

## (A) 2019 NA-BN-ES YTD Summary - Jan

#Jan!A1

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	450	477	446	400	439	333	240	250	271	233
Total List Price	\$ 63,155,306	\$ 64,857,842	\$ 64,695,064	\$ 62,701,425	\$ 72,348,067	\$ 58,351,940	\$ 45,575,399	\$ 49,398,498	\$ 52,352,801	\$ 47,181,944
Told Sold Volume	\$ 58,529,340	\$ 60,646,310	\$ 60,478,583	\$ 59,545,866	\$ 69,181,399	\$ 56,251,823	\$ 44,175,913	\$ 46,983,296	\$ 49,758,381	\$ 44,828,652
List / Sell Ratio	92.68%	93.51%	93.48%	94.97%	95.62%	96.40%	96.93%	95.11%	95.04%	95.01%
Average Sales Price	\$130,065	\$127,141	\$135,602	\$148,865	\$157,589	\$168,924	\$184,066	\$187,933	\$183,610	\$192,398
Median Price	\$ 130,000	\$ 120,000	\$ 135,000	\$ 147,000	\$ 160,000	\$ 174,000	\$ 185,500	\$ 191,000	\$ 189,000	\$ 195,000
Average Days on Market	161	132	156	136	74	57	50	72	83	80
% Volume Compared to Previous Year	162.37%	103.62%	99.72%	98.46%	116.18%	81.31%	78.53%	106.36%	105.91%	90.09%
% ASP Compared to Previous Year	98.86%	97.75%	106.65%	109.78%	105.86%	107.19%	108.96%	102.10%	97.70%	104.79%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	146	133	155	190	278	289	338	372	347	321
Total List Price	\$ 54,429,979	\$ 49,372,666	\$ 58,862,898	\$ 69,148,884	\$ 100,160,116	\$ 104,175,851	\$ 122,793,824	\$ 134,013,500	\$ 124,759,381	\$ 114,638,517
Told Sold Volume	\$ 50,234,285	\$ 45,530,689	\$ 54,150,604	\$ 65,393,557	\$ 95,517,717	\$ 99,963,685	\$ 118,005,693	\$ 128,426,736	\$ 119,477,867	\$ 109,993,877
List / Sell Ratio	92.29%	92.22%	91.99%	94.57%	95.37%	95.96%	96.10%	95.83%	95.77%	95.95%
Average Sales Price	\$344,070	\$342,336	\$349,359	\$344,177	\$343,589	\$345,895	\$349,129	\$345,233	\$344,317	\$342,660
Median Price	\$ 335,000	\$ 325,000	\$ 344,750	\$ 335,000	\$ 336,500	\$ 337,000	\$ 339,500	\$ 326,500	\$ 328,500	\$ 325,000
Average Days on Market	195	180	168	176	82	85	71	82	91	84
% Volume Compared to Previous Year	151.93%	90.64%	118.93%	120.76%	146.07%	104.65%	118.05%	108.83%	93.03%	92.06%
% ASP Compared to Previous Year	101.98%	99.50%	102.05%	98.52%	99.83%	100.67%	100.94%	98.88%	99.73%	99.52%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	55	37	52	61	85	89	96	83	99	92
Total List Price	\$ 35,763,440	\$ 23,843,995	\$ 32,919,248	\$ 38,804,725	\$ 53,827,906	\$ 55,857,400	\$ 60,951,171	\$ 52,171,138	\$ 61,787,428	\$ 57,033,246
Told Sold Volume	\$ 32,485,750	\$ 22,011,400	\$ 30,657,500	\$ 36,709,730	\$ 51,294,850	\$ 53,364,267	\$ 58,546,521	\$ 50,058,066	\$ 58,964,143	\$ 54,374,734
List / Sell Ratio	90.84%	92.31%	93.13%	94.60%	95.29%	95.54%	96.05%	95.95%	95.43%	95.34%
Average Sales Price	\$590,650	\$594,903	\$589,567	\$601,799	\$603,469	\$599,599	\$609,860	\$603,109	\$595,597	\$591,030
Median Price	\$ 590,000	\$ 590,500	\$ 575,000	\$ 588,250	\$ 600,000	\$ 592,500	\$ 605,498	\$ 599,999	\$ 569,500	\$ 574,950
Average Days on Market	254	180	190	181	129	80	82	100	114	109
% Volume Compared to Previous Year	170.77%	67.76%	139.28%	119.74%	139.73%	104.03%	109.71%	85.50%	117.79%	92.22%
% ASP Compared to Previous Year	96.25%	100.72%	99.10%	102.07%	100.28%	99.36%	101.71%	98.89%	98.75%	99.23%

