

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

#Mar!A1

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	1633	1807	1639	1451	1496	1264	874	895	833	771
Total List Price	\$ 233,925,507	\$ 252,882,407	\$ 245,184,953	\$ 231,952,107	\$ 249,854,089	\$ 226,481,274	\$ 165,615,682	\$ 177,279,776	\$ 162,393,568	\$ 153,517,425
Told Sold Volume	\$ 218,339,358	\$ 235,661,130	\$ 229,562,676	\$ 219,681,356	\$ 238,274,935	\$ 217,669,917	\$ 159,501,477	\$ 168,823,761	\$ 154,951,445	\$ 145,892,130
List / Sell Ratio	93.34%	93.19%	93.63%	94.71%	95.37%	96.11%	96.31%	95.23%	95.42%	95.03%
Average Sales Price	\$133,704	\$130,416	\$140,063	\$151,400	\$159,275	\$172,207	\$182,496	\$188,630	\$186,016	\$189,225
Median Price	\$ 130,326	\$ 125,000	\$ 136,500	\$ 151,000	\$ 161,115	\$ 175,000	\$ 188,500	\$ 190,000	\$ 189,000	\$ 195,000
Average Days on Market	150	147	144	136	76	61	54	71	82	88
% Volume Compared to Previous Year	151.54%	107.93%	97.41%	95.70%	108.46%	91.35%	73.28%	105.84%	91.78%	94.15%
% ASP Compared to Previous Year	102.08%	97.54%	107.40%	108.09%	105.20%	108.12%	105.97%	103.36%	98.61%	101.72%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	564	576	606	763	969	1136	1066	1360	1290	1264
Total List Price	\$ 208,326,543	\$ 215,684,898	\$ 226,348,765	\$ 276,021,820	\$ 344,726,741	\$ 408,915,997	\$ 387,837,279	\$ 492,290,142	\$ 459,466,366	\$ 452,145,187
Told Sold Volume	\$ 191,747,388	\$ 199,170,967	\$ 210,479,035	\$ 260,827,872	\$ 329,302,695	\$ 392,273,061	\$ 372,652,273	\$ 472,177,766	\$ 441,202,432	\$ 433,387,139
List / Sell Ratio	92.04%	92.34%	92.99%	94.50%	95.53%	95.93%	96.08%	95.91%	96.02%	95.85%
Average Sales Price	\$339,978	\$345,783	\$347,325	\$341,845	\$339,838	\$345,311	\$349,580	\$347,190	\$342,017	\$342,870
Median Price	\$ 325,000	\$ 330,000	\$ 335,000	\$ 328,000	\$ 325,000	\$ 334,500	\$ 340,000	\$ 332,997	\$ 329,000	\$ 330,000
Average Days on Market	188	185	183	167	86	79	74	86	89	97
% Volume Compared to Previous Year	155.43%	103.87%	105.68%	123.92%	126.25%	119.12%	95.00%	126.71%	93.44%	98.23%
% ASP Compared to Previous Year	100.59%	101.71%	100.45%	98.42%	99.41%	101.61%	101.24%	99.32%	98.51%	100.25%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	183	175	244	232	304	285	307	361	394	337
Total List Price	\$ 119,710,039	\$ 116,124,105	\$ 157,689,674	\$ 147,462,707	\$ 192,399,031	\$ 178,463,159	\$ 192,938,248	\$ 226,209,389	\$ 246,342,738	\$ 211,525,246
Told Sold Volume	\$ 108,863,203	\$ 106,137,700	\$ 145,697,715	\$ 139,038,018	\$ 183,368,702	\$ 171,301,661	\$ 184,693,676	\$ 216,513,337	\$ 234,957,265	\$ 201,569,520
List / Sell Ratio	90.94%	91.40%	92.40%	94.29%	95.31%	95.99%	95.73%	95.71%	95.38%	95.29%
Average Sales Price	\$594,881	\$606,501	\$597,122	\$599,302	\$603,187	\$601,058	\$601,608	\$599,760	\$596,338	\$598,129
Median Price	\$ 590,379	\$ 595,000	\$ 588,500	\$ 588,250	\$ 600,000	\$ 589,000	\$ 595,000	\$ 580,000	\$ 585,000	\$ 585,000
Average Days on Market	243	211	196	185	122	92	90	110	111	115
% Volume Compared to Previous Year	159.98%	97.50%	137.27%	95.43%	131.88%	93.42%	107.82%	117.23%	108.52%	85.79%
% ASP Compared to Previous Year	99.66%	101.95%	98.45%	100.37%	100.65%	99.65%	100.09%	99.69%	99.43%	100.30%

