

## Zip Code: 85262



**Jeff McDowell**

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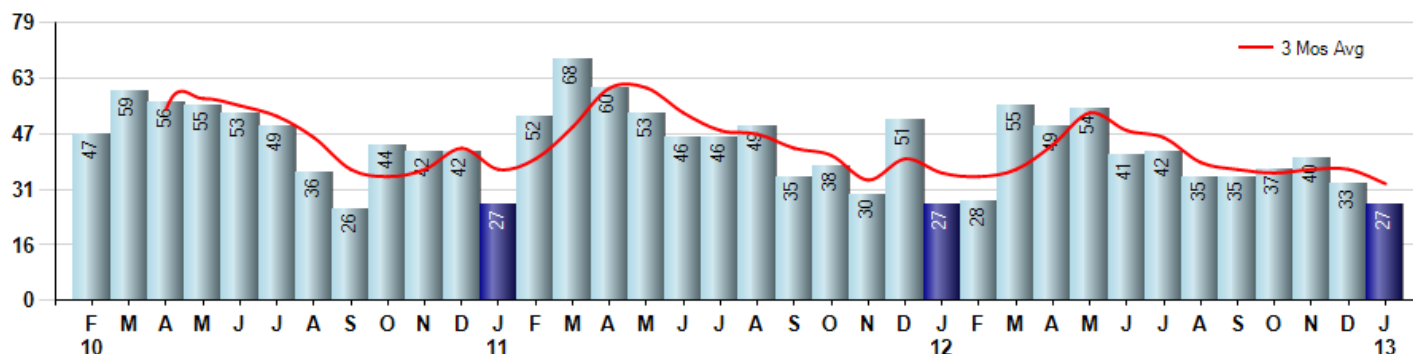
Price Range: \$100,000 to \$999,999,000 | Properties: Single Family Home

| Market Profile & Trends Overview                     | Month       | Trending Versus*: |     |     |    | YTD       | Trending Versus*: |           |
|--|-------------|-------------------|-----|-----|----|-----------|-------------------|-----------|
|  |             | LM                | L3M | PYM | LY |           | PriorYTD          | PriorYear |
| Median List Price of all Current Listings            | \$1,154,500 | ↑                 |     | ↑   |    |           |                   |           |
| Average List Price of all Current Listings           | \$1,675,434 | ↑                 |     | ↑   |    |           |                   |           |
| January Median Sales Price                           | \$600,000   | ↓                 | ↓   | ↓   | ↓  | \$600,000 | ↓                 | ↓         |
| January Average Sales Price                          | \$861,589   | ↓                 | ↓   | ↑   | ↑  | \$861,589 | ↑                 | ↑         |
| Total Properties Currently for Sale (Inventory)      | 416         | ↑                 |     | ↓   |    |           |                   |           |
| January Number of Properties Sold                    | 27          | ↓                 |     | ↔   |    | 27        | ↔                 |           |
| January Average Days on Market (Solds)               | 108         | ↑                 | ↑   | ↓   | ↓  | 108       | ↓                 | ↓         |
| Asking Price per Square Foot (based on New Listings) | \$301       | ↑                 | ↑   | ↑   | ↑  | \$301     | ↑                 | ↑         |
| January Sold Price per Square Foot                   | \$227       | ↓                 | ↔   | ↑   | ↑  | \$227     | ↑                 | ↑         |
| January Month's Supply of Inventory                  | 15.4        | ↑                 | ↑   | ↓   | ↑  | 15.4      | ↓                 | ↑         |
| January Sale Price vs List Price Ratio               | 94.8%       | ↓                 | ↑   | ↑   | ↑  | 93.4%     | ↑                 | ↑         |

