

## 2013 NA-BN-ES YTD Summary - May

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	1717	2138	975	292	517	910	2190	3020	3186	3048	2860
Total List Price	\$ 300,228,186	\$ 387,100,272	\$ 201,153,663	\$ 58,525,343	\$ 107,380,969	\$ 180,593,888	\$ 309,074,284	\$ 438,747,490	\$ 455,358,274	\$ 462,626,265	\$ 458,994,764
Told Sold Volume	\$ 286,294,054	\$ 372,309,750	\$ 196,527,921	\$ 55,125,979	\$ 98,292,294	\$ 162,231,550	\$ 284,854,419	\$ 410,367,726	\$ 425,346,816	\$ 434,537,103	\$ 434,656,086
List / Sell Ratio	95.36%	96.18%	97.70%	94.19%	91.54%	89.83%	92.16%	93.53%	93.41%	93.93%	94.70%
Average Sales Price	\$166,741	\$174,139	\$201,567	\$188,788	\$190,120	\$178,276	\$130,071	\$135,883	\$133,505	\$142,565	\$151,978
Median Price					\$ 201,350	\$ 187,500	\$ 125,000	\$ 135,000	\$ 130,000	\$ 140,000	\$ 152,000
Average Days on Market	101	117	79	118	184	167	128	147	151	152	136
% Volume Compared to Previous Year	107.61%	130.04%	52.79%	28.05%	178.30%	165.05%	175.59%	144.06%	103.65%	102.16%	100.03%
% ASP Compared to Previous Year	107.80%	104.44%	115.75%	93.66%	100.71%	93.77%	72.96%	104.47%	98.25%	106.79%	106.60%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	764	1346	2578	1397	1001	1009	710	1043	1106	1199	1514
Total List Price	\$ 273,800,860	\$ 484,820,591	\$ 929,741,596	\$ 521,866,186	\$ 370,041,202	\$ 384,436,388	\$ 267,278,286	\$ 388,312,536	\$ 416,906,697	\$ 441,844,246	\$ 554,296,939
Told Sold Volume	\$ 261,169,334	\$ 465,494,367	\$ 908,185,630	\$ 501,824,450	\$ 345,219,079	\$ 349,946,000	\$ 242,085,933	\$ 357,102,842	\$ 384,068,608	\$ 411,025,067	\$ 524,786,121
List / Sell Ratio	95.39%	96.01%	97.68%	96.16%	93.29%	91.03%	90.57%	91.96%	92.12%	93.02%	94.68%
Average Sales Price	\$341,845	\$345,835	\$352,283	\$359,216	\$344,874	\$346,825	\$340,966	\$342,380	\$347,259	\$342,807	\$346,622
Median Price					\$ 330,000	\$ 335,000	\$ 329,900	\$ 330,000	\$ 335,500	\$ 330,000	\$ 335,000
Average Days on Market	137	147	89	106	168	189	187	185	188	180	159
% Volume Compared to Previous Year	228.26%	178.23%	195.10%	55.26%	68.79%	101.37%	69.18%	147.51%	107.55%	107.02%	127.68%
% ASP Compared to Previous Year	99.49%	101.17%	101.86%	101.97%	96.01%	100.57%	98.31%	100.41%	101.42%	98.72%	101.11%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	253	462	818	537	375	328	235	345	351	447	497
Total List Price	\$ 162,795,039	\$ 296,799,625	\$ 511,684,872	\$ 338,683,158	\$ 241,067,785	\$ 218,872,720	\$ 155,568,483	\$ 224,709,236	\$ 231,940,036	\$ 289,370,581	\$ 316,123,966
Told Sold Volume	\$ 154,233,739	\$ 281,984,294	\$ 497,294,175	\$ 323,489,792	\$ 224,218,515	\$ 197,575,442	\$ 140,207,543	\$ 204,800,569	\$ 211,868,355	\$ 268,756,771	\$ 298,859,882
List / Sell Ratio	94.74%	95.01%	97.19%	95.51%	93.01%	90.27%	90.13%	91.14%	91.35%	92.88%	94.54%
Average Sales Price	\$609,620	\$610,356	\$607,939	\$602,402	\$597,916	\$602,364	\$596,628	\$593,625	\$603,614	\$601,246	\$601,328
Median Price					\$ 585,000	\$ 600,000	\$ 585,000	\$ 582,250	\$ 599,000	\$ 595,000	\$ 595,000
Average Days on Market	169	190	132	118	183	200	197	228	216	203	184
% Volume Compared to Previous Year	104.85%	182.83%	176.36%	65.05%	69.31%	88.12%	70.96%	146.07%	103.45%	126.85%	111.20%
% ASP Compared to Previous Year	99.47%	100.12%	99.60%	99.09%	99.26%	100.74%	99.05%	99.50%	101.68%	99.61%	100.01%

