

2011 NA-BN-ES RT Summary - Jul

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		3718	3881	4018	4577	2422	740	995	1779	4574	6363	6378
Total List Price		\$ 550,886,907.00	\$ 618,437,694.00	\$ 692,777,935.00	\$ 832,824,342.00	\$ 478,772,058	\$ 153,297,200	\$ 206,915,874	\$ 350,095,965	\$ 672,467,836	\$ 907,949,684	\$ 893,684,380
Told Sold Volume		\$ 528,787,773.00	\$ 594,564,500.00	\$ 664,049,036.00	\$ 798,972,391.00	\$ 466,492,796	\$ 145,879,334	\$ 191,375,023	\$ 315,901,028	\$ 622,361,108	\$ 850,648,638	\$ 835,265,481
List / Sell Ratio		95.99%	96.14%	95.85%	95.94%	97.44%	95.16%	92.49%	90.23%	92.55%	93.89%	93.46%
Average Sales Price		\$142,223.72	\$153,198.79	\$165,268.55	\$174,562.46	\$192,606	\$197,134	\$192,337	\$177,572	\$136,065	\$133,687	\$130,960
Average Days on Market		99	92	96	117	92	114	163	165	131	142	149
% Volume Compared to Previous Year			112.44%	111.69%	120.32%	58.39%	31.27%	131.19%	165.07%	197.01%	136.68%	98.19%
% ASP Compared to Previous Year			107.72%	107.86%	105.62%	110.34%	102.35%	97.57%	92.32%	76.63%	98.25%	97.96%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		583	668	1435	2869	5009	3753	2336	2104	1725	2252	2197
Total List Price		\$ 210,969,687.00	\$ 240,859,284.00	\$ 511,995,530.00	\$ 1,024,536,061.00	\$ 1,799,778,770	\$ 1,400,774,986	\$ 864,820,768	\$ 796,214,733	\$ 648,980,301	\$ 839,342,276	\$ 822,858,375
Told Sold Volume		\$ 201,455,300.00	\$ 229,723,332.00	\$ 488,490,903.00	\$ 985,223,289.00	\$ 1,755,667,417	\$ 1,355,040,753	\$ 811,329,686	\$ 727,878,187	\$ 589,483,755	\$ 771,781,137	\$ 761,197,584
List / Sell Ratio		95.49%	95.38%	95.41%	96.16%	97.55%	96.74%	93.81%	91.42%	90.83%	91.95%	92.51%
Average Sales Price		\$345,549.40	\$343,897.20	\$340,411.78	\$343,403.03	\$350,503	\$361,055	\$347,316	\$345,950	\$341,730	\$342,709	\$346,471
Average Days on Market		107	98	128	150	96	102	158	182	188	193	184
% Volume Compared to Previous Year			114.03%	212.64%	201.69%	178.20%	77.18%	59.87%	89.71%	80.99%	130.92%	98.63%
% ASP Compared to Previous Year			99.52%	98.99%	100.88%	102.07%	103.01%	96.19%	99.61%	98.78%	100.29%	101.10%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		448	514	536	931	1574	1388	734	700	569	710	687
Total List Price		\$ 284,937,145.00	\$ 329,295,560.00	\$ 344,302,758.00	\$ 594,738,911.00	\$ 989,542,466	\$ 868,073,308	\$ 471,243,557	\$ 464,345,718	\$ 378,298,345	\$ 466,996,132	\$ 452,239,139
Told Sold Volume		\$ 271,218,290.00	\$ 311,624,848.00	\$ 325,736,131.00	\$ 567,304,934.00	\$ 953,913,072	\$ 836,138,510	\$ 439,105,884	\$ 421,447,015	\$ 340,560,346	\$ 424,322,432	\$ 413,459,555
List / Sell Ratio		95.19%	94.63%	94.61%	95.39%	96.40%	96.32%	93.18%	90.76%	90.02%	90.86%	91.42%
Average Sales Price		\$605,397.97	\$606,274.02	\$607,716.66	\$609,350.09	\$606,044	\$602,405	\$598,237	\$602,067	\$598,524	\$597,637	\$601,833
Average Days on Market		124	39	165	193	138	122	169	206	206	228	223
% Volume Compared to Previous Year			114.90%	104.53%	174.16%	168.15%	87.65%	52.52%	95.98%	80.81%	124.60%	97.44%
% ASP Compared to Previous Year			100.14%	100.24%	100.27%	99.46%	99.40%	99.31%	100.64%	99.41%	99.85%	100.70%

July Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		262	254	265	438	787	594	358	313	220	305	303
Total List Price		\$ 237,655,200.00	\$ 236,541,034.00	\$ 244,653,568.00	\$ 393,729,743.00	\$ 700,553,865	\$ 528,362,231	\$ 329,545,687	\$ 300,641,500	\$ 213,055,905	\$ 291,375,963	\$ 287,893,663
Told Sold Volume		\$ 226,742,919.00	\$ 216,431,106.00	\$ 227,647,673.00	\$ 373,540,468.00	\$ 676,278,381	\$ 508,383,388	\$ 304,903,494	\$ 267,800,721	\$ 186,271,603	\$ 259,924,375	\$ 260,117,872
List / Sell Ratio		95.41%	91.50%	93.05%	94.87%	96.53%	96.22%	92.52%	89.08%	87.43%	89.21%	90.35%
Average Sales Price		\$865,430.99	\$852,090.97	\$859,047.82	\$852,832.12	\$859,312	\$855,864	\$851,686	\$855,593	\$846,689	\$852,211	\$858,475
Average Days on Market		155	157	175	226	163	150	185	219	230	251	215
% Volume Compared to Previous Year			95.45%	105.18%	164.09%	181.05%	75.17%	59.98%	87.83%	69.56%	139.54%	100.07%
% ASP Compared to Previous Year			98.46%	100.82%	99.28%	100.76%	99.60%	99.51%	100.46%	98.96%	100.65%	100.74%

July Annual Rolling Totals Summary - All Sales \$1M +												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		359	445	425	767	1289	1019	844	691	466	654	676
Total List Price		\$ 809,187,654.00	\$ 946,490,877.00	\$ 968,659,234.00	\$ 1,783,345,092.00	\$ 2,794,619,943	\$ 2,214,252,866	\$ 2,060,601,897	\$ 1,638,395,292	\$ 1,195,963,046	\$ 1,625,886,035	\$ 1,609,782,317
Told Sold Volume		\$ 774,536,154.00	\$ 860,070,046.00	\$ 874,845,299.00	\$ 1,625,405,065.00	\$ 2,607,135,680	\$ 2,047,331,881	\$ 1,870,571,911	\$ 1,463,517,491	\$ 1,022,774,796	\$ 1,420,064,915	\$ 1,406,165,897
List / Sell Ratio		95.72%	90.87%	90.32%	91.14%	93.29%	92.46%	90.78%	89.33%	85.52%	87.34%	87.35%
Average Sales Price		\$2,157,482.32	\$1,932,741.68	\$2,058,459.53	\$2,119,172.18	\$2,022,603	\$2,009,158	\$2,216,317	\$2,117,970	\$2,194,796	\$2,171,353	\$2,080,127
Average Days on Market		144	194	231	280	240	209	260	250	271	263	259
% Volume Compared to Previous Year			111.04%	101.72%	185.79%	160.40%	78.53%	91.37%	78.24%	69.88%	138.84%	99.02%
% ASP Compared to Previous Year			89.58%	106.50%	102.95%	95.44%	99.34%	110.31%	95.56%	103.63%	98.93%	95.80%

July Annual Rolling Totals Summary - Sales \$1M - \$2M												
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		233	318	279	498	866	697	508	432	286	424	443
Total List Price		\$ 339,528,654.00	\$ 469,238,877.00	\$ 417,850,334.00	\$ 750,685,394.00	\$ 1,276,520,243	\$ 1,027,137,627	\$ 788,346,628	\$ 675,605,022	\$ 459,655,655	\$ 659,132,963	\$ 686,253,818
Told Sold Volume		\$ 316,557,754.00	\$ 430,262,757.00	\$ 379,574,165.00	\$ 690,380,820.00	\$ 1,198,589,355	\$ 958,069,539	\$ 712,786,754	\$ 599,605,984	\$ 397,427,612	\$ 569,054,864	\$ 608,436,904
List / Sell Ratio		93.23%	91.69%	90.84%	91.97%	93.90%	93.28%	90.42%	88.75%	86.46%	86.33%	88.66%
Average Sales Price		\$1,358,616.97	\$1,353,027.54	\$1,360,480.88	\$1,386,306.87	\$1,384,052	\$1,374,562	\$1,403,124	\$1,387,977	\$1,389,607	\$1,342,111	\$1,373,447
Average Days on Market		133	188	224	255	224	186	221	242	247	242	255
% Volume Compared to Previous Year			135.92%	88.22%	181.88%	173.61%	79.93%	74.40%	84.12%	66.28%	143.18%	106.92%
% ASP Compared to Previous Year			99.59%	100.55%	101.90%	99.84%	99.31%	102.08%	98.92%	100.12%	96.58%	102.33%

