

(B) 2019 NA-BN-ES RT Summary - Jan

January Annual Rolling Totals Summary - Sales from \$0 - \$249,999

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------------------------------------|----------------|----------------|----------------|----------------|------------------|------------------|----------------|----------------|----------------|----------------|
| Number of Sales | 5788 | 6296 | 6491 | 6522 | 6109 | 5941 | 4730 | 3775 | 3551 | 3447 |
| Total List Price | \$ 809,770,978 | \$ 886,725,702 | \$ 929,579,065 | \$ 989,831,675 | \$ 1,003,491,949 | \$ 1,026,464,172 | \$ 875,942,884 | \$ 728,317,410 | \$ 696,058,341 | \$ 672,659,570 |
| Told Sold Volume | \$ 753,973,677 | \$ 831,181,796 | \$ 868,947,866 | \$ 934,787,084 | \$ 955,551,636 | \$ 983,169,785 | \$ 843,006,218 | \$ 695,707,948 | \$ 663,461,474 | \$ 642,388,960 |
| List / Sell Ratio | 93.11% | 93.74% | 93.48% | 94.44% | 95.22% | 95.78% | 96.24% | 95.52% | 95.32% | 95.50% |
| Average Sales Price | \$130,265 | \$132,017 | \$133,870 | \$143,328 | \$156,417 | \$165,489 | \$178,225 | \$184,293 | \$186,838 | \$186,362 |
| Average Days on Market | 135 | 144 | 154 | 148 | 117 | 67 | 56 | 62 | 79 | 83 |
| % Volume Compared to Previous Year | 167.62% | 110.24% | 104.54% | 107.58% | 102.22% | 102.89% | 85.74% | 82.53% | 95.36% | 96.82% |
| % ASP Compared to Previous Year | 81.03% | 101.35% | 101.40% | 107.07% | 109.13% | 105.80% | 107.70% | 103.40% | 101.38% | 99.75% |

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

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------------------------------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales | 1973 | 2091 | 2262 | 2681 | 3538 | 4274 | 5075 | 4857 | 5240 | 5762 |
| Total List Price | \$ 737,523,753 | \$ 778,052,380 | \$ 852,417,663 | \$ 981,419,671 | \$ 1,282,754,426 | \$ 1,537,297,215 | \$ 1,838,241,295 | \$ 1,752,981,847 | \$ 1,892,672,042 | \$ 2,069,074,747 |
| Told Sold Volume | \$ 673,330,349 | \$ 717,921,528 | \$ 787,072,451 | \$ 918,821,505 | \$ 1,219,374,303 | \$ 1,471,678,941 | \$ 1,765,902,941 | \$ 1,681,008,639 | \$ 1,812,381,726 | \$ 1,988,054,734 |
| List / Sell Ratio | 91.30% | 92.27% | 92.33% | 93.62% | 95.06% | 95.73% | 96.06% | 95.89% | 95.76% | 96.08% |
| Average Sales Price | \$341,272 | \$343,339 | \$347,954 | \$342,716 | \$344,651 | \$344,333 | \$347,961 | \$346,100 | \$345,874 | \$345,029 |
| Average Days on Market | 195 | 183 | 184 | 182 | 135 | 83 | 72 | 78 | 89 | 88 |
| % Volume Compared to Previous Year | 99.62% | 106.62% | 109.63% | 116.74% | 132.71% | 120.69% | 119.99% | 95.19% | 107.82% | 109.69% |
| % ASP Compared to Previous Year | 99.32% | 100.61% | 101.34% | 98.49% | 100.56% | 99.91% | 101.05% | 99.47% | 99.93% | 99.76% |

