

Sales Summary

	December Total MLS Sales			YTD Total MLS Sales		
	2010	2009	% change	2010	2009	% change
Units	725	879	-17.5%	11,198	12,274	-8.8%
Average Sales Price	\$157,000	\$150,000	4.7%	\$154,000	\$142,000	8.5%
Median Sales Price	\$118,000	\$118,000	0.0%	\$120,000	\$118,000	1.7%

Sales by Type and Price Range

Price Range	Single Family			Duplex	Condo	Total Month Sales	Total YTD Sales
	0-2 Bdrms	3 Bdrms	4+ Bdrms				
\$ 19,999 or under	15	65	3	5	2	90	1399
\$ 20,000 - 29,999	7	16	2	1	0	26	602
\$ 30,000 - 39,999	6	29	5	1	1	42	525
\$ 40,000 - 49,999	4	23	6	0	2	35	442
\$ 50,000 - 59,999	4	12	11	2	2	31	366
\$ 60,000 - 69,999	3	17	2	0	0	22	383
\$ 70,000 - 79,999	0	14	4	0	0	18	391
\$ 80,000 - 89,999	3	25	4	0	2	34	389
\$ 90,000 - 99,999	2	27	5	0	1	35	378
\$100,000 - 119,999	1	37	7	0	1	46	805
\$120,000 - 139,999	4	29	13	0	6	52	893
\$140,000 - 159,999	2	25	22	0	1	50	762
\$160,000 - 179,999	3	10	12	0	0	25	632
\$180,000 - 199,999	0	11	18	0	2	31	523
\$200,000 - 249,999	0	15	42	0	2	59	996
\$250,000 - 299,999	2	13	24	0	0	39	611
\$300,000 - 399,999	0	6	43	0	3	52	580
\$400,000 - 499,999	0	1	19	0	1	21	256
\$500,000 - 749,999	0	1	12	0	0	13	185
\$750,000 - 999,999	0	1	1	0	0	2	51
\$1,000,000 and over	0	0	2	0	0	2	29
<b>Total Types</b>	<b>56</b>	<b>377</b>	<b>257</b>	<b>9</b>	<b>26</b>	<b>725</b>	<b>11,198</b>
Average Sale Price	\$63,000	\$98,000	\$244,000	\$24,000	\$150,000	\$144,000	\$145,000
Median Sale Price	\$41,000	\$85,000	\$219,000	\$15,000	\$125,000	\$113,000	\$118,000

Price Group	Sales	% of Total
0 - \$99,999	333	45.9%
\$100,000 - 199,999	204	28.1%
\$200,000 - 399,999	150	20.7%
\$400,000 and above	38	5.2%

Time on Market	Units
1 to 30 days	158
31 to 60 days	123
61 to 90 days	96
91 to 120 days	67
More than 120 Days	253
<b>Average Market Time</b>	<b>135.23</b>

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.  
State: Tennessee

Date: 01/18/11

December 1-31, 2010

## Sold Residential Listings

<u>Price Class/Type</u>	<u>&lt; 2 Bed</u>	<u>3 Bed</u>	<u>&gt; 4 Bed</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>	<u>Total Units</u>
\$19,999 or Under	15	65	3	5	2	90
\$20,000 - \$29,999	7	16	2	1	0	26
\$30,000 - \$39,999	6	29	5	1	1	42
\$40,000 - \$49,999	4	23	6	0	2	35
\$50,000 - \$59,999	4	12	11	2	2	31
\$60,000 - \$69,999	3	17	2	0	0	22
\$70,000 - \$79,999	0	14	4	0	0	18
\$80,000 - \$89,999	3	25	4	0	2	34
\$90,000 - \$99,999	2	27	5	0	1	35
\$100,000 - \$119,999	1	37	7	0	1	46
\$120,000 - \$139,999	4	29	13	0	6	52
\$140,000 - \$159,999	2	25	22	0	1	50
\$160,000 - \$179,999	3	10	12	0	0	25
\$180,000 - \$199,999	0	11	18	0	2	31
\$200,000 - \$249,999	0	15	42	0	2	59
\$250,000 - \$299,999	2	13	24	0	0	39
\$300,000 - \$399,999	0	6	43	0	3	52
\$400,000 - \$499,999	0	1	19	0	1	21
\$500,000 - \$749,999	0	1	12	0	0	13
\$750,000 - \$999,999	0	1	1	0	0	2
\$1,000,000 and Over	0	0	2	0	0	2
<b>Totals</b>	<b>56</b>	<b>377</b>	<b>257</b>	<b>9</b>	<b>26</b>	<b>725</b>
<b>Avg. List Price (In \$1000s)</b>	<b>73</b>	<b>103</b>	<b>258</b>	<b>30</b>	<b>160</b>	<b>157</b>
<b>Median List Price (In \$1000s)</b>	<b>52</b>	<b>85</b>	<b>229</b>	<b>18</b>	<b>135</b>	<b>118</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>63</b>	<b>98</b>	<b>244</b>	<b>24</b>	<b>150</b>	<b>148</b>
<b>Median Sale Price (In \$1000s)</b>	<b>41</b>	<b>85</b>	<b>219</b>	<b>15</b>	<b>125</b>	<b>115</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	158
31 - 60 Days	123
61 - 90 Days	96
91 - 120 Days	67
More Than 120 Days	253
<b>Total Units Sold</b>	<b>697</b>
<b>Average Market Time</b>	<b>135.23</b>

