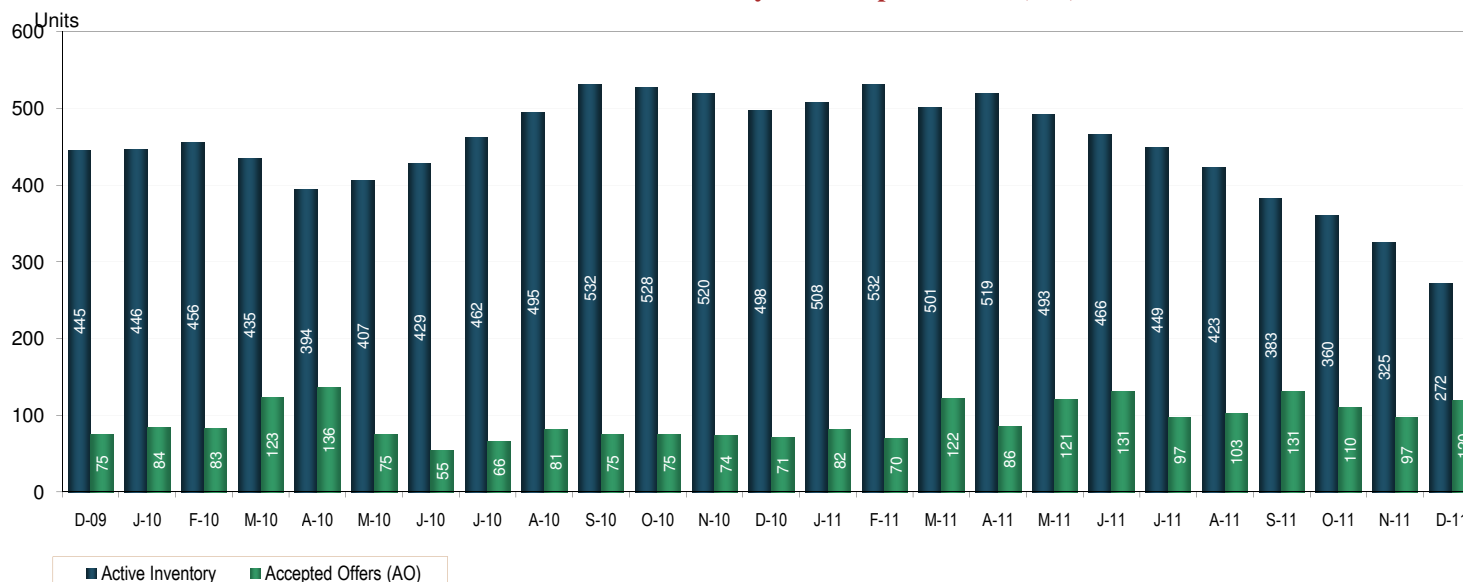


Market Area Active Inventory vs Accepted Offers (AO)

1/6/2012



FILTER: Prop. Types: SFH Condo TwnHm Areas: South (1177)

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	90	96	82	95	93	101	96	82	87	100	85	79	82	75	80	85	72	74	77	88	71	72	71	77	79
Sold Average Price	92	97	87	103	98	100	99	81	97	95	91	85	88	82	80	85	74	78	82	91	77	72	74	83	81
List Median Price	89	100	100	91	90	85	90	92	87	85	90	80	75	75	77	80	75	77	80	70	80	80	79	80	78
List Average Price	96	98	112	93	90	87	92	96	91	93	89	489	79	81	84	84	83	79	85	81	81	86	82	83	81
New Listings	114	149	136	153	157	123	144	151	157	161	160	115	102	147	146	152	161	146	146	114	123	134	119	94	95
Active Inventory	445	446	456	435	394	407	429	462	495	532	528	520	498	508	532	501	519	493	466	449	423	383	360	325	272
Sold Listings	85	78	67	103	101	110	115	78	75	99	79	70	86	62	62	105	90	121	138	100	109	121	87	93	91
Expired or Cancelled	51	64	43	51	62	35	67	52	43	49	89	49	53	55	52	61	57	51	42	34	46	43	32	32	28
Accepted Offers (AO)	75	84	83	123	136	75	55	66	81	75	75	74	71	82	70	122	86	121	131	97	103	131	110	97	120
AO / New Listings	65.8	56.4	61.0	80.4	86.6	61.0	38.2	43.7	51.6	46.6	46.9	64.3	69.6	55.8	47.9	80.3	53.4	82.9	89.7	85.1	83.7	97.8	92.4	103.2	126.3
AO / Inventory	16.9	18.8	18.2	28.3	34.5	18.4	12.8	14.3	16.4	14.1	14.2	14.2	14.3	16.1	13.2	24.4	16.6	24.5	28.1	21.6	24.3	34.2	30.6	29.8	44.1
Days on Market (DOM)	69	67	61	65	73	49	62	59	71	74	65	77	99	79	90	92	78	70	82	92	74	95	82	100	100
Mos Supply Inv. (MSI)	5.2	5.7	6.8	4.2	3.9	3.7	3.7	5.9	6.6	5.4	6.7	7.4	5.8	8.2	8.6	4.8	5.8	4.1	3.4	4.5	3.9	3.2	4.1	3.5	3.0
\$ per Sq Feet	64	64	61	66	65	67	68	56	64	62	61	59	58	57	55	56	51	53	54	57	51	51	50	51	53
Sale Price / List Price	97.3	100.0	99.6	97.2	97.8	98.2	99.1	99.5	98.4	95.8	96.2	95.7	94.3	97.6	95.8	98.4	98.2	97.1	97.2	100.0	98.8	97.2	97.8	97.7	97.7
3Mo Sold Avg \$	99	97	92	97	97	100	99	94	93	91	94	91	88	85	84	83	80	79	79	83	83	79	74	76	79
3Mo List Avg \$	98	98	103	101	98	90	90	92	93	93	91	196	208	210	82	83	84	82	83	82	83	83	83	84	82
3Mo \$ per SqFt	66	66	63	64	65	66	67	65	63	61	62	61	59	58	57	56	54	54	53	55	54	52	50	50	51
3Mo Sale P / List P	98.2	98.6	98.9	98.7	98.0	97.7	98.4	98.9	99.0	97.7	96.7	95.9	95.4	95.7	95.7	97.5	97.7	97.8	97.4	98.0	98.5	98.6	97.9	97.5	97.7

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.

