

September Annual Rolling Totals Summary - Sales from \$0 - \$249,999

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	4024	4476	2050	677	1044	2100	5034	6356	6473	6411	6486
Total List Price	\$ 700,790,871	\$ 818,659,839	\$ 414,794,816	\$ 138,891,374	\$ 217,178,319	\$ 401,614,633	\$ 717,784,621	\$ 902,822,901	\$ 915,433,963	\$ 955,909,994	\$ 1,036,015,885
Told Sold Volume	\$ 671,779,160	\$ 786,898,517	\$ 403,993,022	\$ 131,442,815	\$ 199,826,479	\$ 363,888,815	\$ 665,936,299	\$ 846,325,080	\$ 855,374,056	\$ 898,746,191	\$ 984,928,636
List / Sell Ratio	95.86%	96.12%	97.40%	94.64%	92.01%	90.61%	92.78%	93.74%	93.44%	94.02%	95.07%
Average Sales Price	\$ 166,943	\$ 175,804	\$197,070	\$194,155	\$191,405	\$173,280	\$132,288	\$133,154	\$132,145	\$140,188	\$151,855
Average Days on Market	102	114	90	120	167	160	129	144	152	150	135
% Volume Compared to Previous Year	111.48%	117.14%	51.34%	32.54%	152.03%	182.10%	183.01%	127.09%	101.07%	105.07%	109.59%
% ASP Compared to Previous Year	107.27%	105.31%	112.10%	98.52%	98.58%	90.53%	76.34%	100.65%	99.24%	106.09%	108.32%

September Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	1596	3134	5374	3261	2224	2081	1765	2185	2278	2400	3338
Total List Price	\$ 567,688,163	\$ 1,120,636,094	\$ 1,942,877,584	\$ 1,221,011,797	\$ 825,003,105	\$ 785,121,766	\$ 663,270,446	\$ 813,092,335	\$ 854,605,555	\$ 886,452,434	\$ 1,213,093,083
Told Sold Volume	\$ 542,337,939	\$ 1,078,506,853	\$ 1,898,151,639	\$ 1,174,383,594	\$ 770,555,826	\$ 716,692,011	\$ 602,616,839	\$ 748,971,517	\$ 789,778,614	\$ 824,410,146	\$ 1,150,338,962
List / Sell Ratio	95.53%	96.24%	97.70%	96.18%	93.40%	91.28%	90.86%	92.11%	92.41%	93.00%	94.83%
Average Sales Price	\$ 339,811	\$ 344,131	\$353,210	\$360,130	\$346,473	\$344,398	\$341,426	\$342,779	\$346,698	\$343,504	\$344,619
Average Days on Market	136	146	91	110	163	185	189	190	187	182	158
% Volume Compared to Previous Year	227.97%	198.86%	176.00%	61.87%	65.61%	93.01%	84.08%	124.29%	105.45%	104.38%	139.53%
% ASP Compared to Previous Year	99.13%	101.27%	102.64%	101.96%	96.21%	99.40%	99.14%	100.40%	101.14%	99.08%	100.32%

September Annual Rolling Totals Summary - Sales from \$500,000 to 749,999

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	547	981	1766	1149	733	702	559	700	708	837	1087
Total List Price	\$ 351,608,657	\$ 626,219,576	\$ 1,105,753,566	\$ 722,370,233	\$ 473,925,075	\$ 464,903,909	\$ 372,460,525	\$ 460,397,246	\$ 464,875,274	\$ 543,190,573	\$ 690,832,403
Told Sold Volume	\$ 332,639,349	\$ 598,678,043	\$ 1,068,154,855	\$ 691,603,798	\$ 440,704,121	\$ 421,106,130	\$ 334,734,791	\$ 418,502,502	\$ 424,920,233	\$ 504,032,583	\$ 651,770,071
List / Sell Ratio	94.60%	95.60%	96.60%	95.74%	92.99%	90.58%	89.87%	90.90%	91.41%	92.79%	94.35%
Average Sales Price	\$ 608,116	\$ 610,273	\$604,844	\$601,918	\$601,233	\$599,866	\$598,810	\$597,861	\$600,170	\$602,189	\$599,604
Average Days on Market	173	189	130	126	177	211	206	229	217	200	187
% Volume Compared to Previous Year	103.60%	179.98%	178.42%	64.75%	63.72%	95.55%	79.49%	125.03%	101.53%	118.62%	129.31%
% ASP Compared to Previous Year	100.38%	100.35%	99.11%	99.52%	99.89%	99.77%	99.82%	99.84%	100.39%	100.34%	99.57%

