

Sales Summary

	November Total MLS Sales			YTD Total MLS Sales		
	2011	2010	% change	2011	2010	% change
Units	761	751	1.3%	10,155	10,438	-2.7%
Average Sales Price	\$138,000	\$149,000	-7.4%	\$141,000	\$145,000	-2.8%
Median Sales Price	\$115,000	\$105,000	9.5%	\$113,000	\$118,000	-4.2%

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	22	44	10	4	6	86	1,236
\$ 20,000 - 29,999	6	36	9	4	0	55	584
\$ 30,000 - 39,999	8	33	7	1	0	49	541
\$ 40,000 - 49,999	2	22	5	0	1	30	463
\$ 50,000 - 59,999	3	15	4	0	0	22	373
\$ 60,000 - 69,999	3	18	4	0	0	25	418
\$ 70,000 - 79,999	1	20	2	0	1	24	391
\$ 80,000 - 89,999	2	19	7	0	1	29	348
\$ 90,000 - 99,999	2	18	8	0	0	28	338
\$100,000 - 119,999	4	30	12	0	6	52	663
\$120,000 - 139,999	4	40	12	1	2	59	782
\$140,000 - 159,999	0	31	21	0	4	56	684
\$160,000 - 179,999	2	17	23	0	1	43	541
\$180,000 - 199,999	1	9	16	0	1	27	448
\$200,000 - 249,999	2	18	46	0	1	67	853
\$250,000 - 299,999	0	6	38	0	0	44	540
\$300,000 - 399,999	1	5	32	0	1	39	504
\$400,000 - 499,999	0	1	9	0	0	10	218
\$500,000 - 749,999	0	0	12	0	0	12	169
\$750,000 - 999,999	0	0	3	0	0	3	41
\$1,000,000 and over	0	0	1	0	0	1	20
<b>Total Types</b>	<b>63</b>	<b>382</b>	<b>281</b>	<b>10</b>	<b>25</b>	<b>761</b>	<b>10,155</b>
Average Sale Price	\$61,000	\$94,000	\$220,000	\$29,000	\$112,000	\$138,000	\$141,000
Median Sale Price	\$34,000	\$82,000	\$200,000	\$22,000	\$116,000	\$115,000	\$113,000

Price Group	Sales	% of Total
0 - \$99,999	348	45.7%
\$100,000 - 199,999	237	31.1%
\$200,000 - 399,999	150	19.7%
\$400,000 and above	26	3.4%

Time on Market	Units
1 to 30 days	215
31 to 60 days	119
61 to 90 days	90
91 to 120 days	83
More than 120 Days	221
<b>Average Market Time</b>	<b>114.1</b>

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 12/15/11

November 1 - 30, 2011

## Sold Residential Listings

<u>Price Class/Type</u>	<u>&lt; 2 Bed</u>	<u>3 Bed</u>	<u>&gt; 4 Bed</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>	<u>Total Units</u>
\$19,999 or Under	22	44	10	4	6	86
\$20,000 - \$29,999	6	36	9	4	0	55
\$30,000 - \$39,999	8	33	7	1	0	49
\$40,000 - \$49,999	2	22	5	0	1	30
\$50,000 - \$59,999	3	15	4	0	0	22
\$60,000 - \$69,999	3	18	4	0	0	25
\$70,000 - \$79,999	1	20	2	0	1	24
\$80,000 - \$89,999	2	19	7	0	1	29
\$90,000 - \$99,999	2	18	8	0	0	28
\$100,000 - \$119,999	4	30	12	0	6	52
\$120,000 - \$139,999	4	40	12	1	2	59
\$140,000 - \$159,999	0	31	21	0	4	56
\$160,000 - \$179,999	2	17	23	0	1	43
\$180,000 - \$199,999	1	9	16	0	1	27
\$200,000 - \$249,999	2	18	46	0	1	67
\$250,000 - \$299,999	0	6	38	0	0	44
\$300,000 - \$399,999	1	5	32	0	1	39
\$400,000 - \$499,999	0	1	9	0	0	10
\$500,000 - \$749,999	0	0	12	0	0	12
\$750,000 - \$999,999	0	0	3	0	0	3
\$1,000,000 and Over	0	0	1	0	0	1
<b>Totals</b>	<b>63</b>	<b>382</b>	<b>281</b>	<b>10</b>	<b>25</b>	<b>761</b>
<b>Avg. List Price (In \$1000s)</b>	<b>66</b>	<b>99</b>	<b>231</b>	<b>36</b>	<b>118</b>	<b>145</b>
<b>Median List Price (In \$1000s)</b>	<b>40</b>	<b>85</b>	<b>205</b>	<b>24</b>	<b>119</b>	<b>120</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>61</b>	<b>94</b>	<b>220</b>	<b>29</b>	<b>112</b>	<b>138</b>
<b>Median Sale Price (In \$1000s)</b>	<b>34</b>	<b>82</b>	<b>200</b>	<b>22</b>	<b>116</b>	<b>115</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	215
31 - 60 Days	119
61 - 90 Days	90
91 - 120 Days	83
More Than 120 Days	221
<b>Total Units Sold</b>	<b>728</b>
<b>Average Market Time</b>	<b>114.10</b>

