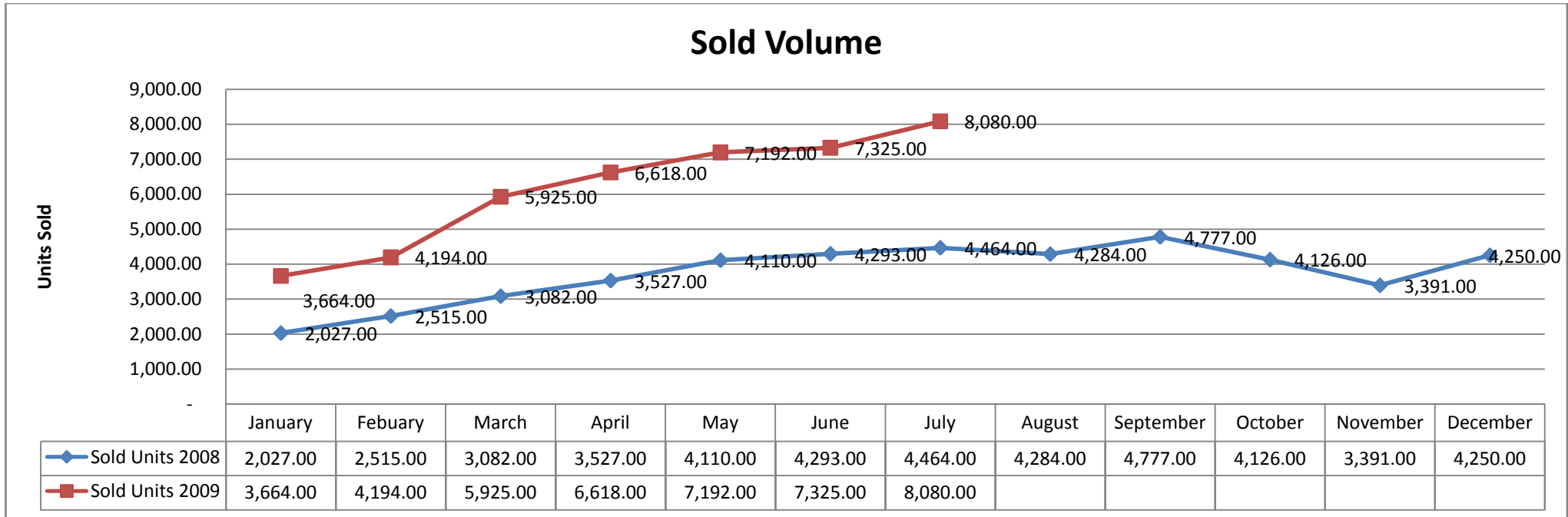


Yearly Market Comparison by Volume of Sales

Maricopa County 2008 to 2009

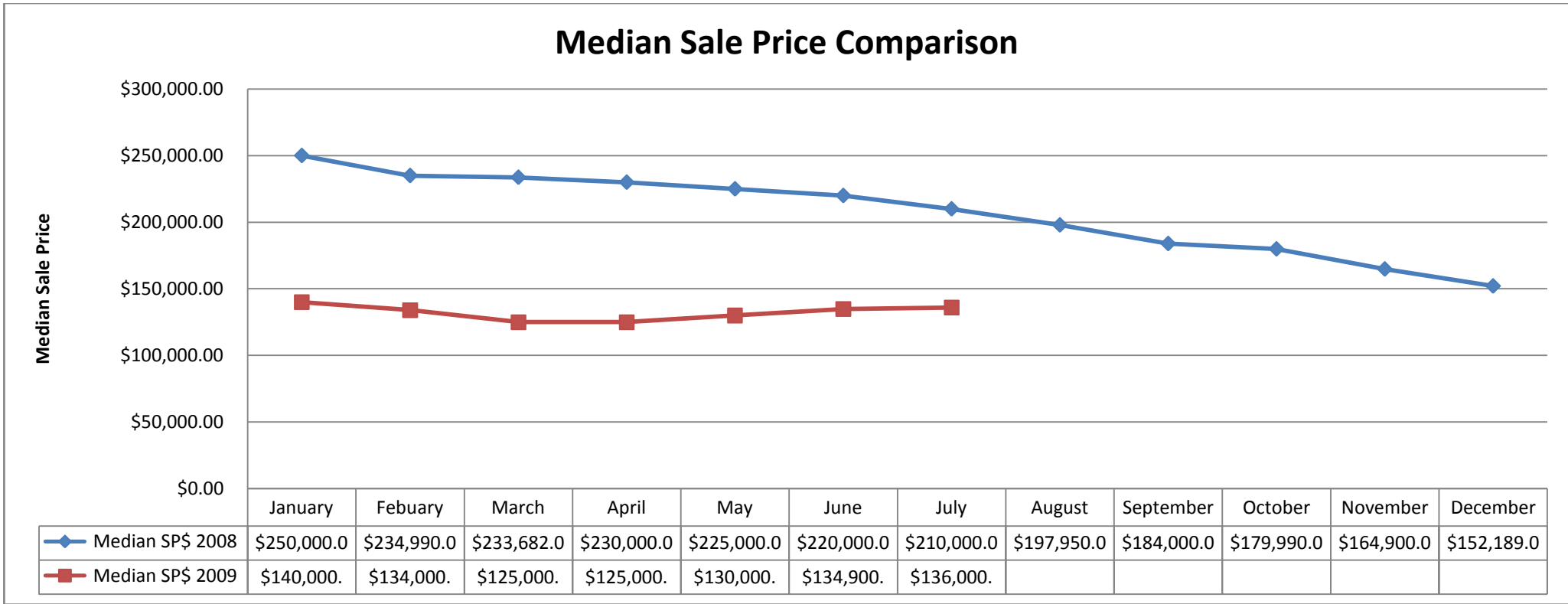


July 2009 total sold volume for Maricopa County is showing the continuing trend of increasing unit sales as we have seen throughout the year. This continuing trend of increasing sales is also being seen in the individual markets throughout the valley. According to the National Association of Realtors the Re-Sale housing sales are up 14% marking the highest increase since October 2007. This report also indicates that housing starts and permit applications for new homes has also increased nationally by 4%. While the increasing volumes of housing sale is good news to otherwise struggling markets we still have a long way to go before we see full recovery. We are still seeing the highest volumes of sales below the \$200,000 price ranges and over 50% of the market is still distressed-sales. In order to compete in this market agents are finding that they have to become well versed in selling REO and Short-Sale listings as well as managing the **expectations** of their clients.

Data from ARMLS July 2009 single family, detached homes

Yearly Market Comparison by Median Price of Sales

Maricopa County



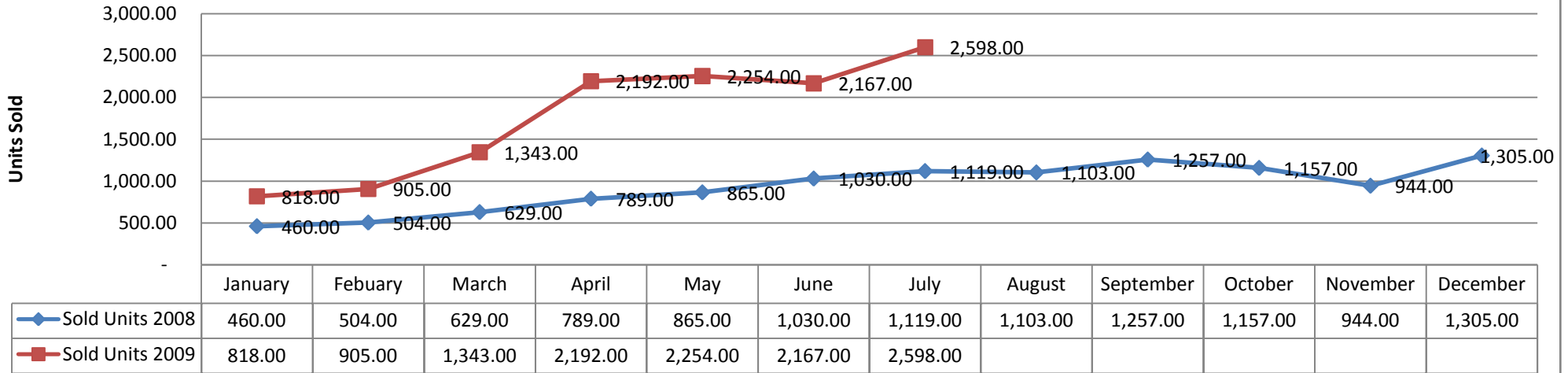
A July Median home price indicates a very small increase in prices and is also being reflected in most of the markets across the valley. However this trend seems to be on a very gradual climb and we still have a long way to go to get back to the pricing we saw even a year ago. The primary reason for the slow increase in prices is because of the increasing volume of sales below \$200,000 and the majority of these sales are distressed sales. However many first time home buyers are able to take advantage of the lower prices along with the Federal Tax Credits programs. According to the National Association of Realtors across the country markets are seeing as much as a 12% increase in first time home buyer sales. So now might be a good time for agents to educate themselves on some of the new local and national first time home buyer programs.

