

February Annual YTD Summary - Sales from \$0 = \$249,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	554	673	408	90	154	226	622	941	1003	969	863
Total List Price	\$ 95,812,697	\$ 120,866,719	\$ 83,491,146	\$ 17,961,450	\$ 31,345,629	\$ 44,648,754	\$ 90,380,981	\$ 132,846,471	\$ 139,115,515	\$ 142,832,006	\$ 136,354,037
Told Sold Volume	\$ 91,642,491	\$ 114,673,678	\$ 81,530,187	\$ 17,300,341	\$ 29,039,500	\$ 39,669,359	\$ 82,506,277	\$ 123,666,768	\$ 129,952,500	\$ 133,587,033	\$ 128,959,936
List / Sell Ratio	95.65%	94.88%	97.65%	96.32%	92.64%	88.85%	91.29%	93.09%	93.41%	93.53%	94.58%
Average Sales Price	\$165,420	\$170,392	\$199,829	\$192,226	\$188,568	\$175,528	\$132,647	\$131,421	\$129,564	\$137,861	\$149,432
Median Price					\$ 200,945	\$ 185,000	\$ 128,900	\$ 130,000	\$ 125,000	\$ 135,000	\$ 150,000
Average Days on Market	90	124	82	110	241	157	129	149	140	143	134
% Volume Compared to Previous Year	119.25%	125.13%	71.10%	21.22%	167.86%	136.60%	207.98%	149.89%	105.08%	102.80%	96.54%
% ASP Compared to Previous Year	109.99%	103.01%	117.28%	96.20%	98.10%	93.08%	75.57%	99.08%	98.59%	106.40%	108.39%

February Annual YTD Summary - Sales from \$250,000 - \$499,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	202	371	750	508	298	293	217	316	321	325	411
Total List Price	\$ 71,907,729	\$ 134,194,115	\$ 268,936,980	\$ 188,697,728	\$ 110,639,167	\$ 111,935,010	\$ 81,155,397	\$ 116,243,159	\$ 120,390,791	\$ 121,906,397	\$ 149,941,397
Told Sold Volume	\$ 68,432,880	\$ 128,616,387	\$ 260,743,175	\$ 182,759,610	\$ 103,300,262	\$ 101,942,557	\$ 73,077,951	\$ 107,060,401	\$ 111,039,331	\$ 112,661,057	\$ 141,288,421
List / Sell Ratio	95.17%	95.84%	96.95%	96.85%	93.37%	91.07%	90.05%	92.10%	92.23%	92.42%	94.23%
Average Sales Price	\$338,777	\$346,675	\$347,658	\$359,763	\$346,645	\$347,927	\$336,765	\$338,799	\$345,917	\$346,649	\$343,767
Median Price					\$ 335,000	\$ 335,000	\$ 322,000	\$ 329,500	\$ 330,000	\$ 340,000	\$ 330,000
Average Days on Market	125	160	94	104	150	180	189	198	178	184	168
% Volume Compared to Previous Year	212.37%	187.95%	202.73%	70.09%	56.52%	98.69%	71.69%	146.50%	103.72%	101.46%	125.41%
% ASP Compared to Previous Year	98.82%	102.33%	100.28%	103.48%	96.35%	100.37%	96.79%	100.60%	102.10%	100.21%	99.17%

February Annual YTD Summary - Sales from \$500,000 to 749,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	86	114	248	179	108	103	63	100	92	127	132
Total List Price	\$ 55,483,575	\$ 73,013,819	\$ 155,347,561	\$ 112,418,270	\$ 69,396,559	\$ 67,409,919	\$ 41,936,886	\$ 65,014,317	\$ 60,262,995	\$ 82,166,600	\$ 83,481,934
Told Sold Volume	\$ 52,816,025	\$ 69,195,553	\$ 150,599,582	\$ 108,429,729	\$ 64,546,620	\$ 61,482,022	\$ 37,938,900	\$ 59,131,550	\$ 55,067,300	\$ 75,943,000	\$ 78,914,855
List / Sell Ratio	95.19%	94.77%	96.94%	96.45%	93.01%	91.21%	90.47%	90.95%	91.38%	92.43%	94.53%
Average Sales Price	\$614,140	\$606,979	\$607,256	\$605,753	\$597,654	\$596,913	\$602,205	\$591,316	\$598,558	\$597,976	\$597,840
Median Price					\$ 585,000	\$ 580,000	\$ 590,000	\$ 585,000	\$ 591,000	\$ 580,000	\$ 585,000
Average Days on Market	132	202	151	115	177	184	179	259	187	188	195
% Volume Compared to Previous Year	138.01%	131.01%	217.64%	72.00%	59.53%	95.25%	61.71%	155.86%	93.13%	137.91%	103.91%
% ASP Compared to Previous Year	101.10%	98.83%	100.05%	99.75%	98.66%	99.88%	100.89%	98.19%	101.22%	99.90%	99.98%

