

2013 NA-BN-ES YTD Summary, Jul

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	2470	2935	1183	408	698	1347	3297	4048	4225	4116	3924
Total List Price	\$ 432,072,423	\$ 539,522,258	\$ 244,372,046	\$ 82,471,544	\$ 145,291,149	\$ 262,602,030	\$ 462,118,790	\$ 584,271,593	\$ 602,871,032	\$ 622,498,486	\$ 632,293,713
Told Sold Volume	\$ 413,325,633	\$ 519,590,166	\$ 238,448,766	\$ 77,473,130	\$ 133,095,614	\$ 236,888,415	\$ 428,229,007	\$ 547,385,798	\$ 562,757,737	\$ 585,662,280	\$ 600,369,500
List / Sell Ratio	95.66%	96.31%	97.58%	93.94%	91.61%	90.21%	92.67%	93.69%	93.35%	94.08%	94.95%
Average Sales Price	\$167,338	\$177,032	\$201,563	\$189,885	\$190,681	\$175,864	\$129,884	\$135,224	\$133,197	\$142,289	\$152,999
Median Price					\$ 200,945	\$ 185,000	\$ 125,000	\$ 133,000	\$ 130,000	\$ 140,000	\$ 154,000
Average Days on Market	103	114	80	118	178	162	129	145	153	151	136
% Volume Compared to Previous Year	109.63%	125.71%	45.89%	32.49%	171.80%	177.98%	180.77%	127.83%	102.81%	104.07%	102.51%
% ASP Compared to Previous Year	107.28%	105.79%	113.86%	94.21%	100.42%	92.23%	73.86%	104.11%	98.50%	106.83%	107.53%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	1141	2084	3666	1882	1399	1382	1100	1427	1537	1662	2151
Total List Price	\$ 408,756,713	\$ 748,080,423	\$ 1,327,337,299	\$ 704,603,790	\$ 517,859,433	\$ 523,939,000	\$ 413,995,468	\$ 533,519,447	\$ 579,404,874	\$ 613,588,707	\$ 783,582,730
Told Sold Volume	\$ 390,272,048	\$ 719,689,053	\$ 1,298,027,576	\$ 676,113,010	\$ 482,303,135	\$ 477,766,484	\$ 375,650,568	\$ 491,271,940	\$ 535,196,679	\$ 570,455,962	\$ 742,844,649
List / Sell Ratio	95.48%	96.20%	97.79%	95.96%	93.13%	91.19%	90.74%	92.08%	92.37%	92.97%	94.80%
Average Sales Price	\$342,044	\$345,340	\$354,072	\$359,252	\$344,748	\$345,707	\$341,501	\$344,269	\$348,209	\$343,235	\$345,349
Median Price					\$ 330,000	\$ 332,000	\$ 330,000	\$ 335,000	\$ 339,950	\$ 330,000	\$ 335,000
Average Days on Market	136	144	87	112	168	187	188	187	189	183	158
% Volume Compared to Previous Year	246.64%	184.41%	180.36%	52.09%	71.33%	99.06%	78.63%	130.78%	108.94%	106.59%	130.22%
% ASP Compared to Previous Year	99.22%	100.96%	102.53%	101.46%	95.96%	100.28%	98.78%	100.81%	101.14%	98.57%	100.62%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	354	684	1202	687	502	471	350	475	493	592	701
Total List Price	\$ 228,274,751	\$ 436,490,067	\$ 747,593,045	\$ 434,468,906	\$ 322,673,598	\$ 313,535,089	\$ 232,846,866	\$ 311,719,529	\$ 324,386,647	\$ 383,083,168	\$ 445,779,814
Told Sold Volume	\$ 215,908,325	\$ 417,073,491	\$ 727,627,947	\$ 413,761,680	\$ 300,418,356	\$ 283,396,842	\$ 209,884,116	\$ 284,444,937	\$ 297,688,695	\$ 355,718,307	\$ 421,716,923
List / Sell Ratio	94.58%	95.55%	97.33%	95.23%	93.10%	90.39%	90.14%	91.25%	91.77%	92.86%	94.60%
Average Sales Price	\$609,911	\$609,757	\$605,348	\$602,273	\$598,443	\$601,692	\$599,669	\$598,831	\$603,831	\$600,876	\$601,593
Median Price					\$ 585,000	\$ 595,000	\$ 587,000	\$ 590,000	\$ 595,000	\$ 595,000	\$ 595,000
Average Days on Market	173	188	126	123	178	208	199	231	217	196	185
% Volume Compared to Previous Year	101.78%	193.17%	174.46%	56.86%	72.61%	94.33%	74.06%	135.52%	104.66%	119.49%	118.55%
% ASP Compared to Previous Year	100.63%	99.97%	99.28%	99.49%	99.36%	100.54%	99.66%	99.86%	100.83%	99.51%	100.12%

