

2011 NA-BN-ES YTD Summary - Jun

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	1931	2018	2085	2102	2566	1098	357	620	1129	2762	3604	3681
Total List Price	\$ 273,822,847	\$ 304,394,672	\$ 337,394,891	\$ 368,073,489	\$ 467,407,075	\$ 226,847,119	\$ 71,615,655	\$ 128,689,849	\$ 222,662,832	\$ 388,190,301	\$ 524,072,690	\$ 525,260,876
Told Sold Volume	\$ 261,774,500	\$ 292,114,196	\$ 324,089,101	\$ 351,767,423	\$ 450,612,337	\$ 221,347,089	\$ 67,366,104	\$ 117,860,108	\$ 200,365,755	\$ 358,912,290	\$ 490,645,426	\$ 490,391,446
List / Sell Ratio	95.60%	95.97%	96.06%	95.57%	96.41%	97.58%	94.07%	91.58%	89.99%	92.46%	93.62%	93.36%
Average Sales Price	\$135,564	\$144,754	\$155,438	\$167,349	\$175,609	\$201,591	\$188,701	\$190,097	\$177,472	\$129,947	\$136,139	\$133,222
Median Price								\$ 200,955	\$ 185,000	\$ 125,000	\$ 135,000	\$ 130,000
Average Days on Market	106	101	89	98	114	80	119	180	163	129	146	151
% Volume Compared to Previous Year		111.59%	110.95%	108.54%	128.10%	49.12%	30.43%	174.95%	170.00%	179.13%	136.70%	99.95%
% ASP Compared to Previous Year		106.78%	107.38%	107.66%	104.94%	114.80%	93.61%	100.74%	93.36%	73.22%	104.77%	97.86%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	383	346	391	942	1751	3197	1682	1244	1202	907	1276	1338
Total List Price	\$ 141,344,466	\$ 124,200,100	\$ 140,722,585	\$ 336,567,437	\$ 628,492,997	\$ 1,156,847,039	\$ 630,088,440	\$ 460,269,291	\$ 456,686,729	\$ 339,740,563	\$ 475,795,867	\$ 504,221,665
Told Sold Volume	\$ 135,018,954	\$ 118,665,850	\$ 133,968,839	\$ 321,107,552	\$ 604,219,971	\$ 1,130,611,436	\$ 605,343,610	\$ 428,764,111	\$ 416,252,558	\$ 308,219,118	\$ 438,159,547	\$ 465,882,070
List / Sell Ratio	95.52%	95.54%	95.20%	95.41%	96.14%	97.73%	96.07%	93.16%	91.15%	90.72%	92.09%	92.40%
Average Sales Price	\$352,530	\$342,965	\$342,631	\$340,879	\$345,071	\$353,648	\$359,895	\$344,666	\$346,300	\$339,823	\$343,385	\$348,193
Median Price								\$ 330,000	\$ 331,695	\$ 325,000	\$ 335,000	\$ 340,000
Average Days on Market	89	98	93	133	147	88	109	167	188	186	189	186
% Volume Compared to Previous Year		87.89%	112.90%	239.69%	188.17%	187.12%	53.54%	70.83%	97.08%	74.05%	142.16%	106.33%
% ASP Compared to Previous Year		97.29%	99.90%	99.49%	101.23%	102.49%	101.77%	95.77%	100.47%	98.13%	101.05%	101.40%

June 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	245	289	306	309	600	1035	628	445	416	296	423	433
Total List Price	\$ 156,073,285	\$ 184,577,028	\$ 196,567,053	\$ 199,457,851	\$ 383,835,431	\$ 643,561,970	\$ 396,614,431	\$ 286,733,169	\$ 277,605,901	\$ 196,851,566	\$ 277,279,815	\$ 284,025,804
Told Sold Volume	\$ 149,599,012	\$ 175,440,460	\$ 185,702,969	\$ 188,597,025	\$ 365,886,827	\$ 626,323,254	\$ 378,352,880	\$ 266,986,653	\$ 250,466,842	\$ 177,270,943	\$ 252,870,437	\$ 260,654,481
List / Sell Ratio	95.85%	95.05%	94.47%	94.55%	95.32%	97.32%	95.40%	93.11%	90.22%	90.05%	91.20%	91.77%
Average Sales Price	\$610,608	\$607,060	\$606,872	\$610,346	\$609,811	\$605,143	\$602,473	\$599,970	\$602,084	\$598,888	\$597,802	\$601,973
Median Price								\$ 590,000	\$ 600,000	\$ 590,000	\$ 590,000	\$ 592,500
Average Days on Market	126	123	147	168	189	129	122	182	201	197	235	216
% Volume Compared to Previous Year		117.27%	105.85%	101.56%	194.00%	171.18%	60.41%	70.57%	93.81%	70.78%	142.65%	103.08%
% ASP Compared to Previous Year		99.42%	99.97%	100.57%	99.91%	99.23%	99.56%	99.58%	100.35%	99.47%	99.82%	100.70%

