

Sales Summary

	Februrary Total MLS Sales			YTD Total MLS Sales		
	2011	2010	% change	2011	2010	% change
Units	679	732	-7.2%	1,273	1,386	-8.2%
Average Sales Price	\$138,000	\$135,000	2.2%	\$136,000	\$132,000	3.0%
Median Sales Price	\$112,000	\$117,000	-4.3%	\$105,000	\$109,000	-3.7%

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	21	65	12	1	0	99	
\$ 20,000 - 29,999	4	28	2	1	0	35	
\$ 30,000 - 39,999	4	18	5	0	1	28	
\$ 40,000 - 49,999	6	21	9	0	0	36	
\$ 50,000 - 59,999	1	19	3	0	1	24	
\$ 60,000 - 69,999	3	20	7	0	3	33	
\$ 70,000 - 79,999	0	21	3	0	1	25	
\$ 80,000 - 89,999	0	13	3	0	1	17	
\$ 90,000 - 99,999	4	13	4	0	2	23	
\$100,000 - 119,999	1	20	13	0	2	36	
\$120,000 - 139,999	3	38	14	0	3	58	
\$140,000 - 159,999	0	23	20	0	3	46	
\$160,000 - 179,999	0	13	13	0	0	26	
\$180,000 - 199,999	1	15	15	0	0	31	
\$200,000 - 249,999	1	18	44	0	4	67	
\$250,000 - 299,999	1	4	30	0	2	37	
\$300,000 - 399,999	0	5	27	0	0	32	
\$400,000 - 499,999	0	1	10	0	0	11	
\$500,000 - 749,999	0	1	10	0	0	11	
\$750,000 - 999,999	0	0	2	0	0	2	
\$1,000,000 and over	0	0	2	0	0	2	
Total Types	50	356	248	2	23	679	
Average Sale Price	\$50,000	\$92,000	\$222,000	\$16,000	\$134,000	\$138,000	
Median Sale Price	\$30,000	\$74,000	\$200,000	\$16,000	\$128,000	\$112,000	

Price Group	Sales	% of Total
0 - \$99,999	320	47.1%
\$100,000 - 199,999	197	29.0%
\$200,000 - 399,999	136	20.0%
\$400,000 and above	26	3.8%

Time on Market	Units
1 to 30 days	169
31 to 60 days	140
61 to 90 days	77
91 to 120 days	64
More than 120 Days	208
Average Market Time	110.62

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 03/15/11

February 1-28, 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	21	65	12	1	0	99
\$20,000 - \$29,999	4	28	2	1	0	35
\$30,000 - \$39,999	4	18	5	0	1	28
\$40,000 - \$49,999	6	21	9	0	0	36
\$50,000 - \$59,999	1	19	3	0	1	24
\$60,000 - \$69,999	3	20	7	0	3	33
\$70,000 - \$79,999	0	21	3	0	1	25
\$80,000 - \$89,999	0	13	3	0	1	17
\$90,000 - \$99,999	4	13	4	0	2	23
\$100,000 - \$119,999	1	20	13	0	2	36
\$120,000 - \$139,999	3	38	14	0	3	58
\$140,000 - \$159,999	0	23	20	0	3	46
\$160,000 - \$179,999	0	13	13	0	0	26
\$180,000 - \$199,999	1	15	15	0	0	31
\$200,000 - \$249,999	1	18	44	0	4	67
\$250,000 - \$299,999	1	4	30	0	2	37
\$300,000 - \$399,999	0	5	27	0	0	32
\$400,000 - \$499,999	0	1	10	0	0	11
\$500,000 - \$749,999	0	1	10	0	0	11
\$750,000 - \$999,999	0	0	2	0	0	2
\$1,000,000 and Over	0	0	2	0	0	2
Totals	50	356	248	2	23	679
Avg. List Price (In \$1000s)	55	98	236	17	146	147
Median List Price (In \$1000s)	34	79	207	17	139	118
Avg Sale Price (In \$ 1000s)	50	92	222	16	134	138
Median Sale Price (In \$1000s)	30	74	200	16	128	112

