



ARIZONA REGIONAL MULTIPLE LISTING SERVICE, INC.

ARMLS PPI™

your monthly statistics
for the Phoenix Metro area

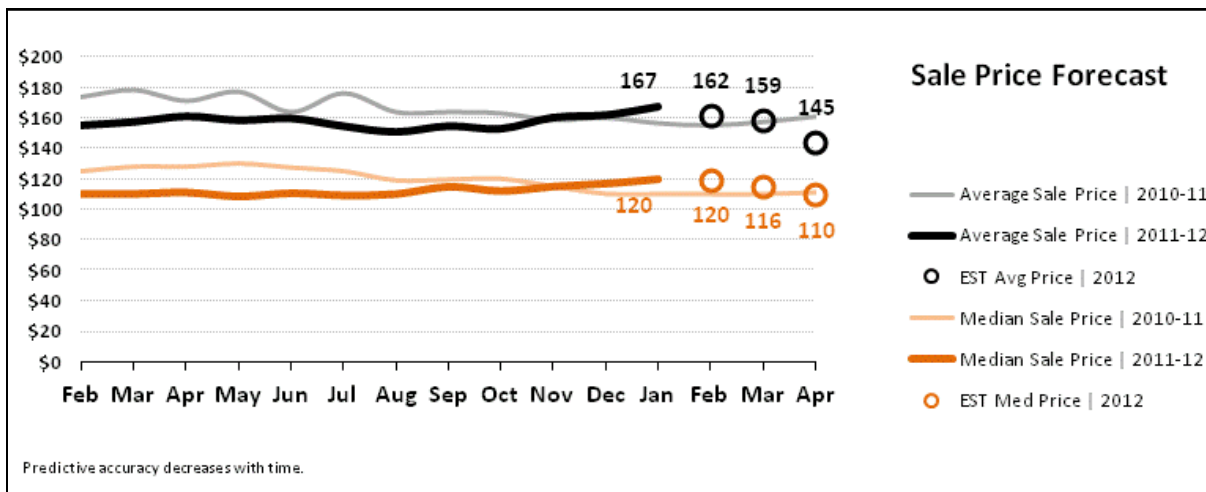
February 3, 2012

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THE ARMLS PENDING PRICE INDEX™

The ARMLS Pending Price Index (PPI) is a metric unique to ARMLS which uses prices of pending sales inside MLS to predict future pricing over the next 90 days. Median and average sales price forecasting allows real estate practitioners to better plan their business strategies for the next ninety days. January’s STAT (based on December’s figures) predicted the average sales price to be \$160,900 in January, missing the mark by 4.1% (\$167,500). Its prediction of \$117,000 for the median sales price missed the mark by 2.56% at \$120,000. The accuracy of the PPI diminishes the further out into the future it forecasts. Also affecting accuracy is the percentage of short sales, characterized by prolonged and often unpredictable closing dates, in the pending property pool.

This month PPI predicts the median sales price to remain relatively steady in February at \$120,000, and drop in March to \$116,000, and to \$110,000 in April. The average sales price is predicted to drop to \$162,000 in February, and continue downward in March and April to \$159,000 and \$145,000, respectively.

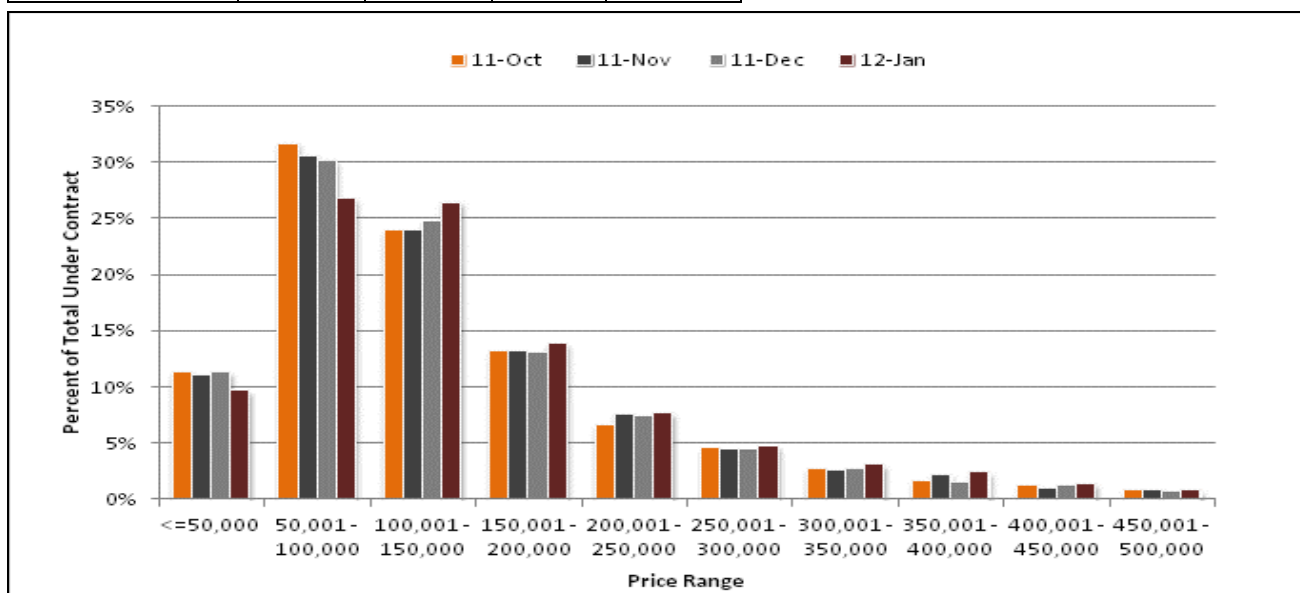
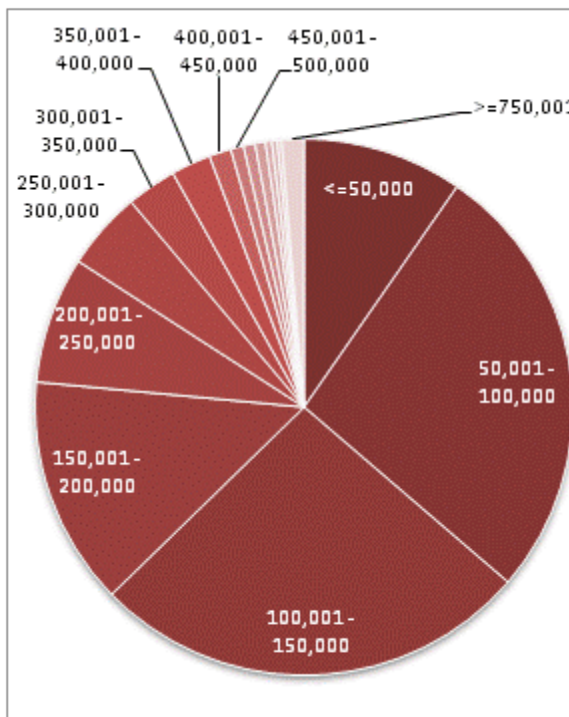


