

2012 NA-BN-ES RT Summary - Mar

March Annual Rolling Totals Summary - Sales from \$0 - \$249,999										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	3993	4359	3645	1033	817	1291	3300	6145	6443	6281
Total List Price	\$ 670,207,593.00	\$ 774,131,332.00	\$ 697,147,699	\$ 215,382,685	\$ 168,029,611	\$ 263,396,051	\$ 545,467,653	\$ 862,432,262	\$ 903,980,066	\$ 911,517,613
Told Sold Volume	\$ 643,598,405.00	\$ 739,499,978.00	\$ 676,665,673	\$ 208,378,148	\$ 157,277,822	\$ 237,929,447	\$ 499,081,597	\$ 805,751,355	\$ 846,386,598	\$ 853,051,394
List / Sell Ratio	96.03%	95.53%	97.06%	96.75%	93.60%	90.33%	91.50%	93.43%	93.63%	93.59%
Average Sales Price	\$161,181.67	\$169,649.00	\$185,642	\$201,721	\$192,507	\$184,299	\$151,237	\$131,123	\$131,365	\$135,815
Average Days on Market	89	115	103	95	151	166	141	137	145	151
% Volume Compared to Previous Year	113.32%	114.90%	91.50%	30.79%	75.48%	151.28%	209.76%	161.45%	105.04%	100.79%
% ASP Compared to Previous Year	108.49%	105.25%	109.43%	108.66%	95.43%	95.74%	82.06%	86.70%	100.18%	103.39%

March Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	971	2256	4046	5062	2512	2083	1873	2124	2116	2251
Total List Price	\$ 346,529,064.00	\$ 804,483,831.00	\$ 1,443,126,033	\$ 1,865,907,165	\$ 933,325,687	\$ 782,472,879	\$ 705,563,006	\$ 791,327,640	\$ 790,468,048	\$ 846,927,697
Told Sold Volume	\$ 329,978,315.00	\$ 770,840,744.00	\$ 1,397,814,157	\$ 1,570,594,139	\$ 884,605,525	\$ 721,411,547	\$ 641,401,430	\$ 724,537,662	\$ 730,048,703	\$ 783,363,248
List / Sell Ratio	95.22%	95.82%	96.86%	84.17%	94.78%	92.20%	90.91%	91.56%	92.36%	92.49%
Average Sales Price	\$339,833.49	\$341,684.73	\$345,481	\$310,271	\$352,152	\$346,333	\$342,446	\$341,119	\$345,014	\$348,007
Average Days on Market	112	150	119	89	137	175	188	195	184	184
% Volume Compared to Previous Year	158.28%	233.60%	181.34%	112.36%	56.32%	81.55%	88.91%	112.96%	100.76%	107.30%
% ASP Compared to Previous Year	99.27%	100.54%	101.11%	89.81%	113.50%	98.35%	98.88%	99.61%	101.14%	100.87%

March Annual Rolling Totals Summary - Sales from \$500,000 to 749,999										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	577	671	1234	1799	815	724	622	654	669	769
Total List Price	\$ 369,415,315.00	\$ 430,342,681.00	\$ 787,542,678	\$ 1,116,194,166	\$ 520,636,619	\$ 472,243,119	\$ 413,993,046	\$ 432,198,125	\$ 441,697,787	\$ 501,518,147
Told Sold Volume	\$ 350,164,294.00	\$ 407,418,304.00	\$ 752,609,018	\$ 1,085,434,254	\$ 488,035,669	\$ 434,950,632	\$ 372,696,379	\$ 390,578,614	\$ 402,851,294	\$ 460,772,306
List / Sell Ratio	94.79%	94.67%	95.56%	97.24%	93.74%	92.10%	90.02%	90.37%	91.21%	91.88%
Average Sales Price	\$606,870.53	\$607,180.78	\$609,894	\$603,354	\$598,817	\$600,761	\$599,190	\$597,215	\$602,169	\$599,184
Average Days on Market	144	198	170	118	148	189	212	220	226	208
% Volume Compared to Previous Year	125.36%	116.35%	184.73%	144.22%	44.96%	89.12%	85.69%	104.80%	103.14%	114.38%
% ASP Compared to Previous Year	100.38%	100.05%	100.45%	98.93%	99.25%	100.32%	99.74%	99.67%	100.83%	99.50%

