

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

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018
Number of Sales	6145	6443	6354	6380	6115	5815	4433	3786	3468
Total List Price	\$ 862,432,262	\$ 903,980,066	\$ 922,044,389	\$ 978,592,468	\$ 1,011,747,289	\$ 1,017,087,484	\$ 827,853,833	\$ 736,158,405	\$ 678,217,830
Told Sold Volume	\$ 805,751,355	\$ 846,386,598	\$ 863,017,139	\$ 925,838,481	\$ 964,509,682	\$ 975,494,343	\$ 796,913,688	\$ 702,222,849	\$ 646,814,073
List / Sell Ratio	93.43%	93.63%	93.60%	94.61%	95.33%	95.91%	96.26%	95.39%	95.37%
Average Sales Price	\$131,123	\$131,365	\$135,823	\$145,116	\$157,728	\$167,755	\$179,768	\$185,479	\$186,509
Average Days on Market	137	145	151	148	107	65	55	65	81
% Volume Compared to Previous Year	161.45%	105.04%	101.96%	107.28%	104.18%	101.14%	81.69%	88.12%	92.11%
% ASP Compared to Previous Year	86.70%	100.18%	103.39%	106.84%	108.69%	106.36%	107.16%	103.18%	100.56%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018
Number of Sales	2124	2116	2270	2803	3656	4430	4956	5117	5195
Total List Price	\$ 791,327,640	\$ 790,468,048	\$ 853,591,298	\$ 1,020,806,740	\$ 1,320,448,115	\$ 1,597,470,736	\$ 1,798,544,604	\$ 1,846,215,034	\$ 1,869,102,385
Told Sold Volume	\$ 724,537,662	\$ 730,048,703	\$ 789,760,604	\$ 957,927,389	\$ 1,257,724,966	\$ 1,530,203,339	\$ 1,728,240,145	\$ 1,770,113,089	\$ 1,790,355,261
List / Sell Ratio	91.56%	92.36%	92.52%	93.84%	95.25%	95.79%	96.09%	95.88%	95.79%
Average Sales Price	\$341,119	\$345,014	\$347,912	\$341,751	\$344,017	\$345,418	\$348,717	\$345,928	\$344,630
Average Days on Market	195	184	185	177	121	81	72	81	89
% Volume Compared to Previous Year	112.96%	100.76%	108.18%	121.29%	131.30%	121.66%	112.94%	102.42%	101.14%
% ASP Compared to Previous Year	99.61%	101.14%	100.84%	98.23%	100.66%	100.41%	100.95%	99.20%	99.62%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018
Number of Sales	654	669	779	902	1152	1217	1385	1425	1454
Total List Price	\$ 432,198,125	\$ 441,697,787	\$ 507,784,837	\$ 579,938,208	\$ 731,801,263	\$ 761,431,038	\$ 869,008,134	\$ 891,390,041	\$ 913,334,410
Told Sold Volume	\$ 390,578,614	\$ 402,851,294	\$ 466,624,806	\$ 542,408,838	\$ 693,649,237	\$ 728,506,017	\$ 833,867,276	\$ 852,913,298	\$ 871,438,943
List / Sell Ratio	90.37%	91.21%	91.89%	93.53%	94.79%	95.68%	95.96%	95.68%	95.41%
Average Sales Price	\$597,215	\$602,169	\$599,005	\$601,340	\$602,126	\$598,608	\$602,070	\$598,536	\$599,339
Average Days on Market	220	226	207	197	158	107	92	98	119
% Volume Compared to Previous Year	104.80%	103.14%	115.83%	116.24%	127.88%	105.03%	114.46%	102.28%	102.17%
% ASP Compared to Previous Year	99.67%	100.83%	99.47%	100.39%	100.13%	99.42%	100.58%	99.41%	100.13%

