

2014 NA-BN-ES RT Summary - May

May Annual Rolling Totals Summary - Sales from \$0 - \$249,999										
	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	3011	832	930	1523	3904	6442	6435	6384	6391	5996
Total List Price	\$ 587,975,661	\$ 172,569,382	\$ 192,951,895	\$ 305,998,003	\$ 601,431,472	\$ 915,470,087	\$ 901,633,950	\$ 937,009,834	\$ 991,097,331	\$ 1,005,983,775
Told Sold Volume	\$ 571,852,367	\$ 165,453,028	\$ 178,918,854	\$ 276,047,483	\$ 553,643,385	\$ 857,005,154	\$ 844,043,916	\$ 878,305,880	\$ 938,803,522	\$ 960,515,318
List / Sell Ratio	97.26%	95.88%	92.73%	90.21%	92.05%	93.61%	93.61%	93.73%	94.72%	95.48%
Average Sales Price	\$189,921	\$198,862	\$192,386	\$181,252	\$141,814	\$133,034	\$131,165	\$137,579	\$146,895	\$160,193
Average Days on Market	96	106	157	169	134	141	148	152	143	93
% Volume Compared to Previous Year	73.43%	28.93%	108.14%	154.29%	200.56%	154.79%	98.49%	104.06%	106.89%	102.31%
% ASP Compared to Previous Year	110.55%	104.71%	96.74%	94.21%	78.24%	93.81%	98.59%	104.89%	106.77%	109.05%

May Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999										
	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	4659	4356	2423	2129	1708	2258	2167	2333	2985	3697
Total List Price	\$ 1,665,442,899	\$ 1,615,633,085	\$ 899,740,141	\$ 804,530,352	\$ 641,765,731	\$ 840,852,547	\$ 811,703,854	\$ 867,864,980	\$ 1,091,921,975	\$ 1,331,695,309
Told Sold Volume	\$ 1,620,020,157	\$ 1,570,594,139	\$ 848,534,190	\$ 737,141,759	\$ 583,739,604	\$ 771,176,674	\$ 749,590,890	\$ 805,408,995	\$ 1,029,326,245	\$ 1,270,783,428
List / Sell Ratio	97.27%	97.21%	94.31%	91.62%	90.96%	91.71%	92.35%	92.80%	94.27%	95.43%
Average Sales Price	\$347,718	\$360,559	\$350,200	\$346,238	\$341,768	\$341,531	\$345,912	\$345,225	\$344,833	\$343,734
Average Days on Market	106	94	151	179	186	193	186	181	171	108
% Volume Compared to Previous Year	188.35%	96.95%	54.03%	86.87%	79.19%	132.11%	97.20%	107.45%	127.80%	123.46%
% ASP Compared to Previous Year	101.39%	103.69%	97.13%	98.87%	98.71%	99.93%	101.28%	99.80%	99.89%	99.68%

May Annual Rolling Totals Summary - Sales from \$500,000 to 749,999										
	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	1412	1622	757	684	597	695	683	806	969	1148
Total List Price	\$ 893,324,735	\$ 1,008,195,733	\$ 485,423,492	\$ 451,289,162	\$ 395,682,331	\$ 457,264,222	\$ 452,514,521	\$ 523,649,813	\$ 620,382,036	\$ 727,099,965
Told Sold Volume	\$ 858,668,497	\$ 976,200,394	\$ 453,177,931	\$ 411,825,456	\$ 356,705,173	\$ 414,354,637	\$ 412,644,583	\$ 483,953,207	\$ 582,367,161	\$ 690,924,422
List / Sell Ratio	96.12%	96.83%	93.36%	91.26%	90.15%	90.62%	91.19%	92.42%	93.87%	95.02%
Average Sales Price	\$608,122	\$601,850	\$598,650	\$602,084	\$597,496	\$596,194	\$604,165	\$600,438	\$600,998	\$601,851
Average Days on Market	152	118	164	194	211	222	228	206	190	141
% Volume Compared to Previous Year	173.86%	113.69%	46.42%	90.88%	86.62%	116.16%	99.59%	117.28%	120.34%	118.64%
% ASP Compared to Previous Year	99.73%	98.97%	99.47%	100.57%	99.24%	99.78%	101.34%	99.38%	100.09%	100.14%

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**May Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999**

