

2015 NA-BN-ES YTD Summary - Sep

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	518	857	1827	4237	4981	5185	5074	4886	4756	3843
Total List Price	\$ 104,938,524	\$ 178,020,574	\$ 346,850,123	\$ 591,683,668	\$ 708,709,688	\$ 739,120,485	\$ 765,288,636	\$ 793,733,565	\$ 812,432,133	\$ 704,898,612
Told Sold Volume	\$ 98,865,949	\$ 162,939,889	\$ 314,720,477	\$ 549,636,260	\$ 664,469,493	\$ 690,778,723	\$ 720,409,321	\$ 754,466,383	\$ 777,197,772	\$ 677,961,184
List / Sell Ratio	94.21%	91.53%	90.74%	92.89%	93.76%	93.46%	94.14%	95.05%	95.66%	96.18%
Average Sales Price	\$190,861	\$190,128	\$172,261	\$129,723	\$133,401	\$133,226	\$141,981	\$154,414	\$163,414	\$176,415
Median Price	\$ 200,460	\$ 179,900	\$ 125,000	\$ 130,000	\$ 130,000	\$ 140,000	\$ 155,000	\$ 165,000	\$ 180,000	\$ 180,000
Average Days on Market	119	176	157	129	145	153	150	132	71	57
% Volume Compared to Previous Year	36.05%	164.81%	193.15%	174.64%	120.89%	103.96%	104.29%	104.73%	103.01%	87.23%
% ASP Compared to Previous Year	94.36%	99.62%	90.60%	75.31%	102.84%	99.87%	106.57%	108.76%	105.83%	107.96%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	2300	1705	1665	1423	1683	1857	2017	2671	3221	3932
Total List Price	\$ 860,881,971	\$ 634,319,951	\$ 629,306,551	\$ 533,653,164	\$ 626,927,202	\$ 698,423,064	\$ 741,948,067	\$ 970,951,792	\$ 1,159,167,491	\$ 1,426,462,042
Told Sold Volume	\$ 824,405,323	\$ 589,821,588	\$ 574,098,761	\$ 485,115,929	\$ 577,927,681	\$ 645,081,171	\$ 691,038,781	\$ 921,617,386	\$ 1,108,571,811	\$ 1,369,196,998
List / Sell Ratio	95.76%	92.98%	91.23%	90.90%	92.18%	92.36%	93.14%	94.92%	95.64%	95.99%
Average Sales Price	\$358,437	\$345,936	\$344,804	\$340,911	\$343,391	\$347,378	\$342,607	\$345,046	\$344,170	\$348,219
Median Price	\$ 331,000	\$ 330,000	\$ 330,000	\$ 329,900	\$ 334,600	\$ 335,000	\$ 330,000	\$ 335,000	\$ 330,192	\$ 335,000
Average Days on Market	117	168	187	190	184	187	183	154	86	74
% Volume Compared to Previous Year	50.67%	71.55%	97.33%	84.50%	119.13%	111.62%	107.12%	133.37%	120.29%	123.51%
% ASP Compared to Previous Year	100.81%	96.51%	99.67%	98.87%	100.73%	101.16%	98.63%	100.71%	99.75%	101.18%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	784	598	569	438	553	584	711	857	950	1060
Total List Price	\$ 496,216,196	\$ 387,102,406	\$ 378,522,088	\$ 291,996,045	\$ 364,269,822	\$ 383,861,375	\$ 460,832,680	\$ 545,047,294	\$ 597,719,569	\$ 664,459,370
Told Sold Volume	\$ 471,528,728	\$ 359,783,641	\$ 342,421,242	\$ 263,082,961	\$ 331,823,852	\$ 351,167,288	\$ 428,135,080	\$ 515,191,396	\$ 570,951,068	\$ 637,085,233
List / Sell Ratio	95.02%	92.94%	90.46%	90.10%	91.09%	91.48%	92.90%	94.52%	95.52%	95.88%
Average Sales Price	\$601,440	\$601,645	\$601,795	\$600,646	\$600,043	\$601,314	\$602,159	\$601,157	\$601,001	\$601,024
Median Price	\$ 595,000	\$ 595,000	\$ 595,000	\$ 590,000	\$ 595,000	\$ 590,000	\$ 598,000	\$ 595,000	\$ 590,000	\$ 586,500
Average Days on Market	125	181	212	206	233	212	198	185	115	92
% Volume Compared to Previous Year	50.71%	76.30%	95.17%	76.83%	126.13%	105.83%	121.92%	120.33%	110.82%	111.58%
% ASP Compared to Previous Year	99.47%	100.03%	100.02%	99.81%	99.90%	100.21%	100.14%	99.83%	99.97%	100.00%

