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Russ Lyon Sotheby's International Realty

# PRIVATE CLIENT GROUP

A STATISTICAL RECAP - DECEMBER 31, 2011

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		Zip Code / Area Geography						
New Listings - Distressed		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
12/01/11 - 12/31/11		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale"North"	Scottsdale"South"	
\$750,000	\$999,999	0	0	0	3	2	1	6
\$1,000,000	\$1,499,999	0	1	0	1	1	0	3
\$1,500,000	\$1,999,999	0	1	0	1	0	0	2
\$2,000,000	\$2,499,999	0	0	0	0	0	0	0
\$2,500,000	\$2,999,999	0	0	0	0	0	0	0
\$3,000,000	\$3,999,999	0	0	0	0	0	0	0
\$4,000,000	\$4,999,999	0	0	0	0	0	0	0
\$5,000,000	up	0	0	0	0	0	0	0
<b>Total</b>		0	2	0	5	3	1	11
<b>Average "List Price"</b>		\$0	\$1,450,000	\$0	\$1,044,644	\$999,667	\$950,000	\$1,097,475

		Zip Code / Area Geography						
Closed Escrows - Distressed		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
12/01/11 - 12/31/11		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale"North"	Scottsdale"South"	
\$750,000	\$999,999	0	5	0	3	1	0	9
\$1,000,000	\$1,499,999	0	1	0	2	3	0	6
\$1,500,000	\$1,999,999	0	4	0	0	0	0	4
\$2,000,000	\$2,499,999	0	0	0	0	0	0	0
\$2,500,000	\$2,999,999	0	0	0	0	0	0	0
\$3,000,000	\$3,999,999	0	0	0	1	0	0	1
\$4,000,000	\$4,999,999	0	0	0	0	0	0	0
\$5,000,000	up	0	0	0	0	0	0	0
<b>Total</b>		0	10	0	6	4	0	20
<b>Average "Sales Price"</b>		\$0	\$1,331,930	\$0	\$1,371,500	\$1,102,500	\$0	\$1,297,915
<b>Percent List Price vs Sales Price</b>		0%	92%	0%	96%	97%	0%	94%
<b>Average Price Per Square Foot</b>		\$0	\$227	\$0	\$224	\$177	\$0	\$216
<b>Average "Days on Market"</b>		0	338	0	302	197	0	299

		Zip Code / Area Geography						
Closed Escrows YTD - Distressed		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
01/01/2011- 12/31/2011		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale"North"	Scottsdale"South"	
\$750,000	\$999,999	0	26	14	48	24	2	114
\$1,000,000	\$1,499,999	2	28	3	26	16	0	75
\$1,500,000	\$1,999,999	1	17	0	7	1	0	26
\$2,000,000	\$2,499,999	1	9	0	1	0	0	11
\$2,500,000	\$2,999,999	0	1	0	0	0	1	2
\$3,000,000	\$3,999,999	0	3	0	2	3	0	8
\$4,000,000	\$4,999,999	0	0	0	0	0	0	0
\$5,000,000	up	0	0	0	0	0	0	0
<b>Total</b>		4	84	17	84	44	3	236
<b>Average "Sales Price"</b>		\$1,462,500	\$1,414,541	\$896,522	\$1,107,729	\$1,156,910	\$1,444,833	\$1,221,187
<b>Percent List Price vs Sales Price</b>		88%	93%	98%	95%	96%	97%	95%
<b>Average Price Per Square Foot</b>		\$244	\$234	\$245	\$219	\$186	\$210	\$220
<b>Average "Days on Market"</b>		306	262	205	256	243	248	253

Prior Year		Zip Code / Area Geography						
Closed Escrows - Distressed		85016	85253	85018 & 85251	85255	85259 & 85260*	85258*	Total
1/01/2010 - 12/31/2010		Biltmore	Paradise Valley	Arcadia	Pinnacle Peak	Scottsdale"North"	Scottsdale"South"	
\$750,000	\$999,999	3	22	16	36	29	0	106
\$1,000,000	\$1,499,999	1	32	7	16	15	1	72
\$1,500,000	\$1,999,999	1	14	2	7	3	0	27
\$2,000,000	\$2,499,999	0	7	0	4	2	1	14
\$2,500,000	\$2,999,999	0	9	0	0	0	0	9
\$3,000,000	\$3,999,999	0	7	0	1	0	0	8
\$4,000,000	\$4,999,999	0	2	0	0	0	0	2
\$5,000,000	up	0	0	0	1	0	0	1
<b>Total</b>		5	93	25	65	49	2	239
<b>Average "Sales Price"</b>		\$1,068,200	\$1,644,553	\$1,020,932	\$1,214,322	\$1,037,381	\$1,520,000	\$1,324,729
<b>Percent List Price vs Sales Price</b>		89%	92%	93%	94%	96%	86%	93%
<b>Average Price Per Square Foot</b>		\$252	\$253	\$255	\$224	\$185	\$264	\$231
<b>Average "Days on Market"</b>		364	335	228	288	216	234	286

\*85259 & 85260 = "Heart" of Scottsdale North / \* 85258 = "Heart" of Scottsdale South