

Section 6 - 2017 NA-BN-ES Yearend Summary

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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%

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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%

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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	\$ 549,167,551	\$ 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%