

(A) 2019 NA-BN-ES YTD Summary - Feb

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	941	1003	969	903	882	713	491	530	525	445
Total List Price	\$ 132,846,471	\$ 139,115,515	\$ 142,832,006	\$ 143,027,442	\$ 146,426,904	\$ 126,098,682	\$ 91,361,126	\$ 104,865,158	\$ 101,820,637	\$ 89,092,750
Told Sold Volume	\$ 123,666,768	\$ 129,952,500	\$ 133,587,033	\$ 135,341,246	\$ 139,624,916	\$ 121,213,751	\$ 88,450,478	\$ 99,579,274	\$ 97,216,182	\$ 84,684,142
List / Sell Ratio	93.09%	93.41%	93.53%	94.63%	95.35%	96.13%	96.81%	94.96%	95.48%	95.05%
Average Sales Price	\$131,421	\$129,564	\$137,861	\$149,880	\$158,305	\$170,005	\$180,144	\$187,885	\$185,174	\$190,301
Median Price	\$ 130,000	\$ 125,000	\$ 135,000	\$ 150,000	\$ 161,000	\$ 173,000	\$ 180,000	\$ 190,000	\$ 189,000	\$ 195,000
Average Days on Market	149	140	143	137	74	62	53	73	83	88
% Volume Compared to Previous Year	149.89%	105.08%	102.80%	101.31%	103.17%	86.81%	72.97%	112.58%	97.63%	87.11%
% ASP Compared to Previous Year	99.08%	98.59%	106.40%	108.72%	105.62%	107.39%	105.96%	104.30%	98.56%	102.77%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	316	321	325	429	559	615	636	768	707	672
Total List Price	\$ 116,243,159	\$ 120,390,791	\$ 121,906,397	\$ 156,508,894	\$ 200,485,899	\$ 221,264,958	\$ 231,515,701	\$ 278,438,386	\$ 251,806,385	\$ 239,682,865
Told Sold Volume	\$ 107,060,401	\$ 111,039,331	\$ 112,661,057	\$ 147,560,213	\$ 191,537,138	\$ 212,051,861	\$ 222,500,866	\$ 266,859,501	\$ 241,610,400	\$ 229,777,672
List / Sell Ratio	92.10%	92.23%	92.42%	94.28%	95.54%	95.84%	96.11%	95.84%	95.95%	95.87%
Average Sales Price	\$338,799	\$345,917	\$346,649	\$343,963	\$342,642	\$344,800	\$349,844	\$347,473	\$341,740	\$341,931
Median Price	\$ 329,500	\$ 330,000	\$ 340,000	\$ 330,000	\$ 332,500	\$ 335,000	\$ 340,000	\$ 335,000	\$ 330,000	\$ 327,000
Average Days on Market	198	178	184	171	86	82	72	87	89	89
% Volume Compared to Previous Year	146.50%	103.72%	101.46%	130.98%	129.80%	110.71%	104.93%	119.94%	90.54%	95.10%
% ASP Compared to Previous Year	100.60%	102.10%	100.21%	99.23%	99.62%	100.63%	101.46%	99.32%	98.35%	100.06%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	100	92	127	131	164	165	178	188	207	198
Total List Price	\$ 65,014,317	\$ 60,262,995	\$ 82,166,600	\$ 82,813,824	\$ 104,436,750	\$ 103,203,099	\$ 111,693,750	\$ 117,883,228	\$ 128,656,222	\$ 124,415,954
Told Sold Volume	\$ 59,131,550	\$ 55,067,300	\$ 75,943,000	\$ 78,178,155	\$ 99,524,137	\$ 99,019,901	\$ 107,196,031	\$ 112,839,689	\$ 122,328,903	\$ 118,422,300
List / Sell Ratio	90.95%	91.38%	92.43%	94.40%	95.30%	95.95%	95.97%	95.72%	95.08%	95.18%
Average Sales Price	\$591,316	\$598,558	\$597,976	\$596,780	\$606,854	\$600,121	\$602,225	\$600,211	\$590,961	\$598,092
Median Price	\$ 585,000	\$ 591,000	\$ 580,000	\$ 585,000	\$ 600,000	\$ 590,000	\$ 600,000	\$ 580,000	\$ 572,125	\$ 585,000
Average Days on Market	259	187	188	195	117	97	97	111	112	103
% Volume Compared to Previous Year	155.86%	93.13%	137.91%	102.94%	127.30%	99.49%	108.26%	105.26%	108.41%	96.81%
% ASP Compared to Previous Year	98.19%	101.22%	99.90%	99.80%	101.69%	98.89%	100.35%	99.67%	98.46%	101.21%