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

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 609 | 659 | 725 | 923 | 1104 | 1240 | 1370 | 1358 | 1437 | 1497 |
| Total List Price | \$ 403,002,723 | \$ 433,364,276 | \$ 475,294,521 | \$ 596,050,652 | \$ 701,888,120 | \$ 777,396,404 | \$ 859,626,816 | \$ 849,338,867 | \$ 902,817,351 | \$ 939,503,255 |
| Told Sold Volume | \$ 363,223,711 | \$ 395,102,447 | \$ 435,710,891 | \$ 555,120,765 | \$ 663,903,673 | \$ 742,642,475 | \$ 825,657,515 | \$ 812,605,182 | \$ 861,901,092 | \$ 897,361,747 |
| List / Sell Ratio | 90.13% | 91.17% | 91.67% | 93.13% | 94.59% | 95.53% | 96.05% | 95.68% | 95.47% | 95.51% |
| Average Sales Price | \$596,426 | \$599,548 | \$600,981 | \$601,431 | \$601,362 | \$598,905 | \$602,670 | \$598,384 | \$599,792 | \$599,440 |
| Average Days on Market | 215 | 229 | 212 | 199 | 171 | 110 | 92 | 94 | 120 | 110 |
| % Volume Compared to Previous Year | 89.71% | 108.78% | 110.28% | 127.41% | 119.60% | 111.86% | 111.18% | 98.42% | 106.07% | 104.11% |
| % ASP Compared to Previous Year | 99.28% | 100.52% | 100.24% | 100.07% | 99.99% | 99.59% | 100.63% | 99.29% | 100.24% | 99.94% |

(B) 2019 NA-BN-ES RT Summary - Jan

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

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 251 | 282 | 323 | 386 | 499 | 559 | 601 | 566 | 582 | 582 |
| Total List Price | \$ 244,161,657 | \$ 266,608,089 | \$ 304,432,007 | \$ 360,058,796 | \$ 456,995,784 | \$ 504,559,263 | \$ 543,407,794 | \$ 503,385,372 | \$ 522,400,715 | \$ 524,826,388 |
| Told Sold Volume | \$ 213,393,956 | \$ 239,851,014 | \$ 276,213,379 | \$ 332,033,906 | \$ 428,729,267 | \$ 478,607,277 | \$ 518,220,028 | \$ 480,434,009 | \$ 496,850,477 | \$ 496,472,500 |
| List / Sell Ratio | 87.40% | 89.96% | 90.73% | 92.22% | 93.81% | 94.86% | 95.36% | 95.44% | 95.11% | 94.60% |
| Average Sales Price | \$850,175 | \$850,536 | \$855,150 | \$860,191 | \$859,177 | \$856,185 | \$862,263 | \$848,823 | \$853,695 | \$853,046 |
| Average Days on Market | 257 | 244 | 211 | 220 | 185 | 122 | 102 | 107 | 119 | 107 |
| % Volume Compared to Previous Year | 95.20% | 112.40% | 115.16% | 120.21% | 129.12% | 111.63% | 108.28% | 92.71% | 103.42% | 99.92% |
| % ASP Compared to Previous Year | 99.75% | 100.04% | 100.54% | 100.59% | 99.88% | 99.65% | 100.71% | 98.44% | 100.57% | 99.92% |

January Annual Rolling Totals Summary - All Sales \$1M +

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales | 512 | 635 | 699 | 771 | 967 | 1188 | 1261 | 1057 | 1257 | 1319 |
| Total List Price | \$ 1,315,342,713 | \$ 1,573,798,692 | \$ 1,660,764,982 | \$ 1,771,303,124 | \$ 2,266,712,790 | \$ 2,809,206,290 | \$ 3,143,658,446 | \$ 2,459,489,288 | \$ 3,012,765,254 | \$ 3,382,893,202 |
| Told Sold Volume | \$ 1,129,265,355 | \$ 1,366,457,504 | \$ 1,468,433,490 | \$ 1,591,121,437 | \$ 2,097,068,348 | \$ 2,619,258,716 | \$ 2,936,675,593 | \$ 2,302,679,252 | \$ 2,799,546,653 | \$ 3,166,097,157 |
| List / Sell Ratio | 85.85% | 86.83% | 88.42% | 89.83% | 92.52% | 93.24% | 93.42% | 93.62% | 92.92% | 93.59% |
| Average Sales Price | \$2,205,596 | \$2,151,902 | \$2,100,763 | \$2,063,711 | \$2,168,633 | \$2,204,763 | \$2,328,847 | \$2,178,504 | \$2,227,165 | \$2,400,377 |
| Average Days on Market | 269 | 263 | 265 | 250 | 210 | 144 | 125 | 121 | 134 | 130 |
| % Volume Compared to Previous Year | 89.01% | 121.00% | 107.46% | 108.36% | 131.80% | 124.90% | 112.12% | 78.41% | 121.58% | 113.09% |
| % ASP Compared to Previous Year | 103.62% | 97.57% | 97.62% | 98.24% | 105.08% | 101.67% | 105.63% | 93.54% | 102.23% | 107.78% |

