

2015 NA-BN-ES YTD Summary - Dec

#DeclA1

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	705	1130	2624	5612	6269	6522	6568	6070	6047	4823
Total List Price	\$ 144,096,269	\$ 232,785,084	\$ 472,951,076	\$ 785,796,881	\$ 885,023,166	\$ 929,741,843	\$ 991,825,314	\$ 993,845,307	\$ 1,040,460,299	\$ 888,719,425
Told Sold Volume	\$ 135,752,539	\$ 212,108,227	\$ 431,020,516	\$ 731,491,847	\$ 829,064,826	\$ 869,115,593	\$ 935,719,801	\$ 945,916,103	\$ 996,099,361	\$ 855,082,128
List / Sell Ratio	94.21%	91.12%	91.13%	93.09%	93.68%	93.48%	94.34%	95.18%	95.74%	96.22%
Average Sales Price	\$192,557	\$187,706	\$164,261	\$130,344	\$132,248	\$133,259	\$142,466	\$155,835	\$164,726	\$177,293
Median Price	\$ 200,000	\$ 169,950	\$ 125,000	\$ 125,000	\$ 130,000	\$ 130,000	\$ 140,000	\$ 156,643	\$ 167,000	\$ 182,000
Average Days on Market	121	177	150	132	146	152	150	121	68	56
% Volume Compared to Previous Year	44.24%	156.25%	203.21%	169.71%	113.34%	104.83%	107.66%	101.09%	105.31%	85.84%
% ASP Compared to Previous Year	95.07%	97.48%	87.51%	79.35%	101.46%	100.76%	106.91%	109.38%	105.71%	107.63%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	2819	2121	2007	1925	2104	2240	2646	3450	4263	5026
Total List Price	\$ 1,051,565,125	\$ 790,135,166	\$ 758,923,833	\$ 719,818,297	\$ 783,109,693	\$ 842,927,431	\$ 971,133,685	\$ 1,251,743,194	\$ 1,533,281,480	\$ 1,819,623,322
Told Sold Volume	\$ 1,005,139,561	\$ 732,414,838	\$ 691,599,671	\$ 656,159,765	\$ 722,625,124	\$ 778,452,536	\$ 907,578,552	\$ 1,189,250,143	\$ 1,467,232,973	\$ 1,747,860,933
List / Sell Ratio	95.59%	92.69%	91.13%	91.16%	92.28%	92.35%	93.46%	95.01%	95.69%	96.06%
Average Sales Price	\$356,559	\$345,316	\$344,594	\$340,862	\$343,453	\$347,523	\$343,000	\$344,710	\$344,179	\$347,764
Median Price	\$ 330,000	\$ 330,000	\$ 330,000	\$ 329,000	\$ 333,000	\$ 336,500	\$ 330,000	\$ 335,000	\$ 330,000	\$ 335,000
Average Days on Market	122	170	187	195	185	185	181	141	83	73
% Volume Compared to Previous Year	50.84%	72.87%	94.43%	94.88%	110.13%	107.73%	116.59%	131.04%	123.37%	119.13%
% ASP Compared to Previous Year	99.86%	96.85%	99.79%	98.92%	100.76%	101.19%	98.70%	100.50%	99.85%	101.04%

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	919	731	690	585	677	710	914	1080	1236	1363
Total List Price	\$ 583,038,865	\$ 473,484,227	\$ 458,986,568	\$ 388,123,469	\$ 445,283,721	\$ 466,219,268	\$ 590,165,175	\$ 686,864,939	\$ 775,366,910	\$ 854,533,045
Told Sold Volume	\$ 552,449,208	\$ 438,468,529	\$ 414,073,072	\$ 349,761,611	\$ 405,576,797	\$ 427,064,791	\$ 549,068,535	\$ 649,318,553	\$ 740,573,058	\$ 820,475,261
List / Sell Ratio	94.75%	92.60%	90.21%	90.12%	91.08%	91.60%	93.04%	94.53%	95.51%	96.01%
Average Sales Price	\$601,142	\$599,820	\$600,106	\$597,883	\$599,079	\$601,500	\$600,731	\$601,221	\$599,169	\$601,963
Median Price	\$ 588,250	\$ 591,250	\$ 585,000	\$ 590,000	\$ 594,450	\$ 592,500	\$ 595,000	\$ 585,000	\$ 585,000	\$ 589,000
Average Days on Market	130	186	211	209	234	212	199	175	114	92
% Volume Compared to Previous Year	48.04%	79.37%	94.44%	84.47%	115.96%	105.30%	128.57%	118.26%	114.05%	110.79%
% ASP Compared to Previous Year	99.48%	99.78%	100.05%	99.63%	100.20%	100.40%	99.87%	100.08%	99.66%	100.47%

