

2012 NA-BN-ES YTD Summary thru January - Jan

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	276	317	223	55	83	100	274	450	477	417
Total List Price	\$ 47,761,381	\$ 56,448,215	\$ 45,164,075	\$ 10,834,800	\$ 17,730,979	\$ 19,439,405	\$ 39,181,209	\$ 63,155,306	\$ 64,857,842	\$ 61,001,576
Told Sold Volume	\$ 45,627,928	\$ 53,030,046	\$ 44,066,728	\$ 10,379,211	\$ 16,603,005	\$ 17,269,999	\$ 36,047,510	\$ 58,529,340	\$ 60,646,310	\$ 56,979,143
List / Sell Ratio	95.53%	93.94%	97.57%	95.80%	93.64%	88.84%	92.00%	92.68%	93.51%	93.41%
Average Sales Price	\$165,319	\$167,287	\$197,609	\$188,713	\$200,036	\$172,700	\$131,560	\$130,065	\$127,141	\$136,641
Median Price					\$ 203,015	\$ 180,000	\$ 125,750	\$ 130,000	\$ 120,000	\$ 120,000
Average Days on Market	88	126	84	130	274	162	126	161	132	155
% Volume Compared to Previous Year	126.81%	116.22%	83.10%	23.55%	159.96%	104.02%	208.73%	162.37%	103.62%	93.95%
% ASP Compared to Previous Year	109.35%	101.19%	118.13%	95.50%	106.00%	86.33%	76.18%	98.86%	97.75%	107.47%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	99	172	340	265	129	138	98	146	133	144
Total List Price	\$ 35,042,842	\$ 61,374,698	\$ 122,623,199	\$ 97,182,904	\$ 47,848,890	\$ 53,901,621	\$ 36,724,523	\$ 54,429,979	\$ 49,372,666	\$ 55,031,398
Told Sold Volume	\$ 33,345,642	\$ 58,906,655	\$ 118,389,374	\$ 94,281,918	\$ 44,586,595	\$ 48,757,259	\$ 33,063,701	\$ 50,234,285	\$ 45,530,689	\$ 50,667,204
List / Sell Ratio	95.16%	95.98%	96.55%	97.01%	93.18%	90.46%	90.03%	92.29%	92.22%	92.07%
Average Sales Price	\$336,825	\$342,481	\$348,204	\$355,781	\$345,633	\$353,313	\$337,385	\$344,070	\$342,336	\$351,856
Median Price					\$ 335,000	\$ 342,250	\$ 318,250	\$ 335,000	\$ 325,000	\$ 325,000
Average Days on Market	110	160	96	102	149	172	183	195	180	166
% Volume Compared to Previous Year	189.60%	176.65%	200.98%	79.64%	47.29%	109.35%	67.81%	151.93%	90.64%	111.28%
% ASP Compared to Previous Year	95.76%	101.68%	101.67%	102.18%	97.15%	102.22%	95.49%	101.98%	99.50%	102.78%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	48	52	122	114	63	47	31	55	37	51
Total List Price	\$ 30,493,175	\$ 33,546,100	\$ 77,504,636	\$ 72,614,190	\$ 40,378,679	\$ 30,826,465	\$ 20,884,186	\$ 35,763,440	\$ 23,843,995	\$ 32,220,248
Told Sold Volume	\$ 29,278,025	\$ 31,707,475	\$ 75,112,236	\$ 70,061,629	\$ 37,470,990	\$ 28,207,357	\$ 19,023,650	\$ 32,485,750	\$ 22,011,400	\$ 29,992,500
List / Sell Ratio	96.02%	94.52%	96.91%	96.48%	92.80%	91.50%	91.09%	90.84%	92.31%	93.09%
Average Sales Price	\$609,959	\$609,759	\$615,674	\$614,576	\$594,778	\$600,157	\$613,666	\$590,650	\$594,903	\$588,088
Median Price					\$ 584,500	\$ 600,000	\$ 607,400	\$ 590,000	\$ 590,500	\$ 590,500
Average Days on Market	129	241	147	120	200	181	169	254	180	187
% Volume Compared to Previous Year	159.43%	108.30%	236.89%	93.28%	53.48%	75.28%	67.44%	170.77%	67.76%	136.26%
% ASP Compared to Previous Year	99.64%	99.97%	100.97%	99.82%	96.78%	100.90%	102.25%	96.25%	100.72%	98.85%

