

**Arizona Regional Multiple Listing Service, Inc.**

**Home Sales Report**

**PHOENIX ASSOCIATION OF REALTORS**

1/1/2007 - 12/31/2007

| PRICE CLASS<br>/TYPE  | Sales   |               |              |   |                | Listings      |              |
|---|---|---------------|--------------|---|----------------|---------------|--------------|
|   | 0-2   | 3             | 4+           |   | Total          | Residential   | Condo        |
|   | Bedrm   | Bedrm         | Bedrm        | Condo   | Units          | Listed        | Listed       |
| Under \$29,999  | 1   | 2             | 0            | 0   | 3              | 3             | 0            |
| \$30,000 - \$39,999   | 9   | 1             | 0            | 2   | 12             | 4             | 2            |
| \$40,000 - \$49,999   | 10  | 3             | 0            | 1   | 14             | 8             | 2            |
| \$50,000 - \$59,999   | 18  | 8             | 1            | 6   | 33             | 13            | 11           |
| \$60,000 - \$69,999   | 17  | 11            | 1            | 9   | 38             | 21            | 3            |
| \$70,000 - \$79,999   | 23  | 10            | 4            | 7   | 44             | 20            | 15           |
| \$80,000 - \$89,999   | 31  | 22            | 0            | 25  | 78             | 39            | 29           |
| \$90,000 - \$99,999   | 33  | 17            | 6            | 27  | 83             | 59            | 19           |
| \$100,000 - \$119,999   | 89  | 63            | 6            | 81  | 239            | 144           | 52           |
| \$120,000 - \$139,999   | 182   | 105           | 21           | 126   | 434            | 349           | 73           |
| \$140,000 - \$159,999   | 166   | 216           | 66           | 126   | 574            | 632           | 90           |
| \$160,000 - \$179,999   | 193   | 388           | 154          | 131   | 866            | 907           | 86           |
| \$180,000 - \$199,999   | 200   | 660           | 277          | 104   | 1241           | 1212          | 74           |
| \$200,000 - \$249,999   | 263   | 1917          | 914          | 164   | 3258           | 2242          | 111          |
| \$250,000 - \$299,999   | 141   | 873           | 822          | 58  | 1894           | 1512          | 86           |
| \$300,000 - \$399,999   | 119   | 685           | 951          | 71  | 1826           | 1583          | 80           |
| \$400,000 - \$499,999   | 55  | 259           | 509          | 27  | 850            | 939           | 32           |
| \$500,000 - \$549,999   | 13  | 64            | 153          | 6   | 236            | 258           | 10           |
| \$550,000 - \$749,999   | 32  | 124           | 341          | 18  | 515            | 847           | 25           |
| \$750,000 - \$999,999   | 8   | 52            | 197          | 2   | 259            | 477           | 13           |
| \$1,000,000 - \$1,249,999                                       | 5   | 22            | 67           | 0   | 94             | 127           | 0            |
| \$1,250,000 - \$1,499,999                                       | 2   | 8             | 50           | 0   | 60             | 118           | 0            |
| \$1,500,000 - \$1,999,999                                       | 1   | 6             | 34           | 0   | 41             | 109           | 0            |
| \$2,000,000 - \$2,999,999                                       | 0   | 3             | 24           | 0   | 27             | 76            | 1            |
| \$3,000,000 OR OVER   | 0   | 0             | 11           | 0   | 11             | 58            | 5            |
| <b>Totals</b>   | <b>1611</b>   | <b>5519</b>   | <b>4609</b>  | <b>991</b>  | <b>12730</b>   | <b>11757</b>  | <b>819</b>   |
| <b>Average Price</b>  | <b>213.4</b>  | <b>266.0</b>  | <b>400.4</b> | <b>198.4</b>  | <b>302.7</b>   | <b>383.5</b>  | <b>254.0</b> |
| (In Thousands \$)   |   |               |              |   |                |               |              |
| <b>Median Price</b>   | <b>183.0</b>  | <b>228.0</b>  | <b>301.0</b> | <b>172.0</b>  | <b>235.0</b>   | <b>258.9</b>  | <b>189.9</b> |
| (In Thousands \$)   |   |               |              |   |                |               |              |
| <b>Total Dollar Volume<br/>Single Family<br/>(In Thousands)</b> | <b>Total Dollar Volume<br/>Condominium<br/>(In Thousands)</b> |               |              | <b>Total Home Sales<br/>Dollar Value<br/>(In Thousands)</b> |                |               |              |
| <b>3657379.7</b>  | <b>196577.9</b>   |               |              | <b>3853957.7</b>  |                |               |              |
| <b>Time on Market OF UNITS SOLD</b>                             |   |               |              | <b>Types of Financing OF UNITS SOLD</b>                     |                |               |              |
|   | <b>#Single</b>  | <b>#Condo</b> |              |   | <b>#Single</b> | <b>#Condo</b> |              |
| 1-30 Days   | 3212  | 299           |              | FHA   | 376            | 35            |              |
| 31-60 Days  | 2336  | 197           |              | VA  | 122            | 5             |              |
| 61-90 Days  | 1826  | 147           |              | FMHA  | 2              | 0             |              |
| 91-120 Days   | 1315  | 105           |              | Exchange  | 10             | 0             |              |
| 121-180 Days  | 1614  | 118           |              | Cash  | 980            | 97            |              |
| More than 180 Days  | 1342  | 104           |              | Bond/IDA  | 1472           | 167           |              |
| <b>Total Units Sold</b>   | <b>11739</b>  | <b>991</b>    |              | Carryback   | 56             | 7             |              |
| <b>Average Market Time</b>                                      | <b>85.99</b>  | <b>79.76</b>  |              | Cash to Loan  | 33             | 2             |              |
|   |   |               |              | Conventional  | 8672           | 678           |              |
|   |   |               |              | Rent/Lease  | 8              | 0             |              |
|   |   |               |              | SBA   | 2              | 0             |              |
|   |   |               |              | Wrap  | 6              | 0             |              |
|   |   |               |              | No Financing Reported                                       | 0              | 0             |              |
|   |   |               |              | <b>Total</b>  | <b>11739</b>   | <b>991</b>    |              |

*This representation is based in whole or in part on the data supplied by Arizona Regional Multiple Listing Service. Copyright © ARMLS 2007. ARMLS does not guarantee nor is in any way responsible for its accuracy. Data maintained by ARMLS may not reflect all real estate activity in the market*