

**The Windermere Real Estate Market Report**  
**Maricopa County: Home Sales/Price Range Report**

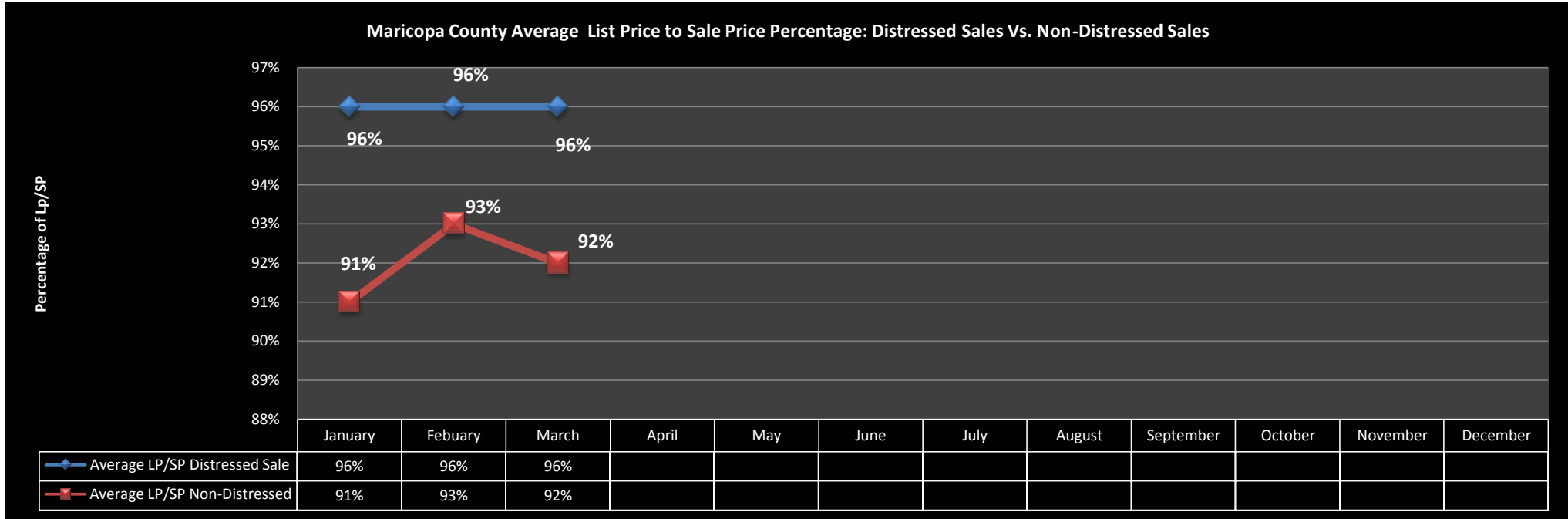
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Price Class	9-Jan	9-Feb	9-Mar	9-Apr	9-May	9-Jun	9-Jul	9-Aug	9-Sep	9-Oct	9-Nov	9-Dec
\$29999.99 to \$0	116	208	304									
\$30,000-\$39,999.99	209	245	392									
\$40,000-\$49,999.99	156	203	305									
\$50,000-\$59,999.99	128	169	257									
\$60,000-\$59,999.99	131	152	240									
\$70,000-\$79,999.99	154	145	246									
\$80,000-\$89,999.99	134	159	240									
\$90,000-\$99,999.99	160	172	289									
\$100,000-\$119,999.99	318	358	494									
\$120,000-\$139,999.99	325	377	525									
\$140,000-\$159,999.99	317	314	444									
\$160,000-\$179,999.99	229	256	374									
\$180,000-\$199,999.99	196	224	275									
\$200,000-\$249,999.99	358	394	534									
\$250,000-\$299,999.99	256	247	339									
\$300,000-\$399,999.99	226	253	337									
\$400,000-\$499,999.99	92	121	134									
\$500,000-\$549,999.99	21	35	32									
\$550,000-\$749,999.99	65	61	78									
\$750,000-\$999,999.99	27	28	31									
\$1,000,000-\$1,249,999.99	9	18	10									
\$1,250,000-\$1,499,999.99	8	10	13									
\$1,500,000-\$1,999,999.99	15	9	13									
\$2,000,000-\$2,299,999.99	9	6	8									
\$3,000,000-Over	5	7	5									
<b>Totals</b>	<b>3,664</b>	<b>4,171</b>	<b>5,917</b>									
<b>Average Price</b>	<b>\$192,044</b>	<b>\$184,824</b>	<b>\$168,188</b>									
<b>Median Price</b>	<b>\$140,000</b>	<b>\$134,000</b>	<b>\$125,000</b>									

