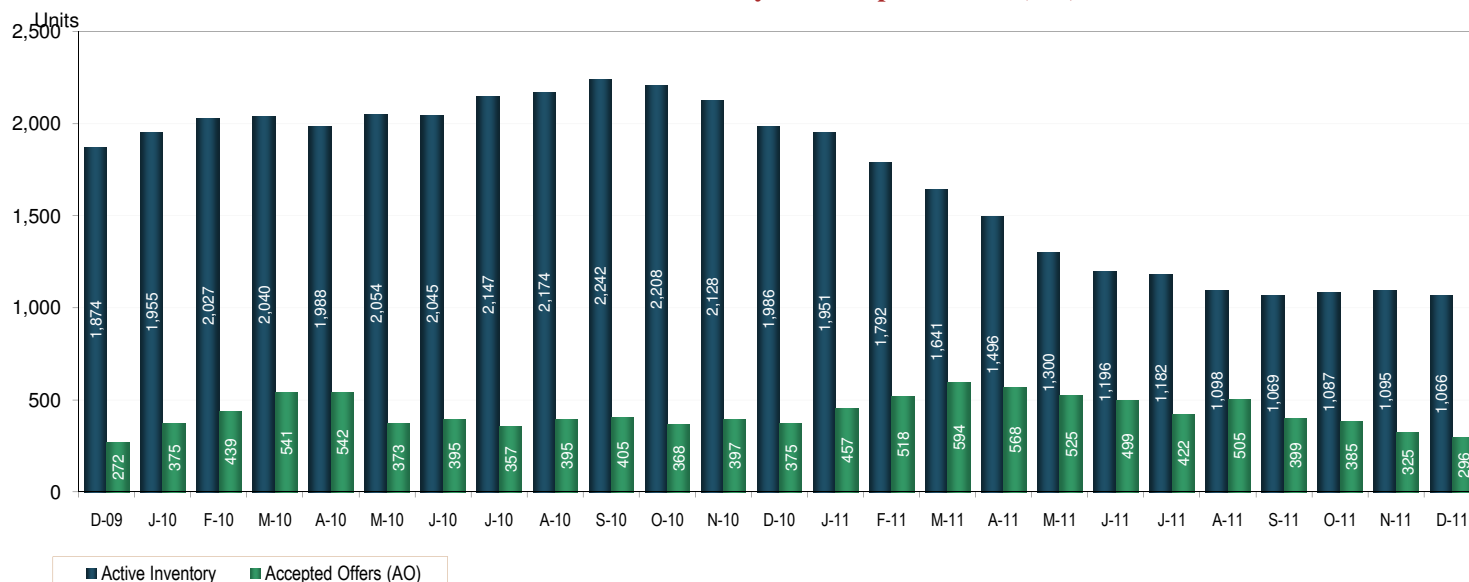


## Market Area Active Inventory vs Accepted Offers (AO)

1/6/2012



FILTER: Prop. Types: SFH Condo TwnHm Areas: Gilbert (5501)

