

#Nov/A1

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	3739	3917	1461	635	1033	2311	5122	5770	6075	6005
Total List Price	\$ 656,158,967	\$ 724,579,581	\$ 303,599,152	\$ 129,473,774	\$ 213,243,711	\$ 423,786,753	\$ 715,288,341	\$ 813,953,122	\$ 864,426,167	\$ 905,534,779
Told Sold Volume	\$ 628,940,444	\$ 699,488,052	\$ 295,763,920	\$ 122,087,002	\$ 194,483,428	\$ 385,929,325	\$ 665,926,586	\$ 762,734,455	\$ 808,348,449	\$ 853,801,918
List / Sell Ratio	95.85%	96.54%	97.42%	94.29%	91.20%	91.07%	93.10%	93.71%	93.51%	94.29%
Average Sales Price	\$168,211	\$178,577	\$202,439	\$192,263	\$188,271	\$166,997	\$130,013	\$132,190	\$133,061	\$142,182
Median Price					\$ 200,000	\$ 170,000	\$ 125,000	\$ 130,000	\$ 130,000	\$ 140,000
Average Days on Market	110	112	83	121	178	154	131	145	152	150
% Volume Compared to Previous Year	108.62%	111.22%	42.28%	41.28%	159.30%	198.44%	172.55%	114.54%	105.98%	105.62%
% ASP Compared to Previous Year	106.53%	106.16%	113.36%	94.97%	97.92%	88.70%	77.85%	101.67%	100.66%	106.85%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1745	3063	5266	2637	1967	1887	1745	1928	2084	2409
Total List Price	\$ 621,058,808	\$ 1,095,421,406	\$ 1,923,133,567	\$ 984,521,372	\$ 732,379,887	\$ 714,338,809	\$ 653,241,312	\$ 719,518,143	\$ 782,947,531	\$ 884,907,400
Told Sold Volume	\$ 594,232,941	\$ 1,055,576,029	\$ 1,879,885,753	\$ 942,303,755	\$ 679,285,312	\$ 651,210,652	\$ 594,724,701	\$ 663,742,749	\$ 722,964,349	\$ 826,213,455
List / Sell Ratio	95.68%	96.36%	97.75%	95.71%	92.75%	91.16%	91.04%	92.25%	92.34%	93.37%
Average Sales Price	\$340,535	\$344,622	\$356,986	\$357,339	\$345,341	\$345,104	\$340,816	\$344,265	\$346,912	\$342,969
Median Price					\$ 332,000	\$ 330,000	\$ 329,900	\$ 335,000	\$ 335,000	\$ 330,000
Average Days on Market	145	139	88	121	169	186	193	183	186	182
% Volume Compared to Previous Year	249.12%	177.64%	178.09%	50.13%	72.09%	95.87%	91.33%	111.61%	108.92%	114.28%
% ASP Compared to Previous Year	99.65%	101.20%	103.59%	100.10%	96.64%	99.93%	98.76%	101.01%	100.77%	98.86%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	529	957	1783	864	682	654	526	626	660	823
Total List Price	\$ 340,260,660	\$ 608,958,834	\$ 1,107,034,978	\$ 548,625,875	\$ 441,420,651	\$ 435,013,368	\$ 349,183,870	\$ 412,720,694	\$ 433,864,064	\$ 532,577,805
Told Sold Volume	\$ 322,459,551	\$ 582,583,491	\$ 1,077,961,990	\$ 520,119,368	\$ 409,828,005	\$ 392,948,072	\$ 314,662,561	\$ 375,310,897	\$ 396,961,487	\$ 495,149,847
List / Sell Ratio	94.77%	95.67%	97.37%	94.80%	92.84%	90.33%	90.11%	90.94%	91.49%	92.97%
Average Sales Price	\$609,564	\$608,760	\$604,578	\$601,990	\$600,921	\$600,838	\$598,218	\$599,538	\$601,457	\$601,640
Median Price					\$ 590,000	\$ 593,188	\$ 585,000	\$ 590,757	\$ 591,000	\$ 595,000
Average Days on Market	186	186	124	127	185	212	208	234	213	201
% Volume Compared to Previous Year	106.50%	180.67%	185.03%	48.25%	78.79%	95.88%	80.08%	119.27%	105.77%	124.73%
% ASP Compared to Previous Year	100.66%	99.87%	99.31%	99.57%	99.82%	99.99%	99.56%	100.22%	100.32%	100.03%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	244	479	821	419	335	266	212	264	294	342
Total List Price	\$ 226,856,154	\$ 429,618,444	\$ 728,976,354	\$ 375,106,286	\$ 311,210,657	\$ 256,486,134	\$ 207,036,357	\$ 250,384,990	\$ 277,168,062	\$ 319,154,184
Told Sold Volume	\$ 209,683,060	\$ 409,875,568	\$ 705,341,339	\$ 357,355,070	\$ 284,622,330	\$ 227,447,551	\$ 180,225,956	\$ 224,770,014	\$ 251,738,540	\$ 293,384,300
List / Sell Ratio	92.43%	95.40%	96.76%	95.27%	91.46%	88.68%	87.05%	89.77%	90.83%	91.93%
Average Sales Price	\$859,357	\$855,690	\$859,125	\$852,876	\$849,619	\$855,066	\$850,122	\$851,402	\$856,254	\$857,849
Median Price					\$ 843,500	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000
Average Days on Market	203	220	151	144	195	208	241	261	213	219
% Volume Compared to Previous Year	101.30%	195.47%	172.09%	50.66%	79.65%	79.91%	79.24%	124.72%	112.00%	116.54%
% ASP Compared to Previous Year	100.89%	99.57%	100.40%	99.27%	99.62%	100.64%	99.42%	100.15%	100.57%	100.19%

