

2013 NA-BN-ES YTD Summary - Nov

#Nov/A1

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	3739	3917	1461	635	1033	2311	5122	5770	6075	6056	5734
Total List Price	\$ 656,158,967	\$ 724,579,581	\$ 303,599,152	\$ 129,473,774	\$ 213,243,711	\$ 423,786,753	\$ 715,288,341	\$ 813,953,122	\$ 864,426,167	\$ 913,080,509	\$ 936,395,617
Told Sold Volume	\$ 628,940,444	\$ 699,488,052	\$ 295,763,920	\$ 122,087,002	\$ 194,483,428	\$ 385,929,325	\$ 665,926,586	\$ 762,734,455	\$ 808,348,449	\$ 860,913,973	\$ 891,361,359
List / Sell Ratio	95.85%	96.54%	97.42%	94.29%	91.20%	91.07%	93.10%	93.71%	93.51%	94.29%	95.19%
Average Sales Price	\$168,211	\$178,577	\$202,439	\$192,263	\$188,271	\$166,997	\$130,013	\$132,190	\$133,061	\$142,159	\$155,452
Median Price					\$ 200,000	\$ 170,000	\$ 125,000	\$ 130,000	\$ 130,000	\$ 140,000	\$ 155,100
Average Days on Market	110	112	83	121	178	154	131	145	152	150	125
% Volume Compared to Previous Year	108.62%	111.22%	42.28%	41.28%	159.30%	198.44%	172.55%	114.54%	105.98%	106.50%	103.54%
% ASP Compared to Previous Year	106.53%	106.16%	113.36%	94.97%	97.92%	88.70%	77.85%	101.67%	100.66%	106.84%	109.35%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	1745	3063	5266	2637	1967	1887	1745	1928	2084	2429	3189
Total List Price	\$ 621,058,808	\$ 1,095,421,406	\$ 1,923,133,567	\$ 984,521,372	\$ 732,379,887	\$ 714,338,809	\$ 653,241,312	\$ 719,518,143	\$ 782,947,531	\$ 892,291,490	\$ 1,156,847,754
Told Sold Volume	\$ 594,232,941	\$ 1,055,576,029	\$ 1,879,885,753	\$ 942,303,755	\$ 679,285,312	\$ 651,210,652	\$ 594,724,701	\$ 663,742,749	\$ 722,964,349	\$ 833,424,580	\$ 1,099,005,201
List / Sell Ratio	95.68%	96.36%	97.75%	95.71%	92.75%	91.16%	91.04%	92.25%	92.34%	93.40%	95.00%
Average Sales Price	\$340,535	\$344,622	\$356,986	\$357,339	\$345,341	\$345,104	\$340,816	\$344,265	\$346,912	\$343,114	\$344,624
Median Price					\$ 332,000	\$ 330,000	\$ 329,900	\$ 335,000	\$ 335,000	\$ 330,000	\$ 335,000
Average Days on Market	145	139	88	121	169	186	193	183	186	181	145
% Volume Compared to Previous Year	249.12%	177.64%	178.09%	50.13%	72.09%	95.87%	91.33%	111.61%	108.92%	115.28%	131.87%
% ASP Compared to Previous Year	99.65%	101.20%	103.59%	100.10%	96.64%	99.93%	98.76%	101.01%	100.77%	98.91%	100.44%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	529	957	1783	864	682	654	526	626	660	827	993
Total List Price	\$ 340,260,660	\$ 608,958,834	\$ 1,107,034,978	\$ 548,625,875	\$ 441,420,651	\$ 435,013,368	\$ 349,183,870	\$ 412,720,694	\$ 433,864,064	\$ 535,121,605	\$ 631,611,646
Told Sold Volume	\$ 322,459,551	\$ 582,583,491	\$ 1,077,961,990	\$ 520,119,368	\$ 409,828,005	\$ 392,948,072	\$ 314,662,561	\$ 375,310,897	\$ 396,961,487	\$ 497,569,847	\$ 597,033,885
List / Sell Ratio	94.77%	95.67%	97.37%	94.80%	92.84%	90.33%	90.11%	90.94%	91.49%	92.98%	94.53%
Average Sales Price	\$609,564	\$608,760	\$604,578	\$601,990	\$600,921	\$600,838	\$598,218	\$599,538	\$601,457	\$601,656	\$601,243
Median Price					\$ 590,000	\$ 593,188	\$ 585,000	\$ 590,757	\$ 591,000	\$ 595,000	\$ 590,000
Average Days on Market	186	186	124	127	185	212	208	234	213	201	180
% Volume Compared to Previous Year	106.50%	180.67%	185.03%	48.25%	78.79%	95.88%	80.08%	119.27%	105.77%	125.34%	119.99%
% ASP Compared to Previous Year	100.66%	99.87%	99.31%	99.57%	99.82%	99.99%	99.56%	100.22%	100.32%	100.03%	99.93%

