

2013 NA-BN-ES YTD Summary - Apr

#Apr/A1

April Annual YTD Summary - Sales from \$0 = \$249,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	1353	1683	815	215	390	674	1614	2390	2560	2354	2140
Total List Price	\$ 235,720,973	\$ 302,369,543	\$ 166,921,639	\$ 43,437,753	\$ 80,729,782	\$ 132,745,828	\$ 229,657,091	\$ 346,880,563	\$ 363,708,792	\$ 354,241,773	\$ 343,344,566
Told Sold Volume	\$ 225,298,997	\$ 289,985,635	\$ 163,300,126	\$ 40,909,564	\$ 74,197,144	\$ 119,404,000	\$ 211,484,539	\$ 323,951,227	\$ 339,561,985	\$ 332,050,853	\$ 324,550,514
List / Sell Ratio	95.58%	95.90%	97.83%	94.18%	91.91%	89.95%	92.09%	93.39%	93.36%	93.74%	94.53%
Average Sales Price	\$166,518	\$172,303	\$200,368	\$190,277	\$190,249	\$177,157	\$131,031	\$135,544	\$132,641	\$141,058	\$151,659
Median Price					\$ 203,015	\$ 185,000	\$ 125,000	\$ 135,000	\$ 129,000	\$ 140,000	\$ 151,000
Average Days on Market	104	115	79	116	194	165	131	151	151	149	135
% Volume Compared to Previous Year	111.15%	128.71%	56.31%	25.05%	181.37%	160.93%	177.12%	153.18%	104.82%	97.79%	97.74%
% ASP Compared to Previous Year	108.44%	103.47%	116.29%	94.96%	99.99%	93.12%	73.96%	103.44%	97.86%	106.35%	107.52%

April Annual YTD Summary - Sales from \$250,000 - \$499,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	557	1058	1995	1120	761	745	531	839	844	905	1157
Total List Price	\$ 200,016,507	\$ 379,247,395	\$ 717,493,500	\$ 418,333,394	\$ 281,773,615	\$ 284,129,794	\$ 199,424,243	\$ 310,743,256	\$ 318,115,642	\$ 334,938,560	\$ 421,528,960
Told Sold Volume	\$ 191,112,220	\$ 363,976,444	\$ 700,586,847	\$ 403,325,880	\$ 263,258,874	\$ 258,846,817	\$ 180,250,670	\$ 286,284,197	\$ 293,484,635	\$ 311,307,898	\$ 399,317,947
List / Sell Ratio	95.55%	95.97%	97.64%	96.41%	93.43%	91.10%	90.39%	92.13%	92.26%	92.94%	94.73%
Average Sales Price	\$343,110	\$344,023	\$351,171	\$360,112	\$345,938	\$347,445	\$339,455	\$341,221	\$347,731	\$343,987	\$345,132
Median Price					\$ 333,750	\$ 335,000	\$ 328,000	\$ 330,000	\$ 335,000	\$ 332,553	\$ 335,000
Average Days on Market	145	147	91	104	162	184	183	188	188	180	160
% Volume Compared to Previous Year	225.16%	190.45%	192.48%	57.57%	65.27%	98.32%	69.64%	158.83%	102.52%	106.07%	128.27%
% ASP Compared to Previous Year	100.25%	100.27%	102.08%	102.55%	96.06%	100.44%	97.70%	100.52%	101.91%	98.92%	100.33%

April Annual YTD Summary - Sales from \$500,000 to 749,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	209	347	612	416	269	255	175	280	278	352	367
Total List Price	\$ 133,997,139	\$ 221,702,349	\$ 381,835,053	\$ 261,555,909	\$ 172,504,413	\$ 168,918,245	\$ 116,179,828	\$ 182,196,037	\$ 184,475,580	\$ 228,908,932	\$ 232,994,752
Told Sold Volume	\$ 127,716,739	\$ 210,228,500	\$ 371,266,326	\$ 250,873,529	\$ 160,576,340	\$ 152,989,342	\$ 104,203,743	\$ 166,062,618	\$ 168,468,445	\$ 211,931,315	\$ 219,955,732
List / Sell Ratio	95.31%	94.82%	97.23%	95.92%	93.09%	90.57%	89.69%	91.15%	91.32%	92.58%	94.40%
Average Sales Price	\$611,085	\$605,846	\$606,644	\$603,061	\$596,938	\$599,958	\$595,450	\$593,081	\$606,002	\$602,078	\$599,334
Median Price					\$ 589,750	\$ 597,000	\$ 585,000	\$ 580,000	\$ 599,950	\$ 595,000	\$ 595,000
Average Days on Market	172	191	139	118	186	196	206	228	211	207	182
% Volume Compared to Previous Year	118.36%	164.61%	176.60%	67.57%	64.01%	95.28%	68.11%	159.36%	101.45%	125.80%	103.79%
% ASP Compared to Previous Year	99.67%	99.14%	100.13%	99.41%	98.98%	100.51%	99.25%	99.60%	102.18%	99.35%	99.54%

