

Sales Summary

	May Total Sales			YTD Total MLS Sales		
	2012	2011	% change	2012	2011	% change
Units	1,097	989	10.9%	4,724	4,243	11.3%
Average Sales Price	\$159,000	\$144,000	10.4%	\$139,000	\$136,000	2.2%
Median Sales Price	\$124,000	\$114,000	8.8%	\$110,000	\$107,000	2.8%

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	29	57	9	7	3	105	550
\$ 20,000 - 29,999	10	40	5	1	2	58	289
\$ 30,000 - 39,999	6	54	7	0	0	67	313
\$ 40,000 - 49,999	5	34	8	1	1	49	235
\$ 50,000 - 59,999	6	19	5	0	0	30	162
\$ 60,000 - 69,999	2	24	4	0	1	31	171
\$ 70,000 - 79,999	1	34	10	0	4	49	188
\$ 80,000 - 89,999	2	24	9	0	2	37	147
\$ 90,000 - 99,999	3	23	6	0	2	34	149
\$100,000 - 119,999	1	53	15	0	3	72	325
\$120,000 - 139,999	8	56	21	0	3	88	356
\$140,000 - 159,999	1	45	26	0	3	75	297
\$160,000 - 179,999	1	33	29	0	9	72	283
\$180,000 - 199,999	2	16	24	0	3	45	205
\$200,000 - 249,999	0	25	67	0	5	97	368
\$250,000 - 299,999	0	9	52	0	0	61	244
\$300,000 - 399,999	0	7	56	0	1	64	255
\$400,000 - 499,999	0	2	25	0	0	27	88
\$500,000 - 749,999	0	3	20	0	0	23	68
\$750,000 - 999,999	0	0	5	0	0	5	17
\$1,000,000 and over	0	1	7	0	0	8	14
<b>Total Types</b>	<b>77</b>	<b>559</b>	<b>410</b>	<b>9</b>	<b>42</b>	<b>1,097</b>	<b>4,724</b>
Average Sale Price	\$49,000	\$105,000	\$259,000	\$16,000	\$134,000	\$159,000	\$139,000
Median Sale Price	\$28,000	\$87,000	\$221,000	\$16,000	\$138,000	\$124,000	\$110,000

Price Group	Sales	% of Total
0 - \$99,999	460	41.9%
\$100,000 - 199,999	352	32.1%
\$200,000 - 399,999	222	20.2%
\$400,000 and above	63	5.7%

Time on Market	Units
1 to 30 days	386
31 to 60 days	210
61 to 90 days	123
91 to 120 days	90
More than 120 Days	248
<b>Average Market Time</b>	<b>101</b>

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 06/15/12

May 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	29	57	9	7	3	105
\$20,000 - \$29,999	10	40	5	1	2	58
\$30,000 - \$39,999	6	54	7	0	0	67
\$40,000 - \$49,999	5	34	8	1	1	49
\$50,000 - \$59,999	6	19	5	0	0	30
\$60,000 - \$69,999	2	24	4	0	1	31
\$70,000 - \$79,999	1	34	10	0	4	49
\$80,000 - \$89,999	2	24	9	0	2	37
\$90,000 - \$99,999	3	23	6	0	2	34
\$100,000 - \$119,999	1	53	15	0	3	72
\$120,000 - \$139,999	8	56	21	0	3	88
\$140,000 - \$159,999	1	45	26	0	3	75
\$160,000 - \$179,999	1	33	29	0	9	72
\$180,000 - \$199,999	2	16	24	0	3	45
\$200,000 - \$249,999	0	25	67	0	5	97
\$250,000 - \$299,999	0	9	52	0	0	61
\$300,000 - \$399,999	0	7	56	0	1	64
\$400,000 - \$499,999	0	2	25	0	0	27
\$500,000 - \$749,999	0	3	20	0	0	23
\$750,000 - \$999,999	0	0	5	0	0	5
\$1,000,000 and Over	0	1	7	0	0	8
<b>Totals</b>	<b>77</b>	<b>559</b>	<b>410</b>	<b>9</b>	<b>42</b>	<b>1097</b>
<b>Avg. List Price (In \$1000s)</b>	<b>53</b>	<b>104</b>	<b>267</b>	<b>22</b>	<b>141</b>	<b>162</b>
<b>Median List Price (In \$1000s)</b>	<b>31</b>	<b>90</b>	<b>225</b>	<b>14</b>	<b>142</b>	<b>130</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>49</b>	<b>105</b>	<b>259</b>	<b>16</b>	<b>134</b>	<b>159</b>
<b>Median Sale Price (In \$1000s)</b>	<b>28</b>	<b>87</b>	<b>221</b>	<b>16</b>	<b>138</b>	<b>124</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	386
31 - 60 Days	210
61 - 90 Days	123
91 - 120 Days	90
More Than 120 Days	248
<b>Total Units Sold</b>	<b>1057</b>
<b>Average Market Time</b>	<b>101.01</b>

