

2013 NA-BN-ES YTD Summary - Oct

#Oct1A1

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	3467	3709	1408	576	948	2080	4702	5366	5619	5575	5324
Total List Price	\$ 607,561,920	\$ 684,356,614	\$ 292,203,402	\$ 117,372,919	\$ 196,098,126	\$ 387,999,929	\$ 657,829,671	\$ 761,189,329	\$ 798,887,602	\$ 839,354,489	\$ 866,353,616
Told Sold Volume	\$ 582,231,501	\$ 659,987,949	\$ 284,857,249	\$ 110,769,897	\$ 179,376,096	\$ 352,721,704	\$ 611,635,977	\$ 713,595,269	\$ 746,919,291	\$ 790,775,282	\$ 824,263,756
List / Sell Ratio	95.83%	96.44%	97.49%	94.37%	91.47%	90.91%	92.98%	93.75%	93.49%	94.21%	95.14%
Average Sales Price	\$167,935	\$177,942	\$202,313	\$192,309	\$189,215	\$169,578	\$130,080	\$132,985	\$132,927	\$141,843	\$154,820
Median Price				\$ 200,000	\$ 175,000	\$ 125,000	\$ 130,000	\$ 130,000	\$ 130,000	\$ 139,900	\$ 155,000
Average Days on Market	109	113	83	121	174	155	130	144	152	150	129
% Volume Compared to Previous Year	109.75%	113.35%	43.16%	38.89%	161.94%	196.64%	173.40%	116.67%	104.67%	105.87%	104.23%
% ASP Compared to Previous Year	106.68%	105.96%	113.70%	95.05%	98.39%	89.62%	76.71%	102.23%	99.96%	106.71%	109.15%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	1609	2848	4872	2470	1841	1801	1582	1793	1971	2216	2949
Total List Price	\$ 574,281,944	\$ 1,017,828,448	\$ 1,773,556,900	\$ 922,050,862	\$ 685,294,170	\$ 681,319,464	\$ 593,296,162	\$ 668,257,271	\$ 740,676,737	\$ 815,590,542	\$ 1,069,973,706
Told Sold Volume	\$ 549,426,251	\$ 980,419,304	\$ 1,734,316,040	\$ 883,101,057	\$ 636,540,838	\$ 621,586,573	\$ 540,103,124	\$ 616,103,018	\$ 683,711,986	\$ 760,520,916	\$ 1,015,860,465
List / Sell Ratio	95.67%	96.32%	97.79%	95.78%	92.89%	91.23%	91.03%	92.20%	92.31%	93.25%	94.94%
Average Sales Price	\$341,471	\$344,248	\$355,976	\$357,531	\$345,758	\$345,134	\$341,405	\$343,616	\$346,886	\$343,195	\$344,476
Median Price				\$ 334,000	\$ 331,195	\$ 330,000	\$ 335,000	\$ 335,000	\$ 335,000	\$ 330,000	\$ 335,000
Average Days on Market	144	140	87	119	169	187	191	184	187	182	150
% Volume Compared to Previous Year	252.01%	178.44%	176.90%	50.92%	72.08%	97.65%	86.89%	114.07%	110.97%	111.23%	133.57%
% ASP Compared to Previous Year	100.08%	100.81%	103.41%	100.44%	96.71%	99.82%	98.92%	100.65%	100.95%	98.94%	100.37%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	500	895	1642	823	651	625	490	586	622	769	921
Total List Price	\$ 321,596,101	\$ 569,699,032	\$ 1,019,753,101	\$ 522,323,295	\$ 420,710,206	\$ 415,951,863	\$ 325,632,912	\$ 386,082,311	\$ 409,011,474	\$ 497,422,830	\$ 585,757,270
Told Sold Volume	\$ 304,608,693	\$ 544,944,668	\$ 992,943,140	\$ 495,743,378	\$ 390,911,031	\$ 375,973,572	\$ 293,663,561	\$ 351,491,842	\$ 373,982,038	\$ 462,187,492	\$ 553,768,656
List / Sell Ratio	94.72%	95.65%	97.37%	94.91%	92.92%	90.39%	90.18%	91.04%	91.44%	92.92%	94.54%
Average Sales Price	\$609,217	\$608,877	\$604,716	\$602,361	\$600,478	\$601,558	\$599,313	\$599,815	\$601,257	\$601,024	\$601,269
Median Price				\$ 590,000	\$ 595,000	\$ 589,000	\$ 589,000	\$ 595,000	\$ 591,000	\$ 595,000	\$ 593,000
Average Days on Market	185	187	124	126	183	211	209	236	214	200	184
% Volume Compared to Previous Year	109.69%	178.90%	182.21%	49.93%	78.85%	96.18%	78.11%	119.69%	106.40%	123.59%	119.81%
% ASP Compared to Previous Year	100.70%	99.94%	99.32%	99.61%	99.69%	100.18%	99.63%	100.08%	100.24%	99.96%	100.04%