Data From: ARMLS July 2009 single family detached homes

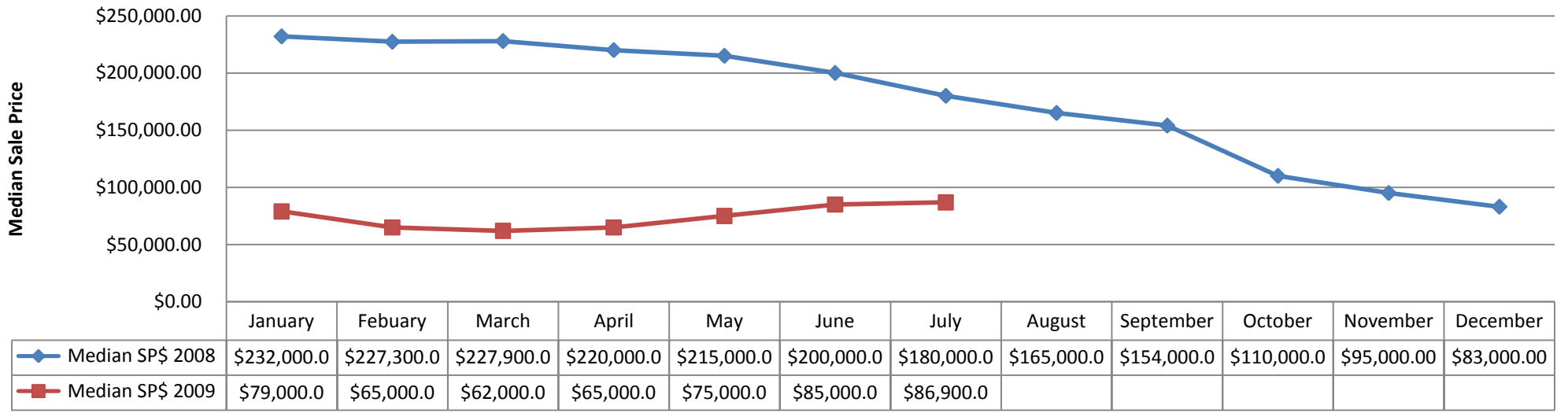
Yearly Market Comparison

Phoenix 2008 to 2009

Sold Volume

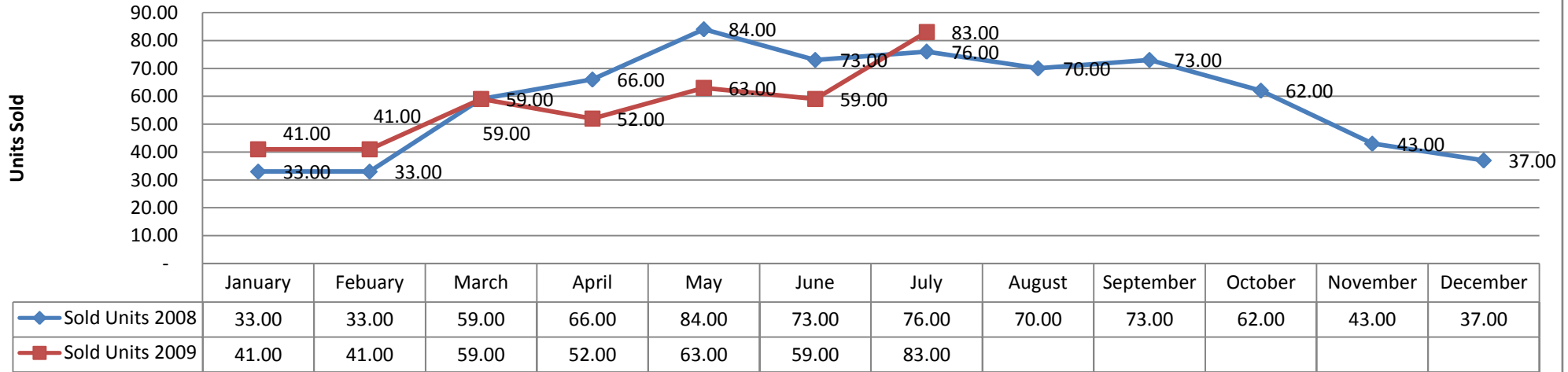


Median Sale Price Comparison

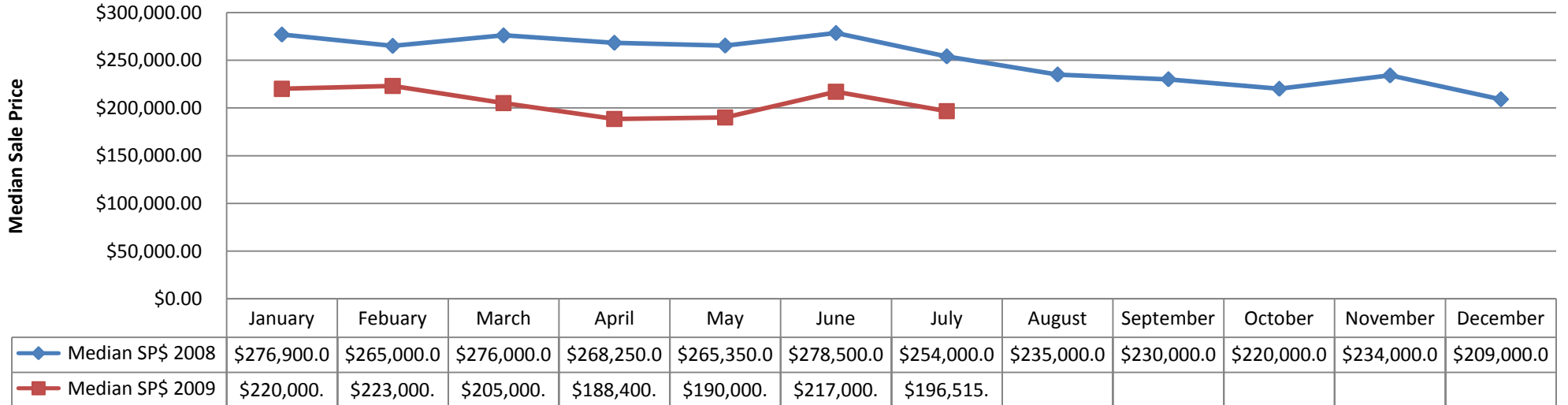


Yearly Market Comparison Anthem 2008 to 2009

Sold Volume

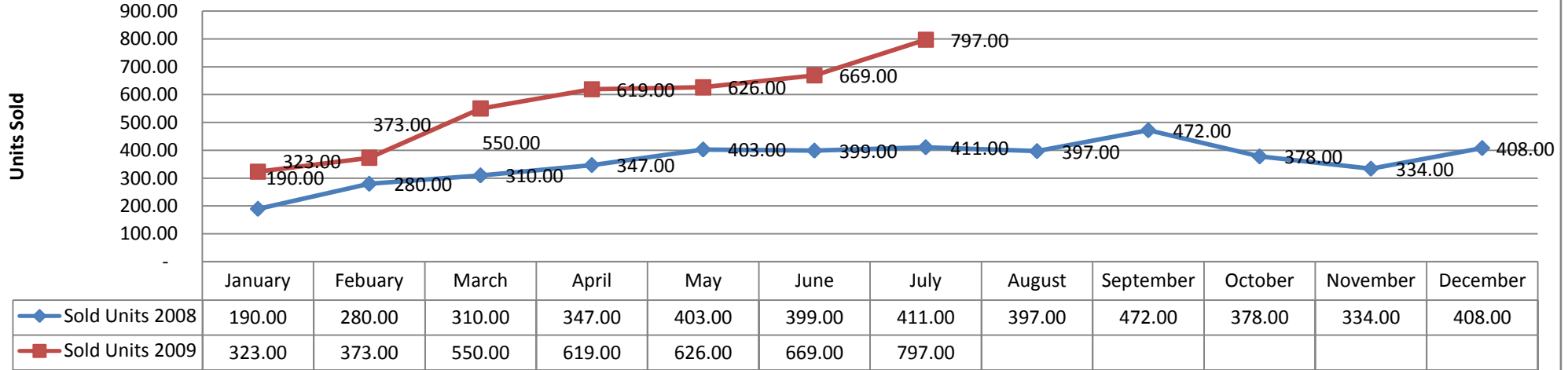


Median Sale Price Comparison

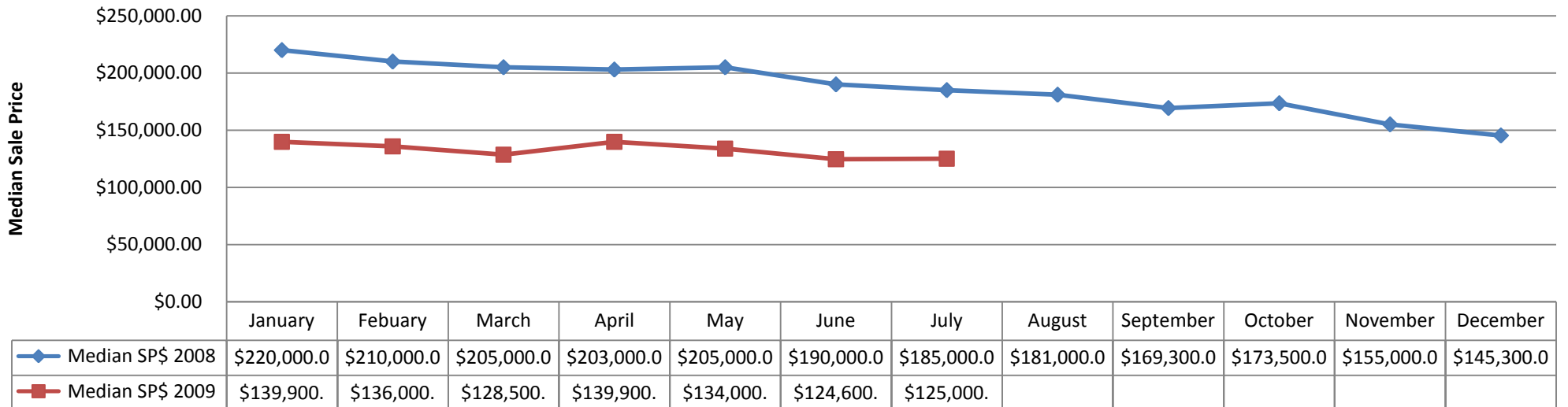


Yearly Market Comparison Mesa 2008 to 2009

