

2013 NA-BN-ES YTD Summary - Aug

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	2786	3246	1274	464	785	1603	3784	4548	4747	4639	4533
Total List Price	\$ 488,507,905	\$ 597,761,500	\$ 263,824,773	\$ 93,884,443	\$ 163,147,794	\$ 307,843,013	\$ 529,928,322	\$ 651,583,328	\$ 676,197,260	\$ 702,054,911	\$ 734,054,982
Totd Sold Volume	\$ 467,670,174	\$ 576,504,267	\$ 257,434,554	\$ 88,213,195	\$ 149,501,764	\$ 278,414,998	\$ 491,804,599	\$ 610,876,986	\$ 631,904,706	\$ 660,477,724	\$ 697,491,026
List / Sell Ratio	95.73%	96.44%	97.58%	93.96%	91.64%	90.44%	92.81%	93.75%	93.45%	94.08%	95.02%
Average Sales Price	\$167,864	\$177,605	\$202,068	\$190,115	\$190,448	\$173,684	\$129,970	\$134,318	\$133,117	\$142,375	\$153,870
Median Price					\$ 200,698	\$ 180,000	\$ 125,000	\$ 132,000	\$ 130,000	\$ 139,900	\$ 155,000
Average Days on Market	105	112	81	118	178	159	129	145	154	150	135
% Volume Compared to Previous Year	108.29%	123.27%	44.65%	34.27%	169.48%	186.23%	176.64%	124.21%	103.44%	104.52%	105.60%
% ASP Compared to Previous Year	107.09%	105.80%	113.77%	94.08%	100.18%	91.20%	74.83%	103.35%	99.11%	106.96%	108.07%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	1293	2378	4144	2093	1568	1514	1249	1558	1714	1853	2456
Total List Price	\$ 461,117,161	\$ 853,249,335	\$ 1,503,220,667	\$ 783,329,555	\$ 583,021,629	\$ 572,767,857	\$ 470,060,084	\$ 581,350,622	\$ 645,247,913	\$ 682,391,713	\$ 893,157,416
Totd Sold Volume	\$ 440,451,584	\$ 821,240,525	\$ 1,469,983,589	\$ 751,163,166	\$ 542,498,453	\$ 522,738,433	\$ 426,912,863	\$ 535,449,340	\$ 595,850,902	\$ 635,013,209	\$ 847,036,236
List / Sell Ratio	95.52%	96.25%	97.79%	95.89%	93.05%	91.27%	90.82%	92.10%	92.34%	93.06%	94.84%
Average Sales Price	\$340,643	\$345,349	\$354,726	\$358,893	\$345,981	\$345,270	\$341,804	\$343,677	\$347,638	\$342,695	\$344,884
Median Price					\$ 331,000	\$ 330,000	\$ 330,000	\$ 335,000	\$ 335,250	\$ 330,000	\$ 335,000
Average Days on Market	140	142	87	114	169	188	190	184	188	183	158
% Volume Compared to Previous Year	242.05%	186.45%	179.00%	51.10%	72.22%	96.36%	81.67%	125.42%	111.28%	106.57%	133.39%
% ASP Compared to Previous Year	99.03%	101.38%	102.72%	101.17%	96.40%	99.79%	99.00%	100.55%	101.15%	98.58%	100.64%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	409	761	1391	738	555	526	391	510	542	651	809
Total List Price	\$ 263,906,951	\$ 485,190,495	\$ 864,655,951	\$ 466,862,096	\$ 358,414,187	\$ 349,899,588	\$ 260,380,455	\$ 335,425,837	\$ 356,948,147	\$ 421,325,492	\$ 513,571,050
Totd Sold Volume	\$ 249,646,088	\$ 464,173,703	\$ 841,737,266	\$ 443,914,228	\$ 333,383,101	\$ 316,666,842	\$ 234,834,461	\$ 305,827,437	\$ 326,626,005	\$ 391,450,865	\$ 485,691,695
List / Sell Ratio	94.60%	95.67%	97.35%	95.08%	93.02%	90.50%	90.19%	91.18%	91.51%	92.91%	94.57%
Average Sales Price	\$610,382	\$609,952	\$605,131	\$601,510	\$600,690	\$602,028	\$600,600	\$599,662	\$602,631	\$601,307	\$600,361
Median Price					\$ 590,000	\$ 597,000	\$ 590,000	\$ 594,000	\$ 592,500	\$ 595,000	\$ 595,000
Average Days on Market	180	188	124	124	181	211	201	235	212	196	186
% Volume Compared to Previous Year	103.27%	185.93%	181.34%	52.74%	75.10%	94.99%	74.16%	130.23%	106.80%	119.85%	124.07%
% ASP Compared to Previous Year	100.75%	99.93%	99.21%	99.40%	99.86%	100.22%	99.76%	99.84%	100.50%	99.78%	99.84%

