

2015 NA-BN-ES RT Summary - Nov

November Annual Rolling Totals Summary - Sales from \$0 - \$249,999										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	689	1103	2408	5435	6260	6574	6503	6191	5986	4930
Total List Price	\$ 141,072,324	\$ 227,866,206	\$ 443,328,126	\$ 764,452,664	\$ 884,461,662	\$ 935,496,211	\$ 978,396,185	\$ 1,006,777,524	\$ 1,025,682,264	\$ 904,720,232
Told Sold Volume	\$ 133,178,052	\$ 208,148,965	\$ 403,554,124	\$ 711,017,777	\$ 828,299,716	\$ 874,678,820	\$ 921,681,117	\$ 958,068,455	\$ 981,404,391	\$ 870,044,804
List / Sell Ratio	94.40%	91.35%	91.03%	93.01%	93.65%	93.50%	94.20%	95.16%	95.68%	96.17%
Average Sales Price	\$193,292	\$188,712	\$167,589	\$130,822	\$132,316	\$133,051	\$141,732	\$154,752	\$163,950	\$176,480
Average Days on Market	125	174	155	130	145	152	150	127	69	57
% Volume Compared to Previous Year	38.72%	156.29%	193.88%	176.19%	116.49%	105.60%	105.37%	103.95%	102.44%	88.65%
% ASP Compared to Previous Year	96.56%	97.63%	88.81%	78.06%	101.14%	100.56%	106.52%	109.19%	105.94%	107.64%

November Annual Rolling Totals Summary - Sales from \$250,000 - \$499,999										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	2908	2149	2041	1865	2108	2260	2585	3393	4113	5003
Total List Price	\$ 1,084,896,300	\$ 799,423,640	\$ 772,094,088	\$ 697,826,336	\$ 786,095,128	\$ 846,539,081	\$ 952,271,390	\$ 1,231,107,368	\$ 1,478,794,666	\$ 1,813,153,743
Told Sold Volume	\$ 1,039,373,321	\$ 742,121,118	\$ 704,340,178	\$ 635,113,720	\$ 725,177,813	\$ 781,846,724	\$ 888,912,767	\$ 1,168,791,031	\$ 1,413,916,803	\$ 1,741,073,389
List / Sell Ratio	95.80%	92.83%	91.22%	91.01%	92.25%	92.36%	93.35%	94.94%	95.61%	96.02%
Average Sales Price	\$357,419	\$345,333	\$345,096	\$340,544	\$344,012	\$345,950	\$343,873	\$344,471	\$343,768	\$348,006
Average Days on Market	119	167	186	194	185	187	181	148	84	73
% Volume Compared to Previous Year	51.93%	71.40%	94.91%	90.17%	114.18%	107.81%	113.69%	131.49%	120.97%	123.14%
% ASP Compared to Previous Year	100.53%	96.62%	99.93%	98.68%	101.02%	100.56%	99.40%	100.17%	99.80%	101.23%

November Annual Rolling Totals Summary - Sales from \$500,000 to 749,999										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	984	737	703	562	685	711	877	1074	1221	1340
Total List Price	\$ 622,788,344	\$ 475,833,641	\$ 467,076,944	\$ 373,157,070	\$ 451,660,293	\$ 466,427,091	\$ 567,476,809	\$ 683,450,712	\$ 766,914,820	\$ 840,915,850
Told Sold Volume	\$ 592,162,155	\$ 442,157,845	\$ 421,588,596	\$ 335,787,561	\$ 410,409,947	\$ 427,227,387	\$ 527,673,151	\$ 645,378,863	\$ 732,359,760	\$ 806,170,994
List / Sell Ratio	95.08%	92.92%	90.26%	89.99%	90.87%	91.60%	92.99%	94.43%	95.49%	95.87%
Average Sales Price	\$601,791	\$599,943	\$599,699	\$597,487	\$599,139	\$600,882	\$601,680	\$600,911	\$599,803	\$601,620
Average Days on Market	128	184	212	207	232	215	200	180	114	94
% Volume Compared to Previous Year	52.00%	74.67%	95.35%	79.65%	122.22%	104.10%	123.51%	122.31%	113.48%	110.08%
% ASP Compared to Previous Year	99.46%	99.69%	99.96%	99.63%	100.28%	100.29%	100.13%	99.87%	99.82%	100.30%

