

2015 NA-BN-ES YTD Summary - Mar

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March Annual YTD Summary - Sales from \$0 = \$249,999										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	151	263	424	1100	1633	1807	1639	1451	1496	1251
Total List Price	\$ 30,229,240	\$ 54,162,582	\$ 84,773,549	\$ 157,290,126	\$ 233,925,507	\$ 252,882,407	\$ 245,184,953	\$ 231,952,107	\$ 249,854,089	\$ 224,676,874
Told Sold Volume	\$ 28,672,266	\$ 50,197,549	\$ 76,018,769	\$ 144,079,850	\$ 218,339,358	\$ 235,661,130	\$ 229,562,676	\$ 219,681,356	\$ 238,274,935	\$ 215,749,327
List / Sell Ratio	94.85%	92.68%	89.67%	91.60%	93.34%	93.19%	93.63%	94.71%	95.37%	96.03%
Average Sales Price	\$189,883	\$190,865	\$179,290	\$130,982	\$133,704	\$130,416	\$140,063	\$151,400	\$159,275	\$172,461
Median Price	\$ 203,000	\$ 189,950	\$ 125,250	\$ 125,250	\$ 130,326	\$ 125,000	\$ 136,500	\$ 151,000	\$ 161,115	\$ 175,000
Average Days on Market	116	211	165	130	150	147	144	136	76	61
% Volume Compared to Previous Year	22.55%	175.07%	151.44%	189.53%	151.54%	107.93%	97.41%	95.70%	108.46%	90.55%
% ASP Compared to Previous Year	94.53%	100.52%	93.94%	73.06%	102.08%	97.54%	107.40%	108.09%	105.20%	108.28%

March Annual YTD Summary - Sales from \$250,000 - \$499,999										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	844	537	499	365	564	576	606	763	969	1117
Total List Price	\$ 316,079,752	\$ 197,840,314	\$ 190,178,027	\$ 136,817,200	\$ 208,326,543	\$ 215,684,898	\$ 226,348,765	\$ 276,021,820	\$ 344,726,741	\$ 402,085,196
Told Sold Volume	\$ 305,105,059	\$ 184,571,023	\$ 173,567,732	\$ 123,369,491	\$ 191,747,388	\$ 199,170,967	\$ 210,479,035	\$ 260,827,872	\$ 329,302,695	\$ 385,453,670
List / Sell Ratio	96.53%	93.29%	91.27%	90.17%	92.04%	92.34%	92.99%	94.50%	95.53%	95.86%
Average Sales Price	\$361,499	\$343,708	\$347,831	\$337,999	\$339,978	\$345,783	\$347,325	\$341,845	\$339,838	\$345,079
Median Price	\$ 330,000	\$ 334,990	\$ 328,000	\$ 325,000	\$ 330,000	\$ 335,000	\$ 328,000	\$ 325,000	\$ 334,500	\$ 334,500
Average Days on Market	103	160	180	182	188	185	183	167	86	79
% Volume Compared to Previous Year	66.14%	60.49%	94.04%	71.08%	155.43%	103.87%	105.68%	123.92%	126.25%	117.05%
% ASP Compared to Previous Year	103.36%	95.08%	101.20%	97.17%	100.59%	101.71%	100.45%	98.42%	99.41%	101.54%

March Annual YTD Summary - Sales from \$500,000 to 749,999										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	293	189	182	114	183	175	244	232	304	283
Total List Price	\$ 184,272,259	\$ 121,870,013	\$ 120,628,905	\$ 75,635,383	\$ 119,710,039	\$ 116,124,105	\$ 157,689,674	\$ 147,462,707	\$ 192,399,031	\$ 177,064,637
Told Sold Volume	\$ 177,354,329	\$ 112,940,790	\$ 109,422,893	\$ 68,046,200	\$ 108,863,203	\$ 106,137,700	\$ 145,697,715	\$ 139,038,018	\$ 183,368,702	\$ 169,964,742
List / Sell Ratio	96.25%	92.67%	90.71%	89.97%	90.94%	91.40%	92.40%	94.29%	95.31%	95.99%
Average Sales Price	\$605,305	\$597,570	\$601,225	\$596,896	\$594,881	\$606,501	\$597,122	\$599,302	\$603,187	\$600,582
Median Price	\$ 585,000	\$ 595,000	\$ 587,000	\$ 590,379	\$ 595,000	\$ 588,500	\$ 588,500	\$ 588,250	\$ 600,000	\$ 589,000
Average Days on Market	115	187	199	196	243	211	196	185	122	91
% Volume Compared to Previous Year	73.31%	63.68%	96.89%	62.19%	159.98%	97.50%	137.27%	95.43%	131.88%	92.69%
% ASP Compared to Previous Year	99.33%	98.72%	100.61%	99.28%	99.66%	101.95%	98.45%	100.37%	100.65%	99.57%

