

Sales Summary

	March Total MLS Sales			YTD Total MLS Sales		
	2011	2010	% change	2011	2010	% change
Units	911	1,050	-13.2%	2,215	2,474	-10.5%
Average Sales Price	\$143,000	\$143,000	0.0%	\$138,000	\$136,000	1.5%
Median Sales Price	\$100,000	\$120,000	-16.7%	\$103,000	\$114,000	-9.6%

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	32	83	10	3	4	132	299
\$ 20,000 - 29,999	13	38	6	1	1	59	143
\$ 30,000 - 39,999	10	41	5	0	2	58	120
\$ 40,000 - 49,999	6	32	9	0	0	47	122
\$ 50,000 - 59,999	5	18	4	2	1	30	77
\$ 60,000 - 69,999	5	28	3	0	1	37	99
\$ 70,000 - 79,999	3	29	6	0	1	39	87
\$ 80,000 - 89,999	3	17	3	0	2	25	71
\$ 90,000 - 99,999	1	23	2	0	1	27	67
\$100,000 - 119,999	2	43	7	0	2	54	131
\$120,000 - 139,999	4	54	23	0	1	82	180
\$140,000 - 159,999	2	19	26	1	3	51	135
\$160,000 - 179,999	1	20	19	0	2	42	101
\$180,000 - 199,999	1	12	20	0	3	36	96
\$200,000 - 249,999	2	14	47	0	4	67	184
\$250,000 - 299,999	1	3	39	0	1	44	110
\$300,000 - 399,999	1	8	36	0	1	46	111
\$400,000 - 499,999	0	0	14	0	1	15	34
\$500,000 - 749,999	0	0	13	0	1	14	33
\$750,000 - 999,999	0	0	3	0	0	3	10
\$1,000,000 and over	0	1	2	0	0	3	5
Total Types	92	483	297	7	32	911	2,215
Average Sale Price	\$53,000	\$101,000	\$241,000	\$46,000	\$148,000	\$138,000	\$138,000
Median Sale Price	\$32,000	\$70,000	\$209,000	\$21,000	\$135,000	\$112,000	\$103,000

Price Group	Sales	% of Total
0 - \$99,999	454	49.8%
\$100,000 - 199,999	265	29.1%
\$200,000 - 399,999	157	17.2%
\$400,000 and above	35	3.8%

Time on Market	Units
1 to 30 days	259
31 to 60 days	150
61 to 90 days	124
91 to 120 days	79
More than 120 Days	261
Average Market Time	111.98

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 04/15/11

March 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	32	83	10	3	4	132
\$20,000 - \$29,999	13	38	6	1	1	59
\$30,000 - \$39,999	10	41	5	0	2	58
\$40,000 - \$49,999	6	32	9	0	0	47
\$50,000 - \$59,999	5	18	4	2	1	30
\$60,000 - \$69,999	5	28	3	0	1	37
\$70,000 - \$79,999	3	29	6	0	1	39
\$80,000 - \$89,999	3	17	3	0	2	25
\$90,000 - \$99,999	1	23	2	0	1	27
\$100,000 - \$119,999	2	43	7	0	2	54
\$120,000 - \$139,999	4	54	23	0	1	82
\$140,000 - \$159,999	2	19	26	1	3	51
\$160,000 - \$179,999	1	20	19	0	2	42
\$180,000 - \$199,999	1	12	20	0	3	36
\$200,000 - \$249,999	2	14	47	0	4	67
\$250,000 - \$299,999	1	3	39	0	1	44
\$300,000 - \$399,999	1	8	36	0	1	46
\$400,000 - \$499,999	0	0	14	0	1	15
\$500,000 - \$749,999	0	0	13	0	1	14
\$750,000 - \$999,999	0	0	3	0	0	3
\$1,000,000 and Over	0	1	2	0	0	3
Totals	92	483	297	7	32	911
Avg. List Price (In \$1000s)	58	89	260	54	160	144
Median List Price (In \$1000s)	34	77	213	21	147	108
Avg Sale Price (In \$ 1000s)	53	101	241	46	148	143
Median Sale Price (In \$1000s)	32	70	209	21	135	100

