

2011 NA-BN-ES YTD Summary - Apr

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	1237	1253	1320	1353	1683	815	215	390	674	1614	2390	2568
Total List Price	\$ 173,204,489	\$ 187,007,093	\$ 211,093,530	\$ 235,720,973	\$ 302,369,543	\$ 166,921,639	\$ 43,437,753	\$ 80,729,782	\$ 132,745,828	\$ 229,657,091	\$ 346,880,563	\$ 359,686,119
Totd Sold Volume	\$ 165,644,932	\$ 179,610,560	\$ 202,705,040	\$ 225,298,997	\$ 289,985,635	\$ 163,300,126	\$ 40,909,564	\$ 74,197,144	\$ 119,404,000	\$ 211,484,539	\$ 323,951,227	\$ 334,929,792
List / Sell Ratio	95.64%	96.04%	96.03%	95.58%	95.90%	97.83%	94.18%	91.91%	89.95%	92.09%	93.39%	93.12%
Average Sales Price	\$133,909	\$143,344	\$153,564	\$166,518	\$172,303	\$200,368	\$190,277	\$190,249	\$177,157	\$131,031	\$135,544	\$130,424
Median Price							\$ 203,015	\$ 185,000	\$ 125,000	\$ 135,000	\$ 129,000	
Average Days on Market	107	100	90	104	115	79	116	194	165	131	151	150
% Volume Compared to Previous Year		108.43%	112.86%	111.15%	128.71%	56.31%	25.05%	181.37%	160.93%	177.12%	153.18%	103.39%
% ASP Compared to Previous Year		107.05%	107.13%	108.44%	103.47%	116.29%	94.96%	99.99%	93.12%	73.96%	103.44%	96.22%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	227	213	248	557	1058	1995	1120	761	745	531	839	824
Total List Price	\$ 83,451,588	\$ 77,092,500	\$ 89,030,400	\$ 200,016,507	\$ 379,247,395	\$ 717,493,500	\$ 418,333,394	\$ 281,773,615	\$ 284,129,794	\$ 199,424,243	\$ 310,743,256	\$ 310,656,843
Totd Sold Volume	\$ 79,719,054	\$ 73,552,650	\$ 84,879,889	\$ 191,112,220	\$ 363,976,444	\$ 700,586,847	\$ 403,325,880	\$ 263,258,874	\$ 258,846,817	\$ 180,250,670	\$ 286,284,197	\$ 286,579,285
List / Sell Ratio	95.53%	95.41%	95.34%	95.55%	95.97%	97.64%	96.41%	93.43%	91.10%	90.39%	92.13%	92.25%
Average Sales Price	\$351,185	\$345,318	\$342,258	\$343,110	\$344,023	\$351,171	\$360,112	\$345,938	\$347,445	\$339,455	\$341,221	\$347,790
Median Price							\$ 333,750	\$ 335,000	\$ 328,000	\$ 330,000	\$ 335,000	
Average Days on Market	86	105	95	145	147	91	104	162	184	183	188	185
% Volume Compared to Previous Year		92.26%	115.40%	225.16%	190.45%	192.48%	57.57%	65.27%	98.32%	69.64%	158.83%	100.10%
% ASP Compared to Previous Year		98.33%	99.11%	100.25%	100.27%	102.08%	102.55%	96.06%	100.44%	97.70%	100.52%	101.93%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	157	195	176	209	347	612	416	269	255	175	280	272
Total List Price	\$ 100,981,785	\$ 124,679,081	\$ 114,534,119	\$ 133,997,139	\$ 221,702,349	\$ 381,835,053	\$ 261,555,909	\$ 172,504,413	\$ 168,918,245	\$ 116,179,828	\$ 182,196,037	\$ 180,472,680
Totd Sold Volume	\$ 96,311,600	\$ 118,840,823	\$ 107,902,155	\$ 127,716,739	\$ 210,228,500	\$ 371,266,326	\$ 250,873,529	\$ 160,576,340	\$ 152,989,342	\$ 104,203,743	\$ 166,062,618	\$ 164,744,445
List / Sell Ratio	95.38%	95.32%	94.21%	95.31%	94.82%	97.23%	95.92%	93.09%	90.57%	89.69%	91.15%	91.28%
Average Sales Price	\$613,450	\$609,440	\$613,080	\$611,085	\$605,846	\$606,644	\$603,061	\$596,938	\$599,958	\$595,450	\$593,081	\$605,678
Median Price							\$ 589,750	\$ 597,000	\$ 585,000	\$ 580,000	\$ 599,950	
Average Days on Market	131	123	150	172	191	139	118	186	196	206	228	213
% Volume Compared to Previous Year		123.39%	90.80%	118.36%	164.61%	176.60%	67.57%	64.01%	95.28%	68.11%	159.36%	99.21%
% ASP Compared to Previous Year		99.35%	100.60%	99.67%	99.14%	100.13%	99.41%	98.98%	100.51%	99.25%	99.60%	102.12%

