

2012 NA-BN-ES YTD Summary - Dec

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	4112	4174	1515	705	1130	2624	5612	6269	6522	6568
Total List Price	\$ 725,374,507	\$ 773,922,270	\$ 315,197,702	\$ 144,096,269	\$ 232,785,084	\$ 472,951,076	\$ 785,796,881	\$ 885,023,166	\$ 929,741,843	\$ 991,825,314
Told Sold Volume	\$ 692,707,858	\$ 747,634,196	\$ 306,854,970	\$ 135,752,539	\$ 212,108,227	\$ 431,020,516	\$ 731,491,847	\$ 829,064,826	\$ 869,115,593	\$ 935,719,801
List / Sell Ratio	95.50%	96.60%	97.35%	94.21%	91.12%	91.13%	93.09%	93.68%	93.48%	94.34%
Average Sales Price	\$168,460	\$179,117	\$202,545	\$192,557	\$187,706	\$164,261	\$130,344	\$132,248	\$133,259	\$142,466
Median Price					\$ 200,000	\$ 169,950	\$ 125,000	\$ 130,000	\$ 130,000	\$ 140,000
Average Days on Market	111	111	86	121	177	150	132	146	152	150
% Volume Compared to Previous Year	110.35%	107.93%	41.04%	44.24%	156.25%	203.21%	169.71%	113.34%	104.83%	107.66%
% ASP Compared to Previous Year	106.41%	106.33%	113.08%	95.07%	97.48%	87.51%	79.35%	101.46%	100.76%	106.91%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	1926	3427	5537	2819	2121	2007	1925	2104	2240	2646
Total List Price	\$ 685,212,351	\$ 1,220,521,894	\$ 2,023,508,495	\$ 1,051,565,125	\$ 790,135,166	\$ 758,923,833	\$ 719,818,297	\$ 783,109,693	\$ 842,927,431	\$ 971,133,685
Told Sold Volume	\$ 655,806,284	\$ 1,177,328,894	\$ 1,976,955,319	\$ 1,005,139,561	\$ 732,414,838	\$ 691,599,671	\$ 656,159,765	\$ 722,625,124	\$ 778,452,536	\$ 907,578,552
List / Sell Ratio	95.71%	96.46%	97.70%	95.59%	92.69%	91.13%	91.16%	92.28%	92.35%	93.46%
Average Sales Price	\$340,502	\$343,545	\$357,044	\$356,559	\$345,316	\$344,594	\$340,862	\$343,453	\$347,523	\$343,000
Median Price					\$ 330,000	\$ 330,000	\$ 329,000	\$ 333,000	\$ 336,500	\$ 330,000
Average Days on Market	148	135	89	122	170	187	195	185	185	181
% Volume Compared to Previous Year	255.72%	179.52%	167.92%	50.84%	72.87%	94.43%	94.88%	110.13%	107.73%	116.59%
% ASP Compared to Previous Year	99.98%	100.89%	103.93%	99.86%	96.85%	99.79%	98.92%	100.76%	101.19%	98.70%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	601	1056	1903	919	731	690	585	677	710	914
Total List Price	\$ 386,523,595	\$ 678,439,488	\$ 1,181,197,447	\$ 583,038,865	\$ 473,484,227	\$ 458,986,568	\$ 388,123,469	\$ 445,283,721	\$ 466,219,268	\$ 590,165,175
Told Sold Volume	\$ 366,139,768	\$ 643,358,616	\$ 1,150,004,777	\$ 552,449,208	\$ 438,468,529	\$ 414,073,072	\$ 349,761,611	\$ 405,576,797	\$ 427,064,791	\$ 549,068,535
List / Sell Ratio	94.73%	94.83%	97.36%	94.75%	92.60%	90.21%	90.12%	91.08%	91.60%	93.04%
Average Sales Price	\$609,218	\$609,241	\$604,311	\$601,142	\$599,820	\$600,106	\$597,883	\$599,079	\$601,500	\$600,731
Median Price					\$ 588,250	\$ 591,250	\$ 585,000	\$ 590,000	\$ 594,450	\$ 592,500
Average Days on Market	186	184	124	130	186	211	209	234	212	199
% Volume Compared to Previous Year	113.72%	175.71%	178.75%	48.04%	79.37%	94.44%	84.47%	115.96%	105.30%	128.57%
% ASP Compared to Previous Year	100.66%	100.00%	99.19%	99.48%	99.78%	100.05%	99.63%	100.20%	100.40%	99.87%

