

2015 NA-BN-ES YTD Summary - May

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	292	517	910	2190	3020	3186	3048	2871	2866	2283
Total List Price	\$ 58,525,343	\$ 107,380,969	\$ 180,593,888	\$ 309,074,284	\$ 438,747,490	\$ 455,358,274	\$ 462,626,265	\$ 461,898,282	\$ 485,352,936	\$ 417,434,610
Told Sold Volume	\$ 55,125,979	\$ 98,292,294	\$ 162,231,550	\$ 284,854,419	\$ 410,367,726	\$ 425,346,816	\$ 434,537,103	\$ 437,620,824	\$ 462,959,186	\$ 399,624,129
List / Sell Ratio	94.19%	91.54%	89.83%	92.16%	93.53%	93.41%	93.93%	94.74%	95.39%	95.73%
Average Sales Price	\$188,788	\$190,120	\$178,276	\$130,071	\$135,883	\$133,505	\$142,565	\$152,428	\$161,535	\$175,043
Median Price	\$ 201,350	\$ 187,500	\$ 125,000	\$ 135,000	\$ 130,000	\$ 130,000	\$ 140,000	\$ 152,000	\$ 164,900	\$ 180,000
Average Days on Market	118	184	167	128	147	151	152	137	75	59
% Volume Compared to Previous Year	28.05%	178.30%	165.05%	175.59%	144.06%	103.65%	102.16%	100.71%	105.79%	86.32%
% ASP Compared to Previous Year	93.66%	100.71%	93.77%	72.96%	104.47%	98.25%	106.79%	106.92%	105.97%	108.36%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	1397	1001	1009	710	1043	1106	1199	1538	1829	2233
Total List Price	\$ 521,866,186	\$ 370,041,202	\$ 384,436,388	\$ 267,278,286	\$ 388,312,536	\$ 416,906,697	\$ 441,844,246	\$ 562,632,536	\$ 657,649,708	\$ 811,344,877
Told Sold Volume	\$ 501,824,450	\$ 345,219,079	\$ 349,946,000	\$ 242,085,933	\$ 357,102,842	\$ 384,068,608	\$ 411,025,067	\$ 532,772,760	\$ 628,628,310	\$ 778,047,213
List / Sell Ratio	96.16%	93.29%	91.03%	90.57%	91.96%	92.12%	93.02%	94.69%	95.59%	95.90%
Average Sales Price	\$359,216	\$344,874	\$346,825	\$340,966	\$342,380	\$347,259	\$342,807	\$346,406	\$343,701	\$348,431
Median Price	\$ 330,000	\$ 330,000	\$ 335,000	\$ 329,900	\$ 330,000	\$ 335,500	\$ 330,000	\$ 335,000	\$ 330,000	\$ 335,000
Average Days on Market	106	168	189	187	185	188	180	160	88	73
% Volume Compared to Previous Year	55.26%	68.79%	101.37%	69.18%	147.51%	107.55%	107.02%	129.62%	117.99%	123.77%
% ASP Compared to Previous Year	101.97%	96.01%	100.57%	98.31%	100.41%	101.42%	98.72%	101.05%	99.22%	101.38%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	537	375	328	235	345	351	447	502	579	609
Total List Price	\$ 338,683,158	\$ 241,067,785	\$ 218,872,720	\$ 155,568,483	\$ 224,709,236	\$ 231,940,036	\$ 289,370,581	\$ 319,587,442	\$ 365,550,248	\$ 382,645,550
Told Sold Volume	\$ 323,489,792	\$ 224,218,515	\$ 197,575,442	\$ 140,207,543	\$ 204,800,569	\$ 211,868,355	\$ 268,756,771	\$ 302,055,397	\$ 349,257,596	\$ 366,494,664
List / Sell Ratio	95.51%	93.01%	90.27%	90.13%	91.14%	91.35%	92.88%	94.51%	95.54%	95.78%
Average Sales Price	\$602,402	\$597,916	\$602,364	\$596,628	\$593,625	\$603,614	\$601,246	\$601,704	\$603,208	\$601,797
Median Price	\$ 585,000	\$ 600,000	\$ 585,000	\$ 582,250	\$ 599,000	\$ 595,000	\$ 595,000	\$ 595,000	\$ 599,000	\$ 589,000
Average Days on Market	118	183	200	197	228	216	203	184	117	89
% Volume Compared to Previous Year	65.05%	69.31%	88.12%	70.96%	146.07%	103.45%	126.85%	112.39%	115.63%	104.94%
% ASP Compared to Previous Year	99.09%	99.26%	100.74%	99.05%	99.50%	101.68%	99.61%	100.08%	100.25%	99.77%