2013 NA-BN-ES YTD Summary - Feb

February Annual YTD Summary - Sales from \$750,000 - \$999,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	39	67	133	101	54	39	26	39	46	38	57
Total List Price	\$ 36,180,200	\$ 60,658,800	\$ 118,694,264	\$ 88,595,448	\$ 49,453,964	\$ 37,689,488	\$ 26,214,588	\$ 37,592,900	\$ 44,908,995	\$ 35,706,280	\$ 52,914,517
Told Sold Volume	\$ 33,252,340	\$ 57,221,400	\$ 114,645,704	\$ 86,111,038	\$ 46,114,693	\$ 33,755,300	\$ 22,282,500	\$ 33,638,700	\$ 40,252,750	\$ 32,457,083	\$ 49,160,445
List / Sell Ratio	91.91%	94.33%	96.59%	97.20%	93.25%	89.56%	85.00%	89.48%	89.63%	90.90%	92.91%
Average Sales Price	\$852,624	\$854,051	\$861,998	\$852,585	\$853,976	\$865,521	\$857,019	\$862,531	\$875,060	\$854,134	\$862,464
Median Price					\$ 847,500	\$ 862,500	\$ 855,000	\$ 860,000	\$ 893,250	\$ 865,000	\$ 855,000
Average Days on Market	189	234	173	122	160	205	286	332	233	224	191
% Volume Compared to Previous Year	107.48%	172.08%	200.35%	75.11%	53.55%	73.20%	66.01%	150.96%	119.66%	80.63%	151.46%
% ASP Compared to Previous Year	99.21%	100.17%	100.93%	98.91%	100.16%	101.35%	99.02%	100.64%	101.45%	97.61%	100.98%

February Annual YTD Summary - All Sales \$1M +											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	83	110	233	154	139	128	60	79	91	94	107
Total List Price	\$ 184,855,694	\$ 275,154,900	\$ 527,844,009	\$ 382,376,565	\$ 337,060,455	\$ 309,053,608	\$ 150,801,389	\$ 213,494,999	\$ 231,674,480	\$ 202,777,037	\$ 225,939,601
Told Sold Volume	\$ 171,399,361	\$ 249,485,500	\$ 491,128,794	\$ 357,143,390	\$ 306,303,640	\$ 276,215,725	\$ 129,952,500	\$ 180,726,640	\$ 202,806,447	\$ 182,370,222	\$ 207,533,950
List / Sell Ratio	92.72%	90.67%	93.04%	93.40%	90.87%	89.37%	86.17%	84.65%	87.54%	89.94%	91.85%
Average Sales Price	\$2,065,053	\$2,268,050	\$2,107,849	\$2,319,113	\$2,203,623	\$2,157,935	\$2,165,875	\$2,287,679	\$2,228,642	\$1,940,109	\$1,939,570
Median Price					\$ 1,750,000	\$ 1,662,500	\$ 1,850,000	\$ 1,500,000	\$ 1,557,500	\$ 1,550,000	\$ 1,695,000
Average Days on Market	223	259	223	216	226	238	283	254	243	245	225
% Volume Compared to Previous Year	182.69%	145.56%	196.86%	72.72%	85.76%	90.18%	47.05%	139.07%	112.22%	89.92%	113.90%
% ASP Compared to Previous Year	112.25%	109.83%	92.94%	110.02%	95.02%	97.93%	100.37%	105.62%	97.42%	87.05%	99.97%

