

2012 NA-BN-ES YTD Summary - Apr

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April Annual YTD Summary - Sales from \$0 = \$249,999										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1353	1683	815	215	390	674	1614	2390	2560	2254
Total List Price	\$ 235,720,973	\$ 302,369,543	\$ 166,921,639	\$ 43,437,753	\$ 80,729,782	\$ 132,745,828	\$ 229,657,091	\$ 346,880,563	\$ 363,708,792	\$ 340,056,896
Told Sold Volume	\$ 225,298,997	\$ 289,985,635	\$ 163,300,126	\$ 40,909,564	\$ 74,197,144	\$ 119,404,000	\$ 211,484,539	\$ 323,951,227	\$ 339,561,985	\$ 318,737,908
List / Sell Ratio	95.58%	95.90%	97.83%	94.18%	91.91%	89.95%	92.09%	93.39%	93.36%	93.73%
Average Sales Price	\$166,518	\$172,303	\$200,368	\$190,277	\$190,249	\$177,157	\$131,031	\$135,544	\$132,641	\$141,410
Median Price					\$ 203,015	\$ 185,000	\$ 125,000	\$ 135,000	\$ 129,000	\$ 140,000
Average Days on Market	104	115	79	116	194	165	131	151	151	149
% Volume Compared to Previous Year	111.15%	128.71%	56.31%	25.05%	181.37%	160.93%	177.12%	153.18%	104.82%	93.87%
% ASP Compared to Previous Year	108.44%	103.47%	116.29%	94.96%	99.99%	93.12%	73.96%	103.44%	97.86%	106.61%

April Annual YTD Summary - Sales from \$250,000 - \$499,999										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	557	1058	1995	1120	761	745	531	839	844	878
Total List Price	\$ 200,016,507	\$ 379,247,395	\$ 717,493,500	\$ 418,333,394	\$ 281,773,615	\$ 284,129,794	\$ 199,424,243	\$ 310,743,256	\$ 318,115,642	\$ 325,457,733
Told Sold Volume	\$ 191,112,220	\$ 363,976,444	\$ 700,586,847	\$ 403,325,880	\$ 263,258,874	\$ 258,846,817	\$ 180,250,670	\$ 286,284,197	\$ 293,484,635	\$ 302,472,724
List / Sell Ratio	95.55%	95.97%	97.64%	96.41%	93.43%	91.10%	90.39%	92.13%	92.26%	92.94%
Average Sales Price	\$343,110	\$344,023	\$351,171	\$360,112	\$345,938	\$347,445	\$339,455	\$341,221	\$347,731	\$344,502
Median Price					\$ 333,750	\$ 335,000	\$ 328,000	\$ 330,000	\$ 335,000	\$ 332,553
Average Days on Market	145	147	91	104	162	184	183	188	188	179
% Volume Compared to Previous Year	225.16%	190.45%	192.48%	57.57%	65.27%	98.32%	69.64%	158.83%	102.52%	103.06%
% ASP Compared to Previous Year	100.25%	100.27%	102.08%	102.55%	96.06%	100.44%	97.70%	100.52%	101.91%	99.07%

April Annual YTD Summary - Sales from \$500,000 to 749,999										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	209	347	612	416	269	255	175	280	278	342
Total List Price	\$ 133,997,139	\$ 221,702,349	\$ 381,835,053	\$ 261,555,909	\$ 172,504,413	\$ 168,918,245	\$ 116,179,828	\$ 182,196,037	\$ 184,475,580	\$ 222,354,132
Told Sold Volume	\$ 127,716,739	\$ 210,228,500	\$ 371,266,326	\$ 250,873,529	\$ 160,576,340	\$ 152,989,342	\$ 104,203,743	\$ 166,062,618	\$ 168,468,445	\$ 205,891,315
List / Sell Ratio	95.31%	94.82%	97.23%	95.92%	93.09%	90.57%	89.69%	91.15%	91.32%	92.60%
Average Sales Price	\$611,085	\$605,846	\$606,644	\$603,061	\$596,938	\$599,958	\$595,450	\$593,081	\$606,002	\$602,021
Median Price					\$ 589,750	\$ 597,000	\$ 585,000	\$ 580,000	\$ 599,950	\$ 595,000
Average Days on Market	172	191	139	118	186	196	206	228	211	206
% Volume Compared to Previous Year	118.36%	164.61%	176.60%	67.57%	64.01%	95.28%	68.11%	159.36%	101.45%	122.21%
% ASP Compared to Previous Year	99.67%	99.14%	100.13%	99.41%	98.98%	100.51%	99.25%	99.60%	102.18%	99.34%

