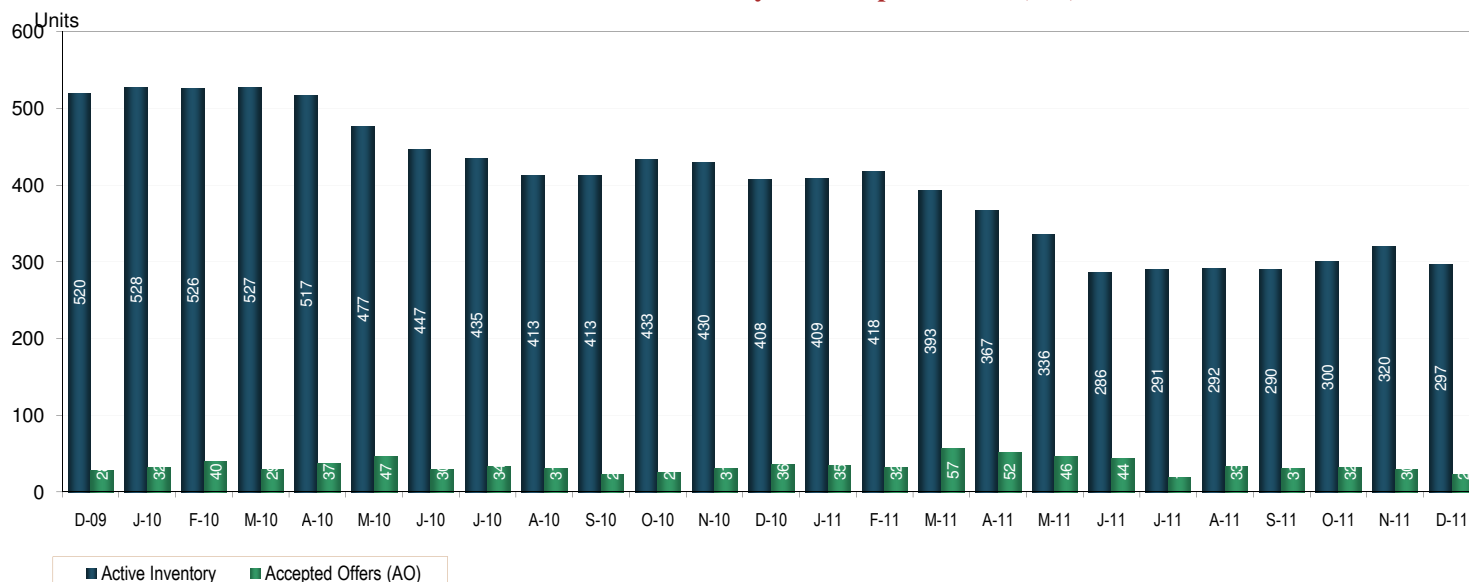


Market Area Active Inventory vs Accepted Offers (AO)

1/6/2012



FILTER: Prop. Types: SFH Condo TwnHm Areas: Paradise Valley (449)

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	1,000	769	927	1,240	960	875	1,050	1,050	1,075	1,345	1,279	860	1,125	1,175	863	1,060	795	1,050	935	1,079	850	915	850	976	1,100
Sold Average Price	1,554	1,228	1,281	1,401	1,044	1,261	1,222	1,477	1,375	1,230	1,237	1,160	1,330	1,500	1,145	1,240	979	1,365	1,141	1,198	1,019	1,077	1,039	1,282	1,176
List Median Price	1,499	1,258	1,397	1,248	1,095	1,399	1,175	1,395	1,200	1,295	1,450	1,399	1,295	1,000	1,650	1,225	1,250	1,050	1,350	1,250	925	1,579	1,295	1,350	1,600
List Average Price	1,640	1,730	1,804	1,494	1,437	1,878	1,663	1,575	1,781	1,867	1,602	2,366	1,487	1,297	2,037	1,806	1,458	1,571	1,698	1,636	1,313	2,151	1,496	1,819	2,063
New Listings	56	89	75	88	83	70	61	71	53	62	72	67	46	71	66	57	58	63	48	46	55	57	60	66	38
Active Inventory	520	528	526	527	517	477	447	435	413	413	433	430	408	409	418	393	367	336	286	291	292	290	300	320	297
Sold Listings	32	27	30	35	31	36	41	38	34	20	30	25	37	28	35	35	46	55	48	36	34	33	26	34	40
Expired or Cancelled	42	49	37	58	56	63	61	49	44	39	26	39	32	35	25	25	32	48	54	22	21	28	18	16	38
Accepted Offers (AO)	28	32	40	29	37	47	30	34	31	23	26	31	36	35	32	57	52	46	44	19	33	31	32	30	23
AO / New Listings	50.0	36.0	53.3	33.0	44.6	67.1	49.2	47.9	58.5	37.1	36.1	46.3	78.3	49.3	48.5	100.0	89.7	73.0	91.7	41.3	60.0	54.4	53.3	45.5	60.5
AO / Inventory	5.4	6.1	7.6	5.5	7.2	9.9	6.7	7.8	7.5	5.6	6.0	7.2	8.8	8.6	7.7	14.5	14.2	13.7	15.4	6.5	11.3	10.7	10.7	9.4	7.7
Days on Market (DOM)	134	176	142	124	194	154	162	184	131	100	120	135	160	167	112	145	154	162	144	159	157	122	146	162	163
Mos Supply Inv. (MSI)	16.3	19.6	17.5	15.1	16.7	13.3	10.9	11.4	12.1	20.7	14.4	17.2	11.0	14.6	11.9	11.2	8.0	6.1	6.0	8.1	8.6	8.8	11.5	9.4	7.4
\$ per Sq Feet	278	244	229	280	238	262	269	263	252	218	226	225	242	276	234	249	226	261	249	238	210	220	242	258	238
Sale Price / List Price	91.2	93.1	90.5	92.3	92.0	91.5	90.6	92.7	90.8	92.4	92.0	94.4	91.3	92.9	92.2	90.7	92.1	93.4	91.5	92.5	94.5	94.2	94.1	93.3	92.0
3Mo Sold Avg \$	1,421	1,423	1,363	1,311	1,248	1,243	1,184	1,319	1,354	1,386	1,291	1,210	1,254	1,336	1,313	1,280	1,108	1,202	1,173	1,244	1,123	1,100	1,045	1,141	1,176
3Mo List Avg \$	1,968	1,734	1,733	1,670	1,569	1,586	1,646	1,707	1,663	1,731	1,741	1,939	1,850	1,734	1,612	1,698	1,779	1,609	1,568	1,629	1,537	1,709	1,655	1,817	1,758
3Mo \$ per SqFt	282	268	251	253	251	261	258	265	262	249	235	224	232	248	249	251	235	246	246	251	234	223	223	240	246
3Mo Sale P / List P	91.0	91.7	91.5	91.9	91.6	91.9	91.3	91.6	91.4	92.0	91.6	92.9	92.4	92.6	92.0	91.9	91.7	92.3	92.4	92.5	92.7	93.7	94.3	93.8	93.0

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.

