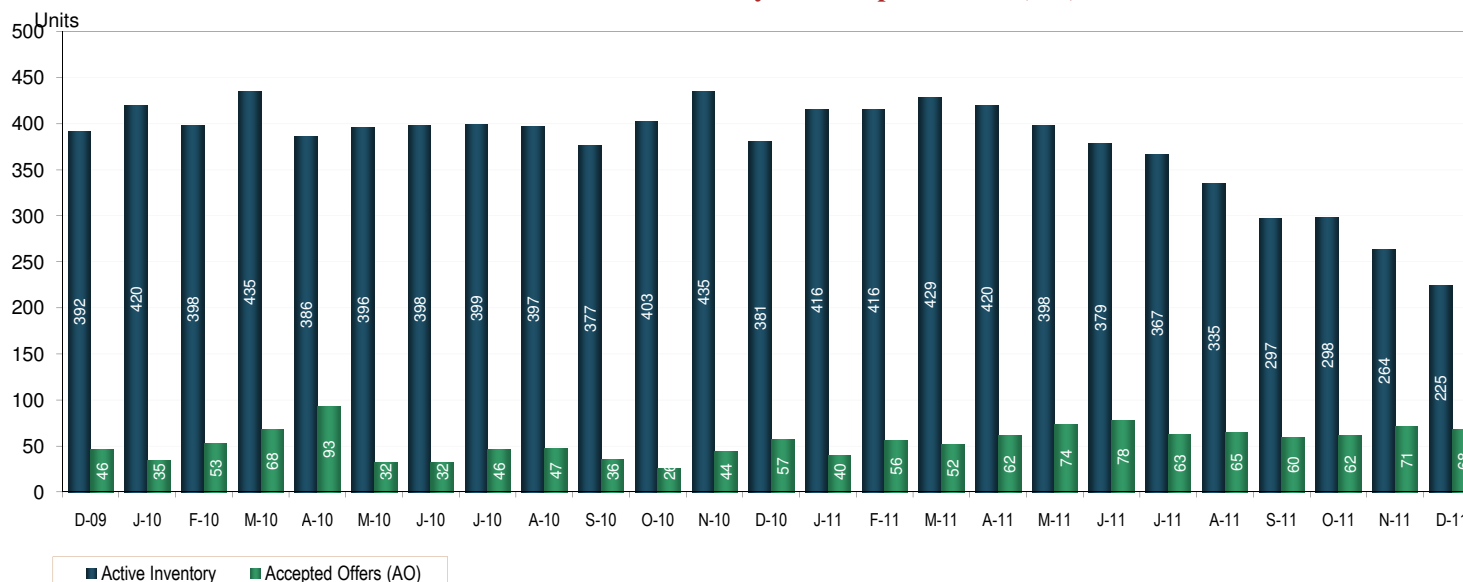


Market Area Active Inventory vs Accepted Offers (AO)

1/6/2012



FILTER: Prop. Types: SFH Condo TwnHm Areas: West (698)

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	134	160	131	154	148	115	134	122	142	145	113	117	102	141	116	112	115	117	115	118	99	112	88	95	83
Sold Average Price	179	206	179	184	179	141	168	171	150	168	148	203	124	168	162	146	165	148	135	154	140	136	110	115	123
List Median Price	150	165	149	140	149	126	145	147	135	150	139	117	125	127	120	117	100	131	133	130	125	104	130	150	130
List Average Price	203	228	218	204	201	198	188	210	195	217	222	179	188	179	194	157	159	171	188	185	172	146	181	218	160
New Listings	70	104	105	150	95	89	97	88	97	88	100	117	63	118	97	115	100	94	96	92	91	65	96	69	55
Active Inventory	392	420	398	435	386	396	398	399	397	377	403	435	381	416	416	429	420	398	379	367	335	297	298	264	225
Sold Listings	52	41	34	54	66	64	63	51	39	44	29	42	53	46	40	63	40	84	74	73	60	56	56	58	52
Expired or Cancelled	43	41	74	45	51	47	63	41	52	72	48	41	60	43	41	50	47	42	37	41	58	44	32	32	26
Accepted Offers (AO)	46	35	53	68	93	32	32	46	47	36	26	44	57	40	56	52	62	74	78	63	65	60	62	71	68
AO / New Listings	65.7	33.7	50.5	45.3	97.9	36.0	33.0	52.3	48.5	40.9	26.0	37.6	90.5	33.9	57.7	45.2	62.0	78.7	81.3	68.5	71.4	92.3	64.6	102.9	123.6
AO / Inventory	11.7	8.3	13.3	15.6	24.1	8.1	8.0	11.5	11.8	9.5	6.5	10.1	15.0	9.6	13.5	12.1	14.8	18.6	20.6	17.2	19.4	20.2	20.8	26.9	30.2
Days on Market (DOM)	78	74	87	77	97	62	71	84	114	84	98	83	91	109	99	114	85	83	99	81	91	96	91	102	102
Mos Supply Inv. (MSI)	7.5	10.2	11.7	8.1	5.8	6.2	6.3	7.8	10.2	8.6	13.9	10.4	7.2	9.0	10.4	6.8	10.5	4.7	5.1	5.0	5.6	5.3	5.3	4.6	4.3
\$ per Sq Feet	100	99	95	101	100	92	97	89	90	97	75	95	77	91	82	82	85	85	76	85	75	73	69	70	72
Sale Price / List Price	95.8	96.0	95.5	97.4	101.9	98.7	102.7	95.2	96.5	96.7	94.0	94.9	93.4	93.1	94.5	96.8	96.7	95.5	94.9	96.9	98.1	96.4	96.4	95.4	95.5
3Mo Sold Avg \$	175	187	188	190	181	168	163	160	165	164	157	176	156	162	150	157	156	151	147	146	143	144	129	120	116
3Mo List Avg \$	222	219	218	215	207	201	195	198	197	207	211	204	196	181	186	176	169	162	172	181	182	170	168	182	187
3Mo \$ per SqFt	96	99	99	99	99	97	96	93	93	92	89	91	83	87	83	85	83	84	81	82	79	79	73	71	70
3Mo Sale P / List P	96.2	96.3	95.8	96.4	98.9	99.5	101.1	99.1	98.6	96.1	95.9	95.3	94.1	93.8	93.6	95.0	96.1	96.2	95.5	95.8	96.5	97.2	97.0	96.1	95.8

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.