2013 NA-BN-ES YTD Summary - Apr

April Annual YTD Summary - Sales from \$750,000 - \$999,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	100	174	337	217	148	100	61	112	120	133	158
Total List Price	\$ 93,619,600	\$ 157,350,701	\$ 299,116,914	\$ 193,670,743	\$ 136,155,238	\$ 95,585,587	\$ 59,824,685	\$ 105,813,290	\$ 114,085,234	\$ 123,864,601	\$ 145,984,731
Told Sold Volume	\$ 87,193,490	\$ 148,593,258	\$ 289,304,281	\$ 186,169,272	\$ 126,601,703	\$ 86,507,887	\$ 51,978,800	\$ 95,524,699	\$ 103,920,440	\$ 113,369,088	\$ 136,151,155
List / Sell Ratio	93.14%	94.43%	96.72%	96.13%	92.98%	90.50%	86.89%	90.28%	91.09%	91.53%	93.26%
Average Sales Price	\$871,935	\$853,984	\$858,470	\$857,923	\$855,417	\$865,079	\$852,111	\$852,899	\$866,004	\$852,399	\$861,716
Median Price					\$ 850,000	\$ 862,500	\$ 850,000	\$ 847,500	\$ 875,000	\$ 850,000	\$ 855,000
Average Days on Market	185	227	158	122	188	199	273	267	210	211	213
% Volume Compared to Previous Year	100.06%	170.42%	194.70%	64.35%	68.00%	68.33%	60.09%	183.78%	108.79%	109.09%	120.10%
% ASP Compared to Previous Year	102.07%	97.94%	100.53%	99.94%	99.71%	101.13%	98.50%	100.09%	101.54%	98.43%	101.09%

April Annual YTD Summary - All Sales \$1M +											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	162	326	567	374	343	263	155	249	277	278	322
Total List Price	\$ 386,179,694	\$ 774,451,562	\$ 1,207,610,594	\$ 875,672,864	\$ 812,771,248	\$ 635,863,560	\$ 427,589,739	\$ 629,043,872	\$ 662,215,536	\$ 599,127,988	\$ 734,747,944
Told Sold Volume	\$ 354,766,858	\$ 709,588,260	\$ 1,130,201,805	\$ 808,670,351	\$ 737,293,641	\$ 566,524,446	\$ 364,655,900	\$ 540,765,789	\$ 585,179,689	\$ 539,799,049	\$ 673,769,211
List / Sell Ratio	91.87%	91.62%	93.59%	92.35%	90.71%	89.10%	85.28%	85.97%	88.37%	90.10%	91.70%
Average Sales Price	\$2,189,919	\$2,176,651	\$1,993,301	\$2,162,220	\$2,149,544	\$2,154,085	\$2,352,619	\$2,171,750	\$2,112,562	\$1,941,723	\$2,092,451
Median Price					\$ 1,789,100	\$ 1,725,085	\$ 1,700,000	\$ 197,750	\$ 175,000	\$ 1,600,000	\$ 1,696,250
Average Days on Market	255	260	236	195	241	235	265	248	261	240	221
% Volume Compared to Previous Year	109.90%	200.02%	159.28%	71.55%	91.17%	76.84%	64.37%	148.29%	108.21%	92.25%	124.82%
% ASP Compared to Previous Year	111.94%	99.39%	91.58%	108.47%	99.41%	100.21%	109.22%	92.31%	97.27%	91.91%	107.76%

