

Sales Summary

	April Total MLS Sales			YTD Total MLS Sales		
	2011	2010	% change	2011	2010	% change
Units	921	1,063	-13.4%	3,204	3,596	-10.9%
Average Sales Price	\$134,000	\$145,000	-7.6%	\$134,000	\$138,000	-2.9%
Median Sales Price	\$106,000	\$120,000	-11.7%	\$105,000	\$115,000	-8.7%

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	33	81	8	5	3	130	434
\$ 20,000 - 29,999	5	29	5	1	1	41	188
\$ 30,000 - 39,999	3	42	6	0	1	52	177
\$ 40,000 - 49,999	5	35	4	0	2	46	167
\$ 50,000 - 59,999	3	15	2	0	4	24	105
\$ 60,000 - 69,999	1	23	11	0	1	36	137
\$ 70,000 - 79,999	5	24	4	0	2	35	123
\$ 80,000 - 89,999	1	21	7	0	9	38	112
\$ 90,000 - 99,999	1	24	8	0	2	35	104
\$100,000 - 119,999	2	44	12	0	6	64	202
\$120,000 - 139,999	2	42	21	0	3	68	260
\$140,000 - 159,999	4	34	29	0	3	70	209
\$160,000 - 179,999	0	20	35	0	2	57	161
\$180,000 - 199,999	0	16	18	0	2	36	136
\$200,000 - 249,999	2	18	49	0	1	70	265
\$250,000 - 299,999	0	5	34	0	2	41	151
\$300,000 - 399,999	0	3	40	0	0	43	156
\$400,000 - 499,999	0	3	17	0	0	20	55
\$500,000 - 749,999	0	0	11	0	0	11	44
\$750,000 - 999,999	0	1	2	0	0	3	13
\$1,000,000 and over	0	0	1	0	0	1	5
<b>Total Types</b>	<b>67</b>	<b>480</b>	<b>324</b>	<b>6</b>	<b>44</b>	<b>921</b>	<b>3,204</b>
Average Sale Price	\$46,000	\$90,000	\$223,000	\$13,000	\$102,000	\$134,000	\$134,000
Median Sale Price	\$20,000	\$75,000	\$190,000	\$12,000	\$86,000	\$106,000	\$105,000

Price Group	Sales	% of Total
0 - \$99,999	437	47.4%
\$100,000 - 199,999	295	32.0%
\$200,000 - 399,999	154	16.7%
\$400,000 and above	35	3.8%

Time on Market	Units
1 to 30 days	252
31 to 60 days	162
61 to 90 days	97
91 to 120 days	78
More than 120 Days	306
<b>Average Market Time</b>	<b>121.19</b>

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 05/16/11

April 1-30, 2011

## 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	33	81	8	5	3	130
\$20,000 - \$29,999	5	29	5	1	1	41
\$30,000 - \$39,999	3	42	6	0	1	52
\$40,000 - \$49,999	5	35	4	0	2	46
\$50,000 - \$59,999	3	15	2	0	4	24
\$60,000 - \$69,999	1	23	11	0	1	36
\$70,000 - \$79,999	5	24	4	0	2	35
\$80,000 - \$89,999	1	21	7	0	9	38
\$90,000 - \$99,999	1	24	8	0	2	35
\$100,000 - \$119,999	2	44	12	0	6	64
\$120,000 - \$139,999	2	42	21	0	3	68
\$140,000 - \$159,999	4	34	29	0	3	70
\$160,000 - \$179,999	0	20	35	0	2	57
\$180,000 - \$199,999	0	16	18	0	2	36
\$200,000 - \$249,999	2	18	49	0	1	70
\$250,000 - \$299,999	0	5	34	0	2	41
\$300,000 - \$399,999	0	3	40	0	0	43
\$400,000 - \$499,999	0	3	17	0	0	20
\$500,000 - \$749,999	0	0	11	0	0	11
\$750,000 - \$999,999	0	1	2	0	0	3
\$1,000,000 and Over	0	0	1	0	0	1
<b>Totals</b>	<b>67</b>	<b>480</b>	<b>324</b>	<b>6</b>	<b>44</b>	<b>921</b>
<b>Avg. List Price (In \$1000s)</b>	<b>50</b>	<b>93</b>	<b>234</b>	<b>19</b>	<b>116</b>	<b>140</b>
<b>Median List Price (In \$1000s)</b>	<b>20</b>	<b>80</b>	<b>199</b>	<b>16</b>	<b>110</b>	<b>115</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>46</b>	<b>90</b>	<b>223</b>	<b>13</b>	<b>102</b>	<b>134</b>
<b>Median Sale Price (In \$1000s)</b>	<b>20</b>	<b>75</b>	<b>190</b>	<b>12</b>	<b>86</b>	<b>106</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	252
31 - 60 Days	162
61 - 90 Days	97
91 - 120 Days	78
More Than 120 Days	306
<b>Total Units Sold</b>	<b>895</b>
<b>Average Market Time</b>	<b>121.19</b>