Sold Volume

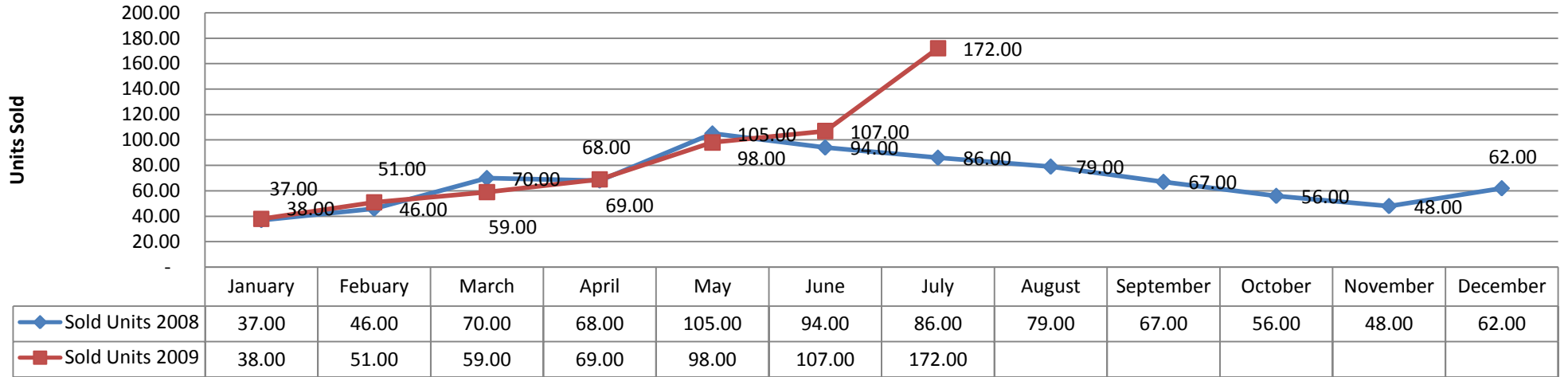


Median Sale Price Comparison

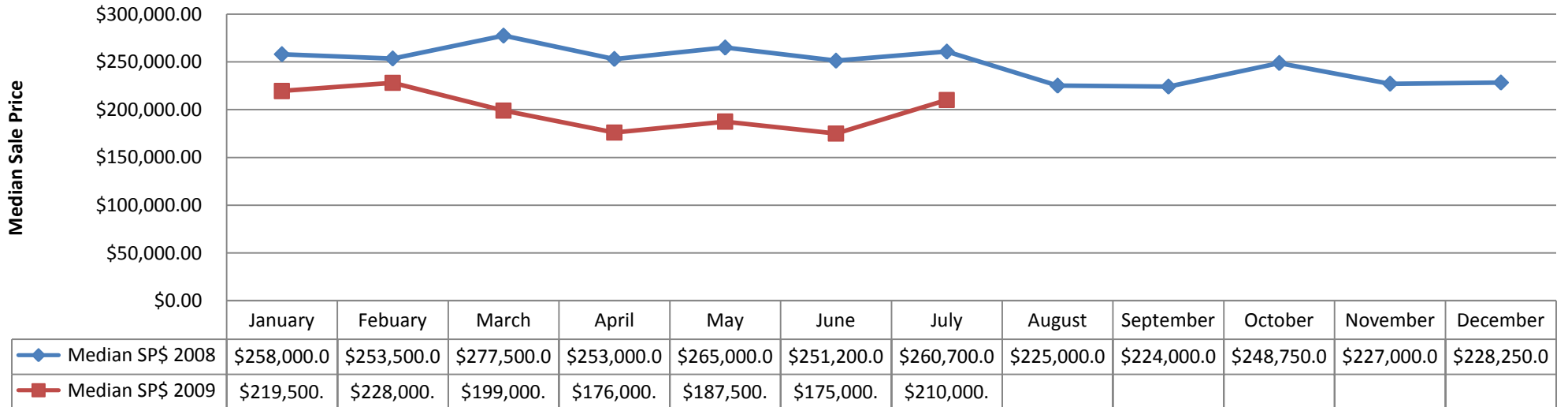


Yearly Market Comparison Tempe 2008 to 2009

Sold Volume

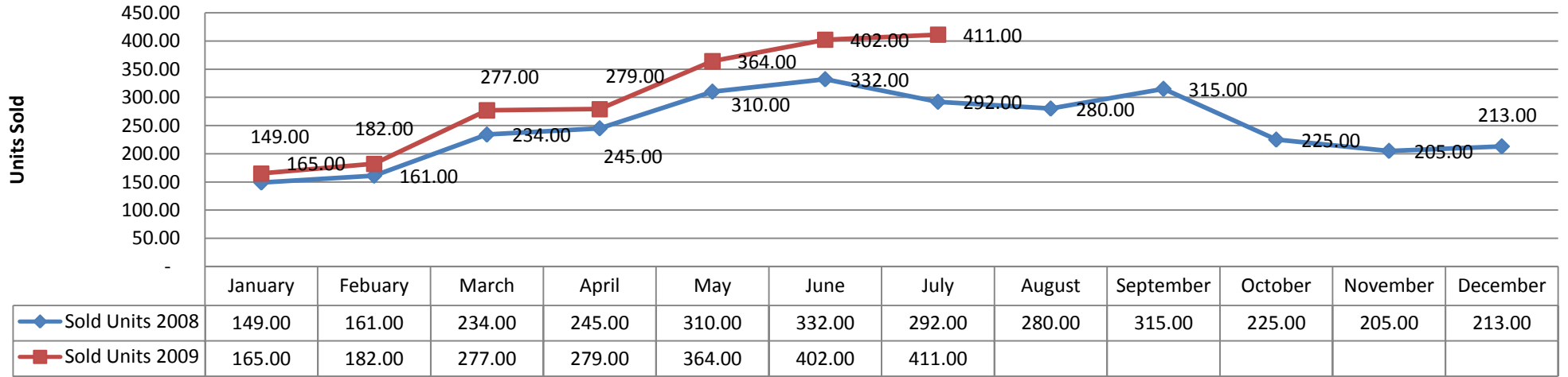


Median Sale Price Comparison

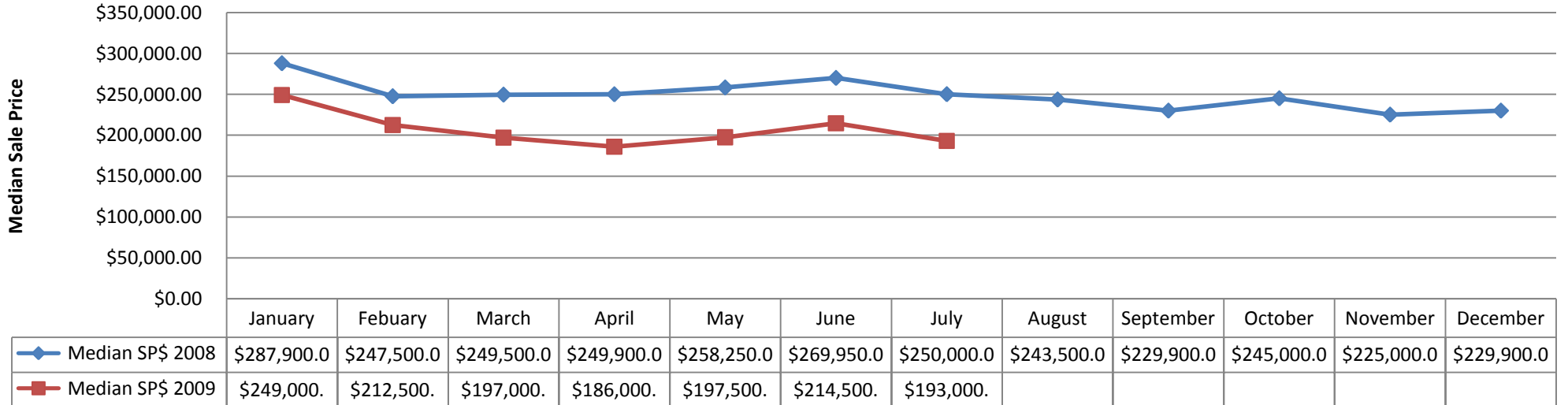


Yearly Market Comparison Chandler 2008 to 2009

Sold Volume

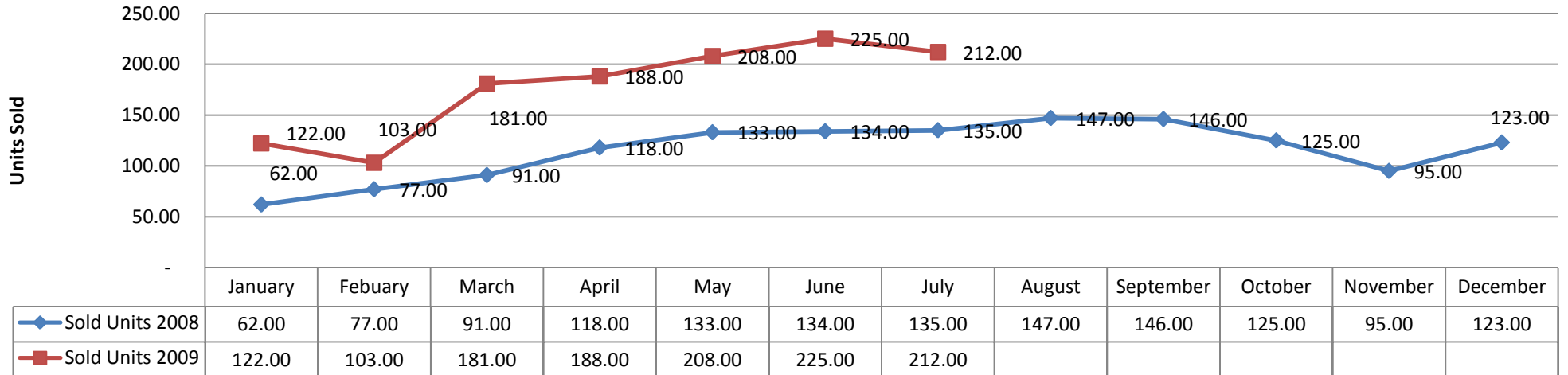


Median Sale Price Comparison

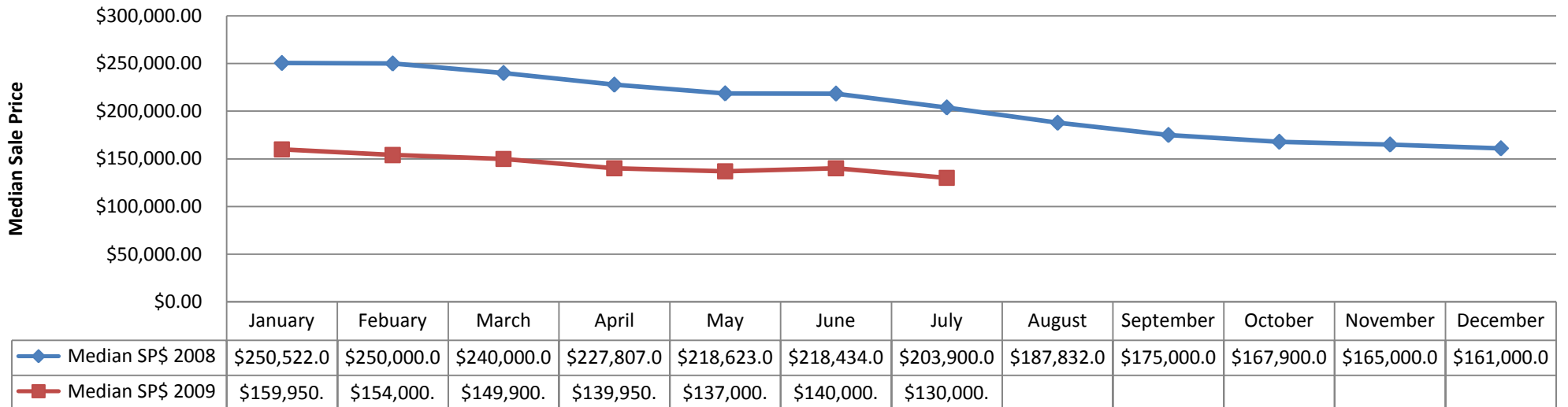


