

Arizona Regional Multiple Listing Service, Inc.  
Home Sales Report  
GLENDALE-WEST MARICOPA BOARD OF REALTORS  
12/1/2003 - 12/31/2003

| PRICE CLASS<br>/TYPE   | Sales   |  |       |  |        | Listings    |        |
|--|---------|--|-------|--|--------|-------------|--------|
|  | 0-2     | 3  | 4+    |  | Total  | Residential | Condo  |
|  | Bedrm   | Bedrm  | Bedrm | Condo  | Units  | Listed      | Listed |
| \$19,999 or under  | 1       | 1  | 0     | 0  | 2      | 6           | 1      |
| \$20,000 - \$29,999  | 3       | 1  | 0     | 0  | 4      | 4           | 0      |
| \$30,000 - \$39,999  | 3       | 1  | 0     | 1  | 5      | 18          | 6      |
| \$40,000 - \$49,999  | 6       | 3  | 0     | 3  | 12     | 26          | 8      |
| \$50,000 - \$59,999  | 2       | 5  | 0     | 4  | 11     | 29          | 10     |
| \$60,000 - \$69,999  | 6       | 4  | 1     | 2  | 13     | 32          | 8      |
| \$70,000 - \$79,999  | 11      | 11   | 5     | 3  | 30     | 62          | 7      |
| \$80,000 - \$89,999  | 11      | 29   | 3     | 5  | 48     | 70          | 8      |
| \$90,000 - \$99,999  | 17      | 33   | 8     | 2  | 60     | 107         | 5      |
| \$100,000 - \$119,999  | 35      | 104  | 22    | 1  | 162    | 322         | 5      |
| \$120,000 - \$139,999  | 16      | 92   | 22    | 2  | 132    | 363         | 6      |
| \$140,000 - \$159,999  | 4       | 54   | 21    | 0  | 79     | 292         | 1      |
| \$160,000 - \$179,999  | 6       | 24   | 19    | 0  | 49     | 200         | 5      |
| \$180,000 - \$199,999  | 1       | 17   | 17    | 0  | 35     | 148         | 1      |
| \$200,000 - \$249,999  | 7       | 14   | 20    | 0  | 41     | 169         | 0      |
| \$250,000 - \$299,999  | 0       | 9  | 17    | 1  | 27     | 153         | 1      |
| \$300,000 - \$399,999  | 0       | 9  | 24    | 0  | 33     | 153         | 0      |
| \$400,000 - \$499,999  | 0       | 3  | 8     | 0  | 11     | 55          | 0      |
| \$500,000 OR OVER  | 1       | 1  | 1     | 0  | 3      | 74          | 0      |
| Totals   | 130     | 415  | 188   | 24   | 757    | 2283        | 72     |
| Average Price  | 108.2   | 135.8  | 200.4 | 83.0   | 145.4  | 189.7       | 85.8   |
| (In Thousands \$)  |         |  |       |  |        |             |        |
| Median Price   | 101.5   | 122.0  | 170.0 | 73.9   | 122.0  | 145.9       | 72.0   |
| (In Thousands \$)  |         |  |       |  |        |             |        |
| Total Dollar Volume<br>Single Family<br>(In Thousands)<br>108100.0 |         | Total Dollar Volume<br>Condominium<br>(In Thousands)<br>1991.2 |       | Total Home Sales<br>Dollar Value<br>(In Thousands)<br>110091.1 |        |             |        |
| Time on Market OF UNITS SOLD                                       |         |  |       | Types of Financing OF UNITS SOLD                               |        |             |        |
|  | #Single | #Condo   |       | #Single  | #Condo |             |        |
| 1-30 Days  | 294     | 13   |       | FHA  | 58     | 3           |        |
| 31-60 Days   | 206     | 6  |       | VA   | 13     | 0           |        |
| 61-90 Days   | 112     | 2  |       | FMHA   | 1      | 0           |        |
| 91-120 Days  | 54      | 0  |       | Exchange   | 0      | 0           |        |
| 121-180 Days   | 42      | 2  |       | Cash   | 278    | 13          |        |
| More than 180 Days   | 25      | 1  |       | Bond/IDA   | 39     | 0           |        |
| Total Units Sold   | 733     | 24   |       | Carryback  | 3      | 0           |        |
| Average Market Time  | 54.34   | 45.71  |       | Cash to Loan   | 0      | 0           |        |
|  |         |  |       | Conventional   | 340    | 8           |        |
|  |         |  |       | Rent/Lease   | 1      | 0           |        |
|  |         |  |       | SBA  | 0      | 0           |        |
|  |         |  |       | Wrap   | 0      | 0           |        |
|  |         |  |       | No Financing Reported  | 0      | 0           |        |
|  |         |  |       | Total  | 733    | 24          |        |

This representation is based in whole or in part on the data supplied by Arizona Regional Multiple Listing Service. ARMLS does not guarantee nor is in any way responsible for its accuracy. Data maintained by ARMLS may not reflect all real estate activity in the market