

2012 NA-BN-ES YTD Summary, Jul

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| July Annual YTD Summary - Sales from \$0 = \$249,999 | | | | | | | | | | |
|--|----------------|----------------|----------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
| Number of Sales | 2470 | 2935 | 1183 | 408 | 698 | 1347 | 3297 | 4048 | 4225 | 4048 |
| Total List Price | \$ 432,072,423 | \$ 539,522,258 | \$ 244,372,046 | \$ 82,471,544 | \$ 145,291,149 | \$ 262,602,030 | \$ 462,118,790 | \$ 584,271,593 | \$ 602,871,032 | \$ 612,535,750 |
| Told Sold Volume | \$ 413,325,633 | \$ 519,590,166 | \$ 238,448,766 | \$ 77,473,130 | \$ 133,095,614 | \$ 236,888,415 | \$ 428,229,007 | \$ 547,385,798 | \$ 562,757,737 | \$ 576,234,611 |
| List / Sell Ratio | 95.66% | 96.31% | 97.58% | 93.94% | 91.61% | 90.21% | 92.67% | 93.69% | 93.35% | 94.07% |
| Average Sales Price | \$167,338 | \$177,032 | \$201,563 | \$189,885 | \$190,681 | \$175,864 | \$129,884 | \$135,224 | \$133,197 | \$142,350 |
| Median Price | | | | | \$ 200,945 | \$ 185,000 | \$ 125,000 | \$ 133,000 | \$ 130,000 | \$ 140,000 |
| Average Days on Market | 103 | 114 | 80 | 118 | 178 | 162 | 129 | 145 | 153 | 151 |
| % Volume Compared to Previous Year | 109.63% | 125.71% | 45.89% | 32.49% | 171.80% | 177.98% | 180.77% | 127.83% | 102.81% | 102.39% |
| % ASP Compared to Previous Year | 107.28% | 105.79% | 113.86% | 94.21% | 100.42% | 92.23% | 73.86% | 104.11% | 98.50% | 106.87% |

| July Annual YTD Summary - Sales from \$250,000 - \$499,999 | | | | | | | | | | |
|--|----------------|----------------|------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
| Number of Sales | 1141 | 2084 | 3666 | 1882 | 1399 | 1382 | 1100 | 1427 | 1537 | 1641 |
| Total List Price | \$ 408,756,713 | \$ 748,080,423 | \$ 1,327,337,299 | \$ 704,603,790 | \$ 517,859,433 | \$ 523,939,000 | \$ 413,995,468 | \$ 533,519,447 | \$ 579,404,874 | \$ 606,119,917 |
| Told Sold Volume | \$ 390,272,048 | \$ 719,689,053 | \$ 1,298,027,576 | \$ 676,113,010 | \$ 482,303,135 | \$ 477,766,484 | \$ 375,650,568 | \$ 491,271,940 | \$ 535,196,679 | \$ 563,796,726 |
| List / Sell Ratio | 95.48% | 96.20% | 97.79% | 95.96% | 93.13% | 91.19% | 90.74% | 92.08% | 92.37% | 93.02% |
| Average Sales Price | \$342,044 | \$345,340 | \$354,072 | \$359,252 | \$344,748 | \$345,707 | \$341,501 | \$344,269 | \$348,209 | \$343,569 |
| Median Price | | | | | \$ 330,000 | \$ 332,000 | \$ 330,000 | \$ 335,000 | \$ 339,950 | \$ 330,000 |
| Average Days on Market | 136 | 144 | 87 | 112 | 168 | 187 | 188 | 187 | 189 | 182 |
| % Volume Compared to Previous Year | 246.64% | 184.41% | 180.36% | 52.09% | 71.33% | 99.06% | 78.63% | 130.78% | 108.94% | 105.34% |
| % ASP Compared to Previous Year | 99.22% | 100.96% | 102.53% | 101.46% | 95.96% | 100.28% | 98.78% | 100.81% | 101.14% | 98.67% |

