

Sales Summary

	September Total MLS Sales			YTD Total MLS Sales		
	2011	2010	% change	2011	2010	% change
Units	868	879	-1.3%	8,393	8,819	-4.8%
Average Sales Price	\$145,000	\$150,000	-3.3%	\$142,000	\$144,000	-1.4%
Median Sales Price	\$122,000	\$118,000	3.4%	\$115,000	\$119,000	-3.4%

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	51	9	0	2	84	1,004
\$ 20,000 - 29,999	8	36	9	0	2	55	466
\$ 30,000 - 39,999	5	38	1	0	0	44	428
\$ 40,000 - 49,999	5	21	5	0	0	31	387
\$ 50,000 - 59,999	1	22	5	0	0	28	307
\$ 60,000 - 69,999	2	21	6	0	3	31	349
\$ 70,000 - 79,999	4	28	2	0	0	34	323
\$ 80,000 - 89,999	0	20	2	0	1	23	288
\$ 90,000 - 99,999	0	28	10	0	0	38	278
\$100,000 - 119,999	4	45	7	1	1	58	555
\$120,000 - 139,999	4	42	28	0	6	80	660
\$140,000 - 159,999	2	31	27	0	3	63	561
\$160,000 - 179,999	0	21	26	0	1	48	446
\$180,000 - 199,999	1	14	25	0	2	42	384
\$200,000 - 249,999	1	27	42	0	3	73	720
\$250,000 - 299,999	0	6	54	0	1	61	435
\$300,000 - 399,999	1	6	37	0	0	44	422
\$400,000 - 499,999	0	1	16	0	0	17	182
\$500,000 - 749,999	0	0	9	0	0	9	145
\$750,000 - 999,999	0	0	2	0	0	2	35
\$1,000,000 and over	0	0	3	0	0	3	18
Total Types	60	458	325	1	25	868	8,393
Average Sale Price	\$55,000	\$96,000	\$232,000	\$112,000	\$127,000	\$145,000	\$142,000
Median Sale Price	\$33,000	\$87,000	\$200,000	\$112,000	\$130,000	\$122,000	\$115,000

Price Group	Sales	% of Total
0 - \$99,999	368	42.4%
\$100,000 - 199,999	291	33.5%
\$200,000 - 399,999	178	20.5%
\$400,000 and above	31	3.6%

Time on Market	Units
1 to 30 days	246
31 to 60 days	157
61 to 90 days	95
91 to 120 days	84
More than 120 Days	257
Average Market Time	111.08

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 10/14/11

September 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	22	51	9	0	2	84
\$20,000 - \$29,999	8	36	9	0	2	55
\$30,000 - \$39,999	5	38	1	0	0	44
\$40,000 - \$49,999	5	21	5	0	0	31
\$50,000 - \$59,999	1	22	5	0	0	28
\$60,000 - \$69,999	2	21	5	0	3	31
\$70,000 - \$79,999	4	28	2	0	0	34
\$80,000 - \$89,999	0	20	2	0	1	23
\$90,000 - \$99,999	0	28	10	0	0	38
\$100,000 - \$119,999	4	45	7	1	1	58
\$120,000 - \$139,999	4	42	28	0	6	80
\$140,000 - \$159,999	2	31	27	0	3	63
\$160,000 - \$179,999	0	21	26	0	1	48
\$180,000 - \$199,999	1	14	25	0	2	42
\$200,000 - \$249,999	1	27	42	0	3	73
\$250,000 - \$299,999	0	6	54	0	1	61
\$300,000 - \$399,999	1	6	37	0	0	44
\$400,000 - \$499,999	0	1	16	0	0	17
\$500,000 - \$749,999	0	0	9	0	0	9
\$750,000 - \$999,999	0	0	2	0	0	2
\$1,000,000 and Over	0	0	3	0	0	3
Totals	60	458	324	1	25	868
Avg. List Price (In \$1000s)	59	101	242	160	134	152
Median List Price (In \$1000s)	35	90	209	160	137	128
Avg Sale Price (In \$ 1000s)	55	96	232	112	127	145
Median Sale Price (In \$1000s)	33	87	200	112	130	122

