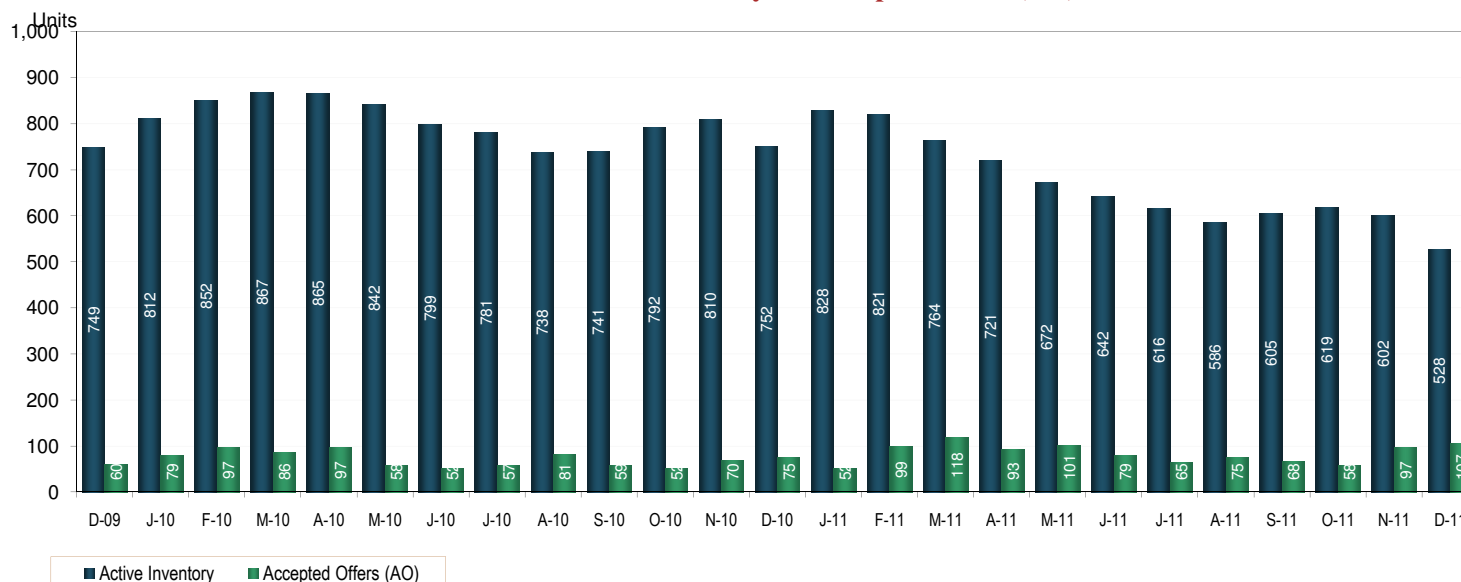


Market Area Active Inventory vs Accepted Offers (AO)

1/6/2012



FILTER: Prop. Types: SFH Condo TwnHm Areas: North (961)

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	378	350	329	350	330	313	348	362	320	310	265	381	330	295	300	285	305	339	320	305	260	298	295	280	325
Sold Average Price	457	408	412	448	385	391	392	435	408	376	346	434	359	327	376	349	392	374	419	408	303	347	363	332	427
List Median Price	370	450	390	369	399	362	349	335	389	400	344	335	250	430	390	349	360	300	350	350	299	311	340	375	340
List Average Price	504	665	549	544	485	423	455	439	506	548	488	411	388	625	532	473	478	438	477	428	549	448	545	526	619
New Listings	90	281	205	192	210	143	163	157	141	152	186	151	121	242	167	159	153	146	131	115	134	151	141	137	99
Active Inventory	749	812	852	867	865	842	799	781	738	741	792	810	752	828	821	764	721	672	642	616	586	605	619	602	528
Sold Listings	68	65	61	107	84	81	83	70	72	65	55	53	80	60	80	108	98	96	90	88	72	66	55	72	80
Expired or Cancelled	85	139	68	91	115	108	154	118	103	90	83	63	104	114	75	98	104	93	82	76	89	64	69	57	66
Accepted Offers (AO)	60	79	97	86	97	58	52	57	81	59	52	70	75	52	99	118	93	101	79	65	75	68	58	97	107
AO / New Listings	66.7	28.1	47.3	44.8	46.2	40.6	31.9	36.3	57.4	38.8	28.0	46.4	62.0	21.5	59.3	74.2	60.8	69.2	60.3	56.5	56.0	45.0	41.1	70.8	108.1
AO / Inventory	8.0	9.7	11.4	9.9	11.2	6.9	6.5	7.3	11.0	8.0	6.6	8.6	10.0	6.3	12.1	15.4	12.9	15.0	12.3	10.6	12.8	11.2	9.4	16.1	20.3
Days on Market (DOM)	93	89	113	85	91	81	112	118	94	106	104	112	116	115	110	120	121	100	97	120	127	133	108	93	117
Mos Supply Inv. (MSI)	11.0	12.5	14.0	8.1	10.3	10.4	9.6	11.2	10.3	11.4	14.4	15.3	9.4	13.8	10.3	7.1	7.4	7.0	7.1	7.0	8.1	9.2	11.3	8.4	6.6
\$ per Sq Feet	169	164	170	172	172	160	161	158	157	148	148	151	152	145	155	143	151	149	157	151	137	137	139	139	143
Sale Price / List Price	94.2	94.4	92.9	94.6	94.3	95.2	93.1	93.1	93.4	93.0	92.3	94.4	94.4	94.6	93.8	93.5	95.1	95.3	95.1	95.2	94.7	94.9	94.8	93.9	93.7
3Mo Sold Avg \$	401	394	427	428	418	411	389	404	410	407	379	384	377	370	357	352	371	371	394	400	382	357	335	346	377
3Mo List Avg \$	541	569	598	595	525	490	459	440	465	497	512	483	436	506	541	555	495	463	464	448	487	476	512	505	558
3Mo \$ per SqFt	165	163	167	169	172	168	164	159	158	154	151	149	150	149	151	148	149	147	152	152	149	143	138	139	140
3Mo Sale P / List P	94.9	94.5	93.9	94.1	94.1	94.7	94.2	93.8	93.2	93.2	92.9	93.2	93.8	94.5	94.2	93.8	94.1	94.6	95.1	95.2	95.0	94.9	94.8	94.5	94.1

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.

