

2014 NA-BN-ES RT Summary - Sep

September Annual Rolling Totals Summary - Sales from \$0 - \$249,999

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	2050	677	1044	2100	5034	6356	6473	6411	6380	5875
Total List Price	\$ 414,794,816	\$ 138,891,374	\$ 217,178,319	\$ 401,614,633	\$ 717,784,621	\$ 902,822,901	\$ 915,433,963	\$ 955,909,994	\$ 1,020,270,243	\$ 1,000,910,246
Told Sold Volume	\$ 403,993,022	\$ 131,442,815	\$ 199,826,479	\$ 363,888,815	\$ 665,936,299	\$ 846,325,080	\$ 855,374,056	\$ 898,746,191	\$ 969,776,863	\$ 957,517,773
List / Sell Ratio	97.40%	94.64%	92.01%	90.61%	92.78%	93.74%	93.44%	94.02%	95.05%	95.66%
Average Sales Price	\$197,070	\$194,155	\$191,405	\$173,280	\$132,288	\$133,154	\$132,145	\$140,188	\$152,003	\$162,982
Average Days on Market	90	120	167	160	129	144	152	150	135	73
% Volume Compared to Previous Year	51.34%	32.54%	152.03%	182.10%	183.01%	127.09%	101.07%	105.07%	107.90%	98.74%
% ASP Compared to Previous Year	112.10%	98.52%	98.58%	90.53%	76.34%	100.65%	99.24%	106.09%	108.43%	107.22%

September Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	5374	3261	2224	2081	1765	2185	2278	2400	3300	3964
Total List Price	\$ 1,942,877,584	\$ 1,221,011,797	\$ 825,003,105	\$ 785,121,766	\$ 663,270,446	\$ 813,092,335	\$ 854,605,555	\$ 886,452,434	\$ 1,200,137,410	\$ 1,426,983,966
Told Sold Volume	\$ 1,898,151,639	\$ 1,174,383,594	\$ 770,555,826	\$ 716,692,011	\$ 602,616,839	\$ 748,971,517	\$ 789,778,614	\$ 824,410,146	\$ 1,138,157,157	\$ 1,363,887,607
List / Sell Ratio	97.70%	96.18%	93.40%	91.28%	90.86%	92.11%	92.41%	93.00%	94.84%	95.58%
Average Sales Price	\$353,210	\$360,130	\$346,473	\$344,398	\$341,426	\$342,779	\$346,698	\$343,504	\$344,896	\$344,069
Average Days on Market	91	110	163	185	189	190	187	182	158	88
% Volume Compared to Previous Year	176.00%	61.87%	65.61%	93.01%	84.08%	124.29%	105.45%	104.38%	138.06%	119.83%
% ASP Compared to Previous Year	102.64%	101.96%	96.21%	99.40%	99.14%	100.40%	101.14%	99.08%	100.41%	99.76%

September Annual Rolling Totals Summary - Sales from \$500,000 to 749,999

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	1766	1149	733	702	559	700	708	837	1060	1159
Total List Price	\$ 1,105,753,566	\$ 722,370,233	\$ 473,925,075	\$ 464,903,909	\$ 372,460,525	\$ 460,397,246	\$ 464,875,274	\$ 543,190,573	\$ 674,379,789	\$ 729,922,119
Told Sold Volume	\$ 1,068,154,855	\$ 691,603,798	\$ 440,704,121	\$ 421,106,130	\$ 334,734,791	\$ 418,502,502	\$ 424,920,233	\$ 504,032,583	\$ 636,124,851	\$ 695,857,280
List / Sell Ratio	96.60%	95.74%	92.99%	90.58%	89.87%	90.90%	91.41%	92.79%	94.33%	95.33%
Average Sales Price	\$604,844	\$601,918	\$601,233	\$599,866	\$598,810	\$597,861	\$600,170	\$602,189	\$600,118	\$600,395
Average Days on Market	130	126	177	211	206	229	217	200	188	119
% Volume Compared to Previous Year	178.42%	64.75%	63.72%	95.55%	79.49%	125.03%	101.53%	118.62%	126.21%	109.39%
% ASP Compared to Previous Year	99.11%	99.52%	99.89%	99.77%	99.82%	99.84%	100.39%	100.34%	99.66%	100.05%

