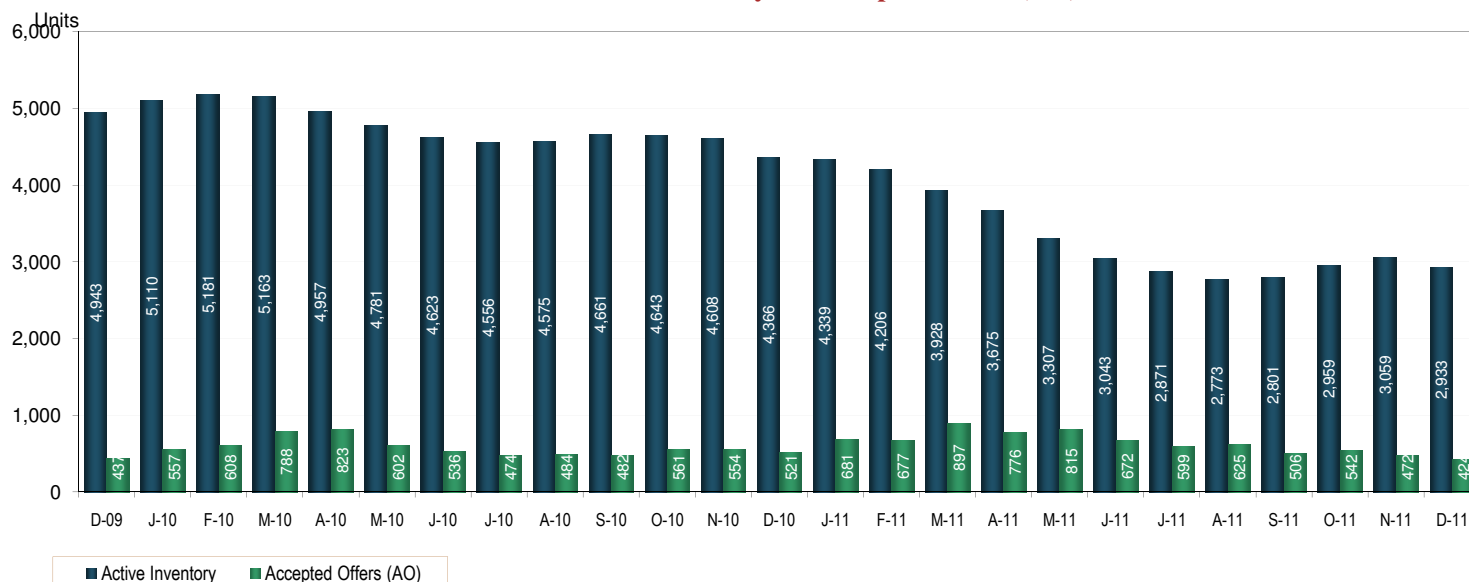


## Market Area Active Inventory vs Accepted Offers (AO)

1/6/2012



FILTER: Prop. Types: SFH Condo TwnHm Areas: Scottsdale (7784)

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	318	320	281	305	290	300	305	297	260	260	302	270	270	277	268	288	281	259	290	269	265	255	295	276	290
Sold Average Price	423	466	434	417	388	422	425	395	351	343	371	365	412	363	363	393	397	378	398	375	352	342	380	369	384
List Median Price	340	355	340	330	335	320	305	300	270	340	325	315	300	349	330	319	300	319	320	309	320	349	380	350	360
List Average Price	519	543	523	479	476	538	452	439	411	513	508	525	513	545	499	509	474	478	439	432	461	536	615	554	493
New Listings	885	1,322	1,122	1,299	1,195	1,004	1,057	975	1,019	1,070	1,045	894	744	1,108	930	1,083	912	911	846	750	827	806	943	801	610
Active Inventory	4,943	5,110	5,181	5,163	4,957	4,781	4,623	4,556	4,575	4,661	4,643	4,608	4,366	4,339	4,206	3,928	3,675	3,307	3,043	2,871	2,773	2,801	2,959	3,059	2,933
Sold Listings	551	418	469	699	692	700	730	549	528	473	506	511	621	517	616	742	772	764	825	623	658	604	565	538	581
Expired or Cancelled	497	598	443	529	578	578	679	568	516	502	502	375	465	454	386	464	389	464	438	324	299	272	243	229	312
Accepted Offers (AO)	437	557	608	788	823	602	536	474	484	482	561	554	521	681	677	897	776	815	672	599	625	506	542	472	424
AO / New Listings	49.4	42.1	54.2	60.7	68.9	60.0	50.7	48.6	47.5	45.0	53.7	62.0	70.0	61.5	72.8	82.8	85.1	89.5	79.4	79.9	75.6	62.8	57.5	58.9	69.5
AO / Inventory	8.8	10.9	11.7	15.3	16.6	12.6	11.6	10.4	10.6	10.3	12.1	12.0	11.9	15.7	16.1	22.8	21.1	24.6	22.1	20.9	22.5	18.1	18.3	15.4	14.5
Days on Market (DOM)	88	98	95	92	95	88	93	87	85	86	90	96	92	99	110	105	103	92	89	83	93	75	82	84	89
Mos Supply Inv. (MSI)	9.0	12.2	11.0	7.4	7.2	6.8	6.3	8.3	8.7	9.9	9.2	9.0	7.0	8.4	6.8	5.3	4.8	4.3	3.7	4.6	4.2	4.6	5.2	5.7	5.0
\$ per Sq Feet	163	164	159	162	155	159	160	152	142	138	146	140	146	144	143	148	147	145	147	139	139	141	143	146	148
Sale Price / List Price	95.4	95.0	95.1	95.4	95.5	95.4	95.2	95.7	95.5	95.3	94.8	95.0	93.9	94.8	95.3	95.3	95.6	95.8	96.0	95.8	96.2	96.3	96.1	96.2	96.4
3Mo Sold Avg \$	412	426	439	435	411	409	412	415	394	364	355	360	385	382	381	375	386	389	391	384	377	356	357	363	378
3Mo List Avg \$	559	544	530	515	492	495	487	476	434	455	478	515	515	529	521	519	495	488	464	451	444	477	541	571	562
3Mo \$ per SqFt	161	161	162	162	159	159	158	158	152	144	142	142	144	144	144	145	146	146	146	144	142	139	141	143	146
3Mo Sale P / List P	95.6	95.4	95.2	95.2	95.4	95.4	95.4	95.4	95.4	95.5	95.2	95.0	94.5	94.5	94.7	95.2	95.4	95.6	95.8	95.9	96.0	96.1	96.2	96.2	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.

