

Zip Code: 85266,
85377



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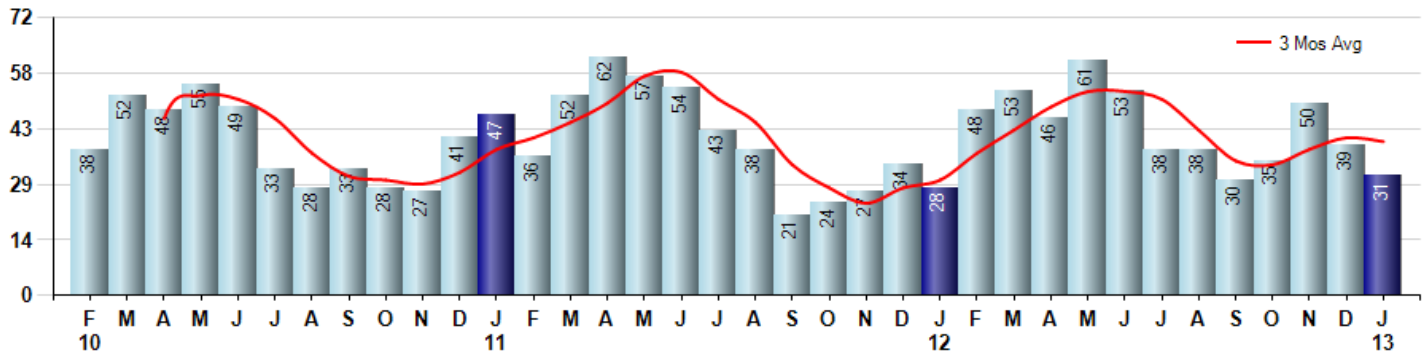
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$699,900	↑		↑				
Average List Price of all Current Listings	\$939,352	↑		↑				
January Median Sales Price	\$565,000	↑	↑	↑	↑	\$565,000	↑	↑
January Average Sales Price	\$583,613	↓	↓	↓	↑	\$583,613	↓	↑
Total Properties Currently for Sale (Inventory)	319	↑		↓				
January Number of Properties Sold	31	↓		↑		31	→	
January Average Days on Market (Solds)	148	↑	↑	↑	↑	148	↑	↑
Asking Price per Square Foot (based on New Listings)	\$240	↑	↓	↑	↑	\$240	↑	↑
January Sold Price per Square Foot	\$185	↓	↓	↑	→	\$185	↑	→
January Month's Supply of Inventory	10.3	↑	↑	↓	↑	10.3	↓	↑
January Sale Price vs List Price Ratio	94.8%	↓	↓	↓	→	94.7%	↓	↓

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

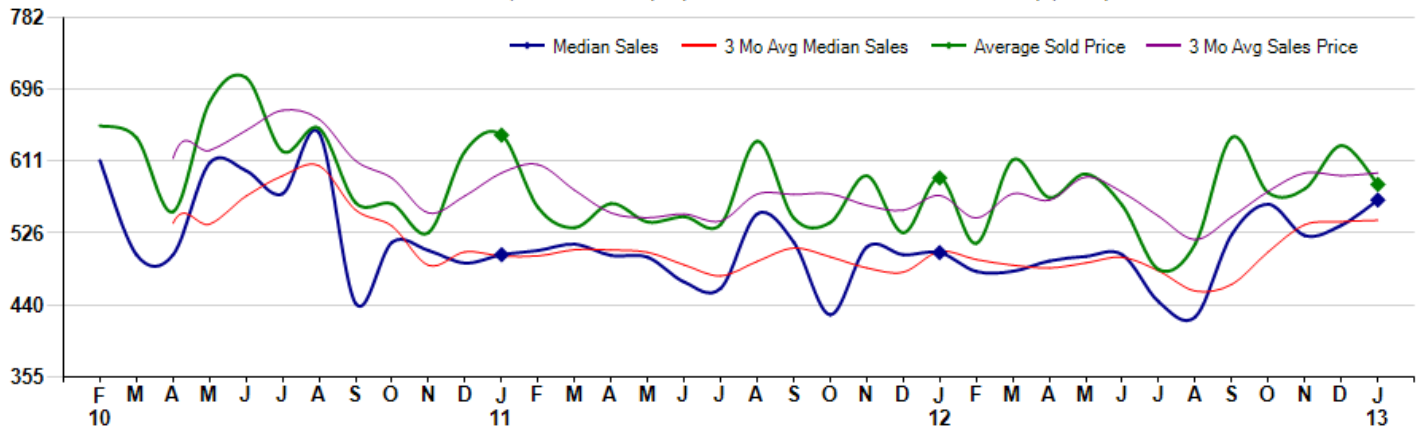
January Property sales were 31, up 10.7% from 28 in January of 2012 and -20.5% lower than the 39 sales last month. January 2013 sales were at a mid level compared to January of 2012 and 2011. January YTD sales of 31 are running 10.7% ahead of last year's year-to-date sales of 28.