2013 NA-BN-ES YTD Summary - Oct

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	226	437	779	399	312	251	193	248	275	311	414
Total List Price	\$ 210,573,154	\$ 392,726,044	\$ 692,254,954	\$ 356,662,836	\$ 289,260,983	\$ 241,500,167	\$ 187,809,657	\$ 235,101,590	\$ 259,313,463	\$ 290,339,584	\$ 380,440,801
Told Sold Volume	\$ 194,465,560	\$ 373,922,568	\$ 669,578,772	\$ 340,278,019	\$ 265,217,830	\$ 214,662,051	\$ 164,083,956	\$ 211,061,014	\$ 235,611,540	\$ 266,841,800	\$ 356,503,448
List / Sell Ratio	92.35%	95.21%	96.72%	95.41%	91.69%	88.89%	87.37%	89.77%	90.86%	91.91%	93.71%
Average Sales Price	\$860,467	\$855,658	\$859,536	\$852,827	\$850,057	\$855,227	\$850,176	\$851,052	\$856,769	\$858,012	\$861,119
Median Price				\$ 849,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 847,500	\$ 850,000	\$ 850,000	\$ 850,000
Average Days on Market	206	222	151	140	193	211	249	257	205	222	200
% Volume Compared to Previous Year	103.61%	192.28%	179.07%	50.82%	77.94%	80.94%	76.44%	128.63%	111.63%	113.25%	133.60%
% ASP Compared to Previous Year	100.86%	99.44%	100.45%	99.22%	99.68%	100.61%	99.41%	100.10%	100.67%	100.15%	100.36%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	391	739	1259	767	711	577	416	556	623	640	814
Total List Price	\$ 912,226,413	\$ 1,703,469,426	\$ 2,665,831,368	\$ 1,786,887,361	\$ 1,713,093,804	\$ 1,396,992,208	\$ 1,076,062,128	\$ 1,392,487,312	\$ 1,498,947,521	\$ 1,437,761,830	\$ 1,916,335,927
Told Sold Volume	\$ 829,290,680	\$ 1,556,884,837	\$ 2,500,138,258	\$ 1,642,785,949	\$ 1,543,961,108	\$ 1,237,925,579	\$ 923,695,339	\$ 1,212,409,030	\$ 1,322,289,767	\$ 1,289,723,610	\$ 1,770,043,774
List / Sell Ratio	90.91%	91.39%	93.78%	91.94%	90.13%	88.61%	85.84%	87.07%	88.21%	89.70%	92.37%
Average Sales Price	\$2,120,948	\$2,106,745	\$1,985,813	\$2,141,833	\$2,171,535	\$2,145,452	\$2,220,421	\$2,180,592	\$2,122,455	\$2,015,193	\$2,174,501
Median Price				\$ 1,750,000	\$ 1,737,500	\$ 1,600,000	\$ 1,600,000	\$ 1,600,000	\$ 1,600,000	\$ 1,595,000	\$ 1,600,000
Average Days on Market	265	263	227	219	247	244	273	262	263	258	215
% Volume Compared to Previous Year	103.66%	187.74%	160.59%	65.71%	93.98%	80.18%	74.62%	131.26%	109.06%	97.54%	137.24%
% ASP Compared to Previous Year	109.22%	99.33%	94.26%	107.86%	101.39%	98.80%	103.49%	98.21%	97.33%	94.95%	107.91%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	253	475	856	482	439	354	262	359	401	433	522
Total List Price	\$ 381,028,513	\$ 721,325,728	\$ 1,251,723,643	\$ 724,560,497	\$ 679,765,516	\$ 567,168,357	\$ 415,071,737	\$ 565,264,140	\$ 615,188,522	\$ 662,690,540	\$ 782,671,038
Told Sold Volume	\$ 346,888,546	\$ 662,958,927	\$ 1,180,246,473	\$ 669,284,924	\$ 612,455,509	\$ 500,552,509	\$ 356,119,839	\$ 491,429,479	\$ 547,576,524	\$ 599,464,182	\$ 722,613,184
List / Sell Ratio	91.04%	91.91%	94.29%	92.37%	90.10%	88.25%	85.80%	86.94%	89.01%	90.46%	92.33%
Average Sales Price	\$1,371,101	\$1,395,703	\$1,378,793	\$1,388,558	\$1,395,115	\$1,413,990	\$1,359,236	\$1,368,884	\$1,365,527	\$1,384,444	\$1,384,316
Median Price				\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,300,000	\$ 1,325,000	\$ 1,300,000	\$ 1,330,000	\$ 1,340,000
Average Days on Market	254	240	207	174	228	233	247	243	258	245	222
% Volume Compared to Previous Year	89.08%	191.12%	178.03%	56.71%	91.51%	81.73%	71.15%	138.00%	111.43%	109.48%	120.54%
% ASP Compared to Previous Year	102.10%	101.79%	98.79%	100.71%	100.47%	101.35%	96.13%	100.71%	99.75%	101.39%	99.99%

