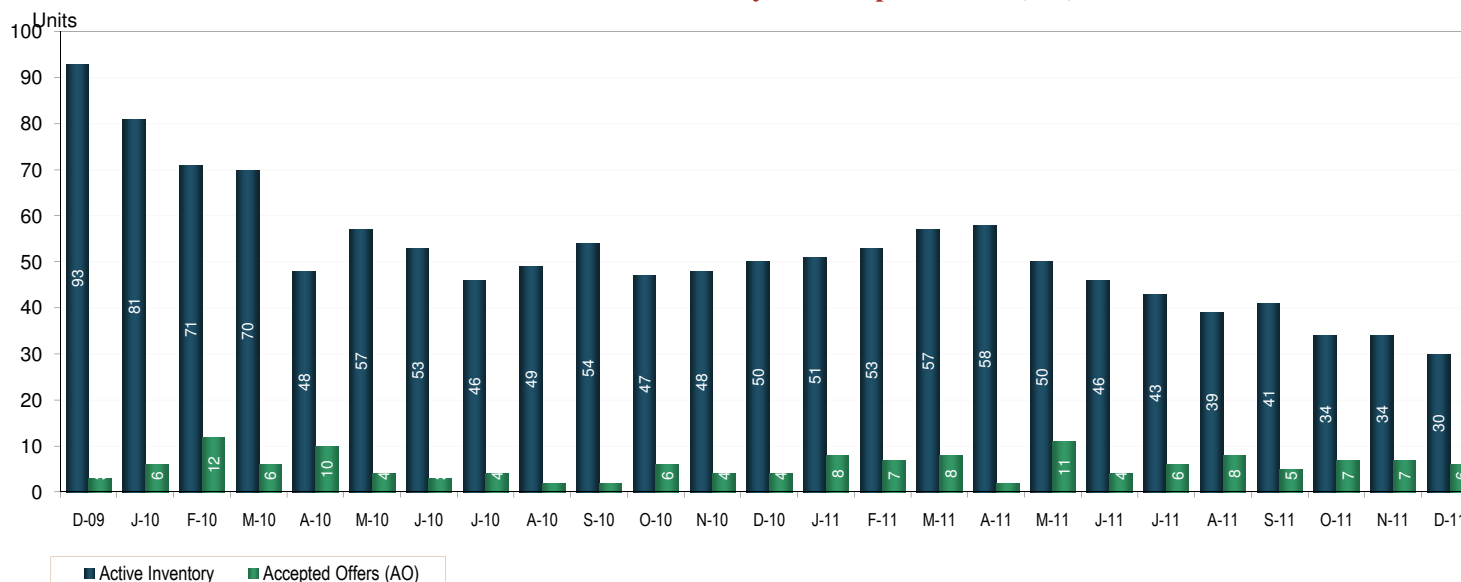


Market Area Active Inventory vs Accepted Offers (AO)

1/6/2012



FILTER: Prop. Types: SFH Condo TwnHm Areas: Extended Northwest (73)

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	70	142	140	129	172	145	147	115	153	225	104	218	122	180	106	105	123	96	148	100	85	335	137	155	120
Sold Average Price	80	180	118	131	169	216	205	110	187	185	96	171	102	144	166	134	98	120	172	108	122	187	186	179	87
List Median Price	120	155	157	174	169	134	239	145	238	175	155	300	135	105	190	110	155	170	110	139	115	128	369	145	199
List Average Price	125	219	195	202	222	127	190	134	291	188	161	241	143	137	245	163	210	191	167	145	162	190	369	143	200
New Listings	18	14	17	16	10	16	4	5	7	14	6	8	9	16	13	17	5	15	7	6	10	12	1	12	5
Active Inventory	93	81	71	70	48	57	53	46	49	54	47	48	50	51	53	57	58	50	46	43	39	41	34	34	30
Sold Listings	5	3	10	6	11	5	7	6	3	2	4	6	6	4	5	9	4	9	7	7	7	2	9	6	5
Expired or Cancelled	26	20	15	11	22	3	5	8	2	7	7	3	3	7	4	5	2	12	7	3	6	5	1	5	3
Accepted Offers (AO)	3	6	12	6	10	4	3	4	2	2	6	4	4	8	7	8	2	11	4	6	8	5	7	7	6
AO / New Listings	16.7	42.9	70.6	37.5	100.0	25.0	75.0	80.0	28.6	14.3	100.0	50.0	44.4	50.0	53.8	47.1	40.0	73.3	57.1	100.0	80.0	41.7	700.0	58.3	120.0
AO / Inventory	3.2	7.4	16.9	8.6	20.8	7.0	5.7	8.7	4.1	3.7	12.8	8.3	8.0	15.7	13.2	14.0	3.4	22.0	8.7	14.0	20.5	12.2	20.6	20.6	20.0
Days on Market (DOM)	68	182	68	64	110	59	130	77	45	223	129	106	135	101	66	93	40	164	142	87	90	81	154	171	106
Mos Supply Inv. (MSI)	18.6	27.0	7.1	11.7	4.4	11.4	7.6	7.7	16.3	27.0	11.8	8.0	8.3	12.8	10.6	6.3	14.5	5.6	6.6	6.1	5.6	20.5	3.8	5.7	6.0
\$ per Sq Feet	67	94	76	94	85	106	86	67	90	99	51	109	59	62	76	83	59	64	85	59	63	81	76	76	48
Sale Price / List Price	92.0	100.1	96.3	98.6	93.0	99.2	96.4	103.1	97.3	102.9	83.7	93.5	100.8	100.0	97.4	99.8	98.7	92.7	96.4	98.8	94.1	96.7	97.7	95.4	99.0
3Mo Sold Avg \$	126	143	117	132	141	169	190	176	166	145	146	148	126	138	135	145	135	122	134	132	134	124	161	184	159
3Mo List Avg \$	148	161	176	204	204	178	167	139	217	205	209	197	182	164	175	177	200	181	189	175	159	170	186	175	172
3Mo \$ per SqFt	84	90	76	84	83	92	90	85	80	79	75	88	76	78	65	76	76	71	70	69	69	63	72	77	69
3Mo Sale P / List P	96.0	96.1	95.7	97.6	95.5	96.0	95.4	99.4	99.1	101.5	92.5	91.8	93.8	97.9	99.5	99.2	98.9	96.7	95.2	95.7	96.5	96.5	96.2	96.8	97.3

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.