2012 NA-BN-ES YTD Summary - Apr

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	100	174	337	217	148	100	61	112	120	130
Total List Price	\$ 93,619,600	\$ 157,350,701	\$ 299,116,914	\$ 193,670,743	\$ 136,155,238	\$ 95,585,587	\$ 59,824,685	\$ 105,813,290	\$ 114,085,234	\$ 121,322,601
Told Sold Volume	\$ 87,193,490	\$ 148,593,258	\$ 289,304,281	\$ 186,169,272	\$ 126,601,703	\$ 86,507,887	\$ 51,978,800	\$ 95,524,699	\$ 103,920,440	\$ 110,949,088
List / Sell Ratio	93.14%	94.43%	96.72%	96.13%	92.98%	90.50%	86.89%	90.28%	91.09%	91.45%
Average Sales Price	\$871,935	\$853,984	\$858,470	\$857,923	\$855,417	\$865,079	\$852,111	\$852,899	\$866,004	\$853,455
Median Price					\$ 850,000	\$ 862,500	\$ 850,000	\$ 847,500	\$ 875,000	\$ 850,000
Average Days on Market	185	227	158	122	188	199	273	267	210	213
% Volume Compared to Previous Year	100.06%	170.42%	194.70%	64.35%	68.00%	68.33%	60.09%	183.78%	108.79%	106.76%
% ASP Compared to Previous Year	102.07%	97.94%	100.53%	99.94%	99.71%	101.13%	98.50%	100.09%	101.54%	98.55%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	162	326	567	374	343	263	155	249	277	269
Total List Price	\$ 386,179,694	\$ 774,451,562	\$ 1,207,610,594	\$ 875,672,864	\$ 812,771,248	\$ 635,863,560	\$ 427,589,739	\$ 629,043,872	\$ 662,215,536	\$ 585,191,088
Told Sold Volume	\$ 354,766,858	\$ 709,588,260	\$ 1,130,201,805	\$ 808,670,351	\$ 737,293,641	\$ 566,524,446	\$ 364,655,900	\$ 540,765,789	\$ 585,179,689	\$ 526,299,049
List / Sell Ratio	91.87%	91.62%	93.59%	92.35%	90.71%	89.10%	85.28%	85.97%	88.37%	89.94%
Average Sales Price	\$2,189,919	\$2,176,651	\$1,993,301	\$2,162,220	\$2,149,544	\$2,154,085	\$2,352,619	\$2,171,750	\$2,112,562	\$1,956,502
Median Price					\$ 1,789,100	\$ 1,725,000	\$ 1,700,000	\$ 197,750	\$ 175,000	\$ 1,600,000
Average Days on Market	255	260	236	195	241	235	265	248	261	237
% Volume Compared to Previous Year	109.90%	200.02%	159.28%	71.55%	91.17%	76.84%	64.37%	148.29%	108.21%	89.94%
% ASP Compared to Previous Year	111.94%	99.39%	91.58%	108.47%	99.41%	100.21%	109.22%	92.31%	97.27%	92.61%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	103	206	385	237	209	160	93	158	179	185
Total List Price	\$ 157,687,694	\$ 314,884,752	\$ 567,661,644	\$ 352,095,500	\$ 327,809,078	\$ 250,832,559	\$ 149,969,348	\$ 247,370,200	\$ 281,484,536	\$ 288,352,798
Told Sold Volume	\$ 143,508,558	\$ 287,016,850	\$ 534,999,898	\$ 327,385,349	\$ 296,127,773	\$ 222,924,659	\$ 128,129,400	\$ 215,425,049	\$ 247,819,946	\$ 258,999,620
List / Sell Ratio	91.01%	91.15%	94.25%	92.98%	90.34%	88.87%	85.44%	87.09%	88.04%	89.82%
Average Sales Price	\$1,393,287	\$1,393,286	\$1,389,610	\$1,381,373	\$1,416,879	\$1,393,279	\$1,377,735	\$1,363,450	\$1,384,469	\$1,399,998
Median Price					\$ 1,350,000	\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,350,000	\$ 1,355,000
Average Days on Market	250	241	224	155	219	225	241	218	270	228
% Volume Compared to Previous Year	86.90%	200.00%	186.40%	61.19%	90.45%	75.28%	57.48%	168.13%	115.04%	104.51%
% ASP Compared to Previous Year	102.92%	100.00%	99.74%	99.41%	102.57%	98.33%	98.88%	98.96%	101.54%	101.12%

