

Sales Summary

	May Total MLS Sales			YTD Total MLS Sales		
	2011	2010	% change	2011	2010	% change
Units	989	1,195	-17.2%	4,243	4,867	-12.8%
Average Sales Price	\$144,000	\$150,000	-4.0%	\$136,000	\$140,000	-2.9%
Median Sales Price	\$114,000	\$130,000	-12.3%	\$107,000	\$120,000	-10.8%

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	31	77	8	3	1	120	561
\$ 20,000 - 29,999	7	34	5	0	1	47	238
\$ 30,000 - 39,999	5	38	2	1	0	46	225
\$ 40,000 - 49,999	5	36	8	0	3	52	219
\$ 50,000 - 59,999	5	25	5	0	1	36	142
\$ 60,000 - 69,999	3	30	5	0	2	40	180
\$ 70,000 - 79,999	4	28	4	0	1	37	162
\$ 80,000 - 89,999	4	26	5	0	1	36	150
\$ 90,000 - 99,999	1	27	7	0	3	38	143
\$100,000 - 119,999	3	47	12	0	3	65	274
\$120,000 - 139,999	9	34	13	0	5	61	324
\$140,000 - 159,999	3	41	22	0	4	70	283
\$160,000 - 179,999	4	34	27	0	1	66	229
\$180,000 - 199,999	2	17	27	0	2	48	188
\$200,000 - 249,999	2	23	57	0	2	84	351
\$250,000 - 299,999	0	4	42	0	1	47	202
\$300,000 - 399,999	0	9	36	0	1	46	204
\$400,000 - 499,999	0	5	19	0	0	24	80
\$500,000 - 749,999	0	1	19	0	0	20	64
\$750,000 - 999,999	0	0	2	0	0	2	15
\$1,000,000 and over	0	1	3	0	0	4	9
Total Types	88	537	328	4	32	989	4,243
Average Sale Price	\$63,000	\$98,000	\$245,000	\$18,000	\$123,000	\$134,000	\$136,000
Median Sale Price	\$44,000	\$80,000	\$216,000	\$13,000	\$120,000	\$106,000	\$107,000

Price Group	Sales	% of Total
0 - \$99,999	452	45.7%
\$100,000 - 199,999	310	31.3%
\$200,000 - 399,999	177	17.9%
\$400,000 and above	50	5.1%

Time on Market	Units
1 to 30 days	271
31 to 60 days	179
61 to 90 days	114
91 to 120 days	83
More than 120 Days	323
Average Market Time	119.91

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 06/15/11

May 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	31	77	8	3	1	120
\$20,000 - \$29,999	7	34	5	0	1	47
\$30,000 - \$39,999	5	38	2	1	0	46
\$40,000 - \$49,999	5	36	8	0	3	52
\$50,000 - \$59,999	5	25	5	0	1	36
\$60,000 - \$69,999	3	30	5	0	2	40
\$70,000 - \$79,999	4	28	4	0	1	37
\$80,000 - \$89,999	4	26	5	0	1	36
\$90,000 - \$99,999	1	27	7	0	3	38
\$100,000 - \$119,999	3	47	12	0	3	65
\$120,000 - \$139,999	9	34	13	0	5	61
\$140,000 - \$159,999	3	41	22	0	4	70
\$160,000 - \$179,999	4	34	27	0	1	66
\$180,000 - \$199,999	2	17	27	0	2	48
\$200,000 - \$249,999	2	23	57	0	2	84
\$250,000 - \$299,999	0	4	42	0	1	47
\$300,000 - \$399,999	0	9	36	0	1	46
\$400,000 - \$499,999	0	5	19	0	0	24
\$500,000 - \$749,999	0	1	19	0	0	20
\$750,000 - \$999,999	0	0	2	0	0	2
\$1,000,000 and Over	0	1	3	0	0	4
Totals	88	537	328	4	32	989
Avg. List Price (In \$1000s)	68	103	260	22	133	153
Median List Price (In \$1000s)	49	86	225	18	125	120
Avg Sale Price (In \$ 1000s)	63	98	245	18	123	144
Median Sale Price (In \$1000s)	44	80	216	13	120	114