2015 NA-BN-ES YTD Summary - Dec

December Annual YTD Summary - Sales from \$750,000 - \$999,999										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	444	364	282	239	287	316	379	493	541	624
Total List Price	\$ 398,314,220	\$ 339,091,856	\$ 271,799,934	\$ 232,492,357	\$ 272,090,089	\$ 297,564,207	\$ 353,249,709	\$ 452,008,806	\$ 489,090,122	\$ 563,829,100
Told Sold Volume	\$ 378,825,069	\$ 309,289,930	\$ 241,050,051	\$ 203,089,956	\$ 244,251,514	\$ 270,340,380	\$ 325,175,405	\$ 423,998,767	\$ 462,885,053	\$ 537,751,252
List / Sell Ratio	95.11%	91.21%	88.69%	87.35%	89.77%	90.85%	92.05%	93.80%	94.64%	95.37%
Average Sales Price	\$853,210	\$849,698	\$854,787	\$849,749	\$851,051	\$855,508	\$857,983	\$860,038	\$855,610	\$861,781
Median Price	\$ 849,000	\$ 849,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 850,000	\$ 858,722
Average Days on Market	146	199	208	244	257	212	218	192	122	104
% Volume Compared to Previous Year	51.14%	81.64%	77.94%	84.25%	120.27%	110.68%	120.28%	130.39%	109.17%	116.17%
% ASP Compared to Previous Year	99.29%	99.59%	100.60%	99.41%	100.15%	100.52%	100.29%	100.24%	99.49%	100.72%

December Annual YTD Summary - All Sales \$1M +										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	875	805	629	498	630	706	768	924	1184	1257
Total List Price	\$ 2,049,161,852	\$ 1,939,179,878	\$ 1,514,992,808	\$ 1,256,434,103	\$ 1,582,666,692	\$ 1,700,873,097	\$ 1,756,871,609	\$ 2,137,583,865	\$ 2,821,297,644	\$ 3,106,552,772
Told Sold Volume	\$ 1,880,652,881	\$ 1,748,792,171	\$ 1,338,893,092	\$ 1,079,521,615	\$ 1,371,555,480	\$ 1,500,600,957	\$ 1,575,244,585	\$ 1,975,164,987	\$ 2,629,251,307	\$ 2,899,949,984
List / Sell Ratio	91.78%	90.18%	88.38%	85.92%	86.66%	88.23%	89.66%	92.40%	93.19%	93.35%
Average Sales Price	\$2,149,318	\$2,172,413	\$2,128,606	\$2,167,714	\$2,177,072	\$2,125,497	\$2,051,100	\$2,137,624	\$2,220,651	\$2,307,041
Median Price	\$ 1,730,000	\$ 1,730,000	\$ 1,725,000	\$ 1,600,000	\$ 185,000	\$ 186,355	\$ 1,600,000	\$ 1,600,000	\$ 1,650,000	\$ 1,650,000
Average Days on Market	225	251	246	271	263	264	253	213	146	127
% Volume Compared to Previous Year	67.32%	92.99%	76.56%	80.63%	127.05%	109.41%	104.97%	125.39%	133.12%	110.30%
% ASP Compared to Previous Year	109.02%	101.07%	97.98%	101.84%	100.43%	97.63%	96.50%	104.22%	103.88%	103.89%

December Annual YTD Summary - Sales \$1M - \$2M										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	548	500	385	319	407	460	515	597	745	776
Total List Price	\$ 826,447,088	\$ 773,043,590	\$ 614,388,957	\$ 503,972,812	\$ 636,615,020	\$ 707,251,098	\$ 791,898,319	\$ 894,773,977	\$ 1,095,423,572	\$ 1,133,702,852
Told Sold Volume	\$ 759,735,599	\$ 695,504,184	\$ 541,756,121	\$ 431,282,115	\$ 554,740,929	\$ 628,495,214	\$ 714,529,505	\$ 825,879,897	\$ 1,020,645,250	\$ 1,061,342,996
List / Sell Ratio	91.93%	89.97%	88.18%	85.58%	87.14%	88.88%	90.23%	92.30%	93.17%	93.62%
Average Sales Price	\$1,386,379	\$1,391,008	\$1,407,159	\$1,351,982	\$1,363,000	\$1,366,294	\$1,387,436	\$1,383,383	\$1,369,994	\$1,367,710
Median Price	\$ 1,300,000	\$ 1,300,000	\$ 1,350,000	\$ 1,300,000	\$ 1,325,000	\$ 1,300,000	\$ 1,350,000	\$ 1,340,000	\$ 1,325,000	\$ 1,305,000
Average Days on Market	#DIV/0!	234	232	247	246	262	239	217	139	114
% Volume Compared to Previous Year	56.32%	91.55%	77.89%	79.61%	128.63%	113.30%	113.69%	115.58%	123.58%	103.99%
% ASP Compared to Previous Year	100.71%	100.33%	101.16%	96.08%	100.81%	100.24%	101.55%	99.71%	99.03%	99.83%