2012 NA-BN-ES YTD Summary - Apr

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	52	102	163	118	115	89	52	79	88	76
Total List Price	\$ 172,492,000	\$ 312,174,150	\$ 493,464,950	\$ 378,827,364	\$ 350,028,170	\$ 284,557,001	\$ 187,895,391	\$ 255,983,673	\$ 292,436,000	\$ 241,463,290
Told Sold Volume	\$ 158,033,300	\$ 292,048,750	\$ 459,422,545	\$ 344,285,487	\$ 320,000,400	\$ 251,767,287	\$ 159,486,500	\$ 222,193,740	\$ 259,019,743	\$ 217,349,429
List / Sell Ratio	91.62%	93.55%	93.10%	90.88%	91.42%	88.48%	84.88%	86.80%	88.57%	90.01%
Average Sales Price	\$3,039,102	\$2,863,223	\$2,818,543	\$2,917,674	\$2,782,612	\$2,828,846	\$3,067,048	\$2,812,579	\$2,943,406	\$2,859,861
Median Price					\$ 2,795,000	\$ 2,600,000	\$ 2,847,500	\$ 2,500,000	\$ 2,700,000	\$ 2,648,750
Average Days on Market	263	286	258	255	267	246	325	310	255	262
% Volume Compared to Previous Year	155.03%	184.80%	157.31%	74.94%	92.95%	78.68%	63.35%	139.32%	116.57%	83.91%
% ASP Compared to Previous Year	107.33%	94.21%	98.44%	103.52%	95.37%	101.66%	108.42%	91.70%	104.65%	97.16%

April Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	7	18	19	19	19	14	10	12	10	8
Total List Price	\$ 56,000,000	\$ 147,392,660	\$ 146,484,000	\$ 144,750,000	\$ 134,934,000	\$ 100,474,000	\$ 89,725,000	\$ 125,689,999	\$ 88,295,000	\$ 55,375,000
Told Sold Volume	\$ 53,225,000	\$ 130,522,660	\$ 135,779,362	\$ 136,999,515	\$ 121,165,468	\$ 91,832,500	\$ 77,040,000	\$ 103,147,000	\$ 78,340,000	\$ 49,950,000
List / Sell Ratio	95.04%	88.55%	92.69%	94.65%	89.80%	91.40%	85.86%	82.06%	88.73%	90.20%
Average Sales Price	\$7,603,571	\$7,251,259	\$7,146,282	\$7,210,501	\$6,377,130	\$6,559,464	\$7,704,000	\$8,595,583	\$7,834,000	\$6,243,750
Median Price					\$ 5,900,000	\$ 5,750,000	\$ 6,625,000	\$ 5,686,000	\$ 6,845,000	\$ 6,100,000
Average Days on Market	269	320	51	321	318	288	175	242	160	223
% Volume Compared to Previous Year	95.51%	245.23%	104.03%	100.90%	88.44%	68.06%	83.89%	133.89%	75.95%	63.76%
% ASP Compared to Previous Year	95.51%	95.37%	98.55%	100.90%	88.44%	102.86%	117.45%	111.57%	91.14%	79.70%

April Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	2381	3588	4326	2342	1911	2037	2536	3870	4079	3873
Total List Price	\$ 1,049,533,913	\$ 1,835,121,550	\$ 2,772,977,700	\$ 1,792,670,663	\$ 1,483,934,296	\$ 1,317,243,014	\$ 1,032,675,586	\$ 1,574,677,018	\$ 1,642,600,784	\$ 1,594,382,450
Told Sold Volume	\$ 986,088,304	\$ 1,722,372,097	\$ 2,654,659,385	\$ 1,689,948,596	\$ 1,361,927,702	\$ 1,184,272,492	\$ 912,573,652	\$ 1,412,588,530	\$ 1,490,615,194	\$ 1,464,350,084
List / Sell Ratio	93.95%	93.86%	95.73%	94.27%	91.78%	89.91%	88.37%	89.71%	90.75%	91.84%
Average Sales Price	\$414,149	\$480,037	\$613,652	\$721,584	\$712,678	\$581,381	\$359,848	\$365,010	\$365,436	\$378,092
Median Price					\$ 395,000	\$ 302,500	\$ 190,000	\$ 197,750	\$ 175,000	\$ 199,000
Average Days on Market	133	150	120	124	188	187	159	175	172	169
% Volume Compared to Previous Year	122.43%	174.67%	154.13%	63.66%	80.59%	79.81%	77.06%	154.79%	105.52%	98.24%
% ASP Compared to Previous Year	103.40%	115.91%	127.83%	117.59%	98.77%	81.58%	61.90%	101.43%	100.12%	103.46%