

Sales Summary

	July Total MLS Sales			YTD Total MLS Sales		
	2011	2010	% change	2011	2010	% change
Units	987	816	21.0%	6,417	6,974	-8.0%
Average Sales Price	\$152,000	\$144,000	5.6%	\$141,000	\$144,000	-2.1%
Median Sales Price	\$120,000	\$113,000	6.2%	\$112,000	\$120,000	-6.7%

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	33	55	14	4	2	108	798
\$ 20,000 - 29,999	9	31	4	3	0	47	351
\$ 30,000 - 39,999	1	28	5	1	0	35	315
\$ 40,000 - 49,999	5	32	3	0	2	42	303
\$ 50,000 - 59,999	1	36	7	0	0	44	231
\$ 60,000 - 69,999	2	29	4	1	2	38	271
\$ 70,000 - 79,999	3	34	5	0	1	43	252
\$ 80,000 - 89,999	6	27	6	0	4	43	233
\$ 90,000 - 99,999	2	18	5	1	2	28	214
\$100,000 - 119,999	5	43	18	0	1	67	417
\$120,000 - 139,999	5	67	24	0	6	102	504
\$140,000 - 159,999	2	24	24	0	1	51	429
\$160,000 - 179,999	1	31	20	0	1	53	347
\$180,000 - 199,999	1	16	20	0	1	38	288
\$200,000 - 249,999	0	23	69	0	4	96	548
\$250,000 - 299,999	0	5	40	0	1	46	312
\$300,000 - 399,999	0	6	46	0	0	52	319
\$400,000 - 499,999	1	2	23	0	0	26	134
\$500,000 - 749,999	0	0	21	0	0	21	111
\$750,000 - 999,999	0	0	3	0	0	3	27
\$1,000,000 and over	0	0	4	0	0	4	13
Total Types	77	507	365	10	28	987	6,417
Average Sale Price	\$55,000	\$96,000	\$255,000	\$34,000	\$119,000	\$152,000	\$141,000
Median Sale Price	\$25,000	\$83,000	\$225,000	\$23,000	\$110,000	\$120,000	\$112,000

Price Group	Sales	% of Total
0 - \$99,999	428	43.4%
\$100,000 - 199,999	311	31.5%
\$200,000 - 399,999	194	19.7%
\$400,000 and above	54	5.5%

Time on Market	Units
1 to 30 days	263
31 to 60 days	178
61 to 90 days	133
91 to 120 days	95
More than 120 Days	290
Average Market Time	119.79

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 08/15/11

July 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	33	55	14	4	2	108
\$20,000 - \$29,999	9	31	4	3	0	47
\$30,000 - \$39,999	1	28	5	1	0	35
\$40,000 - \$49,999	5	32	3	0	2	42
\$50,000 - \$59,999	1	36	7	0	0	44
\$60,000 - \$69,999	2	29	4	1	2	38
\$70,000 - \$79,999	3	34	5	0	1	43
\$80,000 - \$89,999	6	27	6	0	4	43
\$90,000 - \$99,999	2	18	5	1	2	28
\$100,000 - \$119,999	5	43	18	0	1	67
\$120,000 - \$139,999	5	67	24	0	6	102
\$140,000 - \$159,999	2	24	24	0	1	51
\$160,000 - \$179,999	1	31	20	0	1	53
\$180,000 - \$199,999	1	16	20	0	1	38
\$200,000 - \$249,999	0	23	69	0	4	96
\$250,000 - \$299,999	0	5	40	0	1	46
\$300,000 - \$399,999	0	6	46	0	0	52
\$400,000 - \$499,999	1	2	23	0	0	26
\$500,000 - \$749,999	0	0	21	0	0	21
\$750,000 - \$999,999	0	0	3	0	0	3
\$1,000,000 and Over	0	0	4	0	0	4
Totals	77	507	365	10	28	987
Avg. List Price (In \$1000s)	59	102	270	37	128	161
Median List Price (In \$1000s)	26	90	230	28	120	125
Avg Sale Price (In \$ 1000s)	55	96	255	34	119	152
Median Sale Price (In \$1000s)	25	83	225	23	110	120

