

2011 NA-BN-ES YTD Summary - May

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

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	1720	1717	2138	975	292	517	910	2190	3020	3096
Total List Price	\$ 276,972,521	\$ 300,228,186	\$ 387,100,272	\$ 201,153,663	\$ 58,525,343	\$ 107,380,969	\$ 180,593,888	\$ 309,074,284	\$ 438,747,490	\$ 443,450,725
Told Sold Volume	\$ 266,043,305	\$ 286,294,054	\$ 372,309,750	\$ 196,527,921	\$ 55,125,979	\$ 98,292,294	\$ 162,231,550	\$ 284,854,419	\$ 410,367,726	\$ 413,834,518
List / Sell Ratio	96.05%	95.36%	96.18%	97.70%	94.19%	91.54%	89.83%	92.16%	93.53%	93.32%
Average Sales Price	\$154,676	\$166,741	\$174,139	\$201,567	\$188,788	\$190,120	\$178,276	\$130,071	\$135,883	\$133,667
Median Price						\$ 201,350	\$ 187,500	\$ 125,000	\$ 135,000	\$ 130,000
Average Days on Market	90	101	117	79	118	184	167	128	147	151
% Volume Compared to Previous Year	114.76%	107.61%	130.04%	52.79%	28.05%	178.30%	165.05%	175.59%	144.06%	100.84%
% ASP Compared to Previous Year	107.22%	107.80%	104.44%	115.75%	93.66%	100.71%	93.77%	72.96%	104.47%	98.37%

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

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	333	764	1346	2578	1397	1001	1009	710	1043	1078
Total List Price	\$ 120,001,086	\$ 273,800,860	\$ 484,820,591	\$ 929,741,596	\$ 521,866,186	\$ 370,041,202	\$ 384,436,388	\$ 267,278,286	\$ 388,312,536	\$ 406,183,998
Told Sold Volume	\$ 114,417,839	\$ 261,169,334	\$ 465,494,367	\$ 908,185,630	\$ 501,824,450	\$ 345,219,079	\$ 349,946,000	\$ 242,085,933	\$ 357,102,842	\$ 374,486,258
List / Sell Ratio	95.35%	95.39%	96.01%	97.68%	96.16%	93.29%	91.03%	90.57%	91.96%	92.20%
Average Sales Price	\$343,597	\$341,845	\$345,835	\$352,283	\$359,216	\$344,874	\$346,825	\$340,966	\$342,380	\$347,390
Median Price						\$ 330,000	\$ 335,000	\$ 329,900	\$ 330,000	\$ 335,500
Average Days on Market	92	137	147	89	106	168	189	187	185	186
% Volume Compared to Previous Year	117.85%	228.26%	178.23%	195.10%	55.26%	68.79%	101.37%	69.18%	147.51%	104.87%
% ASP Compared to Previous Year	99.80%	99.49%	101.17%	101.86%	101.97%	96.01%	100.57%	98.31%	100.41%	101.46%

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

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	240	253	462	818	537	375	328	235	345	341
Total List Price	\$ 155,696,953	\$ 162,795,039	\$ 296,799,625	\$ 511,684,872	\$ 338,683,158	\$ 241,067,785	\$ 218,872,720	\$ 155,568,483	\$ 224,709,236	\$ 225,556,036
Told Sold Volume	\$ 147,095,469	\$ 154,233,739	\$ 281,984,294	\$ 497,294,175	\$ 323,489,792	\$ 224,218,515	\$ 197,575,442	\$ 140,207,543	\$ 204,800,569	\$ 205,921,595
List / Sell Ratio	94.48%	94.74%	95.01%	97.19%	95.51%	93.01%	90.27%	90.13%	91.14%	91.30%
Average Sales Price	\$612,898	\$609,620	\$610,356	\$607,939	\$602,402	\$597,916	\$602,364	\$596,628	\$593,625	\$603,876
Median Price						\$ 585,000	\$ 600,000	\$ 585,000	\$ 582,250	\$ 599,000
Average Days on Market	152	169	190	132	118	183	200	197	228	216
% Volume Compared to Previous Year	98.68%	104.85%	182.83%	176.36%	65.05%	69.31%	88.12%	70.96%	146.07%	100.55%
% ASP Compared to Previous Year	100.74%	99.47%	100.12%	99.60%	99.09%	99.26%	100.74%	99.05%	99.50%	101.73%

