

Sales Summary

	November Total Sales			YTD Total MLS Sales		
	2012	2011	% change	2012	2011	% change
Units	909	761	19.4%	11,450	10,155	12.8%
Average Sales Price	\$139,000	\$138,000	0.7%	\$147,000	\$141,000	4.3%
Median Sales Price	\$105,000	\$115,000	-8.7%	\$115,000	\$113,000	1.8%

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	19	51	12	3	5	90	1216
\$ 20,000 - 29,999	10	45	4	1	1	61	663
\$ 30,000 - 39,999	6	42	5	0	2	55	643
\$ 40,000 - 49,999	7	35	6	0	2	50	548
\$ 50,000 - 59,999	0	29	7	1	3	40	418
\$ 60,000 - 69,999	2	26	6	1	1	36	407
\$ 70,000 - 79,999	2	30	7	1	2	42	459
\$ 80,000 - 89,999	5	24	2	0	2	33	390
\$ 90,000 - 99,999	0	25	3	0	2	30	380
\$100,000 - 119,999	2	46	15	0	4	67	775
\$120,000 - 139,999	1	33	20	1	6	61	881
\$140,000 - 159,999	1	21	23	1	3	49	713
\$160,000 - 179,999	0	20	17	1	2	40	669
\$180,000 - 199,999	0	16	20	0	1	37	537
\$200,000 - 249,999	1	22	54	1	4	82	956
\$250,000 - 299,999	0	8	32	0	0	40	615
\$300,000 - 399,999	0	7	51	0	2	60	635
\$400,000 - 499,999	0	0	16	0	0	16	257
\$500,000 - 749,999	0	1	15	0	0	16	197
\$750,000 - 999,999	0	1	3	0	0	4	57
\$1,000,000 and over	0	0	0	0	0	0	34
Total Types	56	482	318	11	42	909	11,450
Average Sale Price	\$42,000	\$92,000	\$232,000	\$82,000	\$111,000	\$139,000	\$147,000
Median Sale Price	\$27,000	\$74,000	\$213,000	\$63,000	\$107,000	\$105,000	\$115,000

Price Group	Sales	% of Total
0 - \$99,999	437	48.1%
\$100,000 - 199,999	254	27.9%
\$200,000 - 399,999	182	20.0%
\$400,000 and above	36	4.0%

Time on Market	Units
1 to 30 days	259
31 to 60 days	178
61 to 90 days	82
91 to 120 days	80
More than 120 Days	265
Average Market Time	111.88

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 12/17/12

November 1 - 30, 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	19	51	12	3	5	90
\$20,000 - \$29,999	10	45	4	1	1	61
\$30,000 - \$39,999	6	42	5	0	2	55
\$40,000 - \$49,999	7	35	6	0	2	50
\$50,000 - \$59,999	0	29	7	1	3	40
\$60,000 - \$69,999	2	26	6	1	1	36
\$70,000 - \$79,999	2	30	7	1	2	42
\$80,000 - \$89,999	5	24	2	0	2	33
\$90,000 - \$99,999	0	25	3	0	2	30
\$100,000 - \$119,999	2	46	15	0	4	67
\$120,000 - \$139,999	1	33	20	1	6	61
\$140,000 - \$159,999	1	21	23	1	3	49
\$160,000 - \$179,999	0	20	17	1	2	40
\$180,000 - \$199,999	0	16	20	0	1	37
\$200,000 - \$249,999	1	22	54	1	4	82
\$250,000 - \$299,999	0	8	32	0	0	40
\$300,000 - \$399,999	0	7	51	0	2	60
\$400,000 - \$499,999	0	0	16	0	0	16
\$500,000 - \$749,999	0	1	15	0	0	16
\$750,000 - \$999,999	0	1	3	0	0	4
\$1,000,000 and Over	0	0	0	0	0	0
Totals	56	482	318	11	42	909
Avg. List Price (In \$1000s)	49	98	241	92	117	146
Median List Price (In \$1000s)	29	76	220	69	110	112
Avg Sale Price (In \$ 1000s)	42	92	232	82	111	139
Median Sale Price (In \$1000s)	27	74	213	63	107	105

