

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	4024	4476	2050	677	1044	2100	5034	6356	6473	6336
Total List Price	\$ 700,790,871	\$ 818,659,839	\$ 414,794,816	\$ 138,891,374	\$ 217,178,319	\$ 401,614,633	\$ 717,784,621	\$ 902,822,901	\$ 915,433,963	\$ 944,882,108
Told Sold Volume	\$ 671,779,160	\$ 786,898,517	\$ 403,993,022	\$ 131,442,815	\$ 199,826,479	\$ 363,888,815	\$ 665,936,299	\$ 846,325,080	\$ 855,374,056	\$ 888,378,610
List / Sell Ratio	95.86%	96.12%	97.40%	94.64%	92.01%	90.61%	92.78%	93.74%	93.44%	94.02%
Average Sales Price	\$ 166,943	\$ 175,804	\$197,070	\$194,155	\$191,405	\$173,280	\$132,288	\$133,154	\$132,145	\$140,211
Average Days on Market	102	114	90	120	167	160	129	144	152	150
% Volume Compared to Previous Year	111.48%	117.14%	51.34%	32.54%	152.03%	182.10%	183.01%	127.09%	101.07%	103.86%
% ASP Compared to Previous Year	107.27%	105.31%	112.10%	98.52%	98.58%	90.53%	76.34%	100.65%	99.24%	106.10%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1596	3134	5374	3261	2224	2081	1765	2185	2278	2383
Total List Price	\$ 567,688,163	\$ 1,120,636,094	\$ 1,942,877,584	\$ 1,221,011,797	\$ 825,003,105	\$ 785,121,766	\$ 663,270,446	\$ 813,092,335	\$ 854,605,555	\$ 880,753,034
Told Sold Volume	\$ 542,337,939	\$ 1,078,506,853	\$ 1,898,151,639	\$ 1,174,383,594	\$ 770,555,826	\$ 716,692,011	\$ 602,616,839	\$ 748,971,517	\$ 789,778,614	\$ 819,108,498
List / Sell Ratio	95.53%	96.24%	97.70%	96.18%	93.40%	91.28%	90.86%	92.11%	92.41%	93.00%
Average Sales Price	\$ 339,811	\$ 344,131	\$353,210	\$360,130	\$346,473	\$344,398	\$341,426	\$342,779	\$346,698	\$343,730
Average Days on Market	136	146	91	110	163	185	189	190	187	181
% Volume Compared to Previous Year	227.97%	198.86%	176.00%	61.87%	65.61%	93.01%	84.08%	124.29%	105.45%	103.71%
% ASP Compared to Previous Year	99.13%	101.27%	102.64%	101.96%	96.21%	99.40%	99.14%	100.40%	101.14%	99.14%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	547	981	1766	1149	733	702	559	700	708	827
Total List Price	\$ 351,608,657	\$ 626,219,576	\$ 1,105,753,566	\$ 722,370,233	\$ 473,925,075	\$ 464,903,909	\$ 372,460,525	\$ 460,397,246	\$ 464,875,274	\$ 536,857,958
Told Sold Volume	\$ 332,639,349	\$ 598,678,043	\$ 1,068,154,855	\$ 691,603,798	\$ 440,704,121	\$ 421,106,130	\$ 334,734,791	\$ 418,502,502	\$ 424,920,233	\$ 498,007,868
List / Sell Ratio	94.60%	95.60%	96.60%	95.74%	92.99%	90.58%	89.87%	90.90%	91.41%	92.76%
Average Sales Price	\$ 608,116	\$ 610,273	\$604,844	\$601,918	\$601,233	\$599,866	\$598,810	\$597,861	\$600,170	\$602,186
Average Days on Market	173	189	130	126	177	211	206	229	217	201
% Volume Compared to Previous Year	103.60%	179.98%	178.42%	64.75%	63.72%	95.55%	79.49%	125.03%	101.53%	117.20%
% ASP Compared to Previous Year	100.38%	100.35%	99.11%	99.52%	99.89%	99.77%	99.82%	99.84%	100.39%	100.34%