(A) 2019 NA-BN-ES YTD Summary - Feb

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	39	46	38	60	76	92	59	99	90	66
Total List Price	\$ 37,592,900	\$ 44,908,995	\$ 35,706,280	\$ 55,578,517	\$ 69,626,850	\$ 84,372,887	\$ 53,879,339	\$ 87,624,334	\$ 81,216,605	\$ 59,683,341
Told Sold Volume	\$ 33,638,700	\$ 40,252,750	\$ 32,457,083	\$ 51,705,445	\$ 65,336,450	\$ 80,257,006	\$ 51,468,641	\$ 83,905,330	\$ 76,717,275	\$ 56,945,716
List / Sell Ratio	89.48%	89.63%	90.90%	93.03%	93.84%	95.12%	95.53%	95.76%	94.46%	95.41%
Average Sales Price	\$862,531	\$875,060	\$854,134	\$861,757	\$859,690	\$872,359	\$872,350	\$847,529	\$852,414	\$862,814
Median Price	\$ 860,000	\$ 893,250	\$ 865,000	\$ 855,000	\$ 852,750	\$ 875,000	\$ 875,000	\$ 845,000	\$ 851,000	\$ 871,950
Average Days on Market	332	233	224	203	122	113	89	115	132	104
% Volume Compared to Previous Year	150.96%	119.66%	80.63%	159.30%	126.36%	122.84%	64.13%	163.02%	91.43%	74.23%
% ASP Compared to Previous Year	100.64%	101.45%	97.61%	100.89%	99.76%	101.47%	100.00%	97.15%	100.58%	101.22%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	79	91	94	111	185	184	182	157	301	177
Total List Price	\$ 213,494,999	\$ 231,674,480	\$ 202,777,037	\$ 238,519,101	\$ 482,864,624	\$ 466,436,592	\$ 457,396,732	\$ 388,612,835	\$ 669,205,672	\$ 508,901,196
Told Sold Volume	\$ 180,726,640	\$ 202,806,447	\$ 182,370,222	\$ 219,238,869	\$ 448,549,139	\$ 437,792,499	\$ 433,064,498	\$ 362,621,905	\$ 635,967,231	\$ 477,481,599
List / Sell Ratio	84.65%	87.54%	89.94%	91.92%	92.89%	93.86%	94.68%	93.31%	95.03%	93.83%
Average Sales Price	\$2,287,679	\$2,228,642	\$1,940,109	\$1,975,125	\$2,424,590	\$2,379,307	\$2,379,475	\$2,309,694	\$2,112,848	\$2,697,636
Median Price	\$ 1,500,000	\$ 1,557,500	\$ 1,550,000	\$ 1,695,000	\$ 1,825,000	\$ 1,665,000	\$ 1,610,000	\$ 1,777,500	\$ 340,000	\$ 325,000
Average Days on Market	254	243	245	231	163	159	116	145	97	126
% Volume Compared to Previous Year	139.07%	112.22%	89.92%	120.22%	204.59%	97.60%	98.92%	83.73%	175.38%	75.08%
% ASP Compared to Previous Year	105.62%	97.42%	87.05%	101.80%	122.76%	98.13%	100.01%	97.07%	91.48%	127.68%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	50	57	62	71	102	108	112	94	200	99
Total List Price	\$ 77,481,000	\$ 86,775,480	\$ 94,305,537	\$ 111,384,001	\$ 152,099,626	\$ 157,270,297	\$ 161,980,841	\$ 141,005,661	\$ 311,515,915	\$ 148,529,872
Told Sold Volume	\$ 66,981,900	\$ 75,716,447	\$ 84,514,308	\$ 101,836,220	\$ 140,629,139	\$ 145,942,517	\$ 153,463,823	\$ 131,184,400	\$ 299,133,099	\$ 138,906,599
List / Sell Ratio	86.45%	87.26%	89.62%	91.43%	92.46%	92.80%	94.74%	93.03%	96.02%	93.52%
Average Sales Price	\$1,339,638	\$1,328,359	\$1,363,134	\$1,434,313	\$1,378,717	\$1,351,320	\$1,370,213	\$1,395,579	\$1,495,665	\$1,403,097
Median Price	\$ 1,325,000	\$ 1,289,092	\$ 1,262,500	\$ 1,410,000	\$ 1,375,000	\$ 1,290,000	\$ 1,310,000	\$ 1,400,000	\$ 1,520,000	\$ 1,340,000
Average Days on Market	228	222	229	232	151	143	103	126	86	113
% Volume Compared to Previous Year	134.03%	113.04%	111.62%	120.50%	138.09%	103.78%	105.15%	85.48%	228.02%	46.44%
% ASP Compared to Previous Year	96.50%	99.16%	102.62%	105.22%	96.12%	98.01%	101.40%	101.85%	107.17%	93.81%