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	259
31 - 60 Days	178
61 - 90 Days	82
91 - 120 Days	80
More Than 120 Days	265
Total Units Sold	864
Average Market Time	111.88

<u>Types of Financing</u>	<u># Units</u>
FHA	163
VA	46
Conventional	282
Cash	377
Owner Financed	3
Other	38

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 12/17/12

January 1 - November 30, 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	298	698	126	48	46	1216
\$20,000 - \$29,999	105	457	55	22	24	663
\$30,000 - \$39,999	56	484	69	17	17	643
\$40,000 - \$49,999	61	378	85	4	20	548
\$50,000 - \$59,999	42	288	72	5	11	418
\$60,000 - \$69,999	28	278	74	6	21	407
\$70,000 - \$79,999	23	320	85	4	27	459
\$80,000 - \$89,999	28	273	69	0	20	390
\$90,000 - \$99,999	19	265	72	2	22	380
\$100,000 - \$119,999	40	540	164	2	29	775
\$120,000 - \$139,999	39	561	243	3	35	881
\$140,000 - \$159,999	28	370	276	2	37	713
\$160,000 - \$179,999	9	295	322	4	39	669
\$180,000 - \$199,999	13	194	313	1	16	537
\$200,000 - \$249,999	11	249	649	1	46	956
\$250,000 - \$299,999	5	89	504	0	17	615
\$300,000 - \$399,999	1	76	545	1	12	635
\$400,000 - \$499,999	1	22	232	0	2	257
\$500,000 - \$749,999	2	13	181	1	0	197
\$750,000 - \$999,999	0	2	53	0	2	57
\$1,000,000 and Over	1	3	30	0	0	34
Totals	810	5855	4219	123	443	11450
Avg. List Price (In \$1000s)	58	101	251	52	132	154
Median List Price (In \$1000s)	35	85	215	25	115	120
Avg Sale Price (In \$ 1000s)	59	96	239	48	123	147
Median Sale Price (In \$1000s)	30	80	207	26	109	115

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	3681
31 - 60 Days	2025
61 - 90 Days	1304
91 - 120 Days	987
More Than 120 Days	2945
Total Units Sold	10942
Average Market Time	104.71

<u>Types of Financing</u>	<u># Units</u>
FHA	2548
VA	433
Conventional	3539
Cash	4371
Owner Financed	37
Other	519

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 12/17/12

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	262	13	8
\$20,000 - \$29,999	195	17	6
\$30,000 - \$39,999	193	7	6
\$40,000 - \$49,999	239	6	8
\$50,000 - \$59,999	250	6	9
\$60,000 - \$69,999	246	9	14
\$70,000 - \$79,999	232	3	22
\$80,000 - \$89,999	248	1	15
\$90,000 - \$99,999	251	2	14
\$100,000 - \$119,999	435	11	28
\$120,000 - \$139,999	482	3	25
\$140,000 - \$159,999	384	6	25
\$160,000 - \$179,999	356	4	32
\$180,000 - \$199,999	329	1	23
\$200,000 - \$249,999	487	0	32
\$250,000 - \$299,999	449	2	25
\$300,000 - \$399,999	426	1	21
\$400,000 - \$499,999	211	0	7
\$500,000 - \$749,999	194	0	7
\$750,000 - \$999,999	96	0	0
\$1,000,000 and Over	96	0	0
Totals	6061	92	327
Average Price (In \$ 1,000s)	210	76	170
Median Price (In \$ 1,000s)	140	60	150

Inventory Totals

Total Pending: 1,595

Average LP: \$140,229

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1520	216358	142,341
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	60	6608	110,140
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	15	817	54,472
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: 6,481

Average LP: \$206,143

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6062	1272975	209,993
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	327	55677	170,266
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	92	6994	76,020
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