

2011 NA-BN-ES YTD Summary - Dec

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	3563	3819	3965	4112	4174	1515	705	1130	2624	5612	6269	6522
Total List Price	\$ 506,576,338	\$ 582,196,795	\$ 653,083,852	\$ 725,374,507	\$ 773,922,270	\$ 315,197,702	\$ 144,096,269	\$ 232,785,084	\$ 472,951,076	\$ 785,796,881	\$ 885,023,166	\$ 929,741,843
Told Sold Volume	\$ 485,815,144	\$ 558,798,946	\$ 627,730,439	\$ 692,707,858	\$ 747,634,196	\$ 306,854,970	\$ 135,752,539	\$ 212,108,227	\$ 431,020,516	\$ 731,491,847	\$ 829,064,826	\$ 869,115,593
List / Sell Ratio	95.90%	95.98%	96.12%	95.50%	96.60%	97.35%	94.21%	91.12%	91.13%	93.09%	93.68%	93.48%
Average Sales Price	\$136,350	\$146,321	\$158,318	\$168,460	\$179,117	\$202,545	\$192,557	\$187,706	\$164,261	\$130,344	\$132,248	\$133,259
Median Price								\$ 200,000	\$ 169,950	\$ 125,000	\$ 130,000	\$ 130,000
Average Days on Market	101	100	86	111	111	86	121	177	150	132	146	152
% Volume Compared to Previous Year		115.02%	112.34%	110.35%	107.93%	41.04%	44.24%	156.25%	203.21%	169.71%	113.34%	104.83%
% ASP Compared to Previous Year		107.31%	108.20%	106.41%	106.33%	113.08%	95.07%	97.48%	87.51%	79.35%	101.46%	100.76%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	618	599	753	1926	3427	5537	2819	2121	2007	1925	2104	2240
Total List Price	\$ 227,592,653	\$ 214,647,400	\$ 269,313,401	\$ 685,212,351	\$ 1,220,521,894	\$ 2,023,508,495	\$ 1,051,565,125	\$ 790,135,166	\$ 758,923,833	\$ 719,818,297	\$ 783,109,693	\$ 842,927,431
Told Sold Volume	\$ 217,352,652	\$ 205,033,343	\$ 256,452,994	\$ 655,806,284	\$ 1,177,328,894	\$ 1,976,955,319	\$ 1,005,139,561	\$ 732,414,838	\$ 691,599,671	\$ 656,159,765	\$ 722,625,124	\$ 778,452,536
List / Sell Ratio	95.50%	95.52%	95.22%	95.71%	96.46%	97.70%	95.59%	92.69%	91.13%	91.16%	92.28%	92.35%
Average Sales Price	\$351,703	\$342,293	\$340,575	\$340,502	\$343,545	\$357,044	\$356,559	\$345,316	\$344,594	\$340,862	\$343,453	\$347,523
Median Price								\$ 330,000	\$ 330,000	\$ 329,000	\$ 333,000	\$ 336,500
Average Days on Market	98	105	96	148	135	89	122	170	187	195	185	185
% Volume Compared to Previous Year		94.33%	125.08%	255.72%	179.52%	167.92%	50.84%	72.87%	94.43%	94.88%	110.13%	107.73%
% ASP Compared to Previous Year		97.32%	99.50%	99.98%	100.89%	103.93%	99.86%	96.85%	99.79%	98.92%	100.76%	101.19%

December 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	395	488	532	601	1056	1903	919	731	690	585	677	710
Total List Price	\$ 251,263,763	\$ 311,530,974	\$ 340,214,960	\$ 386,523,595	\$ 678,439,488	\$ 1,181,197,447	\$ 583,038,865	\$ 473,484,227	\$ 458,986,568	\$ 388,123,469	\$ 445,283,721	\$ 466,219,268
Told Sold Volume	\$ 240,818,803	\$ 295,650,478	\$ 321,969,975	\$ 366,139,768	\$ 643,358,616	\$ 1,150,004,777	\$ 552,449,208	\$ 438,468,529	\$ 414,073,072	\$ 349,761,611	\$ 405,576,797	\$ 427,064,791
List / Sell Ratio	95.84%	94.90%	94.64%	94.73%	94.83%	97.36%	94.75%	92.60%	90.21%	90.12%	91.08%	91.60%
Average Sales Price	\$609,668	\$605,841	\$605,207	\$609,218	\$609,241	\$604,311	\$601,142	\$599,820	\$600,106	\$597,883	\$599,079	\$601,500
Median Price								\$ 588,250	\$ 591,250	\$ 585,000	\$ 590,000	\$ 594,450
Average Days on Market	128	137	148	186	184	124	130	186	211	209	234	212
% Volume Compared to Previous Year		122.77%	108.90%	113.72%	175.71%	178.75%	48.04%	79.37%	94.44%	84.47%	115.96%	105.30%
% ASP Compared to Previous Year		99.37%	99.90%	100.66%	100.00%	99.19%	99.48%	99.78%	100.05%	99.63%	100.20%	100.40%

