

2012 NA-BN-ES RT Summary - Oct

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	4062	4354	1873	683	1077	2262	5246	6276	6522	6421
Total List Price	\$ 708,428,039	\$ 802,169,201	\$ 381,769,058	\$ 140,367,219	\$ 222,821,476	\$ 424,686,887	\$ 742,780,818	\$ 889,156,539	\$ 922,721,439	\$ 961,788,052
Told Sold Volume	\$ 679,439,924	\$ 770,464,306	\$ 372,503,496	\$ 132,767,618	\$ 204,358,738	\$ 385,453,835	\$ 689,934,789	\$ 833,451,139	\$ 862,388,848	\$ 905,018,364
List / Sell Ratio	95.91%	96.05%	97.57%	94.59%	91.71%	90.76%	92.89%	93.74%	93.46%	94.10%
Average Sales Price	\$167,267.34	\$176,955.51	\$198,881	\$194,389	\$189,748	\$170,404	\$131,516	\$132,800	\$132,228	\$140,947
Average Days on Market	105	114	87	123	169	158	130	144	153	150
% Volume Compared to Previous Year	110.78%	113.40%	48.35%	35.64%	153.92%	188.62%	178.99%	120.80%	103.47%	104.94%
% ASP Compared to Previous Year	106.93%	105.79%	112.39%	97.74%	97.61%	89.81%	77.18%	100.98%	99.57%	106.59%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1723	3165	5451	3135	2190	2081	1788	2136	2282	2461
Total List Price	\$ 614,867,744	\$ 1,128,758,855	\$ 1,976,250,346	\$ 1,172,002,457	\$ 814,808,433	\$ 786,160,460	\$ 670,900,531	\$ 794,779,406	\$ 855,529,159	\$ 909,020,436
Told Sold Volume	\$ 587,859,606	\$ 1,086,799,337	\$ 1,931,225,630	\$ 1,125,740,336	\$ 758,579,342	\$ 717,460,573	\$ 610,116,222	\$ 732,159,659	\$ 790,234,092	\$ 846,910,366
List / Sell Ratio	95.61%	96.28%	97.72%	96.05%	93.10%	91.28%	90.94%	92.12%	92.37%	93.17%
Average Sales Price	\$341,183.75	\$343,380.52	\$354,288	\$359,088	\$346,383	\$344,767	\$341,228	\$342,771	\$346,290	\$344,133
Average Days on Market	141	143	90	115	165	186	191	189	187	181
% Volume Compared to Previous Year	241.70%	184.87%	177.70%	58.29%	67.38%	94.58%	85.04%	120.00%	107.93%	107.17%
% ASP Compared to Previous Year	100.02%	100.64%	103.18%	101.35%	96.46%	99.53%	98.97%	100.45%	101.03%	99.38%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	573	996	1803	1084	747	705	555	681	713	855
Total List Price	\$ 368,496,126	\$ 634,626,526	\$ 1,128,493,557	\$ 683,767,641	\$ 481,425,776	\$ 468,725,884	\$ 368,667,617	\$ 448,572,868	\$ 468,212,884	\$ 553,411,624
Told Sold Volume	\$ 348,887,669	\$ 606,475,743	\$ 1,091,357,088	\$ 652,805,015	\$ 447,616,861	\$ 423,531,070	\$ 331,763,061	\$ 407,589,892	\$ 428,066,993	\$ 514,100,245
List / Sell Ratio	94.68%	95.56%	96.71%	95.47%	92.98%	90.36%	89.99%	90.86%	91.43%	92.90%
Average Sales Price	\$608,879.00	\$608,911.39	\$605,301	\$602,219	\$599,219	\$600,753	\$597,771	\$598,517	\$600,374	\$601,287
Average Days on Market	179	188	128	126	181	211	209	231	215	200
% Volume Compared to Previous Year	109.82%	173.83%	179.95%	59.82%	68.57%	94.62%	78.33%	122.86%	105.02%	120.10%
% ASP Compared to Previous Year	100.62%	100.01%	99.41%	99.49%	99.50%	100.26%	99.50%	100.12%	100.31%	100.15%

