

The message this month is Median Price.

For the first four months of 2012, the Median Price of a Single Family Home in the Greater Prescott Area is up 4.4% over the same period in 2011.

In fact, across the board, the median price for the first 4 months in Prescott, Prescott Valley, Chino Valley and the Entire Area is up compared with the median price in 2011 in all those areas.

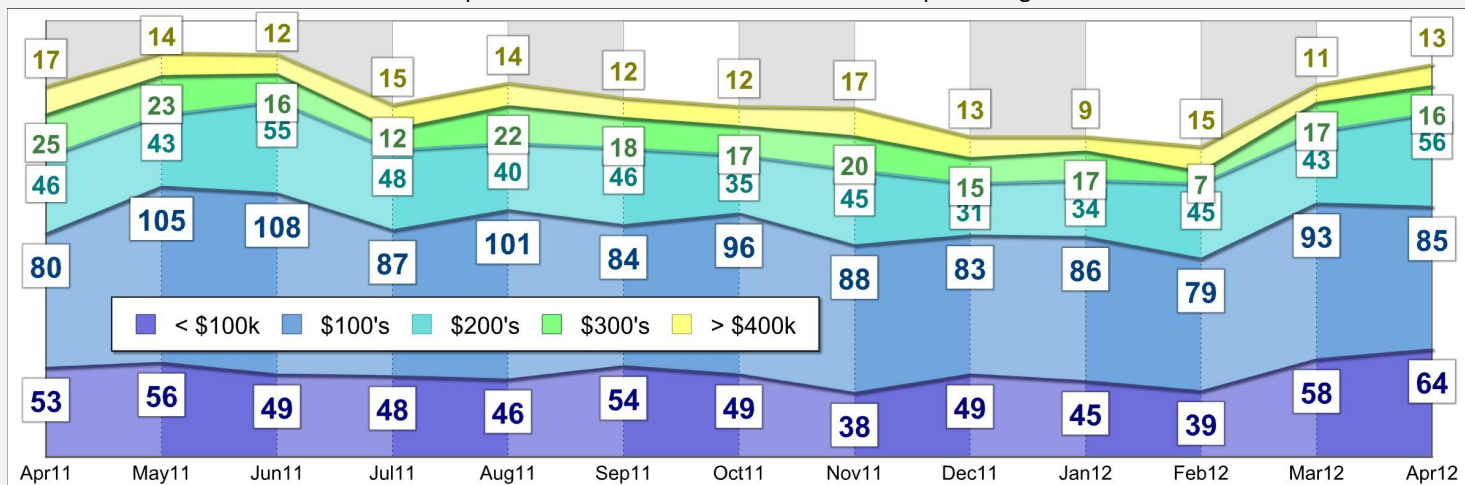
Our Real Estate market is certainly showing positive signs.

| Single Family Homes At A Glance | Prescott | | Entire Area | |
|------------------------------------|----------------------|--------------------|----------------------|--------------------|
| | Apr '12 (vs Apr '11) | 2012 (vs 2011 YTD) | Apr '12 (vs Apr '11) | 2012 (vs 2011 YTD) |
| Homes Sold | 97 (↓18%) | 356 (↓5.8%) | 234 (↓15.1%) | 984 (↑1.4%) |
| Median Sales Price | \$230k (↑2%) | \$220k (↑3.7%) | \$154.9k (↑11%) | \$141k (↑4.4%) |
| Sales Volume | \$25m (↓19%) | \$85.9m (↓12%) | \$43.7m (↓12.2%) | \$166m (↓2.6%) |
| Average Days on Market | 149 (↓20%) | 169(↓8.5%) | 135 (↓11.5%) | 154 (↑2.3%) |
| Active Listings | | | 1567 (↓28%) | |
| Months of Inventory | | | 6.6 (↓15%) | |

Conventional wisdom say when the Months of Inventory (number of listings divided by number of sales) is above 6, you have a Buyers Market (market conditions favor buyers), and below 6, you have a Sellers Market (market conditions favor sellers).



This chart shows the breakdown sales of Single Family Homes, in the Entire Greater Prescott Area, per price range for the last 13 months. The number in the boxes represent the number of homes sold in that price range that month.



On the right is a chart which shows the break down of listings and sales for April 2012, in terms of Normal (Owner Equity) listings, Short Sale Listings, and REO/Bank Owned Listings.

Below you will find charts for median price and land sales.

The median price chart compares YTD in 2012 with the median price for the entire year in previous years.

For the first 4 months of 2012, the Median price across the board (Prescott, Prescott Valley, Chino Valley, and the Entire Area) is up compared to 2011.

Land sales are starting to show a slight upswing.