2013 NA-BN-ES YTD Summary - Oct

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	124	231	365	252	231	191	134	169	196	186	251
Total List Price	\$ 416,262,900	\$ 723,581,038	\$ 1,102,248,725	\$ 809,716,864	\$ 722,542,288	\$ 600,326,851	\$ 481,470,391	\$ 549,449,173	\$ 651,208,999	\$ 603,237,290	\$ 803,975,890
Totd Sold Volume	\$ 376,165,134	\$ 664,428,250	\$ 1,029,342,423	\$ 742,371,510	\$ 652,200,799	\$ 531,840,570	\$ 413,925,500	\$ 483,932,551	\$ 572,033,243	\$ 539,097,928	\$ 744,870,090
List / Sell Ratio	90.37%	91.82%	93.39%	91.68%	90.26%	88.59%	85.97%	88.08%	87.84%	89.37%	92.65%
Average Sales Price	\$3,033,590	\$2,876,313	\$2,820,116	\$2,945,919	\$2,823,380	\$2,784,506	\$3,088,996	\$2,863,506	\$2,918,537	\$2,898,376	\$2,967,610
Median Price					\$ 2,665,000	\$ 2,550,000	\$ 2,900,000	\$ 2,597,500	\$ 2,725,000	\$ 2,687,500	\$ 2,760,000
Average Days on Market	284	306	263	290	274	250	326	289	274	285	197
% Volume Compared to Previous Year	125.09%	176.63%	154.92%	72.12%	87.85%	81.55%	77.83%	116.91%	118.21%	94.24%	138.17%
% ASP Compared to Previous Year	104.91%	94.82%	98.05%	104.46%	95.84%	98.62%	110.94%	92.70%	101.92%	99.31%	102.39%

October Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	14	33	38	33	41	32	20	28	26	21	41
Total List Price	\$ 114,935,000	\$ 258,562,660	\$ 311,859,000	\$ 252,610,000	\$ 310,786,000	\$ 229,497,000	\$ 179,510,000	\$ 277,773,999	\$ 232,550,000	\$ 171,834,000	\$ 329,688,999
Totd Sold Volume	\$ 106,237,000	\$ 229,497,660	\$ 290,549,362	\$ 231,129,515	\$ 279,304,800	\$ 205,532,500	\$ 153,650,000	\$ 237,047,000	\$ 202,680,000	\$ 151,161,500	\$ 302,560,500
List / Sell Ratio	92.43%	88.76%	93.17%	91.50%	89.87%	89.56%	85.59%	85.34%	87.16%	87.97%	91.77%
Average Sales Price	\$7,588,357	\$6,954,475	\$7,646,036	\$7,003,925	\$6,812,312	\$6,422,891	\$7,682,500	\$8,465,964	\$7,795,385	\$7,198,167	\$7,379,524
Median Price					\$ 5,825,000	\$ 6,000,000	\$ 6,625,000	\$ 6,950,000	\$ 6,657,500	\$ 6,366,500	\$ 6,250,000
Average Days on Market	300	286	49	342	302	322	250	345	255	298	241
% Volume Compared to Previous Year	88.71%	216.02%	126.60%	79.55%	120.84%	66.13%	74.76%	154.28%	85.50%	74.58%	200.16%
% ASP Compared to Previous Year	114.06%	91.65%	109.94%	91.60%	97.26%	94.28%	119.61%	110.20%	92.08%	92.34%	102.52%

October Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	6193	8628	9960	5035	4463	5334	7383	8549	9110	9511	10422
Total List Price	\$ 2,626,239,532	\$ 4,368,079,564	\$ 6,443,599,725	\$ 3,705,297,273	\$ 3,304,457,289	\$ 3,123,763,631	\$ 2,840,620,530	\$ 3,443,117,813	\$ 3,706,836,797	\$ 3,880,469,275	\$ 4,818,861,320
Totd Sold Volume	\$ 2,460,022,685	\$ 4,116,159,326	\$ 6,181,833,459	\$ 3,472,678,300	\$ 3,016,006,903	\$ 2,802,869,479	\$ 2,533,181,957	\$ 3,104,660,173	\$ 3,362,514,622	\$ 3,570,049,100	\$ 4,520,440,099
List / Sell Ratio	93.67%	94.23%	95.94%	93.72%	91.27%	89.73%	89.18%	90.17%	90.71%	92.00%	93.81%
Average Sales Price	\$397,226	\$477,070	\$620,666	\$689,708	\$675,780	\$525,472	\$343,110	\$363,161	\$369,101	\$375,360	\$433,740
Median Price					\$ 380,000	\$ 300,000	\$ 180,000	\$ 187,000	\$ 190,000	\$ 210,000	\$ 245,000
Average Days on Market	138	148	115	137	186	185	159	170	173	171	149
% Volume Compared to Previous Year	121.55%	167.32%	150.18%	56.18%	86.85%	84.82%	90.38%	122.56%	108.31%	106.17%	126.62%
% ASP Compared to Previous Year	100.10%	120.10%	130.10%	111.12%	97.98%	77.76%	65.30%	105.84%	101.64%	101.70%	115.55%