2012 NA-BN-ES YTD Summary thru January - Jan

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	21	35	72	53	30	25	6	18	13	16
Total List Price	\$ 20,029,800	\$ 31,980,000	\$ 64,042,600	\$ 47,105,000	\$ 27,555,565	\$ 24,772,788	\$ 5,997,600	\$ 17,666,900	\$ 12,184,900	\$ 15,328,700
Told Sold Volume	\$ 18,257,340	\$ 30,129,400	\$ 61,380,550	\$ 45,485,500	\$ 25,493,443	\$ 22,131,500	\$ 5,227,500	\$ 15,531,500	\$ 11,131,000	\$ 13,703,999
List / Sell Ratio	91.15%	94.21%	95.84%	96.56%	92.52%	89.34%	87.16%	87.91%	91.35%	89.40%
Average Sales Price	\$869,397	\$860,840	\$852,508	\$858,217	\$849,781	\$885,260	\$871,250	\$862,861	\$856,231	\$856,500
Median Price					\$ 822,652	\$ 900,000	\$ 887,500	\$ 860,000	\$ 822,250	\$ 822,250
Average Days on Market	172	213	184	123	181	184	200	417	199	183
% Volume Compared to Previous Year	99.70%	165.03%	203.72%	74.10%	56.05%	86.81%	23.62%	297.11%	71.67%	123.12%
% ASP Compared to Previous Year	99.70%	99.02%	99.03%	100.67%	99.02%	104.18%	98.42%	99.04%	99.23%	100.03%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	40	57	110	96	61	63	30	44	49	39
Total List Price	\$ 95,003,000	\$ 163,618,000	\$ 214,886,609	\$ 216,019,665	\$ 153,201,445	\$ 149,963,398	\$ 74,642,390	\$ 133,551,000	\$ 124,683,000	\$ 75,438,385
Told Sold Volume	\$ 88,371,500	\$ 147,753,000	\$ 200,599,700	\$ 203,315,515	\$ 139,925,120	\$ 133,257,500	\$ 63,010,000	\$ 112,753,740	\$ 107,655,764	\$ 67,613,297
List / Sell Ratio	93.02%	90.30%	93.35%	94.12%	91.33%	88.86%	84.42%	84.43%	86.34%	89.63%
Average Sales Price	\$2,209,288	\$2,592,158	\$1,823,634	\$2,117,870	\$2,293,854	\$2,115,198	\$2,100,333	\$2,562,585	\$2,197,056	\$1,733,674
Median Price								\$ 184,450	\$ 165,000	\$ 165,000
Average Days on Market	228	260	213	212	227	247	262	245	239	250
% Volume Compared to Previous Year	188.58%	167.20%	135.77%	101.35%	68.82%	95.23%	47.28%	178.95%	95.48%	62.81%
% ASP Compared to Previous Year	113.15%	117.33%	70.35%	116.13%	108.31%	92.21%	99.30%	122.01%	85.74%	78.91%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	26	34	79	55	39	41	19	24	28	28
Total List Price	\$ 39,863,000	\$ 51,428,000	\$ 117,341,899	\$ 80,564,300	\$ 65,168,445	\$ 63,075,899	\$ 30,993,999	\$ 36,476,000	\$ 43,033,000	\$ 40,769,385
Told Sold Volume	\$ 36,751,500	\$ 47,300,500	\$ 109,283,500	\$ 75,766,900	\$ 58,885,120	\$ 56,072,500	\$ 26,620,000	\$ 30,634,000	\$ 37,215,764	\$ 37,039,883
List / Sell Ratio	92.19%	91.97%	93.13%	94.05%	90.36%	88.90%	85.89%	83.98%	86.48%	90.85%
Average Sales Price	\$1,413,519	\$1,391,191	\$1,383,335	\$1,377,580	\$1,509,875	\$1,367,622	\$1,401,053	\$1,276,417	\$1,329,134	\$1,322,853
Median Price					\$ 1,695,000	\$ 1,337,500	\$ 1,350,000	\$ 1,287,500	\$ 1,250,000	\$ 1,250,000
Average Days on Market	268	253	207	165	216	239	271	222	222	223
% Volume Compared to Previous Year	147.87%	128.70%	231.04%	69.33%	77.72%	95.22%	47.47%	115.08%	121.49%	99.53%
% ASP Compared to Previous Year	102.37%	98.42%	99.44%	99.58%	109.60%	90.58%	102.44%	91.10%	104.13%	99.53%

