

2012 NA-BN-ES RT Summary - Feb

February Annual Rolling Totals Summary - Sales from \$0 - \$249,999										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	4008	4231	3909	1197	769	1202	3020	5931	6331	6421
Total List Price	\$ 669,037,745.00	\$ 750,428,529.00	\$ 736,546,697	\$ 249,668,006	\$ 157,480,448	\$ 246,088,209	\$ 518,683,303	\$ 828,262,371	\$ 891,292,210	\$ 923,990,690
Total Sold Volume	\$ 642,522,455.00	\$ 715,739,045.00	\$ 714,490,705	\$ 242,625,124	\$ 147,491,698	\$ 222,738,086	\$ 473,857,434	\$ 772,652,338	\$ 835,350,558	\$ 863,909,419
List / Sell Ratio	96.04%	95.38%	97.01%	97.18%	93.66%	90.51%	91.36%	93.29%	93.72%	93.50%
Average Sales Price	\$160,309.99	\$169,165.46	\$182,781	\$202,694	\$191,797	\$185,306	\$156,906	\$130,274	\$131,946	\$134,544
Average Days on Market	87	116	106	90	147	165	145	135	144	152
% Volume Compared to Previous Year	113.42%	111.40%	99.83%	33.96%	60.79%	151.02%	212.74%	163.06%	108.11%	103.42%
% ASP Compared to Previous Year	108.58%	105.52%	108.05%	110.89%	94.62%	96.62%	84.67%	83.03%	101.28%	101.97%

February Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	861	2095	3806	5295	2609	2116	1931	2024	2109	2229
Total List Price	\$ 307,619,080.00	\$ 747,498,737.00	\$ 1,355,264,759	\$ 1,943,269,243	\$ 973,506,564	\$ 791,431,009	\$ 728,144,220	\$ 754,906,059	\$ 787,257,325	\$ 839,440,142
Total Sold Volume	\$ 292,661,724.00	\$ 715,989,791.00	\$ 1,309,455,682	\$ 1,898,971,754	\$ 925,680,213	\$ 731,057,133	\$ 662,735,065	\$ 690,142,215	\$ 726,604,054	\$ 775,479,094
List / Sell Ratio	95.14%	95.78%	96.62%	97.72%	95.09%	92.37%	91.02%	91.42%	92.30%	92.38%
Average Sales Price	\$339,909.09	\$341,761.24	\$344,050	\$358,635	\$354,803	\$345,490	\$343,208	\$340,979	\$344,525	\$347,904
Average Days on Market	102	152	125	89	129	174	189	196	182	186
% Volume Compared to Previous Year	141.39%	244.65%	182.89%	145.02%	48.75%	78.98%	90.65%	104.14%	105.28%	106.73%
% ASP Compared to Previous Year	99.52%	100.54%	100.67%	104.24%	98.93%	97.38%	99.34%	99.35%	101.04%	100.98%

February Annual Rolling Totals Summary - Sales from \$500,000 to 749,999										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	555	629	1190	1834	848	726	650	622	669	738
Total List Price	\$ 354,959,968.00	\$ 404,053,839.00	\$ 760,773,230	\$ 1,138,268,156	\$ 540,017,154	\$ 471,497,587	\$ 433,513,535	\$ 411,200,900	\$ 440,532,399	\$ 483,381,173
Total Sold Volume	\$ 336,516,322.00	\$ 382,519,296.00	\$ 724,762,645	\$ 1,107,834,924	\$ 508,566,099	\$ 435,403,931	\$ 390,529,950	\$ 370,954,261	\$ 401,512,547	\$ 443,642,991
List / Sell Ratio	94.80%	94.67%	95.27%	97.33%	94.18%	92.34%	90.08%	90.21%	91.14%	91.78%
Average Sales Price	\$606,335.72	\$608,138.79	\$609,044	\$604,054	\$599,724	\$599,730	\$600,815	\$596,389	\$600,168	\$601,142
Average Days on Market	143	196	176	120	852	187	212	220	224	211
% Volume Compared to Previous Year	115.57%	113.67%	189.47%	152.85%	45.91%	85.61%	89.69%	94.99%	108.24%	110.49%
% ASP Compared to Previous Year	100.16%	100.30%	100.15%	99.18%	99.28%	100.00%	100.18%	99.26%	100.63%	100.16%