PPI SUPPLEMENT

The PPI Supplement focuses on new pending properties added each month to the total pending pool in MLS. By focusing on newly pended properties on a rolling four month basis, we can perceive subtle changes in pricing which are precursors to pricing recovery.

This month's Supplement shows a 1.64% decline in the percentage of homes in the under \$50,000 range and a 3.41% decrease in the pending properties in the \$50,000-100,000 range, continuing a downward trend seen over the last four months. Pending properties in the \$100,000-\$150,000 increased 1.63%. Other price ranges offer no significant changes month over month.

Pending Contracts Signed In January				
Price Range	PPI Avg	PPI Med	PPI Units	Units % of Total
<=50,000	35,090	36,400	875	9.63%
50,001 - 100,000	77,687	78,500	2,424	26.68%
100,001 - 150,000	125,389	125,000	2,397	26.38%
150,001 - 200,000	173,850	172,000	1,254	13.80%
200,001 - 250,000	225,942	225,000	695	7.65%
250,001 - 300,000	274,496	273,500	429	4.72%
300,001 - 350,000	325,768	325,000	274	3.02%
350,001 - 400,000	377,030	377,000	217	2.39%
400,001 - 450,000	425,448	425,000	120	1.32%
450,001 - 500,000	477,375	475,000	71	0.78%
500,001 - 550,000	528,931	527,000	63	0.69%
550,001 - 600,000	577,643	575,000	57	0.63%
600,001 - 650,000	629,924	632,500	34	0.37%
650,001 - 700,000	676,680	675,000	30	0.33%
700,001 - 750,000	733,372	731,000	23	0.25%
>=750,001	1,174,945	1,012,500	122	1.34%



PPI SUPPLEMENT - \$/SQ FT

The PPI \$/SQ FT Supplement examines incremental gains and losses in the price per square foot of newly pending properties added to the pending pool each month. While the \$/SQ in the lower end ranges appears to have stabilized, this month STAT saw gains (from \$5/ft to \$20/ft) in the \$250,001-300,000, \$300,001-350,000, \$400,001-450,000, \$450,001-500,000, \$550,001-\$600,000, \$600,001-650,000 and \$650,001-700,000. Price ranges from \$700,001-750,000 and above \$750,000 saw losses in their \$/SQ FT of \$21/sq ft and \$10/sq ft respectively.

Pending Contracts Signed In December					Pending Contracts Signed In January				
Price Range	PPI Avg	PPI Sq Ft	PPI Units	Avg Pending Price SqFt	Price Range	PPI Avg	PPI Sq Ft	PPI Units	Avg Pending Price SqFt
<=50,000	35,050	1,180	764	30	<=50,000	35,090	1,192	875	29
50,001 - 100,000	77,607	1,556	2,040	50	50,001 - 100,000	77,687	1,519	2,424	51
100,001 - 150,000	124,820	1,856	1,678	67	100,001 - 150,000	125,389	1,818	2,397	69
150,001 - 200,000	172,982	2,128	883	81	150,001 - 200,000	173,850	2,102	1,254	83
200,001 - 250,000	226,436	2,425	497	93	200,001 - 250,000	225,942	2,395	695	94
250,001 - 300,000	274,543	2,762	302	99	250,001 - 300,000	274,496	2,632	429	104
300,001 - 350,000	325,446	2,950	185	110	300,001 - 350,000	325,768	2,829	274	115
350,001 - 400,000	377,305	2,966	103	127	350,001 - 400,000	377,030	2,983	217	126
400,001 - 450,000	427,325	3,317	79	129	400,001 - 450,000	425,448	3,096	120	137
450,001 - 500,000	477,665	3,420	45	140	450,001 - 500,000	477,375	3,173	71	150
500,001 - 550,000	527,407	3,457	28	153	500,001 - 550,000	528,931	3,432	63	154
550,001 - 600,000	577,602	3,828	30	151	550,001 - 600,000	577,643	3,408	57	169
600,001 - 650,000	636,185	3,766	19	169	600,001 - 650,000	629,924	3,332	34	189
650,001 - 700,000	683,909	4,226	22	162	650,001 - 700,000	676,680	3,941	30	172
700,001 - 750,000	736,633	3,632	15	203	700,001 - 750,000	733,372	4,033	23	182
>=750,001	1,292,730	5,131	89	252	>=750,001	1,174,945	4,862	122	242