| July Annual YTD Summary - Sales from \$500,000 to 749,999 | | | | | | | | | | |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
| Number of Sales | 354 | 684 | 1202 | 687 | 502 | 471 | 350 | 475 | 493 | 583 |
| Total List Price | \$ 228,274,751 | \$ 436,490,067 | \$ 747,593,045 | \$ 434,468,906 | \$ 322,673,598 | \$ 313,535,089 | \$ 232,846,866 | \$ 311,719,529 | \$ 324,386,647 | \$ 377,174,678 |
| Told Sold Volume | \$ 215,908,325 | \$ 417,073,491 | \$ 727,627,947 | \$ 413,761,680 | \$ 300,418,356 | \$ 283,396,842 | \$ 209,884,116 | \$ 284,444,937 | \$ 297,688,695 | \$ 350,178,371 |
| List / Sell Ratio | 94.58% | 95.55% | 97.33% | 95.23% | 93.10% | 90.39% | 90.14% | 91.25% | 91.77% | 92.84% |
| Average Sales Price | \$609,911 | \$609,757 | \$605,348 | \$602,273 | \$598,443 | \$601,692 | \$599,669 | \$598,831 | \$603,831 | \$600,649 |
| Median Price | | | | | \$ 585,000 | \$ 595,000 | \$ 587,000 | \$ 590,000 | \$ 595,000 | \$ 595,000 |
| Average Days on Market | 173 | 188 | 126 | 123 | 178 | 208 | 199 | 231 | 217 | 196 |
| % Volume Compared to Previous Year | 101.78% | 193.17% | 174.46% | 56.86% | 72.61% | 94.33% | 74.06% | 135.52% | 104.66% | 117.63% |
| % ASP Compared to Previous Year | 100.63% | 99.97% | 99.28% | 99.49% | 99.36% | 100.54% | 99.66% | 99.86% | 100.83% | 99.47% |

2012 NA-BN-ES YTD Summary, Jul

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

| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 175 | 335 | 601 | 333 | 247 | 196 | 134 | 200 | 222 | 249 |
| Total List Price | \$ 164,192,455 | \$ 300,692,044 | \$ 533,786,215 | \$ 296,490,602 | \$ 227,722,069 | \$ 189,271,713 | \$ 130,527,684 | \$ 189,411,290 | \$ 210,717,864 | \$ 233,941,029 |
| Told Sold Volume | \$ 151,336,060 | \$ 286,014,968 | \$ 516,380,021 | \$ 284,064,170 | \$ 210,142,595 | \$ 168,653,386 | \$ 113,874,938 | \$ 170,709,357 | \$ 191,594,915 | \$ 214,300,178 |
| List / Sell Ratio | 92.17% | 95.12% | 96.74% | 95.81% | 92.28% | 89.11% | 87.24% | 90.13% | 90.92% | 91.60% |
| Average Sales Price | \$864,777 | \$853,776 | \$859,201 | \$853,046 | \$850,780 | \$860,476 | \$849,813 | \$853,547 | \$863,040 | \$860,643 |
| Median Price | | | | | \$ 849,000 | \$ 851,000 | \$ 850,000 | \$ 850,000 | \$ 860,500 | \$ 850,000 |
| Average Days on Market | 183 | 216 | 147 | 134 | 187 | 215 | 255 | 263 | 205 | 221 |
| % Volume Compared to Previous Year | 104.32% | 188.99% | 180.54% | 55.01% | 73.98% | 80.26% | 67.52% | 149.91% | 112.23% | 111.85% |
| % ASP Compared to Previous Year | 101.34% | 98.73% | 100.64% | 99.28% | 99.73% | 101.14% | 98.76% | 100.44% | 101.11% | 99.72% |