2011 NA-BN-ES YTD Summary - Apr

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	108	103	102	100	174	337	217	148	100	61	112	116
Total List Price	\$ 97,461,357	\$ 93,179,601	\$ 93,704,100	\$ 93,619,600	\$ 157,350,701	\$ 299,116,914	\$ 193,670,743	\$ 136,155,238	\$ 95,585,587	\$ 59,824,685	\$ 105,813,290	\$ 110,586,334
Totd Sold Volume	\$ 93,233,407	\$ 89,609,976	\$ 87,136,880	\$ 87,193,490	\$ 148,593,258	\$ 289,304,281	\$ 186,169,272	\$ 126,601,703	\$ 86,507,887	\$ 51,978,800	\$ 95,524,699	\$ 100,571,940
List / Sell Ratio	95.66%	96.17%	92.99%	93.14%	94.43%	96.72%	96.13%	92.98%	90.50%	86.89%	90.28%	90.94%
Average Sales Price	\$863,272	\$870,000	\$854,283	\$871,935	\$853,984	\$858,470	\$857,923	\$855,417	\$865,079	\$852,111	\$852,899	\$866,999
Median Price							\$ 850,000	\$ 862,500	\$ 850,000	\$ 847,500	\$ 875,000	
Average Days on Market	147	136	168	185	227	158	122	188	199	273	267	210
% Volume Compared to Previous Year		96.11%	97.24%	100.06%	170.42%	194.70%	64.35%	68.00%	68.33%	60.09%	183.78%	105.28%
% ASP Compared to Previous Year		100.78%	98.19%	102.07%	97.94%	100.53%	99.94%	99.71%	101.13%	98.50%	100.09%	101.65%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	163	136	165	162	326	567	374	343	263	155	249	274
Total List Price	\$ 355,254,289	\$ 319,987,354	\$ 355,079,190	\$ 386,179,694	\$ 774,451,562	\$ 1,207,610,594	\$ 875,672,864	\$ 812,771,248	\$ 635,863,560	\$ 427,589,739	\$ 629,043,872	\$ 651,720,536
Totd Sold Volume	\$ 330,437,472	\$ 314,602,840	\$ 322,805,050	\$ 354,766,858	\$ 709,588,260	\$ 1,130,201,805	\$ 808,670,351	\$ 737,293,641	\$ 566,524,446	\$ 364,655,900	\$ 540,765,789	\$ 575,198,996
List / Sell Ratio	93.01%	98.32%	90.91%	91.87%	91.62%	93.59%	92.35%	90.71%	89.10%	85.28%	85.97%	88.26%
Average Sales Price	\$2,027,224	\$2,313,256	\$1,956,394	\$2,189,919	\$2,176,651	\$1,993,301	\$2,162,220	\$2,149,544	\$2,154,085	\$2,352,619	\$2,171,750	\$2,099,266
Median Price								\$ 1,789,100	\$ 1,725,000	\$ 1,700,000	\$ 1,977,500	\$ 175,000
Average Days on Market	153	152	186	255	260	236	195	241	235	265	248	261
% Volume Compared to Previous Year		95.21%	102.61%	109.90%	200.02%	159.28%	71.55%	91.17%	76.84%	64.37%	148.29%	106.37%
% ASP Compared to Previous Year		114.11%	84.57%	111.94%	99.39%	91.58%	108.47%	99.41%	100.21%	109.22%	92.31%	96.66%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	113	86	122	103	206	385	237	209	160	93	158	179
Total List Price	\$ 157,793,289	\$ 125,948,354	\$ 180,215,190	\$ 157,687,694	\$ 314,884,752	\$ 567,661,644	\$ 352,095,500	\$ 327,809,078	\$ 250,832,559	\$ 149,969,348	\$ 247,370,200	\$ 281,484,536
Totd Sold Volume	\$ 148,291,084	\$ 118,684,440	\$ 165,150,750	\$ 143,508,558	\$ 287,016,850	\$ 534,999,898	\$ 327,385,349	\$ 296,127,773	\$ 222,924,659	\$ 128,129,400	\$ 215,425,049	\$ 247,819,946
List / Sell Ratio	93.98%	94.23%	91.64%	91.01%	91.15%	94.25%	92.98%	90.34%	88.87%	85.44%	87.09%	88.04%
Average Sales Price	\$1,312,310	\$1,380,052	\$1,353,695	\$1,393,287	\$1,393,286	\$1,389,610	\$1,381,373	\$1,416,879	\$1,393,279	\$1,377,735	\$1,363,450	\$1,384,469
Median Price								\$ 1,350,000	\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,350,000
Average Days on Market	145	150	183	250	241	224	155	219	225	241	218	268
% Volume Compared to Previous Year		80.03%	139.15%	86.90%	200.00%	186.40%	61.19%	90.45%	75.28%	57.48%	168.13%	115.04%
% ASP Compared to Previous Year		105.16%	98.09%	102.92%	100.00%	99.74%	99.41%	102.57%	98.33%	98.88%	98.96%	101.54%