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

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	68	82	86	100	134	161	135	163	167	141
Total List Price	\$ 64,727,590	\$ 78,989,135	\$ 79,481,626	\$ 92,352,306	\$ 121,623,349	\$ 146,696,201	\$ 120,717,912	\$ 145,295,825	\$ 151,358,767	\$ 128,558,312
Told Sold Volume	\$ 58,224,600	\$ 71,631,665	\$ 72,813,468	\$ 86,293,154	\$ 114,010,350	\$ 139,825,845	\$ 115,566,649	\$ 139,255,230	\$ 143,334,039	\$ 121,395,369
List / Sell Ratio	89.95%	90.69%	91.61%	93.44%	93.74%	95.32%	95.73%	95.84%	94.70%	94.43%
Average Sales Price	\$856,244	\$873,557	\$846,668	\$862,932	\$850,824	\$868,484	\$856,049	\$854,327	\$858,288	\$860,960
Median Price	\$ 852,500	\$ 880,000	\$ 850,000	\$ 850,000	\$ 849,500	\$ 869,900	\$ 850,000	\$ 860,000	\$ 862,500	\$ 860,000
Average Days on Market	280	217	223	217	135	111	85	113	117	120
% Volume Compared to Previous Year	175.30%	123.03%	101.65%	118.51%	132.12%	122.64%	82.65%	120.50%	102.93%	84.69%
% ASP Compared to Previous Year	100.54%	102.02%	96.92%	101.92%	98.60%	102.08%	98.57%	99.80%	100.46%	100.31%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	151	176	171	201	312	330	284	299	453	319
Total List Price	\$ 428,120,798	\$ 424,741,480	\$ 374,976,948	\$ 461,507,347	\$ 734,623,471	\$ 829,491,648	\$ 684,521,996	\$ 768,540,515	\$ 1,061,381,830	\$ 829,636,523
Told Sold Volume	\$ 364,318,656	\$ 373,866,947	\$ 337,586,454	\$ 422,684,565	\$ 684,519,493	\$ 775,427,519	\$ 644,983,422	\$ 709,020,515	\$ 1,002,022,361	\$ 778,487,161
List / Sell Ratio	85.10%	88.02%	90.03%	91.59%	93.18%	93.48%	94.22%	92.26%	94.41%	93.83%
Average Sales Price	\$2,412,706	\$2,124,244	\$1,974,190	\$2,102,908	\$2,193,973	\$2,349,780	\$2,271,068	\$2,371,306	\$2,211,970	\$2,440,399
Median Price	\$ 190,000	\$ 174,250	\$ 1,612,500	\$ 1,633,125	\$ 1,675,000	\$ 1,750,000	\$ 1,625,000	\$ 1,699,500	\$ 349,000	\$ 333,750
Average Days on Market	241	245	240	217	154	140	118	146	109	127
% Volume Compared to Previous Year	143.22%	102.62%	90.30%	125.21%	161.95%	113.28%	83.18%	109.93%	141.32%	77.69%
% ASP Compared to Previous Year	98.64%	88.04%	92.94%	106.52%	104.33%	107.10%	96.65%	104.41%	93.28%	110.33%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	90	119	117	130	193	192	178	182	291	191
Total List Price	\$ 144,920,800	\$ 189,968,480	\$ 182,277,448	\$ 197,950,247	\$ 283,899,268	\$ 283,803,959	\$ 260,791,205	\$ 268,925,391	\$ 443,102,079	\$ 286,779,662
Told Sold Volume	\$ 125,439,416	\$ 165,801,947	\$ 164,560,540	\$ 181,916,916	\$ 264,308,435	\$ 264,681,119	\$ 245,642,747	\$ 250,659,260	\$ 422,344,234	\$ 268,476,839
List / Sell Ratio	86.56%	87.28%	90.28%	91.90%	93.10%	93.26%	94.19%	93.21%	95.32%	93.62%
Average Sales Price	\$1,393,771	\$1,393,294	\$1,406,500	\$1,399,361	\$1,369,474	\$1,378,547	\$1,380,015	\$1,377,249	\$1,451,355	\$1,405,638
Median Price	\$ 1,350,000	\$ 1,381,250	\$ 1,350,000	\$ 1,375,000	\$ 1,335,000	\$ 1,307,500	\$ 1,320,000	\$ 1,300,000	\$ 1,440,000	\$ 1,350,000
Average Days on Market	215	238	227	216	146	128	107	119	94	110
% Volume Compared to Previous Year	160.06%	132.18%	99.25%	110.55%	145.29%	100.14%	92.81%	102.04%	168.49%	63.57%
% ASP Compared to Previous Year	101.37%	99.97%	100.95%	99.49%	97.86%	100.66%	100.11%	99.80%	105.38%	96.85%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	50	48	48	60	102	112	89	91	139	104
Total List Price	\$ 163,909,999	\$ 153,478,000	\$ 150,024,500	\$ 185,907,100	\$ 322,373,203	\$ 356,023,189	\$ 279,095,791	\$ 280,992,124	\$ 428,840,751	\$ 332,579,861
Told Sold Volume	\$ 141,382,240	\$ 136,725,000	\$ 134,575,914	\$ 170,632,649	\$ 299,565,058	\$ 334,040,378	\$ 263,554,675	\$ 258,646,255	\$ 404,680,627	\$ 311,633,037
List / Sell Ratio	86.26%	89.08%	89.70%	91.78%	92.92%	93.83%	94.43%	92.05%	94.37%	93.70%
Average Sales Price	\$2,827,645	\$2,848,438	\$2,803,665	\$2,843,877	\$2,936,912	\$2,982,503	\$2,961,288	\$2,842,267	\$2,911,371	\$2,996,472
Median Price	\$ 2,450,000	\$ 2,650,000	\$ 2,647,500	\$ 2,650,000	\$ 2,650,000	\$ 2,895,000	\$ 2,800,000	\$ 2,660,000	\$ 2,600,000	\$ 2,900,000
Average Days on Market	284	277	271	226	155	146	126	157	129	137
% Volume Compared to Previous Year	113.45%	96.71%	98.43%	126.79%	175.56%	111.51%	78.90%	98.14%	156.46%	77.01%
% ASP Compared to Previous Year	88.49%	100.74%	98.43%	101.43%	103.27%	101.55%	99.29%	95.98%	102.43%	102.92%