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

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018
Number of Sales	268	301	320	393	527	568	598	579	592
Total List Price	\$ 258,064,459	\$ 286,351,634	\$ 298,056,698	\$ 366,120,389	\$ 481,279,849	\$ 514,162,974	\$ 537,850,811	\$ 515,662,940	\$ 533,871,802
Told Sold Volume	\$ 228,100,256	\$ 257,658,579	\$ 271,522,183	\$ 338,655,091	\$ 451,715,963	\$ 488,700,548	\$ 513,492,056	\$ 492,345,280	\$ 506,195,696
List / Sell Ratio	88.39%	89.98%	91.10%	92.50%	93.86%	95.05%	95.47%	95.48%	94.82%
Average Sales Price	\$851,120	\$856,009	\$848,507	\$861,718	\$857,146	\$860,388	\$858,682	\$850,337	\$855,060
Average Days on Market	248	241	214	217	172	116	98	111	119
% Volume Compared to Previous Year	104.19%	112.96%	105.38%	124.72%	133.39%	108.19%	105.07%	95.88%	102.81%
% ASP Compared to Previous Year	99.91%	100.57%	99.12%	101.56%	99.47%	100.38%	99.80%	99.03%	100.56%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018
Number of Sales	545	655	701	798	1035	1202	1211	1087	1324
Total List Price	\$ 1,388,214,112	\$ 1,579,287,374	\$ 1,651,108,565	\$ 1,843,402,008	\$ 2,410,699,989	\$ 2,916,165,821	\$ 2,961,583,120	\$ 2,604,069,351	\$ 3,152,259,088
Told Sold Volume	\$ 1,189,463,371	\$ 1,381,103,771	\$ 1,464,320,464	\$ 1,660,342,696	\$ 2,236,999,915	\$ 2,720,159,333	\$ 2,769,505,887	\$ 2,427,315,223	\$ 2,940,974,054
List / Sell Ratio	85.68%	87.45%	88.69%	90.07%	92.79%	93.28%	93.51%	93.21%	93.30%
Average Sales Price	\$2,182,502	\$2,108,555	\$2,088,902	\$2,080,630	\$2,161,353	\$2,263,028	\$2,286,958	\$2,233,041	\$2,221,279
Average Days on Market	264	264	263	246	194	143	122	127	130
% Volume Compared to Previous Year	101.37%	116.11%	106.03%	113.39%	134.73%	121.60%	101.81%	87.64%	121.16%
% ASP Compared to Previous Year	100.25%	96.61%	99.07%	99.60%	103.88%	104.70%	101.06%	97.64%	99.47%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018
Number of Sales	352	436	458	528	660	744	762	697	834
Total List Price	\$ 557,778,214	\$ 681,662,700	\$ 699,560,066	\$ 807,571,118	\$ 980,722,998	\$ 1,095,328,263	\$ 1,110,690,098	\$ 1,014,248,802	\$ 1,246,961,185
Told Sold Volume	\$ 478,351,131	\$ 595,103,460	\$ 627,253,807	\$ 731,885,881	\$ 908,271,416	\$ 1,021,017,934	\$ 1,042,304,624	\$ 945,350,883	\$ 1,169,541,110
List / Sell Ratio	85.76%	87.30%	89.66%	90.63%	92.61%	93.22%	93.84%	93.21%	93.79%
Average Sales Price	\$1,358,952	\$1,364,916	\$1,369,550	\$1,386,148	\$1,376,169	\$1,372,336	\$1,367,854	\$1,356,314	\$1,402,327
Average Days on Market	239	250	259	236	196	135	109	113	120
% Volume Compared to Previous Year	104.41%	124.41%	105.40%	116.68%	124.10%	112.41%	102.08%	90.70%	123.72%
% ASP Compared to Previous Year	96.10%	100.44%	100.34%	101.21%	99.28%	99.72%	99.67%	99.16%	103.39%