January Annual Rolling Totals Summary - Sales \$1M - \$2M

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales | 324 | 411 | 461 | 514 | 619 | 752 | 771 | 692 | 797 | 797 |
| Total List Price | \$ 509,454,813 | \$ 643,172,020 | \$ 707,129,483 | \$ 791,783,334 | \$ 926,716,903 | \$ 1,103,487,322 | \$ 1,126,999,876 | \$ 1,005,526,197 | \$ 1,193,643,641 | \$ 1,182,209,430 |
| Told Sold Volume | \$ 435,296,115 | \$ 561,322,693 | \$ 630,169,333 | \$ 714,134,122 | \$ 857,057,907 | \$ 1,027,887,677 | \$ 1,056,249,309 | \$ 938,635,020 | \$ 1,118,392,574 | \$ 1,106,309,387 |
| List / Sell Ratio | 85.44% | 87.27% | 89.12% | 90.19% | 92.48% | 93.15% | 93.72% | 93.35% | 93.70% | 93.58% |
| Average Sales Price | \$1,343,507 | \$1,365,749 | \$1,366,962 | \$1,389,366 | \$1,384,585 | \$1,366,872 | \$1,369,973 | \$1,356,409 | \$1,403,253 | \$1,388,092 |
| Average Days on Market | 244 | 246 | 262 | 239 | 213 | 136 | 110 | 113 | 121 | 118 |
| % Volume Compared to Previous Year | 84.97% | 128.95% | 112.27% | 113.32% | 120.01% | 119.93% | 102.76% | 88.86% | 119.15% | 98.92% |
| % ASP Compared to Previous Year | 95.20% | 101.66% | 100.09% | 101.64% | 99.66% | 98.72% | 100.23% | 99.01% | 103.45% | 98.92% |

January Annual Rolling Totals Summary - Sales \$2M - \$5M

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|----------------|------------------|------------------|
| Number of Sales | 163 | 192 | 210 | 230 | 299 | 363 | 401 | 305 | 391 | 438 |
| Total List Price | \$ 568,030,900 | \$ 632,602,673 | \$ 695,090,499 | \$ 750,000,790 | \$ 948,985,888 | \$ 1,128,663,968 | \$ 1,283,567,070 | \$ 979,202,591 | \$ 1,246,456,314 | \$ 1,442,640,775 |
| Told Sold Volume | \$ 492,959,240 | \$ 552,347,811 | \$ 611,676,657 | \$ 674,525,815 | \$ 879,053,941 | \$ 1,053,612,539 | \$ 1,200,120,562 | \$ 917,902,648 | \$ 1,160,110,079 | \$ 1,354,761,655 |
| List / Sell Ratio | 86.78% | 87.31% | 88.00% | 89.94% | 92.63% | 93.35% | 93.50% | 93.74% | 93.07% | 93.91% |
| Average Sales Price | \$3,024,290 | \$2,876,812 | \$2,912,746 | \$2,932,721 | \$2,939,980 | \$2,902,514 | \$2,992,819 | \$3,009,517 | \$2,967,033 | \$3,093,063 |
| Average Days on Market | 322 | 291 | 270 | 272 | 200 | 144 | 142 | 127 | 148 | 141 |
| % Volume Compared to Previous Year | 86.41% | 112.05% | 110.74% | 110.27% | 130.32% | 119.86% | 113.91% | 76.48% | 126.39% | 116.78% |
| % ASP Compared to Previous Year | 108.68% | 95.12% | 101.25% | 100.69% | 100.25% | 98.73% | 103.11% | 100.56% | 98.59% | 104.25% |