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       | 185   | 180   | 180   | 182   | 180   | 175   | 177   | 180   | 180   | 176   | 165   | 169   | 160   | 159   | 160   | 163   | 155   | 155   | 165   | 159   | 165   | 166   | 150   | 170   | 168   |
| Sold Average Price      | 208   | 213   | 213   | 208   | 200   | 205   | 206   | 210   | 200   | 197   | 195   | 192   | 188   | 187   | 182   | 188   | 177   | 180   | 182   | 182   | 191   | 189   | 175   | 193   | 194   |
| List Median Price       | 175   | 182   | 183   | 180   | 185   | 170   | 169   | 175   | 170   | 175   | 171   | 160   | 165   | 162   | 168   | 167   | 165   | 172   | 170   | 175   | 175   | 175   | 185   | 175   | 188   |
| List Average Price      | 209   | 213   | 220   | 208   | 223   | 206   | 194   | 203   | 194   | 208   | 198   | 193   | 208   | 193   | 200   | 196   | 190   | 196   | 200   | 208   | 200   | 210   | 222   | 212   | 210   |
| New Listings            | 537   | 658   | 671   | 779   | 730   | 655   | 644   | 735   | 705   | 713   | 589   | 537   | 472   | 636   | 550   | 664   | 590   | 497   | 546   | 520   | 556   | 480   | 500   | 430   | 379   |
| Active Inventory        | 1,874 | 1,955 | 2,027 | 2,040 | 1,988 | 2,054 | 2,045 | 2,147 | 2,174 | 2,242 | 2,208 | 2,128 | 1,986 | 1,951 | 1,792 | 1,641 | 1,496 | 1,300 | 1,196 | 1,182 | 1,098 | 1,069 | 1,087 | 1,095 | 1,066 |
| Sold Listings           | 368   | 255   | 307   | 460   | 495   | 503   | 486   | 407   | 350   | 395   | 384   | 388   | 475   | 352   | 378   | 514   | 486   | 577   | 587   | 460   | 472   | 461   | 410   | 398   | 415   |
| Expired or Cancelled    | 173   | 201   | 161   | 224   | 240   | 216   | 258   | 276   | 284   | 239   | 255   | 220   | 239   | 214   | 191   | 221   | 167   | 168   | 152   | 111   | 136   | 109   | 97    | 97    | 112   |
| Accepted Offers (AO)    | 272   | 375   | 439   | 541   | 542   | 373   | 395   | 357   | 395   | 405   | 368   | 397   | 375   | 457   | 518   | 594   | 568   | 525   | 499   | 422   | 505   | 399   | 385   | 325   | 296   |
| AO / New Listings       | 50.7  | 57.0  | 65.4  | 69.4  | 74.2  | 56.9  | 61.3  | 48.6  | 56.0  | 56.8  | 62.5  | 73.9  | 79.4  | 71.9  | 94.2  | 89.5  | 96.3  | 105.6 | 91.4  | 81.2  | 90.8  | 83.1  | 77.0  | 75.6  | 78.1  |
| AO / Inventory          | 14.5  | 19.2  | 21.7  | 26.5  | 27.3  | 18.2  | 19.3  | 16.6  | 18.2  | 18.1  | 16.7  | 18.7  | 18.9  | 23.4  | 28.9  | 36.2  | 38.0  | 40.4  | 41.7  | 35.7  | 46.0  | 37.3  | 35.4  | 29.7  | 27.8  |
| Days on Market (DOM)    | 61    | 64    | 58    | 65    | 60    | 59    | 59    | 64    | 62    | 62    | 66    | 65    | 72    | 81    | 78    | 81    | 73    | 65    | 64    | 64    | 67    | 57    | 60    | 59    | 60    |
| Mos Supply Inv. (MSI)   | 5.1   | 7.7   | 6.6   | 4.4   | 4.0   | 4.1   | 4.2   | 5.3   | 6.2   | 5.7   | 5.8   | 5.5   | 4.2   | 5.5   | 4.7   | 3.2   | 3.1   | 2.3   | 2.0   | 2.6   | 2.3   | 2.3   | 2.7   | 2.8   | 2.6   |
| \$ per Sq Feet          | 95    | 97    | 96    | 95    | 94    | 95    | 93    | 91    | 91    | 90    | 87    | 88    | 84    | 83    | 82    | 84    | 83    | 82    | 84    | 84    | 85    | 85    | 84    | 86    | 87    |
| Sale Price / List Price | 98.6  | 98.4  | 98.9  | 98.3  | 98.5  | 98.6  | 98.1  | 97.7  | 98.2  | 97.4  | 97.3  | 97.6  | 96.4  | 97.2  | 97.4  | 97.2  | 97.8  | 98.1  | 98.4  | 99.0  | 98.7  | 98.8  | 98.8  | 98.7  | 98.6  |
| 3Mo Sold Avg \$         | 210   | 210   | 211   | 211   | 206   | 204   | 204   | 207   | 206   | 203   | 197   | 195   | 191   | 189   | 186   | 186   | 182   | 181   | 180   | 181   | 185   | 187   | 186   | 186   | 187   |
| 3Mo List Avg \$         | 217   | 214   | 214   | 213   | 217   | 212   | 208   | 201   | 197   | 202   | 200   | 200   | 199   | 197   | 200   | 196   | 195   | 194   | 195   | 202   | 203   | 206   | 210   | 215   | 215   |
| 3Mo \$ per SqFt         | 98    | 97    | 96    | 96    | 95    | 94    | 94    | 93    | 92    | 91    | 89    | 88    | 86    | 85    | 83    | 83    | 83    | 83    | 83    | 83    | 84    | 85    | 85    | 85    | 85    |
| 3Mo Sale P / List P     | 99.2  | 98.9  | 98.7  | 98.5  | 98.5  | 98.5  | 98.4  | 98.1  | 98.0  | 97.8  | 97.6  | 97.4  | 97.0  | 97.0  | 96.9  | 97.3  | 97.4  | 97.7  | 98.1  | 98.5  | 98.7  | 98.8  | 98.8  | 98.8  | 98.7  |

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.