Prices

The Median Sales Price in January was \$565,000, up 12.4% from \$502,450 in January of 2012 and up 5.6% from \$535,000 last month. The Average Sales Price in January was \$583,613, down -1.3% from \$591,338 in January of 2012 and down -7.3% from \$629,867 last month. January 2013 ASP was at the lowest level compared to January of 2012 and 2011.

Median means Middle (the same # of properties sold above and below Median) (000's)



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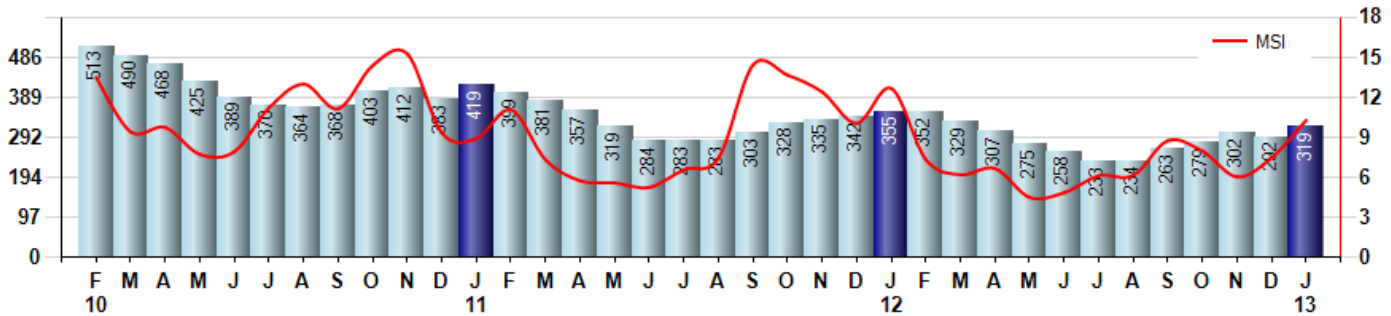
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Inventory & MSI

The Total Inventory of Properties available for sale as of January was 319, up 9.2% from 292 last month and down -10.1% from 355 in January of last year. January 2013 Inventory was at the lowest level compared to January of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2013 MSI of 10.3 months was at a mid range compared with January of 2012 and 2011.