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	246
31 - 60 Days	157
61 - 90 Days	95
91 - 120 Days	84
More Than 120 Days	257
Total Units Sold	839
Average Market Time	111.08

<u>Types of Financing</u>	<u># Units</u>
FHA	220
VA	38
Conventional	262
Cash	296
Owner Financed	3
Other	49

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 10/14/11

January 1 - September 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	255	615	82	31	21	1004
\$20,000 - \$29,999	73	315	55	14	9	466
\$30,000 - \$39,999	47	328	40	6	7	428
\$40,000 - \$49,999	51	272	55	1	8	387
\$50,000 - \$59,999	28	219	46	3	11	307
\$60,000 - \$69,999	26	248	54	1	20	349
\$70,000 - \$79,999	31	244	35	0	13	323
\$80,000 - \$89,999	19	203	44	0	22	288
\$90,000 - \$99,999	12	204	50	1	11	278
\$100,000 - \$119,999	22	396	110	2	25	555
\$120,000 - \$139,999	33	413	177	1	36	660
\$140,000 - \$159,999	28	292	214	1	26	561
\$160,000 - \$179,999	7	209	216	1	13	446
\$180,000 - \$199,999	9	150	208	0	17	384
\$200,000 - \$249,999	14	190	489	0	27	720
\$250,000 - \$299,999	2	59	361	0	13	435
\$300,000 - \$399,999	3	54	360	0	5	422
\$400,000 - \$499,999	1	16	163	0	2	182
\$500,000 - \$749,999	0	4	140	0	1	145
\$750,000 - \$999,999	0	2	33	0	0	35
\$1,000,000 and Over	0	1	17	0	0	18
Totals	661	4434	2949	62	287	8393
Avg. List Price (In \$1000s)	58	99	254	36	135	151
Median List Price (In \$1000s)	35	85	216	23	125	120
Avg Sale Price (In \$ 1000s)	53	93	240	32	125	142
Median Sale Price (In \$1000s)	30	79	209	20	116	115

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	2238
31 - 60 Days	1495
61 - 90 Days	1024
91 - 120 Days	766
More Than 120 Days	2561
Total Units Sold	8084
Average Market Time	117.21

<u>Types of Financing</u>	<u># Units</u>
FHA	2020
VA	366
Conventional	2501
Cash	3125
Owner Financed	25
Other	355

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 10/14/11

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	260	20	16
\$20,000 - \$29,999	231	32	20
\$30,000 - \$39,999	222	14	9
\$40,000 - \$49,999	288	10	11
\$50,000 - \$59,999	264	18	17
\$60,000 - \$69,999	322	9	15
\$70,000 - \$79,999	288	8	21
\$80,000 - \$89,999	279	6	18
\$90,000 - \$99,999	289	6	36
\$100,000 - \$119,999	498	4	39
\$120,000 - \$139,999	597	5	22
\$140,000 - \$159,999	490	3	29
\$160,000 - \$179,999	467	3	27
\$180,000 - \$199,999	390	4	33
\$200,000 - \$249,999	721	3	49
\$250,000 - \$299,999	567	7	28
\$300,000 - \$399,999	557	0	29
\$400,000 - \$499,999	264	0	8
\$500,000 - \$749,999	251	0	3
\$750,000 - \$999,999	122	0	3
\$1,000,000 and Over	101	0	0
Totals	7468	152	433
Average Price (In \$ 1,000s)	211	70	161
Median Price (In \$ 1,000s)	150	50	130

Inventory Totals

Total Pending: 1,460

Average LP: \$148,644

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1401	210755	150,432
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	37	5415	146,359
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	22	705	32,025
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: 8,053

Average LP: \$206,018

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7468	1578434	211,360
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	433	69928	161,496
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	152	10698	70,378
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