February Annual YTD Summary - Sales \$1M - \$2M											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	54	71	150	90	88	80	36	50	57	62	70
Total List Price	\$ 79,345,694	\$ 106,409,900	\$ 220,767,299	\$ 129,659,200	\$ 140,520,455	\$ 124,072,109	\$ 57,627,998	\$ 77,481,000	\$ 86,775,480	\$ 94,305,537	\$ 109,949,001
Told Sold Volume	\$ 73,711,861	\$ 98,095,500	\$ 206,494,737	\$ 122,401,760	\$ 126,578,870	\$ 109,858,500	\$ 49,975,000	\$ 66,981,900	\$ 75,716,447	\$ 84,514,308	\$ 100,441,301
List / Sell Ratio	92.90%	92.19%	93.54%	94.40%	90.08%	88.54%	86.72%	86.45%	87.26%	89.62%	91.35%
Average Sales Price	\$1,365,034	\$1,381,627	\$1,376,632	\$1,360,020	\$1,438,396	\$1,373,231	\$1,388,194	\$1,339,638	\$1,328,359	\$1,363,134	\$1,434,876
Median Price					\$ 1,379,060	\$ 1,288,000	\$ 1,332,500	\$ 1,325,000	\$ 1,289,092	\$ 1,262,500	\$ 1,410,000
Average Days on Market	232	254	205	160	203	230	266	228	222	229	224
% Volume Compared to Previous Year	138.12%	133.08%	210.50%	59.28%	103.41%	86.79%	45.49%	134.03%	113.04%	111.62%	118.85%
% ASP Compared to Previous Year	97.19%	101.22%	99.64%	98.79%	105.76%	95.47%	101.09%	96.50%	99.16%	102.62%	105.26%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	27	33	71	53	41	40	22	24	29	31	35
Total List Price	\$ 87,260,000	\$ 109,245,000	\$ 211,957,710	\$ 165,742,365	\$ 120,986,000	\$ 131,237,499	\$ 77,598,391	\$ 76,864,000	\$ 94,499,000	\$ 100,871,500	\$ 104,590,600
Told Sold Volume	\$ 80,562,500	\$ 100,040,000	\$ 196,765,695	\$ 151,917,115	\$ 112,309,302	\$ 118,832,225	\$ 67,187,500	\$ 67,694,740	\$ 84,050,000	\$ 90,255,914	\$ 96,757,649
List / Sell Ratio	92.32%	91.57%	92.83%	91.66%	92.83%	90.55%	86.58%	88.07%	88.94%	89.48%	92.51%
Average Sales Price	\$2,983,796	\$3,031,515	\$2,771,348	\$2,866,361	\$2,739,251	\$2,970,806	\$3,053,977	\$2,820,614	\$2,898,276	\$2,911,481	\$2,764,504
Median Price					\$ 2,500,000	\$ 2,897,500	\$ 2,970,000	\$ 2,412,500	\$ 2,600,000	\$ 2,737,500	\$ 2,500,000
Average Days on Market	220	255	254	294	269	246	325	299	293	286	230
% Volume Compared to Previous Year	302.50%	124.18%	196.69%	77.21%	73.93%	105.81%	56.54%	100.75%	124.16%	107.38%	107.20%
% ASP Compared to Previous Year	123.24%	101.60%	91.42%	103.43%	95.57%	108.45%	102.80%	92.36%	102.75%	100.46%	94.95%

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February Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	2	6	12	11	10	8	2	5	5	1	2
Total List Price	\$ 18,250,000	\$ 59,500,000	\$ 95,119,000	\$ 86,975,000	\$ 75,554,000	\$ 53,744,000	\$ 15,575,000	\$ 59,149,999	\$ 50,400,000	\$ 7,600,000	\$ 11,400,000
Told Sold Volume	\$ 17,125,000	\$ 51,350,000	\$ 87,868,362	\$ 82,824,515	\$ 67,415,468	\$ 47,525,000	\$ 12,790,000	\$ 46,050,000	\$ 43,040,000	\$ 7,600,000	\$ 10,335,000
List / Sell Ratio	93.84%	86.30%	92.38%	95.23%	89.23%	88.43%	82.12%	77.85%	85.40%	100.00%	90.66%
Average Sales Price	\$8,562,500	\$8,558,333	\$7,322,364	\$7,529,501	\$6,741,547	\$5,940,625	\$6,395,000	\$9,210,000	\$8,608,000	\$7,600,000	\$5,167,500
Median Price					\$ 6,300,000	\$ 5,475,000	\$ 6,395,000	\$ 6,050,000	\$ 7,950,000	\$ 6,600,000	\$ 5,167,500
Average Days on Market	35	334	59	308	253	290	129	295	197	0	172
% Volume Compared to Previous Year	123.87%	299.85%	171.12%	94.26%	81.40%	62.90%	26.91%	360.05%	93.46%	17.66%	135.99%
% ASP Compared to Previous Year	123.87%	99.95%	85.56%	102.83%	89.54%	88.12%	107.65%	144.02%	93.46%	88.29%	67.99%

February Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	964	1335	1772	1032	753	789	988	1475	1553	1553	1570
Total List Price	\$ 444,239,895	\$ 663,888,353	\$ 1,154,313,960	\$ 790,049,461	\$ 597,895,774	\$ 570,736,779	\$ 390,489,241	\$ 565,191,846	\$ 596,352,776	\$ 585,388,320	\$ 648,631,486
Told Sold Volume	\$ 417,543,097	\$ 619,192,518	\$ 1,098,647,442	\$ 751,744,108	\$ 549,304,715	\$ 513,064,963	\$ 345,758,128	\$ 504,224,059	\$ 539,118,328	\$ 537,018,395	\$ 605,857,607
List / Sell Ratio	93.99%	93.27%	95.18%	95.15%	91.87%	89.90%	88.54%	89.21%	90.40%	91.74%	93.41%
Average Sales Price	\$433,136	\$463,815	\$620,004	\$728,434	\$729,488	\$650,272	\$349,958	\$341,847	\$347,146	\$345,794	\$385,897
Median Price					\$ 399,000	\$ 385,000	\$ 190,000	\$ 184,500	\$ 172,000	\$ 199,000	\$ 226,500
Average Days on Market	117	158	122	125	187	185	159	177	160	163	156
% Volume Compared to Previous Year	153.45%	148.29%	177.43%	68.42%	73.07%	85.81%	67.39%	145.83%	106.92%	99.61%	112.82%
% ASP Compared to Previous Year	120.18%	107.08%	133.68%	117.49%	100.14%	89.14%	53.82%	97.68%	101.55%	99.61%	111.60%