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

## Property Sales

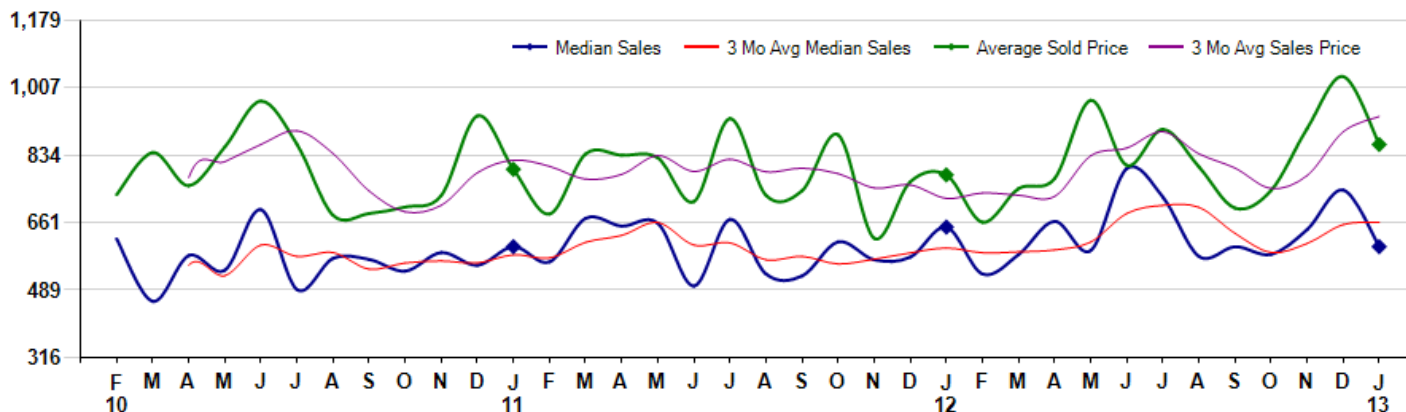
January Property sales were 27, equal to 27 in January of 2012 and -18.2% lower than the 33 sales last month. January 2013 sales were at their lowest level compared to January of 2012 and 2011. January YTD sales of 27 are running equal to last year's year-to-date sales of 27.



## Prices

The Median Sales Price in January was \$600,000, down -7.7% from \$650,000 in January of 2012 and down -19.5% from \$745,000 last month. The Average Sales Price in January was \$861,589, up 10.0% from \$783,593 in January of 2012 and down -16.8% from \$1,035,482 last month. January 2013 ASP was at highest 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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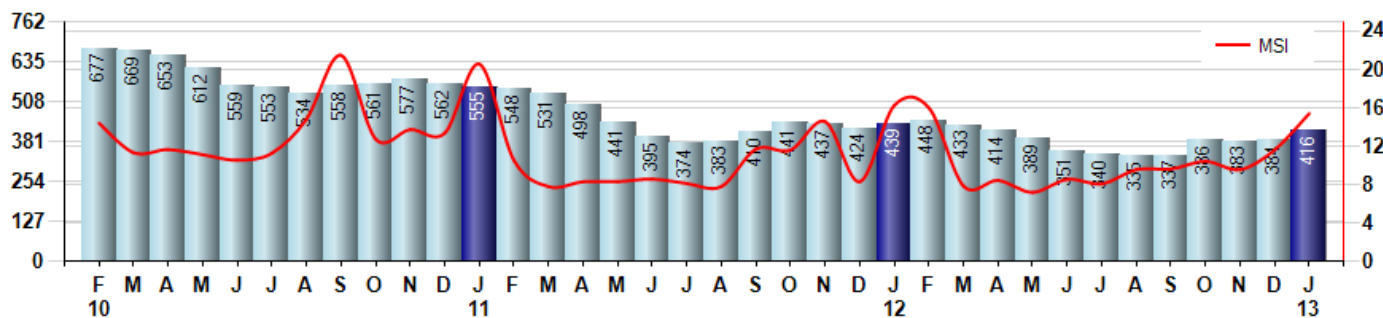
Price Range: \$100,000 to \$999,999,000 | Properties: Single Family Home

### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 416, up 8.3% from 384 last month and down -5.2% from 439 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 15.4 months was at its lowest level compared with January of 2012 and 2011.

