

2012 NA-BN-ES YTD Summary - Oct

#Oct/A1

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	3467	3709	1408	576	948	2080	4702	5366	5619	5518
Total List Price	\$ 607,561,920	\$ 684,356,614	\$ 292,203,402	\$ 117,372,919	\$ 196,098,126	\$ 387,999,929	\$ 657,829,671	\$ 761,189,329	\$ 798,887,602	\$ 830,933,811
Told Sold Volume	\$ 582,231,501	\$ 659,987,949	\$ 284,857,249	\$ 110,769,897	\$ 179,376,096	\$ 352,721,704	\$ 611,635,977	\$ 713,595,269	\$ 746,919,291	\$ 782,822,062
List / Sell Ratio	95.83%	96.44%	97.49%	94.37%	91.47%	90.91%	92.98%	93.75%	93.49%	94.21%
Average Sales Price	\$167,935	\$177,942	\$202,313	\$192,309	\$189,215	\$169,578	\$130,080	\$132,985	\$132,927	\$141,867
Median Price					\$ 200,000	\$ 175,000	\$ 125,000	\$ 130,000	\$ 130,000	\$ 139,900
Average Days on Market	109	113	83	121	174	155	130	144	152	150
% Volume Compared to Previous Year	109.75%	113.35%	43.16%	38.89%	161.94%	196.64%	173.40%	116.67%	104.67%	104.81%
% ASP Compared to Previous Year	106.68%	105.96%	113.70%	95.05%	98.39%	89.62%	76.71%	102.23%	99.96%	106.73%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1609	2848	4872	2470	1841	1801	1582	1793	1971	2192
Total List Price	\$ 574,281,944	\$ 1,017,828,448	\$ 1,773,556,900	\$ 922,050,862	\$ 685,294,170	\$ 681,319,464	\$ 593,296,162	\$ 668,257,271	\$ 740,676,737	\$ 806,769,742
Told Sold Volume	\$ 549,426,251	\$ 980,419,304	\$ 1,734,316,040	\$ 883,101,057	\$ 636,540,838	\$ 621,586,573	\$ 540,103,124	\$ 616,103,018	\$ 683,711,986	\$ 752,169,816
List / Sell Ratio	95.67%	96.32%	97.79%	95.78%	92.89%	91.23%	91.03%	92.20%	92.31%	93.23%
Average Sales Price	\$341,471	\$344,248	\$355,976	\$357,531	\$345,758	\$345,134	\$341,405	\$343,616	\$346,886	\$343,143
Median Price					\$ 334,000	\$ 331,195	\$ 330,000	\$ 335,000	\$ 335,000	\$ 330,000
Average Days on Market	144	140	87	119	169	187	191	184	187	182
% Volume Compared to Previous Year	252.01%	178.44%	176.90%	50.92%	72.08%	97.65%	86.89%	114.07%	110.97%	110.01%
% ASP Compared to Previous Year	100.08%	100.81%	103.41%	100.44%	96.71%	99.82%	98.92%	100.65%	100.95%	98.92%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	500	895	1642	823	651	625	490	586	622	767
Total List Price	\$ 321,596,101	\$ 569,699,032	\$ 1,019,753,101	\$ 522,323,295	\$ 420,710,206	\$ 415,951,863	\$ 325,632,912	\$ 386,082,311	\$ 409,011,474	\$ 496,203,830
Told Sold Volume	\$ 304,608,693	\$ 544,944,668	\$ 992,943,140	\$ 495,743,378	\$ 390,911,031	\$ 375,973,572	\$ 293,663,561	\$ 351,491,842	\$ 373,982,038	\$ 461,017,492
List / Sell Ratio	94.72%	95.65%	97.37%	94.91%	92.92%	90.39%	90.18%	91.04%	91.44%	92.91%
Average Sales Price	\$609,217	\$608,877	\$604,716	\$602,361	\$600,478	\$601,558	\$599,313	\$599,815	\$601,257	\$601,066
Median Price					\$ 590,000	\$ 595,000	\$ 589,000	\$ 595,000	\$ 591,000	\$ 595,000
Average Days on Market	185	187	124	126	183	211	209	236	214	200
% Volume Compared to Previous Year	109.69%	178.90%	182.21%	49.93%	78.85%	96.18%	78.11%	119.69%	106.40%	123.27%
% ASP Compared to Previous Year	100.70%	99.94%	99.32%	99.61%	99.69%	100.18%	99.63%	100.08%	100.24%	99.97%