2011 NA-BN-ES YTD Summary - Jun

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	149	168	151	150	294	530	306	229	176	115	170	191
Total List Price	\$ 133,854,357	\$ 152,778,100	\$ 144,593,400	\$ 139,971,655	\$ 264,006,284	\$ 471,352,425	\$ 272,444,643	\$ 212,117,285	\$ 170,190,413	\$ 111,552,985	\$ 161,976,890	\$ 180,854,164
Told Sold Volume	\$ 128,144,057	\$ 146,013,376	\$ 128,554,436	\$ 130,031,560	\$ 250,831,708	\$ 455,171,331	\$ 261,553,785	\$ 195,709,610	\$ 151,532,886	\$ 97,537,438	\$ 145,707,482	\$ 164,523,315
List / Sell Ratio	95.73%	95.57%	88.91%	92.90%	95.01%	96.57%	96.00%	92.26%	89.04%	87.44%	89.96%	90.97%
Average Sales Price	\$860,027	\$869,127	\$851,354	\$866,877	\$853,169	\$858,814	\$854,751	\$854,627	\$860,982	\$848,152	\$857,103	\$861,379
Median Price							\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000
Average Days on Market	143	141	157	185	220	151	130	189	215	247	260	208
% Volume Compared to Previous Year		113.94%	88.04%	101.15%	192.90%	181.46%	57.46%	74.83%	77.43%	64.37%	149.39%	112.91%
% ASP Compared to Previous Year		101.06%	97.96%	101.82%	98.42%	100.66%	99.53%	99.99%	100.74%	98.51%	101.06%	100.50%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	274	204	279	262	520	901	561	526	419	262	396	452
Total List Price	\$ 654,567,289	\$ 491,627,754	\$ 600,816,641	\$ 598,279,069	\$ 1,192,277,527	\$ 1,904,874,493	\$ 1,291,724,004	\$ 1,287,482,686	\$ 1,009,569,810	\$ 693,724,839	\$ 968,242,271	\$ 1,061,875,372
Told Sold Volume	\$ 617,264,472	\$ 471,246,340	\$ 543,355,891	\$ 549,430,620	\$ 1,095,686,637	\$ 1,786,368,833	\$ 1,188,122,656	\$ 1,166,438,401	\$ 901,988,846	\$ 591,245,300	\$ 844,815,600	\$ 942,374,267
List / Sell Ratio	94.30%	95.85%	90.44%	91.84%	91.90%	93.78%	91.98%	90.60%	89.34%	85.23%	87.25%	88.75%
Average Sales Price	\$2,252,790	\$2,310,031	\$1,947,512	\$2,097,063	\$2,107,090	\$1,982,651	\$2,117,866	\$2,217,564	\$2,152,718	\$2,256,661	\$2,133,373	\$2,084,899
Median Price							\$ 1,756,250	\$ 1,750,000	\$ 1,700,000	\$ 199,000	\$ 195,000	\$ 195,000
Average Days on Market	141	149	186	234	263	229	191	238	233	263	261	254
% Volume Compared to Previous Year		76.34%	115.30%	101.12%	199.42%	163.04%	66.51%	98.17%	77.33%	65.55%	142.89%	111.55%
% ASP Compared to Previous Year		102.54%	84.31%	107.68%	100.48%	94.09%	106.82%	104.71%	97.08%	104.83%	94.54%	97.73%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	168	124	197	168	339	610	362	323	254	159	251	294
Total List Price	\$ 253,783,289	\$ 181,933,754	\$ 290,127,641	\$ 252,129,169	\$ 516,303,829	\$ 893,594,543	\$ 541,376,640	\$ 501,862,817	\$ 403,931,859	\$ 255,681,448	\$ 392,242,099	\$ 453,155,372
Told Sold Volume	\$ 239,963,084	\$ 169,662,940	\$ 266,221,591	\$ 229,385,486	\$ 472,490,727	\$ 842,240,708	\$ 501,522,764	\$ 455,412,009	\$ 359,167,559	\$ 220,973,800	\$ 342,533,549	\$ 404,792,774
List / Sell Ratio	94.55%	93.26%	91.76%	90.98%	91.51%	94.25%	92.64%	90.74%	88.92%	86.43%	87.33%	89.33%
Average Sales Price	\$1,428,352	\$1,368,250	\$1,351,379	\$1,365,390	\$1,393,778	\$1,380,722	\$1,385,422	\$1,409,944	\$1,414,046	\$1,389,772	\$1,364,675	\$1,376,846
Median Price							\$ 1,333,000	\$ 1,350,000	\$ 1,350,000	\$ 1,325,000	\$ 1,316,592	\$ 1,316,592
Average Days on Market	132	148	177	224	242	211	160	218	224	247	245	254
% Volume Compared to Previous Year		70.70%	156.91%	86.16%	205.98%	178.26%	59.55%	90.81%	78.87%	61.52%	155.01%	118.18%
% ASP Compared to Previous Year		95.79%	98.77%	101.04%	102.08%	99.06%	100.34%	101.77%	100.29%	98.28%	98.19%	100.89%

