



ARIZONA REGIONAL MULTIPLE LISTING SERVICE, INC.

# ARMLS PPI™

your monthly statistics  
for the Phoenix Metro area

April 6, 2011

“ARMLS PPI™” is a trademark of Arizona Regional MLS.

## THE ARMLS PENDING PRICE INDEX™

The ARMLS Pending Price Index is a predictive tool unique to ARMLS. It forecasts the average and median sales prices ninety days into the future based on the pending sales in the MLS system. Its accuracy diminishes the further into the future it goes, as new pendings are constantly added to the system. Last month the PPI predicted \$160,000 as March’s average sales price, and the actual was \$157,800, only 1.25% off the mark. The median sales price predictor last month was \$114,000 and the actual came in at \$110,000, 3.5% lower. Declines in the median and average prices reflect larger numbers of lower end closed properties which exert negative pressure on pricing.

PPI predictions for the next ninety days indicate the median will rise to \$113,000 in April, drop \$10,000 to \$103,000 in May and rise \$6,000 to \$109,000 in June. The average sales price predictions follow a similar up-down-up pattern. PPI predicts the average sales price to rise to \$163,000 in April, drop \$13,000 to \$150,000 in May and then rise slightly to \$152,000 in June. While the declines in pricing signal good news for Buyers who want to take advantage of the lowest pricing of the decade, they are unwelcome news for Sellers who endure the ill effects on their equity wrought by a market oversupply unduly influenced by distressed properties.

