales Price	\$2,793,437	\$2,840,000	\$2,943,235	\$2,889,000	\$2,777,632	\$2,800,000	\$2,815,263	\$2,973,166	\$2,995,968	\$2,843,185
Median Price		\$ 2,700,000	\$ 3,000,000	\$ 2,970,000	\$ 2,400,000	\$ 2,599,000	\$ 2,550,000	\$ 2,900,000	\$ 2,700,000	\$ 2,650,000
Average Days on Market	269	249	257	259	280	275	350	186	181	166
% Volume Compared to Previous Year	142.85%	42.81%	110.11%	57.74%	163.45%	106.74%	72.62%	129.98%	195.24%	82.66%
% ASP Compared to Previous Year	105.26%	101.67%	103.64%	98.16%	96.15%	100.81%	100.55%	105.61%	100.77%	94.90%

January Annual YTD Summary - Sales \$5M +

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	3	6	5	1	3	3	0	1	7	6
Total List Price	\$ 20,685,000	\$ 38,965,000	\$ 30,444,000	\$ 9,900,000	\$ 44,900,000	\$ 23,550,000	\$ -	\$ 5,800,000	\$ 53,471,000	\$ 40,084,000
Told Sold Volume	\$ 21,398,000	\$ 35,600,000	\$ 27,150,000	\$ 7,500,000	\$ 34,900,000	\$ 20,040,000	\$ -	\$ 5,300,000	\$ 50,721,000	\$ 38,120,000
List / Sell Ratio	103.45%	91.36%	89.18%	75.76%	77.73%	85.10%	#DIV/0!	91.38%	94.86%	95.10%
Average Sales Price	\$7,132,667	\$5,933,333	\$5,430,000	\$7,500,000	\$11,633,333	\$6,680,000	#DIV/0!	\$5,300,000	\$7,245,857	\$6,353,333
Median Price		\$ 5,975,000	\$ 5,450,000	\$ 7,500,000	\$ 13,000,000	\$ 6,675,000	\$ -	\$ 5,300,000	\$ 7,050,000	\$ 6,312,500
Average Days on Market	350	236	283	138	238	184	#DIV/0!	53	237	59
% Volume Compared to Previous Year	125.82%	166.37%	76.26%	27.62%	465.33%	57.42%	0.00%	#DIV/0!	957.00%	75.16%
% ASP Compared to Previous Year	125.82%	83.19%	91.52%	138.12%	155.11%	57.42%	#DIV/0!	#DIV/0!	136.71%	87.68%

January Annual YTD Summary - Overall Sales

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	583	366	373	439	713	709	715	723	923	798
Total List Price	\$ 443,756,559	\$ 286,715,558	\$ 278,903,677	\$ 177,429,908	\$ 304,566,625	\$ 274,942,403	\$ 260,104,795	\$ 295,523,221	\$ 485,320,179	\$ 447,738,984
Told Sold Volume	\$ 423,523,773	\$ 264,079,153	\$ 249,623,615	\$ 156,372,361	\$ 269,534,615	\$ 246,975,163	\$ 237,778,983	\$ 276,876,802	\$ 457,855,476	\$ 426,021,675
List / Sell Ratio	95.44%	92.10%	89.50%	88.13%	88.50%	89.83%	91.42%	93.69%	94.34%	95.15%
Average Sales Price	\$726,456	\$721,528	\$669,232	\$356,201	\$378,029	\$348,343	\$332,558	\$382,955	\$496,051	\$533,862
Median Price		\$ 406,000	\$ 385,000	\$ 190,000	\$ 184,450	\$ 165,000	\$ 195,000	\$ 217,500	\$ 268,647	\$ 307,000
Average Days on Market	128	202	184	152	187	152	168	157	93	80
% Volume Compared to Previous Year	84.78%	62.35%	94.53%	62.64%	172.37%	91.63%	96.28%	116.44%	165.36%	93.05%
% ASP Compared to Previous Year	126.08%	99.32%	92.75%	53.23%	106.13%	92.15%	95.47%	115.15%	129.53%	107.62%