2012 NA-BN-ES RT Summary - Sep

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	260	482	849	511	349	313	216	308	304	349
Total List Price	\$ 241,026,167	\$ 432,861,444	\$ 754,598,114	\$ 456,006,116	\$ 322,724,393	\$ 299,786,715	\$ 210,250,024	\$ 294,081,089	\$ 287,750,363	\$ 325,920,028
Told Sold Volume	\$ 223,208,473	\$ 411,632,568	\$ 729,238,981	\$ 437,101,487	\$ 297,142,930	\$ 266,879,151	\$ 183,679,838	\$ 262,424,533	\$ 260,211,304	\$ 298,415,225
List / Sell Ratio	92.61%	95.10%	96.64%	95.85%	92.07%	89.02%	87.36%	89.24%	90.43%	91.56%
Average Sales Price	\$ 858,494	\$ 854,009	\$858,939	\$855,385	\$851,412	\$852,649	\$850,370	\$852,028	\$855,958	\$855,058
Average Days on Market	182	222	155	153	192	218	233	253	212	225
% Volume Compared to Previous Year	108.76%	184.42%	177.16%	59.94%	67.98%	89.82%	68.83%	142.87%	99.16%	114.68%
% ASP Compared to Previous Year	100.81%	99.48%	100.58%	99.59%	99.54%	100.15%	99.73%	100.19%	100.46%	99.89%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	425	800	1377	940	819	685	465	642	689	727
Total List Price	\$ 984,596,709	\$ 1,842,615,017	\$ 2,912,756,543	\$ 2,107,314,366	\$ 1,996,631,916	\$ 1,636,737,281	\$ 1,205,784,438	\$ 1,566,700,577	\$ 1,691,066,675	\$ 1,644,029,132
Told Sold Volume	\$ 888,818,734	\$ 1,683,590,580	\$ 2,722,225,695	\$ 1,947,379,116	\$ 1,804,574,793	\$ 1,458,608,859	\$ 1,032,020,023	\$ 1,364,443,988	\$ 1,480,936,147	\$ 1,470,010,301
List / Sell Ratio	90.27%	91.37%	93.46%	92.41%	90.38%	89.12%	85.59%	87.09%	87.57%	89.42%
Average Sales Price	\$ 2,091,338	\$ 2,104,488	\$1,976,925	\$2,071,680	\$2,203,388	\$2,129,356	\$2,219,398	\$2,125,302	\$2,149,399	\$2,022,022
Average Days on Market	246	274	237	217	252	249	275	262	263	259
% Volume Compared to Previous Year	101.51%	189.42%	161.69%	71.54%	92.67%	80.83%	70.75%	132.21%	108.54%	99.26%
% ASP Compared to Previous Year	108.20%	100.63%	93.94%	104.79%	106.36%	96.64%	104.23%	95.76%	101.13%	94.07%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	278	519	948	616	498	426	290	422	440	495
Total List Price	\$ 420,144,809	\$ 782,155,319	\$ 1,391,442,843	\$ 909,801,627	\$ 775,585,728	\$ 672,504,430	\$ 461,778,047	\$ 662,517,505	\$ 675,155,176	\$ 759,838,842
Told Sold Volume	\$ 382,084,100	\$ 720,103,335	\$ 1,308,089,470	\$ 846,571,674	\$ 698,971,804	\$ 596,004,684	\$ 396,254,339	\$ 572,145,437	\$ 601,529,904	\$ 683,876,372
List / Sell Ratio	90.94%	92.07%	94.01%	93.05%	90.12%	88.62%	85.81%	86.36%	89.10%	90.00%
Average Sales Price	\$ 1,374,403	\$ 1,387,482	\$1,379,841	\$1,374,305	\$1,403,558	\$1,399,072	\$1,366,394	\$1,355,795	\$1,367,113	\$1,381,568
Average Days on Market	235	250	219	182	226	240	248	244	258	248
% Volume Compared to Previous Year	87.59%	188.47%	181.65%	64.72%	82.56%	85.27%	66.49%	144.39%	105.14%	113.69%
% ASP Compared to Previous Year	101.77%	100.95%	99.45%	99.60%	102.13%	99.68%	97.66%	99.22%	100.83%	101.06%