2012 NA-BN-ES YTD Summary - Dec

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	278	521	862	444	364	282	239	287	316	379
Total List Price	\$ 257,230,154	\$ 467,459,694	\$ 765,657,844	\$ 398,314,220	\$ 339,091,856	\$ 271,799,934	\$ 232,492,357	\$ 272,090,089	\$ 297,564,207	\$ 353,249,709
Told Sold Volume	\$ 238,861,560	\$ 445,913,328	\$ 740,699,239	\$ 378,825,069	\$ 309,289,930	\$ 241,050,051	\$ 203,089,956	\$ 244,251,514	\$ 270,340,380	\$ 325,175,405
List / Sell Ratio	92.86%	95.39%	96.74%	95.11%	91.21%	88.69%	87.35%	89.77%	90.85%	92.05%
Average Sales Price	\$859,214	\$855,880	\$859,280	\$853,210	\$849,698	\$854,787	\$849,749	\$851,051	\$855,508	\$857,983
Median Price					\$ 849,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000
Average Days on Market	212	215	154	146	199	208	244	257	212	218
% Volume Compared to Previous Year	107.89%	186.68%	166.11%	51.14%	81.64%	77.94%	84.25%	120.27%	110.68%	120.28%
% ASP Compared to Previous Year	100.91%	99.61%	100.40%	99.29%	99.59%	100.60%	99.41%	100.15%	100.52%	100.29%

December Annual YTD Summary - All Sales \$1M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	482	857	1417	875	805	629	498	630	706	768
Total List Price	\$ 1,115,937,635	\$ 1,950,491,476	\$ 2,978,796,218	\$ 2,049,161,852	\$ 1,939,179,878	\$ 1,514,992,808	\$ 1,256,434,103	\$ 1,582,666,692	\$ 1,700,873,097	\$ 1,756,871,609
Told Sold Volume	\$ 1,013,438,048	\$ 1,784,127,424	\$ 2,793,630,028	\$ 1,880,652,881	\$ 1,748,792,171	\$ 1,338,893,092	\$ 1,079,521,615	\$ 1,371,555,480	\$ 1,500,600,957	\$ 1,575,244,585
List / Sell Ratio	90.81%	91.47%	93.78%	91.78%	90.18%	88.38%	85.92%	86.66%	88.23%	89.66%
Average Sales Price	\$2,102,569	\$2,081,829	\$1,971,510	\$2,149,318	\$2,172,413	\$2,128,606	\$2,167,714	\$2,177,072	\$2,125,497	\$2,051,100
Median Price					\$ 1,730,000	\$ 1,725,000	\$ 1,600,000	\$ 185,000	\$ 186,355	\$ 1,600,000
Average Days on Market	281	269	228	225	251	246	271	263	264	253
% Volume Compared to Previous Year	113.44%	176.05%	156.58%	67.32%	92.99%	76.56%	80.63%	127.05%	109.41%	104.97%
% ASP Compared to Previous Year	108.50%	99.01%	94.70%	109.02%	101.07%	97.98%	101.84%	100.43%	97.63%	96.50%

December Annual YTD Summary - Sales \$1M - \$2M

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	313	564	980	548	500	385	319	407	460	515
Total List Price	\$ 469,225,735	\$ 852,002,928	\$ 1,429,929,493	\$ 826,447,088	\$ 773,043,590	\$ 614,388,957	\$ 503,972,812	\$ 636,615,020	\$ 707,251,098	\$ 791,898,319
Told Sold Volume	\$ 428,164,579	\$ 783,936,524	\$ 1,349,041,243	\$ 759,735,599	\$ 695,504,184	\$ 541,756,121	\$ 431,282,115	\$ 554,740,929	\$ 628,495,214	\$ 714,529,505
List / Sell Ratio	91.25%	92.01%	94.34%	91.93%	89.97%	88.18%	85.58%	87.14%	88.86%	90.23%
Average Sales Price	\$1,367,938	\$1,389,958	\$1,376,573	\$1,386,379	\$1,391,008	\$1,407,159	\$1,351,982	\$1,363,000	\$1,366,294	\$1,387,436
Median Price					\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,325,000	\$ 130,000	\$ 1,350,000
Average Days on Market	262	252	210	#DIV/0!	234	232	247	246	262	239
% Volume Compared to Previous Year	97.45%	183.09%	172.09%	56.32%	91.55%	77.89%	79.61%	128.63%	113.30%	113.69%
% ASP Compared to Previous Year	101.18%	101.61%	99.04%	100.71%	100.33%	101.16%	96.08%	100.81%	100.24%	101.55%

