

#Sep|A1

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	3116	3480	1356	518	857	1827	4237	4981	5185	4999
Total List Price	\$ 547,086,974	\$ 640,372,306	\$ 281,244,852	\$ 104,938,524	\$ 178,020,574	\$ 346,850,123	\$ 591,683,668	\$ 708,709,688	\$ 739,120,485	\$ 754,260,750
Told Sold Volume	\$ 523,728,619	\$ 617,919,278	\$ 274,278,104	\$ 98,865,949	\$ 162,939,889	\$ 314,720,477	\$ 549,636,260	\$ 664,469,493	\$ 690,778,723	\$ 710,041,740
List / Sell Ratio	95.73%	96.49%	97.52%	94.21%	91.53%	90.74%	92.89%	93.76%	93.46%	94.14%
Average Sales Price	\$168,077	\$177,563	\$202,270	\$190,861	\$190,128	\$172,261	\$129,723	\$133,401	\$133,226	\$142,037
Median Price					\$ 200,460	\$ 179,900	\$ 125,000	\$ 130,000	\$ 130,000	\$ 140,000
Average Days on Market	108	112	82	119	176	157	129	145	153	150
% Volume Compared to Previous Year	109.18%	117.98%	44.39%	36.05%	164.81%	193.15%	174.64%	120.89%	103.96%	102.79%
% ASP Compared to Previous Year	107.12%	105.64%	113.91%	94.36%	99.62%	90.60%	75.31%	102.84%	99.87%	106.61%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1421	2629	4576	2300	1705	1665	1423	1683	1857	2000
Total List Price	\$ 505,599,236	\$ 941,022,979	\$ 1,663,378,669	\$ 860,881,971	\$ 634,319,951	\$ 629,306,551	\$ 533,653,164	\$ 626,927,202	\$ 698,423,064	\$ 736,248,667
Told Sold Volume	\$ 483,453,734	\$ 906,154,303	\$ 1,626,977,048	\$ 824,405,323	\$ 589,821,588	\$ 574,098,761	\$ 485,115,929	\$ 577,927,681	\$ 645,081,171	\$ 685,737,133
List / Sell Ratio	95.62%	96.29%	97.81%	95.76%	92.98%	91.23%	90.90%	92.18%	92.36%	93.14%
Average Sales Price	\$340,221	\$344,676	\$355,546	\$358,437	\$345,936	\$344,804	\$340,911	\$343,391	\$347,378	\$342,869
Median Price					\$ 331,000	\$ 330,000	\$ 329,900	\$ 334,600	\$ 335,000	\$ 330,000
Average Days on Market	141	142	87	117	168	187	190	184	187	182
% Volume Compared to Previous Year	244.70%	187.43%	179.55%	50.67%	71.55%	97.33%	84.50%	119.13%	111.62%	106.30%
% ASP Compared to Previous Year	99.53%	101.31%	103.15%	100.81%	96.51%	99.67%	98.87%	100.73%	101.16%	98.70%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	448	828	1538	784	598	569	438	553	584	701
Total List Price	\$ 288,033,351	\$ 527,729,332	\$ 955,043,410	\$ 496,216,196	\$ 387,102,406	\$ 378,522,088	\$ 291,996,045	\$ 364,269,822	\$ 383,861,375	\$ 454,500,065
Told Sold Volume	\$ 272,595,193	\$ 505,133,468	\$ 929,929,707	\$ 471,528,728	\$ 359,783,641	\$ 342,421,242	\$ 263,082,961	\$ 331,823,852	\$ 351,167,288	\$ 422,110,365
List / Sell Ratio	94.64%	95.72%	97.37%	95.02%	92.94%	90.48%	90.10%	91.09%	91.48%	92.87%
Average Sales Price	\$608,471	\$610,065	\$604,636	\$601,440	\$601,645	\$601,795	\$600,646	\$600,043	\$601,314	\$602,155
Median Price					\$ 595,000	\$ 595,000	\$ 590,000	\$ 595,000	\$ 590,000	\$ 598,000
Average Days on Market	180	187	123	125	181	212	206	233	212	199
% Volume Compared to Previous Year	104.07%	185.31%	184.10%	50.71%	76.30%	95.17%	76.83%	126.13%	105.83%	120.20%
% ASP Compared to Previous Year	100.59%	100.26%	99.11%	99.47%	100.03%	100.02%	99.81%	99.90%	100.21%	100.14%