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	725	697	373	311	226	299	308	340	421	537
Total List Price	\$ 646,222,128	\$ 620,233,152	\$ 339,978,263	\$ 295,955,999	\$ 218,837,390	\$ 288,221,762	\$ 291,534,623	\$ 318,353,378	\$ 390,730,795	\$ 486,915,783
Told Sold Volume	\$ 622,342,651	\$ 598,479,137	\$ 317,437,688	\$ 265,214,119	\$ 191,288,714	\$ 255,409,388	\$ 263,400,172	\$ 290,276,073	\$ 362,638,227	\$ 458,588,591
List / Sell Ratio	96.30%	96.49%	93.37%	89.61%	87.41%	88.62%	90.35%	91.18%	92.81%	94.18%
Average Sales Price	\$858,404	\$858,650	\$851,039	\$852,779	\$846,410	\$854,212	\$855,195	\$853,753	\$861,373	\$853,982
Average Days on Market	175	145	179	208	225	253	229	220	213	150
% Volume Compared to Previous Year	191.50%	96.17%	53.04%	83.55%	72.13%	133.52%	103.13%	110.20%	124.93%	126.46%
% ASP Compared to Previous Year	100.64%	100.03%	99.11%	100.20%	99.25%	100.92%	100.12%	99.83%	100.89%	99.14%

**May Annual Rolling Totals Summary - All Sales \$1M +**

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	1177	1156	829	722	495	620	672	733	836	1098
Total List Price	\$ 2,534,116,619	\$ 2,535,898,729	\$ 1,955,870,376	\$ 1,747,200,110	\$ 1,262,827,587	\$ 1,511,072,836	\$ 1,668,879,356	\$ 1,698,569,637	\$ 1,933,522,880	\$ 2,562,405,509
Told Sold Volume	\$ 2,351,275,929	\$ 2,361,839,669	\$ 1,778,881,791	\$ 1,562,727,801	\$ 1,088,807,546	\$ 1,311,326,315	\$ 1,464,505,619	\$ 1,506,968,147	\$ 1,759,817,553	\$ 2,384,398,586
List / Sell Ratio	92.78%	93.14%	90.95%	89.44%	86.22%	86.78%	87.75%	88.72%	91.02%	93.05%
Average Sales Price	\$1,997,686	\$2,043,114	\$2,145,816	\$2,164,443	\$2,199,611	\$2,115,042	\$2,179,324	\$2,055,891	\$2,105,045	\$2,171,583
Average Days on Market	249	213	250	248	270	263	262	263	234	174
% Volume Compared to Previous Year	162.32%	100.45%	75.32%	87.85%	69.67%	120.44%	111.68%	102.90%	116.78%	135.49%
% ASP Compared to Previous Year	94.47%	102.27%	105.03%	100.87%	101.62%	96.16%	103.04%	94.34%	102.39%	103.16%

**May Annual Rolling Totals Summary - Sales \$1M - \$2M**

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	800	776	512	449	303	401	434	489	559	671
Total List Price	\$ 1,186,001,819	\$ 1,132,689,590	\$ 791,267,906	\$ 694,855,891	\$ 490,624,346	\$ 629,044,764	\$ 676,540,856	\$ 751,422,348	\$ 847,569,780	\$ 990,069,648
Told Sold Volume	\$ 1,110,867,532	\$ 1,061,452,899	\$ 718,362,759	\$ 620,777,669	\$ 424,697,862	\$ 541,886,764	\$ 596,303,626	\$ 672,544,968	\$ 774,641,468	\$ 919,730,224
List / Sell Ratio	93.66%	93.71%	90.79%	89.34%	86.56%	86.14%	88.14%	89.50%	91.40%	92.90%
Average Sales Price	\$1,388,584	\$1,367,852	\$1,403,052	\$1,382,578	\$1,401,643	\$1,351,339	\$1,373,971	\$1,375,348	\$1,385,763	\$1,370,686
Average Days on Market	233	185	213	238	252	239	257	254	231	177
% Volume Compared to Previous Year	180.80%	95.55%	67.68%	86.42%	68.41%	127.59%	110.04%	112.79%	115.18%	118.73%
% ASP Compared to Previous Year	100.34%	98.51%	102.57%	98.54%	101.38%	96.41%	101.67%	100.10%	100.76%	98.91%

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**May Annual Rolling Totals Summary - Sales \$2M - \$5M**

