

2014 NA-BN-ES YTD Summary - Feb

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	554	673	408	90	154	226	622	941	1003	969	903	833
Total List Price	\$ 95,812,697	\$ 120,866,719	\$ 83,491,146	\$ 17,961,450	\$ 31,345,629	\$ 44,648,754	\$ 90,380,981	\$ 132,846,471	\$ 139,115,515	\$ 142,832,006	\$ 143,027,442	\$ 138,606,865
Told Sold Volume	\$ 91,642,491	\$ 114,673,678	\$ 81,530,187	\$ 17,300,341	\$ 29,039,500	\$ 39,669,359	\$ 82,506,277	\$ 123,666,768	\$ 129,952,500	\$ 133,587,033	\$ 135,341,246	\$ 132,276,595
List / Sell Ratio	95.65%	94.88%	97.65%	96.32%	92.64%	88.85%	91.29%	93.09%	93.41%	93.53%	94.63%	95.43%
Average Sales Price	\$165,420	\$170,392	\$199,829	\$192,226	\$188,568	\$175,528	\$132,647	\$131,421	\$129,564	\$137,861	\$149,880	\$158,795
Median Price					\$ 200,945	\$ 185,000	\$ 128,900	\$ 130,000	\$ 125,000	\$ 135,000	\$ 150,000	\$ 161,000
Average Days on Market	90	124	82	110	241	157	129	149	140	143	137	75
% Volume Compared to Previous Year	119.25%	125.13%	71.10%	21.22%	167.86%	136.60%	207.98%	149.89%	105.08%	102.80%	101.31%	97.74%
% ASP Compared to Previous Year	109.99%	103.01%	117.28%	96.20%	98.10%	93.08%	75.57%	99.08%	98.59%	106.40%	108.72%	105.95%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	202	371	750	508	298	293	217	316	321	325	429	538
Total List Price	\$ 71,907,729	\$ 134,194,115	\$ 268,936,980	\$ 188,697,728	\$ 110,639,167	\$ 111,935,010	\$ 81,155,397	\$ 116,243,159	\$ 120,390,791	\$ 121,906,397	\$ 156,508,894	\$ 193,410,358
Told Sold Volume	\$ 68,432,880	\$ 128,616,387	\$ 260,743,175	\$ 182,759,610	\$ 103,300,262	\$ 101,942,557	\$ 73,077,951	\$ 107,060,401	\$ 111,039,331	\$ 112,661,057	\$ 147,560,213	\$ 184,745,721
List / Sell Ratio	95.17%	95.84%	96.95%	96.85%	93.37%	91.07%	90.05%	92.10%	92.23%	92.42%	94.28%	95.52%
Average Sales Price	\$338,777	\$346,675	\$347,658	\$359,763	\$346,645	\$347,927	\$336,765	\$338,799	\$345,917	\$346,649	\$343,963	\$343,394
Median Price					\$ 335,000	\$ 335,000	\$ 322,000	\$ 329,500	\$ 330,000	\$ 340,000	\$ 330,000	\$ 332,500
Average Days on Market	125	160	94	104	150	180	189	198	178	184	171	84
% Volume Compared to Previous Year	212.37%	187.95%	202.73%	70.09%	56.52%	98.69%	71.69%	146.50%	103.72%	101.46%	130.98%	125.20%
% ASP Compared to Previous Year	98.82%	102.33%	100.28%	103.48%	96.35%	100.37%	96.79%	100.60%	102.10%	100.21%	99.23%	99.83%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	86	114	248	179	108	103	63	100	92	127	131	161
Total List Price	\$ 55,483,575	\$ 73,013,819	\$ 155,347,561	\$ 112,418,270	\$ 69,396,559	\$ 67,409,919	\$ 41,936,886	\$ 65,014,317	\$ 60,262,995	\$ 82,166,600	\$ 82,813,824	\$ 102,338,250
Told Sold Volume	\$ 52,816,025	\$ 69,195,553	\$ 150,599,582	\$ 108,429,729	\$ 64,546,620	\$ 61,482,022	\$ 37,938,900	\$ 59,131,550	\$ 55,067,300	\$ 75,943,000	\$ 78,178,155	\$ 97,524,137
List / Sell Ratio	95.19%	94.77%	96.94%	96.45%	93.01%	91.21%	90.47%	90.95%	91.38%	92.43%	94.40%	95.30%
Average Sales Price	\$614,140	\$606,979	\$607,256	\$605,753	\$597,654	\$596,913	\$602,205	\$591,316	\$598,558	\$597,976	\$596,780	\$605,740
Median Price					\$ 585,000	\$ 580,000	\$ 590,000	\$ 585,000	\$ 591,000	\$ 580,000	\$ 585,000	\$ 600,000
Average Days on Market	132	202	151	115	177	184	179	259	187	188	195	116
% Volume Compared to Previous Year	138.01%	131.01%	217.64%	72.00%	59.53%	95.25%	61.71%	155.86%	93.13%	137.91%	102.94%	124.75%
% ASP Compared to Previous Year	101.10%	98.83%	100.05%	99.75%	98.66%	99.88%	100.89%	98.19%	101.22%	99.90%	99.80%	101.50%