2013 NA-BN-ES YTD Summary - Nov

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	244	479	821	419	335	266	212	264	294	342	449
Total List Price	\$ 226,856,154	\$ 429,618,444	\$ 728,976,354	\$ 375,106,286	\$ 311,210,657	\$ 256,486,134	\$ 207,036,357	\$ 250,384,990	\$ 277,168,062	\$ 319,154,184	\$ 411,994,669
Told Sold Volume	\$ 209,683,060	\$ 409,875,568	\$ 705,341,339	\$ 357,355,070	\$ 284,622,330	\$ 227,447,551	\$ 180,225,956	\$ 224,770,014	\$ 251,738,540	\$ 293,384,300	\$ 386,004,555
List / Sell Ratio	92.43%	95.40%	96.76%	95.27%	91.46%	88.68%	87.05%	89.77%	90.83%	91.93%	93.69%
Average Sales Price	\$859,357	\$855,690	\$859,125	\$852,876	\$849,619	\$855,066	\$850,122	\$851,402	\$856,254	\$857,849	\$859,698
Median Price					\$ 843,500	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000
Average Days on Market	203	220	151	144	195	208	241	261	213	219	199
% Volume Compared to Previous Year	101.30%	195.47%	172.09%	50.66%	79.65%	79.91%	79.24%	124.72%	112.00%	116.54%	131.57%
% ASP Compared to Previous Year	100.89%	99.57%	100.40%	99.27%	99.62%	100.64%	99.42%	100.15%	100.57%	100.19%	100.22%

**November Annual YTD Summary - All Sales \$1M +**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	430	790	1340	814	756	596	454	588	659	702	861
Total List Price	\$ 1,010,685,313	\$ 1,815,014,776	\$ 2,821,542,018	\$ 1,910,315,261	\$ 1,828,195,279	\$ 1,447,627,108	\$ 1,152,225,203	\$ 1,466,628,302	\$ 1,596,873,097	\$ 1,615,770,570	\$ 2,008,354,247
Told Sold Volume	\$ 917,095,680	\$ 1,660,305,003	\$ 2,646,834,478	\$ 1,757,301,815	\$ 1,648,536,671	\$ 1,282,405,029	\$ 989,244,965	\$ 1,275,354,380	\$ 1,409,552,957	\$ 1,447,794,437	\$ 1,856,098,987
List / Sell Ratio	90.74%	91.48%	93.81%	91.99%	90.17%	88.59%	85.86%	86.96%	88.27%	89.60%	92.42%
Average Sales Price	\$2,132,781	\$2,101,652	\$1,975,250	\$2,158,847	\$2,180,604	\$2,151,686	\$2,178,954	\$2,168,970	\$2,138,927	\$2,062,385	\$2,155,748
Median Price					\$ 1,750,000	\$ 1,740,000	\$ 1,600,000	\$ 185,000	\$ 187,000	\$ 1,600,000	\$ 1,600,000
Average Days on Market	272	272	227	222	252	245	272	261	263	260	213
% Volume Compared to Previous Year	107.65%	181.04%	159.42%	66.39%	93.81%	77.79%	77.14%	128.92%	110.52%	102.71%	128.20%
% ASP Compared to Previous Year	110.40%	98.54%	93.99%	109.29%	101.01%	98.67%	101.27%	99.54%	98.61%	96.42%	104.53%

**November Annual YTD Summary - Sales \$1M - \$2M**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	276	514	918	509	466	364	291	380	426	467	555
Total List Price	\$ 417,827,413	\$ 777,821,228	\$ 1,341,843,293	\$ 766,938,497	\$ 720,258,991	\$ 584,023,257	\$ 459,738,812	\$ 596,810,130	\$ 654,331,098	\$ 716,801,280	\$ 831,462,358
Told Sold Volume	\$ 380,423,546	\$ 715,335,093	\$ 1,265,790,693	\$ 707,271,200	\$ 649,251,184	\$ 515,443,059	\$ 394,320,465	\$ 519,159,829	\$ 581,942,214	\$ 647,649,357	\$ 767,680,897
List / Sell Ratio	91.05%	91.97%	94.33%	92.22%	90.14%	88.26%	85.77%	86.99%	88.94%	90.35%	92.33%
Average Sales Price	\$1,378,346	\$1,391,703	\$1,378,857	\$1,389,531	\$1,393,243	\$1,416,052	\$1,355,053	\$1,366,210	\$1,366,062	\$1,386,829	\$1,383,209
Median Price					\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,325,000	\$ 1,300,000	\$ 1,350,000	\$ 1,344,050
Average Days on Market	266	254	208	119	237	235	246	241	259	244	218
% Volume Compared to Previous Year	90.81%	188.04%	176.95%	55.88%	91.80%	79.39%	76.50%	131.66%	112.09%	111.29%	118.53%
% ASP Compared to Previous Year	102.32%	100.97%	99.08%	100.77%	100.27%	101.64%	95.69%	100.82%	99.99%	101.52%	99.74%