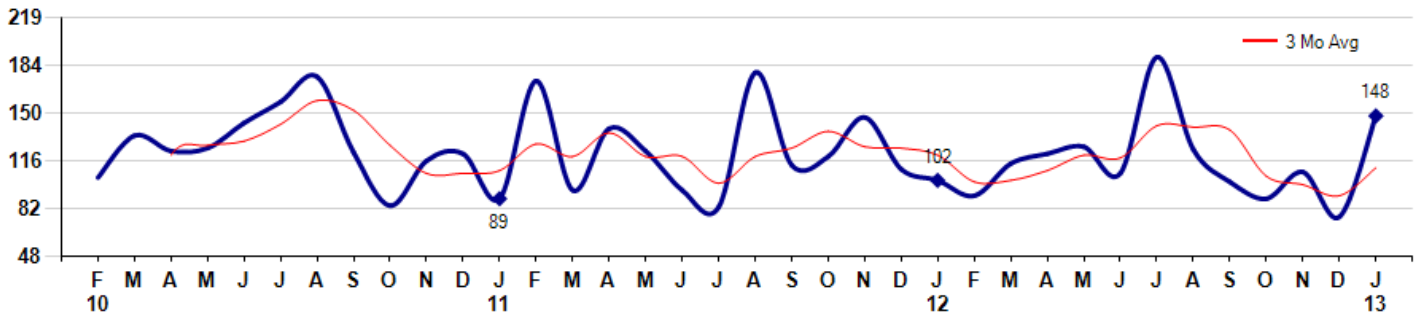
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market (DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for January was 148, up 94.7% from 76 days last month and up 45.1% from 102 days in January of last year. The January 2013 DOM was at its highest level compared with January of 2012 and 2011.

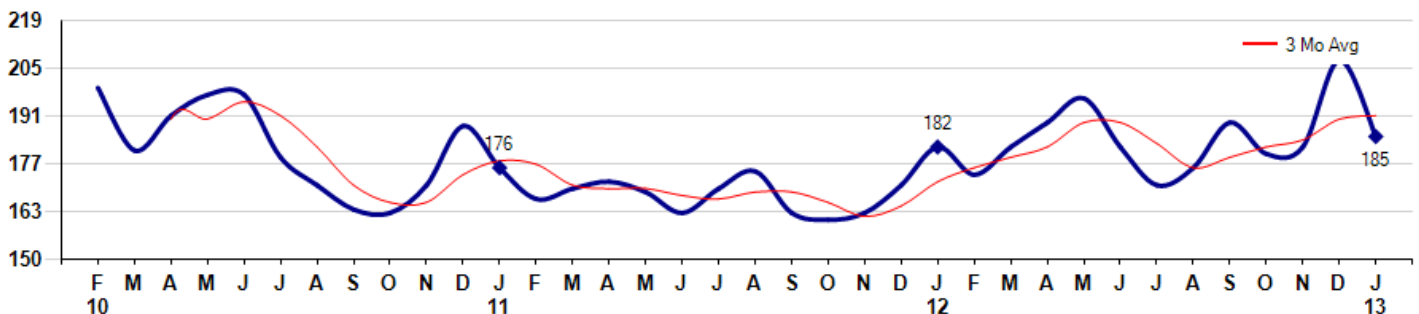
Average Days on Market (Listing to Contract) for properties sold during the month



Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The January 2013 Selling Price per Square Foot of \$185 was down -10.6% from \$207 last month and up 1.6% from \$182 in January of last year.

Average Selling Price per Square Foot for properties that sold during the month



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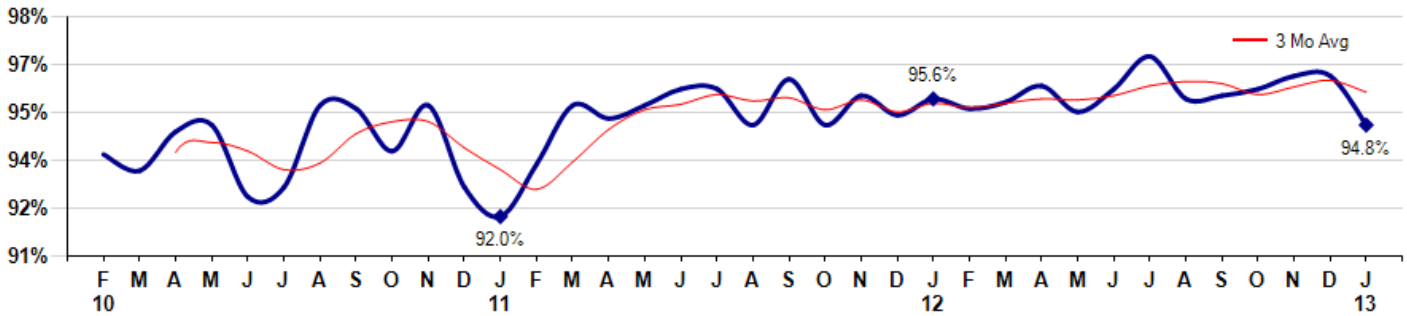


