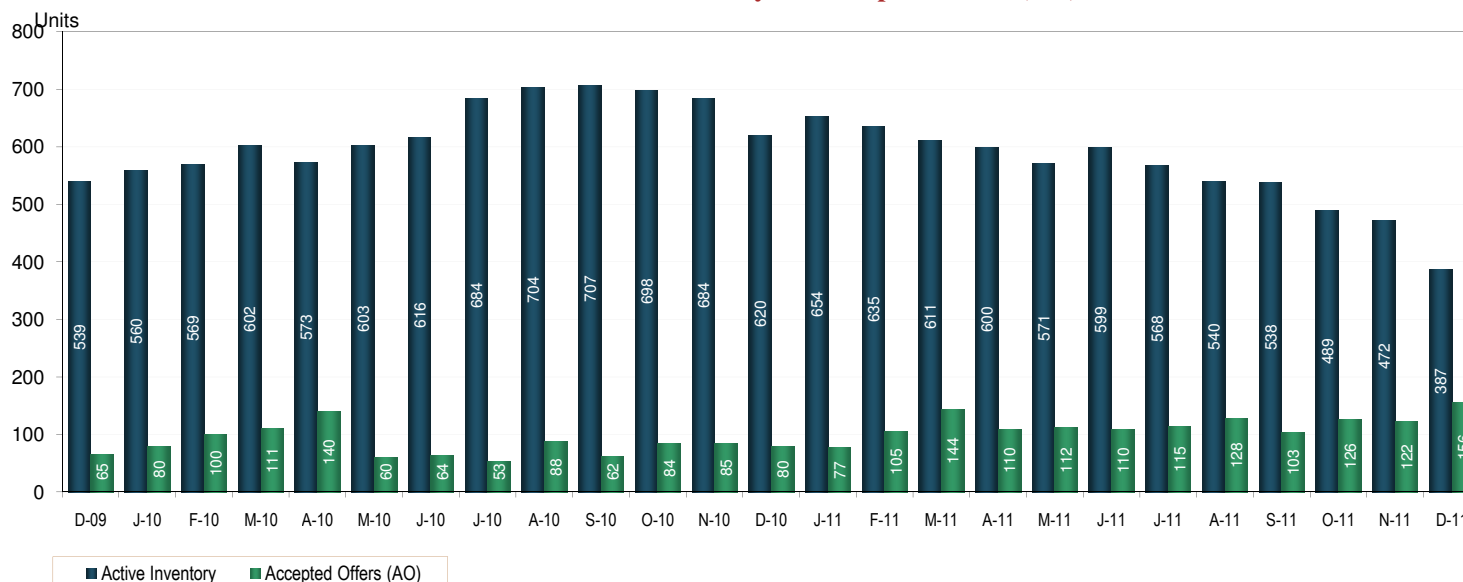


Market Area Active Inventory vs Accepted Offers (AO)

1/6/2012



FILTER: Prop. Types: SFH Condo TwnHm Areas: Southeast (1272)

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	172	158	146	165	159	150	156	154	156	152	160	153	142	142	130	119	121	125	124	130	125	115	116	125	121
Sold Average Price	200	174	157	174	184	168	167	168	170	172	159	172	178	154	148	131	138	158	134	153	143	141	148	133	165
List Median Price	170	175	165	165	163	160	150	150	150	148	150	140	127	135	135	130	132	125	141	130	120	120	145	130	125
List Average Price	199	200	219	188	188	205	173	186	183	189	173	174	143	164	160	169	185	150	158	169	144	145	171	168	161
New Listings	133	177	149	208	167	152	158	184	191	155	158	135	129	192	156	195	156	154	194	143	157	135	129	135	106
Active Inventory	539	560	569	602	573	603	616	684	704	707	698	684	620	654	635	611	600	571	599	568	540	538	489	472	387
Sold Listings	78	60	59	108	107	106	109	55	88	80	79	81	99	71	81	130	118	118	113	112	118	106	92	116	99
Expired or Cancelled	57	76	40	64	56	62	81	63	83	90	83	64	113	81	70	75	57	71	56	59	57	34	52	30	35
Accepted Offers (AO)	65	80	100	111	140	60	64	53	88	62	84	85	80	77	105	144	110	112	110	115	128	103	126	122	156
AO / New Listings	48.9	45.2	67.1	53.4	83.8	39.5	40.5	28.8	46.1	40.0	53.2	63.0	62.0	40.1	67.3	73.8	70.5	72.7	56.7	80.4	81.5	76.3	97.7	90.4	147.2
AO / Inventory	12.1	14.3	17.6	18.4	24.4	10.0	10.4	7.7	12.5	8.8	12.0	12.4	12.9	11.8	16.5	23.6	18.3	19.6	18.4	20.2	23.7	19.1	25.8	25.8	40.3
Days on Market (DOM)	55	65	62	83	69	68	75	56	71	81	91	94	108	113	104	107	106	90	83	80	100	98	95	109	93
Mos Supply Inv. (MSI)	6.9	9.3	9.6	5.6	5.4	5.7	5.7	12.4	8.0	8.8	8.8	8.4	6.3	9.2	7.8	4.7	5.1	4.8	5.3	5.1	4.6	5.1	5.3	4.1	3.9
\$ per Sq Feet	102	101	94	99	102	99	93	96	97	90	89	89	87	82	83	78	78	84	74	81	77	76	75	74	84
Sale Price / List Price	97.4	98.4	98.2	97.7	98.3	98.3	97.8	98.3	97.0	96.3	96.8	96.0	96.4	94.4	95.7	96.5	96.3	98.0	98.5	98.0	97.4	96.5	96.9	98.0	97.0
3Mo Sold Avg \$	186	187	179	170	174	175	173	168	168	171	167	168	170	170	162	142	138	142	143	148	143	146	144	140	148
3Mo List Avg \$	212	206	206	201	197	193	188	188	181	186	182	179	164	161	157	165	171	168	164	159	157	152	152	161	167
3Mo \$ per SqFt	103	102	99	98	99	100	98	96	95	94	92	89	88	86	84	81	80	80	79	80	77	78	76	75	77
3Mo Sale P / List P	98.1	97.9	97.9	98.0	98.0	98.1	98.1	98.1	97.6	97.1	96.7	96.3	96.4	95.7	95.6	95.7	96.2	96.9	97.6	98.2	98.0	97.3	97.0	97.2	97.4

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.