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November Annual Rolling Totals Summary - Sales from \$750,000 - \$999,999										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	460	360	295	228	291	317	364	489	546	604
Total List Price	\$ 411,787,776	\$ 334,418,591	\$ 284,367,333	\$ 222,350,157	\$ 275,840,990	\$ 298,873,161	\$ 339,550,329	\$ 448,840,194	\$ 493,824,809	\$ 546,003,334
Toid Sold Volume	\$ 392,712,970	\$ 306,092,329	\$ 252,115,151	\$ 193,828,456	\$ 247,634,014	\$ 271,220,040	\$ 311,986,140	\$ 420,430,660	\$ 467,386,082	\$ 520,710,136
List / Sell Ratio	95.37%	91.53%	88.66%	87.17%	89.77%	90.75%	91.88%	93.67%	94.65%	95.37%
Average Sales Price	\$853,724	\$850,256	\$854,628	\$850,125	\$850,976	\$855,584	\$857,105	\$859,776	\$856,018	\$862,103
Average Days on Market	150	192	213	238	261	213	218	199	121	104
% Volume Compared to Previous Year	52.97%	77.94%	82.37%	76.88%	127.76%	109.52%	115.03%	134.76%	111.17%	111.41%
% ASP Compared to Previous Year	99.38%	99.59%	100.51%	99.47%	100.10%	100.54%	100.18%	100.31%	99.56%	100.71%

November Annual Rolling Totals Summary - All Sales \$1M +										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	891	817	645	487	632	701	749	924	1159	1251
Total List Price	\$ 2,067,569,461	\$ 1,967,041,870	\$ 1,558,611,707	\$ 1,219,590,903	\$ 1,570,837,202	\$ 1,712,911,487	\$ 1,719,770,570	\$ 2,144,811,286	\$ 2,743,617,555	\$ 3,124,418,818
Toid Sold Volume	\$ 1,904,097,365	\$ 1,771,887,737	\$ 1,382,660,529	\$ 1,045,733,028	\$ 1,365,631,030	\$ 1,505,754,057	\$ 1,538,842,437	\$ 1,979,424,135	\$ 2,556,323,194	\$ 2,914,762,149
List / Sell Ratio	92.09%	90.08%	88.71%	85.74%	86.94%	87.91%	89.48%	92.29%	93.17%	93.29%
Average Sales Price	\$2,137,034	\$2,168,773	\$2,143,660	\$2,147,296	\$2,160,809	\$2,148,009	\$2,054,529	\$2,142,234	\$2,205,628	\$2,329,946
Average Days on Market	224	253	245	271	261	265	261	210	150	129
% Volume Compared to Previous Year	68.72%	93.06%	78.03%	75.63%	130.59%	110.26%	102.20%	128.63%	129.14%	114.02%
% ASP Compared to Previous Year	108.52%	101.49%	98.84%	100.17%	100.63%	99.41%	95.65%	104.27%	102.96%	105.64%

