

#Jul1A1

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	2200	2355	2417	2470	2935	1183	408	698	1347	3297	4048	4157
Total List Price	\$ 311,826,872	\$ 356,137,441	\$ 392,378,340	\$ 432,072,423	\$ 539,522,258	\$ 244,372,046	\$ 82,471,544	\$ 145,291,149	\$ 262,602,030	\$ 462,118,790	\$ 584,271,593	\$ 592,932,807
Told Sold Volume	\$ 298,268,853	\$ 341,241,482	\$ 377,007,036	\$ 413,325,633	\$ 519,590,166	\$ 238,448,766	\$ 77,473,130	\$ 133,095,614	\$ 236,888,415	\$ 428,229,007	\$ 547,385,798	\$ 553,586,453
List / Sell Ratio	95.65%	95.82%	96.08%	95.66%	96.31%	97.58%	93.94%	91.61%	90.21%	92.67%	93.69%	93.36%
Average Sales Price	\$135,577	\$144,901	\$155,981	\$167,338	\$177,032	\$201,563	\$189,885	\$190,681	\$175,864	\$129,884	\$135,224	\$133,170
Median Price								\$ 200,945	\$ 185,000	\$ 125,000	\$ 133,000	\$ 130,000
Average Days on Market	104	101	88	103	114	80	118	178	162	129	145	150
% Volume Compared to Previous Year		114.41%	110.48%	109.63%	125.71%	45.89%	32.49%	171.80%	177.98%	180.77%	127.83%	101.13%
% ASP Compared to Previous Year		106.88%	107.65%	107.28%	105.79%	113.86%	94.21%	100.42%	92.23%	73.86%	104.11%	98.48%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	425	390	459	1141	2084	3666	1882	1399	1382	1100	1427	1520
Total List Price	\$ 156,485,666	\$ 139,862,700	\$ 166,074,584	\$ 408,756,713	\$ 748,080,423	\$ 1,327,337,299	\$ 704,603,790	\$ 517,859,433	\$ 523,939,000	\$ 413,995,468	\$ 533,519,447	\$ 573,268,129
Told Sold Volume	\$ 149,441,502	\$ 133,544,150	\$ 158,234,139	\$ 390,272,048	\$ 719,689,053	\$ 1,298,027,576	\$ 676,113,010	\$ 482,303,135	\$ 477,766,484	\$ 375,650,568	\$ 491,271,940	\$ 529,844,400
List / Sell Ratio	95.50%	95.48%	95.28%	95.48%	96.20%	97.79%	95.96%	93.13%	91.19%	90.74%	92.08%	92.43%
Average Sales Price	\$351,627	\$342,421	\$344,737	\$342,044	\$345,340	\$354,072	\$359,252	\$344,748	\$345,707	\$341,501	\$344,269	\$348,582
Median Price								\$ 330,000	\$ 332,000	\$ 330,000	\$ 335,000	\$ 339,950
Average Days on Market	91	104	95	136	144	87	112	168	187	188	187	186
% Volume Compared to Previous Year		89.36%	118.49%	246.64%	184.41%	180.36%	52.09%	71.33%	99.06%	78.63%	130.78%	107.85%
% ASP Compared to Previous Year		97.38%	100.68%	99.22%	100.96%	102.53%	101.46%	95.96%	100.28%	98.78%	100.81%	101.25%