Yearly Comparison Goodyear 2008 to 2009

Sold Volume

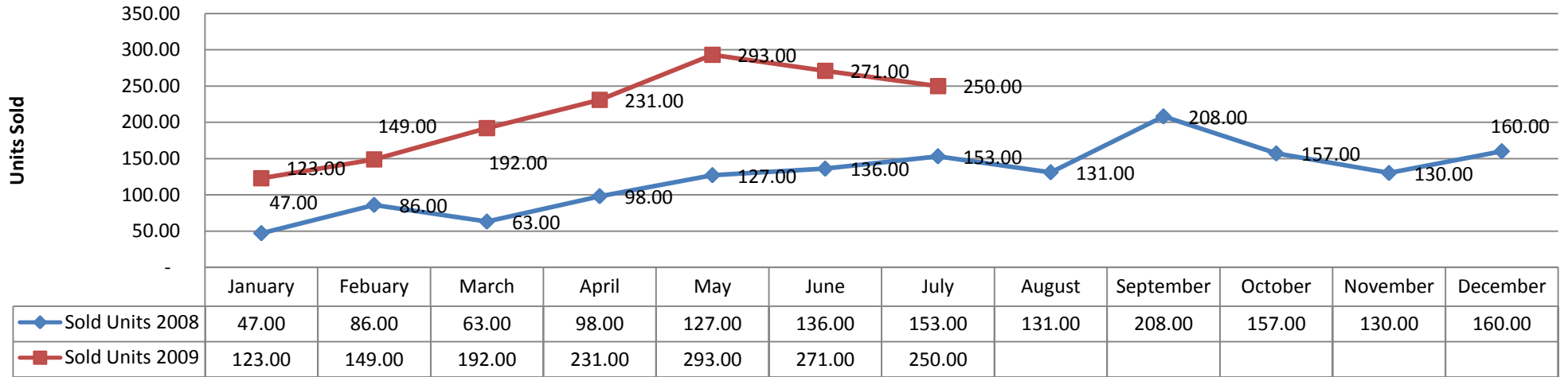


Median Sale Price Comparison

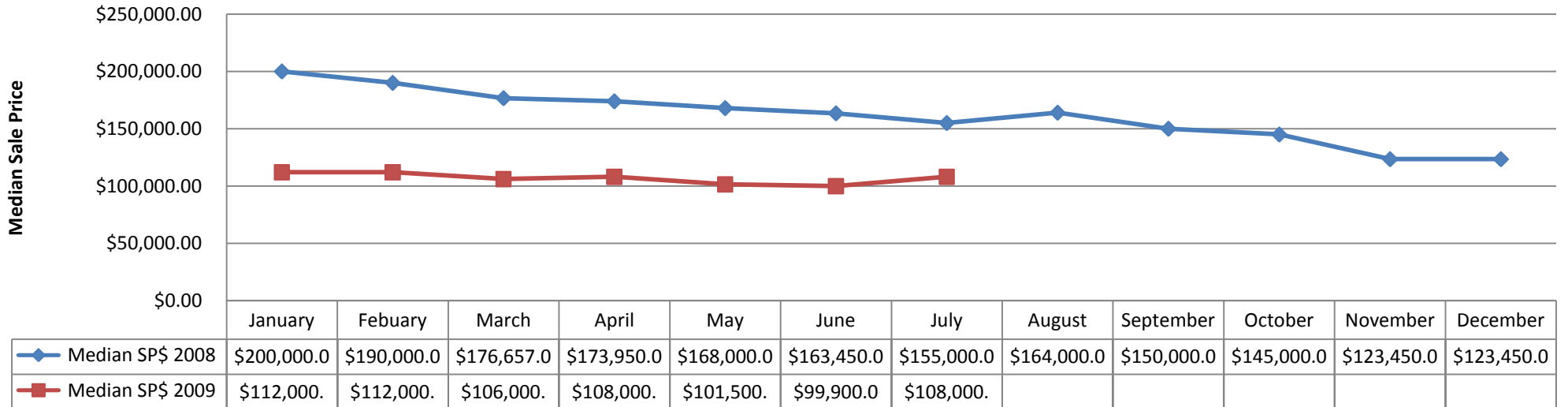


Yearly Market Comparison Avondale 2008 to 2009

Sold Volume

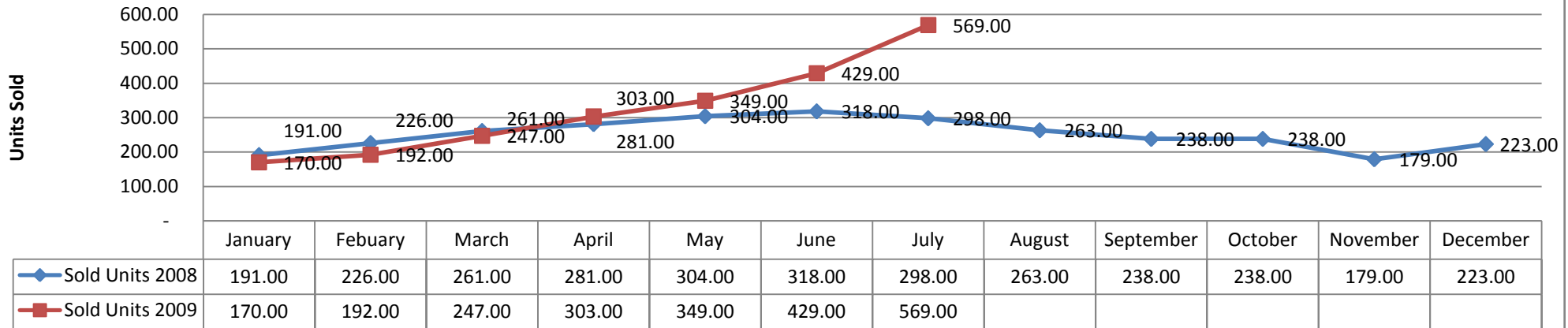


Median Sale Price Comparison

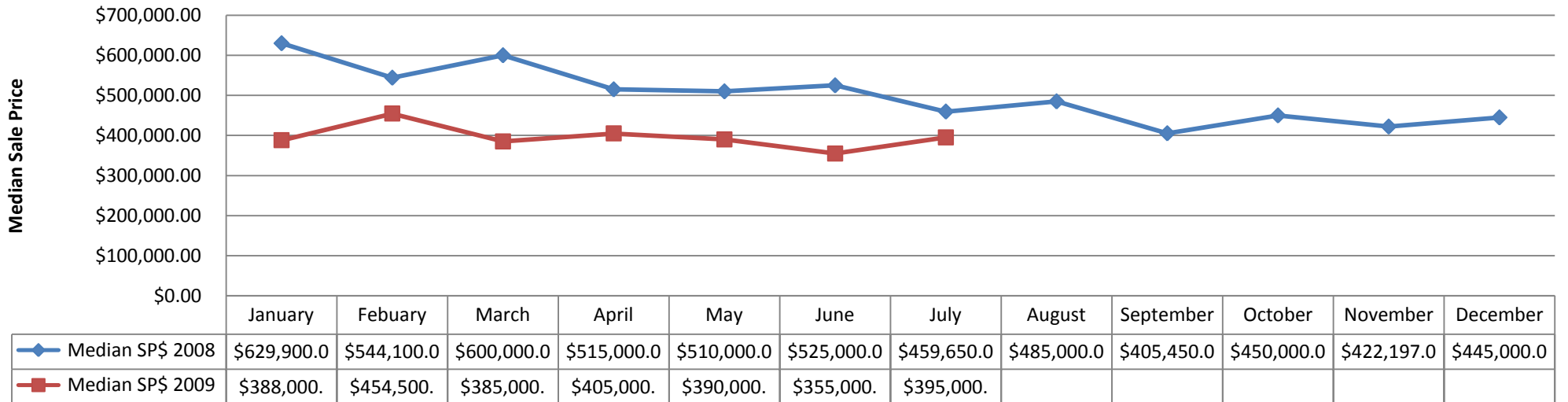


Yearly Market Comparison Scottsdale 2008 to 2009

Sold Volume



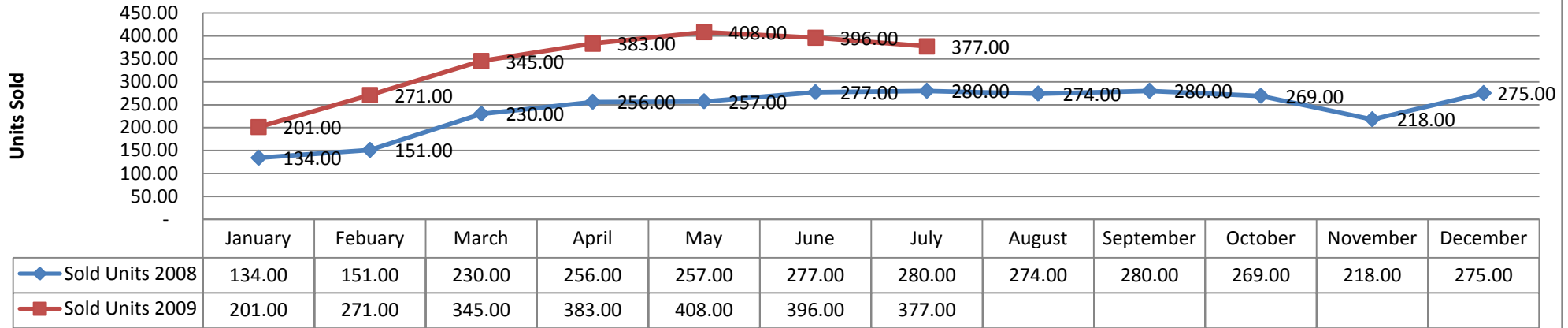
Median Sale Price Comparison