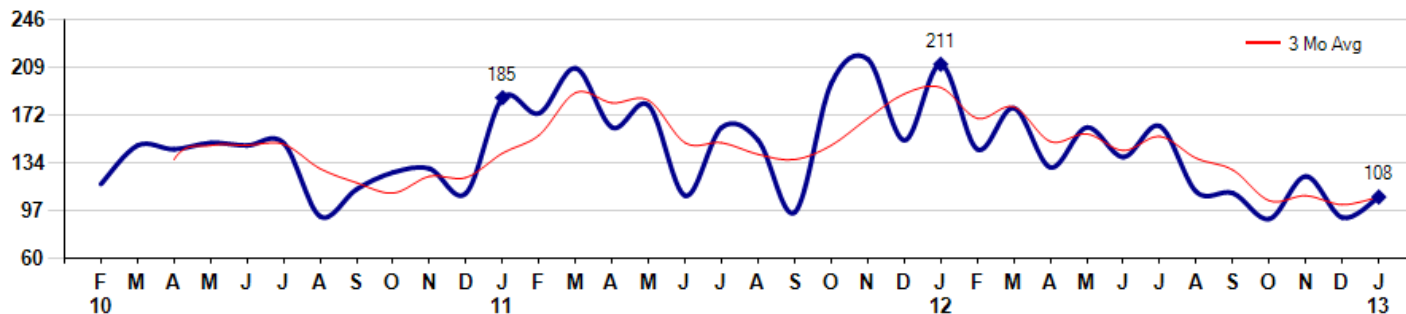
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 108, up 17.4% from 92 days last month and down -48.8% from 211 days in January of last year. The January 2013 DOM was at its lowest level compared with January of 2012 and 2011.

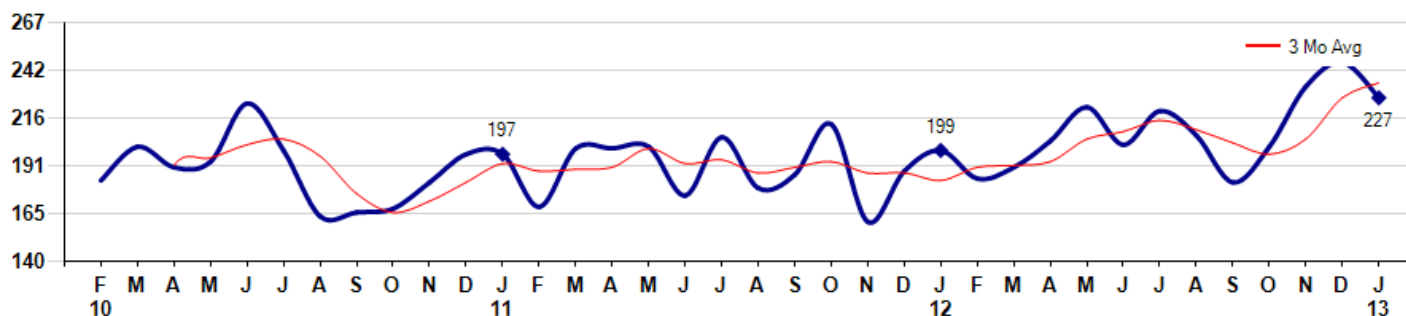
Average Days on Market (Listing to Contract) for properties sold during the month



### 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 \$227 was down -7.7% from \$246 last month and up 14.1% from \$199 in January of last year.

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



Based on information from Arizona Regional MLS, Inc. for the period 2/1/2010 through 1/31/2013. 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.



