

2013 NA-BN-ES YTD Summary - Jan

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	276	317	223	55	83	100	274	450	477	446	374
Total List Price	\$ 47,761,381	\$ 56,448,215	\$ 45,164,075	\$ 10,834,800	\$ 17,730,979	\$ 19,439,405	\$ 39,181,209	\$ 63,155,306	\$ 64,857,842	\$ 64,695,064	\$ 57,958,890
Told Sold Volume	\$ 45,627,928	\$ 53,030,046	\$ 44,066,728	\$ 10,379,211	\$ 16,603,005	\$ 17,269,999	\$ 36,047,510	\$ 58,529,340	\$ 60,646,310	\$ 60,478,583	\$ 55,032,258
List / Sell Ratio	95.53%	93.94%	97.57%	95.80%	93.64%	88.84%	92.00%	92.68%	93.51%	93.48%	94.95%
Average Sales Price	\$165,319	\$167,287	\$197,609	\$188,713	\$200,036	\$172,700	\$131,560	\$130,065	\$127,141	\$135,602	\$147,145
Median Price					\$ 203,015	\$ 180,000	\$ 125,750	\$ 130,000	\$ 120,000	\$ 135,000	\$ 147,000
Average Days on Market	88	126	84	130	274	162	126	161	132	156	133
% Volume Compared to Previous Year	126.81%	116.22%	83.10%	23.55%	159.96%	104.02%	208.73%	162.37%	103.62%	99.72%	90.99%
% ASP Compared to Previous Year	109.35%	101.19%	118.13%	95.50%	106.00%	86.33%	76.18%	98.86%	97.75%	106.65%	108.51%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	99	172	340	265	129	138	98	146	133	155	181
Total List Price	\$ 35,042,842	\$ 61,374,698	\$ 122,623,199	\$ 97,182,904	\$ 47,848,890	\$ 53,901,621	\$ 36,724,523	\$ 54,429,979	\$ 49,372,666	\$ 58,862,898	\$ 66,128,484
Told Sold Volume	\$ 33,345,642	\$ 58,906,655	\$ 118,389,374	\$ 94,281,918	\$ 44,586,595	\$ 48,757,259	\$ 33,063,701	\$ 50,234,285	\$ 45,530,689	\$ 54,150,604	\$ 62,402,557
List / Sell Ratio	95.16%	95.98%	96.55%	97.01%	93.18%	90.46%	90.03%	92.29%	92.22%	91.99%	94.37%
Average Sales Price	\$336,825	\$342,481	\$348,204	\$355,781	\$345,633	\$353,313	\$337,385	\$344,070	\$342,336	\$349,359	\$344,766
Median Price					\$ 335,000	\$ 342,250	\$ 318,250	\$ 335,000	\$ 325,000	\$ 344,750	\$ 335,000
Average Days on Market	110	160	96	102	149	172	183	195	180	168	177
% Volume Compared to Previous Year	189.60%	176.65%	200.98%	79.64%	47.29%	109.35%	67.81%	151.93%	90.64%	118.93%	115.24%
% ASP Compared to Previous Year	95.76%	101.68%	101.67%	102.18%	97.15%	102.22%	95.49%	101.98%	99.50%	102.05%	98.69%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	48	52	122	114	63	47	31	55	37	52	64
Total List Price	\$ 30,493,175	\$ 33,546,100	\$ 77,504,636	\$ 72,614,190	\$ 40,378,679	\$ 30,826,465	\$ 20,884,186	\$ 35,763,440	\$ 23,843,995	\$ 32,919,248	\$ 40,781,835
Told Sold Volume	\$ 29,278,025	\$ 31,707,475	\$ 75,112,236	\$ 70,061,629	\$ 37,470,990	\$ 28,207,357	\$ 19,023,650	\$ 32,485,750	\$ 22,011,400	\$ 30,657,500	\$ 38,554,730
List / Sell Ratio	96.02%	94.52%	96.91%	96.48%	92.80%	91.50%	91.09%	90.84%	92.31%	93.13%	94.54%
Average Sales Price	\$609,959	\$609,759	\$615,674	\$614,576	\$594,778	\$600,157	\$613,666	\$590,650	\$594,903	\$589,567	\$602,418
Median Price					\$ 584,500	\$ 600,000	\$ 607,400	\$ 590,000	\$ 590,500	\$ 575,000	\$ 588,250
Average Days on Market	129	241	147	120	200	181	169	254	180	190	181
% Volume Compared to Previous Year	159.43%	108.30%	236.89%	93.28%	53.48%	75.28%	67.44%	170.77%	67.76%	139.28%	125.76%
% ASP Compared to Previous Year	99.64%	99.97%	100.97%	99.82%	96.78%	100.90%	102.25%	96.25%	100.72%	99.10%	102.18%

