

Sales Summary

	June Total MLS Sales			YTD Total MLS Sales		
	2011	2010	% change	2011	2010	% change
Units	1,066	1,152	-7.5%	5,351	6,089	-12.1%
Average Sales Price	\$151,000	\$161,000	-6.2%	\$139,000	\$144,000	-3.5%
Median Sales Price	\$121,000	\$128,000	-5.5%	\$110,000	\$120,000	-8.3%

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	28	67	7	7	2	111	680
\$ 20,000 - 29,999	10	36	3	2	2	53	294
\$ 30,000 - 39,999	5	37	7	1	1	51	278
\$ 40,000 - 49,999	6	30	3	0	0	39	258
\$ 50,000 - 59,999	8	23	9	0	1	41	183
\$ 60,000 - 69,999	4	41	3	0	2	50	231
\$ 70,000 - 79,999	3	27	4	0	4	38	204
\$ 80,000 - 89,999	2	26	6	0	1	35	186
\$ 90,000 - 99,999	1	31	8	0	0	40	183
\$100,000 - 119,999	2	50	15	0	3	70	348
\$120,000 - 139,999	4	47	14	0	5	70	396
\$140,000 - 159,999	7	52	27	0	2	88	374
\$160,000 - 179,999	0	25	23	1	4	53	287
\$180,000 - 199,999	2	22	31	0	2	57	246
\$200,000 - 249,999	3	26	55	0	5	89	443
\$250,000 - 299,999	0	6	52	0	2	60	265
\$300,000 - 399,999	1	4	55	0	0	60	265
\$400,000 - 499,999	0	2	24	0	1	27	108
\$500,000 - 749,999	0	0	25	0	0	25	89
\$750,000 - 999,999	0	0	9	0	0	9	24
\$1,000,000 and over	0	0	0	0	0	0	9
Total Types	86	552	380	11	37	1,066	5,351
Average Sale Price	\$62,000	\$95,000	\$257,000	\$29,000	\$136,000	\$136,000	\$139,000
Median Sale Price	\$40,000	\$85,000	\$224,000	\$15,000	\$126,000	\$126,000	\$110,000

Price Group	Sales	% of Total
0 - \$99,999	458	43.0%
\$100,000 - 199,999	338	31.7%
\$200,000 - 399,999	209	19.6%
\$400,000 and above	61	5.7%

Time on Market	Units
1 to 30 days	285
31 to 60 days	187
61 to 90 days	145
91 to 120 days	92
More than 120 Days	1020
Average Market Time	115.13

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 07/15/11

June 1 - 30, 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	28	67	7	7	2	111
\$20,000 - \$29,999	10	36	3	2	2	53
\$30,000 - \$39,999	5	37	7	1	1	51
\$40,000 - \$49,999	6	30	3	0	0	39
\$50,000 - \$59,999	8	23	9	0	1	41
\$60,000 - \$69,999	4	41	3	0	2	50
\$70,000 - \$79,999	3	27	4	0	4	38
\$80,000 - \$89,999	2	26	6	0	1	35
\$90,000 - \$99,999	1	31	8	0	0	40
\$100,000 - \$119,999	2	50	15	0	3	70
\$120,000 - \$139,999	4	47	14	0	5	70
\$140,000 - \$159,999	7	52	27	0	2	88
\$160,000 - \$179,999	0	25	23	1	4	53
\$180,000 - \$199,999	2	22	31	0	2	57
\$200,000 - \$249,999	3	26	55	0	5	89
\$250,000 - \$299,999	0	6	52	0	2	60
\$300,000 - \$399,999	1	4	55	0	0	60
\$400,000 - \$499,999	0	2	24	0	1	27
\$500,000 - \$749,999	0	0	25	0	0	25
\$750,000 - \$999,999	0	0	9	0	0	9
\$1,000,000 and Over	0	0	0	0	0	0
Totals	86	552	380	11	37	1066
Avg. List Price (In \$1000s)	66	101	272	32	143	160
Median List Price (In \$1000s)	41	90	231	19	130	129
Avg Sale Price (In \$ 1000s)	62	95	257	29	136	151
Median Sale Price (In \$1000s)	40	85	224	15	126	121