2015 NA-BN-ES YTD Summary - Mar

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	170	98	64	39	68	82	86	100	134	160
Total List Price	\$ 151,535,043	\$ 90,693,938	\$ 61,249,088	\$ 39,155,488	\$ 64,727,590	\$ 78,989,135	\$ 79,481,626	\$ 92,352,306	\$ 121,623,349	\$ 145,817,201
Told Sold Volume	\$ 145,802,188	\$ 84,351,053	\$ 55,333,200	\$ 33,214,300	\$ 58,224,600	\$ 71,631,665	\$ 72,813,468	\$ 86,293,154	\$ 114,010,350	\$ 138,980,845
List / Sell Ratio	96.22%	93.01%	90.34%	84.83%	89.95%	90.69%	91.61%	93.44%	93.74%	95.31%
Average Sales Price	\$857,660	\$860,725	\$864,581	\$851,649	\$856,244	\$873,557	\$846,668	\$862,932	\$850,824	\$868,630
Median Price	\$ 850,000	\$ 862,500	\$ 850,000	\$ 850,000	\$ 852,500	\$ 880,000	\$ 850,000	\$ 850,000	\$ 849,500	\$ 869,900
Average Days on Market	122	168	185	276	280	217	223	217	135	111
% Volume Compared to Previous Year	74.81%	57.85%	65.60%	60.03%	175.30%	123.03%	101.65%	118.51%	132.12%	121.90%
% ASP Compared to Previous Year	99.45%	100.36%	100.45%	98.50%	100.54%	102.02%	96.92%	101.92%	98.60%	102.09%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	258	241	194	104	151	176	171	201	312	325
Total List Price	\$ 613,687,565	\$ 579,724,103	\$ 468,564,210	\$ 296,340,789	\$ 428,120,798	\$ 424,741,480	\$ 374,976,948	\$ 461,507,347	\$ 734,623,471	\$ 818,958,690
Told Sold Volume	\$ 568,248,890	\$ 525,789,382	\$ 419,827,725	\$ 254,376,900	\$ 364,318,656	\$ 373,866,947	\$ 337,586,454	\$ 422,684,565	\$ 684,519,493	\$ 764,494,565
List / Sell Ratio	92.60%	90.70%	89.60%	85.84%	85.10%	88.02%	90.03%	91.59%	93.18%	93.35%
Average Sales Price	\$2,202,515	\$2,181,699	\$2,164,060	\$2,445,932	\$2,412,706	\$2,124,244	\$1,974,190	\$2,102,908	\$2,193,973	\$2,352,291
Median Price	\$ 1,762,500	\$ 1,700,000	\$ 1,800,000	\$ 1,900,000	\$ 190,000	\$ 174,250	\$ 1,612,500	\$ 1,633,125	\$ 1,675,000	\$ 1,750,000
Average Days on Market	195	237	226	262	241	245	240	217	154	144
% Volume Compared to Previous Year	70.87%	92.53%	79.85%	60.59%	143.22%	102.62%	90.30%	125.21%	161.95%	111.68%
% ASP Compared to Previous Year	107.41%	99.05%	99.19%	113.03%	98.64%	88.04%	92.94%	106.52%	104.33%	107.22%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	161	149	118	57	90	119	117	130	193	189
Total List Price	\$ 232,914,200	\$ 236,271,833	\$ 182,956,109	\$ 91,115,398	\$ 144,920,800	\$ 189,968,480	\$ 182,277,448	\$ 197,950,247	\$ 283,899,268	\$ 278,347,396
Told Sold Volume	\$ 218,428,260	\$ 213,273,623	\$ 161,970,500	\$ 78,370,400	\$ 125,439,416	\$ 165,801,947	\$ 164,560,540	\$ 181,916,916	\$ 264,308,435	\$ 259,024,561
List / Sell Ratio	93.78%	90.27%	88.53%	86.01%	86.56%	87.28%	90.28%	91.90%	93.10%	93.06%
Average Sales Price	\$1,356,697	\$1,431,367	\$1,372,631	\$1,374,919	\$1,393,771	\$1,393,294	\$1,406,500	\$1,399,361	\$1,369,474	\$1,370,500
Median Price	\$ 1,360,000	\$ 1,300,000	\$ 1,350,000	\$ 1,350,000	\$ 1,350,000	\$ 1,381,250	\$ 1,350,000	\$ 1,375,000	\$ 1,335,000	\$ 1,307,500
Average Days on Market	155	211	216	249	215	238	227	216	146	132
% Volume Compared to Previous Year	60.59%	97.64%	75.94%	48.39%	160.06%	132.18%	99.25%	110.55%	145.29%	98.00%
% ASP Compared to Previous Year	97.09%	105.50%	95.90%	100.17%	101.37%	99.97%	100.95%	99.49%	97.86%	100.07%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	83	78	65	39	50	48	48	60	102	110
Total List Price	\$ 269,598,365	\$ 239,363,270	\$ 204,974,101	\$ 145,150,391	\$ 163,909,999	\$ 153,478,000	\$ 150,024,500	\$ 185,907,100	\$ 322,373,203	\$ 350,946,794
Told Sold Volume	\$ 243,996,115	\$ 219,800,291	\$ 185,137,225	\$ 124,616,500	\$ 141,382,240	\$ 136,725,000	\$ 134,575,914	\$ 170,632,649	\$ 299,565,058	\$ 328,763,982
List / Sell Ratio	90.50%	91.83%	90.32%	85.85%	86.26%	89.08%	89.70%	91.78%	92.92%	93.68%
Average Sales Price	\$2,939,712	\$2,817,952	\$2,848,265	\$3,195,295	\$2,827,645	\$2,848,438	\$2,803,665	\$2,843,877	\$2,936,912	\$2,988,763
Median Price	\$ 2,687,500	\$ 2,650,000	\$ 2,650,000	\$ 3,050,000	\$ 2,450,000	\$ 2,650,000	\$ 2,647,500	\$ 2,650,000	\$ 2,650,000	\$ 2,895,000
Average Days on Market	251	278	231	306	284	277	271	226	155	149
% Volume Compared to Previous Year	74.43%	90.08%	84.23%	67.31%	113.45%	96.71%	98.43%	126.79%	175.56%	109.75%
% ASP Compared to Previous Year	104.92%	95.86%	101.08%	112.18%	88.49%	100.74%	98.43%	101.43%	103.27%	101.77%