2012 NA-BN-ES YTD Summary - Dec

December Annual YTD Summary - Sales \$2M - \$5M										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	152	255	393	289	255	212	156	191	215	227
Total List Price	\$ 510,486,900	\$ 802,930,888	\$ 1,187,412,725	\$ 923,610,764	\$ 794,570,288	\$ 671,106,851	\$ 549,604,291	\$ 626,677,673	\$ 711,526,999	\$ 741,254,290
Told Sold Volume	\$ 460,036,469	\$ 736,943,240	\$ 1,109,589,423	\$ 846,767,767	\$ 717,362,937	\$ 591,604,471	\$ 474,629,500	\$ 549,167,551	\$ 625,478,243	\$ 663,553,580
List / Sell Ratio	90.12%	91.78%	93.45%	91.68%	90.28%	88.15%	86.36%	87.63%	87.91%	89.52%
Average Sales Price	\$3,026,556	\$2,889,973	\$2,823,383	\$2,929,992	\$2,813,188	\$2,790,587	\$3,042,497	\$2,875,223	\$2,909,201	\$2,923,144
Median Price					\$ 2,650,000	\$ 2,537,500	\$ 2,800,000	\$ 2,610,000	\$ 2,700,000	\$ 2,700,000
Average Days on Market	312	304	263	291	278	259	323	291	265	283
% Volume Compared to Previous Year	140.42%	160.19%	150.57%	76.31%	84.72%	82.47%	80.23%	115.70%	113.90%	106.09%
% ASP Compared to Previous Year	105.32%	95.49%	97.70%	103.78%	96.01%	99.20%	109.03%	94.50%	101.18%	100.48%

December Annual YTD Summary - Sales \$5M +										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	17	38	44	38	50	32	23	32	31	26
Total List Price	\$ 136,225,000	\$ 295,557,660	\$ 361,454,000	\$ 299,104,000	\$ 371,566,000	\$ 229,497,000	\$ 202,857,000	\$ 319,373,999	\$ 282,095,000	\$ 223,719,000
Told Sold Volume	\$ 125,237,000	\$ 263,247,660	\$ 334,999,362	\$ 274,149,515	\$ 335,925,050	\$ 205,532,500	\$ 173,610,000	\$ 267,647,000	\$ 246,627,500	\$ 197,161,500
List / Sell Ratio	91.93%	89.07%	92.68%	91.66%	90.41%	89.56%	85.58%	83.80%	87.43%	88.13%
Average Sales Price	\$7,366,882	\$6,927,570	\$7,613,622	\$7,214,461	\$6,718,501	\$6,422,891	\$7,548,261	\$8,363,969	\$7,955,726	\$7,583,135
Median Price					\$ 5,800,000	\$ 6,000,000	\$ 6,500,000	\$ 6,475,000	\$ 6,747,500	\$ 6,333,250
Average Days on Market	344	296	50	360	292	322	243	320	274	261
% Volume Compared to Previous Year	88.21%	210.20%	127.26%	81.84%	122.53%	55.32%	84.47%	154.17%	92.15%	79.94%
% ASP Compared to Previous Year	114.16%	94.04%	109.90%	94.76%	93.13%	95.60%	117.52%	110.81%	95.12%	95.32%

December Annual YTD Summary - Overall Sales										
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Number of Sales	7399	10035	11234	5762	5151	6232	8859	9967	10494	11275
Total List Price	\$ 3,170,278,242	\$ 5,090,834,822	\$ 7,264,357,706	\$ 4,226,176,331	\$ 3,774,676,211	\$ 3,477,654,219	\$ 3,382,665,107	\$ 3,968,173,361	\$ 4,237,325,846	\$ 4,663,245,492
Told Sold Volume	\$ 2,966,953,518	\$ 4,798,362,458	\$ 6,968,144,333	\$ 3,952,819,258	\$ 3,441,073,695	\$ 3,116,636,402	\$ 3,020,024,794	\$ 3,573,073,741	\$ 3,845,574,257	\$ 4,292,786,878
List / Sell Ratio	93.59%	94.25%	95.92%	93.53%	91.16%	89.62%	89.28%	90.04%	90.75%	92.06%
Average Sales Price	\$400,994	\$478,163	\$620,273	\$686,015	\$668,040	\$500,102	\$340,899	\$358,490	\$366,455	\$380,735
Median Price					\$ 378,500	\$ 284,500	\$ 185,000	\$ 185,000	\$ 186,355	\$ 199,000
Average Days on Market	142	146	117	141	189	181	162	171	172	170
% Volume Compared to Previous Year	126.98%	161.73%	145.22%	56.73%	87.05%	82.57%	96.90%	118.31%	107.63%	111.63%
% ASP Compared to Previous Year	102.47%	119.24%	129.72%	110.60%	97.38%	74.86%	68.17%	105.16%	102.22%	103.90%