

Sales Summary

	March Total MLS Sales			YTD Total MLS Sales		
	2012	2011	% change	2012	2011	% change
Units	986	911	8.2%	2,545	2,215	14.9%
Average Sales Price	\$137,000	\$143,000	-4.2%	\$129,000	\$138,000	-6.5%
Median Sales Price	\$111,000	\$100,000	11.0%	\$100,000	\$114,000	-12.3%

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	41	66	6	6	3	122	332
\$ 20,000 - 29,999	7	49	2	5	1	64	168
\$ 30,000 - 39,999	7	48	7	3	2	67	191
\$ 40,000 - 49,999	6	28	3	0	2	39	134
\$ 50,000 - 59,999	3	21	3	0	1	28	86
\$ 60,000 - 69,999	1	26	9	0	2	38	97
\$ 70,000 - 79,999	3	28	7	0	2	40	96
\$ 80,000 - 89,999	3	24	5	0	0	32	78
\$ 90,000 - 99,999	3	13	6	0	1	23	80
\$100,000 - 119,999	4	41	17	1	0	63	181
\$120,000 - 139,999	3	51	27	1	4	86	190
\$140,000 - 159,999	3	24	23	1	4	55	150
\$160,000 - 179,999	3	23	36	0	3	65	148
\$180,000 - 199,999	2	15	21	0	1	39	113
\$200,000 - 249,999	0	25	51	0	4	80	171
\$250,000 - 299,999	1	10	39	0	5	55	122
\$300,000 - 399,999	0	5	45	0	3	53	124
\$400,000 - 499,999	1	1	16	0	0	18	40
\$500,000 - 749,999	0	1	12	1	0	14	35
\$750,000 - 999,999	0	0	5	0	0	5	7
\$1,000,000 and over	0	0	0	0	0	0	2
<b>Total Types</b>	<b>91</b>	<b>499</b>	<b>340</b>	<b>18</b>	<b>38</b>	<b>986</b>	<b>2,545</b>
Average Sale Price	\$55,000	\$91,000	\$229,000	\$67,000	\$152,000	\$137,000	\$129,000
Median Sale Price	\$25,000	\$75,000	\$197,000	\$25,000	\$153,000	\$111,000	\$100,000

Price Group	Sales	% of Total
0 - \$99,999	453	45.9%
\$100,000 - 199,999	308	31.2%
\$200,000 - 399,999	188	19.1%
\$400,000 and above	37	3.8%

Time on Market	Units
1 to 30 days	317
31 to 60 days	149
61 to 90 days	103
91 to 120 days	78
More than 120 Days	307
<b>Average Market Time</b>	<b>113.94</b>

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 04/16/12

March 1 - 31, 2012

## 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	41	66	6	6	3	122
\$20,000 - \$29,999	7	49	2	5	1	64
\$30,000 - \$39,999	7	48	7	3	2	67
\$40,000 - \$49,999	6	28	3	0	2	39
\$50,000 - \$59,999	3	21	3	0	1	28
\$60,000 - \$69,999	1	26	9	0	2	38
\$70,000 - \$79,999	3	28	7	0	2	40
\$80,000 - \$89,999	3	24	5	0	0	32
\$90,000 - \$99,999	3	13	6	0	1	23
\$100,000 - \$119,999	4	41	17	1	0	63
\$120,000 - \$139,999	3	51	27	1	4	86
\$140,000 - \$159,999	3	24	23	1	4	55
\$160,000 - \$179,999	3	23	36	0	3	65
\$180,000 - \$199,999	2	15	21	0	1	39
\$200,000 - \$249,999	0	25	51	0	4	80
\$250,000 - \$299,999	1	10	39	0	5	55
\$300,000 - \$399,999	0	5	45	0	3	53
\$400,000 - \$499,999	1	1	16	0	0	18
\$500,000 - \$749,999	0	1	12	1	0	14
\$750,000 - \$999,999	0	0	5	0	0	5
\$1,000,000 and Over	0	0	0	0	0	0
<b>Totals</b>	<b>91</b>	<b>499</b>	<b>340</b>	<b>18</b>	<b>38</b>	<b>986</b>
<b>Avg. List Price (In \$1000s)</b>	<b>58</b>	<b>95</b>	<b>239</b>	<b>72</b>	<b>162</b>	<b>144</b>
<b>Median List Price (In \$1000s)</b>	<b>27</b>	<b>79</b>	<b>204</b>	<b>29</b>	<b>159</b>	<b>117</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>55</b>	<b>91</b>	<b>229</b>	<b>67</b>	<b>152</b>	<b>137</b>
<b>Median Sale Price (In \$1000s)</b>	<b>25</b>	<b>75</b>	<b>197</b>	<b>25</b>	<b>153</b>	<b>111</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	317
31 - 60 Days	149
61 - 90 Days	103
91 - 120 Days	78
More Than 120 Days	307
<b>Total Units Sold</b>	<b>954</b>
<b>Average Market Time</b>	<b>113.94</b>

