

2013 NA-BN-ES YTD Summary - Dec

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December Annual YTD Summary - Sales from \$0 = \$249,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	4112	4174	1515	705	1130	2624	5612	6269	6522	6568	6070
Total List Price	\$ 725,374,507	\$ 773,922,270	\$ 315,197,702	\$ 144,096,269	\$ 232,785,084	\$ 472,951,076	\$ 785,796,881	\$ 885,023,166	\$ 929,741,843	\$ 991,825,314	\$ 993,845,307
Totd Sold Volume	\$ 692,707,858	\$ 747,634,196	\$ 306,854,970	\$ 135,752,539	\$ 212,108,227	\$ 431,020,516	\$ 731,491,847	\$ 829,064,826	\$ 869,115,593	\$ 935,719,801	\$ 945,916,103
List / Sell Ratio	95.50%	96.60%	97.35%	94.21%	91.12%	91.13%	93.09%	93.68%	93.48%	94.34%	95.18%
Average Sales Price	\$168,460	\$179,117	\$202,545	\$192,557	\$187,706	\$164,261	\$130,344	\$132,248	\$133,259	\$142,466	\$155,835
Median Price				\$ 200,000	\$ 169,950	\$ 125,000	\$ 130,000	\$ 130,000	\$ 130,000	\$ 140,000	\$ 156,643
Average Days on Market	111	111	86	121	177	150	132	146	152	150	121
% Volume Compared to Previous Year	110.35%	107.93%	41.04%	44.24%	156.25%	203.21%	169.71%	113.34%	104.83%	107.66%	101.09%
% ASP Compared to Previous Year	106.41%	106.33%	113.08%	95.07%	97.48%	87.51%	79.35%	101.46%	100.76%	106.91%	109.38%

December Annual YTD Summary - Sales from \$250,000 - \$499,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	1926	3427	5537	2819	2121	2007	1925	2104	2240	2646	3450
Total List Price	\$ 685,212,351	\$ 1,220,521,894	\$ 2,023,508,495	\$ 1,051,565,125	\$ 790,135,166	\$ 758,923,833	\$ 719,818,297	\$ 783,109,693	\$ 842,927,431	\$ 971,133,685	\$ 1,251,743,194
Totd Sold Volume	\$ 655,806,284	\$ 1,177,328,894	\$ 1,976,955,319	\$ 1,005,139,561	\$ 732,414,838	\$ 691,599,671	\$ 656,159,765	\$ 722,625,124	\$ 778,452,536	\$ 907,578,552	\$ 1,189,250,143
List / Sell Ratio	95.71%	96.46%	97.70%	95.59%	92.69%	91.13%	91.16%	92.28%	92.35%	93.46%	95.01%
Average Sales Price	\$340,502	\$343,545	\$357,044	\$356,559	\$345,316	\$344,594	\$340,862	\$343,453	\$347,523	\$343,000	\$344,710
Median Price				\$ 330,000	\$ 330,000	\$ 329,000	\$ 333,000	\$ 336,500	\$ 330,000	\$ 335,000	\$ 335,000
Average Days on Market	148	135	89	122	170	187	195	185	185	181	141
% Volume Compared to Previous Year	255.72%	179.52%	167.92%	50.84%	72.87%	94.43%	94.88%	110.13%	107.73%	116.59%	131.04%
% ASP Compared to Previous Year	99.98%	100.89%	103.93%	99.86%	96.85%	99.79%	98.92%	100.76%	101.19%	98.70%	100.50%

December Annual YTD Summary - Sales from \$500,000 to 749,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	601	1056	1903	919	731	690	585	677	710	914	1080
Total List Price	\$ 386,523,595	\$ 678,439,488	\$ 1,181,197,447	\$ 583,038,865	\$ 473,484,227	\$ 458,986,568	\$ 388,123,469	\$ 445,283,721	\$ 466,219,268	\$ 590,165,175	\$ 686,864,939
Totd Sold Volume	\$ 366,139,768	\$ 643,358,616	\$ 1,150,004,777	\$ 552,449,208	\$ 438,468,529	\$ 414,073,072	\$ 349,761,611	\$ 405,576,797	\$ 427,064,791	\$ 549,068,535	\$ 649,318,553
List / Sell Ratio	94.73%	94.83%	97.36%	94.75%	92.60%	90.21%	90.12%	91.08%	91.60%	93.04%	94.53%
Average Sales Price	\$609,218	\$609,241	\$604,311	\$601,142	\$599,820	\$600,106	\$597,883	\$599,079	\$601,500	\$600,731	\$601,221
Median Price				\$ 588,250	\$ 591,250	\$ 585,000	\$ 590,000	\$ 594,450	\$ 592,500	\$ 595,000	\$ 595,000
Average Days on Market	186	184	124	130	186	211	209	234	212	199	175
% Volume Compared to Previous Year	113.72%	175.71%	178.75%	48.04%	79.37%	94.44%	84.47%	115.96%	105.30%	128.57%	118.26%
% ASP Compared to Previous Year	100.66%	100.00%	99.19%	99.48%	99.78%	100.05%	99.63%	100.20%	100.40%	99.87%	100.08%