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

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	849	511	349	313	216	308	304	349	475	545
Total List Price	\$ 754,598,114	\$ 456,006,116	\$ 322,724,393	\$ 299,786,715	\$ 210,250,024	\$ 294,081,089	\$ 287,750,363	\$ 325,920,028	\$ 436,339,626	\$ 495,139,772
Told Sold Volume	\$ 729,238,981	\$ 437,101,487	\$ 297,142,930	\$ 266,879,151	\$ 183,679,838	\$ 262,424,533	\$ 260,211,304	\$ 298,431,225	\$ 408,409,663	\$ 467,391,498
List / Sell Ratio	96.64%	95.85%	92.07%	89.02%	87.36%	89.24%	90.43%	91.57%	93.60%	94.40%
Average Sales Price	\$858,939	\$855,385	\$851,412	\$852,649	\$850,370	\$852,028	\$855,958	\$855,104	\$859,810	\$857,599
Average Days on Market	155	153	192	218	233	253	212	225	205	126
% Volume Compared to Previous Year	177.16%	59.94%	67.98%	89.82%	68.83%	142.87%	99.16%	114.69%	136.85%	114.44%
% ASP Compared to Previous Year	100.58%	99.59%	99.54%	100.15%	99.73%	100.19%	100.46%	99.90%	100.55%	99.74%

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

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	1377	940	819	685	465	642	689	728	932	1110
Total List Price	\$ 2,912,756,543	\$ 2,107,314,366	\$ 1,996,631,916	\$ 1,636,737,281	\$ 1,205,784,438	\$ 1,566,700,577	\$ 1,691,066,675	\$ 1,645,354,132	\$ 2,211,422,488	\$ 2,577,892,103
Told Sold Volume	\$ 2,722,225,695	\$ 1,947,379,116	\$ 1,804,574,793	\$ 1,458,608,859	\$ 1,032,020,023	\$ 1,364,443,988	\$ 1,480,936,147	\$ 1,471,010,301	\$ 2,030,173,035	\$ 2,406,204,895
List / Sell Ratio	93.46%	92.41%	90.38%	89.12%	85.59%	87.09%	87.57%	89.40%	91.80%	93.34%
Average Sales Price	\$1,976,925	\$2,071,680	\$2,203,388	\$2,129,356	\$2,219,398	\$2,125,302	\$2,149,399	\$2,020,619	\$2,178,297	\$2,167,752
Average Days on Market	237	217	252	249	275	262	263	259	221	155
% Volume Compared to Previous Year	161.69%	71.54%	92.67%	80.83%	70.75%	132.21%	108.54%	99.33%	138.01%	118.52%
% ASP Compared to Previous Year	93.94%	104.79%	106.36%	96.64%	104.23%	95.76%	101.13%	94.01%	107.80%	99.52%

September Annual Rolling Totals Summary - Sales \$1M - \$2M

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	948	616	498	426	290	422	440	496	597	701
Total List Price	\$ 1,391,442,843	\$ 909,801,627	\$ 775,585,728	\$ 672,504,430	\$ 461,778,047	\$ 662,517,505	\$ 675,155,176	\$ 761,163,842	\$ 902,659,599	\$ 1,030,388,032
Told Sold Volume	\$ 1,308,089,470	\$ 846,571,674	\$ 698,971,804	\$ 596,004,684	\$ 396,254,339	\$ 572,145,437	\$ 601,529,904	\$ 685,051,372	\$ 827,631,794	\$ 958,647,909
List / Sell Ratio	94.01%	93.05%	90.12%	88.62%	85.81%	86.36%	89.10%	90.00%	91.69%	93.04%
Average Sales Price	\$1,379,841	\$1,374,305	\$1,403,558	\$1,399,072	\$1,366,394	\$1,355,795	\$1,367,113	\$1,381,152	\$1,386,318	\$1,367,543
Average Days on Market	219	182	226	240	248	244	258	248	224	149
% Volume Compared to Previous Year	181.65%	64.72%	82.56%	85.27%	66.49%	144.39%	105.14%	113.88%	120.81%	115.83%
% ASP Compared to Previous Year	99.45%	99.60%	102.13%	99.68%	97.66%	99.22%	100.83%	101.03%	100.37%	98.65%