2013 NA-BN-ES YTD Summary - Jan

January Annual YTD Summary - Sales from \$750,000 - \$999,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	21	35	72	53	30	25	6	18	13	20	24
Total List Price	\$ 20,029,800	\$ 31,980,000	\$ 64,042,600	\$ 47,105,000	\$ 27,555,565	\$ 24,772,788	\$ 5,997,600	\$ 17,666,900	\$ 12,184,900	\$ 19,052,700	\$ 23,018,900
Told Sold Volume	\$ 18,257,340	\$ 30,129,400	\$ 61,380,550	\$ 45,485,500	\$ 25,493,443	\$ 22,131,500	\$ 5,227,500	\$ 15,531,500	\$ 11,131,000	\$ 17,003,999	\$ 21,257,500
List / Sell Ratio	91.15%	94.21%	95.84%	96.56%	92.52%	89.34%	87.16%	87.91%	91.35%	89.25%	92.35%
Average Sales Price	\$869,397	\$860,840	\$852,508	\$858,217	\$849,781	\$885,260	\$871,250	\$862,861	\$856,231	\$850,200	\$885,729
Median Price					\$ 822,652	\$ 900,000	\$ 887,500	\$ 860,000	\$ 822,250	\$ 880,000	\$ 877,500
Average Days on Market	172	213	184	123	181	184	200	417	199	180	190
% Volume Compared to Previous Year	99.70%	165.03%	203.72%	74.10%	56.05%	86.81%	23.62%	297.11%	71.67%	152.76%	125.01%
% ASP Compared to Previous Year	99.70%	99.02%	99.03%	100.67%	99.02%	104.18%	98.42%	99.04%	99.23%	99.30%	104.18%

January Annual YTD Summary - All Sales \$1M +											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	40	57	110	96	61	63	30	44	49	42	44
Total List Price	\$ 95,003,000	\$ 163,618,000	\$ 214,886,609	\$ 216,019,665	\$ 153,201,445	\$ 149,963,398	\$ 74,642,390	\$ 133,551,000	\$ 124,683,000	\$ 84,574,885	\$ 96,706,400
Told Sold Volume	\$ 88,371,500	\$ 147,753,000	\$ 200,599,700	\$ 203,315,515	\$ 139,925,120	\$ 133,257,500	\$ 63,010,000	\$ 112,753,740	\$ 107,655,764	\$ 75,488,297	\$ 88,921,000
List / Sell Ratio	93.02%	90.30%	93.35%	94.12%	91.33%	88.86%	84.42%	84.43%	86.34%	89.26%	91.95%
Average Sales Price	\$2,209,288	\$2,592,158	\$1,823,634	\$2,117,870	\$2,293,854	\$2,115,198	\$2,100,333	\$2,562,585	\$2,197,056	\$1,797,340	\$2,020,932
Median Price								\$ 1,543,000	\$ 1,837,500	\$ 1,475,000	\$ 1,590,000
Average Days on Market	228	260	213	212	227	247	262	245	239	262	216
% Volume Compared to Previous Year	188.58%	167.20%	135.77%	101.35%	68.82%	95.23%	47.28%	178.95%	95.48%	70.12%	117.79%
% ASP Compared to Previous Year	113.15%	117.33%	70.35%	116.13%	108.31%	92.21%	99.30%	122.01%	85.74%	81.81%	112.44%

January Annual YTD Summary - Sales \$1M - \$2M											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	26	34	79	55	39	41	19	24	28	29	28
Total List Price	\$ 39,863,000	\$ 51,428,000	\$ 117,341,899	\$ 80,564,300	\$ 65,168,445	\$ 63,075,899	\$ 30,993,999	\$ 36,476,000	\$ 43,033,000	\$ 42,911,385	\$ 42,796,400
Told Sold Volume	\$ 36,751,500	\$ 47,300,500	\$ 109,283,500	\$ 75,766,900	\$ 58,885,120	\$ 56,072,500	\$ 26,620,000	\$ 30,634,000	\$ 37,215,764	\$ 38,889,883	\$ 38,494,500
List / Sell Ratio	92.19%	91.97%	93.13%	94.05%	90.36%	88.90%	85.89%	83.98%	86.48%	90.63%	89.95%
Average Sales Price	\$1,413,519	\$1,391,191	\$1,383,335	\$1,377,580	\$1,509,875	\$1,367,622	\$1,401,053	\$1,276,417	\$1,329,134	\$1,341,030	\$1,374,804
Median Price					\$ 1,695,000	\$ 1,337,500	\$ 1,350,000	\$ 1,287,500	\$ 1,250,000	\$ 1,262,500	\$ 1,378,500
Average Days on Market	268	253	207	165	216	239	271	222	222	223	231
% Volume Compared to Previous Year	147.87%	128.70%	231.04%	69.33%	77.72%	95.22%	47.47%	115.08%	121.49%	104.50%	98.98%
% ASP Compared to Previous Year	102.37%	98.42%	99.44%	99.58%	109.60%	90.58%	102.44%	91.10%	104.13%	100.90%	102.52%