2013 NA-BN-ES YTD Summary - Dec

December Annual YTD Summary - Sales from \$750,000 - \$999,999											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	278	521	862	444	364	282	239	287	316	379	493
Total List Price	\$ 257,230,154	\$ 467,459,694	\$ 765,657,844	\$ 398,314,220	\$ 339,091,856	\$ 271,799,934	\$ 232,492,357	\$ 272,090,089	\$ 297,564,207	\$ 353,249,709	\$ 452,008,806
Totd Sold Volume	\$ 238,861,560	\$ 445,913,328	\$ 740,699,239	\$ 378,825,069	\$ 309,289,930	\$ 241,050,051	\$ 203,089,956	\$ 244,251,514	\$ 270,340,380	\$ 325,175,405	\$ 423,998,767
List / Sell Ratio	92.86%	95.39%	96.74%	95.11%	91.21%	88.69%	87.35%	89.77%	90.85%	92.05%	93.80%
Average Sales Price	\$859,214	\$855,880	\$859,280	\$853,210	\$849,698	\$854,787	\$849,749	\$851,051	\$855,508	\$857,983	\$860,038
Median Price					\$ 849,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000
Average Days on Market	212	215	154	146	199	208	244	257	212	218	192
% Volume Compared to Previous Year	107.89%	186.68%	166.11%	51.14%	81.64%	77.94%	84.25%	120.27%	110.68%	120.28%	130.39%
% ASP Compared to Previous Year	100.91%	99.61%	100.40%	99.29%	99.59%	100.60%	99.41%	100.15%	100.52%	100.29%	100.24%

December Annual YTD Summary - All Sales \$1M +											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	482	857	1417	875	805	629	498	630	706	768	924
Total List Price	\$ 1,115,937,635	\$ 1,950,491,476	\$ 2,978,796,218	\$ 2,049,161,852	\$ 1,939,179,878	\$ 1,514,992,808	\$ 1,256,434,103	\$ 1,582,666,692	\$ 1,700,873,097	\$ 1,756,871,609	\$ 2,137,583,865
Totd Sold Volume	\$ 1,013,438,048	\$ 1,784,127,424	\$ 2,793,630,028	\$ 1,880,652,881	\$ 1,748,792,171	\$ 1,338,893,092	\$ 1,079,521,615	\$ 1,371,555,480	\$ 1,500,600,957	\$ 1,575,244,585	\$ 1,975,164,987
List / Sell Ratio	90.81%	91.47%	93.78%	91.78%	90.18%	88.38%	85.92%	86.66%	88.23%	89.66%	92.40%
Average Sales Price	\$2,102,569	\$2,081,829	\$1,971,510	\$2,149,318	\$2,172,413	\$2,128,606	\$2,167,714	\$2,177,072	\$2,125,497	\$2,051,100	\$2,137,624
Median Price					\$ 1,730,000	\$ 1,725,000	\$ 1,600,000	\$ 185,000	\$ 186,355	\$ 1,600,000	\$ 1,600,000
Average Days on Market	281	269	228	225	251	246	271	263	264	253	213
% Volume Compared to Previous Year	113.44%	176.05%	156.58%	67.32%	92.99%	76.56%	80.63%	127.05%	109.41%	104.97%	125.39%
% ASP Compared to Previous Year	108.50%	99.01%	94.70%	109.02%	101.07%	97.98%	101.84%	100.43%	97.63%	96.50%	104.22%

December Annual YTD Summary - Sales \$1M - \$2M											
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	313	564	980	548	500	385	319	407	460	515	597
Total List Price	\$ 469,225,735	\$ 852,002,928	\$ 1,429,929,493	\$ 826,447,088	\$ 773,043,590	\$ 614,388,957	\$ 503,972,812	\$ 636,615,020	\$ 707,251,098	\$ 791,898,319	\$ 894,773,977
Totd Sold Volume	\$ 428,164,579	\$ 783,936,524	\$ 1,349,041,243	\$ 759,735,599	\$ 695,504,184	\$ 541,756,121	\$ 431,282,115	\$ 554,740,929	\$ 628,495,214	\$ 714,529,505	\$ 825,879,897
List / Sell Ratio	91.25%	92.01%	94.34%	91.93%	89.97%	88.18%	85.58%	87.14%	88.86%	90.23%	92.30%
Average Sales Price	\$1,367,938	\$1,389,958	\$1,376,573	\$1,386,379	\$1,391,008	\$1,407,159	\$1,351,982	\$1,363,000	\$1,366,294	\$1,387,436	\$1,383,383
Median Price					\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,325,000	\$ 130,000	\$ 1,350,000	\$ 1,340,000
Average Days on Market	262	252	210	#DIV/0!	234	232	247	246	262	239	217
% Volume Compared to Previous Year	97.45%	183.09%	172.09%	56.32%	91.55%	77.89%	79.61%	128.63%	113.30%	113.69%	115.58%
% ASP Compared to Previous Year	101.18%	101.61%	99.04%	100.71%	100.33%	101.16%	96.08%	100.81%	100.24%	101.55%	99.71%