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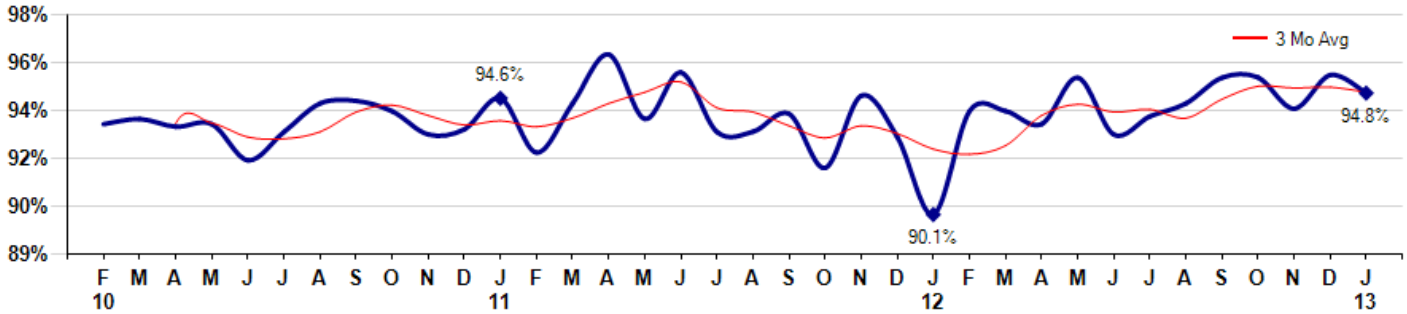


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### Selling Price vs Listing Price

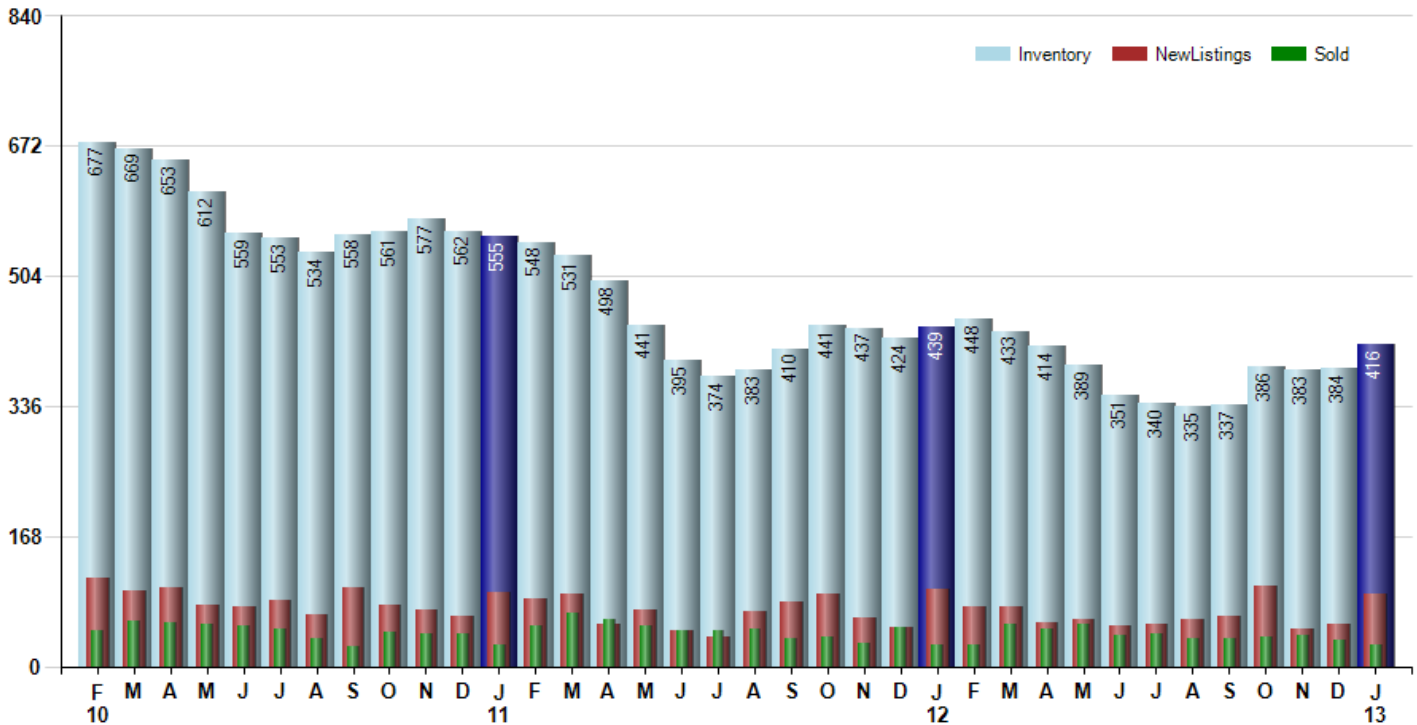
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The January 2013 Selling Price vs List Price of 94.8% was down from 95.5% last month and up from 90.1% 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 94, up 70.9% from 55 last month and down -6.0% from 100 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     | 47   | 59 | 56 | 55 | 53 | 49 | 36 | 26 | 44 | 42 | 42 | 27   | 52 | 68 | 60 | 53 | 46 | 46 | 49 | 35 | 38 | 30 | 51 | 27   | 28 | 55 | 49 | 54 | 41 | 42 | 35 | 35 | 37 | 40 | 33 | 27   |
| 3 Mo. Roll Avg |      |    | 54 | 57 | 55 | 52 | 46 | 37 | 35 | 37 | 43 | 37   | 40 | 49 | 60 | 60 | 53 | 48 | 47 | 43 | 41 | 34 | 40 | 36   | 35 | 37 | 44 | 53 | 48 | 46 | 39 | 37 | 36 | 37 | 37 | 33   |