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Selling Price vs Listing Price

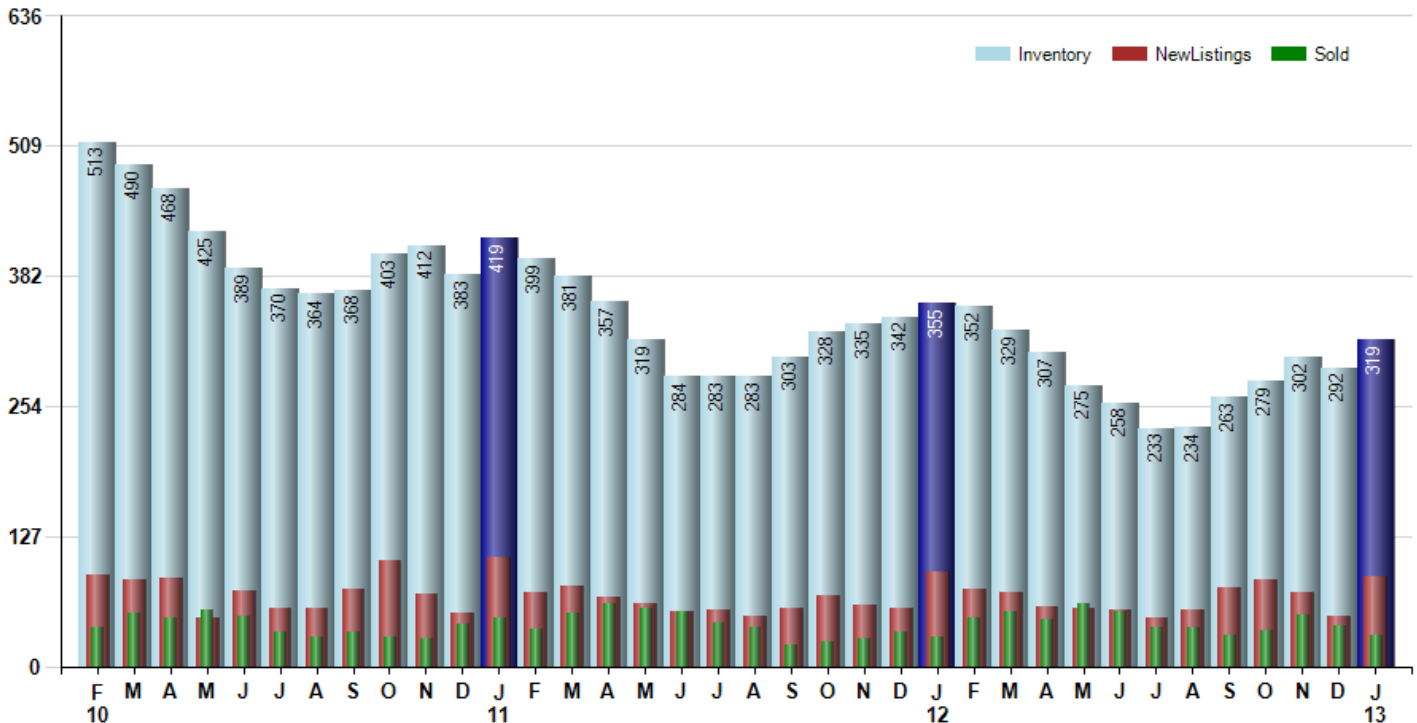
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2013 Selling Price vs List Price of 94.8% was down from 96.3% last month and down from 95.6% in January of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in January 2013 was 88, up 79.6% from 49 last month and down -5.4% from 93 in January of last year.