**July 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	271	324	350	354	684	1202	687	502	471	350	475	485
Total List Price	\$ 172,748,985	\$ 206,422,367	\$ 224,186,953	\$ 228,274,751	\$ 436,490,067	\$ 747,593,045	\$ 434,468,906	\$ 322,673,598	\$ 313,535,089	\$ 232,846,866	\$ 311,719,529	\$ 318,674,947
Told Sold Volume	\$ 165,768,312	\$ 196,167,799	\$ 212,142,169	\$ 215,908,325	\$ 417,073,491	\$ 727,627,947	\$ 413,761,680	\$ 300,418,356	\$ 283,396,842	\$ 209,884,116	\$ 284,444,937	\$ 292,327,695
List / Sell Ratio	95.96%	95.03%	94.63%	94.58%	95.55%	97.33%	95.23%	93.10%	90.39%	90.14%	91.25%	91.73%
Average Sales Price	\$611,691	\$605,456	\$606,120	\$609,911	\$609,757	\$605,348	\$602,273	\$598,443	\$601,692	\$599,669	\$598,831	\$602,738
Median Price								\$ 585,000	\$ 595,000	\$ 587,000	\$ 590,000	\$ 595,000
Average Days on Market	128	122	146	173	188	126	123	178	208	199	231	215
% Volume Compared to Previous Year		118.34%	108.14%	101.78%	193.17%	174.46%	56.86%	72.61%	94.33%	74.06%	135.52%	102.77%
% ASP Compared to Previous Year		98.98%	100.11%	100.63%	99.97%	99.28%	99.49%	99.36%	100.54%	99.66%	99.86%	100.65%

2011 NA-BN-ES YTD Summary, Jul

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	172	181	170	175	335	601	333	247	196	134	200	216
Total List Price	\$ 154,309,556	\$ 164,527,100	\$ 162,200,300	\$ 164,192,455	\$ 300,692,044	\$ 533,786,215	\$ 296,490,802	\$ 227,722,069	\$ 189,271,713	\$ 130,527,684	\$ 189,411,290	\$ 205,214,864
Told Sold Volume	\$ 147,863,457	\$ 157,310,076	\$ 145,072,436	\$ 151,336,060	\$ 286,014,968	\$ 516,380,021	\$ 284,064,170	\$ 210,142,595	\$ 168,653,386	\$ 113,874,938	\$ 170,709,357	\$ 186,575,715
List / Sell Ratio	95.82%	95.61%	89.44%	92.17%	95.12%	96.74%	95.81%	92.28%	89.11%	87.24%	90.13%	90.92%
Average Sales Price	\$859,671	\$869,116	\$853,367	\$864,777	\$853,776	\$859,201	\$853,046	\$850,780	\$860,476	\$849,813	\$853,547	\$863,776
Median Price								\$ 849,000	\$ 851,000	\$ 850,000	\$ 850,000	\$ 860,500
Average Days on Market	144	159	157	183	216	147	134	187	215	255	263	203
% Volume Compared to Previous Year		106.39%	92.22%	104.32%	188.99%	180.54%	55.01%	73.98%	80.26%	67.52%	149.91%	109.29%
% ASP Compared to Previous Year		101.10%	98.19%	101.34%	98.73%	100.64%	99.28%	99.73%	101.14%	98.76%	100.44%	101.20%

**July Annual YTD Summary - All Sales \$1M +**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	291	229	326	290	575	1007	609	578	464	301	457	503
Total List Price	\$ 686,172,289	\$ 556,962,654	\$ 689,918,631	\$ 659,853,069	\$ 1,327,260,526	\$ 2,171,388,993	\$ 1,406,845,641	\$ 1,418,285,686	\$ 1,117,501,100	\$ 798,471,338	\$ 1,167,923,270	\$ 1,195,038,895
Told Sold Volume	\$ 651,021,972	\$ 530,571,340	\$ 622,921,891	\$ 604,400,620	\$ 1,216,367,637	\$ 2,039,375,893	\$ 1,293,077,746	\$ 1,282,996,776	\$ 997,722,096	\$ 681,603,800	\$ 1,022,147,100	\$ 1,056,757,517
List / Sell Ratio	94.88%	95.26%	90.29%	91.60%	91.64%	93.92%	91.91%	90.46%	89.28%	85.36%	87.52%	88.43%
Average Sales Price	\$2,237,189	\$2,316,905	\$1,910,803	\$2,084,140	\$2,115,422	\$2,025,199	\$2,123,280	\$2,219,718	\$2,150,263	\$2,264,464	\$2,236,646	\$2,100,910
Median Price								\$ 1,763,750	\$ 1,750,000	\$ 1,687,500	\$ 195,000	\$ 195,000
Average Days on Market	142	146	189	243	261	227	194	243	239	274	261	255
% Volume Compared to Previous Year		81.50%	117.41%	97.03%	201.25%	167.66%	63.41%	99.22%	77.76%	68.32%	149.96%	103.39%
% ASP Compared to Previous Year		103.56%	82.47%	109.07%	101.50%	95.74%	104.84%	104.54%	96.87%	105.31%	98.77%	93.93%