2012 NA-BN-ES YTD Summary - Sep

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	200	404	732	381	286	235	169	238	255	288
Total List Price	\$ 187,498,854	\$ 363,130,144	\$ 650,268,564	\$ 340,616,836	\$ 265,027,009	\$ 225,721,868	\$ 164,171,958	\$ 225,760,690	\$ 241,420,964	\$ 269,776,785
Told Sold Volume	\$ 172,596,060	\$ 345,367,068	\$ 628,692,721	\$ 325,094,969	\$ 243,412,830	\$ 201,002,051	\$ 143,631,838	\$ 202,966,415	\$ 218,926,205	\$ 247,001,050
List / Sell Ratio	92.05%	95.11%	96.68%	95.44%	91.84%	89.05%	87.49%	89.90%	90.68%	91.56%
Average Sales Price	\$862,980	\$854,869	\$858,870	\$853,268	\$851,094	\$855,328	\$849,893	\$852,800	\$858,534	\$857,643
Median Price					\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000
Average Days on Market	195	216	146	137	191	214	248	259	205	221
% Volume Compared to Previous Year	101.07%	200.10%	182.04%	51.71%	74.87%	82.58%	71.46%	141.31%	107.86%	112.82%
% ASP Compared to Previous Year	101.07%	99.06%	100.47%	99.35%	99.75%	100.50%	99.36%	100.34%	100.67%	99.90%

**September Annual YTD Summary - All Sales \$1M +**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	358	676	1196	719	663	543	379	523	582	603
Total List Price	\$ 840,454,144	\$ 1,567,131,526	\$ 2,529,396,593	\$ 1,657,914,741	\$ 1,605,384,805	\$ 1,302,942,208	\$ 993,733,838	\$ 1,304,000,312	\$ 1,412,400,295	\$ 1,355,556,330
Told Sold Volume	\$ 763,676,805	\$ 1,433,829,337	\$ 2,371,927,608	\$ 1,525,676,696	\$ 1,449,598,608	\$ 1,159,415,296	\$ 852,542,227	\$ 1,137,464,600	\$ 1,246,845,267	\$ 1,216,254,611
List / Sell Ratio	90.86%	91.49%	93.77%	92.02%	90.30%	88.98%	85.79%	87.23%	88.28%	89.72%
Average Sales Price	\$2,133,175	\$2,121,049	\$1,983,217	\$2,121,943	\$2,186,423	\$2,135,203	\$2,249,452	\$2,174,885	\$2,142,346	\$2,017,006
Median Price					\$ 1,750,000	\$ 1,740,000	\$ 1,636,250	\$ 189,000	\$ 191,000	\$ 1,600,000
Average Days on Market	258	261	228	212	245	241	273	262	261	255
% Volume Compared to Previous Year	99.41%	187.75%	165.43%	64.32%	95.01%	79.98%	73.53%	133.42%	109.62%	97.55%
% ASP Compared to Previous Year	109.40%	99.43%	93.50%	106.99%	103.04%	97.66%	105.35%	96.69%	98.50%	94.15%

**September Annual YTD Summary - Sales \$1M - \$2M**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	230	436	820	456	406	332	237	340	373	408
Total List Price	\$ 348,361,244	\$ 661,290,828	\$ 1,200,730,743	\$ 680,602,877	\$ 629,741,517	\$ 529,202,357	\$ 376,591,447	\$ 535,136,140	\$ 573,676,296	\$ 626,264,040
Told Sold Volume	\$ 315,674,671	\$ 607,613,427	\$ 1,131,766,373	\$ 629,296,804	\$ 568,533,009	\$ 469,033,509	\$ 323,531,727	\$ 464,395,049	\$ 511,184,024	\$ 566,565,182
List / Sell Ratio	90.62%	91.88%	94.26%	92.46%	90.28%	88.63%	85.91%	86.78%	89.11%	90.47%
Average Sales Price	\$1,372,499	\$1,393,609	\$1,380,203	\$1,380,037	\$1,400,328	\$1,412,752	\$1,365,113	\$1,365,868	\$1,370,467	\$1,388,640
Median Price					\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,325,000	\$ 1,300,000	\$ 1,342,500
Average Days on Market	249	241	208	170	224	230	249	244	258	241
% Volume Compared to Previous Year	84.64%	192.48%	186.26%	55.60%	90.34%	82.50%	68.98%	143.54%	110.08%	110.83%
% ASP Compared to Previous Year	101.93%	101.54%	99.04%	99.99%	101.47%	100.89%	96.63%	100.06%	100.34%	101.33%