2012 NA-BN-ES YTD Summary - Oct

October Annual YTD Summary - Sales from \$750,000 - \$999,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	226	437	779	399	312	251	193	248	275	311	
Total List Price	\$ 210,573,154	\$ 392,726,044	\$ 692,254,954	\$ 356,662,836	\$ 289,260,983	\$ 241,500,167	\$ 187,809,657	\$ 235,101,590	\$ 259,313,463	\$ 290,339,584	
Told Sold Volume	\$ 194,465,560	\$ 373,922,568	\$ 669,578,772	\$ 340,278,019	\$ 265,217,830	\$ 214,662,051	\$ 164,083,956	\$ 211,061,014	\$ 235,611,540	\$ 266,841,800	
List / Sell Ratio	92.35%	95.21%	96.72%	95.41%	91.69%	88.89%	87.37%	89.77%	90.86%	91.91%	
Average Sales Price	\$860,467	\$855,658	\$859,536	\$852,827	\$850,057	\$855,227	\$850,176	\$851,052	\$856,769	\$858,012	
Median Price					\$ 849,000	\$ 850,000	\$ 850,000	\$ 847,500	\$ 850,000	\$ 850,000	
Average Days on Market	206	222	151	140	193	211	249	257	205	222	
% Volume Compared to Previous Year	103.61%	192.28%	179.07%	50.82%	77.94%	80.94%	76.44%	128.63%	111.63%	113.25%	
% ASP Compared to Previous Year	100.86%	99.44%	100.45%	99.22%	99.68%	100.61%	99.41%	100.10%	100.67%	100.15%	

October Annual YTD Summary - All Sales \$1M +											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	391	739	1259	767	711	577	416	556	623	639	
Total List Price	\$ 912,226,413	\$ 1,703,469,426	\$ 2,665,831,368	\$ 1,786,887,361	\$ 1,713,093,804	\$ 1,396,992,208	\$ 1,076,052,128	\$ 1,392,487,312	\$ 1,498,947,521	\$ 1,436,411,830	
Told Sold Volume	\$ 829,290,680	\$ 1,556,884,837	\$ 2,500,138,258	\$ 1,642,785,949	\$ 1,543,961,108	\$ 1,237,925,579	\$ 923,695,339	\$ 1,212,409,030	\$ 1,322,289,767	\$ 1,288,573,610	
List / Sell Ratio	90.91%	91.39%	93.78%	91.94%	90.13%	88.61%	85.84%	87.07%	88.21%	89.71%	
Average Sales Price	\$2,120,948	\$2,106,745	\$1,985,813	\$2,141,833	\$2,171,535	\$2,145,452	\$2,220,421	\$2,180,592	\$2,122,455	\$2,016,547	
Median Price					\$ 1,750,000	\$ 1,737,500	\$ 1,600,000	\$ 1,600,000	\$ 1,600,000	\$ 1,595,000	
Average Days on Market	265	263	227	219	247	244	273	262	263	258	
% Volume Compared to Previous Year	103.66%	187.74%	160.59%	65.71%	93.98%	80.18%	74.62%	131.26%	109.06%	97.45%	
% ASP Compared to Previous Year	109.22%	99.33%	94.26%	107.86%	101.39%	98.80%	103.49%	98.21%	97.33%	95.01%	

October Annual YTD Summary - Sales \$1M - \$2M											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	
Number of Sales	253	475	856	482	439	354	262	359	401	432	
Total List Price	\$ 381,028,513	\$ 721,325,728	\$ 1,251,723,643	\$ 724,560,497	\$ 679,765,516	\$ 567,168,357	\$ 415,071,737	\$ 565,264,140	\$ 615,188,522	\$ 661,340,540	
Told Sold Volume	\$ 346,888,546	\$ 662,958,927	\$ 1,180,246,473	\$ 669,284,924	\$ 612,455,509	\$ 500,552,509	\$ 356,119,839	\$ 491,429,479	\$ 547,576,524	\$ 598,314,182	
List / Sell Ratio	91.04%	91.91%	94.29%	92.37%	90.10%	88.25%	85.80%	86.94%	89.01%	90.47%	
Average Sales Price	\$1,371,101	\$1,395,703	\$1,378,793	\$1,388,558	\$1,395,115	\$1,413,990	\$1,359,236	\$1,368,884	\$1,365,527	\$1,384,987	
Median Price					\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,325,000	\$ 1,300,000	\$ 1,330,000	
Average Days on Market	254	240	207	174	228	233	247	243	258	245	
% Volume Compared to Previous Year	89.08%	191.12%	178.03%	56.71%	91.51%	81.73%	71.15%	138.00%	111.43%	109.27%	
% ASP Compared to Previous Year	102.10%	101.79%	98.79%	100.71%	100.47%	101.35%	96.13%	100.71%	99.75%	101.43%	