<u>Types of Financing</u>	<u># Units</u>
<b>FHA</b>	<b>189</b>
<b>VA</b>	<b>28</b>
<b>Conventional</b>	<b>213</b>
<b>Cash</b>	<b>270</b>
<b>Owner Financed</b>	<b>3</b>
<b>Other</b>	<b>22</b>

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.  
State: Tennessee

Date: 01/18/11

January 1 - December 31, 2010

## Sold Residential Listings

<u>Price Class/Type</u>	<u>&lt; 2 Bed</u>	<u>3 Bed</u>	<u>&gt; 4 Bed</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>	<u>Total Units</u>
\$19,999 or Under	381	791	127	67	33	1399
\$20,000 - \$29,999	120	365	64	33	20	602
\$30,000 - \$39,999	66	365	68	12	14	525
\$40,000 - \$49,999	46	312	55	6	23	442
\$50,000 - \$59,999	40	252	57	3	14	366
\$60,000 - \$69,999	42	270	60	3	8	383
\$70,000 - \$79,999	35	269	66	4	17	391
\$80,000 - \$89,999	27	273	73	0	16	389
\$90,000 - \$99,999	20	265	76	4	13	378
\$100,000 - \$119,999	34	592	154	2	23	805
\$120,000 - \$139,999	39	606	214	1	33	893
\$140,000 - \$159,999	30	421	281	1	29	762
\$160,000 - \$179,999	30	301	267	0	34	632
\$180,000 - \$199,999	11	197	284	0	31	523
\$200,000 - \$249,999	18	283	655	1	39	996
\$250,000 - \$299,999	4	121	462	0	24	611
\$300,000 - \$399,999	3	71	484	0	22	580
\$400,000 - \$499,999	0	21	227	0	8	256
\$500,000 - \$749,999	2	17	164	0	2	185
\$750,000 - \$999,999	0	2	49	0	0	51
\$1,000,000 and Over	0	0	29	0	0	29
<b>Totals</b>	<b>948</b>	<b>5794</b>	<b>3916</b>	<b>137</b>	<b>403</b>	<b>11198</b>
<b>Avg. List Price (In \$1000s)</b>	<b>59</b>	<b>105</b>	<b>253</b>	<b>34</b>	<b>154</b>	<b>154</b>
<b>Median List Price (In \$1000s)</b>	<b>31</b>	<b>95</b>	<b>215</b>	<b>23</b>	<b>145</b>	<b>120</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>53</b>	<b>100</b>	<b>239</b>	<b>29</b>	<b>144</b>	<b>145</b>
<b>Median Sale Price (In \$1000s)</b>	<b>27</b>	<b>90</b>	<b>207</b>	<b>20</b>	<b>133</b>	<b>118</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	3312
31 - 60 Days	1942
61 - 90 Days	1297
91 - 120 Days	994
More Than 120 Days	3127
<b>Total Units Sold</b>	<b>10672</b>
<b>Average Market Time</b>	<b>111.98</b>

<u>Types of Financing</u>	<u># Units</u>
<b>FHA</b>	<b>3288</b>
<b>VA</b>	<b>460</b>
<b>Conventional</b>	<b>3198</b>
<b>Cash</b>	<b>3748</b>
<b>Owner Financed</b>	<b>34</b>
<b>Other</b>	<b>469</b>

# Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.  
State: Tennessee

Date: 01/18/11

## Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	338	14	12
\$20,000 - \$29,999	235	15	9
\$30,000 - \$39,999	222	8	15
\$40,000 - \$49,999	249	12	8
\$50,000 - \$59,999	276	4	15
\$60,000 - \$69,999	322	8	21
\$70,000 - \$79,999	303	11	18
\$80,000 - \$89,999	320	5	24
\$90,000 - \$99,999	329	4	18
\$100,000 - \$119,999	582	8	44
\$120,000 - \$139,999	666	4	50
\$140,000 - \$159,999	529	1	39
\$160,000 - \$179,999	519	0	31
\$180,000 - \$199,999	438	0	35
\$200,000 - \$249,999	668	1	50
\$250,000 - \$299,999	532	2	34
\$300,000 - \$399,999	537	0	25
\$400,000 - \$499,999	247	0	15
\$500,000 - \$749,999	268	0	4
\$750,000 - \$999,999	112	0	4
\$1,000,000 and Over	113	0	1
<b>Totals</b>	<b>7805</b>	<b>97</b>	<b>472</b>
<b>Average Price (In \$ 1,000s)</b>	<b>207</b>	<b>62</b>	<b>173</b>
<b>Median Price (In \$ 1,000s)</b>	<b>145</b>	<b>50</b>	<b>143</b>

# Inventory Totals

Total Pending: 1,207

Average LP: \$152,863

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1154	178100	154,333
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

## CND

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	43	6179	143,704
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

## LND

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

## COM

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

## DUP

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	10	226	22,630
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

## MUL

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

# Inventory Totals

Total Active: 8,379

Average LP: \$203,278

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7807	1615080	206,876
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

## CND

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	474	82041	173,081
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

## LND

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

## COM

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

## DUP

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	98	6074	61,976
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

## MUL

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0