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**September Annual YTD Summary - Sales \$2M - \$5M**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	114	208	340	233	217	182	122	158	184	175
Total List Price	\$ 377,157,900	\$ 652,528,038	\$ 1,028,856,850	\$ 751,451,864	\$ 671,707,288	\$ 575,492,851	\$ 437,632,391	\$ 518,190,173	\$ 613,123,999	\$ 563,658,290
Told Sold Volume	\$ 341,765,134	\$ 601,818,250	\$ 960,611,873	\$ 688,400,377	\$ 607,110,799	\$ 510,149,287	\$ 375,360,500	\$ 456,622,551	\$ 539,281,243	\$ 504,227,929
List / Sell Ratio	90.62%	92.23%	93.37%	91.61%	90.38%	88.65%	85.77%	88.12%	87.96%	89.46%
Average Sales Price	\$2,997,940	\$2,893,357	\$2,825,329	\$2,954,508	\$2,797,746	\$2,803,018	\$3,076,725	\$2,890,016	\$2,930,876	\$2,881,302
Median Price					\$ 2,670,000	\$ 2,585,000	\$ 2,897,500	\$ 2,605,000	\$ 2,750,000	\$ 2,675,000
Average Days on Market	271	300	264	279	277	249	326	287	271	284
% Volume Compared to Previous Year	119.77%	176.09%	159.62%	71.66%	88.19%	84.03%	73.58%	121.65%	118.10%	93.50%
% ASP Compared to Previous Year	104.01%	96.51%	97.65%	104.57%	94.69%	100.19%	109.76%	93.93%	101.41%	98.31%

**September Annual YTD Summary - Sales \$5M +**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	14	32	36	30	40	29	20	25	25	20
Total List Price	\$ 114,935,000	\$ 253,312,660	\$ 299,809,000	\$ 225,860,000	\$ 303,936,000	\$ 198,247,000	\$ 179,510,000	\$ 250,673,999	\$ 225,600,000	\$ 165,634,000
Told Sold Volume	\$ 106,237,000	\$ 224,397,660	\$ 279,549,362	\$ 207,979,515	\$ 273,954,800	\$ 180,232,500	\$ 153,650,000	\$ 216,447,000	\$ 196,380,000	\$ 145,461,500
List / Sell Ratio	92.43%	88.59%	93.24%	92.08%	90.14%	90.91%	85.59%	86.35%	87.05%	87.82%
Average Sales Price	\$7,588,357	\$7,012,427	\$7,765,260	\$6,932,651	\$6,848,870	\$6,214,914	\$7,682,500	\$8,657,880	\$7,855,200	\$7,273,075
Median Price					\$ 5,825,000	\$ 5,900,000	\$ 6,750,000	\$ 7,000,000	\$ 6,690,000	\$ 6,433,250
Average Days on Market	300	284	49	335	280	309	250	343	241	305
% Volume Compared to Previous Year	88.71%	211.22%	124.58%	74.40%	131.72%	59.30%	85.25%	140.87%	90.73%	74.07%
% ASP Compared to Previous Year	114.06%	92.41%	110.74%	89.28%	98.79%	90.74%	123.61%	112.70%	90.73%	92.59%

**September Annual YTD Summary - Overall Sales**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	5543	8017	9398	4702	4109	4839	6646	7978	8463	8591
Total List Price	\$ 2,368,672,559	\$ 4,039,386,287	\$ 6,079,332,088	\$ 3,460,568,268	\$ 3,069,854,745	\$ 2,883,342,838	\$ 2,575,238,673	\$ 3,229,667,714	\$ 3,475,226,183	\$ 3,570,342,597
Told Sold Volume	\$ 2,216,050,411	\$ 3,808,403,454	\$ 5,831,805,188	\$ 3,245,571,665	\$ 2,805,556,556	\$ 2,591,657,827	\$ 2,294,009,215	\$ 2,914,652,041	\$ 3,152,798,654	\$ 3,281,144,899
List / Sell Ratio	93.56%	94.28%	95.93%	93.79%	91.39%	89.88%	89.08%	90.25%	90.72%	91.90%
Average Sales Price	\$399,793	\$475,041	\$620,537	\$690,253	\$682,783	\$535,577	\$345,171	\$365,336	\$372,539	\$381,928
Median Price					\$ 381,000	\$ 304,495	\$ 185,000	\$ 189,000	\$ 191,000	\$ 199,000
Average Days on Market	135	147	115	135	186	186	158	170	173	171
% Volume Compared to Previous Year	117.37%	171.86%	153.13%	55.65%	86.44%	84.42%	88.52%	127.05%	108.17%	104.07%
% ASP Compared to Previous Year	98.72%	118.82%	130.63%	111.23%	98.92%	78.44%	64.45%	105.84%	101.97%	102.52%