|                   | (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 | 620          | 460 | 577 | 540 | 695 | 490 | 570 | 568 | 538 | 585 | 553 | 600  | 561 | 673 | 653 | 660 | 499 | 670 | 530 | 525 | 613 | 567 | 573 | 650  | 530 | 580 | 665 | 590 | 800 | 727 | 575 | 600 | 581 | 644 | 745 | 600  |
| 3 Mo. Roll Avg    |              |     | 552 | 526 | 604 | 575 | 585 | 543 | 558 | 563 | 558 | 579  | 571 | 611 | 629 | 662 | 604 | 610 | 566 | 575 | 556 | 568 | 584 | 597  | 584 | 587 | 592 | 612 | 685 | 706 | 701 | 634 | 585 | 608 | 656 | 663  |

|           | 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 | 677  | 669 | 653 | 612 | 559 | 553 | 534 | 558 | 561 | 577 | 562 | 555  | 548 | 531 | 498 | 441 | 395 | 374 | 383 | 410 | 441 | 437 | 424 | 439  | 448 | 433 | 414 | 389 | 351 | 340 | 335 | 337 | 386 | 383 | 384 | 416  |
| MSI       | 14   | 11  | 12  | 11  | 11  | 11  | 15  | 21  | 13  | 14  | 13  | 21   | 11  | 8   | 8   | 8   | 9   | 8   | 8   | 12  | 12  | 15  | 8   | 16   | 16  | 8   | 8   | 7   | 9   | 8   | 10  | 10  | 10  | 10  | 12  | 15   |

|                | 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 | 118  | 148 | 145 | 150 | 148 | 150 | 93  | 114 | 127 | 130 | 111 | 185  | 173 | 208 | 162 | 179 | 109 | 162 | 152 | 96  | 196 | 215 | 152 | 211  | 145 | 177 | 131 | 162 | 139 | 163 | 112 | 111 | 91  | 124 | 92  | 108  |
| 3 Mo. Roll Avg |      |     | 137 | 148 | 148 | 149 | 130 | 119 | 111 | 124 | 123 | 142  | 156 | 189 | 181 | 183 | 150 | 150 | 141 | 137 | 148 | 169 | 188 | 193  | 169 | 178 | 151 | 157 | 144 | 155 | 138 | 129 | 105 | 109 | 102 | 108  |

