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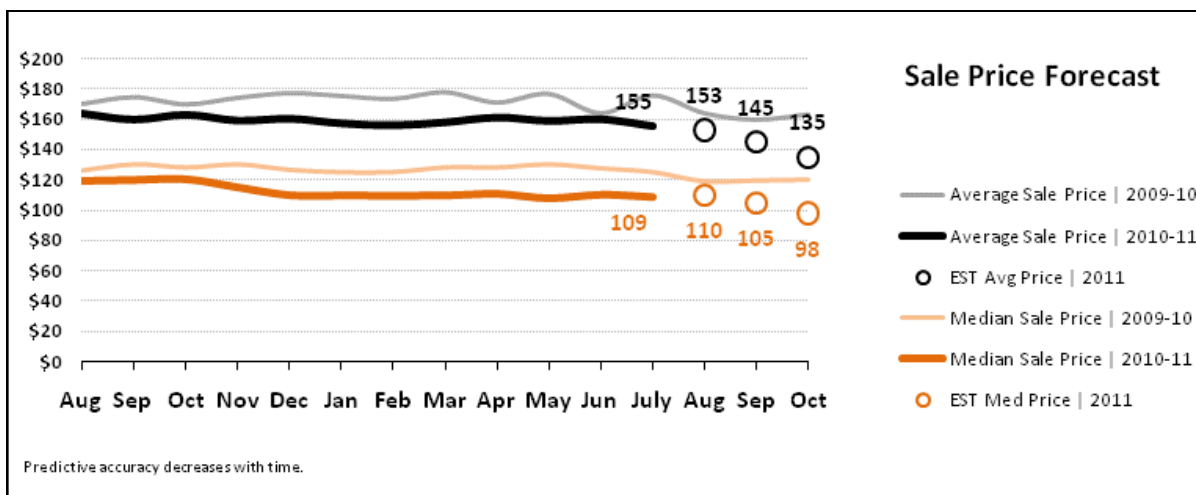
THE ARMLS PENDING PRICE INDEX™

The ARMLS Pending Price Index (PPI) is a metric unique to ARMLS which focuses on pending sales in the MLS system. By focusing on pending prices of properties yet to close, ARMLS is able to forecast pricing trends ninety days into the future. Naturally the predictive accuracy diminishes with time as fewer properties make up the pending pool.

The PPI scorecard last month was off by 3.4%, predicting an average sales price for July of \$158,200: the actual was \$152,800. The median of \$112,000 predicted last month came in only 1.79% off the mark at \$110,000.

This month’s prediction calls for a slight rise in the median sales price to \$110,000 in August, followed by a decline to \$105,000 in September and a drop again to \$98,000 in October. The median sales price has not dropped below \$100,000 this decade, but the market seems to be edging closer and closer to that benchmark. The average sales price predicted for the next ninety days is downward for all three months: \$152,800 for August, \$144,700 for September and \$134,900 in October.

The overall impression is that pricing is going to continue to languish. It took many months to get to where we are, and unfortunately, it will take many months to climb back.



PPI SUPPLEMENT

The PPI Supplement spotlights the number of pending contracts added to the MLS system in the current month. Data represents the average and median pending sales prices as well as units and their percentage of the total pending units for June in each specific price range.

Data is graphically presented in four month increments so that the reader is alerted to changes in the behavior of properties in given price ranges over time. June pendings in the \$50,000-\$100,000 price range show an upward tick from April to June. Metrics for properties above \$500,000 are delivered in chart format only. As the market recovers we should observe an increasing percentage of pendings in the higher ranges. Over time such sales will eventually move the actual median and average sales prices to higher levels.

Pending Contracts Signed in June				
Price Range	PPI Avg	PPI Med	PPI Units	Units % of Total
<=50,000	35,034	35,500	1,182	12.05%
50,001 - 100,000	76,285	76,000	3,383	34.48%
100,001 - 150,000	124,183	124,000	2,211	22.53%
150,001 - 200,000	174,474	174,900	1,174	11.96%
200,001 - 250,000	226,121	225,000	579	5.90%
250,001 - 300,000	275,536	275,000	415	4.23%
300,001 - 350,000	326,637	325,000	244	2.49%
350,001 - 400,000	377,258	375,000	166	1.69%
400,001 - 450,000	428,646	429,000	94	0.96%
450,001 - 500,000	480,188	480,000	77	0.78%
500,001 - 550,000	529,136	528,000	55	0.56%
550,001 - 600,000	575,513	571,000	32	0.33%
600,001 - 650,000	630,165	630,000	35	0.36%
650,001 - 700,000	681,452	680,000	21	0.21%
700,001 - 750,000	730,813	728,000	16	0.16%
>=750,001	1,172,629	985,000	128	1.30%