2015 NA-BN-ES YTD Summary - Sep

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	381	286	235	169	238	255	288	384	441	491
Total List Price	\$ 340,616,836	\$ 265,027,009	\$ 225,721,868	\$ 164,171,958	\$ 225,760,690	\$ 241,420,964	\$ 269,776,785	\$ 352,866,702	\$ 400,401,848	\$ 444,033,448
Told Sold Volume	\$ 325,094,969	\$ 243,412,830	\$ 201,002,051	\$ 143,631,838	\$ 202,966,415	\$ 218,926,205	\$ 247,017,050	\$ 330,251,308	\$ 377,895,469	\$ 423,654,029
List / Sell Ratio	95.44%	91.84%	89.05%	87.49%	89.90%	90.68%	91.56%	93.59%	94.38%	95.41%
Average Sales Price	\$853,268	\$851,094	\$855,328	\$849,893	\$852,800	\$858,534	\$857,698	\$860,029	\$856,906	\$862,839
Median Price	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 860,000
Average Days on Market	137	191	214	248	259	205	221	205	121	105
% Volume Compared to Previous Year	51.71%	74.87%	82.58%	71.46%	141.31%	107.86%	112.83%	133.70%	114.43%	112.11%
% ASP Compared to Previous Year	99.35%	99.75%	100.50%	99.36%	100.34%	100.67%	99.90%	100.27%	99.64%	100.69%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	719	663	543	379	523	582	604	768	958	1018
Total List Price	\$ 1,657,914,741	\$ 1,605,384,805	\$ 1,302,942,208	\$ 993,733,838	\$ 1,304,000,312	\$ 1,412,400,295	\$ 1,356,881,330	\$ 1,811,432,209	\$ 2,264,124,212	\$ 2,513,128,930
Told Sold Volume	\$ 1,525,676,696	\$ 1,449,598,608	\$ 1,159,415,296	\$ 852,542,227	\$ 1,137,464,600	\$ 1,246,845,267	\$ 1,217,254,611	\$ 1,672,183,061	\$ 2,109,531,934	\$ 2,351,242,241
List / Sell Ratio	92.02%	90.30%	88.98%	85.79%	87.23%	88.28%	89.71%	92.31%	93.17%	93.56%
Average Sales Price	\$2,121,943	\$2,186,423	\$2,135,203	\$2,249,452	\$2,174,885	\$2,142,346	\$2,015,322	\$2,177,322	\$2,202,017	\$2,309,668
Median Price	\$ 1,750,000	\$ 1,750,000	\$ 1,740,000	\$ 1,636,250	\$ 189,000	\$ 191,000	\$ 1,600,000	\$ 1,600,000	\$ 1,650,000	\$ 1,636,250
Average Days on Market	212	245	241	273	262	261	255	216	147	126
% Volume Compared to Previous Year	64.32%	95.01%	79.98%	73.53%	133.42%	109.62%	97.63%	137.37%	126.15%	111.46%
% ASP Compared to Previous Year	106.99%	103.04%	97.66%	105.35%	96.69%	98.50%	94.07%	108.04%	101.13%	104.89%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	456	406	332	237	340	373	409	491	598	631
Total List Price	\$ 680,602,877	\$ 629,741,517	\$ 529,202,357	\$ 376,591,447	\$ 535,136,140	\$ 573,676,296	\$ 627,589,040	\$ 738,350,320	\$ 877,949,140	\$ 919,491,825
Told Sold Volume	\$ 629,296,804	\$ 568,533,009	\$ 469,033,509	\$ 323,531,727	\$ 464,395,049	\$ 511,184,024	\$ 567,740,182	\$ 680,842,471	\$ 817,345,248	\$ 860,871,921
List / Sell Ratio	92.46%	90.28%	88.63%	85.91%	86.78%	89.11%	90.46%	92.21%	93.10%	93.62%
Average Sales Price	\$1,380,037	\$1,400,328	\$1,412,752	\$1,365,113	\$1,365,868	\$1,370,467	\$1,388,118	\$1,386,645	\$1,366,798	\$1,364,298
Median Price	\$ 1,300,000	\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,325,000	\$ 1,300,000	\$ 1,342,500	\$ 1,342,025	\$ 1,325,000	\$ 1,300,000
Average Days on Market	170	224	230	249	244	258	241	223	141	112
% Volume Compared to Previous Year	55.60%	90.34%	82.50%	68.98%	143.54%	110.08%	111.06%	119.92%	120.05%	105.33%
% ASP Compared to Previous Year	99.99%	101.47%	100.89%	96.63%	100.06%	100.34%	101.29%	99.89%	98.57%	99.82%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	233	217	182	122	158	184	175	238	300	312
Total List Price	\$ 751,451,864	\$ 671,707,288	\$ 575,492,851	\$ 437,632,391	\$ 518,190,173	\$ 613,123,999	\$ 563,658,290	\$ 762,937,890	\$ 926,089,072	\$ 998,274,605
Told Sold Volume	\$ 688,400,377	\$ 607,110,799	\$ 510,149,287	\$ 375,360,500	\$ 456,622,551	\$ 539,281,243	\$ 504,052,929	\$ 706,680,090	\$ 862,209,186	\$ 934,494,098
List / Sell Ratio	91.61%	90.38%	88.65%	85.77%	88.12%	87.96%	89.43%	92.63%	93.10%	93.61%
Average Sales Price	\$2,954,508	\$2,797,746	\$2,803,018	\$3,076,725	\$2,890,016	\$2,930,876	\$2,880,302	\$2,969,244	\$2,874,031	\$2,995,173
Median Price	\$ 2,670,000	\$ 2,585,000	\$ 2,585,000	\$ 2,897,500	\$ 2,605,000	\$ 2,750,000	\$ 2,675,000	\$ 2,772,500	\$ 2,695,000	\$ 2,870,000
Average Days on Market	279	277	249	326	287	271	284	204	144	140
% Volume Compared to Previous Year	71.66%	88.19%	84.03%	73.58%	121.65%	118.10%	93.47%	140.20%	122.01%	108.38%
% ASP Compared to Previous Year	104.57%	94.69%	100.19%	109.76%	93.93%	101.41%	98.27%	103.09%	96.79%	104.22%

