

2015 NA-BN-ES RT Summary - Aug

August Annual Rolling Totals Summary - Sales from \$0 - \$249,999										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	705	1026	1948	4805	6376	6468	6414	6393	5938	5174
Total List Price	\$ 145,257,372	\$ 213,359,620	\$ 377,480,303	\$ 695,036,385	\$ 907,451,887	\$ 909,637,098	\$ 955,599,494	\$ 1,013,526,397	\$ 1,009,982,971	\$ 932,883,476
Told Sold Volume	\$ 137,633,611	\$ 197,041,108	\$ 341,021,461	\$ 644,410,117	\$ 850,564,234	\$ 850,092,546	\$ 897,688,611	\$ 963,168,117	\$ 965,303,262	\$ 896,211,266
List / Sell Ratio	94.75%	92.35%	90.34%	92.72%	93.73%	93.45%	93.94%	95.03%	95.58%	96.07%
Average Sales Price	\$195,225	\$192,048	\$175,062	\$134,112	\$133,401	\$131,431	\$139,958	\$150,660	\$162,564	\$173,214
Average Days on Market	116	166	162	130	143	152	149	140	74	58
% Volume Compared to Previous Year	32.12%	143.16%	173.07%	188.96%	131.99%	99.94%	105.60%	107.29%	100.22%	92.84%
% ASP Compared to Previous Year	100.31%	98.37%	91.16%	76.61%	99.47%	98.52%	106.49%	107.65%	107.90%	106.55%

August Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	3486	2294	2067	1742	2234	2260	2379	3213	3957	4874
Total List Price	\$ 1,303,617,383	\$ 851,257,199	\$ 779,881,394	\$ 656,216,060	\$ 831,108,835	\$ 847,006,984	\$ 880,071,231	\$ 1,169,722,817	\$ 1,426,537,538	\$ 1,759,988,937
Told Sold Volume	\$ 1,258,134,896	\$ 796,474,848	\$ 712,654,818	\$ 595,774,101	\$ 764,696,242	\$ 783,026,686	\$ 817,614,843	\$ 1,108,349,935	\$ 1,363,174,419	\$ 1,688,203,366
List / Sell Ratio	96.51%	93.56%	91.38%	90.79%	92.01%	92.45%	92.00%	94.75%	95.56%	95.92%
Average Sales Price	\$360,911	\$347,199	\$344,777	\$342,006	\$342,299	\$346,472	\$343,680	\$344,958	\$344,497	\$346,369
Average Days on Market	106	162	184	188	190	187	181	163	91	73
% Volume Compared to Previous Year	68.90%	63.31%	89.48%	83.60%	128.35%	102.40%	104.42%	135.56%	122.99%	123.84%
% ASP Compared to Previous Year	102.64%	96.20%	99.30%	99.20%	100.09%	101.22%	99.19%	100.37%	99.87%	100.54%

