

Phoenix Area Market Analysis

2009



The Berg-Dobbles Team



2009	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
Less than \$100,000	118	219	321	337	249	192	160	141	135	111	109	124	2216
	214	254	402	415	413	282	277	194	188	162	146	165	3112
	167	224	329	395	375	316	316	250	196	210	158	181	3117
	146	212	291	361	356	312	302	274	229	239	182	218	3122
	164	192	310	412	435	406	356	325	294	284	218	287	3683
	205	212	350	415	476	488	450	395	361	364	324	314	4354
	199	222	351	423	529	521	463	410	403	410	361	399	4691
	215	244	382	420	424	453	399	401	354	377	383	399	4451
	1428	1779	2736	3178	3257	2970	2723	2390	2160	2157	1881	2087	28746
	33.3%	36.3%	39.7%	41.4%	39.3%	35.9%	34.1%	34.0%	31.2%	30.7%	29.0%	31.7%	34.9%
\$100,000 to \$200,000	454	478	656	727	781	778	780	681	697	760	692	707	8191
	413	471	631	628	706	725	784	696	700	797	775	666	7992
	363	379	524	569	599	629	612	570	583	662	547	546	6583
	251	288	431	453	529	534	511	450	504	495	499	441	5386
	214	244	309	337	385	399	389	349	384	360	325	341	4036
	1695	1860	2551	2714	3000	3065	3076	2746	2868	3074	2838	2701	32188
	39.6%	38.0%	37.0%	35.3%	36.2%	37.0%	38.5%	39.0%	41.4%	43.7%	43.8%	41.0%	39.1%
<\$200k Subtotal	72.9%	74.3%	76.6%	76.7%	75.5%	72.9%	72.6%	73.0%	72.6%	74.4%	72.8%	72.7%	74.0%
\$200,000 to \$300,000	382	423	564	607	693	746	761	666	643	606	638	565	7294
	270	255	360	398	418	467	440	379	374	378	329	373	4441
	652	678	924	1005	1111	1213	1201	1045	1017	984	967	938	11735
	15.2%	13.8%	13.4%	13.1%	13.4%	14.7%	15.0%	14.9%	14.7%	14.0%	14.9%	14.3%	14.2%
<\$300k Subtotal	88.1%	88.1%	90.0%	89.8%	88.9%	87.6%	87.6%	87.9%	87.3%	88.4%	87.8%	87.0%	88.2%
\$300,000 to \$400,000	239	266	348	382	471	511	464	418	410	378	380	399	4666
	5.6%	5.4%	5.0%	5.0%	5.7%	6.2%	5.8%	5.9%	5.9%	5.4%	5.9%	6.1%	5.7%
<\$400k Subtotal	93.7%	93.5%	95.1%	94.8%	94.6%	93.7%	93.4%	93.8%	93.2%	93.7%	93.6%	93.1%	93.9%
Greater than \$400,000	98	128	141	166	174	207	175	185	197	168	152	157	1948
	23	38	33	46	57	48	64	48	57	61	48	51	574
	70	68	84	90	91	137	146	86	94	99	95	111	1171
	31	30	33	42	61	50	61	57	53	51	59	63	591
	11	18	10	21	20	31	23	27	25	24	24	27	261
	8	11	13	13	15	13	25	10	18	8	12	15	161
	16	10	13	8	17	18	12	8	13	18	11	15	159
	9	8	8	8	8	12	14	11	9	10	8	14	119
	5	7	5	8	5	3	9	3	2	2	4	4	57
	271	318	340	402	448	519	529	435	468	441	413	457	5041
6.3%	6.5%	4.9%	5.2%	5.4%	6.3%	6.6%	6.2%	6.8%	6.3%	6.4%	6.9%	6.1%	
Total Sales	4285	4901	6899	7681	8287	8278	7993	7034	6923	7034	6479	6582	82376
Cash Purchases	1401	1872	2582	2956	3027	2870	2699	2363	2231	2117	2028	2329	28475
% of Total	33%	38%	37%	38%	37%	35%	34%	34%	32%	30%	31%	35%	35%
REO Sales	2881	3278	4709	5108	5349	4804	4246	3641	3331	3116	2637	2803	45903
	67.2%	66.9%	68.3%	66.5%	64.5%	58.0%	53.1%	51.8%	48.1%	44.3%	40.7%	42.6%	55.7%
Short Sales	396	444	690	774	947	1118	1344	1353	1363	1379	1325	1517	12650
	9.2%	9.1%	10.0%	10.1%	11.4%	13.5%	16.8%	19.2%	19.7%	19.6%	20.5%	23.0%	15.4%
Total Distressed Sales	3277	3722	5399	5882	6296	5922	5590	4994	4694	4495	3962	4320	58553
	76.5%	75.9%	78.3%	76.6%	76.0%	71.5%	69.9%	71.0%	67.8%	63.9%	61.2%	65.6%	71.1%