

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

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	5931	6331	6486	6502	6049	5878	4601	3804	3525	3405
Total List Price	\$ 828,262,371	\$ 891,292,210	\$ 933,458,334	\$ 992,020,750	\$ 997,244,769	\$ 1,020,132,077	\$ 853,981,869	\$ 737,998,343	\$ 690,059,517	\$ 665,102,540
Told Sold Volume	\$ 772,652,338	\$ 835,350,558	\$ 872,750,126	\$ 937,474,014	\$ 950,199,773	\$ 977,688,196	\$ 822,318,855	\$ 704,029,361	\$ 658,323,297	\$ 634,786,649
List / Sell Ratio	93.29%	93.72%	93.50%	94.50%	95.28%	95.84%	96.29%	95.40%	95.40%	95.44%
Average Sales Price	\$130,274	\$131,946	\$134,518	\$144,182	\$157,084	\$166,330	\$178,726	\$185,076	\$186,758	\$186,428
Average Days on Market	135	144	152	149	112	67	55	63	80	84
% Volume Compared to Previous Year	163.06%	108.11%	104.48%	107.42%	101.36%	102.89%	84.11%	85.62%	93.51%	96.42%
% ASP Compared to Previous Year	83.03%	101.28%	101.95%	107.18%	108.95%	105.89%	107.45%	103.55%	100.91%	99.82%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	2024	2109	2244	2750	3580	4319	5047	4955	5204	5753
Total List Price	\$ 754,906,059	\$ 787,257,325	\$ 844,443,037	\$ 1,005,736,182	\$ 1,295,720,199	\$ 1,554,060,539	\$ 1,829,874,065	\$ 1,788,684,856	\$ 1,875,294,160	\$ 2,067,072,091
Told Sold Volume	\$ 690,142,215	\$ 726,604,054	\$ 780,074,262	\$ 942,477,708	\$ 1,233,227,068	\$ 1,487,747,696	\$ 1,758,309,938	\$ 1,714,946,231	\$ 1,796,081,494	\$ 1,985,705,996
List / Sell Ratio	91.42%	92.30%	92.38%	93.71%	95.18%	95.73%	96.09%	95.88%	95.78%	96.06%
Average Sales Price	\$340,979	\$344,525	\$347,627	\$342,719	\$344,477	\$344,466	\$348,387	\$346,104	\$345,135	\$345,160
Average Days on Market	196	182	186	179	129	82	71	80	89	88
% Volume Compared to Previous Year	104.14%	105.28%	107.36%	120.82%	130.85%	120.64%	118.19%	97.53%	104.73%	110.56%
% ASP Compared to Previous Year	99.35%	101.04%	100.90%	98.59%	100.51%	100.00%	101.14%	99.34%	99.72%	100.01%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	622	669	745	918	1113	1237	1376	1381	1440	1495
Total List Price	\$ 411,200,900	\$ 440,532,399	\$ 488,122,873	\$ 590,812,399	\$ 708,487,865	\$ 774,133,259	\$ 863,023,696	\$ 864,308,378	\$ 903,974,055	\$ 940,017,169
Told Sold Volume	\$ 370,954,261	\$ 401,512,547	\$ 447,940,491	\$ 551,303,690	\$ 670,664,535	\$ 740,068,822	\$ 828,651,391	\$ 826,737,295	\$ 862,484,229	\$ 898,044,553
List / Sell Ratio	90.21%	91.14%	91.77%	93.31%	94.66%	95.60%	96.02%	95.65%	95.41%	95.53%
Average Sales Price	\$596,389	\$600,168	\$601,262	\$600,549	\$602,574	\$598,277	\$602,218	\$598,651	\$598,947	\$600,699
Average Days on Market	220	224	211	200	164	111	92	95	119	109
% Volume Compared to Previous Year	94.99%	108.24%	111.56%	123.08%	121.65%	110.35%	111.97%	99.77%	104.32%	104.12%
% ASP Compared to Previous Year	99.26%	100.63%	100.18%	99.88%	100.34%	99.29%	100.66%	99.41%	100.05%	100.29%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	252	294	308	401	509	557	591	591	579	560