**February Annual Rolling Totals Summary - Sales from \$750,000 - \$999,995**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	263	306	587	830	397	349	269	252	294	307
Total List Price	\$ 245,670,313.00	\$ 281,708,754.00	\$ 525,495,158	\$ 735,559,028	\$ 359,172,736	\$ 327,327,380	\$ 260,325,034	\$ 243,870,669	\$ 279,406,184	\$ 287,466,492
Totd Sold Volume	\$ 223,698,889.00	\$ 262,830,620.00	\$ 503,337,632	\$ 712,164,573	\$ 338,828,724	\$ 296,930,537	\$ 229,577,251	\$ 214,446,156	\$ 250,865,564	\$ 261,724,713
List / Sell Ratio	91.06%	93.30%	95.78%	96.82%	94.34%	90.71%	88.19%	87.93%	89.79%	91.05%
Average Sales Price	\$850,566.12	\$858,923.59	\$857,475	\$858,030	\$853,473	\$850,804	\$853,447	\$850,977	\$853,284	\$852,523
Average Days on Market	165	220	204	147	153	206	216	253	243	210
% Volume Compared to Previous Year	103.63%	117.49%	191.51%	141.49%	47.58%	87.63%	77.32%	93.41%	116.98%	104.33%
% ASP Compared to Previous Year	98.90%	100.98%	99.83%	100.06%	99.47%	99.69%	100.31%	99.71%	100.27%	99.91%

**February Annual Rolling Totals Summary - All Sales \$1M +**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	493	509	980	1338	860	794	561	517	642	704
Total List Price	\$ 1,081,787,490.00	\$ 1,206,236,841.00	\$ 2,203,180,585	\$ 2,833,328,774	\$ 2,003,845,742	\$ 1,911,173,031	\$ 1,356,740,589	\$ 1,319,127,713	\$ 1,600,846,173	\$ 1,658,404,154
Totd Sold Volume	\$ 970,944,431.00	\$ 1,091,524,187.00	\$ 2,025,770,718	\$ 2,659,644,624	\$ 1,829,813,131	\$ 1,718,704,256	\$ 1,192,629,867	\$ 1,130,295,755	\$ 1,393,635,287	\$ 1,468,594,732
List / Sell Ratio	89.75%	90.49%	91.95%	93.87%	91.32%	89.93%	87.90%	85.69%	87.06%	88.55%
Average Sales Price	\$1,969,461.32	\$2,144,448.30	\$2,067,113	\$1,987,776	\$2,127,690	\$2,164,615	\$2,125,900	\$2,186,259	\$2,170,771	\$2,086,072
Average Days on Market	201	285	260	228	227	254	252	267	262	264
% Volume Compared to Previous Year	136.31%	112.42%	185.59%	131.29%	68.80%	93.93%	69.39%	94.77%	123.30%	105.38%
% ASP Compared to Previous Year	92.90%	108.89%	96.39%	96.16%	107.04%	101.74%	98.21%	102.84%	99.29%	96.10%