2011 NA-BN-ES YTD Summary - Apr

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	46	43	36	52	102	163	118	115	89	52	79	85
Total List Price	\$ 150,236,000	\$ 134,044,000	\$ 110,664,000	\$ 172,492,000	\$ 312,174,150	\$ 493,464,950	\$ 378,827,364	\$ 350,028,170	\$ 284,557,001	\$ 187,895,391	\$ 255,983,673	\$ 281,941,000
Told Sold Volume	\$ 136,146,388	\$ 125,588,500	\$ 101,934,300	\$ 158,033,300	\$ 292,048,750	\$ 459,422,545	\$ 344,285,487	\$ 320,000,400	\$ 251,767,287	\$ 159,486,500	\$ 222,193,740	\$ 249,039,050
List / Sell Ratio	90.62%	93.69%	92.11%	91.62%	93.55%	93.10%	90.88%	91.42%	88.48%	84.88%	86.80%	88.33%
Average Sales Price	\$2,959,704	\$2,920,663	\$2,831,508	\$3,039,102	\$2,863,223	\$2,818,543	\$2,917,674	\$2,782,612	\$2,828,846	\$3,067,048	\$2,812,579	\$2,929,871
Median Price							\$ 2,795,000	\$ 2,600,000	\$ 2,847,500	\$ 2,500,000	\$ 2,700,000	
Average Days on Market	175	140	179	263	286	258	255	267	246	325	310	259
% Volume Compared to Previous Year		92.25%	81.17%	155.03%	184.80%	157.31%	74.94%	92.95%	78.68%	63.35%	139.32%	112.08%
% ASP Compared to Previous Year		98.68%	96.95%	107.33%	94.21%	98.44%	103.52%	95.37%	101.66%	108.42%	91.70%	104.17%

April Annual YTD Summary - Sales \$5M +

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	4	7	7	7	18	19	19	19	14	10	12	10
Total List Price	\$ 47,225,000	\$ 59,995,000	\$ 64,200,000	\$ 56,000,000	\$ 147,392,660	\$ 146,484,000	\$ 144,750,000	\$ 134,934,000	\$ 100,474,000	\$ 89,725,000	\$ 125,689,999	\$ 88,295,000
Told Sold Volume	\$ 44,750,000	\$ 54,680,000	\$ 55,725,000	\$ 53,225,000	\$ 130,522,660	\$ 135,779,362	\$ 136,999,515	\$ 121,165,468	\$ 91,832,500	\$ 77,040,000	\$ 103,147,000	\$ 78,340,000
List / Sell Ratio	94.76%	91.14%	86.80%	95.04%	88.55%	92.69%	94.65%	89.80%	91.40%	85.86%	82.06%	88.73%
Average Sales Price	\$11,187,500	\$7,811,429	\$7,960,714	\$7,603,571	\$7,251,259	\$7,146,282	\$7,210,501	\$6,377,130	\$6,559,464	\$7,704,000	\$8,595,583	\$7,834,000
Median Price								\$ 5,900,000	\$ 5,750,000	\$ 6,625,000	\$ 5,686,000	\$ 6,845,000
Average Days on Market	112	250	267	269	320	51	321	318	288	175	242	160
% Volume Compared to Previous Year		122.19%	101.91%	95.51%	245.23%	104.03%	100.90%	88.44%	68.06%	83.89%	133.89%	75.95%
% ASP Compared to Previous Year		69.82%	101.91%	95.51%	95.37%	98.55%	100.90%	88.44%	102.86%	117.45%	111.57%	91.14%

April Annual YTD Summary - Overall Sales

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	1892	1900	2011	2381	3588	4326	2342	1911	2037	2536	3870	4054
Total List Price	\$ 810,353,508	\$ 801,945,629	\$ 863,441,339	\$ 1,049,533,913	\$ 1,835,121,550	\$ 2,772,977,700	\$ 1,792,670,663	\$ 1,483,934,296	\$ 1,317,243,014	\$ 1,032,675,586	\$ 1,574,677,018	\$ 1,613,122,512
Told Sold Volume	\$ 764,096,465	\$ 760,566,949	\$ 805,434,014	\$ 986,088,304	\$ 1,722,372,097	\$ 2,654,659,385	\$ 1,689,948,596	\$ 1,361,927,702	\$ 1,184,272,492	\$ 912,573,652	\$ 1,412,588,530	\$ 1,462,024,458
List / Sell Ratio	94.29%	94.84%	93.28%	93.95%	93.86%	95.73%	94.27%	91.78%	89.91%	88.37%	89.71%	90.63%
Average Sales Price	\$403,856	\$400,298	\$400,514	\$414,149	\$480,037	\$613,652	\$721,584	\$712,678	\$581,381	\$359,848	\$365,010	\$360,638
Median Price								\$ 395,000	\$ 302,500	\$ 190,000	\$ 197,750	\$ 175,000
Average Days on Market	238	121	108	133	150	120	124	188	187	159	175	170
% Volume Compared to Previous Year		99.54%	105.90%	122.43%	174.67%	154.13%	63.66%	80.59%	79.81%	77.06%	154.79%	103.50%
% ASP Compared to Previous Year		99.12%	100.05%	103.40%	115.91%	127.83%	117.59%	98.77%	81.58%	61.90%	101.43%	98.80%