2013 NA-BN-ES YTD Summary, Jul

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	175	335	601	333	247	196	134	200	222	252	307
Total List Price	\$ 164,192,455	\$ 300,692,044	\$ 533,786,215	\$ 296,490,602	\$ 227,722,069	\$ 189,271,713	\$ 130,527,684	\$ 189,411,290	\$ 210,717,864	\$ 236,582,696	\$ 284,485,849
Told Sold Volume	\$ 151,336,060	\$ 286,014,968	\$ 516,380,021	\$ 284,064,170	\$ 210,142,595	\$ 168,653,386	\$ 113,874,938	\$ 170,709,357	\$ 191,594,915	\$ 216,896,405	\$ 265,164,646
List / Sell Ratio	92.17%	95.12%	96.74%	95.81%	92.28%	89.11%	87.24%	90.13%	90.92%	91.68%	93.21%
Average Sales Price	\$864,777	\$853,776	\$859,201	\$853,046	\$850,780	\$860,476	\$849,813	\$853,547	\$863,040	\$860,700	\$863,728
Median Price					\$ 849,000	\$ 851,000	\$ 850,000	\$ 850,000	\$ 860,500	\$ 850,000	\$ 855,000
Average Days on Market	183	216	147	134	187	215	255	263	205	223	209
% Volume Compared to Previous Year	104.32%	188.99%	180.54%	55.01%	73.98%	80.26%	67.52%	149.91%	112.23%	113.21%	122.25%
% ASP Compared to Previous Year	101.34%	98.73%	100.64%	99.28%	99.73%	101.14%	98.76%	100.44%	101.11%	99.73%	100.35%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	290	575	1007	609	578	464	301	457	512	530	648
Total List Price	\$ 659,853,069	\$ 1,327,260,526	\$ 2,171,388,993	\$ 1,406,845,641	\$ 1,418,285,686	\$ 1,117,501,100	\$ 798,471,338	\$ 1,167,923,270	\$ 1,222,611,895	\$ 1,181,104,876	\$ 1,494,023,217
Told Sold Volume	\$ 604,400,620	\$ 1,216,367,637	\$ 2,039,375,893	\$ 1,293,077,746	\$ 1,282,996,776	\$ 997,722,096	\$ 681,603,800	\$ 1,022,147,100	\$ 1,081,677,517	\$ 1,061,068,841	\$ 1,380,043,352
List / Sell Ratio	91.60%	91.64%	93.92%	91.91%	90.46%	89.28%	85.36%	87.52%	88.47%	89.84%	92.37%
Average Sales Price	\$2,084,140	\$2,115,422	\$2,025,199	\$2,123,280	\$2,219,718	\$2,150,263	\$2,264,464	\$2,236,646	\$2,112,651	\$2,002,017	\$2,129,697
Median Price					\$ 1,763,750	\$ 1,750,000	\$ 1,687,500	\$ 195,000	\$ 195,000	\$ 1,600,000	\$ 1,600,000
Average Days on Market	243	261	227	194	243	239	274	261	257	259	219
% Volume Compared to Previous Year	97.03%	201.25%	167.66%	63.41%	99.22%	77.76%	68.32%	149.96%	105.82%	98.09%	130.06%
% ASP Compared to Previous Year	109.07%	101.50%	95.74%	104.84%	104.54%	96.87%	105.31%	98.77%	94.46%	94.76%	106.38%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	188	373	675	392	352	284	185	290	331	361	424
Total List Price	\$ 283,493,169	\$ 564,952,828	\$ 989,470,143	\$ 586,678,277	\$ 548,577,817	\$ 451,139,249	\$ 296,405,947	\$ 451,566,098	\$ 509,087,896	\$ 554,299,586	\$ 637,505,118
Told Sold Volume	\$ 257,160,486	\$ 519,376,727	\$ 934,029,558	\$ 543,057,854	\$ 496,109,009	\$ 400,210,809	\$ 255,882,300	\$ 393,655,049	\$ 454,521,024	\$ 501,435,912	\$ 587,740,761
List / Sell Ratio	90.71%	91.93%	94.40%	92.56%	90.44%	88.71%	86.33%	87.18%	89.28%	90.46%	92.19%
Average Sales Price	\$1,367,875	\$1,392,431	\$1,383,747	\$1,385,352	\$1,409,401	\$1,409,193	\$1,383,148	\$1,357,431	\$1,373,175	\$1,389,019	\$1,386,181
Median Price					\$ 1,336,500	\$ 1,350,000	\$ 1,350,000	\$ 1,300,000	\$ 1,300,000	\$ 1,340,000	\$ 1,347,025
Average Days on Market	235	239	209	165	221	230	252	242	258	242	222
% Volume Compared to Previous Year	81.13%	201.97%	179.84%	58.14%	91.35%	80.67%	63.94%	153.84%	115.46%	110.32%	117.21%
% ASP Compared to Previous Year	100.98%	101.80%	99.38%	100.12%	101.74%	99.99%	98.15%	98.14%	101.16%	101.15%	99.80%