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

March Annual Rolling Totals Summary - Sales \$2M - \$5W

	2010	2011	2012	2013	2014	2015	2016	2017	2018
Number of Sales	167	189	215	239	326	376	369	319	423
Total List Price	\$ 568,363,899	\$ 616,245,674	\$ 708,073,499	\$ 777,136,890	\$ 1,035,936,992	\$ 1,179,582,058	\$ 1,174,942,022	\$ 1,017,716,049	\$ 1,353,691,604
Told Sold Volume	\$ 491,395,240	\$ 544,510,311	\$ 623,329,157	\$ 699,610,315	\$ 962,681,999	\$ 1,102,096,877	\$ 1,100,272,563	\$ 949,016,756	\$ 1,264,701,444
List / Sell Ratio	86.46%	88.36%	88.03%	90.02%	92.93%	93.43%	93.64%	93.25%	93.43%
Average Sales Price	\$2,942,486	\$2,881,007	\$2,899,205	\$2,927,240	\$2,953,012	\$2,931,109	\$2,981,768	\$2,974,974	\$2,989,838
Average Days on Market	315	290	264	271	182	143	137	135	147
% Volume Compared to Previous Year	92.53%	110.81%	114.48%	112.24%	137.60%	114.48%	99.83%	86.25%	133.26%
% ASP Compared to Previous Year	103.05%	97.91%	100.63%	100.97%	100.88%	99.26%	101.73%	99.77%	100.50%

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

	2010	2011	2012	2013	2014	2015	2016	2017	2018
Number of Sales	26	30	28	31	49	82	80	71	67
Total List Price	\$ 262,071,999	\$ 281,379,000	\$ 243,475,000	\$ 258,694,000	\$ 394,039,999	\$ 641,255,500	\$ 675,951,000	\$ 572,104,500	\$ 551,606,299
Told Sold Volume	\$ 219,717,000	\$ 241,490,000	\$ 213,737,500	\$ 228,846,500	\$ 366,046,500	\$ 597,044,522	\$ 626,928,700	\$ 532,947,584	\$ 506,731,500
List / Sell Ratio	83.84%	85.82%	87.79%	88.46%	92.90%	93.11%	92.75%	93.16%	91.86%
Average Sales Price	\$8,450,654	\$8,049,667	\$7,633,482	\$7,382,145	\$7,470,337	\$7,281,031	\$7,836,609	\$7,506,304	\$7,563,157
Average Days on Market	279	297	304	232	246	210	176	232	160
% Volume Compared to Previous Year	119.28%	109.91%	88.51%	107.07%	159.95%	163.11%	105.01%	85.01%	95.08%
% ASP Compared to Previous Year	133.04%	95.25%	94.83%	96.71%	101.19%	97.47%	107.63%	95.79%	100.76%

March Annual Rolling Totals Summary - Overall Sales

	2010	2011	2012	2013	2014	2015	2016	2017	2018
Number of Sales	9736	10184	10424	11276	12485	13232	12583	11994	12033
Total List Price	\$ 3,732,236,598	\$ 4,001,784,909	\$ 4,232,585,787	\$ 4,788,859,813	\$ 5,955,976,505	\$ 6,806,318,053	\$ 6,994,840,502	\$ 6,593,495,771	\$ 7,146,785,515
Told Sold Volume	\$ 3,338,431,258	\$ 3,618,048,945	\$ 3,855,245,196	\$ 4,425,172,495	\$ 5,604,599,763	\$ 6,443,063,580	\$ 6,642,019,052	\$ 6,244,909,739	\$ 6,755,778,027
List / Sell Ratio	89.45%	90.41%	91.08%	92.41%	94.10%	94.66%	94.96%	94.71%	94.53%
Average Sales Price	\$342,896	\$355,268	\$369,843	\$392,442	\$448,907	\$486,930	\$527,857	\$520,669	\$561,438
Average Days on Market	166	169	172	168	126	83	74	83	96
% Volume Compared to Previous Year	114.90%	108.38%	106.56%	114.78%	126.65%	114.96%	103.09%	94.02%	108.18%
% ASP Compared to Previous Year	77.78%	103.61%	104.10%	106.11%	114.39%	108.47%	108.40%	98.64%	107.83%