2013 NA-BN-ES YTD Summary - Jan

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	13	20	28	38	16	17	10	17	18	13	15
Total List Price	\$ 43,190,000	\$ 72,390,000	\$ 79,694,710	\$ 114,770,365	\$ 49,068,000	\$ 56,443,499	\$ 33,748,391	\$ 52,175,000	\$ 58,100,000	\$ 41,663,500	\$ 48,110,000
Told Sold Volume	\$ 39,995,000	\$ 66,652,500	\$ 74,309,820	\$ 106,150,615	\$ 45,440,000	\$ 50,035,000	\$ 28,890,000	\$ 47,219,740	\$ 50,400,000	\$ 36,598,414	\$ 45,126,500
List / Sell Ratio	92.60%	92.07%	93.24%	92.49%	92.61%	88.65%	85.60%	90.50%	86.75%	87.84%	93.80%
Average Sales Price	\$3,076,538	\$3,332,625	\$2,653,922	\$2,793,437	\$2,840,000	\$2,943,235	\$2,889,000	\$2,777,632	\$2,800,000	\$2,815,263	\$3,008,433
Median Price					\$ 2,700,000	\$ 3,000,000	\$ 2,970,000	\$ 2,400,000	\$ 2,599,000	\$ 2,550,000	\$ 2,900,000
Average Days on Market	164	294	237	269	249	257	259	280	275	350	199
% Volume Compared to Previous Year	284.00%	166.65%	111.49%	142.85%	42.81%	110.11%	57.74%	163.45%	106.74%	72.62%	123.30%
% ASP Compared to Previous Year	109.23%	108.32%	79.63%	105.26%	101.67%	103.64%	98.16%	96.15%	100.81%	100.55%	106.86%

January Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	1	3	3	3	6	5	1	3	3	0	1
Total List Price	\$ 11,950,000	\$ 39,800,000	\$ 17,850,000	\$ 20,685,000	\$ 38,965,000	\$ 30,444,000	\$ 9,900,000	\$ 44,900,000	\$ 23,550,000	\$ -	\$ 5,800,000
Told Sold Volume	\$ 11,625,000	\$ 33,800,000	\$ 17,006,380	\$ 21,398,000	\$ 35,600,000	\$ 27,150,000	\$ 7,500,000	\$ 34,900,000	\$ 20,040,000	\$ -	\$ 5,300,000
List / Sell Ratio	97.28%	84.92%	95.27%	103.45%	91.36%	89.18%	75.76%	77.73%	85.10%	#DIV/0!	91.38%
Average Sales Price	\$11,625,000	\$11,266,667	\$5,668,793	\$7,132,667	\$5,933,333	\$5,430,000	\$7,500,000	\$11,633,333	\$6,680,000	#DIV/0!	\$5,300,000
Median Price					\$ 5,975,000	\$ 5,450,000	\$ 7,500,000	\$ 13,000,000	\$ 6,675,000	\$ -	\$ 5,300,000
Average Days on Market	36	2,048	12	350	236	283	138	238	184	#DIV/0!	53
% Volume Compared to Previous Year	146.69%	290.75%	50.31%	125.82%	166.37%	76.26%	27.62%	465.33%	57.42%	0.00%	#DIV/0!
% ASP Compared to Previous Year	146.69%	96.92%	50.31%	125.82%	83.19%	91.52%	138.12%	155.11%	57.42%	#DIV/0!	#DIV/0!

January Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	484	633	867	583	366	373	439	713	709	715	687
Total List Price	\$ 228,330,198	\$ 346,967,013	\$ 524,221,119	\$ 443,756,559	\$ 286,715,558	\$ 278,903,677	\$ 177,429,908	\$ 304,566,625	\$ 274,942,403	\$ 260,104,795	\$ 284,594,509
Told Sold Volume	\$ 214,880,435	\$ 321,526,576	\$ 499,548,588	\$ 423,523,773	\$ 264,079,153	\$ 249,623,615	\$ 156,372,361	\$ 269,534,615	\$ 246,975,163	\$ 237,778,983	\$ 266,168,045
List / Sell Ratio	94.11%	92.67%	95.29%	95.44%	92.10%	89.50%	88.13%	88.50%	89.83%	91.42%	93.53%
Average Sales Price	\$443,968	\$507,941	\$576,181	\$726,456	\$721,528	\$669,232	\$356,201	\$378,029	\$348,343	\$332,558	\$387,435
Median Price					\$ 406,000	\$ 385,000	\$ 190,000	\$ 184,450	\$ 165,000	\$ 195,000	\$ 229,000
Average Days on Market	112	161	122	128	202	184	152	187	152	168	156
% Volume Compared to Previous Year	156.72%	149.63%	155.37%	84.78%	62.35%	94.53%	62.64%	172.37%	91.63%	96.28%	111.94%
% ASP Compared to Previous Year	117.54%	114.41%	113.43%	126.08%	99.32%	92.75%	53.23%	106.13%	92.15%	95.47%	116.50%