

2012 NA-BN-ES YTD Summary - Aug

#Aug1A1

August Annual YTD Summary - Sales from \$0 = \$249,999

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	2786	3246	1274	464	785	1603	3784	4548	4747	4551
Total List Price	\$ 488,507,905	\$ 597,761,500	\$ 263,824,773	\$ 93,884,443	\$ 163,147,794	\$ 307,843,013	\$ 529,928,322	\$ 651,583,328	\$ 676,197,260	\$ 687,980,886
Total Sold Volume	\$ 467,670,174	\$ 576,504,267	\$ 257,434,554	\$ 88,213,195	\$ 149,501,764	\$ 278,414,998	\$ 491,804,599	\$ 610,876,986	\$ 631,904,706	\$ 647,347,244
List / Sell Ratio	95.73%	96.44%	97.58%	93.96%	91.64%	90.44%	92.81%	93.75%	93.45%	94.09%
Average Sales Price	\$167,864	\$177,605	\$202,068	\$190,115	\$190,448	\$173,684	\$129,970	\$134,318	\$133,117	\$142,243
Median Price					\$ 200,698	\$ 180,000	\$ 125,000	\$ 132,000	\$ 130,000	\$ 139,900
Average Days on Market	105	112	81	118	178	159	129	145	154	150
% Volume Compared to Previous Year	108.29%	123.27%	44.65%	34.27%	169.48%	186.23%	176.64%	124.21%	103.44%	102.44%
% ASP Compared to Previous Year	107.09%	105.80%	113.77%	94.08%	100.18%	91.20%	74.83%	103.35%	99.11%	106.86%

August Annual YTD Summary - Sales from \$250,000 - \$499,999

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1293	2378	4144	2093	1568	1514	1249	1558	1714	1831
Total List Price	\$ 461,117,161	\$ 853,249,335	\$ 1,503,220,667	\$ 783,329,555	\$ 583,021,629	\$ 572,767,857	\$ 470,060,084	\$ 581,350,622	\$ 645,247,913	\$ 674,361,337
Total Sold Volume	\$ 440,451,584	\$ 821,240,525	\$ 1,469,983,589	\$ 751,163,166	\$ 542,498,453	\$ 522,738,433	\$ 426,912,863	\$ 535,449,340	\$ 595,850,902	\$ 627,796,209
List / Sell Ratio	95.52%	96.25%	97.79%	95.89%	93.05%	91.27%	90.82%	92.10%	92.34%	93.09%
Average Sales Price	\$340,643	\$345,349	\$354,726	\$358,893	\$345,981	\$345,270	\$341,804	\$343,677	\$347,638	\$342,871
Median Price					\$ 331,000	\$ 330,000	\$ 330,000	\$ 335,000	\$ 335,250	\$ 330,000
Average Days on Market	140	142	87	114	169	188	190	184	188	183
% Volume Compared to Previous Year	242.05%	186.45%	179.00%	51.10%	72.22%	96.36%	81.67%	125.42%	111.28%	105.36%
% ASP Compared to Previous Year	99.03%	101.38%	102.72%	101.17%	96.40%	99.79%	99.00%	100.55%	101.15%	98.63%

August Annual YTD Summary - Sales from \$500,000 to \$749,999

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	409	761	1391	738	555	526	391	510	542	642
Total List Price	\$ 263,906,951	\$ 485,190,495	\$ 864,655,951	\$ 466,862,096	\$ 358,414,187	\$ 349,899,588	\$ 260,380,455	\$ 335,425,837	\$ 356,948,147	\$ 415,641,678
Total Sold Volume	\$ 249,646,088	\$ 464,173,703	\$ 841,737,266	\$ 443,914,228	\$ 333,383,101	\$ 316,666,842	\$ 234,834,461	\$ 305,827,437	\$ 326,626,005	\$ 386,053,365
List / Sell Ratio	94.60%	95.67%	97.35%	95.08%	93.02%	90.50%	90.19%	91.18%	91.51%	92.88%
Average Sales Price	\$610,382	\$609,952	\$605,131	\$601,510	\$600,690	\$602,028	\$600,600	\$599,662	\$602,631	\$601,329
Median Price					\$ 590,000	\$ 597,000	\$ 590,000	\$ 594,000	\$ 592,500	\$ 595,000
Average Days on Market	180	188	124	124	181	211	201	235	212	197
% Volume Compared to Previous Year	103.27%	185.93%	181.34%	52.74%	75.10%	94.99%	74.16%	130.23%	106.80%	118.19%
% ASP Compared to Previous Year	100.75%	99.93%	99.21%	99.40%	99.86%	100.22%	99.76%	99.84%	100.50%	99.78%