## November Annual YTD Summary - All Sales \$1M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	430	790	1340	814	756	596	454	588	659	697
Total List Price	\$ 1,010,685,313	\$ 1,815,014,776	\$ 2,821,542,018	\$ 1,910,315,261	\$ 1,828,195,279	\$ 1,447,627,108	\$ 1,152,225,203	\$ 1,466,628,302	\$ 1,596,873,097	\$ 1,600,741,070
Told Sold Volume	\$ 917,095,680	\$ 1,660,305,003	\$ 2,646,834,478	\$ 1,757,301,815	\$ 1,648,536,671	\$ 1,282,405,029	\$ 989,244,965	\$ 1,275,354,380	\$ 1,409,552,957	\$ 1,434,176,337
List / Sell Ratio	90.74%	91.48%	93.81%	91.99%	90.17%	88.59%	85.86%	86.96%	88.27%	89.59%
Average Sales Price	\$2,132,781	\$2,101,652	\$1,975,250	\$2,158,847	\$2,180,604	\$2,151,686	\$2,178,954	\$2,168,970	\$2,138,927	\$2,057,642
Median Price					\$ 1,750,000	\$ 1,740,000	\$ 1,600,000	\$ 185,000	\$ 187,000	\$ 1,600,000
Average Days on Market	272	272	227	222	252	245	272	261	263	260
% Volume Compared to Previous Year	107.65%	181.04%	159.42%	66.39%	93.81%	77.79%	77.14%	128.92%	110.52%	101.75%
% ASP Compared to Previous Year	110.40%	98.54%	93.99%	109.29%	101.01%	98.67%	101.27%	99.54%	98.61%	96.20%

## November Annual YTD Summary - Sales \$1M - \$2M

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	276	514	918	509	466	364	291	380	426	465
Total List Price	\$ 417,827,413	\$ 777,821,228	\$ 1,341,843,293	\$ 766,938,497	\$ 720,258,991	\$ 584,023,257	\$ 459,738,812	\$ 596,810,130	\$ 654,331,098	\$ 714,101,780
Told Sold Volume	\$ 380,423,546	\$ 715,335,093	\$ 1,265,790,693	\$ 707,271,200	\$ 649,251,184	\$ 515,443,059	\$ 394,320,465	\$ 519,159,829	\$ 581,942,214	\$ 645,157,357
List / Sell Ratio	91.05%	91.97%	94.33%	92.22%	90.14%	88.26%	85.77%	86.99%	88.94%	90.35%
Average Sales Price	\$1,378,346	\$1,391,703	\$1,378,857	\$1,389,531	\$1,393,243	\$1,416,052	\$1,355,053	\$1,366,210	\$1,366,062	\$1,387,435
Median Price					\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,325,000	\$ 1,300,000	\$ 1,350,000
Average Days on Market	256	254	208	119	237	235	246	241	259	245
% Volume Compared to Previous Year	90.81%	188.04%	176.95%	55.88%	91.80%	79.39%	76.50%	131.66%	112.09%	110.86%
% ASP Compared to Previous Year	102.32%	100.97%	99.08%	100.77%	100.27%	101.64%	95.69%	100.82%	99.99%	101.56%