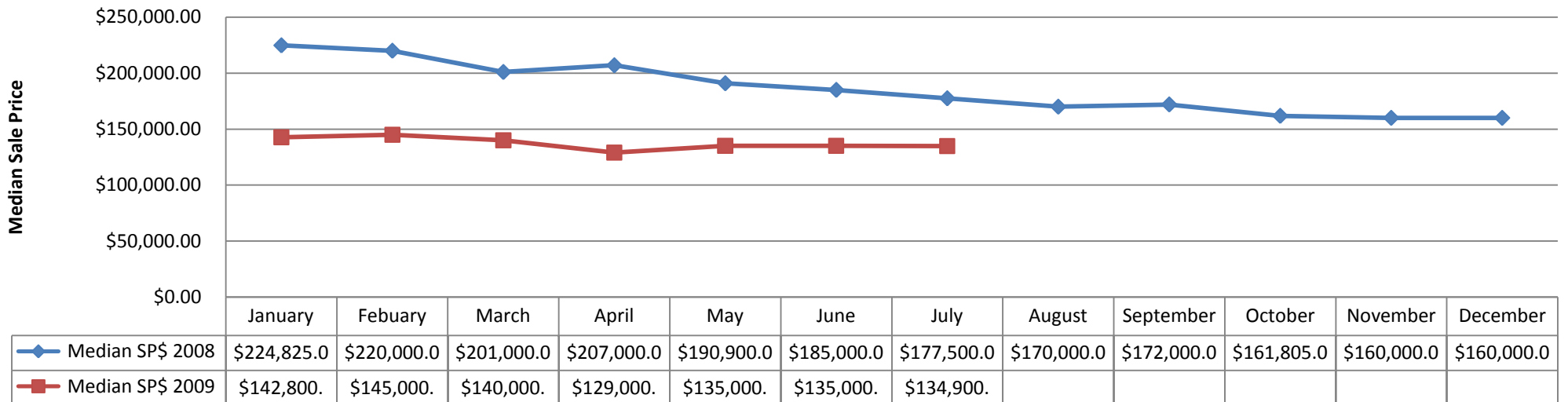
Yearly Market Comparison

Surprise 2008 to 2009

Sold Volume



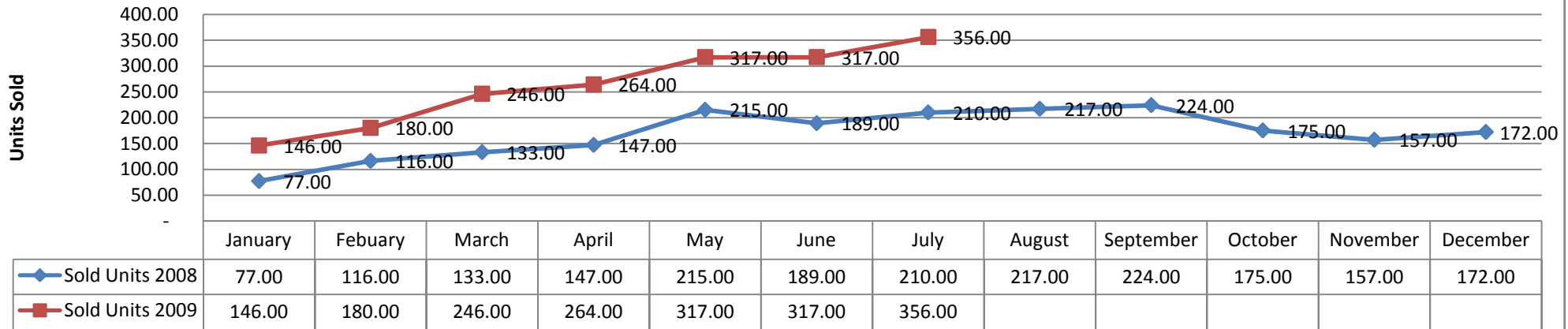
Median Sale Price Comparison



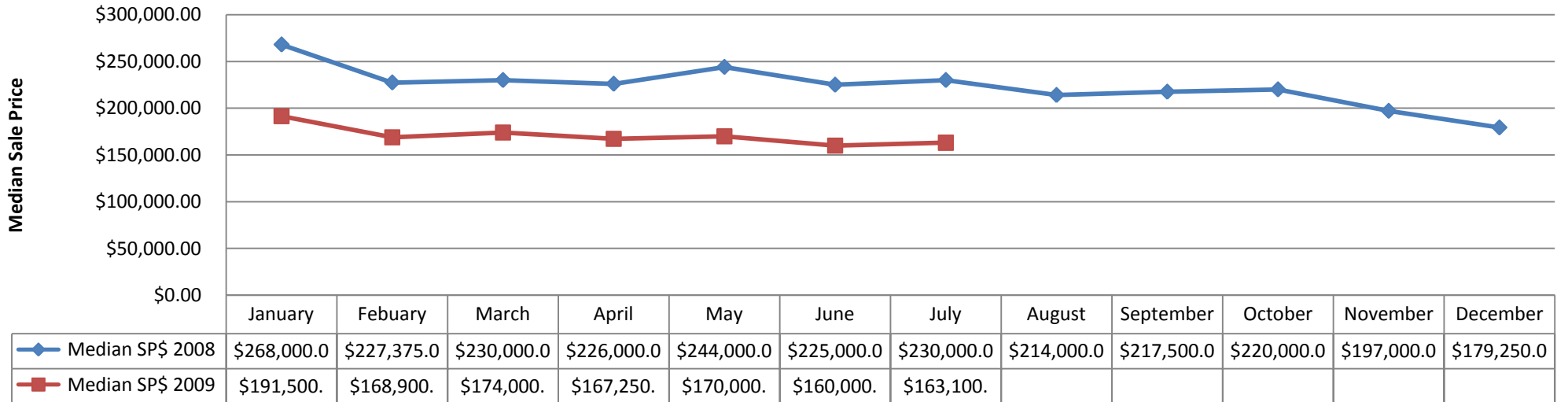
Yearly Market Comparison

Peoria 2008 to 2009

Sold Volume



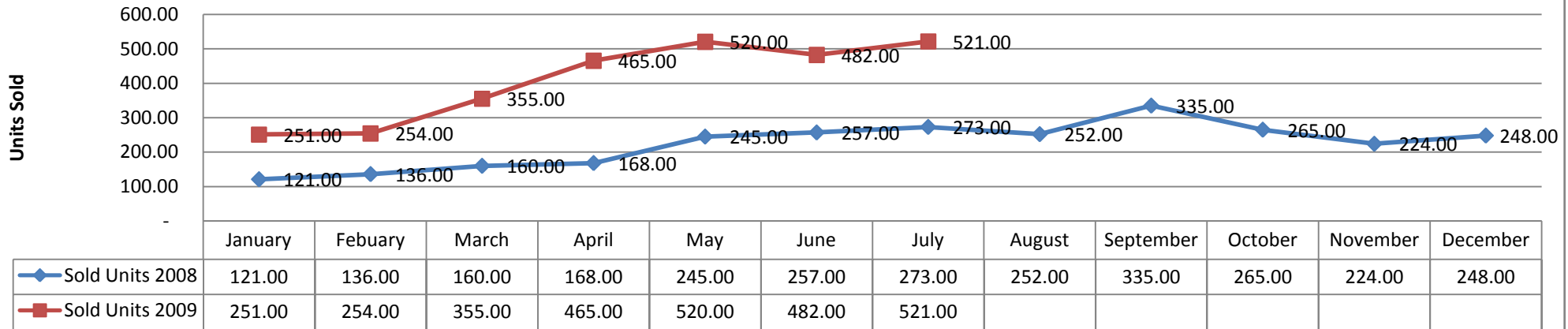
Median Sale Price Comparison



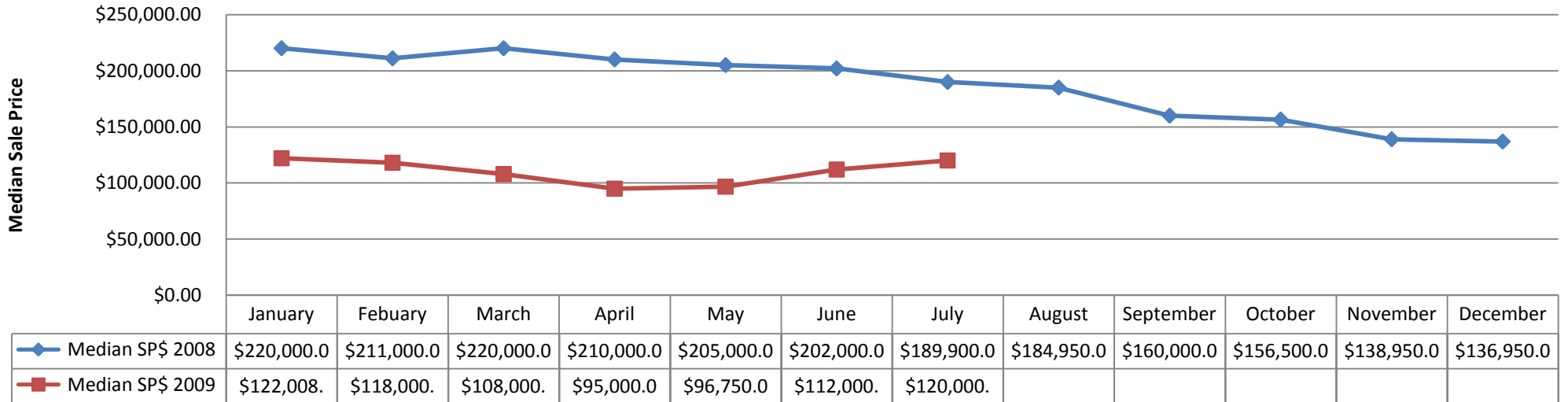
Yearly Market Comparison

Glendale 2008 to 2009

Sold Volume



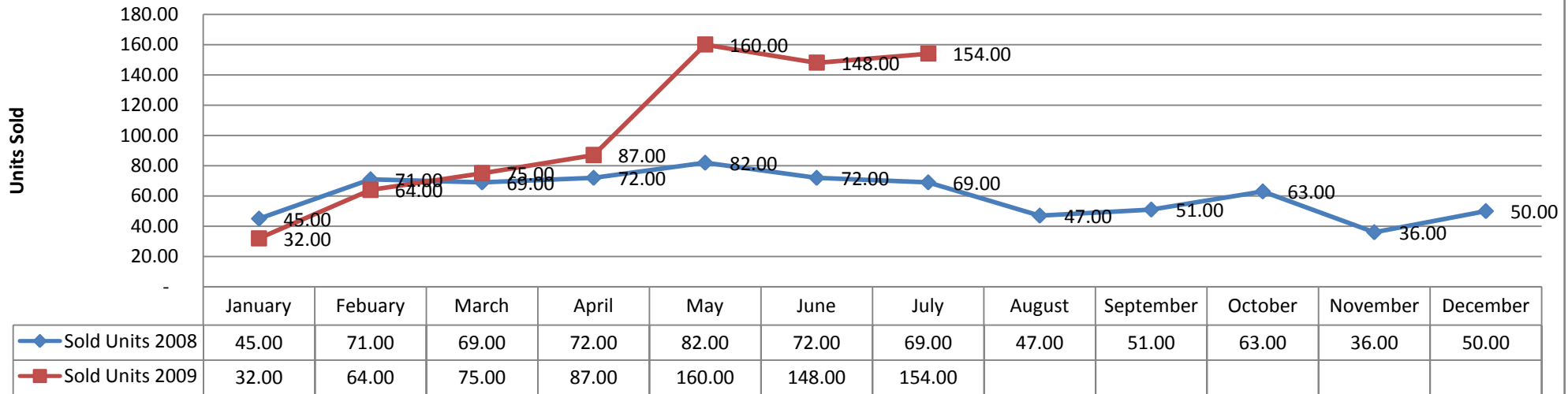