September Annual Rolling Totals Summary - Sales \$2M - \$5M

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	387	286	273	220	152	192	217	206	290	345
Total List Price	\$ 1,179,259,700	\$ 910,007,739	\$ 843,866,188	\$ 698,355,851	\$ 533,246,391	\$ 630,162,073	\$ 721,611,499	\$ 662,061,290	\$ 940,533,890	\$ 1,054,223,071
Told Sold Volume	\$ 1,095,736,863	\$ 837,377,927	\$ 765,478,189	\$ 620,401,425	\$ 456,815,684	\$ 555,891,551	\$ 631,826,243	\$ 590,249,929	\$ 866,180,741	\$ 986,704,486
List / Sell Ratio	92.92%	92.02%	90.71%	88.84%	85.67%	88.21%	87.56%	89.15%	92.09%	93.60%
Average Sales Price	\$2,831,361	\$2,927,895	\$2,803,949	\$2,820,006	\$3,005,366	\$2,895,268	\$2,911,642	\$2,865,291	\$2,986,830	\$2,860,013
Average Days on Market	272	274	290	255	324	292	277	276	217	151
% Volume Compared to Previous Year	152.17%	76.42%	91.41%	81.05%	73.63%	121.69%	113.66%	93.42%	146.75%	113.91%
% ASP Compared to Previous Year	96.73%	103.41%	95.77%	100.57%	106.57%	96.34%	100.57%	98.41%	104.24%	95.75%

September Annual Rolling Totals Summary - Sales \$5M +

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	42	38	48	39	23	28	32	26	45	64
Total List Price	\$ 342,054,000	\$ 287,505,000	\$ 377,180,000	\$ 265,877,000	\$ 210,760,000	\$ 274,020,999	\$ 294,300,000	\$ 222,129,000	\$ 368,228,999	\$ 493,281,000
Told Sold Volume	\$ 318,399,362	\$ 263,429,515	\$ 340,124,800	\$ 242,202,750	\$ 178,950,000	\$ 236,407,000	\$ 247,580,000	\$ 195,709,000	\$ 336,360,500	\$ 460,852,500
List / Sell Ratio	93.08%	91.63%	90.18%	91.10%	84.91%	86.27%	84.13%	88.11%	91.35%	93.43%
Average Sales Price	\$7,580,937	\$6,932,356	\$7,085,933	\$6,210,327	\$7,780,435	\$8,443,107	\$7,736,875	\$7,527,269	\$7,474,678	\$7,200,820
Average Days on Market	320	343	309	318	277	327	240	330	198	237
% Volume Compared to Previous Year	130.81%	82.74%	129.11%	71.21%	73.88%	132.11%	104.73%	79.05%	171.87%	137.01%
% ASP Compared to Previous Year	109.01%	91.44%	102.22%	87.64%	125.28%	108.52%	91.64%	97.29%	99.30%	96.34%

September Annual Rolling Totals Summary - Overall Sales

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Number of Sales	11416	6538	5169	5881	8039	10191	10452	10725	12147	12653
Total List Price	\$ 7,130,780,623	\$ 4,645,593,886	\$ 3,835,462,808	\$ 3,588,164,304	\$ 3,169,550,054	\$ 4,037,094,148	\$ 4,213,731,830	\$ 4,356,827,161	\$ 5,542,549,556	\$ 6,230,848,206
Told Sold Volume	\$ 6,821,764,192	\$ 4,381,910,810	\$ 3,512,804,149	\$ 3,227,174,966	\$ 2,818,987,790	\$ 3,640,667,620	\$ 3,811,220,354	\$ 3,996,630,446	\$ 5,182,641,569	\$ 5,890,859,053
List / Sell Ratio	95.67%	94.32%	91.59%	89.94%	88.94%	90.18%	90.45%	91.73%	93.51%	94.54%
Average Sales Price	\$597,562	\$670,222	\$679,591	\$548,746	\$350,664	\$357,243	\$364,640	\$372,646	\$426,660	\$465,570
Average Days on Market	119	133	182	188	159	171	173	171	156	91
% Volume Compared to Previous Year	149.62%	64.23%	80.17%	91.87%	87.35%	129.15%	104.68%	104.86%	129.68%	113.67%
% ASP Compared to Previous Year	129.40%	112.16%	101.40%	80.75%	63.90%	101.88%	102.07%	102.20%	114.49%	109.12%