

2012 NA-BN-ES RT Summary - May

May Annual Rolling Totals Summary - Sales from \$0 - \$249,999

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	3962	4533	3011	832	930	1523	3904	6442	6435	6296
Total List Price	\$ 676,339,517.00	\$ 812,246,593.00	\$ 587,975,661	\$ 172,569,382	\$ 192,951,895	\$ 305,998,003	\$ 601,431,472	\$ 915,470,087	\$ 901,633,950	\$ 923,657,977
Total Sold Volume	\$ 647,981,188.00	\$ 778,723,554.00	\$ 571,852,367	\$ 165,453,028	\$ 178,918,854	\$ 276,047,483	\$ 553,643,385	\$ 857,005,154	\$ 844,043,916	\$ 865,647,012
List / Sell Ratio	95.81%	95.87%	97.26%	95.88%	92.73%	90.21%	92.05%	93.61%	93.61%	93.72%
Average Sales Price	\$163,549.01	\$171,789.89	\$189,921	\$198,862	\$192,386	\$181,252	\$141,814	\$133,034	\$131,165	\$137,492
Average Days on Market	91	118	96	106	157	169	134	141	148	152
% Volume Compared to Previous Year	109.27%	120.18%	73.43%	28.93%	108.14%	154.29%	200.56%	154.79%	98.49%	102.56%
% ASP Compared to Previous Year	108.44%	105.04%	110.55%	104.71%	96.74%	94.21%	78.24%	93.81%	98.59%	104.82%

May Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1184	2508	4659	4356	2423	2129	1708	2258	2167	2301
Total List Price	\$ 423,113,175.00	\$ 896,232,082.00	\$ 1,665,442,899	\$ 1,615,633,085	\$ 899,740,141	\$ 804,530,352	\$ 641,765,731	\$ 840,852,547	\$ 811,703,854	\$ 856,195,674
Total Sold Volume	\$ 403,204,489.00	\$ 860,131,317.00	\$ 1,620,020,157	\$ 1,570,594,139	\$ 848,534,190	\$ 737,141,759	\$ 583,739,604	\$ 771,176,674	\$ 749,590,890	\$ 794,599,555
List / Sell Ratio	95.29%	95.97%	97.27%	97.21%	94.31%	91.62%	90.96%	91.71%	92.35%	92.81%
Average Sales Price	\$340,544.33	\$342,955.07	\$347,718	\$360,559	\$350,200	\$346,238	\$341,768	\$341,531	\$345,912	\$345,328
Average Days on Market	123	150	106	94	151	179	186	193	186	181
% Volume Compared to Previous Year	181.32%	213.32%	188.35%	96.95%	54.03%	86.87%	79.19%	132.11%	97.20%	106.00%
% ASP Compared to Previous Year	99.54%	100.71%	101.39%	103.69%	97.13%	98.87%	98.71%	99.93%	101.28%	99.83%