2012 NA-BN-ES YTD Summary - Aug

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	184	372	666	356	271	212	152	223	236	267
Total List Price	\$ 172,867,854	\$ 333,674,244	\$ 590,853,265	\$ 317,369,737	\$ 250,292,109	\$ 204,022,913	\$ 148,262,568	\$ 212,094,190	\$ 223,130,064	\$ 250,407,496
Totd Sold Volume	\$ 159,176,360	\$ 317,527,268	\$ 571,511,121	\$ 303,582,970	\$ 230,533,311	\$ 182,015,886	\$ 129,425,938	\$ 190,562,507	\$ 203,274,815	\$ 229,559,405
List / Sell Ratio	92.08%	95.16%	96.73%	95.66%	92.11%	89.21%	87.30%	89.85%	91.10%	91.67%
Average Sales Price	\$865,089	\$853,568	\$858,125	\$852,761	\$850,676	\$858,566	\$851,486	\$854,540	\$861,334	\$859,773
Median Price					\$ 849,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000
Average Days on Market	195	219	145	135	186	216	256	259	206	221
% Volume Compared to Previous Year	100.91%	199.48%	179.99%	53.12%	75.94%	78.95%	71.11%	147.24%	106.67%	112.93%
% ASP Compared to Previous Year	101.46%	98.67%	100.53%	99.37%	99.76%	100.93%	99.18%	100.36%	100.79%	99.82%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	328	634	1109	663	624	508	337	489	551	571
Total List Price	\$ 774,171,144	\$ 1,457,037,526	\$ 2,363,343,493	\$ 1,516,772,341	\$ 1,512,650,686	\$ 1,215,254,208	\$ 889,440,338	\$ 1,231,109,313	\$ 1,330,756,395	\$ 1,289,020,876
Totd Sold Volume	\$ 704,814,805	\$ 1,334,330,737	\$ 2,218,555,293	\$ 1,390,492,846	\$ 1,368,322,108	\$ 1,085,143,796	\$ 761,073,927	\$ 1,076,280,600	\$ 1,173,425,017	\$ 1,155,980,111
List / Sell Ratio	91.04%	91.58%	93.87%	91.67%	90.46%	89.29%	85.57%	87.42%	88.18%	89.68%
Average Sales Price	\$2,148,826	\$2,104,623	\$2,000,501	\$2,097,274	\$2,192,824	\$2,136,110	\$2,258,380	\$2,200,983	\$2,129,628	\$2,024,484
Median Price					\$ 1,750,000	\$ 1,730,000	\$ 1,645,000	\$ 190,000	\$ 192,000	\$ 1,600,000
Average Days on Market	252	262	225	195	240	241	271	257	264	257
% Volume Compared to Previous Year	96.58%	189.32%	166.27%	62.68%	98.41%	79.30%	70.14%	141.42%	109.03%	98.51%
% ASP Compared to Previous Year	111.01%	97.94%	95.05%	104.84%	104.56%	97.41%	105.72%	97.46%	96.76%	95.06%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	209	412	754	433	385	313	212	315	355	384
Total List Price	\$ 314,763,244	\$ 624,870,828	\$ 1,104,146,643	\$ 645,629,977	\$ 597,339,817	\$ 499,937,357	\$ 336,824,947	\$ 492,689,141	\$ 546,092,396	\$ 590,332,586
Totd Sold Volume	\$ 285,639,671	\$ 573,674,827	\$ 1,041,633,058	\$ 596,987,954	\$ 539,609,009	\$ 443,682,009	\$ 290,592,427	\$ 428,611,049	\$ 486,357,524	\$ 533,257,182
List / Sell Ratio	90.75%	91.81%	94.34%	92.47%	90.34%	88.75%	86.27%	86.99%	89.06%	90.33%
Average Sales Price	\$1,366,697	\$1,392,415	\$1,381,476	\$1,378,725	\$1,401,582	\$1,417,514	\$1,370,719	\$1,360,670	\$1,370,021	\$1,388,691
Median Price					\$ 1,325,000	\$ 1,350,000	\$ 1,333,000	\$ 1,312,500	\$ 1,300,000	\$ 1,335,000
Average Days on Market	245	241	207	166	219	230	247	238	261	243
% Volume Compared to Previous Year	78.69%	200.84%	181.57%	57.31%	90.39%	82.22%	65.50%	147.50%	113.47%	109.64%
% ASP Compared to Previous Year	101.28%	101.88%	99.21%	99.80%	101.66%	101.14%	96.70%	99.27%	100.69%	101.36%

