

Sales Summary

	August Total MLS Sales			YTD Total MLS Sales		
	2011	2010	% change	2011	2010	% change
Units	1,006	879	14.4%	7,473	7,924	-5.7%
Average Sales Price	\$158,000	\$150,000	5.3%	\$143,000	\$144,000	-0.7%
Median Sales Price	\$115,000	\$118,000	-2.5%	\$113,000	\$119,000	-5.0%

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	25	68	7	3	5	108	912
\$ 20,000 - 29,999	7	34	11	3	0	55	408
\$ 30,000 - 39,999	6	42	5	2	2	57	376
\$ 40,000 - 49,999	8	36	7	0	0	51	356
\$ 50,000 - 59,999	2	36	7	0	2	47	278
\$ 60,000 - 69,999	2	31	10	0	2	45	316
\$ 70,000 - 79,999	6	25	1	0	1	33	287
\$ 80,000 - 89,999	1	22	4	0	2	29	263
\$ 90,000 - 99,999	1	23	1	0	1	26	239
\$100,000 - 119,999	2	53	13	1	3	72	493
\$120,000 - 139,999	0	44	16	0	4	64	577
\$140,000 - 159,999	4	32	18	0	5	59	494
\$160,000 - 179,999	1	15	29	0	1	46	398
\$180,000 - 199,999	0	20	26	0	2	48	338
\$200,000 - 249,999	3	26	61	0	2	92	641
\$250,000 - 299,999	0	13	45	0	1	59	373
\$300,000 - 399,999	0	6	48	0	0	54	375
\$400,000 - 499,999	0	2	28	0	0	30	165
\$500,000 - 749,999	0	2	20	0	0	22	135
\$750,000 - 999,999	0	1	5	0	0	6	33
\$1,000,000 and over	0	1	2	0	0	3	16
Total Types	68	532	364	9	33	1,006	7,473
Average Sale Price	\$51,000	\$112,000	\$253,000	\$32,000	\$108,000	\$158,000	\$143,000
Median Sale Price	\$30,000	\$79,000	\$219,000	\$26,000	\$110,000	\$115,000	\$113,000

Price Group	Sales	% of Total
0 - \$99,999	451	44.8%
\$100,000 - 199,999	289	28.7%
\$200,000 - 399,999	205	20.4%
\$400,000 and above	61	6.1%

Time on Market	Units
1 to 30 days	260
31 to 60 days	189
61 to 90 days	131
91 to 120 days	82
More than 120 Days	309
Average Market Time	120.13

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 09/15/11

August 1 - 31, 2011

Sold Residential Listings

<u>Price Class/Type</u>	<u>< 2 Bed</u>	<u>3 Bed</u>	<u>> 4 Bed</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>	<u>Total Units</u>
\$19,999 or Under	25	68	7	3	5	108
\$20,000 - \$29,999	7	34	11	3	0	55
\$30,000 - \$39,999	6	42	5	2	2	57
\$40,000 - \$49,999	8	36	7	0	0	51
\$50,000 - \$59,999	2	36	7	0	2	47
\$60,000 - \$69,999	2	31	10	0	2	45
\$70,000 - \$79,999	6	25	1	0	1	33
\$80,000 - \$89,999	1	22	4	0	2	29
\$90,000 - \$99,999	1	23	1	0	1	26
\$100,000 - \$119,999	2	53	13	1	3	72
\$120,000 - \$139,999	0	44	16	0	4	64
\$140,000 - \$159,999	4	32	18	0	5	59
\$160,000 - \$179,999	1	15	29	0	1	46
\$180,000 - \$199,999	0	20	26	0	2	48
\$200,000 - \$249,999	3	26	61	0	2	92
\$250,000 - \$299,999	0	13	45	0	1	59
\$300,000 - \$399,999	0	6	48	0	0	54
\$400,000 - \$499,999	0	2	28	0	0	30
\$500,000 - \$749,999	0	2	20	0	0	22
\$750,000 - \$999,999	0	1	5	0	0	6
\$1,000,000 and Over	0	1	2	0	0	3
Totals	68	532	364	9	33	1006
Avg. List Price (In \$1000s)	57	103	268	33	117	159
Median List Price (In \$1000s)	40	82	229	26	115	120
Avg Sale Price (In \$ 1000s)	51	112	253	32	108	158
Median Sale Price (In \$1000s)	30	79	219	26	110	115