2012 NA-BN-ES RT Summary - Mar

March Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	257	328	637	806	372	330	257	268	301	319
Total List Price	\$ 242,044,713.00	\$ 298,712,355.00	\$ 570,159,807	\$ 715,370,973	\$ 337,473,115	\$ 309,647,006	\$ 249,706,334	\$ 258,064,459	\$ 286,351,634	\$ 297,106,798
Toid Sold Volume	\$ 219,896,639.00	\$ 279,528,528.00	\$ 547,407,424	\$ 691,606,523	\$ 317,373,934	\$ 280,272,077	\$ 218,931,151	\$ 228,100,256	\$ 257,658,579	\$ 270,582,183
List / Sell Ratio	90.85%	93.58%	96.01%	96.68%	94.04%	90.51%	87.68%	88.39%	89.98%	91.07%
Average Sales Price	\$855,628.95	\$852,221.12	\$859,352	\$858,073	\$853,156	\$849,309	\$851,872	\$851,120	\$856,009	\$848,220
Average Days on Market	162	220	197	143	162	206	224	248	241	213
% Volume Compared to Previous Year	101.62%	127.12%	195.83%	126.34%	45.89%	88.31%	78.11%	104.19%	112.96%	105.02%
% ASP Compared to Previous Year	99.65%	99.60%	100.84%	99.85%	99.43%	99.55%	100.30%	99.91%	100.57%	99.09%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	484	573	1028	1284	858	758	539	545	655	694
Total List Price	\$ 1,078,652,500.00	\$ 1,359,054,651.00	\$ 2,273,356,687	\$ 2,734,319,862	\$ 2,015,198,390	\$ 1,828,019,985	\$ 1,342,769,387	\$ 1,388,214,112	\$ 1,579,287,374	\$ 1,638,657,665
Toid Sold Volume	\$ 966,321,628.00	\$ 1,233,559,600.00	\$ 2,096,900,181	\$ 2,560,075,251	\$ 1,838,193,373	\$ 6,839,555,387	\$ 1,173,442,267	\$ 1,189,463,371	\$ 1,381,103,771	\$ 1,452,715,464
List / Sell Ratio	89.59%	90.77%	92.24%	93.63%	91.22%	374.15%	87.39%	85.68%	87.45%	88.65%
Average Sales Price	\$1,996,532.29	\$2,152,809.08	\$2,039,786	\$1,993,828	\$2,142,417	\$9,023,160	\$2,177,073	\$2,182,502	\$2,108,555	\$2,093,250
Average Days on Market	210	280	258	219	238	250	256	264	264	264
% Volume Compared to Previous Year	130.53%	127.66%	169.99%	122.09%	71.80%	372.08%	17.16%	101.37%	116.11%	105.19%
% ASP Compared to Previous Year	96.01%	107.83%	94.75%	97.75%	107.45%	421.17%	24.13%	100.25%	96.61%	99.27%

March Annual Rolling Totals Summary - Sales \$1M - \$2M

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	333	365	683	883	536	469	324	352	436	452
Total List Price	\$ 496,686,500.00	\$ 549,787,841.00	\$ 1,022,030,099	\$ 1,280,025,722	\$ 829,804,721	\$ 719,727,866	\$ 522,548,246	\$ 557,778,214	\$ 681,662,700	\$ 689,759,166
Toid Sold Volume	\$ 453,004,828.00	\$ 502,259,021.00	\$ 949,701,784	\$ 1,206,943,743	\$ 754,580,962	\$ 644,201,061	\$ 458,156,021	\$ 478,351,131	\$ 595,103,460	\$ 618,048,807
List / Sell Ratio	91.21%	91.36%	92.92%	94.29%	90.93%	89.51%	87.68%	85.76%	87.30%	89.60%
Average Sales Price	\$1,360,374.86	\$1,376,052.11	\$1,390,486	\$1,366,867	\$1,407,800	\$1,373,563	\$1,414,062	\$1,358,952	\$1,364,916	\$1,367,365
Average Days on Market	204	258	240	197	197	237	241	239	250	261
% Volume Compared to Previous Year	137.04%	110.87%	189.09%	127.09%	62.52%	85.37%	71.12%	104.41%	124.41%	103.86%
% ASP Compared to Previous Year	100.42%	101.15%	101.05%	98.30%	102.99%	97.57%	102.95%	96.10%	100.44%	100.18%