March Annual YTD Summary - Sales \$5M +

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	11	9	6	11	17	26	17	26	23	24
Total List Price	\$ 119,289,999	\$ 81,295,000	\$ 42,675,000	\$ 77,650,000	\$ 128,351,000	\$ 189,664,500	\$ 144,635,000	\$ 218,623,000	\$ 189,439,000	\$ 210,277,000
Told Sold Volume	\$ 97,497,000	\$ 71,340,000	\$ 38,450,000	\$ 70,135,000	\$ 120,646,000	\$ 176,706,022	\$ 135,786,000	\$ 199,715,000	\$ 174,997,500	\$ 198,377,285
List / Sell Ratio	81.73%	87.75%	90.10%	90.32%	94.00%	93.17%	93.88%	91.35%	92.38%	94.34%
Average Sales Price	\$8,863,364	\$7,926,667	\$6,408,333	\$6,375,909	\$7,096,824	\$6,796,385	\$7,987,412	\$7,681,346	\$7,608,587	\$8,265,720
Median Price	\$ 5,722,000	\$ 6,690,000	\$ 6,600,000	\$ 5,650,000	\$ 5,850,000	\$ 6,377,000	\$ 7,200,000	\$ 6,727,500	\$ 6,450,000	\$ 6,625,000
Average Days on Market	257	163	248	172	241	206	182	295	184	210
% Volume Compared to Previous Year	189.72%	73.17%	53.90%	182.41%	172.02%	146.47%	76.84%	147.08%	87.62%	113.36%
% ASP Compared to Previous Year	137.98%	89.43%	80.85%	99.49%	111.31%	95.77%	117.52%	96.17%	99.05%	108.64%

March Annual YTD Summary - Overall Sales

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Number of Sales	2599	2816	2746	2747	3215	3176	2666	3078	3137	2832
Total List Price	\$ 1,054,810,477	\$ 1,088,422,025	\$ 1,083,681,966	\$ 1,209,296,287	\$ 1,643,226,681	\$ 1,790,048,279	\$ 1,551,631,117	\$ 1,809,615,647	\$ 2,080,943,269	\$ 1,775,382,693
Told Sold Volume	\$ 941,493,205	\$ 986,468,409	\$ 996,139,348	\$ 1,128,524,965	\$ 1,549,476,175	\$ 1,696,498,003	\$ 1,477,397,497	\$ 1,705,790,609	\$ 1,976,467,542	\$ 1,680,731,319
List / Sell Ratio	89.26%	90.63%	91.92%	93.32%	94.29%	94.77%	95.22%	94.26%	94.98%	94.67%
Average Sales Price	\$362,252	\$350,308	\$362,760	\$410,821	\$481,952	\$534,162	\$554,163	\$554,188	\$630,050	\$593,479
Median Price	\$ 190,000	\$ 174,250	\$ 209,000	\$ 250,000	\$ 264,000	\$ 295,000	\$ 325,000	\$ 332,746	\$ 349,000	\$ 333,750
Average Days on Market	173	167	166	158	93	81	74	92	94	101
% Volume Compared to Previous Year	151.10%	104.78%	100.98%	113.29%	137.30%	109.49%	87.09%	115.46%	115.87%	85.04%
% ASP Compared to Previous Year	100.11%	96.70%	103.55%	113.25%	117.31%	110.83%	103.74%	100.00%	113.69%	94.20%