September Annual YTD Summary - Sales \$5M +

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	30	40	29	20	25	25	20	39	60	75
Total List Price	\$ 225,860,000	\$ 303,936,000	\$ 198,247,000	\$ 179,510,000	\$ 250,673,999	\$ 225,600,000	\$ 165,634,000	\$ 310,143,999	\$ 460,086,000	\$ 595,362,500
Told Sold Volume	\$ 207,979,515	\$ 273,954,800	\$ 180,232,500	\$ 153,650,000	\$ 216,447,000	\$ 196,380,000	\$ 145,461,500	\$ 284,660,500	\$ 429,977,500	\$ 555,876,222
List / Sell Ratio	92.08%	90.14%	90.91%	85.59%	86.35%	87.05%	87.82%	91.78%	93.46%	93.37%
Average Sales Price	\$6,932,651	\$6,848,870	\$6,214,914	\$7,682,500	\$8,657,880	\$7,855,200	\$7,273,075	\$7,298,987	\$7,166,292	\$7,411,683
Median Price	\$ 5,825,000	\$ 5,900,000	\$ 5,900,000	\$ 6,750,000	\$ 7,000,000	\$ 6,690,000	\$ 6,433,250	\$ 6,250,000	\$ 6,206,250	\$ 6,400,000
Average Days on Market	335	280	309	250	343	241	305	211	226	185
% Volume Compared to Previous Year	74.40%	131.72%	59.30%	85.25%	140.87%	90.73%	74.07%	195.69%	151.05%	129.28%
% ASP Compared to Previous Year	89.28%	98.79%	90.74%	123.61%	112.70%	90.73%	92.59%	100.36%	98.18%	103.42%

September Annual YTD Summary - Overall Sales

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	4702	4109	4839	6646	7978	8463	8694	9566	10326	10344
Total List Price	\$ 3,460,568,268	\$ 3,069,854,745	\$ 2,883,342,838	\$ 2,575,238,673	\$ 3,229,667,714	\$ 3,475,226,183	\$ 3,594,727,498	\$ 4,474,031,562	\$ 5,233,845,252	\$ 5,752,982,402
Told Sold Volume	\$ 3,245,571,665	\$ 2,805,556,556	\$ 2,591,657,827	\$ 2,294,009,215	\$ 2,914,652,041	\$ 3,152,798,654	\$ 3,303,854,843	\$ 4,193,709,534	\$ 4,944,148,054	\$ 5,459,139,685
List / Sell Ratio	93.79%	91.39%	89.88%	89.08%	90.25%	90.72%	91.91%	93.73%	94.46%	94.89%
Average Sales Price	\$690,253	\$682,783	\$535,577	\$345,171	\$365,336	\$372,539	\$380,016	\$438,397	\$478,806	\$527,759
Median Price	\$ 381,000	\$ 304,495	\$ 304,495	\$ 185,000	\$ 189,000	\$ 191,000	\$ 201,900	\$ 250,000	\$ 265,000	\$ 305,000
Average Days on Market	135	186	186	158	170	173	171	153	89	76
% Volume Compared to Previous Year	55.65%	86.44%	84.42%	88.52%	127.05%	108.17%	104.79%	126.93%	117.89%	110.42%
% ASP Compared to Previous Year	111.23%	98.92%	78.44%	64.45%	105.84%	101.97%	102.01%	115.36%	109.22%	110.22%