August Annual Rolling Totals Summary - Sales from \$500,000 to 749,999										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	1250	736	702	555	704	709	819	1039	1176	1331
Total List Price	\$ 783,403,592	\$ 474,590,956	\$ 464,969,628	\$ 369,467,435	\$ 463,168,851	\$ 466,806,031	\$ 530,596,613	\$ 661,905,873	\$ 742,291,584	\$ 834,294,653
Told Sold Volume	\$ 752,181,739	\$ 441,918,081	\$ 421,752,270	\$ 332,240,691	\$ 420,754,587	\$ 426,375,365	\$ 491,889,651	\$ 623,761,879	\$ 707,159,428	\$ 798,905,012
List / Sell Ratio	96.01%	93.12%	90.71%	89.92%	90.84%	91.34%	92.71%	94.24%	95.27%	95.76%
Average Sales Price	\$601,745	\$600,432	\$600,787	\$598,632	\$597,663	\$601,376	\$600,598	\$600,348	\$601,326	\$600,229
Average Days on Market	124	174	209	203	232	217	199	193	121	95
% Volume Compared to Previous Year	73.68%	58.75%	95.44%	78.78%	126.64%	101.34%	115.37%	126.81%	113.37%	112.97%
% ASP Compared to Previous Year	99.38%	99.78%	100.06%	99.64%	99.84%	100.62%	99.87%	99.96%	100.16%	99.82%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	552	359	305	222	310	300	350	452	563	581
Total List Price	\$ 492,174,316	\$ 331,236,592	\$ 292,822,660	\$ 216,039,579	\$ 296,323,989	\$ 283,125,963	\$ 327,329,629	\$ 416,471,972	\$ 510,989,806	\$ 524,730,861
Told Sold Volume	\$ 472,771,088	\$ 305,775,410	\$ 260,772,505	\$ 188,460,103	\$ 264,226,525	\$ 256,963,822	\$ 299,016,615	\$ 388,379,901	\$ 482,860,690	\$ 500,666,713
List / Sell Ratio	96.06%	92.31%	89.05%	87.23%	89.17%	90.76%	91.35%	93.25%	94.50%	95.41%
Average Sales Price	\$856,469	\$851,742	\$854,992	\$848,919	\$852,344	\$856,546	\$854,333	\$859,248	\$857,657	\$861,733
Average Days on Market	152	186	223	233	249	215	223	209	131	107
% Volume Compared to Previous Year	67.55%	64.68%	85.28%	72.27%	140.20%	97.25%	116.37%	129.89%	124.33%	103.69%
% ASP Compared to Previous Year	99.73%	99.45%	100.38%	99.29%	100.40%	100.49%	99.74%	100.58%	99.81%	100.48%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	971	836	689	458	650	692	730	912	1100	1225
Total List Price	\$ 2,132,225,066	\$ 2,045,040,197	\$ 1,641,783,400	\$ 1,189,178,938	\$ 1,598,103,078	\$ 1,682,313,774	\$ 1,665,813,628	\$ 2,144,840,797	\$ 2,563,482,736	\$ 3,008,440,475
Told Sold Volume	\$ 1,965,567,581	\$ 1,858,482,143	\$ 1,465,613,859	\$ 1,014,823,223	\$ 1,394,728,288	\$ 1,468,699,897	\$ 1,489,174,051	\$ 1,966,468,095	\$ 2,389,233,650	\$ 2,812,616,147
List / Sell Ratio	92.18%	90.88%	89.27%	85.34%	87.27%	87.30%	89.40%	91.68%	93.20%	93.49%
Average Sales Price	\$2,024,271	\$2,223,065	\$2,127,161	\$2,215,771	\$2,145,736	\$2,122,399	\$2,039,964	\$2,156,215	\$2,172,031	\$2,296,013
Average Days on Market	209	260	254	270	260	268	258	224	157	129
% Volume Compared to Previous Year	73.66%	94.55%	78.86%	69.24%	137.44%	105.30%	101.39%	132.05%	121.50%	117.72%
% ASP Compared to Previous Year	101.05%	109.82%	95.69%	104.17%	96.84%	98.91%	96.12%	105.70%	100.73%	105.71%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	659	500	428	284	422	447	492	593	693	766
Total List Price	\$ 971,412,827	\$ 778,156,928	\$ 675,641,130	\$ 451,276,547	\$ 659,837,006	\$ 690,018,275	\$ 755,517,338	\$ 897,562,699	\$ 1,019,031,874	\$ 1,119,422,790
Told Sold Volume	\$ 904,396,139	\$ 702,356,654	\$ 599,577,184	\$ 388,666,539	\$ 569,300,737	\$ 612,487,404	\$ 679,162,872	\$ 822,362,853	\$ 948,607,465	\$ 1,047,999,878
List / Sell Ratio	93.10%	90.26%	88.74%	86.13%	86.28%	88.76%	89.89%	91.62%	93.09%	93.62%
Average Sales Price	\$1,372,377	\$1,404,713	\$1,400,881	\$1,368,544	\$1,349,054	\$1,370,218	\$1,380,412	\$1,386,784	\$1,368,842	\$1,368,146
Average Days on Market	184	223	245	246	240	263	247	225	153	116
% Volume Compared to Previous Year	72.24%	77.66%	85.37%	64.82%	146.48%	107.59%	110.89%	121.08%	115.35%	110.48%
% ASP Compared to Previous Year	99.32%	102.36%	99.73%	97.69%	98.58%	101.57%	100.74%	100.46%	98.71%	99.95%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	276	286	222	151	199	215	211	276	345	373
Total List Price	\$ 884,557,239	\$ 877,803,269	\$ 702,460,270	\$ 524,442,391	\$ 658,450,073	\$ 711,795,499	\$ 681,362,290	\$ 894,048,099	\$ 1,058,930,862	\$ 1,206,149,185
Told Sold Volume	\$ 809,041,927	\$ 804,050,689	\$ 625,233,925	\$ 445,281,684	\$ 583,795,551	\$ 621,232,493	\$ 608,068,679	\$ 821,878,242	\$ 987,823,685	\$ 1,125,733,047
List / Sell Ratio	91.46%	91.60%	89.01%	84.91%	88.66%	87.28%	89.24%	91.93%	93.29%	93.33%
Average Sales Price	\$2,931,311	\$2,811,366	\$2,816,369	\$2,948,885	\$2,933,646	\$2,889,453	\$2,881,842	\$2,977,820	\$2,863,257	\$3,018,051
Average Days on Market	255	312	262	314	294	281	274	224	149	141
% Volume Compared to Previous Year	74.35%	99.38%	77.76%	71.22%	131.11%	106.41%	97.88%	135.16%	120.19%	113.96%
% ASP Compared to Previous Year	103.18%	95.91%	100.18%	104.71%	99.48%	98.49%	99.74%	103.33%	96.15%	105.41%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	36	50	39	23	29	30	27	43	62	86
Total List Price	\$ 276,255,000	\$ 389,080,000	\$ 263,682,000	\$ 213,460,000	\$ 279,815,999	\$ 280,500,000	\$ 228,934,000	\$ 353,229,999	\$ 485,520,000	\$ 682,868,500
Told Sold Volume	\$ 252,129,515	\$ 352,074,800	\$ 240,802,750	\$ 180,875,000	\$ 241,632,000	\$ 234,980,000	\$ 201,942,500	\$ 322,227,000	\$ 452,802,500	\$ 638,883,222
List / Sell Ratio	91.27%	90.49%	91.32%	84.73%	86.35%	83.77%	88.21%	91.22%	93.26%	93.56%
Average Sales Price	\$7,003,598	\$7,041,496	\$6,174,429	\$7,864,130	\$8,332,138	\$7,832,667	\$7,479,352	\$7,493,651	\$7,303,266	\$7,428,875
Average Days on Market	307	339	318	273	323	243	329	197	241	192
% Volume Compared to Previous Year	76.79%	139.64%	68.40%	75.11%	133.59%	97.25%	85.94%	159.56%	140.52%	141.10%
% ASP Compared to Previous Year	91.72%	100.54%	87.69%	127.37%	105.95%	94.01%	95.49%	100.19%	97.46%	101.72%