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**November Annual YTD Summary - Sales \$2M - \$5M**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	138	240	382	269	245	200	141	179	204	211	264
Total List Price	\$ 463,532,900	\$ 752,535,888	\$ 1,152,339,725	\$ 859,471,764	\$ 766,605,288	\$ 634,106,851	\$ 501,629,391	\$ 585,244,173	\$ 677,646,999	\$ 695,350,290	\$ 839,302,890
Told Sold Volume	\$ 417,635,134	\$ 691,922,250	\$ 1,077,144,423	\$ 789,706,100	\$ 692,380,437	\$ 561,429,470	\$ 430,874,500	\$ 513,897,551	\$ 596,033,243	\$ 621,683,580	\$ 778,357,590
List / Sell Ratio	90.10%	91.95%	93.47%	91.88%	90.32%	88.54%	85.89%	87.81%	87.96%	89.41%	92.74%
Average Sales Price	\$3,026,342	\$2,883,009	\$2,819,750	\$2,935,710	\$2,826,043	\$2,807,147	\$3,055,848	\$2,870,936	\$2,921,732	\$2,946,368	\$2,948,324
Median Price					\$ 2,650,000	\$ 2,575,000	\$ 2,895,000	\$ 2,605,000	\$ 2,700,000	\$ 2,700,000	\$ 2,700,000
Average Days on Market	299	308	264	296	274	252	330	290	272	292	198
% Volume Compared to Previous Year	129.26%	165.68%	155.67%	73.31%	87.68%	81.09%	76.75%	119.27%	115.98%	104.30%	125.20%
% ASP Compared to Previous Year	104.91%	95.26%	97.81%	104.11%	96.26%	99.33%	108.86%	93.95%	101.77%	100.84%	100.07%

**November Annual YTD Summary - Sales \$5M +**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	16	36	40	36	45	32	22	29	29	24	42
Total List Price	\$ 129,325,000	\$ 284,657,660	\$ 327,359,000	\$ 283,905,000	\$ 341,331,000	\$ 229,497,000	\$ 190,857,000	\$ 284,573,999	\$ 264,895,000	\$ 203,619,000	\$ 337,588,999
Told Sold Volume	\$ 119,037,000	\$ 253,047,660	\$ 303,899,362	\$ 260,324,515	\$ 306,905,050	\$ 205,532,500	\$ 164,050,000	\$ 242,297,000	\$ 231,577,500	\$ 178,461,500	\$ 310,060,500
List / Sell Ratio	92.04%	88.90%	92.83%	91.69%	89.91%	89.56%	85.95%	85.14%	87.42%	87.64%	91.85%
Average Sales Price	\$7,439,813	\$7,029,102	\$7,597,484	\$7,231,237	\$6,820,112	\$6,422,891	\$7,456,818	\$8,355,069	\$7,985,431	\$7,435,896	\$7,382,393
Median Price					\$ 5,825,000	\$ 6,000,000	\$ 6,250,000	\$ 6,900,000	\$ 6,747,500	\$ 6,366,500	\$ 6,300,000
Average Days on Market	318	303	48	346	287	322	250	340	259	279	235
% Volume Compared to Previous Year	99.40%	212.58%	120.10%	85.66%	117.89%	60.22%	79.82%	147.70%	95.58%	77.06%	173.74%
% ASP Compared to Previous Year	111.83%	94.48%	108.09%	95.18%	94.31%	94.18%	116.10%	112.05%	95.58%	93.12%	99.28%

**November Annual YTD Summary - Overall Sales**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	6687	9206	10671	5369	4773	5714	8059	9176	9772	10356	11226
Total List Price	\$ 2,855,019,902	\$ 4,673,593,041	\$ 6,884,286,069	\$ 3,948,042,568	\$ 3,526,450,185	\$ 3,277,252,172	\$ 3,076,975,083	\$ 3,663,205,251	\$ 3,955,278,921	\$ 4,275,418,358	\$ 5,145,203,933
Told Sold Volume	\$ 2,672,411,676	\$ 4,407,828,143	\$ 6,605,787,480	\$ 3,699,167,010	\$ 3,216,755,746	\$ 2,939,940,629	\$ 2,744,784,769	\$ 3,301,912,495	\$ 3,589,565,782	\$ 3,933,087,137	\$ 4,829,503,987
List / Sell Ratio	93.60%	94.31%	95.95%	93.70%	91.22%	89.71%	89.20%	90.14%	90.75%	91.99%	93.86%
Average Sales Price	\$399,643	\$478,799	\$619,041	\$688,986	\$673,948	\$514,515	\$340,586	\$359,842	\$367,332	\$379,788	\$430,207
Median Price					\$ 380,000	\$ 294,500	\$ 185,000	\$ 185,000	\$ 187,000	\$ 210,000	\$ 245,000
Average Days on Market	139	148	116	139	188	183	160	170	173	171	145
% Volume Compared to Previous Year	122.08%	164.94%	149.86%	56.00%	86.96%	83.37%	93.36%	120.30%	108.71%	109.57%	122.79%
% ASP Compared to Previous Year	101.30%	119.81%	129.29%	111.30%	97.82%	76.34%	66.20%	105.65%	102.08%	103.39%	113.28%