Median Sale Price Comparison



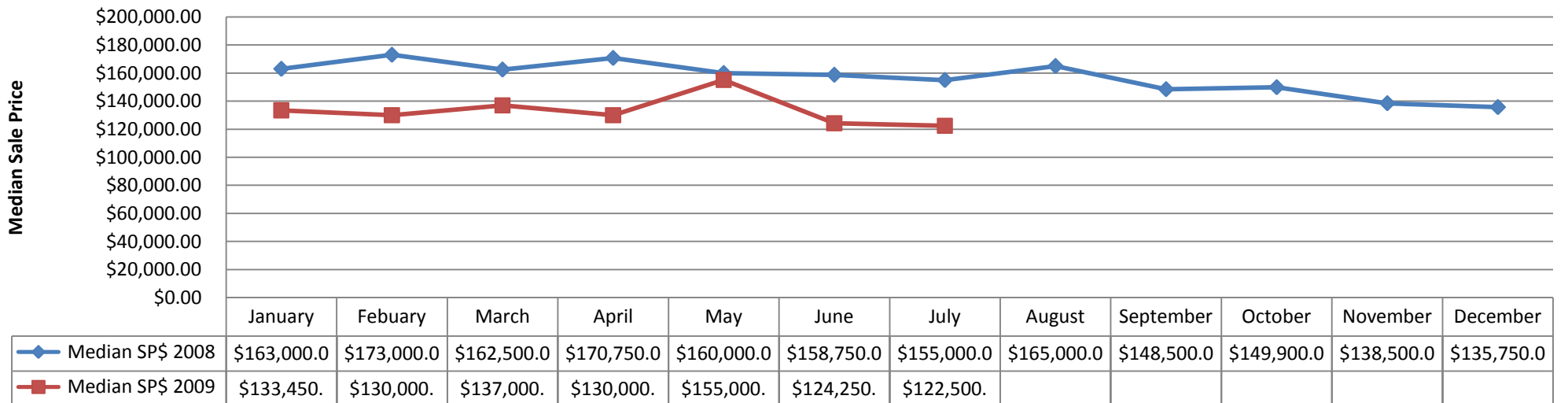
Yearly Market Comparison

Sun City 2008 to 2009

Sold Volume



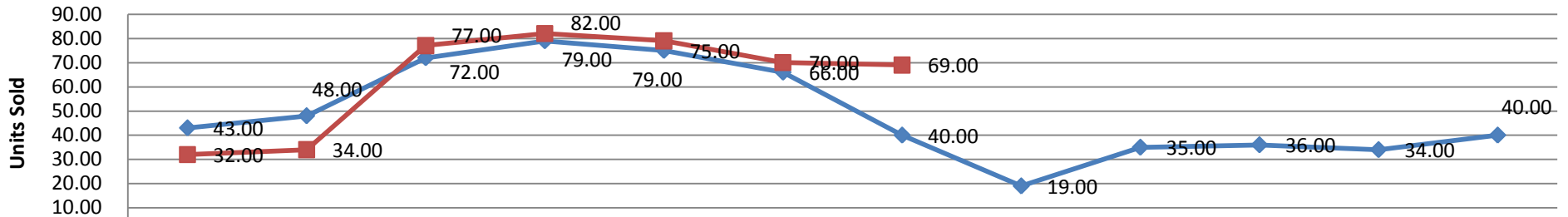
Median Sale Price Comparison



Yearly Market Comparison

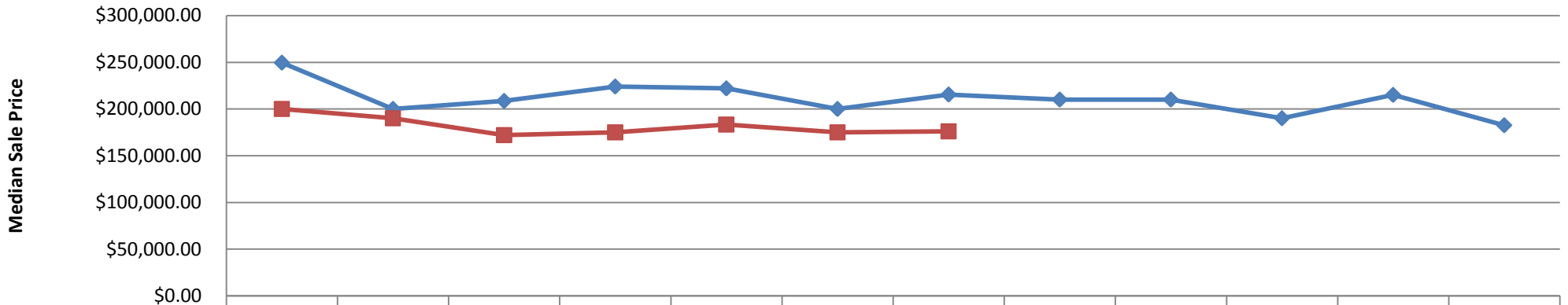
Sun City West 2008 to 2009

Sold Volume



	January	February	March	April	May	June	July	August	September	October	November	December
◆ Sold Units 2008	43.00	48.00	72.00	79.00	75.00	66.00	40.00	19.00	35.00	36.00	34.00	40.00