<u>Types of Financing</u>	<u># Units</u>
FHA	193
VA	35
Conventional	212
Cash	279
Owner Financed	1
Other	41

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 12/15/11

January 1 - November 30, 2011

## Sold Residential Listings

<u>Price Class/Type</u>	<u>&lt; 2 Bed</u>	<u>3 Bed</u>	<u>&gt; 4 Bed</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>	<u>Total Units</u>
\$19,999 or Under	314	728	103	54	37	1236
\$20,000 - \$29,999	87	390	73	25	9	584
\$30,000 - \$39,999	62	410	52	8	9	541
\$40,000 - \$49,999	59	325	69	1	9	463
\$50,000 - \$59,999	32	267	59	4	11	373
\$60,000 - \$69,999	29	294	70	2	23	418
\$70,000 - \$79,999	37	294	45	0	15	391
\$80,000 - \$89,999	23	247	52	1	25	348
\$90,000 - \$99,999	15	249	61	1	12	338
\$100,000 - \$119,999	26	465	138	2	32	663
\$120,000 - \$139,999	42	487	207	2	44	782
\$140,000 - \$159,999	30	357	265	1	31	684
\$160,000 - \$179,999	10	247	268	1	15	541
\$180,000 - \$199,999	10	176	244	0	18	448
\$200,000 - \$249,999	16	226	582	0	29	853
\$250,000 - \$299,999	2	75	446	0	17	540
\$300,000 - \$399,999	4	64	430	0	6	504
\$400,000 - \$499,999	1	18	196	0	3	218
\$500,000 - \$749,999	0	5	163	0	1	169
\$750,000 - \$999,999	0	2	39	0	0	41
\$1,000,000 and Over	0	1	19	0	0	20
<b>Totals</b>	<b>799</b>	<b>5327</b>	<b>3581</b>	<b>102</b>	<b>346</b>	<b>10155</b>
<b>Avg. List Price (In \$1000s)</b>	<b>58</b>	<b>98</b>	<b>250</b>	<b>34</b>	<b>132</b>	<b>149</b>
<b>Median List Price (In \$1000s)</b>	<b>35</b>	<b>85</b>	<b>215</b>	<b>25</b>	<b>121</b>	<b>119</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>53</b>	<b>93</b>	<b>236</b>	<b>29</b>	<b>123</b>	<b>141</b>
<b>Median Sale Price (In \$1000s)</b>	<b>30</b>	<b>78</b>	<b>206</b>	<b>19</b>	<b>115</b>	<b>113</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	2700
31 - 60 Days	1801
61 - 90 Days	1248
91 - 120 Days	944
More Than 120 Days	3068
<b>Total Units Sold</b>	<b>9761</b>
<b>Average Market Time</b>	<b>116.54</b>

<u>Types of Financing</u>	<u># Units</u>
<b>FHA</b>	<b>2435</b>
<b>VA</b>	<b>447</b>
<b>Conventional</b>	<b>2982</b>
<b>Cash</b>	<b>3818</b>
<b>Owner Financed</b>	<b>29</b>
<b>Other</b>	<b>443</b>

# Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 12/15/11

## Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	245	20	6
\$20,000 - \$29,999	205	20	17
\$30,000 - \$39,999	208	7	8
\$40,000 - \$49,999	264	13	6
\$50,000 - \$59,999	258	11	18
\$60,000 - \$69,999	308	10	15
\$70,000 - \$79,999	260	7	21
\$80,000 - \$89,999	269	6	21
\$90,000 - \$99,999	241	5	26
\$100,000 - \$119,999	444	4	26
\$120,000 - \$139,999	551	4	19
\$140,000 - \$159,999	443	5	30
\$160,000 - \$179,999	424	3	34
\$180,000 - \$199,999	343	4	24
\$200,000 - \$249,999	602	2	48
\$250,000 - \$299,999	473	6	25
\$300,000 - \$399,999	475	0	26
\$400,000 - \$499,999	243	0	5
\$500,000 - \$749,999	222	0	4
\$750,000 - \$999,999	108	0	3
\$1,000,000 and Over	98	0	1
<b>Totals</b>	<b>6684</b>	<b>127</b>	<b>383</b>
<b>Average Price (In \$ 1,000s)</b>	<b>211</b>	<b>75</b>	<b>170</b>
<b>Median Price (In \$ 1,000s)</b>	<b>145</b>	<b>52</b>	<b>148</b>

# Inventory Totals

Total Pending: 1,377

Average LP: \$138,807

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1313	184661	140,641
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	47	5693	121,128
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	17	651	38,288
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: 7,194

Average LP: \$206,486

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6684	1410883	211,084
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	383	65052	169,849
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	127	9521	74,970
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