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	285	FHA	254
31 - 60 Days	187	VA	49
61 - 90 Days	145	Conventional	373
91 - 120 Days	92	Cash	336
More Than 120 Days	311	Owner Financed	4
Total Units Sold	1020	Other	50
Average Market Time	115.13		

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 07/15/11

January 1 - June 30, 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	169	425	53	22	11	680
\$20,000 - \$29,999	46	205	28	8	7	294
\$30,000 - \$39,999	32	209	29	3	5	278
\$40,000 - \$49,999	33	180	38	1	6	258
\$50,000 - \$59,999	24	122	27	2	8	183
\$60,000 - \$69,999	20	165	34	0	12	231
\$70,000 - \$79,999	17	150	26	0	11	204
\$80,000 - \$89,999	12	129	30	0	15	186
\$90,000 - \$99,999	9	132	34	0	8	183
\$100,000 - \$119,999	11	246	71	0	20	348
\$120,000 - \$139,999	23	250	105	0	18	396
\$140,000 - \$159,999	18	199	140	1	16	374
\$160,000 - \$179,999	5	138	133	1	10	287
\$180,000 - \$199,999	7	96	132	0	11	246
\$200,000 - \$249,999	10	111	304	0	18	443
\$250,000 - \$299,999	2	34	219	0	10	265
\$300,000 - \$399,999	2	36	222	0	5	265
\$400,000 - \$499,999	0	11	95	0	2	108
\$500,000 - \$749,999	0	2	86	0	1	89
\$750,000 - \$999,999	0	1	23	0	0	24
\$1,000,000 and Over	0	1	8	0	0	9
Totals	440	2842	1837	38	194	5351
Avg. List Price (In \$1000s)	58	97	250	31	141	148
Median List Price (In \$1000s)	35	84	213	20	123	117
Avg Sale Price (In \$ 1000s)	54	92	236	27	130	139
Median Sale Price (In \$1000s)	31	77	206	17	115	110

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	1424
31 - 60 Days	937
61 - 90 Days	646
91 - 120 Days	482
More Than 120 Days	1670
Total Units Sold	5159
Average Market Time	117.57

<u>Types of Financing</u>	<u># Units</u>
FHA	1297
VA	210
Conventional	1589
Cash	2023
Owner Financed	15
Other	216

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 07/15/11

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	300	13	10
\$20,000 - \$29,999	211	19	8
\$30,000 - \$39,999	220	13	14
\$40,000 - \$49,999	271	13	11
\$50,000 - \$59,999	256	11	15
\$60,000 - \$69,999	298	12	16
\$70,000 - \$79,999	290	8	24
\$80,000 - \$89,999	266	3	19
\$90,000 - \$99,999	317	5	28
\$100,000 - \$119,999	568	5	35
\$120,000 - \$139,999	643	2	34
\$140,000 - \$159,999	601	4	33
\$160,000 - \$179,999	472	3	33
\$180,000 - \$199,999	395	4	40
\$200,000 - \$249,999	765	4	52
\$250,000 - \$299,999	584	5	28
\$300,000 - \$399,999	639	2	27
\$400,000 - \$499,999	286	0	11
\$500,000 - \$749,999	286	0	5
\$750,000 - \$999,999	140	0	4
\$1,000,000 and Over	118	0	0
Totals	7926	126	447
Average Price (In \$ 1,000s)	217	80	172
Median Price (In \$ 1,000s)	151	52	150

Inventory Totals

Total Pending: 1,639

Average LP: S151,182

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1570	239513	152,556
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	54	7420	137,411
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	635	42,300
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: 8.498

Average LP: S213,078

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7925	1723520	217,479
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	447	76885	172,003
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	10120	80,317
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