**July Annual YTD Summary - Sales \$1M - \$2M**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	181	139	234	188	373	675	392	352	284	185	290	326
Total List Price	\$ 273,198,289	\$ 204,608,654	\$ 345,659,631	\$ 283,493,169	\$ 564,952,828	\$ 989,470,143	\$ 586,678,277	\$ 548,577,817	\$ 451,139,249	\$ 296,405,947	\$ 451,566,098	\$ 501,204,896
Told Sold Volume	\$ 257,937,084	\$ 190,377,940	\$ 316,975,091	\$ 257,160,486	\$ 519,376,727	\$ 934,029,558	\$ 543,057,854	\$ 496,109,009	\$ 400,210,809	\$ 255,882,300	\$ 393,655,049	\$ 447,351,024
List / Sell Ratio	94.41%	93.04%	91.70%	90.71%	91.93%	94.40%	92.56%	90.44%	88.71%	86.33%	87.18%	89.26%
Average Sales Price	\$1,425,067	\$1,369,625	\$1,354,594	\$1,367,875	\$1,392,431	\$1,383,747	\$1,385,352	\$1,409,401	\$1,409,193	\$1,383,148	\$1,357,431	\$1,372,242
Median Price								\$ 1,336,500	\$ 1,350,000	\$ 1,350,000	\$ 1,300,000	\$ 1,300,000
Average Days on Market	130	144	181	235	239	209	165	221	230	252	242	255
% Volume Compared to Previous Year		73.81%	166.50%	81.13%	201.97%	179.84%	58.14%	91.35%	80.67%	63.94%	153.84%	113.64%
% ASP Compared to Previous Year		96.11%	98.90%	100.98%	101.80%	99.38%	100.12%	101.74%	99.99%	98.15%	98.14%	101.09%