2011 NA-BN-ES YTD Summary - May

May Annual YTD Summary - Sales from \$750,000 - \$999,999										
	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	126	122	225	429	264	193	140	84	144	159
Total List Price	\$ 114,858,900	\$ 113,989,215	\$ 202,587,901	\$ 381,350,335	\$ 235,925,643	\$ 177,589,686	\$ 134,453,829	\$ 81,491,285	\$ 137,220,690	\$ 151,266,224
Told Sold Volume	\$ 107,026,380	\$ 106,124,560	\$ 192,245,358	\$ 368,674,681	\$ 226,454,579	\$ 165,067,198	\$ 120,991,387	\$ 71,230,050	\$ 123,549,482	\$ 137,434,340
List / Sell Ratio	93.18%	93.10%	94.89%	96.68%	95.99%	92.95%	89.99%	87.41%	90.04%	90.86%
Average Sales Price	\$849,416	\$869,873	\$854,424	\$859,382	\$857,782	\$855,270	\$864,224	\$847,977	\$857,983	\$864,367
Median Price						\$ 850,000	\$ 862,250	\$ 850,000	\$ 855,000	\$ 864,000
Average Days on Market	161	180	226	153	129	187	203	245	263	211
% Volume Compared to Previous Year	89.65%	99.16%	181.15%	191.77%	61.42%	72.89%	73.30%	58.87%	173.45%	111.24%
% ASP Compared to Previous Year	97.48%	102.41%	98.22%	100.58%	99.81%	99.71%	101.05%	98.12%	101.18%	100.74%

May Annual YTD Summary - All Sales \$1M +										
	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	229	212	415	735	474	428	345	211	333	368
Total List Price	\$ 490,796,733	\$ 482,707,069	\$ 958,834,450	\$ 1,542,459,593	\$ 1,099,562,104	\$ 1,006,270,628	\$ 814,290,860	\$ 562,125,639	\$ 816,764,372	\$ 887,048,036
Told Sold Volume	\$ 446,795,992	\$ 445,015,333	\$ 880,118,260	\$ 1,447,266,765	\$ 1,015,476,406	\$ 913,705,316	\$ 727,640,946	\$ 477,555,400	\$ 709,360,100	\$ 788,167,739
List / Sell Ratio	91.03%	92.19%	91.79%	93.83%	92.35%	90.80%	89.36%	84.96%	86.85%	88.85%
Average Sales Price	\$1,951,074	\$2,099,129	\$2,120,767	\$1,969,070	\$2,142,355	\$2,134,826	\$2,109,104	\$2,263,296	\$2,130,211	\$2,141,760
Median Price						\$ 1,777,500	\$ 1,730,000	\$ 1,675,000	\$ 195,000	\$ 190,000
Average Days on Market	194	236	254	228	190	235	225	269	254	253
% Volume Compared to Previous Year	112.43%	99.60%	197.77%	164.44%	70.17%	89.98%	79.64%	65.63%	148.54%	111.11%
% ASP Compared to Previous Year	85.92%	107.59%	101.03%	92.85%	108.80%	99.65%	98.80%	107.31%	94.12%	100.54%

May Annual YTD Summary - Sales \$1M - \$2M										
	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	164	137	268	504	300	264	213	131	213	237
Total List Price	\$ 240,900,733	\$ 206,921,169	\$ 409,499,752	\$ 743,498,643	\$ 446,258,740	\$ 411,079,558	\$ 332,891,859	\$ 209,127,248	\$ 334,199,200	\$ 369,180,036
Told Sold Volume	\$ 220,966,692	\$ 188,163,533	\$ 374,423,850	\$ 701,354,858	\$ 413,766,514	\$ 372,393,674	\$ 297,667,159	\$ 180,608,900	\$ 291,213,549	\$ 328,376,246
List / Sell Ratio	91.73%	90.93%	91.43%	94.33%	92.72%	90.59%	89.42%	86.36%	87.14%	88.95%
Average Sales Price	\$1,347,358	\$1,373,456	\$1,397,104	\$1,391,577	\$1,379,222	\$1,410,582	\$1,397,498	\$1,378,694	\$1,367,200	\$1,385,554
Median Price						\$ 1,336,500	\$ 1,325,000	\$ 1,350,000	\$ 1,325,000	\$ 1,350,000
Average Days on Market	187	232	236	214	154	211	215	250	232	256
% Volume Compared to Previous Year	144.95%	85.15%	198.99%	187.32%	59.00%	90.00%	79.93%	60.67%	161.24%	112.76%
% ASP Compared to Previous Year	98.11%	101.94%	101.72%	99.60%	99.11%	102.27%	99.07%	98.65%	99.17%	101.34%