2011 NA-BN-ES YTD Summary - Jun

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	95	67	70	85	157	265	176	170	142	89	128	142
Total List Price	\$ 301,759,000	\$ 209,649,000	\$ 215,195,000	\$ 278,354,900	\$ 484,741,038	\$ 812,410,950	\$ 568,227,364	\$ 523,016,869	\$ 447,300,951	\$ 315,423,391	\$ 413,815,173	\$ 470,810,000
Told Sold Volume	\$ 278,226,388	\$ 194,578,500	\$ 197,365,821	\$ 255,770,134	\$ 451,273,250	\$ 758,853,763	\$ 519,645,377	\$ 475,801,924	\$ 398,688,787	\$ 268,181,500	\$ 365,935,051	\$ 413,926,493
List / Sell Ratio	92.20%	92.81%	91.71%	91.89%	93.10%	93.41%	91.45%	90.97%	89.13%	85.02%	88.43%	87.92%
Average Sales Price	\$2,928,699	\$2,904,157	\$2,819,512	\$3,009,060	\$2,874,352	\$2,863,599	\$2,952,531	\$2,798,835	\$2,807,668	\$3,013,275	\$2,858,868	\$2,914,975
Median Price								\$ 2,675,000	\$ 2,600,000	\$ 2,825,000	\$ 2,597,500	\$ 2,725,000
Average Days on Market	156	134	204	250	297	262	243	269	236	300	285	262
% Volume Compared to Previous Year		69.94%	101.43%	129.59%	176.44%	168.16%	68.48%	91.56%	83.79%	67.27%	136.45%	113.11%
% ASP Compared to Previous Year		99.16%	97.09%	106.72%	95.52%	99.63%	103.11%	94.79%	100.32%	107.32%	94.88%	101.96%

June Annual YTD Summary - Sales \$5M +

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	11	13	12	9	24	26	23	33	23	14	17	16
Total List Price	\$ 99,025,000	\$ 100,045,000	\$ 95,494,000	\$ 67,795,000	\$ 191,232,660	\$ 198,869,000	\$ 182,120,000	\$ 262,603,000	\$ 158,337,000	\$ 122,620,000	\$ 162,184,999	\$ 137,910,000
Told Sold Volume	\$ 92,600,000	\$ 91,355,000	\$ 84,730,000	\$ 64,275,000	\$ 171,922,660	\$ 185,274,362	\$ 166,954,515	\$ 235,224,468	\$ 144,132,500	\$ 102,090,000	\$ 136,347,000	\$ 123,655,000
List / Sell Ratio	93.51%	91.31%	88.73%	94.81%	89.90%	93.16%	91.67%	89.57%	91.03%	83.26%	84.07%	89.66%
Average Sales Price	\$8,418,182	\$7,027,308	\$7,060,833	\$7,141,667	\$7,163,444	\$7,125,937	\$7,258,892	\$7,128,014	\$6,266,630	\$7,292,143	\$8,020,412	\$7,728,438
Median Price								\$ 6,050,000	\$ 5,950,000	\$ 6,750,000	\$ 5,650,000	\$ 6,845,000
Average Days on Market	158	227	230	262	327	44	292	279	301	219	312	187
% Volume Compared to Previous Year		98.66%	92.75%	75.86%	267.48%	107.77%	90.11%	140.89%	54.89%	70.83%	133.56%	90.69%
% ASP Compared to Previous Year		83.48%	100.48%	101.14%	100.30%	99.48%	101.87%	98.20%	87.92%	116.36%	109.99%	96.36%

June Annual YTD Summary - Overall Sales

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	2982	3025	3212	3765	5731	6761	3534	3064	3342	4342	5869	6095
Total List Price	\$ 1,359,662,244	\$ 1,257,577,654	\$ 1,420,094,570	\$ 1,642,349,501	\$ 2,936,019,314	\$ 4,403,483,046	\$ 2,662,487,173	\$ 2,375,292,280	\$ 2,136,715,685	\$ 1,730,060,254	\$ 2,407,367,523	\$ 2,556,237,881
Told Sold Volume	\$ 1,285,325,995	\$ 1,187,830,322	\$ 1,320,632,757	\$ 1,540,934,180	\$ 2,767,237,480	\$ 4,219,821,943	\$ 2,500,739,035	\$ 2,175,758,883	\$ 1,920,606,887	\$ 1,533,185,089	\$ 2,172,198,492	\$ 2,323,825,579
List / Sell Ratio	94.63%	94.45%	93.00%	93.82%	94.25%	95.83%	93.92%	91.60%	89.89%	88.62%	90.23%	90.91%
Average Sales Price	\$431,028	\$392,671	\$411,156	\$409,279	\$482,854	\$624,142	\$707,623	\$710,104	\$574,688	\$353,106	\$370,114	\$381,268
Median Price								\$ 386,000	\$ 325,000	\$ 187,500	\$ 199,000	\$ 195,000
Average Days on Market	234	119	107	126	151	117	127	186	188	157	173	172
% Volume Compared to Previous Year		92.41%	111.18%	116.68%	179.58%	152.49%	59.26%	87.00%	80.86%	79.83%	141.68%	106.98%
% ASP Compared to Previous Year		91.10%	104.71%	99.54%	117.98%	129.26%	113.38%	100.35%	80.93%	61.44%	104.82%	103.01%