<u>Types of Financing</u>	<u># Units</u>
FHA	245
VA	28
Conventional	269
Cash	345
Owner Financed	2
Other	32

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 05/16/11

January 1 - April 30, 2011

## 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	106	274	35	11	8	434
\$20,000 - \$29,999	28	131	19	6	4	188
\$30,000 - \$39,999	20	132	20	1	4	177
\$40,000 - \$49,999	22	114	27	1	3	167
\$50,000 - \$59,999	11	73	13	2	6	105
\$60,000 - \$69,999	13	92	25	0	7	137
\$70,000 - \$79,999	9	91	17	0	6	123
\$80,000 - \$89,999	6	75	18	0	13	112
\$90,000 - \$99,999	7	74	18	0	5	104
\$100,000 - \$119,999	6	141	42	0	13	202
\$120,000 - \$139,999	10	166	76	0	8	260
\$140,000 - \$159,999	7	103	88	1	10	209
\$160,000 - \$179,999	1	73	82	0	5	161
\$180,000 - \$199,999	3	52	74	0	7	136
\$200,000 - \$249,999	5	62	188	0	10	265
\$250,000 - \$299,999	2	24	119	0	6	151
\$300,000 - \$399,999	1	23	128	0	4	156
\$400,000 - \$499,999	0	4	50	0	1	55
\$500,000 - \$749,999	0	1	42	0	1	44
\$750,000 - \$999,999	0	1	12	0	0	13
\$1,000,000 and Over	0	0	5	0	0	5
<b>Totals</b>	<b>257</b>	<b>1706</b>	<b>1098</b>	<b>22</b>	<b>121</b>	<b>3204</b>
<b>Avg. List Price (In \$1000s)</b>	<b>53</b>	<b>94</b>	<b>241</b>	<b>33</b>	<b>141</b>	<b>142</b>
<b>Median List Price (In \$1000s)</b>	<b>31</b>	<b>80</b>	<b>200</b>	<b>20</b>	<b>118</b>	<b>110</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>48</b>	<b>89</b>	<b>227</b>	<b>28</b>	<b>128</b>	<b>134</b>
<b>Median Sale Price (In \$1000s)</b>	<b>27</b>	<b>75</b>	<b>199</b>	<b>19</b>	<b>103</b>	<b>105</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	848
31 - 60 Days	558
61 - 90 Days	376
91 - 120 Days	298
More Than 120 Days	1002
<b>Total Units Sold</b>	<b>3082</b>
<b>Average Market Time</b>	<b>116.53</b>

<u>Types of Financing</u>	<u># Units</u>
FHA	793
VA	119
Conventional	890
Cash	1275
Owner Financed	9
Other	118

# Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 05/16/11

## Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	349	18	15
\$20,000 - \$29,999	218	13	10
\$30,000 - \$39,999	226	15	9
\$40,000 - \$49,999	241	19	9
\$50,000 - \$59,999	257	10	9
\$60,000 - \$69,999	292	12	18
\$70,000 - \$79,999	298	6	22
\$80,000 - \$89,999	285	5	19
\$90,000 - \$99,999	304	4	28
\$100,000 - \$119,999	576	5	39
\$120,000 - \$139,999	671	3	39
\$140,000 - \$159,999	591	3	34
\$160,000 - \$179,999	524	4	33
\$180,000 - \$199,999	411	0	38
\$200,000 - \$249,999	730	2	51
\$250,000 - \$299,999	602	4	39
\$300,000 - \$399,999	649	2	27
\$400,000 - \$499,999	272	0	14
\$500,000 - \$749,999	282	0	3
\$750,000 - \$999,999	139	0	4
\$1,000,000 and Over	136	0	1
<b>Totals</b>	<b>8053</b>	<b>125</b>	<b>461</b>
<b>Average Price (In \$ 1,000s)</b>	<b>220</b>	<b>70</b>	<b>177</b>
<b>Median Price (In \$ 1,000s)</b>	<b>150</b>	<b>50</b>	<b>150</b>

# Inventory Totals

Total Pending: 1,654

Average LP: \$154,777

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1598	249349	156,038
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	40	6074	151,839
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	16	599	37,419
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: 8,638

Average LP: \$215,083

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	8052	1767395	219,498
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	461	81564	176,928
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	125	8786	70,290
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