2015 NA-BN-ES YTD Summary - May

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	264	193	140	84	144	165	189	231	282	328
Total List Price	\$ 235,925,643	\$ 177,589,686	\$ 134,453,829	\$ 81,491,285	\$ 137,220,690	\$ 156,665,224	\$ 177,454,395	\$ 214,935,481	\$ 255,672,312	\$ 297,450,968
Told Sold Volume	\$ 226,454,579	\$ 165,067,198	\$ 120,991,387	\$ 71,230,050	\$ 123,549,482	\$ 142,698,140	\$ 162,633,833	\$ 200,096,655	\$ 240,434,882	\$ 283,936,728
List / Sell Ratio	95.99%	92.95%	89.99%	87.41%	90.04%	91.08%	91.65%	93.10%	94.04%	95.46%
Average Sales Price	\$857,782	\$855,270	\$864,224	\$847,977	\$857,983	\$864,837	\$860,496	\$866,219	\$852,606	\$865,661
Median Price	\$ 850,000	\$ 850,000	\$ 862,250	\$ 850,000	\$ 855,000	\$ 864,000	\$ 852,500	\$ 855,000	\$ 850,000	\$ 865,000
Average Days on Market	129	187	203	245	263	210	224	213	126	106
% Volume Compared to Previous Year	61.42%	72.89%	73.30%	58.87%	173.45%	115.50%	113.97%	123.04%	120.16%	118.09%
% ASP Compared to Previous Year	99.81%	99.71%	101.05%	98.12%	101.18%	100.80%	99.50%	100.67%	98.43%	101.53%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	474	428	345	211	333	375	402	470	646	638
Total List Price	\$ 1,099,562,104	\$ 1,006,270,628	\$ 814,290,860	\$ 562,125,639	\$ 816,764,372	\$ 902,977,036	\$ 900,673,576	\$ 1,077,324,847	\$ 1,504,417,001	\$ 1,583,496,833
Told Sold Volume	\$ 1,015,476,406	\$ 913,705,316	\$ 727,640,946	\$ 477,555,400	\$ 709,360,100	\$ 802,310,239	\$ 808,677,429	\$ 993,250,397	\$ 1,404,694,506	\$ 1,481,310,734
List / Sell Ratio	92.35%	90.80%	89.36%	84.96%	86.85%	88.85%	89.79%	92.20%	93.37%	93.55%
Average Sales Price	\$2,142,355	\$2,134,826	\$2,109,104	\$2,263,296	\$2,130,211	\$2,139,494	\$2,011,635	\$2,113,299	\$2,174,450	\$2,321,804
Median Price	\$ 1,777,500	\$ 1,730,000	\$ 1,675,000	\$ 1,95,000	\$ 190,000	\$ 190,000	\$ 1,600,000	\$ 1,610,000	\$ 1,700,000	\$ 1,663,350
Average Days on Market	190	235	225	269	254	253	252	219	152	127
% Volume Compared to Previous Year	70.17%	89.98%	79.64%	65.63%	148.54%	113.10%	100.79%	122.82%	141.42%	105.45%
% ASP Compared to Previous Year	108.80%	99.65%	98.80%	107.31%	94.12%	100.44%	94.02%	105.05%	102.89%	106.78%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	300	264	213	131	213	240	269	313	389	388
Total List Price	\$ 446,258,740	\$ 411,079,558	\$ 332,891,859	\$ 209,127,248	\$ 334,199,200	\$ 374,125,036	\$ 418,296,286	\$ 473,967,747	\$ 571,533,928	\$ 563,989,539
Told Sold Volume	\$ 413,766,514	\$ 372,393,674	\$ 297,667,159	\$ 180,608,900	\$ 291,213,549	\$ 332,776,246	\$ 376,826,000	\$ 436,937,963	\$ 532,998,800	\$ 527,710,530
List / Sell Ratio	92.72%	90.59%	89.42%	86.36%	87.14%	88.95%	90.09%	92.19%	93.26%	93.57%
Average Sales Price	\$1,379,222	\$1,410,582	\$1,397,498	\$1,378,694	\$1,367,200	\$1,386,568	\$1,400,840	\$1,395,968	\$1,370,177	\$1,360,079
Median Price	\$ 1,336,500	\$ 1,325,000	\$ 1,325,000	\$ 1,350,000	\$ 1,325,000	\$ 1,350,000	\$ 1,330,000	\$ 1,375,000	\$ 1,325,000	\$ 1,300,000
Average Days on Market	154	211	215	250	232	254	240	225	154	118
% Volume Compared to Previous Year	59.00%	90.00%	79.93%	60.67%	161.24%	114.27%	113.24%	115.95%	121.99%	99.01%
% ASP Compared to Previous Year	99.11%	102.27%	99.07%	98.65%	99.17%	101.42%	101.03%	99.65%	98.15%	99.26%