May Annual Rolling Totals Summary - Sales from \$500,000 to 749,999

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	545	810	1412	1622	757	684	597	695	683	800
Total List Price	\$ 347,313,046.00	\$ 520,528,181.00	\$ 893,324,735	\$ 1,008,195,733	\$ 485,423,492	\$ 451,289,162	\$ 395,682,331	\$ 457,264,222	\$ 452,514,521	\$ 519,866,013
Total Sold Volume	\$ 329,108,245.00	\$ 493,890,323.00	\$ 858,668,497	\$ 976,200,394	\$ 453,177,931	\$ 411,825,456	\$ 356,705,173	\$ 414,354,637	\$ 412,644,583	\$ 480,364,151
List / Sell Ratio	94.76%	94.88%	96.12%	96.83%	93.36%	91.26%	90.15%	90.62%	91.19%	92.40%
Average Sales Price	\$603,868.34	\$609,741.14	\$608,122	\$601,850	\$598,650	\$602,084	\$597,496	\$596,194	\$604,165	\$600,455
Average Days on Market	156	194	152	118	164	194	211	222	228	206
% Volume Compared to Previous Year	112.06%	150.07%	173.86%	113.69%	46.42%	90.88%	86.62%	116.16%	99.59%	116.41%
% ASP Compared to Previous Year	99.31%	100.97%	99.73%	98.97%	99.47%	100.57%	99.24%	99.78%	101.34%	99.39%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	256	381	725	697	373	311	226	299	308	338
Total List Price	\$ 241,791,728.00	\$ 345,828,840.00	\$ 646,222,128	\$ 620,233,152	\$ 339,978,263	\$ 295,955,999	\$ 218,837,390	\$ 288,221,762	\$ 291,534,623	\$ 316,520,633
Totd Sold Volume	\$ 220,482,229.00	\$ 324,982,358.00	\$ 622,342,651	\$ 598,479,137	\$ 317,437,688	\$ 265,214,119	\$ 191,288,714	\$ 255,409,388	\$ 263,400,172	\$ 288,582,328
List / Sell Ratio	91.19%	93.97%	96.30%	96.49%	93.37%	89.61%	87.41%	88.62%	90.35%	91.17%
Average Sales Price	\$861,258.71	\$852,972.07	\$858,404	\$858,650	\$851,039	\$852,779	\$846,410	\$854,212	\$855,195	\$853,794
Average Days on Market	167	230	175	145	179	208	225	253	229	218
% Volume Compared to Previous Year	101.92%	147.40%	191.50%	96.17%	53.04%	83.55%	72.13%	133.52%	103.13%	109.56%
% ASP Compared to Previous Year	101.13%	99.04%	100.64%	100.03%	99.11%	100.20%	99.25%	100.92%	100.12%	99.84%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	444	685	1177	1156	829	722	495	620	672	727
Total List Price	\$ 990,635,132.00	\$ 1,592,065,016.00	\$ 2,534,116,619	\$ 2,535,898,729	\$ 1,955,870,376	\$ 1,747,200,110	\$ 1,262,827,587	\$ 1,511,072,836	\$ 1,668,879,356	\$ 1,689,483,148
Totd Sold Volume	\$ 891,585,911.00	\$ 1,448,540,975.00	\$ 2,351,275,929	\$ 2,361,839,669	\$ 1,778,881,791	\$ 1,562,727,801	\$ 1,088,807,546	\$ 1,311,326,315	\$ 1,464,505,619	\$ 1,497,831,767
List / Sell Ratio	90.00%	90.99%	92.78%	93.14%	90.95%	89.44%	86.22%	86.78%	87.75%	88.66%
Average Sales Price	\$2,008,076.38	\$2,114,658.36	\$1,997,686	\$2,043,114	\$2,145,816	\$2,164,443	\$2,199,611	\$2,115,042	\$2,179,324	\$2,060,291
Average Days on Market	214	278	249	213	250	248	270	263	262	261
% Volume Compared to Previous Year	109.12%	162.47%	162.32%	100.45%	75.32%	87.85%	69.67%	120.44%	111.68%	102.28%
% ASP Compared to Previous Year	98.79%	105.31%	94.47%	102.27%	105.03%	100.87%	101.62%	96.16%	103.04%	94.54%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	298	444	800	776	512	449	303	401	434	483
Total List Price	\$ 446,037,232.00	\$ 671,804,318.00	\$ 1,186,001,819	\$ 1,132,689,590	\$ 791,267,906	\$ 694,855,891	\$ 490,624,346	\$ 629,044,764	\$ 676,540,856	\$ 742,335,859
Totd Sold Volume	\$ 406,585,611.00	\$ 614,424,896.00	\$ 1,110,867,532	\$ 1,061,452,899	\$ 718,362,759	\$ 620,777,669	\$ 424,697,862	\$ 541,886,764	\$ 596,303,626	\$ 663,408,588