September Annual Rolling Totals Summary - Sales \$2M - \$5M

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	129	246	387	286	273	220	152	192	217	206
Total List Price	\$ 424,667,900	\$ 785,857,038	\$ 1,179,259,700	\$ 910,007,739	\$ 843,866,188	\$ 698,355,851	\$ 533,246,391	\$ 630,162,073	\$ 721,611,499	\$ 662,061,290
Told Sold Volume	\$ 384,027,634	\$ 720,089,585	\$ 1,095,736,863	\$ 837,377,927	\$ 765,478,189	\$ 620,401,425	\$ 456,815,684	\$ 555,891,551	\$ 631,826,243	\$ 590,424,929
List / Sell Ratio	90.43%	91.63%	92.92%	92.02%	90.71%	88.84%	85.67%	88.21%	87.56%	89.18%
Average Sales Price	\$ 2,976,958	\$ 2,927,193	\$ 2,831,361	\$ 2,927,895	\$ 2,803,949	\$ 2,820,006	\$ 3,005,366	\$ 2,895,268	\$ 2,911,642	\$ 2,866,140
Average Days on Market	260	321	272	274	290	255	324	292	277	276
% Volume Compared to Previous Year	118.92%	187.51%	152.17%	76.42%	91.41%	81.05%	73.63%	121.69%	113.66%	93.45%
% ASP Compared to Previous Year	102.33%	98.33%	96.73%	103.41%	95.77%	100.57%	106.57%	96.34%	100.57%	98.44%

September Annual Rolling Totals Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	18	35	42	38	48	39	23	28	32	26
Total List Price	\$ 139,784,000	\$ 274,602,660	\$ 342,054,000	\$ 287,505,000	\$ 377,180,000	\$ 265,877,000	\$ 210,760,000	\$ 274,020,999	\$ 294,300,000	\$ 222,129,000
Told Sold Volume	\$ 128,453,000	\$ 243,397,660	\$ 318,399,362	\$ 263,429,515	\$ 340,124,800	\$ 242,202,750	\$ 178,950,000	\$ 236,407,000	\$ 247,580,000	\$ 195,709,000
List / Sell Ratio	91.89%	88.64%	93.08%	91.63%	90.18%	91.10%	84.91%	86.27%	84.13%	88.11%
Average Sales Price	\$ 7,136,278	\$ 6,954,219	\$ 7,580,937	\$ 6,932,356	\$ 7,085,933	\$ 6,210,327	\$ 7,780,435	\$ 8,443,107	\$ 7,736,875	\$ 7,527,269
Average Days on Market	298	307	320	343	309	318	277	327	240	330
% Volume Compared to Previous Year	101.66%	189.48%	130.81%	82.74%	129.11%	71.21%	73.88%	132.11%	104.73%	79.05%
% ASP Compared to Previous Year	107.31%	97.45%	109.01%	91.44%	102.22%	87.64%	125.28%	108.52%	91.64%	97.29%

September Annual Rolling Totals Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	6852	9873	11416	6538	5169	5881	8039	10191	10452	10622
Total List Price	\$ 2,845,710,567	\$ 4,840,991,970	\$ 7,130,780,623	\$ 4,645,593,886	\$ 3,835,462,808	\$ 3,588,164,304	\$ 3,169,550,054	\$ 4,037,094,148	\$ 4,213,731,830	\$ 4,332,442,260
Told Sold Volume	\$ 2,664,529,655	\$ 4,559,306,561	\$ 6,821,764,192	\$ 4,381,910,810	\$ 3,512,804,149	\$ 3,227,174,966	\$ 2,818,987,790	\$ 3,640,667,620	\$ 3,811,220,354	\$ 3,973,920,502
List / Sell Ratio	93.63%	94.18%	95.67%	94.32%	91.59%	89.94%	88.94%	90.18%	90.45%	91.72%
Average Sales Price	\$ 388,869	\$ 461,795	\$ 597,562	\$ 670,222	\$ 679,591	\$ 548,746	\$ 350,664	\$ 357,243	\$ 364,640	\$ 374,122
Average Days on Market	128	150	119	133	182	188	159	171	173	171
% Volume Compared to Previous Year	118.30%	171.11%	149.62%	64.23%	80.17%	91.87%	87.35%	129.15%	104.68%	104.27%
% ASP Compared to Previous Year	99.97%	118.75%	129.40%	112.16%	101.40%	80.75%	63.90%	101.88%	102.07%	102.60%