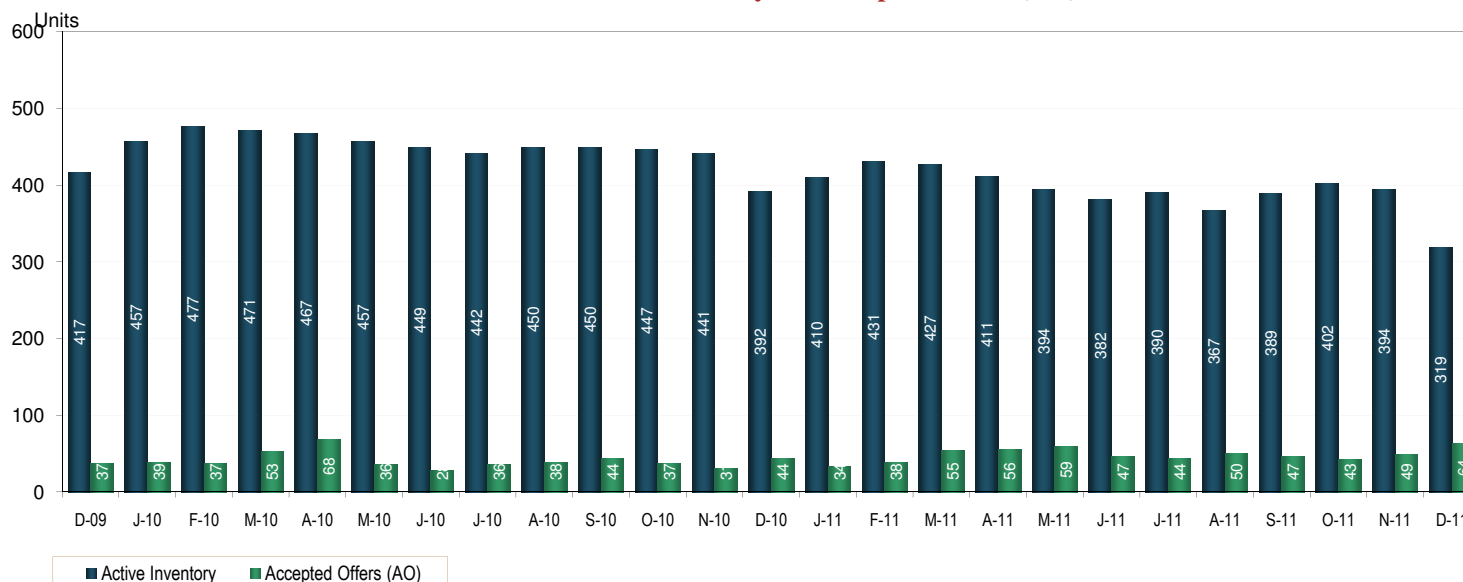


Market Area Active Inventory vs Accepted Offers (AO)

1/6/2012



FILTER: Prop. Types: SFH Condo TwnHm Areas: Northeast (551)

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	250	272	227	251	245	275	245	240	278	225	243	250	205	209	224	220	210	215	245	220	212	247	235	227	
Sold Average Price	301	335	287	306	276	306	305	289	309	261	252	276	252	228	249	256	274	283	280	263	287	231	286	282	254
List Median Price	280	349	299	335	300	290	255	285	250	275	270	270	239	300	295	250	250	295	263	270	305	250	268	265	275
List Average Price	396	475	402	420	432	323	335	344	365	352	334	327	265	480	371	298	342	337	339	319	375	356	342	358	432
New Listings	62	148	103	103	117	81	101	81	102	93	93	74	53	118	105	86	86	89	83	93	68	102	94	81	51
Active Inventory	417	457	477	471	467	457	449	442	450	450	447	441	392	410	431	427	411	394	382	390	367	389	402	394	319
Sold Listings	39	29	40	41	53	54	47	43	39	42	40	32	44	37	38	40	60	62	52	38	52	42	42	46	44
Expired or Cancelled	52	69	46	56	53	55	81	52	56	49	59	49	58	66	46	35	46	47	48	41	41	33	38	40	62
Accepted Offers (AO)	37	39	37	53	68	36	28	36	38	44	37	31	44	34	38	55	56	59	47	44	50	47	43	49	64
AO / New Listings	59.7	26.4	35.9	51.5	58.1	44.4	27.7	44.4	37.3	47.3	39.8	41.9	83.0	28.8	36.2	64.0	65.1	66.3	56.6	47.3	73.5	46.1	45.7	60.5	125.5
AO / Inventory	8.9	8.5	7.8	11.3	14.6	7.9	6.2	8.1	8.4	9.8	8.3	7.0	11.2	8.3	8.8	12.9	13.6	15.0	12.3	11.3	13.6	12.1	10.7	12.4	20.1
Days on Market (DOM)	95	103	82	83	106	95	96	99	107	116	108	98	90	129	119	117	126	126	110	110	116	104	112	113	102
Mos Supply Inv. (MSI)	10.7	15.8	11.9	11.5	8.8	8.5	9.6	10.3	11.5	10.7	11.2	13.8	8.9	11.1	11.3	10.7	6.9	6.4	7.3	10.3	7.1	9.3	9.6	8.6	7.3
\$ per Sq Feet	125	134	124	138	124	130	125	114	125	114	123	121	104	103	108	120	115	117	112	113	113	105	119	116	112
Sale Price / List Price	94.8	94.9	94.0	96.2	94.9	94.5	95.6	95.0	96.1	92.9	94.6	94.8	92.6	93.1	95.2	96.0	94.3	95.7	94.8	96.8	95.5	95.9	96.6	95.7	96.0
3Mo Sold Avg \$	301	307	305	307	289	295	295	301	301	286	274	262	259	251	244	245	262	273	279	277	278	262	270	267	274
3Mo List Avg \$	390	426	435	438	419	398	370	334	348	355	351	338	315	387	397	392	339	326	339	332	342	348	356	352	368
3Mo \$ per SqFt	129	129	127	132	128	130	127	124	121	117	121	119	116	109	105	110	114	117	115	114	112	111	112	113	116
3Mo Sale P / List P	95.5	95.3	94.5	95.0	95.0	95.1	95.0	95.0	95.5	94.6	94.5	94.1	93.9	93.4	93.6	94.8	95.0	95.3	95.0	95.7	95.6	96.0	96.1	96.1	96.1

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.