Total List Price	\$ 243,870,669	\$ 279,406,184	\$ 288,361,492	\$ 373,121,946	\$ 466,057,139	\$ 503,836,159	\$ 533,335,552	\$ 524,830,022	\$ 521,401,131	\$ 504,822,222
Told Sold Volume	\$ 214,446,156	\$ 250,865,564	\$ 262,544,713	\$ 344,423,767	\$ 437,629,772	\$ 477,805,609	\$ 508,962,887	\$ 501,093,388	\$ 494,928,832	\$ 477,898,446
List / Sell Ratio	87.93%	89.79%	91.05%	92.31%	93.90%	94.83%	95.43%	95.48%	94.92%	94.67%
Average Sales Price	\$850,977	\$853,284	\$852,418	\$858,912	\$859,783	\$857,820	\$861,189	\$847,874	\$854,799	\$853,390
Average Days on Market	253	243	211	216	180	120	102	107	121	105
% Volume Compared to Previous Year	93.41%	116.98%	104.66%	131.19%	127.06%	109.18%	106.52%	98.45%	98.77%	96.56%
% ASP Compared to Previous Year	99.71%	100.27%	99.90%	100.76%	100.10%	99.77%	100.39%	98.45%	100.82%	99.84%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	517	642	709	785	998	1183	1183	1047	1314	1270
Total List Price	\$ 1,319,127,713	\$ 1,600,846,173	\$ 1,671,975,654	\$ 1,792,613,673	\$ 2,381,929,388	\$ 2,804,869,612	\$ 3,097,512,912	\$ 2,451,266,935	\$ 3,140,010,610	\$ 3,309,795,746
Told Sold Volume	\$ 1,130,295,755	\$ 1,393,635,287	\$ 1,480,164,732	\$ 1,612,113,232	\$ 2,204,475,257	\$ 2,618,494,667	\$ 2,895,221,983	\$ 2,292,835,537	\$ 2,921,317,534	\$ 3,092,954,082
List / Sell Ratio	85.69%	87.06%	88.53%	89.93%	92.55%	93.36%	93.47%	93.54%	93.04%	93.45%
Average Sales Price	\$2,186,259	\$2,170,771	\$2,087,679	\$2,053,647	\$2,208,893	\$2,213,436	\$2,447,356	\$2,189,910	\$2,223,225	\$2,435,397
Average Days on Market	267	262	264	250	201	146	128	124	132	130
% Volume Compared to Previous Year	94.77%	123.30%	106.21%	108.91%	136.74%	118.78%	110.57%	79.19%	127.41%	105.88%
% ASP Compared to Previous Year	102.84%	99.29%	96.17%	98.37%	107.56%	100.21%	110.57%	89.48%	101.52%	109.54%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	333	414	465	524	628	751	780	675	831	766
Total List Price	\$ 523,825,814	\$ 645,909,500	\$ 714,781,155	\$ 808,976,783	\$ 935,489,602	\$ 1,100,594,243	\$ 1,138,413,396	\$ 985,139,436	\$ 1,243,294,751	\$ 1,138,000,475
Told Sold Volume	\$ 448,289,015	\$ 563,475,476	\$ 637,293,075	\$ 731,851,417	\$ 864,672,816	\$ 1,025,958,628	\$ 1,068,864,302	\$ 918,054,947	\$ 1,165,804,835	\$ 1,063,614,187
List / Sell Ratio	85.58%	87.24%	89.16%	90.47%	92.43%	93.22%	93.89%	93.19%	93.77%	93.46%
Average Sales Price	\$1,346,213	\$1,361,052	\$1,370,523	\$1,396,663	\$1,376,868	\$1,366,123	\$1,370,339	\$1,360,081	\$1,402,894	\$1,388,530
Average Days on Market	242	245	263	239	204	138	108	113	120	118
% Volume Compared to Previous Year	93.03%	125.69%	113.10%	114.84%	118.15%	118.65%	104.18%	85.89%	126.99%	91.23%
% ASP Compared to Previous Year	95.27%	101.10%	100.70%	101.91%	98.58%	99.22%	100.31%	99.25%	103.15%	98.98%