April Annual YTD Summary - Sales \$1M - \$2M											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	103	206	385	237	209	160	93	158	179	193	206
Total List Price	\$ 157,687,694	\$ 314,884,752	\$ 567,661,644	\$ 352,095,500	\$ 327,809,078	\$ 250,832,559	\$ 149,969,348	\$ 247,370,200	\$ 281,484,536	\$ 300,039,698	\$ 313,787,844
Told Sold Volume	\$ 143,508,558	\$ 287,016,850	\$ 534,999,898	\$ 327,385,349	\$ 296,127,773	\$ 222,924,659	\$ 128,129,400	\$ 215,425,049	\$ 247,819,946	\$ 270,399,620	\$ 289,403,363
List / Sell Ratio	91.01%	91.15%	94.25%	92.98%	90.34%	88.87%	85.44%	87.09%	88.04%	90.12%	92.23%
Average Sales Price	\$1,393,287	\$1,393,286	\$1,389,610	\$1,381,373	\$1,416,879	\$1,393,279	\$1,377,735	\$1,363,450	\$1,384,469	\$1,401,034	\$1,404,871
Median Price					\$ 1,350,000	\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,350,000	\$ 1,355,000	\$ 1,367,750
Average Days on Market	250	241	224	155	219	225	241	218	270	232	226
% Volume Compared to Previous Year	86.90%	200.00%	186.40%	61.19%	90.45%	75.28%	57.48%	168.13%	115.04%	109.11%	107.03%
% ASP Compared to Previous Year	102.92%	100.00%	99.74%	99.41%	102.57%	98.33%	98.88%	98.96%	101.54%	101.20%	100.27%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	52	102	163	118	115	89	52	79	88	77	102
Total List Price	\$ 172,492,000	\$ 312,174,150	\$ 493,464,950	\$ 378,827,364	\$ 350,028,170	\$ 284,557,001	\$ 187,895,391	\$ 255,983,673	\$ 292,436,000	\$ 243,713,290	\$ 317,870,100
Told Sold Volume	\$ 158,033,300	\$ 292,048,750	\$ 459,422,545	\$ 344,285,487	\$ 320,000,400	\$ 251,767,287	\$ 159,486,500	\$ 222,193,740	\$ 259,019,743	\$ 219,449,429	\$ 291,980,848
List / Sell Ratio	91.62%	93.55%	93.10%	90.88%	91.42%	88.48%	84.88%	86.80%	88.57%	90.04%	91.86%
Average Sales Price	\$3,039,102	\$2,863,223	\$2,818,543	\$2,917,674	\$2,782,612	\$2,828,846	\$3,067,048	\$2,812,579	\$2,943,406	\$2,849,993	\$2,862,557
Median Price				\$ 2,795,000	\$ 2,600,000	\$ 2,847,500	\$ 2,500,000	\$ 2,700,000	\$ 2,648,750	\$ 2,650,000	\$ 2,650,000
Average Days on Market	263	286	258	255	267	246	325	310	255	263	215
% Volume Compared to Previous Year	155.03%	184.80%	157.31%	74.94%	92.95%	78.68%	63.35%	139.32%	116.57%	84.72%	133.05%
% ASP Compared to Previous Year	107.33%	94.21%	98.44%	103.52%	95.37%	101.66%	108.42%	91.70%	104.65%	96.83%	100.44%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	7	18	19	19	19	14	10	12	10	8	14
Total List Price	\$ 56,000,000	\$ 147,392,660	\$ 146,484,000	\$ 144,750,000	\$ 134,934,000	\$ 100,474,000	\$ 89,725,000	\$ 125,689,999	\$ 88,295,000	\$ 55,375,000	\$ 103,090,000
Told Sold Volume	\$ 53,225,000	\$ 130,522,660	\$ 135,779,362	\$ 136,999,515	\$ 121,165,468	\$ 91,832,500	\$ 77,040,000	\$ 103,147,000	\$ 78,340,000	\$ 49,950,000	\$ 92,385,000
List / Sell Ratio	95.04%	88.55%	92.69%	94.65%	89.80%	91.40%	85.86%	82.06%	88.73%	90.20%	89.62%
Average Sales Price	\$7,603,571	\$7,251,259	\$7,146,282	\$7,210,501	\$6,377,130	\$6,559,464	\$7,704,000	\$8,595,583	\$7,834,000	\$6,243,750	\$6,598,929
Median Price				\$ 5,900,000	\$ 5,750,000	\$ 6,625,000	\$ 5,686,000	\$ 6,845,000	\$ 6,100,000	\$ 6,100,000	\$ 5,825,000
Average Days on Market	269	320	51	321	318	288	175	242	160	223	195
% Volume Compared to Previous Year	95.51%	245.23%	104.03%	100.90%	88.44%	68.06%	83.89%	133.89%	75.95%	63.76%	184.95%
% ASP Compared to Previous Year	95.51%	95.37%	98.55%	100.90%	88.44%	102.86%	117.45%	111.57%	91.14%	79.70%	105.69%

**April Annual YTD Summary - Overall Sales**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	2381	3588	4326	2342	1911	2037	2536	3870	4079	4022	4144
Total List Price	\$ 1,049,533,913	\$ 1,835,121,550	\$ 2,772,977,700	\$ 1,792,670,663	\$ 1,483,934,296	\$ 1,317,243,014	\$ 1,032,675,586	\$ 1,574,677,018	\$ 1,642,600,784	\$ 1,641,081,854	\$ 1,878,600,953
Told Sold Volume	\$ 986,088,304	\$ 1,722,372,097	\$ 2,654,659,385	\$ 1,689,948,596	\$ 1,361,927,702	\$ 1,184,272,492	\$ 912,573,652	\$ 1,412,588,530	\$ 1,490,615,194	\$ 1,508,458,203	\$ 1,753,744,559
List / Sell Ratio	93.95%	93.86%	95.73%	94.27%	91.78%	89.91%	88.37%	89.71%	90.75%	91.92%	93.35%
Average Sales Price	\$414,149	\$480,037	\$613,652	\$721,584	\$712,678	\$581,381	\$359,848	\$365,010	\$365,436	\$375,052	\$423,201
Median Price				\$ 395,000	\$ 302,500	\$ 190,000	\$ 190,000	\$ 197,750	\$ 175,000	\$ 210,000	\$ 255,000
Average Days on Market	133	150	120	124	188	187	159	175	172	169	156
% Volume Compared to Previous Year	122.43%	174.67%	154.13%	63.66%	80.59%	79.81%	77.06%	154.79%	105.52%	101.20%	116.26%
% ASP Compared to Previous Year	103.40%	115.91%	127.83%	117.59%	98.77%	81.58%	61.90%	101.43%	100.12%	102.63%	112.84%