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	260
31 - 60 Days	189
61 - 90 Days	131
91 - 120 Days	82
More Than 120 Days	309
Total Units Sold	971
Average Market Time	120.13

<u>Types of Financing</u>	<u># Units</u>
FHA	216
VA	49
Conventional	294
Cash	403
Owner Financed	4
Other	40

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 09/15/11

January 1 - August 31, 2011

Sold Residential Listings

<u>Price Class/Type</u>	<u>< 2 Bed</u>	<u>3 Bed</u>	<u>> 4 Bed</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>	<u>Total Units</u>
\$19,999 or Under	231	558	73	31	19	912
\$20,000 - \$29,999	65	277	45	14	7	408
\$30,000 - \$39,999	41	283	39	6	7	376
\$40,000 - \$49,999	46	251	50	1	8	356
\$50,000 - \$59,999	27	196	41	3	11	278
\$60,000 - \$69,999	24	227	48	1	16	316
\$70,000 - \$79,999	27	214	33	0	13	287
\$80,000 - \$89,999	19	181	42	0	21	263
\$90,000 - \$99,999	12	175	40	1	11	239
\$100,000 - \$119,999	18	347	103	1	24	493
\$120,000 - \$139,999	29	369	148	1	30	577
\$140,000 - \$159,999	24	261	185	1	23	494
\$160,000 - \$179,999	7	188	190	1	12	398
\$180,000 - \$199,999	8	135	181	0	14	338
\$200,000 - \$249,999	13	161	443	0	24	641
\$250,000 - \$299,999	2	53	306	0	12	373
\$300,000 - \$399,999	2	48	320	0	5	375
\$400,000 - \$499,999	1	15	147	0	2	165
\$500,000 - \$749,999	0	4	130	0	1	135
\$750,000 - \$999,999	0	2	31	0	0	33
\$1,000,000 and Over	0	2	14	0	0	16
Totals	596	3947	2609	61	260	7473
Avg. List Price (In \$1000s)	58	98	255	34	135	151
Median List Price (In \$1000s)	35	85	218	23	122	119
Avg Sale Price (In \$ 1000s)	53	95	241	30	125	143
Median Sale Price (In \$1000s)	30	78	210	20	115	113

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	1978
31 - 60 Days	1328
61 - 90 Days	925
91 - 120 Days	674
More Than 120 Days	2295
Total Units Sold	7200
Average Market Time	118.09

<u>Types of Financing</u>	<u># Units</u>
FHA	1784
VA	328
Conventional	2225
Cash	2808
Owner Financed	22
Other	305

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 09/15/11

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	268	18	14
\$20,000 - \$29,999	265	36	22
\$30,000 - \$39,999	200	16	9
\$40,000 - \$49,999	278	12	12
\$50,000 - \$59,999	259	18	19
\$60,000 - \$69,999	335	13	13
\$70,000 - \$79,999	266	9	27
\$80,000 - \$89,999	276	5	18
\$90,000 - \$99,999	276	6	29
\$100,000 - \$119,999	501	4	41
\$120,000 - \$139,999	635	3	23
\$140,000 - \$159,999	530	5	24
\$160,000 - \$179,999	490	6	32
\$180,000 - \$199,999	406	3	27
\$200,000 - \$249,999	733	2	48
\$250,000 - \$299,999	569	7	24
\$300,000 - \$399,999	595	0	30
\$400,000 - \$499,999	277	0	8
\$500,000 - \$749,999	252	0	4
\$750,000 - \$999,999	135	0	3
\$1,000,000 and Over	105	0	0
Totals	7651	163	427
Average Price (In \$ 1,000s)	214	69	162
Median Price (In \$ 1,000s)	150	50	125

Inventory Totals

Total Pending: 1,521

Average LP: \$153,547

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1470	227001	154,422
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	42	6317	150,394
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	9	229	25,389
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: 8,242

Average LP: \$208,190

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7652	1635395	213,721
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	427	69062	161,737
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	163	11308	69,377
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