2013 NA-BN-ES YTD Summary - May

May Annual YTD Summary - Sales from \$750,000 - \$999,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	122	225	429	264	193	140	84	144	165	189	225
Total List Price	\$ 113,989,215	\$ 202,587,901	\$ 381,350,335	\$ 235,925,643	\$ 177,589,686	\$ 134,453,829	\$ 81,491,285	\$ 137,220,690	\$ 156,665,224	\$ 177,454,395	\$ 209,233,956
Told Sold Volume	\$ 106,124,560	\$ 192,245,358	\$ 368,674,681	\$ 226,454,579	\$ 165,067,198	\$ 120,991,387	\$ 71,230,050	\$ 123,549,482	\$ 142,698,140	\$ 162,633,833	\$ 194,788,655
List / Sell Ratio	93.10%	94.89%	96.68%	95.99%	92.95%	89.99%	87.41%	90.04%	91.08%	91.65%	93.10%
Average Sales Price	\$869,873	\$854,424	\$859,382	\$857,782	\$855,270	\$864,224	\$847,977	\$857,983	\$864,837	\$860,496	\$865,727
Median Price					\$ 850,000	\$ 862,250	\$ 850,000	\$ 855,000	\$ 864,000	\$ 852,500	\$ 855,000
Average Days on Market	180	226	153	129	187	203	245	263	210	224	206
% Volume Compared to Previous Year	99.16%	181.15%	191.77%	61.42%	72.89%	73.30%	58.87%	173.45%	115.50%	113.97%	119.77%
% ASP Compared to Previous Year	102.41%	98.22%	100.58%	99.81%	99.71%	101.05%	98.12%	101.18%	100.80%	99.50%	100.61%

May Annual YTD Summary - All Sales \$1M +											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	212	415	735	474	428	345	211	333	375	402	466
Total List Price	\$ 482,707,069	\$ 958,834,450	\$ 1,542,459,593	\$ 1,099,562,104	\$ 1,006,270,628	\$ 814,290,860	\$ 562,125,639	\$ 816,764,372	\$ 902,977,036	\$ 900,673,576	\$ 1,071,597,143
Told Sold Volume	\$ 445,015,333	\$ 880,118,260	\$ 1,447,266,765	\$ 1,015,476,406	\$ 913,705,316	\$ 727,640,946	\$ 477,555,400	\$ 709,360,100	\$ 802,310,239	\$ 808,677,429	\$ 987,795,397
List / Sell Ratio	92.19%	91.79%	93.83%	92.35%	90.80%	89.36%	84.96%	86.85%	88.85%	89.79%	92.18%
Average Sales Price	\$2,099,129	\$2,120,767	\$1,969,070	\$2,142,355	\$2,134,826	\$2,109,104	\$2,263,296	\$2,130,211	\$2,139,494	\$2,011,635	\$2,119,733
Median Price					\$ 1,777,500	\$ 1,730,000	\$ 1,675,000	\$ 195,000	\$ 190,000	\$ 1,600,000	\$ 1,610,000
Average Days on Market	236	254	228	190	235	225	269	254	253	252	220
% Volume Compared to Previous Year	99.60%	197.77%	164.44%	70.17%	89.98%	79.64%	65.63%	148.54%	113.10%	100.79%	122.15%
% ASP Compared to Previous Year	107.59%	101.03%	92.85%	108.80%	99.65%	98.80%	107.31%	94.12%	100.44%	94.02%	105.37%

May Annual YTD Summary - Sales \$1M - \$2M											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	137	268	504	300	264	213	131	213	240	269	309
Total List Price	\$ 206,921,169	\$ 409,499,752	\$ 743,498,643	\$ 446,258,740	\$ 411,079,558	\$ 332,891,859	\$ 209,127,248	\$ 334,199,200	\$ 374,125,036	\$ 418,296,286	\$ 468,240,043
Told Sold Volume	\$ 188,163,533	\$ 374,423,850	\$ 701,354,858	\$ 413,766,514	\$ 372,393,674	\$ 297,667,159	\$ 180,608,900	\$ 291,213,549	\$ 332,776,246	\$ 376,826,000	\$ 431,482,963
List / Sell Ratio	90.93%	91.43%	94.33%	92.72%	90.59%	89.42%	86.36%	87.14%	88.95%	90.09%	92.15%
Average Sales Price	\$1,373,456	\$1,397,104	\$1,391,577	\$1,379,222	\$1,410,582	\$1,397,498	\$1,378,694	\$1,367,200	\$1,386,568	\$1,400,840	\$1,396,385
Median Price					\$ 1,336,500	\$ 1,325,000	\$ 1,350,000	\$ 1,325,000	\$ 1,350,000	\$ 1,330,000	\$ 1,375,000
Average Days on Market	232	236	214	154	211	215	250	232	254	240	227
% Volume Compared to Previous Year	85.15%	198.99%	187.32%	59.00%	90.00%	79.93%	60.67%	161.24%	114.27%	113.24%	114.50%
% ASP Compared to Previous Year	101.94%	101.72%	99.60%	99.11%	102.27%	99.07%	98.65%	99.17%	101.42%	101.03%	99.68%