2013 NA-BN-ES YTD Summary, Jul

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	92	174	300	192	189	154	100	142	161	152	192
Total List Price	\$ 302,569,900	\$ 542,695,038	\$ 911,104,850	\$ 624,952,364	\$ 583,459,869	\$ 488,879,851	\$ 357,550,391	\$ 465,683,173	\$ 532,868,999	\$ 490,416,290	\$ 608,618,099
Told Sold Volume	\$ 277,165,134	\$ 501,943,250	\$ 851,696,973	\$ 570,840,377	\$ 529,388,299	\$ 435,553,787	\$ 303,631,500	\$ 412,045,051	\$ 468,676,493	\$ 439,537,929	\$ 564,602,591
List / Sell Ratio	91.60%	92.49%	93.48%	91.34%	90.73%	89.09%	84.92%	88.48%	87.95%	89.63%	92.77%
Average Sales Price	\$3,012,665	\$2,884,731	\$2,838,990	\$2,973,127	\$2,800,996	\$2,828,271	\$3,036,315	\$2,901,726	\$2,911,034	\$2,891,697	\$2,940,638
Median Price					\$ 2,675,000	\$ 2,625,000	\$ 2,872,500	\$ 2,617,500	\$ 2,700,000	\$ 2,700,000	\$ 2,712,500
Average Days on Market	255	302	259	242	280	245	324	285	262	290	213
% Volume Compared to Previous Year	121.62%	181.10%	169.68%	67.02%	92.74%	82.27%	69.71%	135.71%	113.74%	93.78%	128.45%
% ASP Compared to Previous Year	105.75%	95.75%	98.41%	104.72%	94.21%	100.97%	107.36%	95.57%	100.32%	99.34%	101.69%

July Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	10	28	32	25	37	26	16	25	20	17	32
Total List Price	\$ 73,790,000	\$ 219,612,660	\$ 270,814,000	\$ 195,215,000	\$ 286,248,000	\$ 177,482,000	\$ 144,515,000	\$ 250,673,999	\$ 180,655,000	\$ 136,389,000	\$ 247,900,000
Told Sold Volume	\$ 70,075,000	\$ 195,047,660	\$ 253,649,362	\$ 179,179,515	\$ 257,499,468	\$ 161,957,500	\$ 122,090,000	\$ 216,447,000	\$ 158,480,000	\$ 120,095,000	\$ 227,700,000
List / Sell Ratio	94.97%	88.81%	93.66%	91.79%	89.96%	91.25%	84.48%	86.35%	87.73%	88.05%	91.85%
Average Sales Price	\$7,007,500	\$6,965,988	\$7,926,543	\$7,167,181	\$6,959,445	\$6,229,135	\$7,630,625	\$8,657,880	\$7,924,000	\$7,064,412	\$7,115,625
Median Price					\$ 6,000,000	\$ 5,950,000	\$ 6,625,000	\$ 7,000,000	\$ 6,690,000	\$ 6,300,000	\$ 6,175,000
Average Days on Market	280	302	49	286	263	295	210	343	202	350	216
% Volume Compared to Previous Year	82.70%	278.34%	130.04%	70.64%	143.71%	56.58%	75.38%	177.28%	73.22%	75.78%	189.60%
% ASP Compared to Previous Year	99.24%	99.41%	113.79%	90.42%	97.10%	89.51%	122.50%	113.46%	91.52%	89.15%	100.72%

July Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	4430	6613	7659	3919	3424	3860	5182	6607	6989	7152	7731
Total List Price	\$ 1,893,149,411	\$ 3,352,045,318	\$ 5,024,477,598	\$ 2,924,880,483	\$ 2,631,831,935	\$ 2,406,848,932	\$ 2,037,960,146	\$ 2,786,845,129	\$ 2,939,992,312	\$ 3,036,857,933	\$ 3,640,165,323
Told Sold Volume	\$ 1,775,242,686	\$ 3,158,735,315	\$ 4,819,860,203	\$ 2,744,489,736	\$ 2,408,956,476	\$ 2,164,427,223	\$ 1,809,242,429	\$ 2,515,959,132	\$ 2,668,915,543	\$ 2,789,801,795	\$ 3,410,139,070
List / Sell Ratio	93.77%	94.23%	95.93%	93.83%	91.53%	89.93%	88.78%	90.28%	90.78%	91.86%	93.68%
Average Sales Price	\$400,732	\$477,655	\$629,307	\$700,304	\$703,550	\$560,732	\$349,140	\$380,802	\$381,874	\$390,073	\$441,099
Median Price					\$ 385,000	\$ 320,000	\$ 180,000	\$ 195,000	\$ 195,000	\$ 215,000	\$ 245,000
Average Days on Market	129	149	115	129	186	188	158	172	175	173	156
% Volume Compared to Previous Year	116.63%	177.93%	152.59%	56.94%	87.77%	82.24%	83.59%	139.06%	106.08%	104.53%	122.24%
% ASP Compared to Previous Year	97.99%	119.20%	131.75%	111.28%	100.46%	79.70%	62.26%	109.07%	100.28%	102.15%	113.08%