2012 NA-BN-ES RT Summary - Oct

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	266	489	863	482	357	303	224	294	314	352
Total List Price	\$ 246,136,654	\$ 439,383,044	\$ 766,988,604	\$ 430,065,726	\$ 330,912,367	\$ 291,331,040	\$ 218,109,424	\$ 279,784,290	\$ 296,301,962	\$ 328,590,328
Totd Sold Volume	\$ 228,160,810	\$ 418,318,568	\$ 741,569,532	\$ 411,398,486	\$ 303,764,880	\$ 258,734,151	\$ 190,471,956	\$ 250,067,014	\$ 268,802,040	\$ 301,570,640
List / Sell Ratio	92.70%	95.21%	96.69%	95.66%	91.80%	88.81%	87.33%	89.38%	90.72%	91.78%
Average Sales Price	\$857,747.41	\$855,457.19	\$859,293	\$853,524	\$850,882	\$853,908	\$850,321	\$850,568	\$856,057	\$856,735
Average Days on Market	199	223	154	148	193	216	240	252	212	226
% Volume Compared to Previous Year	109.39%	183.34%	177.27%	55.48%	73.84%	85.18%	73.62%	131.29%	107.49%	112.19%
% ASP Compared to Previous Year	100.76%	99.73%	100.45%	99.33%	99.69%	100.36%	99.58%	100.03%	100.65%	100.08%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	440	830	1377	925	819	671	468	638	697	722
Total List Price	\$ 1,021,745,413	\$ 1,907,180,648	\$ 2,912,853,418	\$ 2,099,852,211	\$ 1,975,368,295	\$ 1,623,078,282	\$ 1,194,052,728	\$ 1,572,869,287	\$ 1,689,126,901	\$ 1,638,337,406
Totd Sold Volume	\$ 922,609,680	\$ 1,741,032,205	\$ 2,727,380,845	\$ 1,936,277,719	\$ 1,781,828,040	\$ 1,442,756,642	\$ 1,024,662,852	\$ 1,368,235,306	\$ 1,481,436,217	\$ 1,466,884,800
List / Sell Ratio	90.30%	91.29%	93.63%	92.21%	90.20%	88.89%	85.81%	86.99%	87.70%	89.53%
Average Sales Price	\$2,096,840.18	\$2,097,629.16	\$1,980,669	\$2,093,273	\$2,175,614	\$2,150,159	\$2,189,451	\$2,144,569	\$2,125,447	\$2,031,696
Average Days on Market	256	272	234	222	250	249	272	262	264	259
% Volume Compared to Previous Year	106.02%	188.71%	156.65%	70.99%	92.02%	80.97%	71.02%	133.53%	108.27%	99.02%
% ASP Compared to Previous Year	109.40%	100.04%	94.42%	105.69%	103.93%	98.83%	101.83%	97.95%	99.11%	95.59%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	288	535	945	606	505	415	293	416	449	491
Total List Price	\$ 435,463,513	\$ 809,522,950	\$ 1,382,400,843	\$ 902,766,347	\$ 781,652,107	\$ 660,446,431	\$ 462,292,337	\$ 654,165,215	\$ 686,539,402	\$ 753,403,116
Totd Sold Volume	\$ 396,850,046	\$ 744,234,960	\$ 1,301,224,070	\$ 838,079,694	\$ 702,906,184	\$ 583,601,184	\$ 397,323,451	\$ 566,591,755	\$ 610,887,974	\$ 679,232,872
List / Sell Ratio	91.13%	91.94%	94.13%	92.83%	89.93%	88.36%	85.95%	86.61%	88.98%	90.16%
Average Sales Price	\$1,377,951.55	\$1,391,093.38	\$1,376,957	\$1,382,970	\$1,391,893	\$1,406,268	\$1,356,053	\$1,361,999	\$1,360,552	\$1,383,366
Average Days on Market	245	246	217	185	229	239	244	244	259	250
% Volume Compared to Previous Year	91.21%	187.54%	174.84%	64.41%	83.87%	83.03%	68.08%	142.60%	107.82%	111.19%
% ASP Compared to Previous Year	102.61%	100.95%	98.98%	100.44%	100.65%	101.03%	96.43%	100.44%	99.89%	101.68%

