

## Lake Havasu City

### Homes Sold Report: 2012-2013

#### Selling Range - Closed Units by Bedrooms

| PRICE RANGE     |                   | -2  | 3    | 4+  | Total | Avg DOM |
|-----------------|-------------------|-----|------|-----|-------|---------|
| \$ -            | \$ 19,999.00      | 47  | 6    | 2   | 55    | 310     |
| \$ 20,000.00    | \$ 39,999.00      | 160 | 7    | 2   | 169   | 212     |
| \$ 40,000.00    | \$ 59,999.00      | 132 | 27   | 2   | 161   | 195     |
| \$ 60,000.00    | \$ 79,999.00      | 88  | 58   | 4   | 150   | 196     |
| \$ 80,000.00    | \$ 99,999.00      | 72  | 77   | 10  | 159   | 155     |
| \$ 100,000.00   | \$ 119,999.00     | 84  | 88   | 7   | 179   | 133     |
| \$ 120,000.00   | \$ 139,999.00     | 67  | 165  | 12  | 244   | 117     |
| \$ 140,000.00   | \$ 159,999.00     | 34  | 158  | 5   | 197   | 121     |
| \$ 160,000.00   | \$ 179,999.00     | 27  | 137  | 13  | 177   | 151     |
| \$ 180,000.00   | \$ 199,999.00     | 13  | 77   | 8   | 98    | 142     |
| \$ 200,000.00   | \$ 219,999.00     | 12  | 64   | 5   | 81    | 158     |
| \$ 220,000.00   | \$ 239,999.00     | 11  | 64   | 5   | 80    | 141     |
| \$ 240,000.00   | \$ 259,999.00     | 3   | 54   | 9   | 66    | 126     |
| \$ 260,000.00   | \$ 299,999.00     | 11  | 62   | 12  | 85    | 149     |
| \$ 300,000.00   | \$ 349,999.00     | 8   | 38   | 6   | 52    | 155     |
| \$ 350,000.00   | \$ 399,999.00     | 5   | 34   | 17  | 56    | 148     |
| \$ 400,000.00   | \$ 499,999.00     | 6   | 23   | 20  | 49    | 143     |
| \$ 500,000.00   | \$ 999,999.00     | 7   | 13   | 14  | 34    | 183     |
| \$ 1,000,000.00 | \$ 999,999,999.00 | 4   | 0    | 1   | 5     | 196     |
| TOTAL           |                   | 791 | 1152 | 154 | 2097  | 158     |

Source: MLS Report dated 04/29/2013



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#### PRICE BY BEDROOMS

|                    | -2               | 3                 | 4+               | Total             |
|--------------------|------------------|-------------------|------------------|-------------------|
| Sales Price Volume | \$ 81,542,653.00 | \$ 207,013,281.00 | \$ 43,657,375.00 | \$ 332,213,309.00 |
| List Price Volume  | \$ 89,087,886.00 | \$ 214,879,020.00 | \$ 45,860,057.00 | \$ 349,826,963.00 |
| AVG Sell Price     | \$ 103,088.00    | \$ 179,699.00     | \$ 283,489.00    | \$ 158,423.00     |
| AVG List Price     | \$ 112,627.00    | \$ 186,527.00     | \$ 297,793.00    | \$ 166,823.00     |
| List / Sell Ratio  | 92%              | 96%               | 95%              | 95%               |
| Median List Price  | \$ 79,000.00     | \$ 162,950.00     | \$ 249,950.00    | \$ 139,900.00     |
| Median Sell Price  | \$ 71,000.00     | \$ 157,750.00     | \$ 245,000.00    | \$ 135,000.00     |

Source: MLS Report dated 04/29/2013

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#### Days on Market of Units Closed

#### Types of Financing for Units Closed

| From | Thru  | Units | Type of Financing | Units | Type of Financing    | Units |
|------|-------|-------|-------------------|-------|----------------------|-------|
| 0    | 30    | 230   | Contract For Deed | 2     | Owner Carry          | 86    |
| 31   | 60    | 402   | Cash              | 1151  | Residential Exchange | 0     |
| 61   | 90    | 361   | Conventional      | 627   | Commercial Exchange  | 0     |
| 91   | 120   | 242   | Lease / Option    | 0     | Personal Prop. Exch  | 0     |
| 121  | 180   | 334   | FHA               | 106   | 1031 Exchange        | 9     |
| 181  | 365   | 335   | VA                | 75    | Other                | 38    |
| 366  | 720   | 142   | Assumable         | 1     | USDA                 | 2     |
| 721  | 99999 | 51    |                   |       |                      |       |
|      | Total | 2097  |                   |       |                      |       |

Source: MLS Report dated 04/29/2013