2013 NA-BN-ES YTD Summary - May

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	68	127	209	153	141	116	69	105	119	121	133
Total List Price	\$ 219,785,900	\$ 389,997,038	\$ 634,891,950	\$ 491,678,364	\$ 430,967,070	\$ 366,980,001	\$ 251,323,391	\$ 339,530,173	\$ 390,942,000	\$ 385,277,290	\$ 410,672,100
Told Sold Volume	\$ 203,626,800	\$ 364,121,750	\$ 592,937,545	\$ 448,230,377	\$ 392,946,174	\$ 326,391,287	\$ 212,706,500	\$ 298,799,551	\$ 345,878,993	\$ 347,501,429	\$ 378,837,434
List / Sell Ratio	92.65%	93.37%	93.39%	91.16%	91.18%	88.94%	84.63%	88.00%	88.47%	90.20%	92.25%
Average Sales Price	\$2,994,512	\$2,867,100	\$2,837,022	\$2,929,610	\$2,786,852	\$2,813,718	\$3,082,703	\$2,845,710	\$2,906,546	\$2,871,913	\$2,848,402
Median Price					\$ 2,675,000	\$ 2,600,000	\$ 2,895,000	\$ 2,610,000	\$ 2,700,000	\$ 2,700,000	\$ 2,650,000
Average Days on Market	243	284	257	245	271	233	320	291	260	270	207
% Volume Compared to Previous Year	132.97%	178.82%	162.84%	75.59%	87.67%	83.06%	65.17%	140.48%	115.76%	100.47%	109.02%
% ASP Compared to Previous Year	107.55%	95.75%	98.95%	103.26%	95.13%	100.96%	109.56%	92.31%	102.14%	98.81%	99.18%

May Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	7	20	22	21	23	16	11	15	16	12	24
Total List Price	\$ 56,000,000	\$ 159,337,660	\$ 164,069,000	\$ 161,625,000	\$ 164,224,000	\$ 114,419,000	\$ 101,675,000	\$ 143,034,999	\$ 137,910,000	\$ 97,100,000	\$ 192,685,000
Told Sold Volume	\$ 53,225,000	\$ 141,572,660	\$ 152,974,362	\$ 153,479,515	\$ 148,365,468	\$ 103,582,500	\$ 84,240,000	\$ 119,347,000	\$ 123,655,000	\$ 84,350,000	\$ 177,475,000
List / Sell Ratio	95.04%	88.85%	93.24%	94.96%	90.34%	90.53%	82.85%	83.44%	89.66%	86.87%	92.11%
Average Sales Price	\$7,603,571	\$7,078,633	\$6,953,380	\$7,308,548	\$6,450,673	\$6,473,906	\$7,658,182	\$7,956,467	\$7,728,438	\$7,029,167	\$7,394,792
Median Price					\$ 5,900,000	\$ 6,000,000	\$ 6,750,000	\$ 5,500,000	\$ 6,845,000	\$ 6,600,000	\$ 6,550,000
Average Days on Market	269	307	39	307	291	285	166	303	187	327	206
% Volume Compared to Previous Year	73.21%	265.99%	108.05%	100.33%	96.67%	63.07%	81.33%	141.67%	103.61%	68.21%	210.40%
% ASP Compared to Previous Year	104.59%	93.10%	98.23%	105.11%	88.26%	100.36%	118.29%	103.89%	97.13%	90.95%	105.20%

May Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	3068	4586	5535	2964	2514	2732	3430	4885	5183	5285	5562
Total List Price	\$ 1,333,520,369	\$ 2,330,142,839	\$ 3,566,390,059	\$ 2,254,562,434	\$ 1,902,350,270	\$ 1,732,647,685	\$ 1,375,537,977	\$ 2,005,754,324	\$ 2,163,847,267	\$ 2,271,969,063	\$ 2,610,246,768
Told Sold Volume	\$ 1,252,837,020	\$ 2,192,152,029	\$ 3,417,949,172	\$ 2,122,371,206	\$ 1,746,502,402	\$ 1,558,385,325	\$ 1,215,933,345	\$ 1,805,180,719	\$ 1,966,292,158	\$ 2,085,630,203	\$ 2,440,886,141
List / Sell Ratio	93.95%	94.08%	95.84%	94.14%	91.81%	89.94%	88.40%	90.00%	90.87%	91.80%	93.51%
Average Sales Price	\$408,356	\$478,010	\$617,516	\$716,050	\$694,711	\$570,419	\$354,500	\$369,535	\$379,373	\$394,632	\$438,850
Median Price					\$ 389,000	\$ 325,000	\$ 186,000	\$ 195,000	\$ 190,000	\$ 215,000	\$ 242,000
Average Days on Market	128	151	117	125	186	188	157	172	173	173	156
% Volume Compared to Previous Year	115.85%	174.98%	155.92%	62.09%	82.29%	81.92%	78.03%	148.46%	108.92%	106.07%	117.03%
% ASP Compared to Previous Year	99.99%	117.06%	129.18%	115.96%	97.02%	82.11%	62.15%	104.24%	102.66%	104.02%	111.20%