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	169
31 - 60 Days	140
61 - 90 Days	77
91 - 120 Days	64
More Than 120 Days	208
Total Units Sold	658
Average Market Time	110.62

<u>Types of Financing</u>	<u># Units</u>
FHA	163
VA	26
Conventional	201
Cash	269
Owner Financed	3
Other	17

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 03/15/11

January 1 - February 28, 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	38	102	18	3	1	162
\$20,000 - \$29,999	10	60	8	4	1	83
\$30,000 - \$39,999	7	41	9	1	1	59
\$40,000 - \$49,999	11	46	14	1	1	73
\$50,000 - \$59,999	3	37	6	0	1	47
\$60,000 - \$69,999	7	37	9	0	4	57
\$70,000 - \$79,999	1	36	7	0	3	47
\$80,000 - \$89,999	2	35	6	0	2	45
\$90,000 - \$99,999	5	25	8	0	2	40
\$100,000 - \$119,999	2	48	21	0	4	75
\$120,000 - \$139,999	4	59	29	0	4	96
\$140,000 - \$159,999	1	43	32	0	4	80
\$160,000 - \$179,999	0	31	27	0	1	59
\$180,000 - \$199,999	2	22	33	0	0	57
\$200,000 - \$249,999	1	29	82	0	4	116
\$250,000 - \$299,999	1	16	46	0	3	66
\$300,000 - \$399,999	0	12	50	0	3	65
\$400,000 - \$499,999	0	1	18	0	0	19
\$500,000 - \$749,999	0	1	17	0	0	18
\$750,000 - \$999,999	0	0	7	0	0	7
\$1,000,000 and Over	0	0	2	0	0	2
Totals	95	681	449	9	39	1273
Avg. List Price (In \$1000s)	51	99	235	26	153	145
Median List Price (In \$1000s)	34	80	200	28	125	113
Avg Sale Price (In \$ 1000s)	47	93	222	24	141	136
Median Sale Price (In \$1000s)	29	75	199	23	116	105

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	317
31 - 60 Days	232
61 - 90 Days	139
91 - 120 Days	136
More Than 120 Days	405
Total Units Sold	1229
Average Market Time	114.67

<u>Types of Financing</u>	<u># Units</u>
FHA	298
VA	49
Conventional	375
Cash	501
Owner Financed	7
Other	43

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 03/15/11

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	350	17	15
\$20,000 - \$29,999	226	9	9
\$30,000 - \$39,999	241	12	7
\$40,000 - \$49,999	234	12	13
\$50,000 - \$59,999	268	5	15
\$60,000 - \$69,999	322	8	20
\$70,000 - \$79,999	281	6	17
\$80,000 - \$89,999	301	5	29
\$90,000 - \$99,999	306	5	17
\$100,000 - \$119,999	582	6	52
\$120,000 - \$139,999	672	2	40
\$140,000 - \$159,999	530	1	47
\$160,000 - \$179,999	522	2	35
\$180,000 - \$199,999	414	0	39
\$200,000 - \$249,999	678	0	55
\$250,000 - \$299,999	538	3	32
\$300,000 - \$399,999	588	0	26
\$400,000 - \$499,999	275	0	17
\$500,000 - \$749,999	278	0	2
\$750,000 - \$999,999	131	0	4
\$1,000,000 and Over	121	0	1
Totals	7858	93	492
Average Price (In \$ 1,000s)	214	62	172
Median Price (In \$ 1,000s)	148	46	150

Inventory Totals

Total Active: 8,443

Average LP: \$209,580

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7858	1679019	213,670
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	492	84672	172,097
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	93	5794	62,303
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

Inventory Totals

Total Pending: 1,490

Average LP: \$147,290

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1426	210516	147,627
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	53	8581	161,900
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	11	365	33,190
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