(A) 2019 NA-BN-ES YTD Summary - Feb

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	24	29	31	37	71	60	57	51	87	60
Total List Price	\$ 76,864,000	\$ 94,499,000	\$ 100,871,500	\$ 110,040,100	\$ 232,698,998	\$ 191,493,795	\$ 180,170,891	\$ 153,633,174	\$ 246,130,757	\$ 195,431,324
Told Sold Volume	\$ 67,694,740	\$ 84,050,000	\$ 90,255,914	\$ 101,817,649	\$ 215,874,000	\$ 181,955,482	\$ 171,339,675	\$ 142,107,505	\$ 233,561,632	\$ 183,052,500
List / Sell Ratio	88.07%	88.94%	89.48%	92.53%	92.77%	95.02%	95.10%	92.50%	94.89%	93.67%
Average Sales Price	\$2,820,614	\$2,898,276	\$2,911,481	\$2,751,828	\$3,040,479	\$3,032,591	\$3,005,959	\$2,786,422	\$2,684,616	\$3,050,875
Median Price	\$ 2,412,500	\$ 2,600,000	\$ 2,737,500	\$ 2,500,000	\$ 2,749,500	\$ 2,932,500	\$ 2,650,000	\$ 2,600,000	\$ 2,500,000	\$ 2,900,000
Average Days on Market	299	293	286	234	171	174	121	162	114	133
% Volume Compared to Previous Year	100.75%	124.16%	107.38%	112.81%	212.02%	84.29%	94.17%	82.94%	164.36%	78.37%
% ASP Compared to Previous Year	92.36%	102.75%	100.46%	94.52%	110.49%	99.74%	99.12%	92.70%	96.35%	113.64%

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February Annual YTD Summary - Sales \$5M +

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	5	5	1	3	12	16	13	12	14	18
Total List Price	\$ 59,149,999	\$ 50,400,000	\$ 7,600,000	\$ 17,095,000	\$ 98,066,000	\$ 117,672,500	\$ 115,245,000	\$ 93,974,000	\$ 111,559,000	\$ 164,940,000
Told Sold Volume	\$ 46,050,000	\$ 43,040,000	\$ 7,600,000	\$ 15,585,000	\$ 92,046,000	\$ 109,894,500	\$ 108,261,000	\$ 89,330,000	\$ 103,272,500	\$ 155,522,500
List / Sell Ratio	77.85%	85.40%	100.00%	91.17%	93.86%	93.39%	93.94%	95.06%	92.57%	94.29%
Average Sales Price	\$9,210,000	\$8,608,000	\$7,600,000	\$5,195,000	\$7,670,500	\$6,868,406	\$8,327,769	\$7,444,167	\$7,376,607	\$8,640,139
Median Price	\$ 6,050,000	\$ 7,950,000	\$ 6,600,000	\$ 5,167,500	\$ 7,050,000	\$ 6,450,000	\$ 7,200,000	\$ 6,930,000	\$ 6,400,000	\$ 6,625,000
Average Days on Market	295	197	0	149	215	219	206	213	144	182
% Volume Compared to Previous Year	360.05%	93.46%	17.66%	205.07%	590.61%	119.39%	98.51%	82.51%	115.61%	150.59%
% ASP Compared to Previous Year	144.02%	93.46%	88.29%	68.36%	147.65%	89.54%	121.25%	89.39%	99.09%	117.13%

February Annual YTD Summary - Overall Sales

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	1475	1553	1553	1634	1866	1769	1546	1742	1830	1558
Total List Price	\$ 565,191,846	\$ 596,352,776	\$ 585,388,320	\$ 676,447,778	\$ 1,003,841,027	\$ 1,001,376,218	\$ 945,846,648	\$ 977,423,941	\$ 1,232,705,521	\$ 1,021,776,106
Told Sold Volume	\$ 504,224,059	\$ 539,118,328	\$ 537,018,395	\$ 632,023,928	\$ 944,571,780	\$ 950,335,018	\$ 902,680,514	\$ 925,805,699	\$ 1,173,839,991	\$ 967,311,429
List / Sell Ratio	89.21%	90.40%	91.74%	93.43%	94.10%	94.90%	95.44%	94.72%	95.22%	94.67%
Average Sales Price	\$341,847	\$347,146	\$345,794	\$386,796	\$506,201	\$537,216	\$583,881	\$531,461	\$641,443	\$620,867
Median Price	\$ 184,500	\$ 172,000	\$ 199,000	\$ 226,000	\$ 265,000	\$ 295,000	\$ 327,000	\$ 324,000	\$ 340,000	\$ 325,000
Average Days on Market	177	160	163	160	92	85	74	92	93	95
% Volume Compared to Previous Year	145.83%	106.92%	99.61%	117.69%	149.45%	100.61%	94.99%	102.56%	126.79%	82.41%
% ASP Compared to Previous Year	97.68%	101.55%	99.61%	111.86%	130.87%	106.13%	108.69%	91.02%	120.69%	96.79%