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MARKET ACTION REPORT

January 2013

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	F 10	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13
Homes Sold	38	52	48	55	49	33	28	33	28	27	41	47	36	52	62	57	54	43	38	21	24	27	34	28	48	53	46	61	53	38	38	30	35	50	39	31
3 Mo. Roll Avg			46	52	51	46	37	31	30	29	32	38	41	45	50	57	58	51	45	34	28	24	28	30	37	43	49	53	53	51	43	35	34	38	41	40

(000's)	F 10	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13
Median Sale Price	612	500	500	609	600	573	645	442	515	505	490	500	505	513	499	497	467	460	549	515	429	509	500	502	480	480	493	498	500	444	426	524	560	523	535	565
3 Mo. Roll Avg			537	536	570	594	606	553	534	487	503	498	498	506	506	503	488	475	492	508	497	484	479	504	494	487	484	490	497	481	457	465	503	536	539	541

	F 10	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13
Inventory	513	490	468	425	389	370	364	368	403	412	383	419	399	381	357	319	284	283	283	303	328	335	342	355	352	329	307	275	258	233	234	263	279	302	292	319
MSI	14	9	10	8	8	11	13	11	14	15	9	9	11	7	6	6	5	7	7	14	14	12	10	13	7	6	7	5	5	6	6	9	8	6	7	10

	F 10	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13
Days On Market	104	134	123	125	143	158	176	122	84	116	121	89	173	95	139	123	95	83	179	113	119	147	110	102	91	114	121	126	107	190	124	101	89	108	76	148
3 Mo. Roll Avg			120	127	130	142	159	152	127	107	107	109	128	119	136	119	119	100	119	125	137	126	125	120	101	102	109	120	118	141	140	138	105	99	91	111

	F 10	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13
Price per Sq Ft	199	181	191	197	197	179	171	164	163	171	188	176	167	170	172	169	163	170	175	163	161	163	171	182	174	182	189	196	182	171	176	189	180	182	207	185
3 Mo. Roll Avg			190	190	195	191	182	171	166	166	174	178	177	171	170	170	168	167	169	169	166	162	165	172	176	179	182	189	189	183	176	179	182	184	190	191

	F 10	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13
Sale to List Price	0.939	0.934	0.946	0.948	0.926	0.929	0.954	0.953	0.940	0.954	0.929	0.920	0.936	0.954	0.950	0.954	0.959	0.959	0.948	0.962	0.948	0.957	0.951	0.956	0.953	0.955	0.960	0.952	0.959	0.969	0.956	0.957	0.959	0.963	0.963	0.948
3 Mo. Roll Avg			0.940	0.943	0.940	0.934	0.936	0.945	0.949	0.949	0.941	0.934	0.928	0.937	0.947	0.953	0.954	0.957	0.955	0.956	0.953	0.956	0.952	0.955	0.953	0.955	0.956	0.956	0.957	0.960	0.961	0.961	0.957	0.960	0.962	0.958

	F 10	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13
New Listings	90	85	86	48	74	56	56	76	104	70	52	107	73	79	68	61	53	55	49	57	69	60	57	93	75	73	58	56	55	48	55	77	84	72	49	88
Inventory	513	490	468	425	389	370	364	368	403	412	383	419	399	381	357	319	284	283	283	303	328	335	342	355	352	329	307	275	258	233	234	263	279	302	292	319
Sales	38	52	48	55	49	33	28	33	28	27	41	47	36	52	62	57	54	43	38	21	24	27	34	28	48	53	46	61	53	38	38	30	35	50	39	31

(000's)	F 10	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13
Avg Sale Price	654	639	551	681	711	623	650	562	561	526	623	642	556	532	561	539	545	536	635	544	538	594	526	591	513	613	568	596	559	482	513	640	574	578	630	584
3 Mo. Roll Avg			615	624	648	672	661	612	591	550	570	597	607	577	550	544	548	540	572	572	572	559	553	570	544	573	565	592	574	546	518	545	575	597	594	597

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