

Sales Summary

	April Total MLS Sales			YTD Total MLS Sales		
	2012	2011	% change	2012	2011	% change
Units	985	921	6.9%	3,576	3,204	11.6%
Average Sales Price	\$148,000	\$134,000	10.4%	\$134,000	\$134,000	0.0%
Median Sales Price	\$119,000	\$106,000	12.3%	\$105,000	\$105,000	0.0%

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	24	53	12	3	4	96	436
\$ 20,000 - 29,999	7	42	4	2	2	57	230
\$ 30,000 - 39,999	5	40	5	1	0	51	244
\$ 40,000 - 49,999	4	35	7	0	2	48	183
\$ 50,000 - 59,999	6	24	8	0	1	39	128
\$ 60,000 - 69,999	3	28	8	0	0	39	136
\$ 70,000 - 79,999	1	27	7	0	3	38	137
\$ 80,000 - 89,999	3	23	4	0	1	31	109
\$ 90,000 - 99,999	3	20	6	1	2	32	113
\$100,000 - 119,999	7	42	10	0	6	65	250
\$120,000 - 139,999	3	52	19	0	2	76	267
\$140,000 - 159,999	1	34	28	0	2	65	217
\$160,000 - 179,999	1	19	35	0	3	58	208
\$180,000 - 199,999	0	17	25	0	0	42	157
\$200,000 - 249,999	0	26	57	0	5	88	266
\$250,000 - 299,999	0	10	46	0	1	57	182
\$300,000 - 399,999	0	8	55	0	1	64	190
\$400,000 - 499,999	0	0	20	0	0	20	60
\$500,000 - 749,999	0	2	8	0	0	10	45
\$750,000 - 999,999	0	0	5	0	0	5	12
\$1,000,000 and over	0	1	3	0	0	4	6
Total Types	68	503	372	7	35	985	3,576
Average Sale Price	\$49,000	\$100,000	\$236,000	\$31,000	\$121,000	\$148,000	\$134,000
Median Sale Price	\$38,000	\$80,000	\$207,000	\$22,000	\$109,000	\$119,000	\$105,000

Price Group	Sales	% of Total
0 - \$99,999	431	43.8%
\$100,000 - 199,999	306	31.1%
\$200,000 - 399,999	209	21.2%
\$400,000 and above	39	4.0%

Time on Market	Units
1 to 30 days	334
31 to 60 days	184
61 to 90 days	106
91 to 120 days	63
More than 120 Days	264
Average Market Time	103.9

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 05/15/12

April 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	24	53	12	3	4	96
\$20,000 - \$29,999	7	42	4	2	2	57
\$30,000 - \$39,999	5	40	5	1	0	51
\$40,000 - \$49,999	4	35	7	0	2	48
\$50,000 - \$59,999	6	24	8	0	1	39
\$60,000 - \$69,999	3	28	8	0	0	39
\$70,000 - \$79,999	1	27	7	0	3	38
\$80,000 - \$89,999	3	23	4	0	1	31
\$90,000 - \$99,999	3	20	6	1	2	32
\$100,000 - \$119,999	7	42	10	0	6	65
\$120,000 - \$139,999	3	52	19	0	2	76
\$140,000 - \$159,999	1	34	28	0	2	65
\$160,000 - \$179,999	1	19	35	0	3	58
\$180,000 - \$199,999	0	17	25	0	0	42
\$200,000 - \$249,999	0	26	57	0	5	88
\$250,000 - \$299,999	0	10	46	0	1	57
\$300,000 - \$399,999	0	8	55	0	1	64
\$400,000 - \$499,999	0	0	20	0	0	20
\$500,000 - \$749,999	0	2	8	0	0	10
\$750,000 - \$999,999	0	0	5	0	0	5
\$1,000,000 and Over	0	1	3	0	0	4
Totals	68	503	372	7	35	985
Avg. List Price (In \$1000s)	53	105	248	33	131	156
Median List Price (In \$1000s)	44	83	210	25	115	125
Avg Sale Price (In \$ 1000s)	49	100	236	31	121	148
Median Sale Price (In \$1000s)	38	80	207	22	109	119