2014 NA-BN-ES YTD Summary - Feb

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	39	67	133	101	54	39	26	39	46	38	60	76
Total List Price	\$ 36,180,200	\$ 60,658,800	\$ 118,694,264	\$ 88,595,448	\$ 49,453,964	\$ 37,689,488	\$ 26,214,588	\$ 37,592,900	\$ 44,908,995	\$ 35,706,280	\$ 55,578,517	\$ 69,626,850
Told Sold Volume	\$ 33,252,340	\$ 57,221,400	\$ 114,645,704	\$ 86,111,038	\$ 46,114,693	\$ 33,755,300	\$ 22,282,500	\$ 33,638,700	\$ 40,252,750	\$ 32,457,083	\$ 51,705,445	\$ 65,336,450
List / Sell Ratio	91.91%	94.33%	96.59%	97.20%	93.25%	89.56%	85.00%	89.48%	89.63%	90.90%	93.03%	93.84%
Average Sales Price	\$852,624	\$854,051	\$861,998	\$852,585	\$853,976	\$865,521	\$857,019	\$862,531	\$875,060	\$854,134	\$861,757	\$859,690
Median Price					\$ 847,500	\$ 862,500	\$ 855,000	\$ 860,000	\$ 893,250	\$ 865,000	\$ 855,000	\$ 852,750
Average Days on Market	189	234	173	122	160	205	286	332	233	224	203	122
% Volume Compared to Previous Year	107.48%	172.08%	200.35%	75.11%	53.55%	73.20%	66.01%	150.96%	119.66%	80.63%	159.30%	126.36%
% ASP Compared to Previous Year	99.21%	100.17%	100.93%	98.91%	100.16%	101.35%	99.02%	100.64%	101.45%	97.61%	100.89%	99.76%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	83	110	233	154	139	128	60	79	91	94	111	177
Total List Price	\$ 184,855,694	\$ 275,154,900	\$ 527,844,009	\$ 382,376,565	\$ 337,060,455	\$ 309,053,608	\$ 150,801,389	\$ 213,494,999	\$ 231,674,480	\$ 202,777,037	\$ 238,519,101	\$ 467,197,624
Told Sold Volume	\$ 171,399,361	\$ 249,485,500	\$ 491,128,794	\$ 357,143,390	\$ 306,303,640	\$ 276,215,725	\$ 129,952,500	\$ 180,726,640	\$ 202,806,447	\$ 182,370,222	\$ 219,238,869	\$ 435,098,670
List / Sell Ratio	92.72%	90.67%	93.04%	93.40%	90.87%	89.37%	86.17%	84.65%	87.54%	89.94%	91.92%	93.13%
Average Sales Price	\$2,065,053	\$2,268,050	\$2,107,849	\$2,319,113	\$2,203,623	\$2,157,935	\$2,165,875	\$2,287,679	\$2,228,642	\$1,940,109	\$1,975,125	\$2,458,185
Median Price					\$ 1,750,000	\$ 1,662,500	\$ 1,850,000	\$ 1,500,000	\$ 1,557,500	\$ 1,550,000	\$ 1,695,000	\$ 1,825,000
Average Days on Market	223	259	223	216	226	238	283	254	243	245	231	163
% Volume Compared to Previous Year	182.69%	145.56%	196.86%	72.72%	85.76%	90.18%	47.05%	139.07%	112.22%	89.92%	120.22%	198.46%
% ASP Compared to Previous Year	112.25%	109.83%	92.94%	110.02%	95.02%	97.93%	100.37%	105.62%	97.42%	87.05%	101.80%	124.46%