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

| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|------------------------------------|----------------|------------------|------------------|------------------|------------------|------------------|----------------|------------------|------------------|------------------|
| Number of Sales | 290 | 575 | 1007 | 609 | 578 | 464 | 301 | 457 | 512 | 528 |
| Total List Price | \$ 659,853,069 | \$ 1,327,260,526 | \$ 2,171,388,993 | \$ 1,406,845,641 | \$ 1,418,285,686 | \$ 1,117,501,100 | \$ 798,471,338 | \$ 1,167,923,270 | \$ 1,222,611,895 | \$ 1,178,156,476 |
| Told Sold Volume | \$ 604,400,620 | \$ 1,216,367,637 | \$ 2,039,375,893 | \$ 1,293,077,746 | \$ 1,282,996,776 | \$ 997,722,096 | \$ 681,603,800 | \$ 1,022,147,100 | \$ 1,081,677,517 | \$ 1,058,486,604 |
| List / Sell Ratio | 91.60% | 91.64% | 93.92% | 91.91% | 90.46% | 89.28% | 85.36% | 87.52% | 88.47% | 89.84% |
| Average Sales Price | \$2,084,140 | \$2,115,422 | \$2,025,199 | \$2,123,280 | \$2,219,718 | \$2,150,263 | \$2,264,464 | \$2,236,646 | \$2,112,651 | \$2,004,709 |
| Median Price | | | | | \$ 1,763,750 | \$ 1,750,000 | \$ 1,687,500 | \$ 195,000 | \$ 195,000 | \$ 1,600,000 |
| Average Days on Market | 243 | 261 | 227 | 194 | 243 | 239 | 274 | 261 | 257 | 259 |
| % Volume Compared to Previous Year | 97.03% | 201.25% | 167.66% | 63.41% | 99.22% | 77.76% | 68.32% | 149.96% | 105.82% | 97.86% |
| % ASP Compared to Previous Year | 109.07% | 101.50% | 95.74% | 104.84% | 104.54% | 96.87% | 105.31% | 98.77% | 94.46% | 94.89% |

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

| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 188 | 373 | 675 | 392 | 352 | 284 | 185 | 290 | 331 | 359 |
| Total List Price | \$ 283,493,169 | \$ 564,952,828 | \$ 989,470,143 | \$ 586,678,277 | \$ 548,577,817 | \$ 451,139,249 | \$ 296,405,947 | \$ 451,566,098 | \$ 509,087,896 | \$ 551,351,186 |
| Told Sold Volume | \$ 257,160,486 | \$ 519,376,727 | \$ 934,029,558 | \$ 543,057,854 | \$ 496,109,009 | \$ 400,210,809 | \$ 255,882,300 | \$ 393,655,049 | \$ 454,521,024 | \$ 498,678,675 |
| List / Sell Ratio | 90.71% | 91.93% | 94.40% | 92.56% | 90.44% | 88.71% | 86.33% | 87.18% | 89.28% | 90.45% |
| Average Sales Price | \$1,367,875 | \$1,392,431 | \$1,383,747 | \$1,385,352 | \$1,409,401 | \$1,409,193 | \$1,383,148 | \$1,357,431 | \$1,373,175 | \$1,389,077 |
| Median Price | | | | | \$ 1,336,500 | \$ 1,350,000 | \$ 1,350,000 | \$ 1,300,000 | \$ 1,300,000 | \$ 1,340,000 |
| Average Days on Market | 235 | 239 | 209 | 165 | 221 | 230 | 252 | 242 | 258 | 241 |
| % Volume Compared to Previous Year | 81.13% | 201.97% | 179.84% | 58.14% | 91.35% | 80.67% | 63.94% | 153.84% | 115.46% | 109.72% |
| % ASP Compared to Previous Year | 100.98% | 101.80% | 99.38% | 100.12% | 101.74% | 99.99% | 98.15% | 98.14% | 101.16% | 101.16% |

2012 NA-BN-ES YTD Summary, Jul

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

| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 92 | 174 | 300 | 192 | 189 | 154 | 100 | 142 | 161 | 152 |
| Total List Price | \$ 302,569,900 | \$ 542,695,038 | \$ 911,104,850 | \$ 624,952,364 | \$ 583,459,869 | \$ 488,879,851 | \$ 357,550,391 | \$ 465,683,173 | \$ 532,868,999 | \$ 490,416,290 |
| Told Sold Volume | \$ 277,165,134 | \$ 501,943,250 | \$ 851,696,973 | \$ 570,840,377 | \$ 529,388,299 | \$ 435,553,787 | \$ 303,631,500 | \$ 412,045,051 | \$ 468,676,493 | \$ 439,712,929 |
| List / Sell Ratio | 91.60% | 92.49% | 93.48% | 91.34% | 90.73% | 89.09% | 84.92% | 88.48% | 87.95% | 89.66% |
| Average Sales Price | \$3,012,665 | \$2,884,731 | \$2,838,990 | \$2,973,127 | \$2,800,996 | \$2,828,271 | \$3,036,315 | \$2,901,726 | \$2,911,034 | \$2,892,848 |
| Median Price | | | | | \$ 2,675,000 | \$ 2,625,000 | \$ 2,872,500 | \$ 2,617,500 | \$ 2,700,000 | \$ 2,700,000 |
| Average Days on Market | 255 | 302 | 259 | 242 | 280 | 245 | 324 | 285 | 262 | 290 |
| % Volume Compared to Previous Year | 121.62% | 181.10% | 169.68% | 67.02% | 92.74% | 82.27% | 69.71% | 135.71% | 113.74% | 93.82% |
| % ASP Compared to Previous Year | 105.75% | 95.75% | 98.41% | 104.72% | 94.21% | 100.97% | 107.36% | 95.57% | 100.32% | 99.38% |

