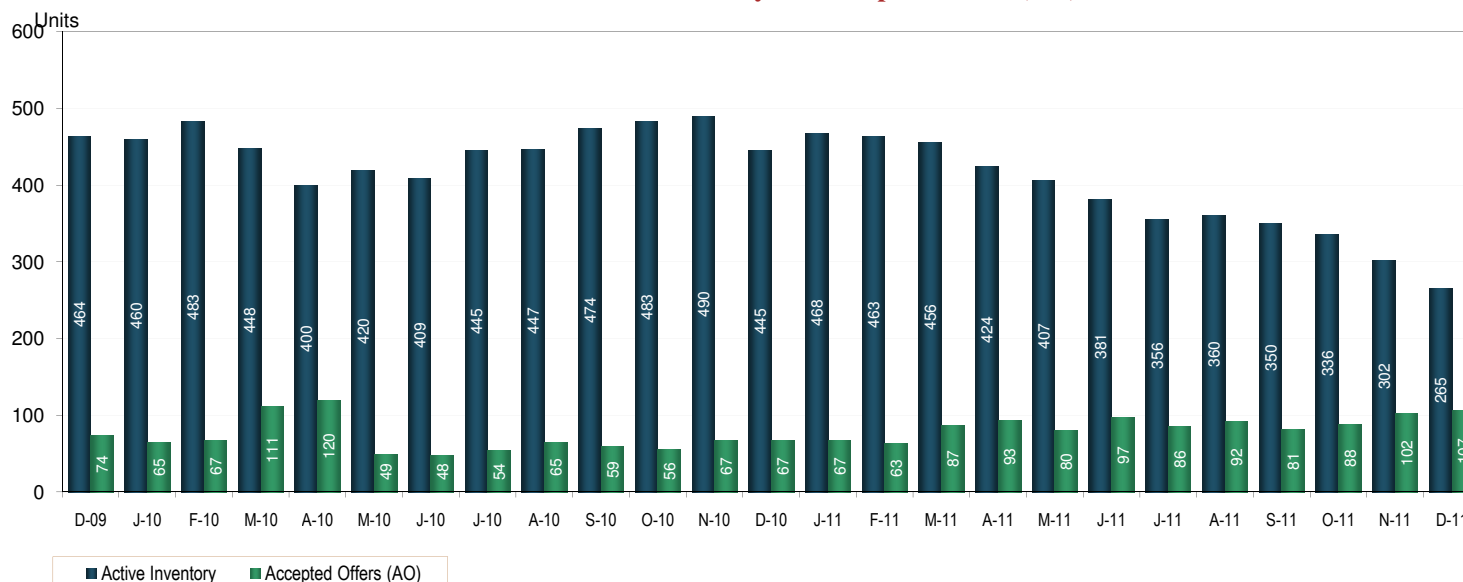


Market Area Active Inventory vs Accepted Offers (AO)

1/6/2012



FILTER: Prop. Types: SFH Condo TwnHm Areas: Southwest (970)

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	118	109	118	114	109	115	108	119	105	105	114	99	102	95	92	89	90	83	85	88	87	82	82	96	89
Sold Average Price	121	122	122	121	125	120	112	113	106	105	117	100	110	104	105	95	91	92	90	93	103	83	85	100	90
List Median Price	114	120	118	108	110	110	110	100	109	99	104	100	89	99	86	87	94	85	85	86	85	98	87	98	90
List Average Price	127	133	126	114	121	127	121	116	121	109	118	112	109	111	101	97	119	92	97	97	98	111	95	115	106
New Listings	102	133	139	147	132	114	113	129	117	137	121	116	76	143	106	132	105	100	106	104	125	98	96	88	90
Active Inventory	464	460	483	448	400	420	409	445	447	474	483	490	445	468	463	456	424	407	381	356	360	350	336	302	265
Sold Listings	96	57	57	94	80	92	100	58	78	64	51	66	75	53	67	69	89	84	100	80	95	91	86	84	75
Expired or Cancelled	55	72	49	71	60	45	76	39	50	51	56	42	54	53	48	52	44	37	35	43	29	27	22	20	20
Accepted Offers (AO)	74	65	67	111	120	49	48	54	65	59	56	67	67	67	63	87	93	80	97	86	92	81	88	102	107
AO / New Listings	72.5	48.9	48.2	75.5	90.9	43.0	42.5	41.9	55.6	43.1	46.3	57.8	88.2	46.9	59.4	65.9	88.6	80.0	91.5	82.7	73.6	82.7	91.7	115.9	118.9
AO / Inventory	15.9	14.1	13.9	24.8	30.0	11.7	11.7	12.1	14.5	12.4	11.6	13.7	15.1	14.3	13.6	19.1	21.9	19.7	25.5	24.2	25.6	23.1	26.2	33.8	40.4
Days on Market (DOM)	61	66	53	63	72	72	59	72	81	86	86	87	91	112	108	90	86	93	92	98	104	91	83	90	98
Mos Supply Inv. (MSI)	4.8	8.1	8.5	4.8	5.0	4.6	4.1	7.7	5.7	7.4	9.5	7.4	5.9	8.8	6.9	6.6	4.8	4.8	3.8	4.5	3.8	3.8	3.9	3.6	3.5
\$ per Sq Feet	73	74	76	72	74	71	69	64	62	63	64	58	59	57	60	55	54	55	54	54	63	51	52	55	52
Sale Price / List Price	98.5	97.7	98.9	99.6	97.6	98.4	99.2	98.7	95.0	97.0	96.2	95.3	94.1	96.7	96.6	96.2	97.1	97.9	97.5	98.2	98.6	98.3	98.7	98.8	97.5
3Mo Sold Avg \$	122	122	122	122	123	122	118	115	110	108	108	106	108	105	106	101	96	92	91	92	96	94	91	90	92
3Mo List Avg \$	127	128	129	124	120	120	123	121	119	115	116	113	114	111	107	103	105	102	103	95	97	102	101	107	105
3Mo \$ per SqFt	74	75	74	74	74	72	71	68	65	63	63	62	60	58	59	58	56	55	55	54	57	56	56	53	53
3Mo Sale P / List P	98.6	98.4	98.4	98.9	98.7	98.6	98.5	98.8	97.7	96.7	96.0	96.1	95.1	95.2	95.7	96.5	96.6	97.1	97.5	97.8	98.1	98.4	98.5	98.6	98.3

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.