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

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	158	196	217	233	318	355	389	311	411	412
Total List Price	\$ 548,869,900	\$ 644,312,673	\$ 717,899,499	\$ 750,422,890	\$ 1,022,129,787	\$ 1,104,726,869	\$ 1,240,546,516	\$ 989,281,999	\$ 1,298,340,560	\$ 1,329,157,274
Told Sold Volume	\$ 475,136,740	\$ 565,522,811	\$ 631,684,157	\$ 675,115,315	\$ 947,805,941	\$ 1,033,703,039	\$ 1,160,142,459	\$ 924,693,006	\$ 1,210,121,199	\$ 1,245,393,780
List / Sell Ratio	86.57%	87.77%	87.99%	89.96%	92.73%	93.57%	93.52%	93.47%	93.21%	93.70%
Average Sales Price	\$3,007,195	\$2,885,320	\$2,910,987	\$2,897,491	\$2,980,522	\$2,911,840	\$2,982,371	\$2,973,289	\$2,944,334	\$3,022,800
Average Days on Market	319	291	265	275	191	145	134	133	146	140
% Volume Compared to Previous Year	87.99%	119.02%	111.70%	106.88%	140.39%	109.06%	112.23%	79.71%	130.87%	102.91%
% ASP Compared to Previous Year	108.04%	95.95%	100.89%	99.54%	102.87%	97.70%	102.42%	99.70%	99.03%	102.67%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	26	32	27	28	52	77	86	61	72	92
Total List Price	\$ 246,431,999	\$ 310,624,000	\$ 239,295,000	\$ 233,214,000	\$ 424,309,999	\$ 599,548,500	\$ 718,553,000	\$ 476,845,500	\$ 598,375,299	\$ 842,637,997
Told Sold Volume	\$ 206,870,000	\$ 264,637,000	\$ 211,187,500	\$ 205,146,500	\$ 391,996,500	\$ 558,833,000	\$ 666,215,222	\$ 450,087,584	\$ 545,391,500	\$ 783,946,115
List / Sell Ratio	83.95%	85.20%	88.25%	87.96%	92.38%	93.21%	92.72%	94.39%	91.15%	93.03%
Average Sales Price	\$7,956,538	\$8,269,906	\$7,821,759	\$7,326,661	\$7,538,394	\$7,257,571	\$7,746,689	\$7,378,485	\$7,574,882	\$8,521,153
Average Days on Market	262	305	278	259	231	220	181	192	189	185
% Volume Compared to Previous Year	121.12%	127.92%	79.80%	97.14%	191.08%	142.56%	119.22%	67.56%	121.17%	143.74%
% ASP Compared to Previous Year	121.12%	103.94%	94.58%	93.67%	102.89%	96.27%	106.74%	95.25%	102.66%	112.49%

February Annual Rolling Totals Summary - Overall Sales

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	9346	10045	10494	11356	12249	13174	12870	11778	12062	12483
Total List Price	\$ 3,557,367,712	\$ 3,999,334,291	\$ 4,226,361,390	\$ 4,754,304,950	\$ 5,849,439,360	\$ 6,657,031,646	\$ 7,177,728,094	\$ 6,367,088,534	\$ 7,130,739,473	\$ 7,486,809,768
Told Sold Volume	\$ 3,178,490,725	\$ 3,607,968,010	\$ 3,843,474,324	\$ 4,387,792,411	\$ 5,496,196,405	\$ 6,301,804,990	\$ 6,813,465,054	\$ 6,039,641,812	\$ 6,733,135,386	\$ 7,089,389,726
List / Sell Ratio	89.35%	90.21%	90.94%	92.29%	93.96%	94.66%	94.93%	94.86%	94.42%	94.69%
Average Sales Price	\$340,091	\$359,180	\$366,254	\$386,385	\$448,706	\$478,352	\$529,407	\$512,790	\$558,211	\$567,924
Average Days on Market	165	168	173	170	132	85	74	82	96	95
% Volume Compared to Previous Year	107.77%	113.51%	106.53%	114.16%	125.26%	114.66%	108.12%	88.64%	111.48%	105.29%
% ASP Compared to Previous Year	74.16%	105.61%	101.97%	105.50%	116.13%	106.61%	110.67%	96.86%	108.86%	101.74%