List / Sell Ratio	91.16%	91.46%	93.66%	93.71%	90.79%	89.34%	86.56%	86.14%	88.14%	89.37%
Average Sales Price	\$1,364,381.24	\$1,383,839.86	\$1,388,584	\$1,367,852	\$1,403,052	\$1,382,578	\$1,401,643	\$1,351,339	\$1,373,971	\$1,373,517
Average Days on Market	208	255	233	185	213	238	252	239	257	252
% Volume Compared to Previous Year	109.24%	151.12%	180.80%	95.55%	67.68%	86.42%	68.41%	127.59%	110.04%	111.25%
% ASP Compared to Previous Year	101.18%	101.43%	100.34%	98.51%	102.57%	98.54%	101.38%	96.41%	101.67%	99.97%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	127	211	337	337	277	395	165	192	205	217
Total List Price	\$ 412,773,900.00	\$ 680,698,038.00	\$ 1,047,825,800	\$ 1,044,199,139	\$ 862,899,470	\$ 730,583,219	\$ 555,450,241	\$ 637,811,073	\$ 678,089,500	\$ 705,862,289
Told Sold Volume	\$ 378,106,821.00	\$ 620,531,419.00	\$ 965,759,035	\$ 964,882,255	\$ 791,483,564	\$ 650,808,050	\$ 477,919,684	\$ 560,722,551	\$ 596,246,993	\$ 627,100,679
List / Sell Ratio	91.60%	91.16%	92.17%	92.40%	91.72%	89.08%	86.04%	87.91%	87.93%	88.84%
Average Sales Price	\$2,977,219.06	\$2,940,907.20	\$2,865,754	\$2,863,152	\$2,857,341	\$1,647,615	\$2,896,483	\$2,920,430	\$2,908,522	\$2,889,865
Average Days on Market	227	318	282	259	306	151	302	306	274	271
% Volume Compared to Previous Year	116.93%	164.12%	155.63%	99.91%	82.03%	82.23%	73.43%	117.33%	106.34%	105.17%
% ASP Compared to Previous Year	100.35%	98.78%	97.44%	99.91%	99.80%	57.66%	175.80%	100.83%	99.59%	99.36%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	19	30	40	43	40	43	27	27	33	27
Total List Price	\$ 131,824,000.00	\$ 239,562,660.00	\$ 300,289,000	\$ 359,010,000	\$ 301,703,000	\$ 321,761,000	\$ 216,753,000	\$ 244,216,999	\$ 314,249,000	\$ 241,285,000
Told Sold Volume	\$ 122,496,000.00	\$ 213,584,660.00	\$ 274,649,362	\$ 335,504,515	\$ 269,035,468	\$ 291,142,082	\$ 186,190,000	\$ 208,717,000	\$ 271,955,000	\$ 207,322,500
List / Sell Ratio	92.92%	89.16%	91.46%	93.45%	89.17%	90.48%	85.90%	85.46%	86.54%	85.92%
Average Sales Price	\$6,447,157.89	\$7,119,488.67	\$6,866,234	\$7,802,431	\$6,725,887	\$6,770,746	\$6,895,926	\$7,730,259	\$8,241,061	\$7,678,611
Average Days on Market	227	337	278	343	348	290	281	308	264	349
% Volume Compared to Previous Year	100.78%	174.36%	128.59%	122.16%	80.19%	108.22%	63.95%	112.10%	130.30%	76.23%
% ASP Compared to Previous Year	90.17%	110.43%	96.44%	113.63%	86.20%	100.67%	101.85%	112.10%	106.61%	93.18%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	6391	8917	10984	8663	5312	5534	6930	10314	10265	10462
Total List Price	\$ 2,679,192,598.00	\$ 4,166,900,712.00	\$ 6,327,082,042	\$ 5,952,530,081	\$ 3,873,964,167	\$ 3,604,973,626	\$ 3,120,544,511	\$ 4,012,881,454	\$ 4,126,266,304	\$ 4,305,723,445
Told Sold Volume	\$ 2,507,964,583.00	\$ 3,906,268,527.00	\$ 6,024,159,601	\$ 5,672,566,367	\$ 3,576,950,454	\$ 3,252,956,618	\$ 2,774,184,422	\$ 3,609,272,168	\$ 3,734,185,180	\$ 3,927,024,813
List / Sell Ratio	93.61%	93.75%	95.21%	95.30%	92.33%	90.24%	88.90%	89.94%	90.50%	91.20%
Average Sales Price	\$392,421.31	\$438,069.81	\$548,449	\$654,804	\$673,372	\$587,813	\$400,315	\$349,939	\$363,778	\$375,361
Average Days on Market	114	165	129	120	171	184	166	168	171	172
% Volume Compared to Previous Year	117.06%	155.75%	154.22%	94.16%	63.06%	90.94%	85.28%	130.10%	103.46%	105.16%
% ASP Compared to Previous Year	104.79%	111.63%	125.20%	119.39%	102.84%	87.29%	68.10%	87.42%	103.95%	103.18%