2013 NA-BN-ES YTD Summary - Dec

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	152	255	393	289	255	212	156	191	215	227	284
Total List Price	\$ 510,486,900	\$ 802,930,888	\$ 1,187,412,725	\$ 923,610,764	\$ 794,570,288	\$ 671,106,851	\$ 549,604,291	\$ 626,677,673	\$ 711,526,999	\$ 741,254,290	\$ 899,470,889
Told Sold Volume	\$ 460,036,469	\$ 736,943,240	\$ 1,109,589,423	\$ 846,767,767	\$ 717,362,937	\$ 591,604,471	\$ 474,629,500	\$ 549,167,551	\$ 625,478,243	\$ 663,553,580	\$ 833,749,590
List / Sell Ratio	90.12%	91.78%	93.45%	91.68%	90.28%	88.15%	86.36%	87.63%	87.91%	89.52%	92.69%
Average Sales Price	\$3,026,556	\$2,889,973	\$2,823,383	\$2,929,992	\$2,813,188	\$2,790,587	\$3,042,497	\$2,875,223	\$2,909,201	\$2,923,144	\$2,935,738
Median Price					\$ 2,650,000	\$ 2,537,500	\$ 2,800,000	\$ 2,610,000	\$ 2,700,000	\$ 2,700,000	\$ 2,700,000
Average Days on Market	312	304	263	291	278	259	323	291	265	283	202
% Volume Compared to Previous Year	140.42%	160.19%	150.57%	76.31%	84.72%	82.47%	80.23%	115.70%	113.90%	106.09%	125.65%
% ASP Compared to Previous Year	105.32%	95.49%	97.70%	103.78%	96.01%	99.20%	109.03%	94.50%	101.18%	100.48%	100.43%

December Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	17	38	44	38	50	32	23	32	31	26	43
Total List Price	\$ 136,225,000	\$ 295,557,660	\$ 361,454,000	\$ 299,104,000	\$ 371,566,000	\$ 229,497,000	\$ 202,857,000	\$ 319,373,999	\$ 282,095,000	\$ 223,719,000	\$ 343,338,999
Told Sold Volume	\$ 125,237,000	\$ 263,247,660	\$ 334,999,362	\$ 274,149,515	\$ 335,925,050	\$ 205,532,500	\$ 173,610,000	\$ 267,647,000	\$ 246,627,500	\$ 197,161,500	\$ 315,535,500
List / Sell Ratio	91.93%	89.07%	92.68%	91.66%	90.41%	89.56%	85.58%	83.80%	87.43%	88.13%	91.90%
Average Sales Price	\$7,366,882	\$6,927,570	\$7,613,622	\$7,214,461	\$6,718,501	\$6,422,891	\$7,548,261	\$8,363,969	\$7,955,726	\$7,583,135	\$7,338,035
Median Price					\$ 5,800,000	\$ 6,000,000	\$ 6,500,000	\$ 6,475,000	\$ 6,747,500	\$ 6,333,250	\$ 6,250,000
Average Days on Market	344	296	50	360	292	322	243	320	274	261	229
% Volume Compared to Previous Year	88.21%	210.20%	127.26%	81.84%	122.53%	55.32%	84.47%	154.17%	92.15%	79.94%	160.04%
% ASP Compared to Previous Year	114.16%	94.04%	109.90%	94.76%	93.13%	95.60%	117.52%	110.81%	95.12%	95.32%	96.77%

December Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Number of Sales	7399	10035	11234	5762	5151	6232	8859	9967	10494	11275	12017
Total List Price	\$ 3,170,278,242	\$ 5,090,834,822	\$ 7,264,357,706	\$ 4,226,176,331	\$ 3,774,676,211	\$ 3,477,654,219	\$ 3,382,665,107	\$ 3,968,173,361	\$ 4,237,325,846	\$ 4,663,245,492	\$ 5,522,046,111
Told Sold Volume	\$ 2,966,953,518	\$ 4,798,362,458	\$ 6,968,144,333	\$ 3,952,819,258	\$ 3,441,073,695	\$ 3,116,636,402	\$ 3,020,024,794	\$ 3,573,073,741	\$ 3,845,574,257	\$ 4,292,786,878	\$ 5,183,648,553
List / Sell Ratio	93.59%	94.25%	95.92%	93.53%	91.16%	89.62%	89.28%	90.04%	90.75%	92.06%	93.87%
Average Sales Price	\$400,994	\$478,163	\$620,273	\$686,015	\$668,040	\$500,102	\$340,899	\$358,490	\$366,455	\$380,735	\$431,360
Median Price					\$ 378,500	\$ 284,500	\$ 185,000	\$ 185,000	\$ 186,355	\$ 210,000	\$ 247,000
Average Days on Market	142	146	117	141	189	181	162	171	172	170	142
% Volume Compared to Previous Year	126.98%	161.73%	145.22%	56.73%	87.05%	82.57%	96.90%	118.31%	107.63%	111.63%	120.75%
% ASP Compared to Previous Year	102.47%	119.24%	129.72%	110.60%	97.38%	74.86%	68.17%	105.16%	102.22%	103.90%	113.30%