2013 NA-BN-ES RT Summary - Sep

September Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	260	482	849	511	349	313	216	308	304	349	483
Total List Price	\$ 241,026,167	\$ 432,861,444	\$ 754,598,114	\$ 456,006,116	\$ 322,724,393	\$ 299,786,715	\$ 210,250,024	\$ 294,081,089	\$ 287,750,363	\$ 325,920,028	\$ 444,090,425
Told Sold Volume	\$ 223,208,473	\$ 411,632,568	\$ 729,238,981	\$ 437,101,487	\$ 297,142,930	\$ 266,879,151	\$ 183,679,838	\$ 262,424,533	\$ 260,211,304	\$ 298,431,225	\$ 415,692,163
List / Sell Ratio	92.61%	95.10%	96.64%	95.85%	92.07%	89.02%	87.36%	89.24%	90.43%	91.57%	93.61%
Average Sales Price	\$ 858,494	\$ 854,009	\$858,939	\$855,385	\$851,412	\$852,649	\$850,370	\$852,028	\$855,958	\$855,104	\$860,646
Average Days on Market	182	222	155	153	192	218	233	253	212	225	204
% Volume Compared to Previous Year	108.76%	184.42%	177.16%	59.94%	67.98%	89.82%	68.83%	142.87%	99.16%	114.69%	139.29%
% ASP Compared to Previous Year	100.81%	99.48%	100.58%	99.59%	99.54%	100.15%	99.73%	100.19%	100.46%	99.90%	100.65%

September Annual Rolling Totals Summary - All Sales \$1M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	425	800	1377	940	819	685	465	642	689	728	938
Total List Price	\$ 984,596,709	\$ 1,842,615,017	\$ 2,912,756,543	\$ 2,107,314,366	\$ 1,996,631,916	\$ 1,636,737,281	\$ 1,205,784,438	\$ 1,566,700,577	\$ 1,691,066,675	\$ 1,645,354,132	\$ 2,215,230,487
Told Sold Volume	\$ 888,818,734	\$ 1,683,590,580	\$ 2,722,225,695	\$ 1,947,379,116	\$ 1,804,574,793	\$ 1,458,608,859	\$ 1,032,020,023	\$ 1,364,443,988	\$ 1,480,936,147	\$ 1,471,010,301	\$ 2,033,513,035
List / Sell Ratio	90.27%	91.37%	93.46%	92.41%	90.38%	89.12%	85.59%	87.09%	87.57%	89.40%	91.80%
Average Sales Price	\$ 2,091,338	\$ 2,104,488	\$1,976,925	\$2,071,680	\$2,203,388	\$2,129,356	\$2,219,398	\$2,125,302	\$2,149,399	\$2,020,619	\$2,167,924
Average Days on Market	246	274	237	217	252	249	275	262	263	259	220
% Volume Compared to Previous Year	101.51%	189.42%	161.69%	71.54%	92.67%	80.83%	70.75%	132.21%	108.54%	99.33%	138.24%
% ASP Compared to Previous Year	108.20%	100.63%	93.94%	104.79%	106.36%	96.64%	104.23%	95.76%	101.13%	94.01%	107.29%

September Annual Rolling Totals Summary - Sales \$1M - \$2M

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	278	519	948	616	498	426	290	422	440	496	604
Total List Price	\$ 420,144,809	\$ 782,155,319	\$ 1,391,442,843	\$ 909,801,627	\$ 775,585,728	\$ 672,504,430	\$ 461,778,047	\$ 662,517,505	\$ 675,155,176	\$ 761,163,842	\$ 913,142,598
Told Sold Volume	\$ 382,084,100	\$ 720,103,335	\$ 1,308,089,470	\$ 846,571,674	\$ 698,971,804	\$ 596,004,684	\$ 396,254,339	\$ 572,145,437	\$ 601,529,904	\$ 685,051,372	\$ 837,196,794
List / Sell Ratio	90.94%	92.07%	94.01%	93.05%	90.12%	88.62%	85.81%	86.36%	89.10%	90.00%	91.68%
Average Sales Price	\$ 1,374,403	\$ 1,387,482	\$1,379,841	\$1,374,305	\$1,403,558	\$1,399,072	\$1,366,394	\$1,355,795	\$1,367,113	\$1,381,152	\$1,386,087
Average Days on Market	235	250	219	182	226	240	248	244	258	248	223
% Volume Compared to Previous Year	87.59%	188.47%	181.65%	64.72%	82.56%	85.27%	66.49%	144.39%	105.14%	113.88%	122.21%
% ASP Compared to Previous Year	101.77%	100.95%	99.45%	99.60%	102.13%	99.68%	97.66%	99.22%	100.83%	101.03%	100.36%