**July Annual Rolling Totals Summary - Sales \$2M - \$5M**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		110	111	126	234	381	285	286	220	158	198	207
Total List Price		\$ 349,614,000.00	\$ 349,708,000.00	\$ 414,344,900.00	\$ 750,612,038.00	\$ 1,171,340,700	\$ 901,260,239	\$ 882,118,269	\$ 699,990,270	\$ 539,777,391	\$ 657,737,073	\$ 684,073,499
Told Sold Volume		\$ 325,728,500.00	\$ 323,713,810.00	\$ 376,876,134.00	\$ 684,814,585.00	\$ 1,086,696,963	\$ 828,732,827	\$ 805,315,689	\$ 623,528,425	\$ 459,682,184	\$ 583,043,051	\$ 596,648,993
List / Sell Ratio		93.17%	92.57%	90.96%	91.23%	92.77%	91.95%	91.29%	89.08%	85.16%	88.64%	87.22%
Average Sales Price		\$2,961,168.18	\$2,916,340.63	\$2,991,080.43	\$2,926,558.06	\$2,852,223	\$2,907,834	\$2,815,769	\$2,834,220	\$2,909,381	\$2,944,662	\$2,882,362
Average Days on Market		153	207	244	327	270	252	317	254	313	295	273
% Volume Compared to Previous Year			99.38%	116.42%	181.71%	158.68%	76.26%	97.17%	77.43%	73.72%	126.84%	102.33%
% ASP Compared to Previous Year			98.49%	102.56%	97.84%	97.46%	101.95%	96.83%	100.65%	102.65%	101.21%	97.88%

**July Annual Rolling Totals Summary - Sales \$5M +**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		16	16	20	35	42	37	50	39	22	32	26
Total List Price		\$ 120,045,000.00	\$ 127,544,000.00	\$ 136,464,000.00	\$ 282,047,660.00	\$ 346,759,000	\$ 285,855,000	\$ 390,137,000	\$ 262,800,000	\$ 196,530,000	\$ 309,015,999	\$ 239,455,000
Told Sold Volume		\$ 110,755,000.00	\$ 112,780,000.00	\$ 127,316,000.00	\$ 250,209,660.00	\$ 321,849,362	\$ 260,529,515	\$ 352,469,468	\$ 240,383,082	\$ 165,665,000	\$ 267,967,000	\$ 201,080,000
List / Sell Ratio		92.26%	88.42%	93.30%	88.71%	92.82%	91.14%	90.35%	91.47%	84.30%	86.72%	83.97%
Average Sales Price		\$6,922,187.50	\$7,048,750.00	\$6,365,800.00	\$7,148,847.43	\$7,663,080	\$7,041,338	\$7,049,389	\$6,163,669	\$7,530,227	\$8,373,969	\$7,733,846
Average Days on Market		238	210	237	329	291	325	325	321	273	338	212
% Volume Compared to Previous Year			101.83%	112.89%	196.53%	128.63%	80.95%	135.29%	68.20%	68.92%	161.75%	75.04%
% ASP Compared to Previous Year			101.83%	90.31%	112.30%	107.19%	91.89%	100.11%	87.44%	122.17%	111.20%	92.36%

**July Annual Rolling Totals Summary - Overall Sales**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales		5370	5762	6679	9582	11081	7494	5267	5587	7554	10284	10241
Total List Price		\$ 2,093,636,593.00	\$ 2,371,624,449.00	\$ 2,762,389,025.00	\$ 4,629,174,149.00	\$ 6,763,267,102	\$ 5,164,760,591	\$ 3,933,127,783	\$ 3,549,693,208	\$ 3,108,765,433	\$ 4,131,550,090	\$ 4,066,457,874
Told Sold Volume		\$ 1,981,245,536.00	\$ 2,219,100,353.00	\$ 2,589,690,042.00	\$ 4,350,446,147.00	\$ 6,459,487,346	\$ 4,892,773,866	\$ 3,617,285,998	\$ 3,196,544,442	\$ 2,761,451,608	\$ 3,726,741,497	\$ 3,676,206,389
List / Sell Ratio		94.63%	93.57%	93.75%	93.98%	95.51%	94.73%	91.97%	90.05%	88.83%	90.20%	90.40%
Average Sales Price		\$368,947.03	\$385,126.75	\$387,736.19	\$454,022.77	\$582,934	\$652,892	\$686,783	\$572,140	\$365,562	\$362,382	\$358,969
Average Days on Market		108	109	120	154	123	125	179	190	161	170	171
% Volume Compared to Previous Year			112.01%	116.70%	167.99%	148.48%	75.75%	73.93%	88.37%	86.39%	134.96%	98.64%
% ASP Compared to Previous Year			104.39%	100.65%	117.10%	128.39%	112.00%	105.19%	83.31%	63.89%	99.13%	99.06%