

Sales Summary

	February Total MLS Sales			YTD Total MLS Sales		
	2012	2011	% change	2012	2011	% change
Units	819	679	20.6%	1,520	1,386	9.7%
Average Sales Price	\$131,000	\$138,000	-5.1%	\$124,000	\$132,000	-6.1%
Median Sales Price	\$101,000	\$112,000	-9.8%	\$95,000	\$109,000	-12.8%

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	17	70	11	4	0	102	202
\$ 20,000 - 29,999	10	27	3	3	1	44	103
\$ 30,000 - 39,999	4	56	7	3	0	70	121
\$ 40,000 - 49,999	4	31	5	0	4	44	92
\$ 50,000 - 59,999	0	19	8	0	0	27	55
\$ 60,000 - 69,999	2	20	3	2	1	28	58
\$ 70,000 - 79,999	2	27	3	0	2	34	56
\$ 80,000 - 89,999	1	15	5	1	1	23	46
\$ 90,000 - 99,999	1	19	8	0	1	29	56
\$100,000 - 119,999	4	41	17	0	4	66	114
\$120,000 - 139,999	2	38	18	0	4	62	101
\$140,000 - 159,999	1	21	23	0	1	46	92
\$160,000 - 179,999	0	22	21	0	3	46	83
\$180,000 - 199,999	2	10	27	1	0	40	72
\$200,000 - 249,999	0	8	35	0	7	50	90
\$250,000 - 299,999	0	5	36	0	0	41	63
\$300,000 - 399,999	0	8	33	0	1	42	69
\$400,000 - 499,999	0	2	9	0	0	11	22
\$500,000 - 749,999	0	0	12	0	0	12	21
\$750,000 - 999,999	0	0	0	0	0	0	2
\$1,000,000 and over	0	0	2	0	0	2	2
Total Types	50	439	286	14	30	819	1,520
Average Sale Price	\$48,000	\$84,000	\$220,000	\$43,000	\$134,000	\$131,000	\$124,000
Median Sale Price	\$28,000	\$68,000	\$191,000	\$29,000	\$123,000	\$101,000	\$95,000

Price Group	Sales	% of Total
0 - \$99,999	401	49.0%
\$100,000 - 199,999	260	31.7%
\$200,000 - 399,999	133	16.2%
\$400,000 and above	25	3.1%

Time on Market	Units
1 to 30 days	243
31 to 60 days	135
61 to 90 days	68
91 to 120 days	76
More than 120 Days	274
Average Market Time	118.6

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 03/15/12

February 1-29, 2012

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	17	70	11	4	0	102
\$20,000 - \$29,999	10	27	3	3	1	44
\$30,000 - \$39,999	4	56	7	3	0	70
\$40,000 - \$49,999	4	31	5	0	4	44
\$50,000 - \$59,999	0	19	8	0	0	27
\$60,000 - \$69,999	2	20	3	2	1	28
\$70,000 - \$79,999	2	27	3	0	2	34
\$80,000 - \$89,999	1	15	5	1	1	23
\$90,000 - \$99,999	1	19	8	0	1	29
\$100,000 - \$119,999	4	41	17	0	4	66
\$120,000 - \$139,999	2	38	18	0	4	62
\$140,000 - \$159,999	1	21	23	0	1	46
\$160,000 - \$179,999	0	22	21	0	3	46
\$180,000 - \$199,999	2	10	27	1	0	40
\$200,000 - \$249,999	0	8	35	0	7	50
\$250,000 - \$299,999	0	5	36	0	0	41
\$300,000 - \$399,999	0	8	33	0	1	42
\$400,000 - \$499,999	0	2	9	0	0	11
\$500,000 - \$749,999	0	0	12	0	0	12
\$750,000 - \$999,999	0	0	0	0	0	0
\$1,000,000 and Over	0	0	2	0	0	2
Totals	50	439	286	14	30	819
Avg. List Price (In \$1000s)	53	90	233	40	146	139
Median List Price (In \$1000s)	31	74	199	26	127	109
Avg Sale Price (In \$ 1000s)	48	84	220	43	134	131
Median Sale Price (In \$1000s)	28	68	191	29	123	101