September Annual Rolling Totals Summary - Sales \$2M - \$5M

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	129	246	387	286	273	220	152	192	217	206	290
Total List Price	\$ 424,667,900	\$ 785,857,038	\$ 1,179,259,700	\$ 910,007,739	\$ 843,866,188	\$ 698,355,851	\$ 533,246,391	\$ 630,162,073	\$ 721,611,499	\$ 662,061,290	\$ 941,758,890
Totd Sold Volume	\$ 384,027,634	\$ 720,089,585	\$ 1,095,736,863	\$ 837,377,927	\$ 765,478,189	\$ 620,401,425	\$ 456,815,684	\$ 555,891,551	\$ 631,826,243	\$ 590,249,929	\$ 867,455,741
List / Sell Ratio	90.43%	91.63%	92.92%	92.02%	90.71%	88.84%	85.67%	88.21%	87.56%	89.15%	92.11%
Average Sales Price	\$ 2,976,958	\$ 2,927,193	\$2,831,361	\$2,927,895	\$2,803,949	\$2,820,006	\$3,005,366	\$2,895,268	\$2,911,642	\$2,865,291	\$2,991,227
Average Days on Market	260	321	272	274	290	255	324	292	277	276	217
% Volume Compared to Previous Year	118.92%	187.51%	152.17%	76.42%	91.41%	81.05%	73.63%	121.69%	113.66%	93.42%	146.96%
% ASP Compared to Previous Year	102.33%	98.33%	96.73%	103.41%	95.77%	100.57%	106.57%	96.34%	100.57%	98.41%	104.40%

September Annual Rolling Totals Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	18	35	42	38	48	39	23	28	32	26	44
Total List Price	\$ 139,784,000	\$ 274,602,660	\$ 342,054,000	\$ 287,505,000	\$ 377,180,000	\$ 265,877,000	\$ 210,760,000	\$ 274,020,999	\$ 294,300,000	\$ 222,129,000	\$ 360,328,999
Totd Sold Volume	\$ 128,453,000	\$ 243,397,660	\$ 318,399,362	\$ 263,429,515	\$ 340,124,800	\$ 242,202,750	\$ 178,950,000	\$ 236,407,000	\$ 247,580,000	\$ 195,709,000	\$ 328,860,500
List / Sell Ratio	91.89%	88.64%	93.08%	91.63%	90.18%	91.10%	84.91%	86.27%	84.13%	88.11%	91.27%
Average Sales Price	\$ 7,136,278	\$ 6,954,219	\$7,580,937	\$6,932,356	\$7,085,933	\$6,210,327	\$7,780,435	\$8,443,107	\$7,736,875	\$7,527,269	\$7,474,102
Average Days on Market	298	307	320	343	309	318	277	327	240	330	203
% Volume Compared to Previous Year	101.66%	189.48%	130.81%	82.74%	129.11%	71.21%	73.88%	132.11%	104.73%	79.05%	168.04%
% ASP Compared to Previous Year	107.31%	97.45%	109.01%	91.44%	102.22%	87.64%	125.28%	108.52%	91.64%	97.29%	99.29%

September Annual Rolling Totals Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	6852	9873	11416	6538	5169	5881	8039	10191	10452	10725	12332
Total List Price	\$ 2,845,710,567	\$ 4,840,991,970	\$ 7,130,780,623	\$ 4,645,593,886	\$ 3,835,462,808	\$ 3,588,164,304	\$ 3,169,550,054	\$ 4,037,094,148	\$ 4,213,731,830	\$ 4,356,827,161	\$ 5,599,262,283
Totd Sold Volume	\$ 2,664,529,655	\$ 4,559,306,561	\$ 6,821,764,192	\$ 4,381,910,810	\$ 3,512,804,149	\$ 3,227,174,966	\$ 2,818,987,790	\$ 3,640,667,620	\$ 3,811,220,354	\$ 3,996,630,446	\$ 5,236,242,867
List / Sell Ratio	93.63%	94.18%	95.67%	94.32%	91.59%	89.94%	88.94%	90.18%	90.45%	91.73%	93.52%
Average Sales Price	\$ 388,869	\$ 461,795	\$597,562	\$670,222	\$679,591	\$548,746	\$350,664	\$357,243	\$364,640	\$372,646	\$424,606
Average Days on Market	128	150	119	133	182	188	159	171	173	171	155
% Volume Compared to Previous Year	118.30%	171.11%	149.62%	64.23%	80.17%	91.87%	87.35%	129.15%	104.68%	104.86%	131.02%
% ASP Compared to Previous Year	99.97%	118.75%	129.40%	112.16%	101.40%	80.75%	63.90%	101.88%	102.07%	102.20%	113.94%