|                 | 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 | 183  | 201 | 190 | 193 | 224 | 199 | 164 | 166 | 168 | 182 | 197 | 197  | 169 | 200 | 200 | 201 | 175 | 206 | 179 | 186 | 213 | 161 | 188 | 199  | 184 | 190 | 204 | 222 | 202 | 220 | 207 | 182 | 201 | 233 | 246 | 227  |
| 3 Mo. Roll Avg  |      |     | 191 | 195 | 202 | 205 | 196 | 176 | 166 | 172 | 182 | 192  | 188 | 189 | 190 | 200 | 192 | 194 | 187 | 190 | 193 | 187 | 187 | 183  | 190 | 191 | 193 | 205 | 209 | 215 | 210 | 203 | 197 | 205 | 227 | 235  |

|                    | 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 | 0.936 | 0.938 | 0.935 | 0.936 | 0.922 | 0.933 | 0.944 | 0.945 | 0.941 | 0.932 | 0.934 | 0.946 | 0.925 | 0.944 | 0.963 | 0.938 | 0.956 | 0.933 | 0.933 | 0.940 | 0.919 | 0.947 | 0.931 | 0.901 | 0.941 | 0.941 | 0.936 | 0.954 | 0.932 | 0.939 | 0.944 | 0.954 | 0.954 | 0.942 | 0.955 | 0.948 |
| 3 Mo. Roll Avg     |       |       | 0.936 | 0.936 | 0.931 | 0.930 | 0.933 | 0.941 | 0.943 | 0.939 | 0.936 | 0.937 | 0.935 | 0.938 | 0.944 | 0.948 | 0.952 | 0.942 | 0.941 | 0.935 | 0.931 | 0.935 | 0.932 | 0.926 | 0.924 | 0.928 | 0.939 | 0.944 | 0.941 | 0.942 | 0.938 | 0.946 | 0.951 | 0.950 | 0.950 | 0.948 |

|              | 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 | 114  | 97  | 102 | 80  | 78  | 85  | 67  | 102 | 80  | 73  | 64  | 95   | 88  | 94  | 55  | 72  | 47  | 38  | 70  | 83  | 93  | 62  | 50  | 100  | 76  | 76  | 56  | 61  | 52  | 54  | 61  | 64  | 104 | 49  | 55  | 94   |
| Inventory    | 677  | 669 | 653 | 612 | 559 | 553 | 534 | 558 | 561 | 577 | 562 | 555  | 548 | 531 | 498 | 441 | 395 | 374 | 383 | 410 | 441 | 437 | 424 | 439  | 448 | 433 | 414 | 389 | 351 | 340 | 335 | 337 | 386 | 383 | 384 | 416  |
| Sales        | 47   | 59  | 56  | 55  | 53  | 49  | 36  | 26  | 44  | 42  | 42  | 27   | 52  | 68  | 60  | 53  | 46  | 46  | 49  | 35  | 38  | 30  | 51  | 27   | 28  | 55  | 49  | 54  | 41  | 42  | 35  | 35  | 37  | 40  | 33  | 27   |

|                | (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 | 733          | 841 | 756 | 856 | 973 | 862 | 680 | 685 | 702 | 731 | 935 | 798  | 684 | 837 | 834 | 828 | 716 | 928 | 731 | 743 | 887 | 621 | 766 | 784  | 662 | 749 | 774 | 975 | 808 | 901 | 804 | 699 | 744 | 902 | 1,035 | 862  |
| 3 Mo. Roll Avg |              |     | 777 | 818 | 861 | 897 | 838 | 742 | 689 | 706 | 789 | 821  | 806 | 773 | 785 | 833 | 792 | 824 | 792 | 801 | 787 | 750 | 758 | 724  | 737 | 732 | 729 | 833 | 852 | 894 | 838 | 801 | 749 | 782 | 894   | 933  |

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