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	259
31 - 60 Days	150
61 - 90 Days	124
91 - 120 Days	79
More Than 120 Days	261
Total Units Sold	873
Average Market Time	111.98

<u>Types of Financing</u>	<u># Units</u>
FHA	212
VA	38
Conventional	231
Cash	396
Owner Financed	0
Other	34

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 04/15/11

January 1 - March 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	73	187	28	6	5	299
\$20,000 - \$29,999	23	99	14	5	2	143
\$30,000 - \$39,999	17	85	14	1	3	120
\$40,000 - \$49,999	17	80	23	1	1	122
\$50,000 - \$59,999	8	55	10	2	2	77
\$60,000 - \$69,999	12	68	13	0	6	99
\$70,000 - \$79,999	4	66	13	0	4	87
\$80,000 - \$89,999	5	52	10	0	4	71
\$90,000 - \$99,999	6	48	10	0	3	67
\$100,000 - \$119,999	4	92	28	0	7	131
\$120,000 - \$139,999	8	115	52	0	5	180
\$140,000 - \$159,999	3	65	59	1	7	135
\$160,000 - \$179,999	1	51	46	0	3	101
\$180,000 - \$199,999	3	35	53	0	5	96
\$200,000 - \$249,999	3	43	130	0	8	184
\$250,000 - \$299,999	2	19	85	0	4	110
\$300,000 - \$399,999	1	20	86	0	4	111
\$400,000 - \$499,999	0	1	32	0	1	34
\$500,000 - \$749,999	0	1	31	0	1	33
\$750,000 - \$999,999	0	0	10	0	0	10
\$1,000,000 and Over	0	1	4	0	0	5
Totals	190	1183	751	16	75	2215
Avg. List Price (In \$1000s)	54	94	245	38	156	144
Median List Price (In \$1000s)	34	80	208	26	125	110
Avg Sale Price (In \$ 1000s)	49	96	230	33	144	138
Median Sale Price (In \$1000s)	29	73	200	23	125	103

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	582
31 - 60 Days	389
61 - 90 Days	270
91 - 120 Days	217
More Than 120 Days	674
Total Units Sold	2132
Average Market Time	113.80

<u>Types of Financing</u>	<u># Units</u>
FHA	521
VA	87
Conventional	611
Cash	912
Owner Financed	7
Other	77

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 04/15/11

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	376	16	14
\$20,000 - \$29,999	225	12	9
\$30,000 - \$39,999	234	14	8
\$40,000 - \$49,999	238	17	11
\$50,000 - \$59,999	279	12	14
\$60,000 - \$69,999	303	10	21
\$70,000 - \$79,999	303	4	22
\$80,000 - \$89,999	299	6	19
\$90,000 - \$99,999	302	5	23
\$100,000 - \$119,999	572	6	46
\$120,000 - \$139,999	684	3	39
\$140,000 - \$159,999	576	1	35
\$160,000 - \$179,999	540	4	31
\$180,000 - \$199,999	430	0	38
\$200,000 - \$249,999	701	1	48
\$250,000 - \$299,999	566	4	35
\$300,000 - \$399,999	629	1	27
\$400,000 - \$499,999	272	0	14
\$500,000 - \$749,999	284	0	1
\$750,000 - \$999,999	150	0	4
\$1,000,000 and Over	122	0	1
Totals	8085	116	460
Average Price (In \$ 1,000s)	216	68	172
Median Price (In \$ 1,000s)	150	50	149

Inventory Totals

Total Active: 8,661

Average LP: \$211,712

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	8087	1747180	216,048
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	460	79038	171,822
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	116	7924	68,314
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: 1,579

Average LP: \$153,069

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1507	233790	155,136
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	60	7693	128,218
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	12	394	32,842
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