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	337	337	277	395	165	192	205	217	239	374
Total List Price	\$ 1,047,825,800	\$ 1,044,199,139	\$ 862,899,470	\$ 730,583,219	\$ 555,450,241	\$ 637,811,073	\$ 678,089,500	\$ 705,862,289	\$ 766,649,100	\$ 1,172,235,862
Told Sold Volume	\$ 965,759,035	\$ 964,882,255	\$ 791,483,564	\$ 650,808,050	\$ 477,919,684	\$ 560,722,551	\$ 596,246,993	\$ 627,100,679	\$ 694,889,585	\$ 1,090,934,362
List / Sell Ratio	92.17%	92.40%	91.72%	89.08%	86.04%	87.91%	87.93%	88.84%	90.64%	93.06%
Average Sales Price	\$2,865,754	\$2,863,152	\$2,857,341	\$1,647,615	\$2,896,483	\$2,920,430	\$2,908,522	\$2,889,865	\$2,907,488	\$2,916,937
Average Days on Market	282	259	306	151	302	306	274	271	247	163
% Volume Compared to Previous Year	155.63%	99.91%	82.03%	82.23%	73.43%	117.33%	106.34%	105.17%	110.81%	156.99%
% ASP Compared to Previous Year	97.44%	99.91%	99.80%	57.66%	175.80%	100.83%	99.59%	99.36%	100.61%	100.32%

**May Annual Rolling Totals Summary - Sales \$5M +**

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	40	43	40	43	27	27	33	27	38	53
Total List Price	\$ 300,289,000	\$ 359,010,000	\$ 301,703,000	\$ 321,761,000	\$ 216,753,000	\$ 244,216,999	\$ 314,249,000	\$ 241,285,000	\$ 319,304,000	\$ 400,099,999
Told Sold Volume	\$ 274,649,362	\$ 335,504,515	\$ 269,035,468	\$ 291,142,082	\$ 186,190,000	\$ 208,717,000	\$ 271,955,000	\$ 207,322,500	\$ 290,286,500	\$ 373,734,000
List / Sell Ratio	91.46%	93.45%	89.17%	90.48%	85.90%	85.46%	86.54%	85.92%	90.91%	93.41%
Average Sales Price	\$6,866,234	\$7,802,431	\$6,725,887	\$6,770,746	\$6,895,926	\$7,730,259	\$8,241,061	\$7,678,611	\$7,639,118	\$7,051,585
Average Days on Market	278	343	348	290	281	308	264	349	205	222
% Volume Compared to Previous Year	128.59%	122.16%	80.19%	108.22%	63.95%	112.10%	130.30%	76.23%	140.02%	128.75%
% ASP Compared to Previous Year	96.44%	113.63%	86.20%	100.67%	101.85%	112.10%	106.61%	93.18%	99.49%	92.31%

**May Annual Rolling Totals Summary - Overall Sales**

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	10984	8663	5312	5534	6930	10314	10265	10596	11602	12476
Total List Price	\$ 6,327,082,042	\$ 5,952,530,081	\$ 3,873,964,167	\$ 3,604,973,626	\$ 3,120,544,511	\$ 4,012,881,454	\$ 4,126,266,304	\$ 4,345,447,642	\$ 5,027,655,017	\$ 6,114,100,341
Told Sold Volume	\$ 6,024,159,601	\$ 5,672,566,367	\$ 3,576,950,454	\$ 3,252,956,618	\$ 2,774,184,422	\$ 3,609,272,168	\$ 3,734,185,180	\$ 3,964,912,302	\$ 4,672,952,708	\$ 5,765,210,345
List / Sell Ratio	95.21%	95.30%	92.33%	90.24%	88.90%	89.94%	90.50%	91.24%	92.94%	94.29%
Average Sales Price	\$548,449	\$654,804	\$673,372	\$587,813	\$400,315	\$349,939	\$363,778	\$374,190	\$402,771	\$462,104
Average Days on Market	129	120	171	184	166	168	171	172	163	111
% Volume Compared to Previous Year	154.22%	94.16%	63.06%	90.94%	85.28%	130.10%	103.46%	106.18%	117.86%	123.37%
% ASP Compared to Previous Year	125.20%	119.39%	102.84%	87.29%	68.10%	87.42%	103.95%	102.86%	107.64%	114.73%