July Annual YTD Summary - Sales \$5M +

| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|------------------------------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Number of Sales | 10 | 28 | 32 | 25 | 37 | 26 | 16 | 25 | 20 | 17 |
| Total List Price | \$ 73,790,000 | \$ 219,612,660 | \$ 270,814,000 | \$ 195,215,000 | \$ 286,248,000 | \$ 177,482,000 | \$ 144,515,000 | \$ 250,673,999 | \$ 180,655,000 | \$ 136,389,000 |
| Told Sold Volume | \$ 70,075,000 | \$ 195,047,660 | \$ 253,649,362 | \$ 179,179,515 | \$ 257,499,468 | \$ 161,957,500 | \$ 122,090,000 | \$ 216,447,000 | \$ 158,480,000 | \$ 120,095,000 |
| List / Sell Ratio | 94.97% | 88.81% | 93.66% | 91.79% | 89.96% | 91.25% | 84.48% | 86.35% | 87.73% | 88.05% |
| Average Sales Price | \$7,007,500 | \$6,965,988 | \$7,926,543 | \$7,167,181 | \$6,959,445 | \$6,229,135 | \$7,630,625 | \$8,657,880 | \$7,924,000 | \$7,064,412 |
| Median Price | | | | | \$ 6,000,000 | \$ 5,950,000 | \$ 6,625,000 | \$ 7,000,000 | \$ 6,690,000 | \$ 6,300,000 |
| Average Days on Market | 280 | 302 | 49 | 286 | 263 | 295 | 210 | 343 | 202 | 350 |
| % Volume Compared to Previous Year | 82.70% | 278.34% | 130.04% | 70.64% | 143.71% | 56.58% | 75.38% | 177.28% | 73.22% | 75.78% |
| % ASP Compared to Previous Year | 99.24% | 99.41% | 113.79% | 90.42% | 97.10% | 89.51% | 122.50% | 113.46% | 91.52% | 89.15% |

July Annual YTD Summary - Overall Sales

| | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Number of Sales | 4430 | 6613 | 7659 | 3919 | 3424 | 3860 | 5182 | 6607 | 6989 | 7049 |
| Total List Price | \$ 1,893,149,411 | \$ 3,352,045,318 | \$ 5,024,477,598 | \$ 2,924,880,483 | \$ 2,631,831,935 | \$ 2,406,848,932 | \$ 2,037,960,146 | \$ 2,786,845,129 | \$ 2,939,992,312 | \$ 3,007,927,850 |
| Told Sold Volume | \$ 1,775,242,686 | \$ 3,158,735,315 | \$ 4,819,860,203 | \$ 2,744,489,736 | \$ 2,408,956,476 | \$ 2,164,427,223 | \$ 1,809,242,429 | \$ 2,515,959,132 | \$ 2,668,915,543 | \$ 2,762,996,490 |
| List / Sell Ratio | 93.77% | 94.23% | 95.93% | 93.83% | 91.53% | 89.93% | 88.78% | 90.28% | 90.78% | 91.86% |
| Average Sales Price | \$400,732 | \$477,655 | \$629,307 | \$700,304 | \$703,550 | \$560,732 | \$349,140 | \$380,802 | \$381,874 | \$391,970 |
| Median Price | | | | | \$ 385,000 | \$ 320,000 | \$ 180,000 | \$ 195,000 | \$ 195,000 | \$ 199,000 |
| Average Days on Market | 129 | 149 | 115 | 129 | 186 | 188 | 158 | 172 | 175 | 173 |
| % Volume Compared to Previous Year | 116.63% | 177.93% | 152.59% | 56.94% | 87.77% | 82.24% | 83.59% | 139.06% | 106.08% | 103.53% |
| % ASP Compared to Previous Year | 97.99% | 119.20% | 131.75% | 111.28% | 100.46% | 79.70% | 62.26% | 109.07% | 100.28% | 102.64% |