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	54	71	150	90	88	80	36	50	57	62	71	95
Total List Price	\$ 79,345,694	\$ 106,409,900	\$ 220,767,299	\$ 129,659,200	\$ 140,520,455	\$ 124,072,109	\$ 57,627,998	\$ 77,481,000	\$ 86,775,480	\$ 94,305,537	\$ 111,384,001	\$ 139,927,626
Told Sold Volume	\$ 73,711,861	\$ 98,095,500	\$ 206,494,737	\$ 122,401,760	\$ 126,578,870	\$ 109,858,500	\$ 49,975,000	\$ 66,981,900	\$ 75,716,447	\$ 84,514,308	\$ 101,836,220	\$ 130,178,670
List / Sell Ratio	92.90%	92.19%	93.54%	94.40%	90.08%	88.54%	86.72%	86.45%	87.26%	89.62%	91.43%	93.03%
Average Sales Price	\$1,365,034	\$1,381,627	\$1,376,632	\$1,360,020	\$1,438,396	\$1,373,231	\$1,388,194	\$1,339,638	\$1,328,359	\$1,363,134	\$1,434,313	\$1,370,302
Median Price					\$ 1,379,060	\$ 1,288,000	\$ 1,332,500	\$ 1,325,000	\$ 1,289,092	\$ 1,262,500	\$ 1,410,000	\$ 1,375,000
Average Days on Market	232	254	205	160	203	230	266	228	222	229	232	150
% Volume Compared to Previous Year	138.12%	133.08%	210.50%	59.28%	103.41%	86.79%	45.49%	134.03%	113.04%	111.62%	120.50%	127.83%
% ASP Compared to Previous Year	97.19%	101.22%	99.64%	98.79%	105.76%	95.47%	101.09%	96.50%	99.16%	102.62%	105.22%	95.54%

2014 NA-BN-ES YTD Summary - Feb

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

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	27	33	71	53	41	40	22	24	29	31	37	70
Total List Price	\$ 87,260,000	\$ 109,245,000	\$ 211,957,710	\$ 165,742,365	\$ 120,986,000	\$ 131,237,499	\$ 77,598,391	\$ 76,864,000	\$ 94,499,000	\$ 100,871,500	\$ 110,040,100	\$ 229,203,998
Told Sold Volume	\$ 80,562,500	\$ 100,040,000	\$ 196,765,695	\$ 151,917,115	\$ 112,309,302	\$ 118,832,225	\$ 67,187,500	\$ 67,694,740	\$ 84,050,000	\$ 90,255,914	\$ 101,817,649	\$ 212,874,000
List / Sell Ratio	92.32%	91.57%	92.83%	91.66%	92.83%	90.55%	86.58%	88.07%	88.94%	89.48%	92.53%	92.88%
Average Sales Price	\$2,983,796	\$3,031,515	\$2,771,348	\$2,866,361	\$2,739,251	\$2,970,806	\$3,053,977	\$2,820,614	\$2,898,276	\$2,911,481	\$2,751,828	\$3,041,057
Median Price					\$ 2,500,000	\$ 2,897,500	\$ 2,970,000	\$ 2,412,500	\$ 2,600,000	\$ 2,737,500	\$ 2,500,000	\$ 2,749,500
Average Days on Market	220	255	254	294	269	246	325	299	293	286	234	172
% Volume Compared to Previous Year	302.50%	124.18%	196.69%	77.21%	73.93%	105.81%	56.54%	100.75%	124.16%	107.38%	112.81%	209.07%
% ASP Compared to Previous Year	123.24%	101.60%	91.42%	103.43%	95.57%	108.45%	102.80%	92.36%	102.75%	100.46%	94.52%	110.51%