<u>Types of Financing</u>	<u># Units</u>
FHA	264
VA	45
Conventional	353
Cash	393
Owner Financed	2
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: 06/15/12

January 1 - May 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	144	311	58	26	11	550
\$20,000 - \$29,999	48	192	22	15	12	289
\$30,000 - \$39,999	23	241	38	8	3	313
\$40,000 - \$49,999	26	159	38	1	11	235
\$50,000 - \$59,999	21	109	30	0	2	162
\$60,000 - \$69,999	10	124	27	3	7	171
\$70,000 - \$79,999	7	140	29	0	12	188
\$80,000 - \$89,999	10	105	26	0	6	147
\$90,000 - \$99,999	10	100	30	1	8	149
\$100,000 - \$119,999	18	220	72	1	14	325
\$120,000 - \$139,999	16	225	99	1	15	356
\$140,000 - \$159,999	8	152	125	1	11	297
\$160,000 - \$179,999	5	115	144	0	19	283
\$180,000 - \$199,999	6	70	120	1	8	205
\$200,000 - \$249,999	2	91	250	0	25	368
\$250,000 - \$299,999	2	35	200	0	7	244
\$300,000 - \$399,999	0	32	216	0	7	255
\$400,000 - \$499,999	1	7	79	0	1	88
\$500,000 - \$749,999	1	7	59	1	0	68
\$750,000 - \$999,999	0	0	17	0	0	17
\$1,000,000 and Over	0	2	12	0	0	14
<b>Totals</b>	<b>358</b>	<b>2437</b>	<b>1691</b>	<b>59</b>	<b>179</b>	<b>4724</b>
<b>Avg. List Price (In \$1000s)</b>	<b>54</b>	<b>97</b>	<b>240</b>	<b>44</b>	<b>143</b>	<b>146</b>
<b>Median List Price (In \$1000s)</b>	<b>30</b>	<b>80</b>	<b>201</b>	<b>25</b>	<b>130</b>	<b>115</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>49</b>	<b>93</b>	<b>229</b>	<b>40</b>	<b>134</b>	<b>139</b>
<b>Median Sale Price (In \$1000s)</b>	<b>28</b>	<b>75</b>	<b>199</b>	<b>23</b>	<b>127</b>	<b>110</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	1540
31 - 60 Days	810
61 - 90 Days	501
91 - 120 Days	366
More Than 120 Days	1334
<b>Total Units Sold</b>	<b>4551</b>
<b>Average Market Time</b>	<b>109.00</b>

<u>Types of Financing</u>	<u># Units</u>
<b>FHA</b>	<b>1073</b>
<b>VA</b>	<b>163</b>
<b>Conventional</b>	<b>1399</b>
<b>Cash</b>	<b>1875</b>
<b>Owner Financed</b>	<b>11</b>
<b>Other</b>	<b>200</b>

# Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 06/15/12

## Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	270	16	17
\$20,000 - \$29,999	205	16	13
\$30,000 - \$39,999	216	15	7
\$40,000 - \$49,999	253	6	13
\$50,000 - \$59,999	246	6	11
\$60,000 - \$69,999	293	9	16
\$70,000 - \$79,999	242	9	22
\$80,000 - \$89,999	283	0	21
\$90,000 - \$99,999	262	2	18
\$100,000 - \$119,999	481	4	27
\$120,000 - \$139,999	605	3	27
\$140,000 - \$159,999	498	5	30
\$160,000 - \$179,999	437	3	35
\$180,000 - \$199,999	376	3	25
\$200,000 - \$249,999	635	4	32
\$250,000 - \$299,999	498	5	32
\$300,000 - \$399,999	494	0	28
\$400,000 - \$499,999	257	0	7
\$500,000 - \$749,999	268	0	4
\$750,000 - \$999,999	111	0	4
\$1,000,000 and Over	106	0	0
<b>Totals</b>	<b>7036</b>	<b>106</b>	<b>389</b>
<b>Average Price (In \$ 1,000s)</b>	<b>215</b>	<b>77</b>	<b>167</b>
<b>Median Price (In \$ 1,000s)</b>	<b>150</b>	<b>51</b>	<b>145</b>

# Inventory Totals

Total Pending: 1,908

Average LP: \$156,729

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1832	291018	158,853
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	63	7134	113,236
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	979	75,281
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: 7,529

Average LP: \$210,731

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7034	1513262	215,135
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	389	65055	167,236
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	106	8203	77,390
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