2013 NA-BN-ES YTD Summary - Aug

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	184	372	666	356	271	212	152	223	236	270	347
Total List Price	\$ 172,867,854	\$ 333,674,244	\$ 590,853,265	\$ 317,369,737	\$ 250,292,109	\$ 204,022,913	\$ 148,262,558	\$ 212,094,190	\$ 223,130,064	\$ 252,895,486	\$ 320,396,548
Totd Sold Volume	\$ 159,176,360	\$ 317,527,268	\$ 571,511,121	\$ 303,582,970	\$ 230,533,311	\$ 182,015,886	\$ 129,425,938	\$ 190,562,507	\$ 203,274,815	\$ 231,951,050	\$ 299,158,046
List / Sell Ratio	92.08%	95.16%	96.73%	95.66%	92.11%	89.21%	87.30%	89.85%	91.10%	91.72%	93.37%
Average Sales Price	\$865,089	\$853,568	\$858,125	\$852,761	\$850,676	\$858,566	\$851,486	\$854,540	\$861,334	\$859,078	\$862,127
Median Price					\$ 849,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000
Average Days on Market	195	219	145	135	186	216	256	259	206	221	207
% Volume Compared to Previous Year	100.91%	199.48%	179.99%	53.12%	75.94%	78.95%	71.11%	147.24%	106.67%	114.11%	128.97%
% ASP Compared to Previous Year	101.46%	98.67%	100.53%	99.37%	99.76%	100.93%	99.18%	100.36%	100.79%	99.74%	100.35%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	328	634	1109	663	624	508	337	489	551	575	718
Total List Price	\$ 774,171,144	\$ 1,457,037,526	\$ 2,363,343,493	\$ 1,516,772,341	\$ 1,512,650,686	\$ 1,215,254,208	\$ 889,440,338	\$ 1,231,109,313	\$ 1,330,756,395	\$ 1,295,696,926	\$ 1,674,461,113
Totd Sold Volume	\$ 704,814,805	\$ 1,334,330,737	\$ 2,218,555,293	\$ 1,390,492,846	\$ 1,368,322,108	\$ 1,085,143,796	\$ 761,073,927	\$ 1,076,280,600	\$ 1,173,425,017	\$ 1,161,998,111	\$ 1,545,021,621
List / Sell Ratio	91.04%	91.58%	93.87%	91.67%	90.46%	89.29%	85.57%	87.42%	88.18%	89.68%	92.27%
Average Sales Price	\$2,148,826	\$2,104,623	\$2,000,501	\$2,097,274	\$2,192,824	\$2,136,110	\$2,258,380	\$2,200,983	\$2,129,628	\$2,020,866	\$2,151,841
Median Price					\$ 1,750,000	\$ 1,730,000	\$ 1,645,000	\$ 190,000	\$ 192,000	\$ 1,600,000	\$ 1,600,000
Average Days on Market	252	262	225	195	240	241	271	257	264	257	219
% Volume Compared to Previous Year	96.58%	189.32%	166.27%	62.68%	98.41%	79.30%	70.14%	141.42%	109.03%	99.03%	132.96%
% ASP Compared to Previous Year	111.01%	97.94%	95.05%	104.84%	104.56%	97.41%	105.72%	97.46%	96.76%	94.89%	106.48%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	209	412	754	433	385	313	212	315	355	387	467
Total List Price	\$ 314,763,244	\$ 624,870,828	\$ 1,104,146,643	\$ 645,629,977	\$ 597,339,817	\$ 499,937,357	\$ 336,824,947	\$ 492,689,141	\$ 546,092,396	\$ 594,358,636	\$ 702,967,015
Totd Sold Volume	\$ 285,639,671	\$ 573,674,827	\$ 1,041,633,058	\$ 596,987,954	\$ 539,609,009	\$ 443,682,009	\$ 290,592,427	\$ 428,611,049	\$ 486,357,524	\$ 537,025,182	\$ 647,708,530
List / Sell Ratio	90.75%	91.81%	94.34%	92.47%	90.34%	88.75%	86.27%	86.99%	89.06%	90.35%	92.14%
Average Sales Price	\$1,366,697	\$1,392,415	\$1,381,476	\$1,378,725	\$1,401,582	\$1,417,514	\$1,370,719	\$1,360,670	\$1,370,021	\$1,387,662	\$1,386,956
Median Price					\$ 1,325,000	\$ 1,350,000	\$ 1,333,000	\$ 1,312,500	\$ 1,300,000	\$ 1,335,000	\$ 1,350,000
Average Days on Market	245	241	207	166	219	230	247	238	261	242	224
% Volume Compared to Previous Year	78.69%	200.84%	181.57%	57.31%	90.39%	82.22%	65.50%	147.50%	113.47%	110.42%	120.61%
% ASP Compared to Previous Year	101.28%	101.88%	99.21%	99.80%	101.66%	101.14%	96.70%	99.27%	100.69%	101.29%	99.95%