March Annual YTD Summary - Sales \$5M +

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	14	14	11	8	11	9	6	11	17	26
Total List Price	\$ 111,175,000	\$ 104,089,000	\$ 80,634,000	\$ 60,075,000	\$ 119,289,999	\$ 81,295,000	\$ 42,675,000	\$ 77,650,000	\$ 128,351,000	\$ 189,664,500
Told Sold Volume	\$ 105,824,515	\$ 92,715,468	\$ 72,720,000	\$ 51,390,000	\$ 97,497,000	\$ 71,340,000	\$ 38,450,000	\$ 70,135,000	\$ 120,646,000	\$ 176,706,022
List / Sell Ratio	95.19%	89.07%	90.19%	85.54%	81.73%	87.75%	90.10%	90.32%	94.00%	93.17%
Average Sales Price	\$7,558,894	\$6,622,533	\$6,610,909	\$6,423,750	\$8,863,364	\$7,926,667	\$6,408,333	\$6,375,909	\$7,096,824	\$6,796,385
Median Price	\$ 6,175,000	\$ 5,500,000	\$ 5,500,000	\$ 6,000,000	\$ 5,722,000	\$ 6,690,000	\$ 6,600,000	\$ 5,650,000	\$ 5,850,000	\$ 6,377,000
Average Days on Market	315	478	300	145	257	163	248	172	241	206
% Volume Compared to Previous Year	93.26%	87.61%	69.86%	70.67%	189.72%	73.17%	53.90%	182.41%	172.02%	146.47%
% ASP Compared to Previous Year	106.59%	87.61%	99.82%	97.17%	137.98%	89.43%	80.85%	99.49%	111.31%	95.77%

March Annual YTD Summary - Overall Sales

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	1716	1328	1363	1722	2599	2816	2746	2747	3215	3136
Total List Price	\$ 1,295,803,859	\$ 1,044,290,950	\$ 925,393,779	\$ 705,238,986	\$ 1,054,810,477	\$ 1,088,422,025	\$ 1,083,681,966	\$ 1,209,296,287	\$ 1,643,226,681	\$ 1,768,602,598
Told Sold Volume	\$ 1,225,182,732	\$ 957,849,797	\$ 834,170,319	\$ 623,086,741	\$ 941,493,205	\$ 986,468,409	\$ 996,139,348	\$ 1,128,524,965	\$ 1,549,476,175	\$ 1,674,643,149
List / Sell Ratio	94.55%	91.72%	90.14%	88.35%	89.26%	90.63%	91.92%	93.32%	94.29%	94.69%
Average Sales Price	\$713,976	\$721,272	\$612,011	\$361,839	\$362,252	\$350,308	\$362,760	\$410,821	\$481,952	\$534,006
Median Price	\$ 390,000	\$ 337,500	\$ 337,500	\$ 190,000	\$ 190,000	\$ 174,250	\$ 209,000	\$ 250,000	\$ 264,000	\$ 295,000
Average Days on Market	122	189	185	157	173	167	166	158	93	81
% Volume Compared to Previous Year	67.06%	78.18%	79.88%	74.70%	151.10%	104.78%	100.98%	113.29%	137.30%	108.08%
% ASP Compared to Previous Year	115.90%	101.02%	84.85%	59.12%	100.11%	96.70%	103.55%	113.25%	117.31%	110.80%