<u>Types of Financing</u>	<u># Units</u>
FHA	229
VA	35
Conventional	271
Cash	404
Owner Financed	1
Other	45

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 04/16/12

January 1 - March 31, 2012

## 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	91	190	33	15	3	332
\$20,000 - \$29,999	31	107	12	10	8	168
\$30,000 - \$39,999	12	144	25	7	3	191
\$40,000 - \$49,999	17	87	22	0	8	134
\$50,000 - \$59,999	9	62	14	0	1	86
\$60,000 - \$69,999	5	69	16	2	5	97
\$70,000 - \$79,999	5	74	12	0	5	96
\$80,000 - \$89,999	5	56	13	1	3	78
\$90,000 - \$99,999	4	54	18	0	4	80
\$100,000 - \$119,999	9	121	45	1	5	181
\$120,000 - \$139,999	5	115	59	1	10	190
\$140,000 - \$159,999	6	71	66	1	6	150
\$160,000 - \$179,999	3	60	78	0	7	148
\$180,000 - \$199,999	4	36	68	1	4	113
\$200,000 - \$249,999	2	39	117	0	13	171
\$250,000 - \$299,999	2	16	98	0	6	122
\$300,000 - \$399,999	0	17	102	0	5	124
\$400,000 - \$499,999	1	4	34	0	1	40
\$500,000 - \$749,999	1	2	31	1	0	35
\$750,000 - \$999,999	0	0	7	0	0	7
\$1,000,000 and Over	0	0	2	0	0	2
<b>Totals</b>	<b>212</b>	<b>1324</b>	<b>872</b>	<b>40</b>	<b>97</b>	<b>2545</b>
<b>Avg. List Price (In \$1000s)</b>	<b>54</b>	<b>91</b>	<b>226</b>	<b>50</b>	<b>149</b>	<b>136</b>
<b>Median List Price (In \$1000s)</b>	<b>27</b>	<b>75</b>	<b>195</b>	<b>25</b>	<b>130</b>	<b>105</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>49</b>	<b>86</b>	<b>215</b>	<b>49</b>	<b>139</b>	<b>129</b>
<b>Median Sale Price (In \$1000s)</b>	<b>25</b>	<b>70</b>	<b>187</b>	<b>25</b>	<b>127</b>	<b>100</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	788
31 - 60 Days	401
61 - 90 Days	263
91 - 120 Days	208
More Than 120 Days	793
<b>Total Units Sold</b>	<b>2453</b>
<b>Average Market Time</b>	<b>114.13</b>

<u>Types of Financing</u>	<u># Units</u>
FHA	565
VA	76
Conventional	704
Cash	1072
Owner Financed	8
Other	117

# Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 04/16/12

## Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	238	17	7
\$20,000 - \$29,999	199	11	15
\$30,000 - \$39,999	202	14	7
\$40,000 - \$49,999	217	9	13
\$50,000 - \$59,999	246	6	12
\$60,000 - \$69,999	259	5	18
\$70,000 - \$79,999	267	6	21
\$80,000 - \$89,999	278	1	25
\$90,000 - \$99,999	252	3	21
\$100,000 - \$119,999	423	0	28
\$120,000 - \$139,999	569	5	25
\$140,000 - \$159,999	479	4	37
\$160,000 - \$179,999	407	2	31
\$180,000 - \$199,999	364	2	29
\$200,000 - \$249,999	604	5	35
\$250,000 - \$299,999	475	5	24
\$300,000 - \$399,999	486	0	32
\$400,000 - \$499,999	244	0	7
\$500,000 - \$749,999	245	0	3
\$750,000 - \$999,999	115	0	1
\$1,000,000 and Over	102	0	1
<b>Totals</b>	<b>6671</b>	<b>95</b>	<b>392</b>
<b>Average Price (In \$ 1,000s)</b>	<b>216</b>	<b>77</b>	<b>166</b>
<b>Median Price (In \$ 1,000s)</b>	<b>150</b>	<b>44</b>	<b>145</b>

# Inventory Totals

Total Pending: 1,797

Average LP: \$158,279

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1732	275056	158,808
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	53	8750	165,090
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	745	62,054
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: 7,158

Average LP: \$211,890

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6671	1444198	216,489
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	392	64989	165,788
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	95	7347	77,336
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