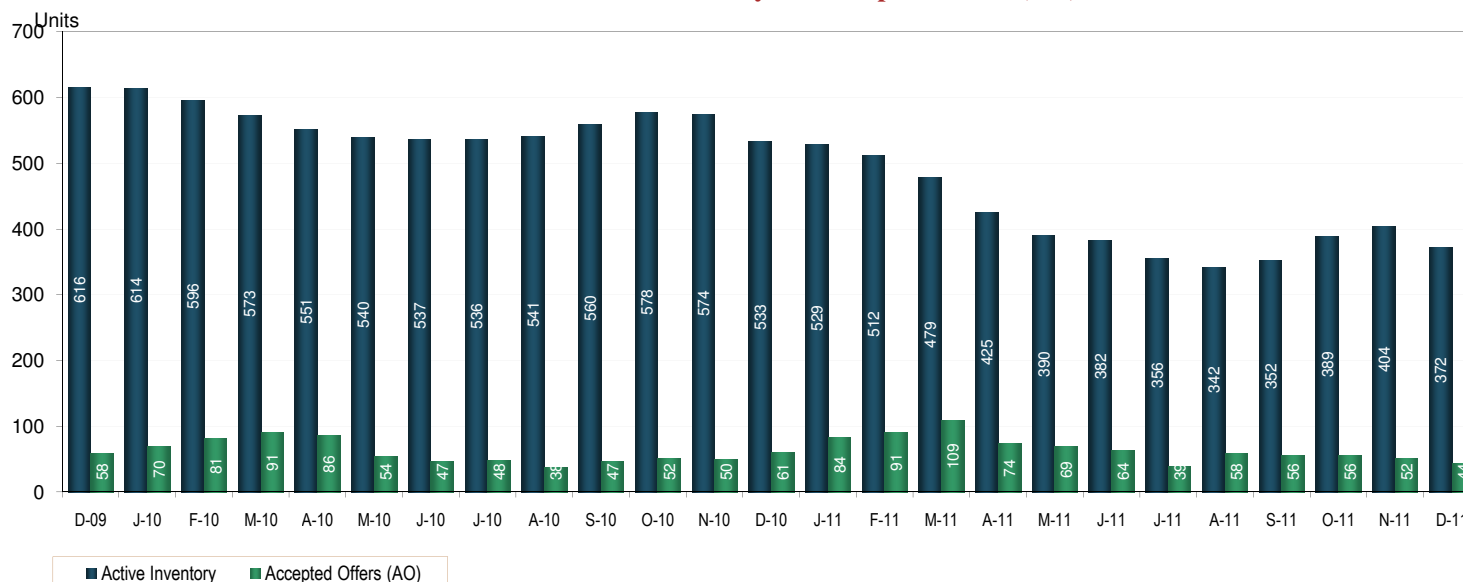


Market Area Active Inventory vs Accepted Offers (AO)

1/6/2012



FILTER: Prop. Types: SFH Condo TwnHm Areas: Fountain Hills (803)

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	278	299	265	340	250	284	300	275	250	239	290	215	235	275	215	260	225	260	299	230	228	210	210	210	245
Sold Average Price	329	445	370	456	388	363	384	396	273	277	324	259	278	327	290	329	326	323	416	333	331	238	267	265	284
List Median Price	300	350	300	299	250	306	298	246	275	270	279	270	240	260	290	250	250	335	240	235	252	250	325	338	329
List Average Price	476	478	436	477	390	445	372	304	404	328	473	389	428	384	425	415	366	380	332	362	345	340	410	469	390
New Listings	98	150	129	153	125	115	108	102	97	110	118	84	84	150	101	125	83	82	96	69	78	98	111	92	66
Active Inventory	616	614	596	573	551	540	537	536	541	560	578	574	533	529	512	479	425	390	382	356	342	352	389	404	372
Sold Listings	52	44	54	95	85	73	70	48	45	44	50	46	67	58	59	109	89	74	73	62	55	50	49	55	66
Expired or Cancelled	56	82	65	85	61	72	64	55	54	44	48	38	65	70	27	49	63	48	40	56	34	32	18	25	54
Accepted Offers (AO)	58	70	81	91	86	54	47	48	38	47	52	50	61	84	91	109	74	69	64	39	58	56	56	52	44
AO / New Listings	59.2	46.7	62.8	59.5	68.8	47.0	43.5	47.1	39.2	42.7	44.1	59.5	72.6	56.0	90.1	87.2	89.2	84.1	66.7	56.5	74.4	57.1	50.5	56.5	66.7
AO / Inventory	9.4	11.4	13.6	15.9	15.6	10.0	8.8	9.0	7.0	8.4	9.0	8.7	11.4	15.9	17.8	22.8	17.4	17.7	16.8	11.0	17.0	15.9	14.4	12.9	11.8
Days on Market (DOM)	71	121	156	132	116	110	88	97	115	108	84	72	115	117	121	101	95	128	111	75	127	118	68	100	103
Mos Supply Inv. (MSI)	11.8	14.0	11.0	6.0	6.5	7.4	7.7	11.2	12.0	12.7	11.6	12.5	8.0	9.1	8.7	4.4	4.8	5.3	5.2	5.7	6.2	7.0	7.9	7.3	5.6
\$ per Sq Feet	147	153	150	159	142	146	146	142	129	120	126	118	131	130	128	137	134	135	151	129	127	113	119	131	123
Sale Price / List Price	95.2	94.1	92.8	93.7	93.5	94.9	96.0	93.3	94.4	93.6	94.4	93.6	93.4	93.8	95.4	95.1	95.0	95.4	95.5	94.9	95.9	96.7	98.4	95.6	95.2
3Mo Sold Avg \$	353	381	378	430	412	406	379	379	357	317	293	288	287	290	297	318	319	326	353	358	364	304	281	257	273
3Mo List Avg \$	470	482	463	465	437	440	403	376	359	344	404	400	435	397	408	405	405	391	358	356	345	347	368	405	425
3Mo \$ per SqFt	145	148	150	155	151	150	145	145	140	131	125	122	126	127	130	133	134	135	139	139	137	124	120	121	124
3Mo Sale P / List P	95.2	95.0	94.0	93.5	93.4	94.0	94.7	94.9	94.8	93.8	94.1	93.9	93.8	93.6	94.2	94.8	95.1	95.2	95.3	95.3	95.4	95.7	96.9	96.8	96.2

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.