2011 NA-BN-ES YTD Summary, Jul

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	99	76	80	92	174	300	192	189	154	100	142	158
Total List Price	\$ 313,949,000	\$ 243,709,000	\$ 248,765,000	\$ 302,569,900	\$ 542,695,038	\$ 911,104,850	\$ 624,952,364	\$ 583,459,869	\$ 488,879,851	\$ 357,550,391	\$ 465,683,173	\$ 523,078,999
Told Sold Volume	\$ 289,626,388	\$ 224,788,500	\$ 227,903,321	\$ 277,165,134	\$ 501,943,250	\$ 851,696,973	\$ 570,840,377	\$ 529,388,299	\$ 435,553,787	\$ 303,631,500	\$ 412,045,051	\$ 459,526,493
List / Sell Ratio	92.25%	92.24%	91.61%	91.60%	92.49%	93.48%	91.34%	90.73%	89.09%	84.92%	88.48%	87.85%
Average Sales Price	\$2,925,519	\$2,957,743	\$2,848,792	\$3,012,665	\$2,884,731	\$2,838,990	\$2,973,127	\$2,800,996	\$2,828,271	\$3,036,315	\$2,901,726	\$2,908,396
Median Price								\$ 2,675,000	\$ 2,625,000	\$ 2,872,500	\$ 2,617,500	\$ 2,700,000
Average Days on Market	161	136	206	255	302	259	242	280	245	324	285	262
% Volume Compared to Previous Year		77.61%	101.39%	121.62%	181.10%	169.68%	67.02%	92.74%	82.27%	69.71%	135.71%	111.52%
% ASP Compared to Previous Year		101.10%	96.32%	105.75%	95.75%	98.41%	104.72%	94.21%	100.97%	107.36%	95.57%	100.23%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	11	14	12	10	28	32	25	37	26	16	25	19
Total List Price	\$ 99,025,000	\$ 108,645,000	\$ 95,494,000	\$ 73,790,000	\$ 219,612,660	\$ 270,814,000	\$ 195,215,000	\$ 286,248,000	\$ 177,482,000	\$ 144,515,000	\$ 250,673,999	\$ 170,755,000
Told Sold Volume	\$ 92,600,000	\$ 99,755,000	\$ 84,730,000	\$ 70,075,000	\$ 195,047,660	\$ 253,649,362	\$ 179,179,515	\$ 257,499,468	\$ 161,957,500	\$ 122,090,000	\$ 216,447,000	\$ 149,880,000
List / Sell Ratio	93.51%	91.82%	88.73%	94.97%	88.81%	93.66%	91.79%	89.96%	91.25%	84.48%	86.35%	87.77%
Average Sales Price	\$8,418,182	\$7,125,357	\$7,060,833	\$7,007,500	\$6,965,988	\$7,926,543	\$7,167,181	\$6,959,445	\$6,229,135	\$7,630,625	\$8,657,880	\$7,888,421
Median Price								\$ 6,000,000	\$ 5,950,000	\$ 6,625,000	\$ 7,000,000	\$ 6,690,000
Average Days on Market	158	218	230	280	302	49	286	263	295	210	343	202
% Volume Compared to Previous Year		107.73%	84.94%	82.70%	278.34%	130.04%	70.64%	143.71%	56.58%	75.38%	177.28%	69.25%
% ASP Compared to Previous Year		84.64%	99.09%	99.24%	99.41%	113.79%	90.42%	97.10%	89.51%	122.50%	113.46%	91.11%

**July Annual YTD Summary - Overall Sales**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	3359	3479	3722	4430	6613	7659	3919	3424	3860	5182	6607	6881
Total List Price	\$ 1,481,543,368	\$ 1,423,912,262	\$ 1,634,758,808	\$ 1,893,149,411	\$ 3,352,045,318	\$ 5,024,477,598	\$ 2,924,880,483	\$ 2,631,831,935	\$ 2,406,848,932	\$ 2,037,960,146	\$ 2,786,845,129	\$ 2,885,129,642
Told Sold Volume	\$ 1,401,505,596	\$ 1,343,184,947	\$ 1,522,064,192	\$ 1,775,242,686	\$ 3,158,735,315	\$ 4,819,860,203	\$ 2,744,489,736	\$ 2,408,956,476	\$ 2,164,427,223	\$ 1,809,242,429	\$ 2,515,959,132	\$ 2,619,091,780
List / Sell Ratio	94.60%	94.33%	93.11%	93.77%	94.23%	95.93%	93.83%	91.53%	89.93%	88.78%	90.28%	90.78%
Average Sales Price	\$417,239	\$386,084	\$408,937	\$400,732	\$477,655	\$629,307	\$700,304	\$703,550	\$560,732	\$349,140	\$380,802	\$380,627
Median Price								\$ 385,000	\$ 320,000	\$ 180,000	\$ 195,000	\$ 195,000
Average Days on Market	231	120	106	129	149	115	129	186	188	158	172	172
% Volume Compared to Previous Year		95.84%	113.32%	116.63%	177.93%	152.59%	56.94%	87.77%	82.24%	83.59%	139.06%	104.10%
% ASP Compared to Previous Year		92.53%	105.92%	97.99%	119.20%	131.75%	111.28%	100.46%	79.70%	62.26%	109.07%	99.95%