

**Arizona Regional Multiple Listing Service, Inc.**  
**Home Sales Report**  
**SCOTTSDALE ASSOCIATION OF REALTORS®**  
**9/1/02 - 9/30/02**

| PRICE CLASS<br>/TYPE  | Sales           |               |              |   |                | Listings      |   |                 |  |
|---|-----------------|---------------|--------------|---|----------------|---------------|---|-----------------|--|
|   | 0-2             | 3             | 4+           | Condo   | Total          | Residential   | Condo   |                 |  |
|   | Bedrm           | Bedrm         | Bedrm        |   | Units          | Listed        | Listed  |                 |  |
| \$19,999 or under   | 0               | 0             | 0            | 0   | 0              | 5             | 0   |                 |  |
| \$20,000 - \$29,999   | 0               | 0             | 0            | 0   | 0              | 3             | 1   |                 |  |
| \$30,000 - \$39,999   | 2               | 0             | 0            | 0   | 2              | 7             | 6   |                 |  |
| \$40,000 - \$49,999   | 4               | 0             | 0            | 2   | 6              | 18            | 12  |                 |  |
| \$50,000 - \$59,999   | 4               | 2             | 0            | 1   | 7              | 29            | 17  |                 |  |
| \$60,000 - \$69,999   | 11              | 2             | 0            | 12  | 25             | 35            | 44  |                 |  |
| \$70,000 - \$79,999   | 8               | 2             | 0            | 18  | 28             | 61            | 31  |                 |  |
| \$80,000 - \$89,999   | 15              | 6             | 2            | 12  | 35             | 92            | 41  |                 |  |
| \$90,000 - \$99,999   | 9               | 15            | 0            | 14  | 38             | 101           | 37  |                 |  |
| \$100,000 - \$119,999   | 37              | 54            | 12           | 11  | 114            | 298           | 69  |                 |  |
| \$120,000 - \$139,999   | 29              | 83            | 12           | 13  | 137            | 392           | 81  |                 |  |
| \$140,000 - \$159,999   | 16              | 54            | 17           | 22  | 109            | 402           | 80  |                 |  |
| \$160,000 - \$179,999   | 11              | 54            | 14           | 13  | 92             | 381           | 50  |                 |  |
| \$180,000 - \$199,999   | 18              | 41            | 26           | 8   | 93             | 302           | 41  |                 |  |
| \$200,000 - \$249,999   | 21              | 63            | 49           | 12  | 145            | 587           | 95  |                 |  |
| \$250,000 - \$299,999   | 8               | 38            | 52           | 5   | 103            | 535           | 63  |                 |  |
| \$300,000 - \$399,999   | 10              | 39            | 63           | 1   | 113            | 797           | 69  |                 |  |
| \$400,000 - \$499,999   | 3               | 19            | 37           | 0   | 59             | 582           | 25  |                 |  |
| \$500,000 OR OVER   | 2               | 20            | 61           | 1   | 84             | 1987          | 49  |                 |  |
| <b>Totals</b>   | <b>208</b>      | <b>492</b>    | <b>345</b>   | <b>145</b>  | <b>1190</b>    | <b>6614</b>   | <b>811</b>  |                 |  |
| <b>Average Price</b>  |                 |               |              |   |                |               |   |                 |  |
| (In Thousands \$)   | <b>156.1</b>    | <b>219.9</b>  | <b>379.5</b> | <b>135.4</b>  | <b>244.7</b>   | <b>543.5</b>  | <b>219.3</b>  |                 |  |
| <b>Median Price</b>   |                 |               |              |   |                |               |   |                 |  |
| (In Thousands \$)   | <b>126.5</b>    | <b>170.0</b>  | <b>286.0</b> | <b>123.5</b>  | <b>180.0</b>   | <b>310.0</b>  | <b>159.3</b>  |                 |  |
| <b>Total Dollar Volume<br/>Single Family<br/>(In Thousands)</b> | <b>271603.9</b> |               |              | <b>Total Dollar Volume<br/>Condominium<br/>(In Thousands)</b> | <b>19637.0</b> |               | <b>Total Home Sales<br/>Dollar Value<br/>(In Thousands)</b> | <b>291240.8</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   | 251             | 19            |              | FHA   | 78             | 16            |   |                 |  |
| 31-60 Days  | 320             | 34            |              | VA  | 11             | 2             |   |                 |  |
| 61-90 Days  | 177             | 32            |              | FMHA  | 0              | 0             |   |                 |  |
| 91-120 Days   | 129             | 13            |              | Exchange  | 3              | 0             |   |                 |  |
| 121-180 Days  | 107             | 21            |              | Cash  | 131            | 22            |   |                 |  |
| More than 180 Days  | 60              | 25            |              | Bond/IDA  | 92             | 14            |   |                 |  |
| <b>Total Units Sold</b>   | <b>1045</b>     | <b>145</b>    |              | Carryback   | 5              | 1             |   |                 |  |
| <b>Average Market Time</b>                                      | <b>73.02</b>    | <b>106.13</b> |              | Cash to Loan  | 3              | 0             |   |                 |  |
|   |                 |               |              | Conventional  | 721            | 90            |   |                 |  |
|   |                 |               |              | Rent/Lease  | 0              | 0             |   |                 |  |
|   |                 |               |              | SBA   | 0              | 0             |   |                 |  |
|   |                 |               |              | Wrap  | 1              | 0             |   |                 |  |
|   |                 |               |              | No Financing Reported   | 0              | 0             |   |                 |  |
|   |                 |               |              | <b>Total</b>  | <b>1045</b>    | <b>145</b>    |   |                 |  |

*This representation is based in whole or in part on the data supplied by Arizona Regional Multiple Listing Service.  
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.*