**February Annual Rolling Totals Summary - Sales \$1M - \$2M**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	341	330	643	920	546	492	341	333	414	463
Total List Price	\$ 502,279,490.00	\$ 496,289,941.00	\$ 966,360,327	\$ 1,338,821,394	\$ 837,308,343	\$ 756,595,244	\$ 547,944,846	\$ 523,825,814	\$ 645,909,500	\$ 710,344,155
Totd Sold Volume	\$ 459,731,631.00	\$ 452,548,218.00	\$ 892,335,761	\$ 1,264,948,266	\$ 763,912,709	\$ 678,783,814	\$ 481,872,621	\$ 448,289,015	\$ 563,475,476	\$ 633,548,075
List / Sell Ratio	91.53%	91.19%	92.34%	94.48%	91.23%	89.72%	87.94%	85.58%	87.24%	89.19%
Average Sales Price	\$1,348,186.60	\$1,371,358.24	\$1,387,769	\$1,374,944	\$1,399,108	\$1,379,642	\$1,413,116	\$1,346,213	\$1,361,052	\$1,368,354
Average Days on Market	195	265	241	206	188	238	237	242	245	263
% Volume Compared to Previous Year	151.41%	98.44%	197.18%	141.76%	60.39%	88.86%	70.99%	93.03%	125.69%	112.44%
% ASP Compared to Previous Year	99.01%	101.72%	101.20%	99.08%	101.76%	98.61%	102.43%	95.27%	101.10%	100.54%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	130	158	293	375	277	254	194	158	196	214
Total List Price	\$ 419,140,000.00	\$ 532,471,900.00	\$ 905,643,598	\$ 1,141,197,380	\$ 878,854,399	\$ 804,821,787	\$ 617,467,743	\$ 548,869,900	\$ 644,312,673	\$ 708,764,999
Totd Sold Volume	\$ 381,544,321.00	\$ 479,513,969.00	\$ 833,668,935	\$ 1,064,740,843	\$ 807,159,954	\$ 723,885,860	\$ 539,959,746	\$ 475,136,740	\$ 565,522,811	\$ 623,859,157
List / Sell Ratio	91.03%	90.05%	92.05%	93.30%	91.84%	89.94%	87.45%	86.57%	87.77%	88.02%
Average Sales Price	\$2,934,956.32	\$3,034,898.54	\$2,845,286	\$2,839,309	\$2,913,935	\$2,849,944	\$2,783,298	\$3,007,195	\$2,885,320	\$2,915,230
Average Days on Market	216	316	298	269	287	275	269	319	291	263
% Volume Compared to Previous Year	135.40%	125.68%	173.86%	127.72%	75.81%	89.68%	74.59%	87.99%	119.02%	110.32%
% ASP Compared to Previous Year	99.98%	103.41%	93.75%	99.79%	102.63%	97.80%	97.66%	108.04%	95.95%	101.04%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	22	21	44	43	37	48	26	26	32	27
Total List Price	\$ 160,368,000.00	\$ 177,475,000.00	\$ 331,176,660	\$ 353,310,000	\$ 287,683,000	\$ 349,756,000	\$ 191,328,000	\$ 246,431,999	\$ 310,624,000	\$ 239,295,000
Totd Sold Volume	\$ 145,271,000.00	\$ 159,462,000.00	\$ 299,766,022	\$ 329,955,515	\$ 258,740,468	\$ 316,034,582	\$ 170,797,500	\$ 206,870,000	\$ 264,637,000	\$ 211,187,500
List / Sell Ratio	90.59%	89.85%	90.52%	93.39%	89.94%	90.36%	89.27%	83.95%	85.20%	88.25%
Average Sales Price	\$6,603,227.27	\$7,593,428.57	\$6,812,864	\$7,673,384	\$6,992,986	\$6,584,054	\$6,569,135	\$7,956,538	\$8,269,906	\$7,821,759
Average Days on Market	202	371	281	339	347	300	318	262	305	278
% Volume Compared to Previous Year	130.60%	109.77%	187.99%	110.07%	78.42%	122.14%	54.04%	121.12%	127.92%	79.80%
% ASP Compared to Previous Year	100.92%	115.00%	89.72%	112.63%	91.13%	94.15%	99.77%	121.12%	103.94%	94.58%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	6180	7770	10472	10494	5483	5187	6431	9346	10045	10399
Total List Price	\$ 2,659,074,596.00	\$ 3,389,926,700.00	\$ 5,581,260,429	\$ 6,900,093,207	\$ 4,034,022,644	\$ 3,747,517,216	\$ 3,297,406,681	\$ 3,557,367,712	\$ 3,999,334,291	\$ 4,192,682,651
Totd Sold Volume	\$ 2,481,946,342.00	\$ 3,168,602,939.00	\$ 5,277,817,382	\$ 6,621,240,999	\$ 3,750,379,865	\$ 3,404,833,943	\$ 2,949,329,567	\$ 3,178,490,725	\$ 3,607,968,010	\$ 3,813,350,949
List / Sell Ratio	93.34%	93.47%	94.56%	95.96%	92.97%	90.86%	89.44%	89.35%	90.21%	90.95%
Average Sales Price	\$401,609.44	\$407,799.61	\$503,993	\$630,955	\$684,001	\$656,417	\$458,611	\$340,091	\$359,180	\$366,704
Average Days on Market	106	147	140	117	150	188	177	165	168	173
% Volume Compared to Previous Year	125.53%	127.67%	166.57%	125.45%	56.64%	90.79%	86.62%	107.77%	113.51%	105.69%
% ASP Compared to Previous Year	111.94%	101.54%	123.59%	125.19%	108.41%	95.97%	69.87%	74.16%	105.61%	102.09%