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	271
31 - 60 Days	179
61 - 90 Days	114
91 - 120 Days	83
More Than 120 Days	323
Total Units Sold	970
Average Market Time	119.91

<u>Types of Financing</u>	<u># Units</u>
FHA	229
VA	37
Conventional	304
Cash	377
Owner Financed	1
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: 06/15/11

January 1 - May 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	140	353	44	15	9	561
\$20,000 - \$29,999	36	167	24	6	5	238
\$30,000 - \$39,999	26	171	22	2	4	225
\$40,000 - \$49,999	27	150	35	1	6	219
\$50,000 - \$59,999	16	99	18	2	7	142
\$60,000 - \$69,999	16	124	30	0	10	180
\$70,000 - \$79,999	14	119	22	0	7	162
\$80,000 - \$89,999	10	102	24	0	14	150
\$90,000 - \$99,999	8	101	26	0	8	143
\$100,000 - \$119,999	9	194	55	0	16	274
\$120,000 - \$139,999	19	202	90	0	13	324
\$140,000 - \$159,999	10	146	112	1	14	283
\$160,000 - \$179,999	5	109	109	0	6	229
\$180,000 - \$199,999	5	73	101	0	9	188
\$200,000 - \$249,999	7	85	246	0	13	351
\$250,000 - \$299,999	2	28	164	0	8	202
\$300,000 - \$399,999	1	32	166	0	5	204
\$400,000 - \$499,999	0	9	70	0	1	80
\$500,000 - \$749,999	0	2	61	0	1	64
\$750,000 - \$999,999	0	1	14	0	0	15
\$1,000,000 and Over	0	1	8	0	0	9
Totals	351	2268	1441	27	156	4243
Avg. List Price (In \$1000s)	56	96	245	31	140	145
Median List Price (In \$1000s)	34	82	209	21	120	115
Avg Sale Price (In \$ 1000s)	51	92	231	26	128	136
Median Sale Price (In \$1000s)	30	75	200	17	113	107

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	1127
31 - 60 Days	746
61 - 90 Days	495
91 - 120 Days	385
More Than 120 Days	1346
Total Units Sold	4099
Average Market Time	117.60

<u>Types of Financing</u>	<u># Units</u>
FHA	1031
VA	158
Conventional	1208
Cash	1671
Owner Financed	11
Other	163

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 06/15/11

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	335	15	11
\$20,000 - \$29,999	202	16	9
\$30,000 - \$39,999	224	17	10
\$40,000 - \$49,999	259	11	13
\$50,000 - \$59,999	252	12	10
\$60,000 - \$69,999	310	10	14
\$70,000 - \$79,999	300	7	21
\$80,000 - \$89,999	271	4	17
\$90,000 - \$99,999	313	4	27
\$100,000 - \$119,999	560	6	41
\$120,000 - \$139,999	669	1	30
\$140,000 - \$159,999	581	4	34
\$160,000 - \$179,999	528	4	35
\$180,000 - \$199,999	391	1	43
\$200,000 - \$249,999	734	3	53
\$250,000 - \$299,999	569	3	33
\$300,000 - \$399,999	651	2	25
\$400,000 - \$499,999	280	0	13
\$500,000 - \$749,999	289	0	4
\$750,000 - \$999,999	141	0	4
\$1,000,000 and Over	127	0	0
Totals	7986	120	447
Average Price (In \$ 1,000s)	219	73	175
Median Price (In \$ 1,000s)	150	50	152

Inventory Totals

Total Active: 8,554

Average LP: \$215,083

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7986	1749182	219,031
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	448	78400	175,001
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	120	8730	72,754
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

Inventory Totals

Total Pending: 1,620

Average LP: \$156,055

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1545	244068	157,973
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	56	8030	143,391
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	19	729	38,350
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