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	243
31 - 60 Days	135
61 - 90 Days	68
91 - 120 Days	76
More Than 120 Days	274
Total Units Sold	796
Average Market Time	118.60

<u>Types of Financing</u>	<u># Units</u>
FHA	176
VA	21
Conventional	235
Cash	344
Owner Financed	3
Other	39

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 03/15/12

January 1 - February 29, 2012

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	47	120	26	9	0	202
\$20,000 - \$29,999	24	57	10	5	7	103
\$30,000 - \$39,999	5	94	17	4	1	121
\$40,000 - \$49,999	10	59	17	0	6	92
\$50,000 - \$59,999	6	39	10	0	0	55
\$60,000 - \$69,999	4	42	7	2	3	58
\$70,000 - \$79,999	2	46	5	0	3	56
\$80,000 - \$89,999	2	32	8	1	3	46
\$90,000 - \$99,999	1	40	12	0	3	56
\$100,000 - \$119,999	5	77	27	0	5	114
\$120,000 - \$139,999	2	62	31	0	6	101
\$140,000 - \$159,999	2	47	41	0	2	92
\$160,000 - \$179,999	0	37	42	0	4	83
\$180,000 - \$199,999	2	20	46	1	3	72
\$200,000 - \$249,999	2	14	65	0	9	90
\$250,000 - \$299,999	0	6	57	0	0	63
\$300,000 - \$399,999	0	11	56	0	2	69
\$400,000 - \$499,999	0	3	18	0	1	22
\$500,000 - \$749,999	1	1	19	0	0	21
\$750,000 - \$999,999	0	0	2	0	0	2
\$1,000,000 and Over	0	0	2	0	0	2
Totals	115	807	518	22	58	1520
Avg. List Price (In \$1000s)	49	89	220	33	138	131
Median List Price (In \$1000s)	28	74	190	22	117	100
Avg Sale Price (In \$ 1000s)	44	83	208	35	128	124
Median Sale Price (In \$1000s)	25	68	184	24	105	95

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	458
31 - 60 Days	246
61 - 90 Days	155
91 - 120 Days	126
More Than 120 Days	478
Total Units Sold	1463
Average Market Time	114.88

<u>Types of Financing</u>	<u># Units</u>
FHA	324
VA	41
Conventional	426
Cash	649
Owner Financed	7
Other	71

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 03/15/12

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	237	22	7
\$20,000 - \$29,999	174	10	14
\$30,000 - \$39,999	196	5	5
\$40,000 - \$49,999	225	9	11
\$50,000 - \$59,999	229	2	14
\$60,000 - \$69,999	267	6	20
\$70,000 - \$79,999	250	5	17
\$80,000 - \$89,999	272	4	29
\$90,000 - \$99,999	237	3	21
\$100,000 - \$119,999	411	1	36
\$120,000 - \$139,999	538	6	23
\$140,000 - \$159,999	453	4	37
\$160,000 - \$179,999	392	1	28
\$180,000 - \$199,999	336	2	22
\$200,000 - \$249,999	595	4	41
\$250,000 - \$299,999	477	4	23
\$300,000 - \$399,999	472	0	30
\$400,000 - \$499,999	233	0	5
\$500,000 - \$749,999	231	0	3
\$750,000 - \$999,999	101	0	3
\$1,000,000 and Over	93	0	1
Totals	6419	88	390
Average Price (In \$ 1,000s)	214	76	166
Median Price (In \$ 1,000s)	150	46	140

Inventory Totals

Total Pending: 1,698

Average LP: \$147,544

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1636	242704	148,352
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	49	7314	149,272
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	13	756	58,127
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: 6,897

Average LP: \$209,865

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6419	1375956	214,357
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	390	64768	166,071
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	88	6711	76,258
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