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	334
31 - 60 Days	184
61 - 90 Days	106
91 - 120 Days	63
More Than 120 Days	264
Total Units Sold	951
Average Market Time	103.90

<u>Types of Financing</u>	<u># Units</u>
FHA	219
VA	39
Conventional	320
Cash	367
Owner Financed	1
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: 05/15/12

January 1 - April 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	115	250	45	18	8	436
\$20,000 - \$29,999	38	152	16	14	10	230
\$30,000 - \$39,999	17	185	31	8	3	244
\$40,000 - \$49,999	21	123	29	0	10	183
\$50,000 - \$59,999	15	88	23	0	2	128
\$60,000 - \$69,999	8	97	23	3	5	136
\$70,000 - \$79,999	6	104	19	0	8	137
\$80,000 - \$89,999	8	79	17	1	4	109
\$90,000 - \$99,999	7	75	24	1	6	113
\$100,000 - \$119,999	17	164	57	1	11	250
\$120,000 - \$139,999	8	168	78	1	12	267
\$140,000 - \$159,999	7	105	96	1	8	217
\$160,000 - \$179,999	4	80	114	0	10	208
\$180,000 - \$199,999	4	53	94	1	5	157
\$200,000 - \$249,999	2	65	180	0	19	266
\$250,000 - \$299,999	2	26	147	0	7	182
\$300,000 - \$399,999	0	25	159	0	6	190
\$400,000 - \$499,999	1	4	54	0	1	60
\$500,000 - \$749,999	1	4	39	1	0	45
\$750,000 - \$999,999	0	0	12	0	0	12
\$1,000,000 and Over	0	1	5	0	0	6
Totals	281	1848	1262	50	135	3576
Avg. List Price (In \$1000s)	54	95	233	48	144	141
Median List Price (In \$1000s)	30	78	200	25	125	110
Avg Sale Price (In \$ 1000s)	49	89	221	46	134	134
Median Sale Price (In \$1000s)	27	72	192	25	123	105

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	1135
31 - 60 Days	589
61 - 90 Days	376
91 - 120 Days	274
More Than 120 Days	1072
Total Units Sold	3446
Average Market Time	111.66

<u>Types of Financing</u>	<u># Units</u>
FHA	797
VA	117
Conventional	1032
Cash	1460
Owner Financed	9
Other	158

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 05/15/12

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	247	20	14
\$20,000 - \$29,999	201	13	16
\$30,000 - \$39,999	213	12	10
\$40,000 - \$49,999	211	8	14
\$50,000 - \$59,999	253	6	9
\$60,000 - \$69,999	272	3	20
\$70,000 - \$79,999	274	8	21
\$80,000 - \$89,999	272	2	22
\$90,000 - \$99,999	256	4	22
\$100,000 - \$119,999	462	4	28
\$120,000 - \$139,999	585	4	27
\$140,000 - \$159,999	477	4	34
\$160,000 - \$179,999	405	2	32
\$180,000 - \$199,999	398	3	28
\$200,000 - \$249,999	628	5	31
\$250,000 - \$299,999	471	5	31
\$300,000 - \$399,999	509	1	30
\$400,000 - \$499,999	254	0	6
\$500,000 - \$749,999	256	0	5
\$750,000 - \$999,999	107	0	4
\$1,000,000 and Over	107	0	0
Totals	6858	104	404
Average Price (In \$ 1,000s)	217	81	166
Median Price (In \$ 1,000s)	150	47	140

Inventory Totals

Total Pending: 1,877

Average LP: \$162,633

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1801	295610	164,137
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	65	9451	145,406
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	11	478	43,455
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: 7,370

Average LP: \$211,886

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6863	1485987	216,521
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	403	66941	166,107
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	104	8430	81,058
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