2015 NA-BN-ES YTD Summary - May

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	153	141	116	69	105	119	121	133	223	200
Total List Price	\$ 491,678,364	\$ 430,967,070	\$ 366,980,001	\$ 251,323,391	\$ 339,530,173	\$ 390,942,000	\$ 385,277,290	\$ 410,672,100	\$ 683,437,073	\$ 631,978,794
Told Sold Volume	\$ 448,230,377	\$ 392,946,174	\$ 326,391,287	\$ 212,706,500	\$ 298,799,551	\$ 345,878,993	\$ 347,501,429	\$ 378,837,434	\$ 636,022,206	\$ 592,377,982
List / Sell Ratio	91.18%	91.18%	88.94%	84.63%	88.00%	88.47%	90.20%	92.25%	93.06%	93.73%
Average Sales Price	\$2,929,610	\$2,786,852	\$2,813,718	\$3,082,703	\$2,845,710	\$2,906,546	\$2,871,913	\$2,848,402	\$2,852,118	\$2,961,890
Median Price	\$ 2,675,000	\$ 2,600,000	\$ 2,895,000	\$ 2,610,000	\$ 2,700,000	\$ 2,700,000	\$ 2,700,000	\$ 2,650,000	\$ 2,600,000	\$ 2,812,500
Average Days on Market	245	233	320	291	260	270	207	140	125	
% Volume Compared to Previous Year	75.59%	87.67%	83.06%	65.17%	140.48%	115.76%	100.47%	109.02%	167.89%	93.14%
% ASP Compared to Previous Year	103.26%	95.13%	100.96%	109.56%	92.31%	102.14%	98.81%	99.18%	100.13%	103.85%

May Annual YTD Summary - Sales \$5M +

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	21	23	16	11	15	16	12	24	34	50
Total List Price	\$ 161,625,000	\$ 164,224,000	\$ 114,419,000	\$ 101,675,000	\$ 143,034,999	\$ 137,910,000	\$ 97,100,000	\$ 192,685,000	\$ 249,446,000	\$ 387,528,500
Told Sold Volume	\$ 153,479,515	\$ 148,365,468	\$ 103,582,500	\$ 84,240,000	\$ 119,347,000	\$ 123,655,000	\$ 84,350,000	\$ 177,475,000	\$ 235,673,500	\$ 361,222,222
List / Sell Ratio	94.96%	90.34%	90.53%	82.85%	83.44%	89.66%	86.87%	92.11%	94.48%	93.21%
Average Sales Price	\$7,308,548	\$6,450,673	\$6,473,906	\$7,658,182	\$7,956,467	\$7,728,438	\$7,029,167	\$7,394,792	\$6,931,574	\$7,224,444
Median Price	\$ 5,900,000	\$ 6,000,000	\$ 6,750,000	\$ 5,500,000	\$ 6,845,000	\$ 6,600,000	\$ 6,550,000	\$ 6,206,250	\$ 6,388,500	
Average Days on Market	307	291	285	166	303	187	327	206	201	207
% Volume Compared to Previous Year	100.33%	96.67%	63.07%	81.33%	141.67%	103.61%	68.21%	210.40%	132.79%	153.27%
% ASP Compared to Previous Year	105.11%	88.26%	100.36%	118.29%	103.89%	97.13%	90.95%	105.20%	93.74%	104.23%

May Annual YTD Summary - Overall Sales

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	2964	2514	2732	3430	4885	5183	5285	5612	6202	6091
Total List Price	\$ 2,254,562,434	\$ 1,902,350,270	\$ 1,732,647,685	\$ 1,375,537,977	\$ 2,005,754,324	\$ 2,163,847,267	\$ 2,271,969,063	\$ 2,636,378,588	\$ 3,268,642,205	\$ 3,492,372,838
Told Sold Volume	\$ 2,122,371,206	\$ 1,746,502,402	\$ 1,558,385,325	\$ 1,215,933,345	\$ 1,805,180,719	\$ 1,966,292,158	\$ 2,085,630,203	\$ 2,465,796,033	\$ 3,085,974,480	\$ 3,309,413,468
List / Sell Ratio	94.14%	91.81%	89.94%	88.40%	90.00%	90.87%	91.80%	93.53%	94.41%	94.76%
Average Sales Price	\$716,050	\$694,711	\$570,419	\$354,500	\$369,535	\$379,373	\$394,632	\$439,379	\$497,577	\$543,328
Median Price	\$ 389,000	\$ 325,000	\$ 186,000	\$ 195,000	\$ 190,000	\$ 215,000	\$ 250,000	\$ 265,000	\$ 305,000	
Average Days on Market	125	186	188	157	172	173	173	157	93	77
% Volume Compared to Previous Year	62.09%	82.29%	81.92%	78.03%	148.46%	108.92%	106.07%	118.23%	125.15%	107.24%
% ASP Compared to Previous Year	115.96%	97.02%	82.11%	62.15%	104.24%	102.66%	104.02%	111.34%	113.25%	109.19%