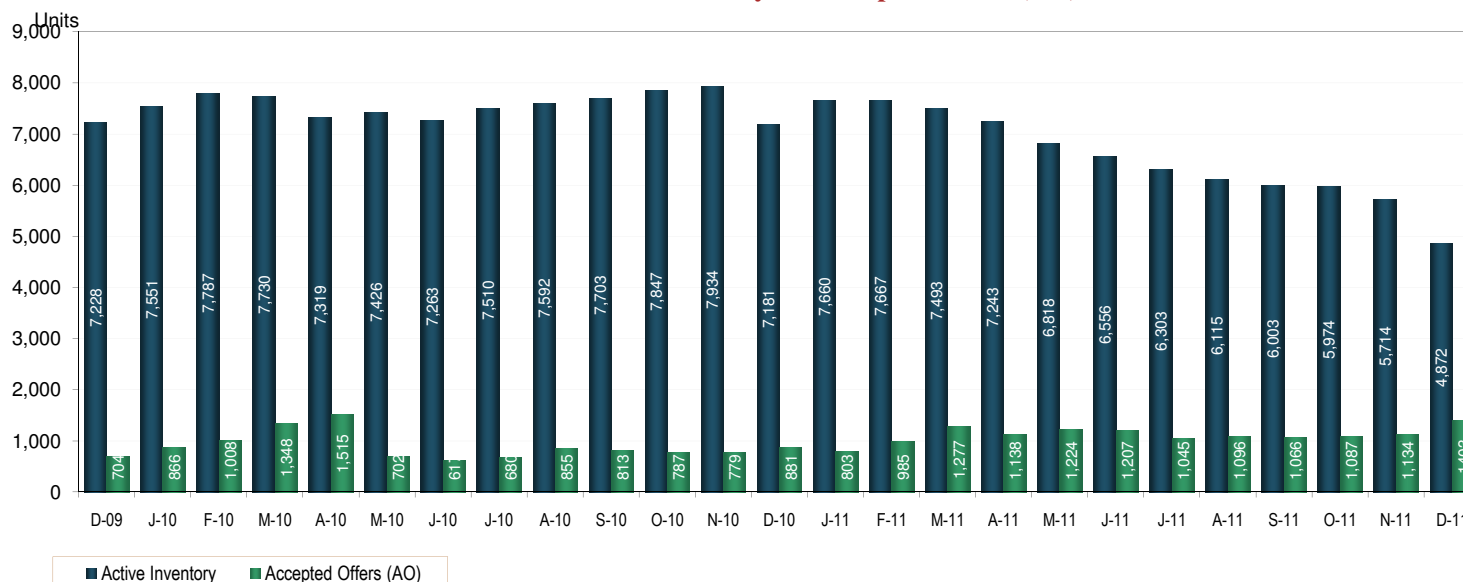


## Market Area Active Inventory vs Accepted Offers (AO)

1/6/2012



FILTER: Prop. Types: SFH Condo TwnHm Areas: Pima (12479)

The number of properties available for sale on the last day of each period - VS - The number of Accepted Offers

Desc.	D-09	J-10	F-10	M-10	A-10	M-10	J-10	J-10	A-10	S-10	O-10	N-10	D-10	J-11	F-11	M-11	A-11	M-11	J-11	J-11	A-11	S-11	O-11	N-11	D-11
Sold Median Price	155	161	155	160	161	154	150	155	155	150	144	143	140	136	140	127	135	130	128	126	125	118	124	127	125
Sold Average Price	204	202	196	204	203	190	193	199	192	187	175	187	186	169	184	168	178	172	172	173	159	150	157	164	171
List Median Price	165	186	175	169	169	160	163	158	158	160	160	150	135	158	150	140	139	141	142	140	140	146	151	150	136
List Average Price	221	293	254	241	236	231	226	221	221	227	224	243	196	257	229	207	199	203	205	199	209	211	219	222	210
New Listings	1,292	2,288	1,976	2,166	2,107	1,645	1,722	1,814	1,822	1,832	1,851	1,583	1,207	2,242	1,736	1,961	1,726	1,645	1,676	1,435	1,602	1,529	1,577	1,390	1,169
Active Inventory	7,228	7,551	7,787	7,730	7,319	7,426	7,263	7,510	7,592	7,703	7,847	7,934	7,181	7,660	7,667	7,493	7,243	6,818	6,556	6,303	6,115	6,003	5,974	5,714	4,872
Sold Listings	867	690	709	1,139	1,218	1,216	1,146	773	853	862	771	783	933	762	859	1,142	1,130	1,221	1,268	1,116	1,088	1,066	963	978	918
Expired or Cancelled	786	1,099	732	875	1,003	836	1,268	887	885	908	920	717	1,079	961	744	858	839	845	731	643	693	576	518	516	608
Accepted Offers (AO)	704	866	1,008	1,348	1,515	702	617	680	855	813	787	779	881	803	985	1,277	1,138	1,224	1,207	1,045	1,096	1,066	1,087	1,134	1,403
AO / New Listings	54.5	37.8	51.0	62.2	71.9	42.7	35.8	37.5	46.9	44.4	42.5	49.2	73.0	35.8	56.7	65.1	65.9	74.4	72.0	72.8	68.4	69.7	68.9	81.6	120.0
AO / Inventory	9.7	11.5	12.9	17.4	20.7	9.5	8.5	9.1	11.3	10.6	10.0	9.8	12.3	10.5	12.8	17.0	15.7	18.0	18.4	16.6	17.9	17.8	18.2	19.8	28.8
Days on Market (DOM)	79	81	77	83	84	75	78	85	89	92	94	106	106	106	106	104	102	96	97	95	96	102	95	100	104
Mos Supply Inv. (MSI)	8.3	10.9	11.0	6.8	6.0	6.1	6.3	9.7	8.9	8.9	10.2	10.1	7.7	10.1	8.9	6.6	6.4	5.6	5.2	5.6	5.6	5.6	6.2	5.8	5.3
\$ per Sq Feet	104	106	104	107	108	103	102	100	99	96	93	93	93	89	94	88	90	89	88	86	84	80	82	84	85
Sale Price / List Price	96.5	97.1	96.3	96.6	96.8	97.1	97.1	96.3	95.6	95.5	94.2	94.9	94.6	94.8	95.6	95.4	96.1	96.3	96.3	97.2	96.8	96.5	97.1	96.6	96.3
3Mo Sold Avg \$	198	199	201	201	201	199	195	193	194	192	185	183	183	181	180	173	176	172	174	172	168	161	156	157	164
3Mo List Avg \$	246	261	263	264	244	236	231	226	223	223	224	231	223	238	233	232	211	203	202	203	205	207	213	217	218
3Mo \$ per SqFt	105	106	105	106	107	106	105	102	101	98	96	94	93	92	92	91	91	89	89	88	86	84	82	82	84
3Mo Sale P / List P	97.1	96.9	96.6	96.7	96.6	96.8	97.0	96.9	96.4	95.8	95.1	94.9	94.6	94.7	95.0	95.3	95.7	96.0	96.2	96.6	96.8	96.8	96.8	96.7	96.7

Based on information from Arizona Regional MLS, Inc.; Tucson Assoc. of Realtors and Prescott Area Assoc. of Realtors for the period ending 12/31/11. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market. Owned and Operated by NRT LLC.