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February Annual YTD Summary - Sales \$5M +

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	2	6	12	11	10	8	2	5	5	1	3	12
Total List Price	\$ 18,250,000	\$ 59,500,000	\$ 95,119,000	\$ 86,975,000	\$ 75,554,000	\$ 53,744,000	\$ 15,575,000	\$ 59,149,999	\$ 50,400,000	\$ 7,600,000	\$ 17,095,000	\$ 98,066,000
Told Sold Volume	\$ 17,125,000	\$ 51,350,000	\$ 87,868,362	\$ 82,824,515	\$ 67,415,468	\$ 47,525,000	\$ 12,790,000	\$ 46,050,000	\$ 43,040,000	\$ 7,600,000	\$ 15,585,000	\$ 92,046,000
List / Sell Ratio	93.84%	86.30%	92.38%	95.23%	89.23%	88.43%	82.12%	77.85%	85.40%	100.00%	91.17%	93.86%
Average Sales Price	\$8,562,500	\$8,558,333	\$7,322,364	\$7,529,501	\$6,741,547	\$5,940,625	\$6,395,000	\$9,210,000	\$8,608,000	\$7,600,000	\$5,195,000	\$7,670,500
Median Price					\$ 6,300,000	\$ 5,475,000	\$ 6,395,000	\$ 6,050,000	\$ 7,950,000	\$ 6,600,000	\$ 5,167,500	\$ 7,050,000
Average Days on Market	35	334	59	308	253	290	129	295	197	0	149	215
% Volume Compared to Previous Year	123.87%	299.85%	171.12%	94.26%	81.40%	62.90%	26.91%	360.05%	93.46%	17.66%	205.07%	590.61%
% ASP Compared to Previous Year	123.87%	99.95%	85.56%	102.83%	89.54%	88.12%	107.65%	144.02%	93.46%	88.29%	68.36%	147.65%

February Annual YTD Summary - Overall Sales

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	964	1335	1772	1032	753	789	988	1475	1553	1553	1634	1785
Total List Price	\$ 444,239,895	\$ 663,888,353	\$ 1,154,313,960	\$ 790,049,461	\$ 597,895,774	\$ 570,736,779	\$ 390,489,241	\$ 565,191,846	\$ 596,352,776	\$ 585,388,320	\$ 676,447,778	\$ 971,179,947
Told Sold Volume	\$ 417,543,097	\$ 619,192,518	\$ 1,098,647,442	\$ 751,744,108	\$ 549,304,715	\$ 513,064,963	\$ 345,758,128	\$ 504,224,059	\$ 539,118,328	\$ 537,018,395	\$ 632,023,928	\$ 914,981,573
List / Sell Ratio	93.99%	93.27%	95.18%	95.15%	91.87%	89.90%	88.54%	89.21%	90.40%	91.74%	93.43%	94.21%
Average Sales Price	\$433,136	\$463,815	\$620,004	\$728,434	\$729,488	\$650,272	\$349,958	\$341,847	\$347,146	\$345,794	\$386,796	\$512,595
Median Price					\$ 399,000	\$ 370,000	\$ 190,000	\$ 184,500	\$ 172,000	\$ 199,000	\$ 226,000	\$ 265,000
Average Days on Market	117	158	122	125	187	185	159	177	160	163	160	92
% Volume Compared to Previous Year	153.45%	148.29%	177.43%	68.42%	73.07%	85.81%	67.39%	145.83%	106.92%	99.61%	117.69%	144.77%
% ASP Compared to Previous Year	120.18%	107.08%	133.68%	117.49%	100.14%	89.14%	53.82%	97.68%	101.55%	99.61%	111.86%	132.52%