2012 NA-BN-ES YTD Summary - Oct

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	124	231	365	252	231	191	134	169	196	186
Total List Price	\$ 416,262,900	\$ 723,581,038	\$ 1,102,248,725	\$ 809,716,864	\$ 722,542,288	\$ 600,326,851	\$ 481,470,391	\$ 549,449,173	\$ 651,208,999	\$ 603,237,290
Told Sold Volume	\$ 376,165,134	\$ 664,428,250	\$ 1,029,342,423	\$ 742,371,510	\$ 652,200,799	\$ 531,840,570	\$ 413,925,500	\$ 483,932,551	\$ 572,033,243	\$ 539,097,928
List / Sell Ratio	90.37%	91.82%	93.39%	91.68%	90.26%	88.59%	85.97%	88.08%	87.84%	89.37%
Average Sales Price	\$3,033,590	\$2,876,313	\$2,820,116	\$2,945,919	\$2,823,380	\$2,784,506	\$3,088,996	\$2,863,506	\$2,918,537	\$2,898,376
Median Price					\$ 2,665,000	\$ 2,550,000	\$ 2,900,000	\$ 2,597,500	\$ 2,725,000	\$ 2,687,500
Average Days on Market	284	306	263	290	274	250	326	289	274	285
% Volume Compared to Previous Year	125.09%	176.63%	154.92%	72.12%	87.85%	81.55%	77.83%	116.91%	118.21%	94.24%
% ASP Compared to Previous Year	104.91%	94.82%	98.05%	104.46%	95.84%	98.62%	110.94%	92.70%	101.92%	99.31%

October Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	14	33	38	33	41	32	20	28	26	21
Total List Price	\$ 114,935,000	\$ 258,562,660	\$ 311,859,000	\$ 252,610,000	\$ 310,786,000	\$ 229,497,000	\$ 179,510,000	\$ 277,773,999	\$ 232,550,000	\$ 171,834,000
Told Sold Volume	\$ 106,237,000	\$ 229,497,660	\$ 290,549,362	\$ 231,129,515	\$ 279,304,800	\$ 205,532,500	\$ 153,650,000	\$ 237,047,000	\$ 202,680,000	\$ 151,161,500
List / Sell Ratio	92.43%	88.76%	93.17%	91.50%	89.87%	89.56%	85.59%	85.34%	87.16%	87.97%
Average Sales Price	\$7,588,357	\$6,954,475	\$7,646,036	\$7,003,925	\$6,812,312	\$6,422,891	\$7,682,500	\$8,465,964	\$7,795,385	\$7,198,167
Median Price					\$ 5,825,000	\$ 6,000,000	\$ 6,625,000	\$ 6,950,000	\$ 6,657,500	\$ 6,366,500
Average Days on Market	300	286	49	342	302	322	250	345	255	298
% Volume Compared to Previous Year	88.71%	216.02%	126.60%	79.55%	120.84%	66.13%	74.76%	154.28%	85.50%	74.58%
% ASP Compared to Previous Year	114.06%	91.65%	109.94%	91.60%	97.26%	94.28%	119.61%	110.20%	92.08%	92.34%

October Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	6193	8628	9960	5035	4463	5334	7383	8549	9110	9427
Total List Price	\$ 2,626,239,532	\$ 4,368,079,564	\$ 6,443,599,725	\$ 3,705,297,273	\$ 3,304,457,289	\$ 3,123,763,631	\$ 2,840,620,530	\$ 3,443,117,813	\$ 3,706,836,797	\$ 3,860,658,797
Told Sold Volume	\$ 2,460,022,685	\$ 4,116,159,326	\$ 6,181,833,459	\$ 3,472,678,300	\$ 3,016,006,903	\$ 2,802,869,479	\$ 2,533,181,957	\$ 3,104,660,173	\$ 3,362,514,622	\$ 3,551,424,780
List / Sell Ratio	93.67%	94.23%	95.94%	93.72%	91.27%	89.73%	89.18%	90.17%	90.71%	91.99%
Average Sales Price	\$397,226	\$477,070	\$620,666	\$689,708	\$675,780	\$525,472	\$343,110	\$363,161	\$369,101	\$376,729
Median Price					\$ 380,000	\$ 300,000	\$ 180,000	\$ 187,000	\$ 190,000	\$ 199,000
Average Days on Market	138	148	115	137	186	185	159	170	173	171
% Volume Compared to Previous Year	121.55%	167.32%	150.18%	56.18%	86.85%	84.82%	90.38%	122.56%	108.31%	105.62%
% ASP Compared to Previous Year	100.10%	120.10%	130.10%	111.12%	97.98%	77.76%	65.30%	105.84%	101.64%	102.07%