Source: ARMLS Single Family Detached

## Maricopa County: List Price/Sale Price Percentage Distressed Sales Vs Non-Distressed Sales

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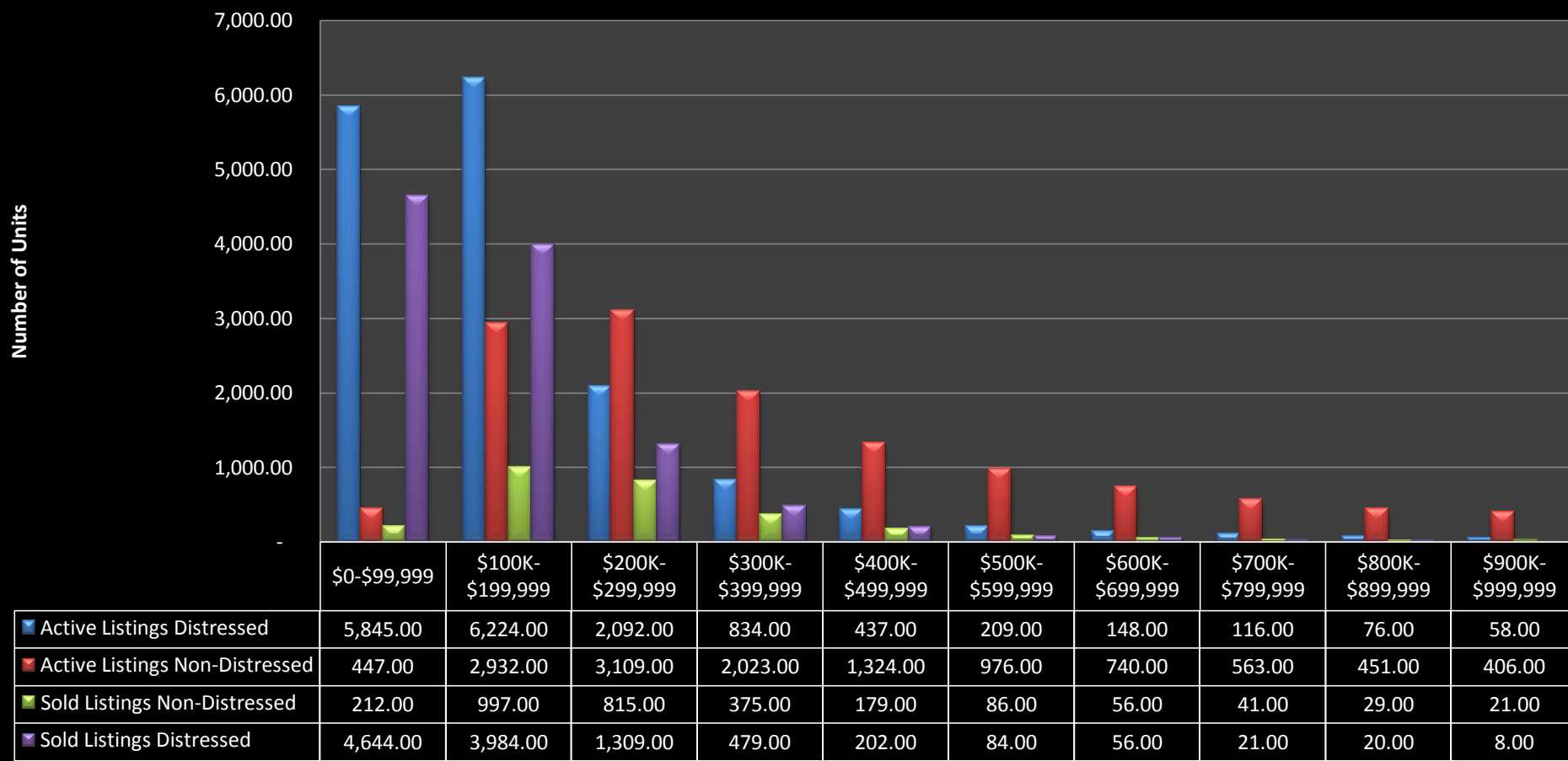
**Graph Home Sales by Price Range:** This spreadsheet illustrates units sold by price range for Maricopa County with the highest sales volumes being below \$400,000. It also shows that there is activity in the upper end of the market with increasing volumes in the price ranges between \$400,000 and \$999,999.99.

**Graph List Price to Sale Price Percentage by Distressed and Non-Distressed Sales Maricopa County:** This graph illustrates the comparison of the percentage of Sale Price versus List Price between “Distressed” & “Non-Distressed” sales. According to these numbers it appears that on an average the “Distressed” sales are getting accepted offers closer to the List Price whereas the “Non-Distressed” sales on an average are getting less. There could be several reasons for these differences; the “Distressed” properties are pricing the homes more aggressively in the market place, there also seems to be a trend where REO and Short Sales properties are agreeing to pay for buyer assistances. One thing to note is in the markets with higher volumes of “Distressed” listings it is important to count “Distressed” properties as competition when sellers consider the price that they should list their home for and over pricing their home could cost them more money in the long run.

First Quarter 2009 Listing Comparisons: by Price Range:

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1st Quarter Maricopa County Listing Comparison



**First Quarter Listing Comparison for Maricopa County:** This graph illustrates the comparison by price range Active “Distressed” Listings, Active “Non-Distressed Listings”, Sold “Non-Distressed” Listings and Sold “Distressed” Listings by price range. It shows the highest volumes of Active and Sold lists are below \$300,000 with the highest percentage of these sales being “Distressed” sales. However it is important to note that we are seeing increasing volumes in the price ranges above \$300,000 and many of these sales are not “Distressed”.