January Annual Rolling Totals Summary - Sales \$5M +

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 25 | 32 | 28 | 27 | 49 | 73 | 89 | 60 | 69 | 84 |
| Total List Price | \$ 237,857,000 | \$ 298,023,999 | \$ 258,545,000 | \$ 229,519,000 | \$ 391,009,999 | \$ 577,055,000 | \$ 733,091,500 | \$ 474,760,500 | \$ 572,665,299 | \$ 758,042,997 |
| Told Sold Volume | \$ 201,010,000 | \$ 252,787,000 | \$ 226,587,500 | \$ 202,461,500 | \$ 360,956,500 | \$ 537,758,500 | \$ 680,305,722 | \$ 446,141,584 | \$ 521,044,000 | \$ 705,026,115 |
| List / Sell Ratio | 84.51% | 84.82% | 87.64% | 88.21% | 92.31% | 93.19% | 92.80% | 93.97% | 90.99% | 93.01% |
| Average Sales Price | \$8,040,400 | \$7,899,594 | \$8,092,411 | \$7,498,574 | \$7,366,459 | \$7,366,555 | \$7,643,885 | \$7,435,693 | \$7,551,362 | \$8,393,168 |
| Average Days on Market | 247 | 315 | 283 | 253 | 234 | 223 | 176 | 188 | 202 | 181 |
| % Volume Compared to Previous Year | 108.14% | 125.76% | 89.64% | 89.35% | 178.28% | 148.98% | 126.51% | 65.58% | 116.79% | 135.31% |
| % ASP Compared to Previous Year | 121.11% | 98.25% | 102.44% | 92.66% | 98.24% | 100.00% | 103.76% | 97.28% | 101.56% | 111.15% |

January Annual Rolling Totals Summary - Overall Sales

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales | 9133 | 9963 | 10500 | 11283 | 12217 | 13202 | 13037 | 11613 | 12067 | 12607 |
| Total List Price | \$ 3,509,801,824 | \$ 3,938,549,139 | \$ 4,222,488,238 | \$ 4,698,663,918 | \$ 5,711,843,069 | \$ 6,654,923,344 | \$ 7,260,877,235 | \$ 6,293,512,784 | \$ 7,026,713,703 | \$ 7,588,957,162 |
| Told Sold Volume | \$ 3,133,187,048 | \$ 3,550,514,289 | \$ 3,836,378,077 | \$ 4,331,884,697 | \$ 5,364,627,227 | \$ 6,295,357,194 | \$ 6,889,462,295 | \$ 5,972,435,030 | \$ 6,634,141,422 | \$ 7,190,375,098 |
| List / Sell Ratio | 89.27% | 90.15% | 90.86% | 92.19% | 93.92% | 94.60% | 94.88% | 94.90% | 94.41% | 94.75% |
| Average Sales Price | \$343,062 | \$356,370 | \$365,369 | \$383,930 | \$439,112 | \$476,849 | \$528,455 | \$514,289 | \$549,776 | \$570,348 |
| Average Days on Market | 164 | 168 | 173 | 170 | 137 | 86 | 75 | 80 | 96 | 94 |
| % Volume Compared to Previous Year | 103.63% | 113.32% | 108.05% | 112.92% | 123.84% | 117.35% | 109.44% | 86.69% | 111.08% | 108.38% |
| % ASP Compared to Previous Year | 71.46% | 103.88% | 102.53% | 105.08% | 114.37% | 108.59% | 110.82% | 97.32% | 106.90% | 103.74% |