## (A) 2019 NA-BN-ES YTD Summary - Jan

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	18	13	20	27	33	51	28	43	37	35
Total List Price	\$ 17,666,900	\$ 12,184,900	\$ 19,052,700	\$ 25,861,787	\$ 30,848,765	\$ 46,317,906	\$ 25,896,600	\$ 38,196,945	\$ 32,788,800	\$ 31,259,702
Told Sold Volume	\$ 15,531,500	\$ 11,131,000	\$ 17,003,999	\$ 23,862,500	\$ 28,593,000	\$ 44,315,224	\$ 24,784,000	\$ 36,561,310	\$ 31,294,900	\$ 30,097,395
List / Sell Ratio	87.91%	91.35%	89.25%	92.27%	92.69%	95.68%	95.70%	95.72%	95.44%	96.28%
Average Sales Price	\$862,861	\$856,231	\$850,200	\$883,796	\$866,455	\$868,926	\$885,143	\$850,263	\$845,808	\$859,926
Median Price	\$ 860,000	\$ 822,250	\$ 880,000	\$ 877,500	\$ 853,000	\$ 870,000	\$ 875,000	\$ 850,000	\$ 819,500	\$ 866,950
Average Days on Market	417	199	180	206	107	108	68	115	133	87
% Volume Compared to Previous Year	297.11%	71.67%	152.76%	140.33%	119.82%	154.99%	55.93%	147.52%	85.60%	96.17%
% ASP Compared to Previous Year	99.04%	99.23%	99.30%	103.95%	98.04%	100.29%	101.87%	96.06%	99.48%	101.67%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	44	49	42	45	88	92	96	81	168	93
Total List Price	\$ 133,551,000	\$ 124,683,000	\$ 84,574,885	\$ 99,006,400	\$ 228,135,325	\$ 216,043,971	\$ 253,149,645	\$ 192,588,101	\$ 345,935,582	\$ 258,728,562
Told Sold Volume	\$ 112,753,740	\$ 107,655,764	\$ 75,488,297	\$ 91,365,149	\$ 213,268,510	\$ 203,275,919	\$ 240,001,528	\$ 179,402,650	\$ 330,977,095	\$ 245,634,538
List / Sell Ratio	84.43%	86.34%	89.26%	92.28%	93.48%	94.09%	94.81%	93.15%	95.68%	94.94%
Average Sales Price	\$2,562,585	\$2,197,056	\$1,797,340	\$2,030,337	\$2,423,506	\$2,209,521	\$2,500,016	\$2,214,848	\$1,970,102	\$2,641,232
Median Price	\$ 1,543,000	\$ 1,837,500	\$ 1,475,000	\$ 1,590,000	\$ 1,767,500	\$ 1,537,500	\$ 1,712,500	\$ 1,740,000	\$ 1,751,140	\$ 1,855,000
Average Days on Market	245	239	262	211	184	150	117	145	79	136
% Volume Compared to Previous Year	178.95%	95.48%	70.12%	121.03%	233.42%	95.31%	118.07%	74.75%	184.49%	74.21%
% ASP Compared to Previous Year	122.01%	85.74%	81.81%	112.96%	119.36%	91.17%	113.15%	88.59%	88.95%	134.07%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	24	28	29	28	50	57	52	51	123	53
Total List Price	\$ 36,476,000	\$ 43,033,000	\$ 42,911,385	\$ 42,796,400	\$ 74,739,326	\$ 82,803,076	\$ 76,100,100	\$ 75,511,681	\$ 196,370,825	\$ 77,593,737
Told Sold Volume	\$ 30,634,000	\$ 37,215,764	\$ 38,889,883	\$ 38,494,500	\$ 69,672,510	\$ 76,914,937	\$ 71,821,250	\$ 70,121,900	\$ 190,658,338	\$ 73,127,038
List / Sell Ratio	83.98%	86.48%	90.63%	89.95%	93.22%	92.89%	94.38%	92.86%	97.09%	94.24%
Average Sales Price	\$1,276,417	\$1,329,134	\$1,341,030	\$1,374,804	\$1,393,450	\$1,349,385	\$1,381,178	\$1,374,939	\$1,550,068	\$1,379,755
Median Price	\$ 1,287,500	\$ 1,250,000	\$ 1,262,500	\$ 1,378,500	\$ 1,375,000	\$ 1,297,500	\$ 1,335,000	\$ 1,350,000	\$ 1,590,000	\$ 1,329,500
Average Days on Market	222	222	223	231	178	129	82	127	69	116
% Volume Compared to Previous Year	115.08%	121.49%	104.50%	98.98%	180.99%	110.39%	93.38%	97.63%	271.90%	38.36%
% ASP Compared to Previous Year	91.10%	104.13%	100.90%	102.52%	101.36%	96.84%	102.36%	99.55%	112.74%	89.01%