2015 NA-BN-ES YTD Summary - Dec

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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	289	255	212	156	191	215	227	284	366	392
Total List Price	\$ 923,610,764	\$ 794,570,288	\$ 671,106,851	\$ 549,604,291	\$ 626,677,673	\$ 711,526,999	\$ 741,254,290	\$ 899,470,889	\$ 1,145,932,072	\$ 1,251,869,420
Told Sold Volume	\$ 846,767,767	\$ 717,362,937	\$ 591,604,471	\$ 474,629,500	\$ 549,167,551	\$ 625,478,243	\$ 663,563,580	\$ 833,749,590	\$ 1,067,621,557	\$ 1,170,758,266
List / Sell Ratio	91.68%	90.28%	88.15%	86.36%	87.63%	87.91%	89.52%	92.69%	93.17%	93.52%
Average Sales Price	\$2,929,992	\$2,813,188	\$2,790,587	\$3,042,497	\$2,875,223	\$2,909,201	\$2,923,144	\$2,935,738	\$2,916,999	\$2,986,628
Median Price	\$ 2,650,000	\$ 2,537,500	\$ 2,800,000	\$ 2,800,000	\$ 2,610,000	\$ 2,700,000	\$ 2,700,000	\$ 2,700,000	\$ 2,700,000	\$ 2,870,000
Average Days on Market	291	278	259	323	291	265	283	202	146	142
% Volume Compared to Previous Year	76.31%	84.72%	82.47%	80.23%	115.70%	113.90%	106.09%	125.65%	128.05%	109.66%
% ASP Compared to Previous Year	103.78%	96.01%	99.20%	109.03%	94.50%	101.18%	100.48%	100.43%	99.36%	102.39%

December Annual YTD Summary - Sales \$5M +

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	38	50	32	23	32	31	26	43	73	89
Total List Price	\$ 299,104,000	\$ 371,566,000	\$ 229,497,000	\$ 202,857,000	\$ 319,373,999	\$ 282,095,000	\$ 223,719,000	\$ 343,338,999	\$ 579,942,000	\$ 720,980,500
Told Sold Volume	\$ 274,149,515	\$ 335,925,050	\$ 205,532,500	\$ 173,610,000	\$ 267,647,000	\$ 246,627,500	\$ 197,161,500	\$ 315,535,500	\$ 540,984,500	\$ 667,848,722
List / Sell Ratio	91.66%	90.41%	89.56%	85.58%	83.80%	87.43%	88.13%	91.90%	93.28%	92.63%
Average Sales Price	\$7,214,461	\$6,718,501	\$6,422,891	\$7,548,261	\$8,363,969	\$7,955,726	\$7,583,135	\$7,338,035	\$7,410,747	\$7,503,918
Median Price	\$ 5,800,000	\$ 6,000,000	\$ 6,000,000	\$ 6,500,000	\$ 6,475,000	\$ 6,747,500	\$ 6,333,250	\$ 6,250,000	\$ 6,295,000	\$ 6,400,000
Average Days on Market	360	292	322	243	320	274	261	229	219	184
% Volume Compared to Previous Year	81.84%	122.53%	55.32%	84.47%	154.17%	92.15%	79.94%	160.04%	171.45%	123.45%
% ASP Compared to Previous Year	94.76%	93.13%	95.60%	117.52%	110.81%	95.12%	95.32%	96.77%	100.99%	101.26%

December Annual YTD Summary - Overall Sales

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Number of Sales	5762	5151	6232	8859	9967	10494	11275	12017	13271	13093
Total List Price	\$ 4,226,176,331	\$ 3,774,676,211	\$ 3,477,654,219	\$ 3,382,665,107	\$ 3,968,173,361	\$ 4,237,325,846	\$ 4,663,245,492	\$ 5,522,046,111	\$ 6,659,496,455	\$ 7,233,257,664
Told Sold Volume	\$ 3,952,819,258	\$ 3,441,073,695	\$ 3,116,636,402	\$ 3,020,024,794	\$ 3,573,073,741	\$ 3,845,574,257	\$ 4,292,786,878	\$ 5,183,648,553	\$ 6,296,041,752	\$ 6,861,119,558
List / Sell Ratio	93.53%	91.16%	89.62%	89.28%	90.04%	90.75%	92.06%	93.87%	94.54%	94.86%
Average Sales Price	\$686,015	\$668,040	\$500,102	\$340,899	\$358,490	\$366,455	\$380,735	\$431,360	\$474,421	\$524,030
Median Price	\$ 378,500	\$ 284,500	\$ 185,000	\$ 185,000	\$ 186,355	\$ 210,000	\$ 247,000	\$ 267,000	\$ 305,000	
Average Days on Market	141	189	181	162	171	172	170	142	86	75
% Volume Compared to Previous Year	56.73%	87.05%	82.57%	96.90%	118.31%	107.63%	111.63%	120.75%	121.46%	108.98%
% ASP Compared to Previous Year	110.60%	97.38%	74.86%	68.17%	105.16%	102.22%	103.90%	113.30%	109.98%	110.46%