

2013 NA-BN-ES YTD Summary - Sep

#Sep/A1

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	3116	3480	1356	518	857	1827	4237	4981	5185	5074	4992
Total List Price	\$ 547,086,974	\$ 640,372,306	\$ 281,244,852	\$ 104,938,524	\$ 178,020,574	\$ 346,850,123	\$ 591,683,668	\$ 708,709,688	\$ 739,120,485	\$ 765,288,636	\$ 809,479,207
Total Sold Volume	\$ 523,728,619	\$ 617,919,278	\$ 274,278,104	\$ 98,865,949	\$ 162,939,889	\$ 314,720,477	\$ 549,636,260	\$ 664,469,493	\$ 690,778,723	\$ 720,409,321	\$ 769,618,156
List / Sell Ratio	95.73%	96.49%	97.52%	94.21%	91.53%	90.74%	92.89%	93.76%	93.46%	94.14%	95.08%
Average Sales Price	\$168,077	\$177,563	\$202,270	\$190,861	\$190,128	\$172,261	\$129,723	\$133,401	\$133,226	\$141,981	\$154,170
Median Price				\$ 200,460	\$ 179,900	\$ 125,000	\$ 130,000	\$ 130,000	\$ 140,000	\$ 140,000	\$ 155,000
Average Days on Market	108	112	82	119	176	157	129	145	153	150	132
% Volume Compared to Previous Year	109.18%	117.98%	44.39%	36.05%	164.81%	193.15%	174.64%	120.89%	103.96%	104.29%	106.83%
% ASP Compared to Previous Year	107.12%	105.64%	113.91%	94.36%	99.62%	90.60%	75.31%	102.84%	99.87%	106.57%	108.59%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	1421	2629	4576	2300	1705	1665	1423	1683	1857	2017	2709
Total List Price	\$ 505,599,236	\$ 941,022,979	\$ 1,663,378,669	\$ 860,881,971	\$ 634,319,951	\$ 629,306,551	\$ 533,653,164	\$ 626,927,202	\$ 698,423,064	\$ 741,948,067	\$ 983,907,465
Total Sold Volume	\$ 483,453,734	\$ 906,154,303	\$ 1,626,977,048	\$ 824,405,323	\$ 589,821,588	\$ 574,098,761	\$ 485,115,929	\$ 577,927,681	\$ 645,081,171	\$ 691,038,781	\$ 933,799,191
List / Sell Ratio	95.62%	96.29%	97.81%	95.76%	92.98%	91.23%	90.90%	92.18%	92.36%	93.14%	94.91%
Average Sales Price	\$340,221	\$344,676	\$355,546	\$358,437	\$345,936	\$344,804	\$340,911	\$343,391	\$347,378	\$342,607	\$344,703
Median Price				\$ 331,000	\$ 330,000	\$ 329,900	\$ 334,600	\$ 335,000	\$ 330,000	\$ 330,000	\$ 335,000
Average Days on Market	141	142	87	117	168	187	190	184	187	183	154
% Volume Compared to Previous Year	244.70%	187.43%	179.55%	50.67%	71.55%	97.33%	84.50%	119.13%	111.62%	107.12%	135.13%
% ASP Compared to Previous Year	99.53%	101.31%	103.15%	100.81%	96.51%	99.67%	98.87%	100.73%	101.16%	98.63%	100.61%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	448	828	1538	784	598	569	438	553	584	711	884
Total List Price	\$ 288,033,351	\$ 527,729,332	\$ 955,043,410	\$ 496,216,196	\$ 387,102,406	\$ 378,522,088	\$ 291,996,045	\$ 364,269,822	\$ 383,861,375	\$ 460,832,680	\$ 561,499,908
Total Sold Volume	\$ 272,595,193	\$ 505,133,468	\$ 929,929,707	\$ 471,528,728	\$ 359,783,641	\$ 342,421,242	\$ 263,082,961	\$ 331,823,852	\$ 351,167,288	\$ 428,135,080	\$ 530,836,616
List / Sell Ratio	94.64%	95.72%	97.37%	95.02%	92.94%	90.46%	90.10%	91.09%	91.48%	92.90%	94.54%
Average Sales Price	\$608,471	\$610,065	\$604,636	\$601,440	\$601,645	\$601,795	\$600,646	\$600,043	\$601,314	\$602,159	\$600,494
Median Price				\$ 595,000	\$ 595,000	\$ 590,000	\$ 590,000	\$ 595,000	\$ 590,000	\$ 598,000	\$ 595,000
Average Days on Market	180	187	123	125	181	212	206	233	212	198	184
% Volume Compared to Previous Year	104.07%	185.31%	184.10%	50.71%	76.30%	95.17%	76.83%	126.13%	105.83%	121.92%	123.99%
% ASP Compared to Previous Year	100.59%	100.26%	99.11%	99.47%	100.03%	100.02%	99.81%	99.90%	100.21%	100.14%	99.72%