2011 NA-BN-ES YTD Summary - Dec

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	253	265	260	278	521	862	444	364	282	239	287	316
Total List Price	\$ 227,437,656	\$ 238,867,834	\$ 242,661,413	\$ 257,230,154	\$ 467,459,694	\$ 765,657,844	\$ 398,314,220	\$ 339,091,856	\$ 271,799,934	\$ 232,492,357	\$ 272,090,089	\$ 297,564,207
Told Sold Volume	\$ 217,296,300	\$ 228,668,746	\$ 221,384,049	\$ 238,861,560	\$ 445,913,328	\$ 740,689,239	\$ 378,825,069	\$ 309,289,930	\$ 241,050,051	\$ 203,089,956	\$ 244,251,514	\$ 270,340,380
List / Sell Ratio	95.54%	95.73%	91.23%	92.86%	95.39%	96.74%	95.11%	91.21%	88.69%	87.35%	89.77%	90.85%
Average Sales Price	\$858,879	\$862,901	\$851,477	\$859,214	\$855,880	\$859,280	\$853,210	\$849,698	\$854,787	\$849,749	\$851,051	\$855,608
Median Price								\$ 849,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000
Average Days on Market	145	158	158	212	215	154	146	199	208	244	257	212
% Volume Compared to Previous Year		105.23%	96.81%	107.89%	186.68%	166.11%	51.14%	81.64%	77.94%	84.25%	120.27%	110.68%
% ASP Compared to Previous Year		100.47%	98.68%	100.91%	99.61%	100.40%	99.29%	99.59%	100.60%	99.41%	100.15%	100.52%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	421	348	461	482	857	1417	875	805	629	498	630	706
Total List Price	\$ 938,397,289	\$ 813,534,900	\$ 998,724,796	\$ 1,115,937,635	\$ 1,950,491,476	\$ 2,978,796,218	\$ 2,049,161,852	\$ 1,939,179,878	\$ 1,514,992,808	\$ 1,256,434,103	\$ 1,582,666,692	\$ 1,700,873,097
Told Sold Volume	\$ 894,986,786	\$ 767,719,495	\$ 893,366,570	\$ 1,013,438,048	\$ 1,784,127,424	\$ 2,793,630,028	\$ 1,880,652,881	\$ 1,748,792,171	\$ 1,338,893,092	\$ 1,079,521,615	\$ 1,371,555,480	\$ 1,500,600,957
List / Sell Ratio	95.37%	94.37%	89.45%	90.81%	91.47%	93.78%	91.78%	90.18%	88.38%	85.92%	86.66%	88.23%
Average Sales Price	\$2,125,859	\$2,206,091	\$1,937,888	\$2,102,569	\$2,081,829	\$1,971,510	\$2,149,318	\$2,172,413	\$2,128,606	\$2,167,714	\$2,177,072	\$2,125,497
Median Price								\$ 1,730,000	\$ 1,725,000	\$ 1,600,000	\$ 185,000	\$ 186,355
Average Days on Market	141	167	194	281	269	228	225	251	246	271	263	264
% Volume Compared to Previous Year		85.78%	116.37%	113.44%	176.05%	156.58%	67.32%	92.99%	76.56%	80.63%	127.05%	109.41%
% ASP Compared to Previous Year		103.77%	87.84%	108.50%	99.01%	94.70%	109.02%	101.07%	97.98%	101.84%	100.43%	97.63%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	275	223	325	313	564	980	548	500	385	319	407	460
Total List Price	\$ 408,118,289	\$ 328,187,900	\$ 480,016,796	\$ 469,225,735	\$ 852,002,928	\$ 1,429,929,493	\$ 826,447,088	\$ 773,043,590	\$ 614,388,957	\$ 503,972,812	\$ 636,615,020	\$ 707,251,098
Told Sold Volume	\$ 384,116,898	\$ 303,665,606	\$ 439,388,770	\$ 428,164,579	\$ 783,936,524	\$ 1,349,041,243	\$ 759,735,599	\$ 695,504,184	\$ 541,756,121	\$ 431,282,115	\$ 554,740,929	\$ 628,495,214
List / Sell Ratio	94.12%	92.53%	91.54%	91.25%	92.01%	94.34%	91.93%	89.97%	88.18%	85.58%	87.14%	88.86%
Average Sales Price	\$1,396,789	\$1,361,729	\$1,351,965	\$1,367,938	\$1,389,958	\$1,376,573	\$1,386,379	\$1,391,008	\$1,407,159	\$1,351,982	\$1,363,000	\$1,366,294
Median Price								\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,325,000	\$ 130,000
Average Days on Market	126	168	187	262	252	210	#DIV/0!	234	232	247	246	262
% Volume Compared to Previous Year		79.06%	144.69%	97.45%	183.09%	172.09%	56.32%	91.55%	77.89%	79.61%	128.63%	113.30%
% ASP Compared to Previous Year		97.49%	99.28%	101.18%	101.61%	99.04%	100.71%	100.33%	101.16%	96.08%	100.81%	100.24%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	133	107	114	152	255	393	289	255	212	156	191	215
Total List Price	\$ 419,854,000	\$ 344,652,000	\$ 360,540,000	\$ 510,486,900	\$ 802,930,888	\$ 1,187,412,725	\$ 923,610,764	\$ 794,570,288	\$ 671,106,851	\$ 549,604,291	\$ 626,677,673	\$ 711,526,999
Totd Sold Volume	\$ 390,566,388	\$ 320,598,989	\$ 327,614,321	\$ 460,036,469	\$ 736,943,240	\$ 1,109,589,423	\$ 846,767,767	\$ 717,362,937	\$ 591,604,471	\$ 474,629,500	\$ 549,167,551	\$ 625,478,243
List / Sell Ratio	93.02%	93.02%	90.87%	90.12%	91.78%	93.45%	91.68%	90.28%	88.15%	86.36%	87.63%	87.91%
Average Sales Price	\$2,936,589	\$2,996,252	\$2,873,810	\$3,026,556	\$2,889,973	\$2,823,383	\$2,929,992	\$2,813,188	\$2,790,587	\$3,042,497	\$2,875,223	\$2,909,201
Median Price								\$ 2,650,000	\$ 2,537,500	\$ 2,800,000	\$ 2,610,000	\$ 2,700,000
Average Days on Market	168	158	209	312	304	263	291	278	259	323	291	265
% Volume Compared to Previous Year		82.09%	102.19%	140.42%	160.19%	150.57%	76.31%	84.72%	82.47%	80.23%	115.70%	113.90%
% ASP Compared to Previous Year		102.03%	95.91%	105.32%	95.49%	97.70%	103.78%	96.01%	99.20%	109.03%	94.50%	101.18%