August Annual Rolling Totals Summary - Overall Sales

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	6964	5251	5711	7782	10274	10429	10692	12009	12734	13185
Total List Price	\$ 4,856,677,729	\$ 3,915,484,564	\$ 3,556,937,385	\$ 3,125,938,397	\$ 4,096,156,640	\$ 4,188,889,850	\$ 4,359,410,595	\$ 5,406,467,856	\$ 6,253,284,635	\$ 7,060,338,402
Told Sold Volume	\$ 4,586,288,915	\$ 3,599,691,590	\$ 3,201,814,913	\$ 2,775,708,235	\$ 3,694,969,876	\$ 3,785,158,316	\$ 3,995,383,771	\$ 5,050,127,927	\$ 5,907,731,449	\$ 6,696,602,504
List / Sell Ratio	94.43%	91.93%	90.02%	88.80%	90.21%	90.36%	91.65%	93.41%	94.47%	94.85%
Average Sales Price	\$658,571	\$685,525	\$560,640	\$356,683	\$359,643	\$362,945	\$373,680	\$420,529	\$463,934	\$507,896
Average Days on Market	128	182	190	159	170	174	170	160	93	76
% Volume Compared to Previous Year	69.03%	78.49%	88.95%	86.69%	133.12%	102.44%	105.55%	126.40%	116.98%	113.35%
% ASP Compared to Previous Year	111.30%	104.09%	81.78%	63.62%	100.83%	100.92%	102.96%	112.54%	110.32%	109.48%