■ Sold Units 2009	32.00	34.00	77.00	82.00	79.00	70.00	69.00					

Median Sale Price Comparison

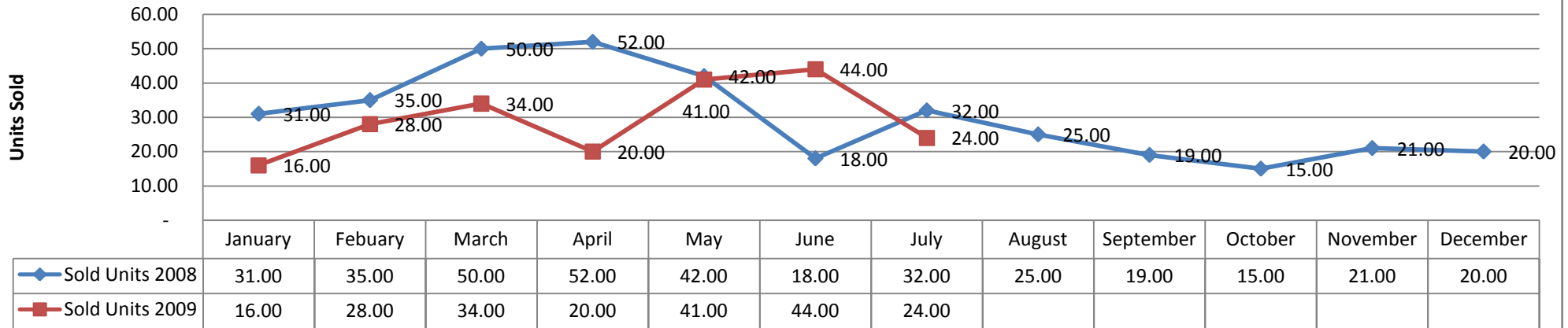


	January	February	March	April	May	June	July	August	September	October	November	December
◆ Median SP\$ 2008	\$249,500.0	\$200,000.0	\$208,500.0	\$224,000.0	\$222,000.0	\$199,950.0	\$215,450.0	\$210,000.0	\$210,000.0	\$190,000.0	\$215,000.0	\$182,500.0
■ Median SP\$ 2009	\$200,000.0	\$190,000.0	\$172,000.0	\$175,000.0	\$183,250.0	\$175,000.0	\$176,000.0					