2012 NA-BN-ES YTD Summary thru January - Jan

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	13	20	28	38	16	17	10	17	18	11
Total List Price	\$ 43,190,000	\$ 72,390,000	\$ 79,694,710	\$ 114,770,365	\$ 49,068,000	\$ 56,443,499	\$ 33,748,391	\$ 52,175,000	\$ 58,100,000	\$ 34,669,000
Told Sold Volume	\$ 39,995,000	\$ 66,652,500	\$ 74,309,820	\$ 106,150,615	\$ 45,440,000	\$ 50,035,000	\$ 28,890,000	\$ 47,219,740	\$ 50,400,000	\$ 30,573,414
List / Sell Ratio	92.60%	92.07%	93.24%	92.49%	92.61%	88.65%	85.60%	90.50%	86.75%	88.19%
Average Sales Price	\$3,076,538	\$3,332,625	\$2,653,922	\$2,793,437	\$2,840,000	\$2,943,235	\$2,889,000	\$2,777,632	\$2,800,000	\$2,779,401
Median Price					\$ 2,700,000	\$ 3,000,000	\$ 2,970,000	\$ 2,400,000	\$ 2,599,000	\$ 2,599,000
Average Days on Market	164	294	237	269	249	257	259	280	275	320
% Volume Compared to Previous Year	284.00%	166.65%	111.49%	142.85%	42.81%	110.11%	57.74%	163.45%	106.74%	60.66%
% ASP Compared to Previous Year	109.23%	108.32%	79.63%	105.26%	101.67%	103.64%	98.16%	96.15%	100.81%	99.26%

January Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1	3	3	3	6	5	1	3	3	0
Total List Price	\$ 11,950,000	\$ 39,800,000	\$ 17,850,000	\$ 20,685,000	\$ 38,965,000	\$ 30,444,000	\$ 9,900,000	\$ 44,900,000	\$ 23,550,000	\$ -
Told Sold Volume	\$ 11,625,000	\$ 33,800,000	\$ 17,006,380	\$ 21,398,000	\$ 35,600,000	\$ 27,150,000	\$ 7,500,000	\$ 34,900,000	\$ 20,040,000	\$ -
List / Sell Ratio	97.28%	84.92%	95.27%	103.45%	91.36%	89.18%	75.76%	77.73%	85.10%	#DIV/0!
Average Sales Price	\$11,625,000	\$11,266,667	\$5,668,793	\$7,132,667	\$5,933,333	\$5,430,000	\$7,500,000	\$11,633,333	\$6,680,000	#DIV/0!
Median Price					\$ 5,975,000	\$ 5,450,000	\$ 7,500,000	\$ 13,000,000	\$ 6,675,000	\$ 6,675,000
Average Days on Market	36	2,048	12	350	236	283	138	238	184	#DIV/0!
% Volume Compared to Previous Year	146.69%	290.75%	50.31%	125.82%	166.37%	76.26%	27.62%	465.33%	57.42%	0.00%
% ASP Compared to Previous Year	146.69%	96.92%	50.31%	125.82%	83.19%	91.52%	138.12%	155.11%	57.42%	#DIV/0!

January Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	484	633	867	583	366	373	439	713	709	667
Total List Price	\$ 228,330,198	\$ 346,967,013	\$ 524,221,119	\$ 443,756,559	\$ 286,715,558	\$ 278,903,677	\$ 177,429,908	\$ 304,566,625	\$ 274,942,403	\$ 239,020,307
Told Sold Volume	\$ 214,880,435	\$ 321,526,576	\$ 499,548,588	\$ 423,523,773	\$ 264,079,153	\$ 249,623,615	\$ 156,372,361	\$ 269,534,615	\$ 246,975,163	\$ 218,956,143
List / Sell Ratio	94.11%	92.67%	95.29%	95.44%	92.10%	89.50%	88.13%	88.50%	89.83%	91.61%
Average Sales Price	\$443,968	\$507,941	\$576,181	\$726,456	\$721,528	\$669,232	\$356,201	\$378,029	\$348,343	\$328,270
Median Price					\$ 406,000	\$ 385,000	\$ 190,000	\$ 184,450	\$ 165,000	\$ 165,000
Average Days on Market	112	161	122	128	202	184	152	187	152	0
% Volume Compared to Previous Year	156.72%	149.63%	155.37%	84.78%	62.35%	94.53%	62.64%	172.37%	91.63%	88.66%
% ASP Compared to Previous Year	117.54%	114.41%	113.43%	126.08%	99.32%	92.75%	53.23%	106.13%	92.15%	94.24%