2013 NA-BN-ES YTD Summary - Sep

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	200	404	732	381	286	235	169	238	255	288	392
Total List Price	\$ 187,498,854	\$ 363,130,144	\$ 650,268,564	\$ 340,616,836	\$ 265,027,009	\$ 225,721,868	\$ 164,171,958	\$ 225,760,690	\$ 241,420,964	\$ 269,776,785	\$ 360,617,501
Totd Sold Volume	\$ 172,596,060	\$ 345,367,068	\$ 628,692,721	\$ 325,094,969	\$ 243,412,830	\$ 201,002,051	\$ 143,631,838	\$ 202,966,415	\$ 218,926,205	\$ 247,017,050	\$ 337,533,808
List / Sell Ratio	92.05%	95.11%	96.68%	95.44%	91.84%	89.05%	87.49%	89.90%	90.68%	91.56%	93.60%
Average Sales Price	\$862,980	\$854,869	\$858,870	\$853,268	\$851,094	\$855,328	\$849,893	\$852,800	\$858,534	\$857,698	\$861,056
Median Price				\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000
Average Days on Market	195	216	146	137	191	214	248	259	205	221	202
% Volume Compared to Previous Year	101.07%	200.10%	182.04%	51.71%	74.87%	82.58%	71.46%	141.31%	107.86%	112.83%	136.64%
% ASP Compared to Previous Year	101.07%	99.06%	100.47%	99.35%	99.75%	100.50%	99.36%	100.34%	100.67%	99.90%	100.39%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	358	676	1196	719	663	543	379	523	582	604	774
Total List Price	\$ 840,454,144	\$ 1,567,131,526	\$ 2,529,396,593	\$ 1,657,914,741	\$ 1,605,384,805	\$ 1,302,942,208	\$ 993,733,838	\$ 1,304,000,312	\$ 1,412,400,295	\$ 1,356,881,330	\$ 1,815,240,208
Totd Sold Volume	\$ 763,676,805	\$ 1,433,829,337	\$ 2,371,927,608	\$ 1,525,676,696	\$ 1,449,598,608	\$ 1,159,415,296	\$ 852,542,227	\$ 1,137,464,600	\$ 1,246,845,267	\$ 1,217,254,611	\$ 1,675,523,061
List / Sell Ratio	90.86%	91.49%	93.77%	92.02%	90.30%	88.98%	85.79%	87.23%	88.28%	89.71%	92.30%
Average Sales Price	\$2,133,175	\$2,121,049	\$1,983,217	\$2,121,943	\$2,186,423	\$2,135,203	\$2,249,452	\$2,174,885	\$2,142,346	\$2,015,322	\$2,164,758
Median Price				\$ 1,750,000	\$ 1,740,000	\$ 1,636,250	\$ 1,89,000	\$ 189,000	\$ 191,000	\$ 1,600,000	\$ 1,600,000
Average Days on Market	258	261	228	212	245	241	273	262	261	255	215
% Volume Compared to Previous Year	99.41%	187.75%	165.43%	64.32%	95.01%	79.98%	73.53%	133.42%	109.62%	97.63%	137.65%
% ASP Compared to Previous Year	109.40%	99.43%	93.50%	106.99%	103.04%	97.66%	105.35%	96.69%	98.50%	94.07%	107.42%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	230	436	820	456	406	332	237	340	373	409	498
Total List Price	\$ 348,361,244	\$ 661,290,828	\$ 1,200,730,743	\$ 680,602,877	\$ 629,741,517	\$ 529,202,357	\$ 376,591,447	\$ 535,136,140	\$ 573,676,296	\$ 627,589,040	\$ 748,833,319
Totd Sold Volume	\$ 315,674,671	\$ 607,613,427	\$ 1,131,766,373	\$ 629,296,804	\$ 568,533,009	\$ 469,033,509	\$ 323,531,727	\$ 464,395,049	\$ 511,184,024	\$ 567,740,182	\$ 690,407,471
List / Sell Ratio	90.62%	91.88%	94.26%	92.46%	90.28%	88.63%	85.91%	86.78%	89.11%	90.46%	92.20%
Average Sales Price	\$1,372,499	\$1,393,609	\$1,380,203	\$1,380,037	\$1,400,328	\$1,412,752	\$1,365,113	\$1,365,868	\$1,370,467	\$1,388,118	\$1,386,360
Median Price				\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,300,000	\$ 1,325,000	\$ 1,300,000	\$ 1,342,500	\$ 1,342,025
Average Days on Market	249	241	208	170	224	230	249	244	258	241	221
% Volume Compared to Previous Year	84.64%	192.48%	186.26%	55.60%	90.34%	82.50%	68.98%	143.54%	110.08%	111.06%	121.61%
% ASP Compared to Previous Year	101.93%	101.54%	99.04%	99.99%	101.47%	100.89%	96.63%	100.06%	100.34%	101.29%	99.87%