March Annual Rolling Totals Summary - Sales \$2M - \$5M										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	129	184	302	359	284	242	186	167	189	214
Total List Price	\$ 417,298,000.00	\$ 601,694,150.00	\$ 937,202,588	\$ 1,104,629,140	\$ 893,375,669	\$ 760,181,119	\$ 611,283,141	\$ 568,363,899	\$ 616,245,674	\$ 705,423,499
Told Sold Volume	\$ 379,848,321.00	\$ 545,615,919.00	\$ 862,154,035	\$ 1,025,776,993	\$ 822,571,943	\$ 682,699,871	\$ 531,083,746	\$ 491,395,240	\$ 544,510,311	\$ 620,929,157
List / Sell Ratio	91.03%	90.68%	91.99%	92.86%	92.07%	89.81%	86.88%	86.46%	88.36%	88.02%
Average Sales Price	\$2,944,560.63	\$2,965,303.91	\$2,854,815	\$2,857,318	\$2,896,380	\$2,821,074	\$2,855,289	\$2,942,486	\$2,881,007	\$2,901,538
Average Days on Market	226	315	295	258	299	266	278	315	290	265
% Volume Compared to Previous Year	135.17%	143.64%	158.01%	118.98%	80.19%	83.00%	77.79%	92.53%	110.81%	114.03%
% ASP Compared to Previous Year	99.54%	100.70%	96.27%	100.09%	101.37%	97.40%	101.21%	103.05%	97.91%	100.71%

March Annual Rolling Totals Summary - Sales \$5M +										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	22	24	43	42	38	47	29	26	30	28
Total List Price	\$ 164,668,000.00	\$ 207,572,660.00	\$ 314,124,000	\$ 349,665,000	\$ 292,018,000	\$ 348,111,000	\$ 208,938,000	\$ 262,071,999	\$ 281,379,000	\$ 243,475,000
Told Sold Volume	\$ 149,071,000.00	\$ 185,684,660.00	\$ 285,044,362	\$ 327,354,515	\$ 261,040,468	\$ 315,929,582	\$ 184,202,500	\$ 219,717,000	\$ 241,490,000	\$ 213,737,500
List / Sell Ratio	90.53%	89.46%	90.74%	93.62%	89.39%	90.76%	88.16%	83.84%	85.82%	87.79%
Average Sales Price	\$6,775,954.55	\$7,736,860.83	\$6,628,939	\$7,794,155	\$6,869,486	\$6,721,906	\$6,351,810	\$8,450,654	\$8,049,667	\$7,633,482
Average Days on Market	216	354	288	338	349	296	282	279	297	304
% Volume Compared to Previous Year	134.87%	124.56%	153.51%	114.84%	79.74%	121.03%	58.30%	119.28%	109.91%	88.51%
% ASP Compared to Previous Year	104.22%	114.18%	85.68%	117.58%	88.14%	97.85%	94.49%	133.04%	95.25%	94.83%

March Annual Rolling Totals Summary - Overall Sales										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	6282	8187	10590	9984	5374	5186	6591	9736	10184	10314
Total List Price	\$ 2,706,849,185.00	\$ 3,666,724,850.00	\$ 5,771,332,904	\$ 6,647,174,851	\$ 3,974,663,422	\$ 3,655,779,040	\$ 3,257,499,426	\$ 3,732,236,598	\$ 4,001,784,909	\$ 4,195,727,920
Told Sold Volume	\$ 2,525,561,802.00	\$ 3,430,847,154.00	\$ 5,471,396,453	\$ 6,116,088,315	\$ 3,685,486,323	\$ 3,317,394,217	\$ 2,905,552,824	\$ 3,338,431,258	\$ 3,618,048,945	\$ 3,820,484,595
List / Sell Ratio	93.30%	93.57%	94.80%	92.01%	92.72%	90.74%	89.20%	89.45%	90.41%	91.06%
Average Sales Price	\$402,031.49	\$419,060.36	\$516,657	\$612,589	\$685,799	\$639,683	\$440,836	\$342,896	\$355,268	\$370,417
Average Days on Market	110	147	138	116	159	187	174	166	169	172
% Volume Compared to Previous Year	126.64%	135.84%	159.48%	111.78%	60.26%	90.01%	87.59%	114.90%	108.38%	105.60%
% ASP Compared to Previous Year	110.92%	104.24%	123.29%	118.57%	111.95%	93.28%	68.91%	77.78%	103.61%	104.26%