2011 NA-BN-ES YTD Summary - May

**May Annual YTD Summary - Sales \$2M - \$5M**

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	55	68	127	209	153	141	116	69	105	115
Total List Price	\$ 167,552,000	\$ 219,785,900	\$ 389,997,038	\$ 634,891,950	\$ 491,678,364	\$ 430,967,070	\$ 366,980,001	\$ 251,323,391	\$ 339,530,173	\$ 379,958,000
Told Sold Volume	\$ 153,134,300	\$ 203,626,800	\$ 364,121,750	\$ 592,937,545	\$ 448,230,377	\$ 392,946,174	\$ 326,391,287	\$ 212,706,500	\$ 298,799,551	\$ 336,136,493
List / Sell Ratio	91.40%	92.65%	93.37%	93.39%	91.16%	91.18%	88.94%	84.63%	88.00%	88.47%
Average Sales Price	\$2,784,260	\$2,994,512	\$2,867,100	\$2,837,022	\$2,929,610	\$2,786,852	\$2,813,718	\$3,082,703	\$2,845,710	\$2,922,926
Median Price						\$ 2,675,000	\$ 2,600,000	\$ 2,895,000	\$ 2,610,000	\$ 2,700,000
Average Days on Market	210	243	284	257	245	271	233	320	291	255
% Volume Compared to Previous Year	101.84%	132.97%	178.82%	162.84%	75.59%	87.67%	83.06%	65.17%	140.48%	112.50%
% ASP Compared to Previous Year	98.14%	107.55%	95.75%	98.95%	103.26%	95.13%	100.96%	109.56%	92.31%	102.71%

**May Annual YTD Summary - Sales \$5M +**

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	10	7	20	22	21	23	16	11	15	16
Total List Price	\$ 82,344,000	\$ 56,000,000	\$ 159,337,660	\$ 164,069,000	\$ 161,625,000	\$ 164,224,000	\$ 114,419,000	\$ 101,675,000	\$ 143,034,999	\$ 137,910,000
Told Sold Volume	\$ 72,700,000	\$ 53,225,000	\$ 141,572,660	\$ 152,974,362	\$ 153,479,515	\$ 148,365,468	\$ 103,582,500	\$ 84,240,000	\$ 119,347,000	\$ 123,655,000
List / Sell Ratio	88.29%	95.04%	88.85%	93.24%	94.96%	90.34%	90.53%	82.85%	83.44%	89.66%
Average Sales Price	\$7,270,000	\$7,603,571	\$7,078,633	\$6,953,380	\$7,308,548	\$6,450,673	\$6,473,906	\$7,658,182	\$7,956,467	\$7,728,438
Median Price						\$ 5,900,000	\$ 6,000,000	\$ 6,750,000	\$ 5,500,000	\$ 6,845,000
Average Days on Market	227	269	307	39	307	291	285	166	303	187
% Volume Compared to Previous Year	92.08%	73.21%	265.99%	108.05%	100.33%	96.67%	63.07%	81.33%	141.67%	103.61%
% ASP Compared to Previous Year	101.29%	104.59%	93.10%	98.23%	105.11%	88.26%	100.36%	118.29%	103.89%	97.13%

**May Annual YTD Summary - Overall Sales**

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	2648	3068	4586	5535	2964	2514	2732	3430	4885	5042
Total List Price	\$ 1,158,326,193	\$ 1,333,520,369	\$ 2,330,142,839	\$ 3,566,390,059	\$ 2,254,562,434	\$ 1,902,350,270	\$ 1,732,647,685	\$ 1,375,537,977	\$ 2,005,754,324	\$ 2,113,505,019
Told Sold Volume	\$ 1,081,383,985	\$ 1,252,837,020	\$ 2,192,152,029	\$ 3,417,949,172	\$ 2,122,371,206	\$ 1,746,502,402	\$ 1,558,385,325	\$ 1,215,933,345	\$ 1,805,180,719	\$ 1,919,844,450
List / Sell Ratio	93.36%	93.95%	94.08%	95.84%	94.14%	91.81%	89.94%	88.40%	90.00%	90.84%
Average Sales Price	\$408,378	\$408,356	\$478,010	\$617,516	\$716,050	\$694,711	\$570,419	\$354,500	\$369,535	\$380,770
Median Price						\$ 389,000	\$ 325,000	\$ 186,000	\$ 195,000	\$ 190,000
Average Days on Market	108	128	151	117	125	186	188	157	172	172
% Volume Compared to Previous Year	110.45%	115.85%	174.98%	155.92%	62.09%	82.29%	81.92%	78.03%	148.46%	106.35%
% ASP Compared to Previous Year	102.02%	99.99%	117.06%	129.18%	115.96%	97.02%	82.11%	62.15%	104.24%	103.04%