November Annual Rolling Totals Summary - Sales \$1M - \$2M										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	571	505	398	312	408	453	501	600	730	771
Total List Price	\$ 855,024,697	\$ 779,767,582	\$ 636,807,856	\$ 490,104,512	\$ 641,044,130	\$ 694,135,988	\$ 769,721,280	\$ 901,915,397	\$ 1,073,536,984	\$ 1,128,703,803
Toid Sold Volume	\$ 790,521,750	\$ 701,715,583	\$ 561,696,059	\$ 420,633,527	\$ 556,121,479	\$ 617,523,314	\$ 694,202,357	\$ 830,436,045	\$ 999,434,008	\$ 1,055,360,698
List / Sell Ratio	92.46%	89.99%	88.20%	85.83%	86.75%	88.96%	90.19%	92.07%	93.10%	93.50%
Average Sales Price	\$1,384,451	\$1,389,536	\$1,411,297	\$1,348,184	\$1,363,043	\$1,363,186	\$1,385,633	\$1,384,060	\$1,369,088	\$1,368,821
Average Days on Market	182	239	231	242	242	262	248	216	144	114
% Volume Compared to Previous Year	59.24%	88.77%	80.05%	74.89%	132.21%	111.04%	112.42%	119.62%	120.35%	105.60%
% ASP Compared to Previous Year	100.43%	100.37%	101.57%	95.53%	101.10%	100.01%	101.65%	99.89%	98.92%	99.98%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	280	265	210	153	194	216	222	280	358	389
Total List Price	\$ 894,544,764	\$ 830,744,288	\$ 662,071,851	\$ 538,629,391	\$ 633,219,073	\$ 719,080,499	\$ 729,230,290	\$ 885,206,890	\$ 1,114,238,571	\$ 1,251,134,515
Total Sold Volume	\$ 822,151,100	\$ 749,442,104	\$ 586,411,970	\$ 461,049,501	\$ 557,652,551	\$ 631,303,243	\$ 651,128,580	\$ 820,227,590	\$ 1,037,279,686	\$ 1,170,502,729
List / Sell Ratio	91.91%	90.21%	88.57%	85.60%	88.07%	87.79%	89.29%	92.66%	93.09%	93.56%
Average Sales Price	\$2,936,254	\$2,828,083	\$2,792,438	\$3,013,395	\$2,874,498	\$2,922,700	\$2,933,012	\$2,929,384	\$2,897,429	\$3,009,004
Average Days on Market	294	270	258	333	288	274	285	196	149	146
% Volume Compared to Previous Year	73.26%	91.16%	78.25%	78.62%	120.95%	113.21%	103.14%	125.97%	126.46%	112.84%
% ASP Compared to Previous Year	103.88%	96.32%	98.74%	107.91%	95.39%	101.68%	100.35%	99.88%	98.91%	103.85%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	40	47	37	22	30	32	26	44	71	91
Total List Price	\$ 318,000,000	\$ 356,530,000	\$ 259,732,000	\$ 190,857,000	\$ 296,573,999	\$ 299,695,000	\$ 220,819,000	\$ 357,688,999	\$ 555,842,000	\$ 744,580,500
Total Sold Volume	\$ 31,100,000	\$ 320,730,050	\$ 234,552,500	\$ 164,050,000	\$ 251,857,000	\$ 256,927,500	\$ 193,511,500	\$ 328,760,500	\$ 519,609,500	\$ 688,898,722
List / Sell Ratio	9.78%	89.96%	90.31%	85.95%	84.92%	85.73%	87.63%	91.91%	93.48%	92.52%
Average Sales Price	\$777,500	\$6,824,044	\$6,339,257	\$7,456,818	\$8,395,233	\$8,028,984	\$7,442,750	\$7,471,830	\$7,318,444	\$7,570,316
Average Days on Market	345	301	324	250	332	247	295	226	210	189
% Volume Compared to Previous Year	9.90%	1031.29%	73.13%	69.94%	153.52%	102.01%	75.32%	169.89%	158.05%	132.58%
% ASP Compared to Previous Year	10.40%	877.69%	92.90%	117.63%	112.58%	95.64%	92.70%	100.39%	97.95%	103.44%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	5932	5166	6092	8577	9976	10563	11078	12071	13025	13128
Total List Price	\$ 4,328,114,205	\$ 3,804,583,948	\$ 3,525,478,198	\$ 3,277,377,130	\$ 3,968,895,275	\$ 4,260,247,031	\$ 4,557,465,283	\$ 5,514,987,084	\$ 6,508,834,113	\$ 7,229,211,977
Total Sold Volume	\$ 3,801,199,348	\$ 3,470,407,994	\$ 3,164,258,578	\$ 2,921,480,542	\$ 3,577,152,520	\$ 3,860,727,028	\$ 4,189,095,612	\$ 5,172,093,144	\$ 6,151,390,230	\$ 6,852,761,472
List / Sell Ratio	87.83%	91.22%	89.75%	89.14%	90.13%	90.62%	91.92%	93.78%	94.51%	94.79%
Average Sales Price	\$640,796	\$671,779	\$519,412	\$340,618	\$358,576	\$365,495	\$378,145	\$428,473	\$472,276	\$521,996
Average Days on Market	139	186	184	160	171	173	171	147	87	76
% Volume Compared to Previous Year	54.33%	91.30%	91.18%	92.33%	122.44%	107.93%	108.51%	123.47%	118.93%	111.40%
% ASP Compared to Previous Year	105.33%	104.84%	77.32%	65.58%	105.27%	101.93%	103.46%	113.31%	110.22%	110.53%