2013 NA-BN-ES YTD Summary - Sep

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	114	208	340	233	217	182	122	158	184	175	238
Total List Price	\$ 377,157,900	\$ 652,528,038	\$ 1,028,856,850	\$ 751,451,864	\$ 671,707,288	\$ 575,492,851	\$ 437,632,391	\$ 518,190,173	\$ 613,123,999	\$ 563,658,290	\$ 764,162,890
Total Sold Volume	\$ 341,765,134	\$ 601,818,250	\$ 960,611,873	\$ 688,400,377	\$ 607,110,799	\$ 510,149,287	\$ 375,360,500	\$ 456,622,551	\$ 539,281,243	\$ 504,052,929	\$ 707,955,090
List / Sell Ratio	90.62%	92.23%	93.37%	91.61%	90.38%	88.65%	85.77%	88.12%	87.96%	89.43%	92.64%
Average Sales Price	\$2,997,940	\$2,893,357	\$2,825,329	\$2,954,508	\$2,797,746	\$2,803,018	\$3,076,725	\$2,890,016	\$2,930,876	\$2,880,302	\$2,974,601
Median Price					\$ 2,670,000	\$ 2,585,000	\$ 2,897,500	\$ 2,605,000	\$ 2,750,000	\$ 2,675,000	\$ 2,772,500
Average Days on Market	271	300	264	279	277	249	326	287	271	284	203
% Volume Compared to Previous Year	119.77%	176.09%	159.62%	71.66%	88.19%	84.03%	73.58%	121.65%	118.10%	93.47%	140.45%
% ASP Compared to Previous Year	104.01%	96.51%	97.65%	104.57%	94.69%	100.19%	109.76%	93.93%	101.41%	98.27%	103.27%

September Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	14	32	36	30	40	29	20	25	25	20	38
Total List Price	\$ 114,935,000	\$ 253,312,660	\$ 299,809,000	\$ 225,860,000	\$ 303,936,000	\$ 198,247,000	\$ 179,510,000	\$ 250,673,999	\$ 225,600,000	\$ 165,634,000	\$ 302,243,999
Total Sold Volume	\$ 106,237,000	\$ 224,397,660	\$ 279,549,362	\$ 207,979,515	\$ 273,954,800	\$ 180,232,500	\$ 153,650,000	\$ 216,447,000	\$ 196,380,000	\$ 145,461,500	\$ 277,160,500
List / Sell Ratio	92.43%	88.59%	93.24%	92.08%	90.14%	90.91%	85.59%	86.35%	87.05%	87.82%	91.70%
Average Sales Price	\$7,588,357	\$7,012,427	\$7,765,260	\$6,932,651	\$6,848,870	\$6,214,914	\$7,682,500	\$8,657,880	\$7,855,200	\$7,273,075	\$7,293,697
Median Price					\$ 5,825,000	\$ 5,900,000	\$ 6,750,000	\$ 7,000,000	\$ 6,690,000	\$ 6,433,250	\$ 6,250,000
Average Days on Market	300	284	49	335	280	309	250	343	241	305	216
% Volume Compared to Previous Year	88.71%	211.22%	124.58%	74.40%	131.72%	59.30%	85.25%	140.87%	90.73%	74.07%	190.54%
% ASP Compared to Previous Year	114.06%	92.41%	110.74%	89.28%	98.79%	90.74%	123.61%	112.70%	90.73%	92.59%	100.28%

September Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	5543	8017	9398	4702	4109	4839	6646	7978	8463	8694	9751
Total List Price	\$ 2,368,672,559	\$ 4,039,386,287	\$ 6,079,332,088	\$ 3,460,568,268	\$ 3,069,854,745	\$ 2,883,342,838	\$ 2,575,238,673	\$ 3,229,667,714	\$ 3,475,226,183	\$ 3,594,727,498	\$ 4,530,744,289
Total Sold Volume	\$ 2,216,050,411	\$ 3,808,403,454	\$ 5,831,805,188	\$ 3,245,571,665	\$ 2,805,556,556	\$ 2,591,657,827	\$ 2,294,009,215	\$ 2,914,652,041	\$ 3,152,798,654	\$ 3,303,854,843	\$ 4,247,310,832
List / Sell Ratio	93.56%	94.28%	95.93%	93.79%	91.39%	89.88%	89.08%	90.25%	90.72%	91.91%	93.74%
Average Sales Price	\$399,793	\$475,041	\$620,537	\$690,253	\$682,783	\$535,577	\$345,171	\$365,336	\$372,539	\$380,016	\$435,577
Median Price					\$ 381,000	\$ 304,495	\$ 185,000	\$ 189,000	\$ 191,000	\$ 201,900	\$ 250,000
Average Days on Market	135	147	115	135	186	186	158	170	173	171	152
% Volume Compared to Previous Year	117.37%	171.86%	153.13%	55.65%	86.44%	84.42%	88.52%	127.05%	108.17%	104.79%	128.56%
% ASP Compared to Previous Year	98.72%	118.82%	130.63%	111.23%	98.92%	78.44%	64.45%	105.84%	101.97%	102.01%	114.62%