## (A) 2019 NA-BN-ES YTD Summary - Jan

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	17	18	13	16	31	28	37	25	41	40
Total List Price	\$ 52,175,000	\$ 58,100,000	\$ 41,663,500	\$ 50,410,000	\$ 99,924,999	\$ 82,656,895	\$ 114,354,545	\$ 77,737,420	\$ 118,350,757	\$ 181,134,825
Told Sold Volume	\$ 47,219,740	\$ 50,400,000	\$ 36,598,414	\$ 47,570,649	\$ 92,875,000	\$ 78,865,982	\$ 108,228,278	\$ 72,205,750	\$ 113,648,757	\$ 172,507,500
List / Sell Ratio	90.50%	86.75%	87.84%	94.37%	92.94%	95.41%	94.64%	92.88%	96.03%	95.24%
Average Sales Price	\$2,777,632	\$2,800,000	\$2,815,263	\$2,973,166	\$2,995,968	\$2,816,642	\$2,925,089	\$2,888,230	\$2,771,921	\$4,312,688
Median Price	\$ 2,400,000	\$ 2,599,000	\$ 2,550,000	\$ 2,900,000	\$ 2,700,000	\$ 2,650,000	\$ 2,650,000	\$ 2,772,500	\$ 2,575,000	\$ 3,000,000
Average Days on Market	280	275	350	186	181	161	154	181	103	162
% Volume Compared to Previous Year	163.45%	106.74%	72.62%	129.98%	195.24%	84.92%	137.23%	66.72%	157.40%	151.79%
% ASP Compared to Previous Year	96.15%	100.81%	100.55%	105.61%	100.77%	94.01%	103.85%	98.74%	95.97%	155.58%

**January Annual YTD Summary - Sales \$5M +**

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	3	3	0	1	7	7	7	5	4	0
Total List Price	\$ 44,900,000	\$ 23,550,000	\$ -	\$ 5,800,000	\$ 53,471,000	\$ 50,584,000	\$ 62,695,000	\$ 39,339,000	\$ 31,214,000	\$ -
Told Sold Volume	\$ 34,900,000	\$ 20,040,000	\$ -	\$ 5,300,000	\$ 50,721,000	\$ 47,495,000	\$ 59,952,000	\$ 37,075,000	\$ 26,670,000	\$ -
List / Sell Ratio	77.73%	85.10%	#DIV/0!	91.38%	94.86%	93.89%	95.62%	94.24%	85.44%	#DIV/0!
Average Sales Price	\$11,633,333	\$6,680,000	#DIV/0!	\$5,300,000	\$7,245,857	\$6,785,000	\$8,564,571	\$7,415,000	\$6,667,500	#DIV/0!
Median Price	\$ 13,000,000	\$ 6,675,000	\$ -	\$ 5,300,000	\$ 7,050,000	\$ 6,312,500	\$ 7,200,000	\$ 6,450,000	\$ 6,522,500	\$ -
Average Days on Market	238	184	#DIV/0!	53	237	281	189	147	133	#DIV/0!
% Volume Compared to Previous Year	465.33%	57.42%	0.00%	#DIV/0!	957.00%	93.64%	126.23%	61.84%	71.94%	0.00%
% ASP Compared to Previous Year	155.11%	57.42%	#DIV/0!	#DIV/0!	136.71%	93.64%	126.23%	86.58%	89.92%	#DIV/0!

**January Annual YTD Summary - Overall Sales**

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	713	709	715	723	923	854	798	829	922	774
Total List Price	\$ 304,566,625	\$ 274,942,403	\$ 260,104,795	\$ 295,523,221	\$ 485,320,179	\$ 480,747,068	\$ 508,366,639	\$ 466,368,182	\$ 617,623,992	\$ 508,841,971
Told Sold Volume	\$ 269,534,615	\$ 246,975,163	\$ 237,778,983	\$ 276,876,802	\$ 457,855,476	\$ 457,170,918	\$ 485,513,655	\$ 441,432,058	\$ 590,472,386	\$ 484,929,196
List / Sell Ratio	88.50%	89.83%	91.42%	93.69%	94.34%	95.10%	95.50%	94.65%	95.60%	95.30%
Average Sales Price	\$378,029	\$348,343	\$332,558	\$382,955	\$496,051	\$535,329	\$608,413	\$532,487	\$640,426	\$626,524
Median Price	\$ 184,450	\$ 165,000	\$ 195,000	\$ 217,500	\$ 268,647	\$ 307,000	\$ 335,100	\$ 315,000	\$ 339,950	\$ 321,000
Average Days on Market	187	152	168	157	93	82	71	89	91	92
% Volume Compared to Previous Year	172.37%	91.63%	96.28%	116.44%	165.36%	99.85%	106.20%	90.92%	133.76%	82.13%
% ASP Compared to Previous Year	106.13%	92.15%	95.47%	115.15%	129.53%	107.92%	113.65%	87.52%	120.27%	97.83%