2012 NA-BN-ES YTD Summary - Aug

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	106	192	320	203	200	167	106	149	173	168
Total List Price	\$ 350,772,900	\$ 598,654,038	\$ 966,337,850	\$ 663,482,364	\$ 617,674,869	\$ 525,564,851	\$ 378,900,391	\$ 487,746,173	\$ 572,863,999	\$ 540,049,290
Totd Sold Volume	\$ 319,200,134	\$ 552,608,250	\$ 903,772,873	\$ 603,225,377	\$ 560,508,299	\$ 468,379,287	\$ 322,056,500	\$ 431,222,551	\$ 503,287,493	\$ 483,627,929
List / Sell Ratio	91.00%	92.31%	93.53%	90.92%	90.74%	89.12%	85.00%	88.41%	87.85%	89.55%
Average Sales Price	\$3,011,322	\$2,878,168	\$2,824,290	\$2,971,554	\$2,802,541	\$2,804,666	\$3,038,269	\$2,894,111	\$2,909,176	\$2,878,738
Median Price					\$ 2,665,000	\$ 2,587,500	\$ 2,897,500	\$ 2,625,000	\$ 2,700,000	\$ 2,687,500
Average Days on Market	261	304	257	243	272	249	323	284	272	284
% Volume Compared to Previous Year	121.76%	173.12%	163.55%	66.75%	92.92%	83.56%	68.76%	133.90%	116.71%	96.09%
% ASP Compared to Previous Year	104.53%	95.58%	98.13%	105.21%	94.31%	100.08%	108.33%	95.26%	100.52%	98.95%

August Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	13	30	35	27	39	28	19	25	23	19
Total List Price	\$ 108,635,000	\$ 233,512,660	\$ 292,859,000	\$ 207,660,000	\$ 297,636,000	\$ 189,752,000	\$ 173,715,000	\$ 250,673,999	\$ 211,800,000	\$ 158,639,000
Totd Sold Volume	\$ 99,975,000	\$ 208,047,660	\$ 273,149,362	\$ 190,279,515	\$ 268,204,800	\$ 173,082,500	\$ 148,425,000	\$ 216,447,000	\$ 183,780,000	\$ 139,095,000
List / Sell Ratio	92.03%	89.09%	93.27%	91.63%	90.11%	91.22%	85.44%	86.35%	86.77%	87.68%
Average Sales Price	\$7,690,385	\$6,934,922	\$7,804,267	\$7,047,389	\$6,877,046	\$6,181,518	\$7,811,842	\$8,657,880	\$7,990,435	\$7,320,789
Median Price					\$ 5,925,000	\$ 5,887,500	\$ 6,875,000	\$ 7,000,000	\$ 7,000,000	\$ 6,500,000
Average Days on Market	295	287	54	288	283	315	253	343	244	316
% Volume Compared to Previous Year	87.31%	208.10%	131.29%	69.66%	140.95%	58.15%	85.75%	145.83%	84.91%	75.69%
% ASP Compared to Previous Year	114.18%	90.18%	112.54%	90.30%	97.58%	89.89%	126.37%	110.83%	92.29%	91.62%

August Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	5000	7391	8584	4314	3803	4363	5913	7328	7790	7862
Total List Price	\$ 2,160,571,015	\$ 3,726,913,100	\$ 5,585,898,149	\$ 3,178,218,172	\$ 2,867,526,405	\$ 2,649,787,579	\$ 2,298,071,757	\$ 3,011,563,290	\$ 3,232,279,779	\$ 3,317,412,273
Totd Sold Volume	\$ 2,021,759,011	\$ 3,513,776,500	\$ 5,359,221,823	\$ 2,977,366,405	\$ 2,624,238,737	\$ 2,384,979,955	\$ 2,044,051,788	\$ 2,718,996,870	\$ 2,931,081,445	\$ 3,046,736,334
List / Sell Ratio	93.58%	94.28%	95.94%	93.68%	91.52%	90.01%	88.95%	90.29%	90.68%	91.84%
Average Sales Price	\$404,352	\$475,413	\$624,327	\$690,164	\$690,044	\$546,638	\$345,688	\$371,042	\$376,262	\$387,527
Median Price					\$ 385,000	\$ 314,200	\$ 185,000	\$ 190,000	\$ 192,000	\$ 199,000
Average Days on Market	133	148	114	130	185	188	158	170	174	172
% Volume Compared to Previous Year	115.34%	173.80%	152.52%	55.56%	88.14%	83.17%	85.71%	133.02%	107.80%	103.95%
% ASP Compared to Previous Year	97.92%	117.57%	131.32%	110.55%	99.98%	79.22%	63.24%	107.33%	101.41%	102.99%