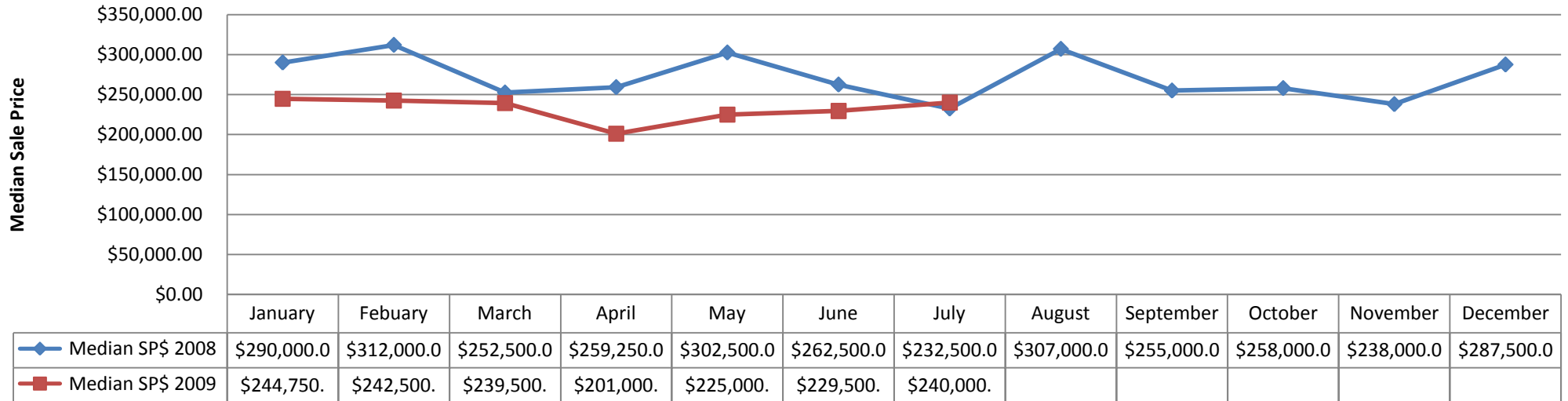
Yearly Market Comparison

Sun City Grand 2008 to 2009

Sold Volume



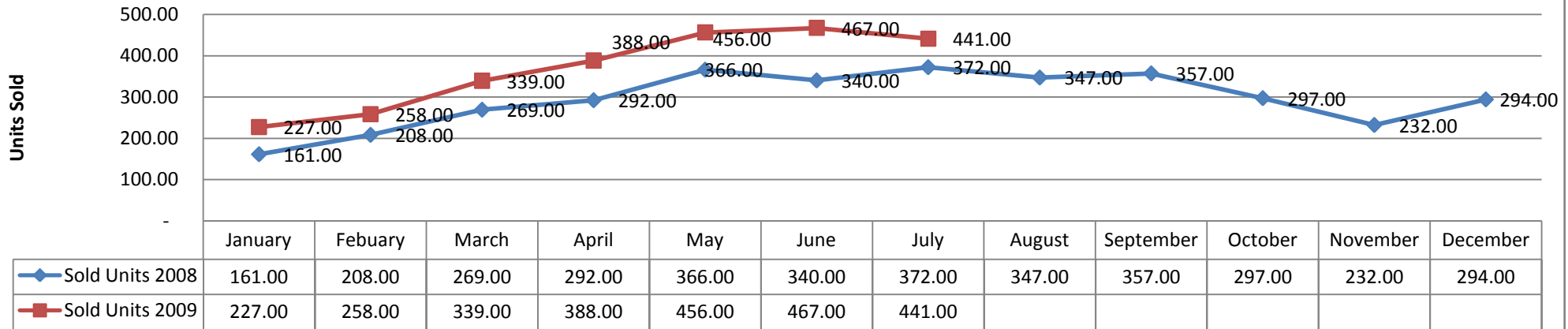
Median Sale Price Comparison



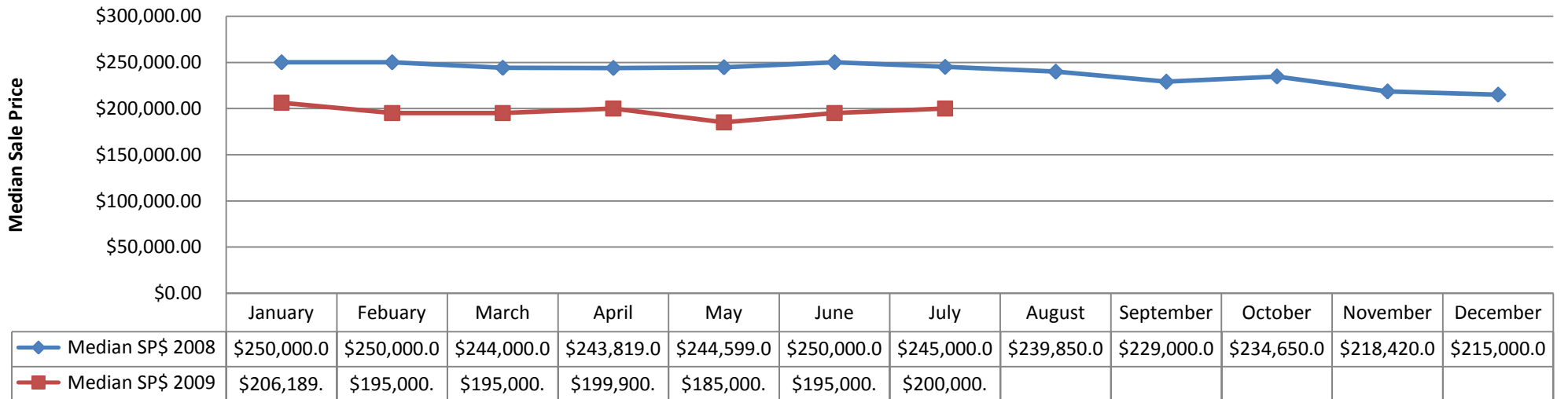
Yearly Market Comparison

Gilbert 2008 to 2009

Sold Volume



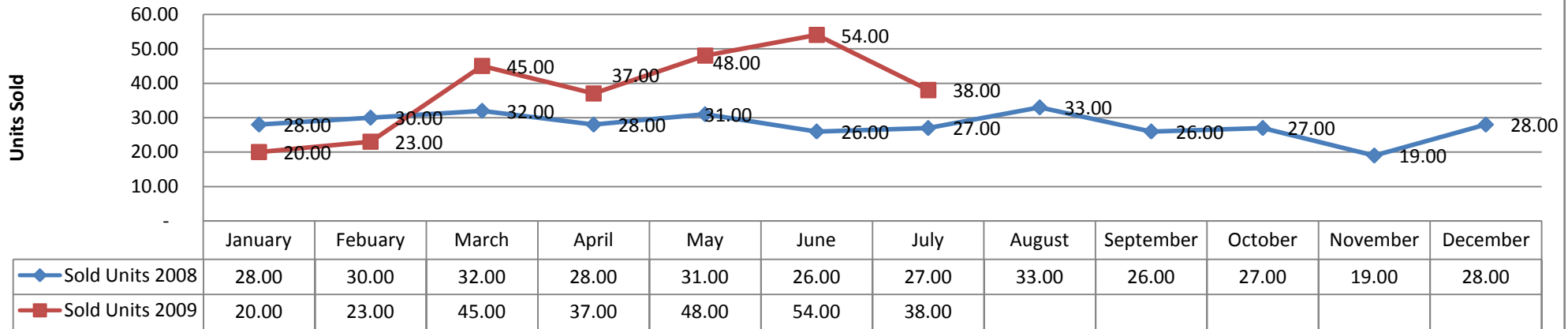
Median Sale Price Comparison



Yearly Market Comparison

Fountain Hills 2008 to 2009

Sold Volume



Median Sale Price Comparison