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	263
31 - 60 Days	178
61 - 90 Days	133
91 - 120 Days	95
More Than 120 Days	280
Total Units Sold	949
Average Market Time	119.79

<u>Types of Financing</u>	<u># Units</u>
FHA	236
VA	62
Conventional	307
Cash	332
Owner Financed	3
Other	47

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 08/15/11

January 1 - July 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	204	486	67	27	14	798
\$20,000 - \$29,999	58	241	34	11	7	351
\$30,000 - \$39,999	34	238	34	4	5	315
\$40,000 - \$49,999	38	214	42	1	8	303
\$50,000 - \$59,999	25	160	34	3	9	231
\$60,000 - \$69,999	22	196	38	1	14	271
\$70,000 - \$79,999	21	187	32	0	12	252
\$80,000 - \$89,999	18	159	37	0	19	233
\$90,000 - \$99,999	11	152	40	1	10	214
\$100,000 - \$119,999	16	290	90	0	21	417
\$120,000 - \$139,999	28	320	129	1	26	504
\$140,000 - \$159,999	20	226	165	1	17	429
\$160,000 - \$179,999	6	172	157	1	11	347
\$180,000 - \$199,999	8	114	154	0	12	288
\$200,000 - \$249,999	10	135	381	0	22	548
\$250,000 - \$299,999	2	39	260	0	11	312
\$300,000 - \$399,999	2	42	270	0	5	319
\$400,000 - \$499,999	1	13	118	0	2	134
\$500,000 - \$749,999	0	2	108	0	1	111
\$750,000 - \$999,999	0	1	26	0	0	27
\$1,000,000 and Over	0	1	12	0	0	13
Totals	524	3388	2228	51	226	6417
Avg. List Price (In \$1000s)	58	98	253	34	138	149
Median List Price (In \$1000s)	34	85	215	22	123	119
Avg Sale Price (In \$ 1000s)	53	93	238	30	127	141
Median Sale Price (In \$1000s)	30	78	209	19	115	112

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	1704
31 - 60 Days	1135
61 - 90 Days	789
91 - 120 Days	585
More Than 120 Days	1970
Total Units Sold	6183
Average Market Time	117.80

<u>Types of Financing</u>	<u># Units</u>
FHA	1556
VA	276
Conventional	1915
Cash	2388
Owner Financed	18
Other	263

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 08/15/11

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	279	14	13
\$20,000 - \$29,999	269	15	20
\$30,000 - \$39,999	208	16	11
\$40,000 - \$49,999	263	9	13
\$50,000 - \$59,999	242	15	16
\$60,000 - \$69,999	315	14	15
\$70,000 - \$79,999	283	8	24
\$80,000 - \$89,999	288	4	20
\$90,000 - \$99,999	281	4	29
\$100,000 - \$119,999	525	4	37
\$120,000 - \$139,999	616	3	35
\$140,000 - \$159,999	564	4	31
\$160,000 - \$179,999	467	4	35
\$180,000 - \$199,999	415	2	34
\$200,000 - \$249,999	746	3	56
\$250,000 - \$299,999	573	6	30
\$300,000 - \$399,999	647	1	33
\$400,000 - \$499,999	278	0	12
\$500,000 - \$749,999	263	0	4
\$750,000 - \$999,999	133	0	3
\$1,000,000 and Over	118	0	0
Totals	7773	126	471
Average Price (In \$ 1,000s)	217	78	168
Median Price (In \$ 1,000s)	151	55	145

Inventory Totals

Total Pending: 1,568

Average LP: \$152,691

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1511	233413	154,476
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	5393	128,394
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	15	614	40,927
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: 8,370

Average LP: \$211,754

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7773	1683365	216,566
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	471	79107	167,956
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	126	9797	77,754
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