2012 NA-BN-ES YTD Summary - Nov

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	138	240	382	269	245	200	141	179	204	209
Total List Price	\$ 463,532,900	\$ 752,535,888	\$ 1,152,339,725	\$ 859,471,764	\$ 766,605,288	\$ 634,106,851	\$ 501,629,391	\$ 585,244,173	\$ 677,646,999	\$ 689,010,290
Told Sold Volume	\$ 417,635,134	\$ 691,922,250	\$ 1,077,144,423	\$ 789,706,100	\$ 692,380,437	\$ 561,429,470	\$ 430,874,500	\$ 513,897,551	\$ 596,033,243	\$ 616,107,480
List / Sell Ratio	90.10%	91.95%	93.47%	91.88%	90.32%	88.54%	85.89%	87.81%	87.96%	89.42%
Average Sales Price	\$3,026,342	\$2,883,009	\$2,819,750	\$2,935,710	\$2,826,043	\$2,807,147	\$3,055,848	\$2,870,936	\$2,921,732	\$2,947,883
Median Price					\$ 2,650,000	\$ 2,575,000	\$ 2,895,000	\$ 2,605,000	\$ 2,700,000	\$ 2,700,000
Average Days on Market	299	308	264	296	274	252	330	290	272	291
% Volume Compared to Previous Year	129.26%	165.68%	155.67%	73.31%	87.68%	81.09%	76.75%	119.27%	115.98%	103.37%
% ASP Compared to Previous Year	104.91%	95.26%	97.81%	104.11%	96.26%	99.33%	108.86%	93.95%	101.77%	100.90%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	16	36	40	36	45	32	22	29	29	23
Total List Price	\$ 129,325,000	\$ 284,657,660	\$ 327,359,000	\$ 283,905,000	\$ 341,331,000	\$ 229,497,000	\$ 190,857,000	\$ 284,573,999	\$ 264,895,000	\$ 197,629,000
Told Sold Volume	\$ 119,037,000	\$ 253,047,660	\$ 303,899,362	\$ 260,324,515	\$ 306,905,050	\$ 205,532,500	\$ 164,050,000	\$ 242,297,000	\$ 231,577,500	\$ 172,911,500
List / Sell Ratio	92.04%	88.90%	92.83%	91.69%	89.91%	89.56%	85.95%	85.14%	87.42%	87.49%
Average Sales Price	\$7,439,813	\$7,029,102	\$7,597,484	\$7,231,237	\$6,820,112	\$6,422,891	\$7,456,818	\$8,355,069	\$7,985,431	\$7,517,891
Median Price					\$ 5,825,000	\$ 6,000,000	\$ 6,250,000	\$ 6,900,000	\$ 6,747,500	\$ 6,366,500
Average Days on Market	318	303	48	346	287	322	250	340	259	288
% Volume Compared to Previous Year	99.40%	212.58%	120.10%	85.66%	117.89%	60.22%	79.82%	147.70%	95.58%	74.67%
% ASP Compared to Previous Year	111.83%	94.48%	108.09%	95.18%	94.31%	94.18%	116.10%	112.05%	95.58%	94.15%

**November Annual YTD Summary - Overall Sales**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	6687	9206	10671	5369	4773	5714	8059	9176	9772	10276
Total List Price	\$ 2,855,019,902	\$ 4,673,593,041	\$ 6,884,286,069	\$ 3,948,042,568	\$ 3,526,450,185	\$ 3,277,252,172	\$ 3,076,975,083	\$ 3,663,205,251	\$ 3,955,278,921	\$ 4,242,915,238
Told Sold Volume	\$ 2,672,411,676	\$ 4,407,828,143	\$ 6,605,787,480	\$ 3,699,167,010	\$ 3,216,755,746	\$ 2,939,940,629	\$ 2,744,784,769	\$ 3,301,912,495	\$ 3,589,565,782	\$ 3,902,725,857
List / Sell Ratio	93.60%	94.31%	95.95%	93.70%	91.22%	89.71%	89.20%	90.14%	90.75%	91.98%
Average Sales Price	\$399,643	\$478,799	\$619,041	\$688,986	\$673,948	\$514,515	\$340,586	\$359,842	\$367,332	\$379,790
Median Price					\$ 380,000	\$ 294,500	\$ 185,000	\$ 185,000	\$ 187,000	\$ 199,000
Average Days on Market	139	148	116	139	188	183	160	170	173	171
% Volume Compared to Previous Year	122.08%	164.94%	149.86%	56.00%	86.96%	83.37%	93.36%	120.30%	108.71%	108.72%
% ASP Compared to Previous Year	101.30%	119.81%	129.29%	111.30%	97.82%	76.34%	66.20%	105.65%	102.08%	103.39%