2012 NA-BN-ES RT Summary - Oct

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	134	259	389	280	268	215	155	191	218	205
Total List Price	\$ 446,497,900	\$ 817,805,038	\$ 1,181,598,575	\$ 894,880,864	\$ 836,436,188	\$ 672,354,851	\$ 552,250,391	\$ 617,583,073	\$ 728,437,499	\$ 663,555,290
Told Sold Volume	\$ 403,052,634	\$ 748,299,585	\$ 1,101,857,413	\$ 822,618,510	\$ 756,597,056	\$ 597,002,708	\$ 473,689,401	\$ 544,636,551	\$ 637,268,243	\$ 592,542,928
List / Sell Ratio	90.27%	91.50%	93.25%	91.92%	90.45%	88.79%	85.77%	88.19%	87.48%	89.30%
Average Sales Price	\$3,007,855.48	\$2,889,187.59	\$2,832,538	\$2,937,923	\$2,823,123	\$2,776,757	\$3,056,061	\$2,851,500	\$2,923,249	\$2,890,453
Average Days on Market	275	321	264	287	278	258	328	291	277	274
% Volume Compared to Previous Year	123.94%	185.66%	147.25%	74.66%	91.97%	78.91%	79.34%	114.98%	117.01%	92.98%
% ASP Compared to Previous Year	103.59%	96.05%	98.04%	103.72%	96.09%	98.36%	110.06%	93.31%	102.52%	98.88%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	18	36	43	39	46	41	20	31	30	26
Total List Price	\$ 139,784,000	\$ 279,852,660	\$ 348,854,000	\$ 302,205,000	\$ 357,280,000	\$ 290,277,000	\$ 179,510,000	\$ 301,120,999	\$ 274,150,000	\$ 221,379,000
Told Sold Volume	\$ 128,453,000	\$ 248,497,660	\$ 324,299,362	\$ 275,579,515	\$ 322,324,800	\$ 262,152,750	\$ 153,650,000	\$ 257,007,000	\$ 233,280,000	\$ 195,109,000
List / Sell Ratio	91.89%	88.80%	92.96%	91.19%	90.22%	90.31%	85.59%	85.35%	85.09%	88.13%
Average Sales Price	\$7,136,277.78	\$6,902,712.78	\$7,541,846	\$7,066,141	\$7,007,061	\$6,393,970	\$7,682,500	\$8,290,548	\$7,776,000	\$7,504,192
Average Days on Market	298	308	329	340	322	305	250	330	242	312
% Volume Compared to Previous Year	107.26%	193.45%	130.50%	84.98%	116.96%	81.33%	58.61%	167.27%	90.77%	83.64%
% ASP Compared to Previous Year	107.26%	96.73%	109.26%	93.69%	99.16%	91.25%	120.15%	107.91%	93.79%	96.50%

October Annual Rolling Totals Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	7064	9834	11367	6309	5190	6022	8281	10025	10528	10811
Total List Price	\$ 2,959,673,976	\$ 4,912,118,274	\$ 7,166,354,983	\$ 4,526,055,254	\$ 3,825,336,347	\$ 3,593,982,553	\$ 3,194,511,118	\$ 3,985,162,390	\$ 4,231,892,345	\$ 4,391,147,846
Told Sold Volume	\$ 2,772,703,689	\$ 4,623,090,159	\$ 6,864,036,591	\$ 4,258,989,174	\$ 3,496,147,861	\$ 3,227,936,271	\$ 2,846,948,880	\$ 3,591,503,010	\$ 3,830,928,190	\$ 4,034,484,415
List / Sell Ratio	93.68%	94.12%	95.78%	94.10%	91.39%	89.82%	89.12%	90.12%	90.53%	91.88%
Average Sales Price	\$392,511.85	\$470,112.89	\$603,856	\$675,066	\$673,632	\$536,024	\$343,793	\$358,255	\$363,880	\$373,183
Average Days on Market	133	149	118	136	183	187	159	183	173	170
% Volume Compared to Previous Year	122.53%	166.74%	148.47%	62.05%	82.09%	92.33%	88.20%	126.15%	106.67%	105.31%
% ASP Compared to Previous Year	101.61%	119.77%	128.45%	111.79%	99.79%	79.57%	64.14%	104.21%	101.57%	102.56%