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

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	13	18	22	17	38	44	38	50	32	23	32	31
Total List Price	\$ 110,425,000	\$ 140,695,000	\$ 158,168,000	\$ 136,225,000	\$ 295,557,660	\$ 361,454,000	\$ 299,104,000	\$ 371,566,000	\$ 229,497,000	\$ 202,857,000	\$ 319,373,999	\$ 282,095,000
Totd Sold Volume	\$ 103,600,000	\$ 127,805,000	\$ 141,971,000	\$ 125,237,000	\$ 263,247,660	\$ 334,999,362	\$ 274,149,515	\$ 335,925,050	\$ 205,532,600	\$ 173,610,000	\$ 267,647,000	\$ 246,627,600
List / Sell Ratio	93.82%	90.84%	89.76%	91.93%	89.07%	92.68%	91.66%	90.41%	89.56%	85.58%	83.80%	87.43%
Average Sales Price	\$7,969,231	\$7,100,278	\$6,453,227	\$7,366,882	\$6,927,570	\$7,613,622	\$7,214,461	\$6,718,501	\$6,422,891	\$7,548,261	\$8,363,969	\$7,955,726
Median Price								\$ 5,800,000	\$ 6,000,000	\$ 6,500,000	\$ 6,475,000	\$ 6,747,500
Average Days on Market	192	202	213	344	296	50	360	292	322	243	320	274
% Volume Compared to Previous Year		123.36%	111.08%	88.21%	210.20%	127.26%	81.84%	122.53%	55.32%	84.47%	154.17%	92.15%
% ASP Compared to Previous Year		89.10%	90.89%	114.16%	94.04%	109.90%	94.76%	93.13%	95.60%	117.52%	110.81%	95.12%

**December Annual YTD Summary - Overall Sales**

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Number of Sales	5250	5519	5971	7399	10035	11234	5762	5151	6232	8859	9967	10494
Total List Price	\$ 2,151,267,699	\$ 2,160,777,903	\$ 2,503,998,422	\$ 3,170,278,242	\$ 5,090,834,822	\$ 7,264,357,706	\$ 4,226,176,331	\$ 3,774,676,211	\$ 3,477,654,219	\$ 3,382,665,107	\$ 3,968,173,361	\$ 4,237,325,846
Totd Sold Volume	\$ 2,039,566,185	\$ 2,040,221,108	\$ 2,336,511,548	\$ 2,966,953,518	\$ 4,798,362,458	\$ 6,968,144,333	\$ 3,952,819,258	\$ 3,441,073,695	\$ 3,116,636,402	\$ 3,020,024,794	\$ 3,573,073,741	\$ 3,845,574,257
List / Sell Ratio	94.81%	94.42%	93.31%	93.59%	94.25%	95.92%	93.53%	91.16%	89.62%	89.28%	90.04%	90.75%
Average Sales Price	\$388,489	\$369,672	\$391,310	\$400,994	\$478,163	\$620,273	\$686,015	\$668,040	\$500,102	\$340,899	\$358,490	\$366,455
Median Price								\$ 378,500	\$ 284,500	\$ 185,000	\$ 185,000	\$ 186,355
Average Days on Market	227	122	104	142	146	117	141	189	181	162	171	172
% Volume Compared to Previous Year		100.03%	114.52%	126.98%	161.73%	145.22%	56.73%	87.05%	82.57%	96.90%	118.31%	107.63%
% ASP Compared to Previous Year		95.16%	105.85%	102.47%	119.24%	129.72%	110.60%	97.38%	74.86%	68.17%	105.16%	102.22%