2013 NA-BN-ES YTD Summary - Aug

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	106	192	320	203	200	167	106	149	173	169	216
Total List Price	\$ 350,772,900	\$ 598,654,038	\$ 966,337,850	\$ 663,482,364	\$ 617,674,869	\$ 525,564,851	\$ 378,900,391	\$ 487,746,173	\$ 572,863,999	\$ 542,699,290	\$ 691,244,099
Totd Sold Volume	\$ 319,200,134	\$ 552,608,250	\$ 903,772,873	\$ 603,225,377	\$ 560,508,299	\$ 468,379,287	\$ 322,056,500	\$ 431,222,551	\$ 503,287,493	\$ 485,877,929	\$ 640,652,591
List / Sell Ratio	91.00%	92.31%	93.53%	90.92%	90.74%	89.12%	85.00%	88.41%	87.85%	89.53%	92.68%
Average Sales Price	\$3,011,322	\$2,878,168	\$2,824,290	\$2,971,554	\$2,802,541	\$2,804,666	\$3,038,269	\$2,894,111	\$2,909,176	\$2,875,017	\$2,965,984
Median Price					\$ 2,665,000	\$ 2,587,500	\$ 2,897,500	\$ 2,625,000	\$ 2,700,000	\$ 2,687,500	\$ 2,797,500
Average Days on Market	261	304	257	243		249	323	284	272	283	210
% Volume Compared to Previous Year	121.76%	173.12%	163.55%	66.75%	92.92%	83.56%	68.76%	133.90%	116.71%	96.54%	131.85%
% ASP Compared to Previous Year	104.53%	95.58%	98.13%	105.21%	94.31%	100.08%	108.33%	95.26%	100.52%	98.83%	103.16%

August Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	13	30	35	27	39	28	19	25	23	19	35
Total List Price	\$ 108,635,000	\$ 233,512,660	\$ 292,859,000	\$ 207,660,000	\$ 297,636,000	\$ 189,752,000	\$ 173,715,000	\$ 250,673,999	\$ 211,800,000	\$ 158,639,000	\$ 280,249,999
Totd Sold Volume	\$ 99,975,000	\$ 208,047,660	\$ 273,149,362	\$ 190,279,515	\$ 268,204,800	\$ 173,082,500	\$ 148,425,000	\$ 216,447,000	\$ 183,780,000	\$ 139,095,000	\$ 256,660,500
List / Sell Ratio	92.03%	89.09%	93.27%	91.63%	90.11%	91.22%	85.44%	86.35%	86.77%	87.68%	91.58%
Average Sales Price	\$7,690,385	\$6,934,922	\$7,804,267	\$7,047,389	\$6,877,046	\$6,181,518	\$7,811,842	\$8,657,880	\$7,990,435	\$7,320,789	\$7,333,157
Median Price					\$ 5,925,000	\$ 5,887,500	\$ 6,875,000	\$ 7,000,000	\$ 7,000,000	\$ 6,500,000	\$ 6,250,000
Average Days on Market	295	287	54	288	283	315	253	343	244	316	219
% Volume Compared to Previous Year	87.31%	208.10%	131.29%	69.66%	140.95%	58.15%	85.75%	145.83%	84.91%	75.69%	184.52%
% ASP Compared to Previous Year	114.18%	90.18%	112.54%	90.30%	97.58%	89.89%	126.37%	110.83%	92.29%	91.62%	100.17%

August Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	5000	7391	8584	4314	3803	4363	5913	7328	7790	7988	8863
Total List Price	\$ 2,160,571,015	\$ 3,726,913,100	\$ 5,585,898,149	\$ 3,178,218,172	\$ 2,867,526,405	\$ 2,649,787,579	\$ 2,298,071,757	\$ 3,011,563,290	\$ 3,232,279,779	\$ 3,354,364,528	\$ 4,135,641,109
Totd Sold Volume	\$ 2,021,759,011	\$ 3,513,776,500	\$ 5,359,221,823	\$ 2,977,366,405	\$ 2,624,238,737	\$ 2,384,979,955	\$ 2,044,051,788	\$ 2,718,996,870	\$ 2,931,081,445	\$ 3,080,890,959	\$ 3,874,398,624
List / Sell Ratio	93.58%	94.28%	95.94%	93.68%	91.52%	90.01%	88.95%	90.29%	90.68%	91.85%	93.68%
Average Sales Price	\$404,352	\$475,413	\$624,327	\$690,164	\$690,044	\$546,638	\$345,688	\$371,042	\$376,262	\$385,690	\$437,143
Median Price					\$ 385,000	\$ 314,200	\$ 185,000	\$ 190,000	\$ 192,000	\$ 213,700	\$ 244,500
Average Days on Market	133	148	114	130	185	188	158	170	174	172	156
% Volume Compared to Previous Year	115.34%	173.80%	152.52%	55.56%	88.14%	83.17%	85.71%	133.02%	107.80%	105.11%	125.76%
% ASP Compared to Previous Year	97.92%	117.57%	131.32%	110.55%	99.98%	79.22%	63.24%	107.33%	101.41%	102.51%	113.34%