

Sales Summary

	August Total Sales			YTD Total MLS Sales		
	2012	2011	% change	2012	2011	% change
Units	1,172	1,006	16.5%	8,316	7,473	11.3%
Average Sales Price	\$150,000	\$158,000	-5.1%	\$151,000	\$143,000	5.6%
Median Sales Price	\$118,000	\$115,000	2.6%	\$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	26	71	12	3	11	123	926
\$ 20,000 - 29,999	14	44	10	0	1	69	491
\$ 30,000 - 39,999	4	42	6	0	4	56	483
\$ 40,000 - 49,999	5	40	8	2	1	56	382
\$ 50,000 - 59,999	8	28	6	2	0	44	285
\$ 60,000 - 69,999	2	20	7	0	4	33	300
\$ 70,000 - 79,999	3	34	9	0	2	48	321
\$ 80,000 - 89,999	5	30	7	0	3	45	286
\$ 90,000 - 99,999	2	24	14	0	2	42	266
\$100,000 - 119,999	2	56	22	0	1	81	555
\$120,000 - 139,999	5	58	21	0	2	86	617
\$140,000 - 159,999	1	43	31	0	4	79	512
\$160,000 - 179,999	1	36	34	0	4	75	496
\$180,000 - 199,999	0	20	40	0	0	60	382
\$200,000 - 249,999	3	26	68	0	2	99	688
\$250,000 - 299,999	0	11	51	0	1	63	457
\$300,000 - 399,999	0	9	48	0	1	58	472
\$400,000 - 499,999	0	3	22	0	0	25	188
\$500,000 - 749,999	0	0	15	0	0	15	135
\$750,000 - 999,999	0	0	8	0	0	8	41
\$1,000,000 and over	0	1	6	0	0	7	33
Total Types	81	596	445	7	43	1,172	8,316
Average Sale Price	\$53,000	\$101,000	\$239,000	\$33,000	\$90,000	\$150,000	\$151,000
Median Sale Price	\$33,000	\$86,000	\$195,000	\$40,000	\$77,000	\$118,000	\$115,000

Price Group	Sales	% of Total
0 - \$99,999	516	44.0%
\$100,000 - 199,999	381	32.5%
\$200,000 - 399,999	220	18.8%
\$400,000 and above	55	4.7%

Time on Market	Units
1 to 30 days	375
31 to 60 days	243
61 to 90 days	149
91 to 120 days	109
More than 120 Days	239
Average Market Time	90.32

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 09/14/12

August 1 - 31, 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	26	71	12	3	11	123
\$20,000 - \$29,999	14	44	10	0	1	69
\$30,000 - \$39,999	4	42	6	0	4	56
\$40,000 - \$49,999	5	40	8	2	1	56
\$50,000 - \$59,999	8	28	6	2	0	44
\$60,000 - \$69,999	2	20	7	0	4	33
\$70,000 - \$79,999	3	34	9	0	2	48
\$80,000 - \$89,999	5	30	7	0	3	45
\$90,000 - \$99,999	2	24	14	0	2	42
\$100,000 - \$119,999	2	56	22	0	1	81
\$120,000 - \$139,999	5	58	21	0	2	86
\$140,000 - \$159,999	1	43	31	0	4	79
\$160,000 - \$179,999	1	36	34	0	4	75
\$180,000 - \$199,999	0	20	40	0	0	60
\$200,000 - \$249,999	3	26	68	0	2	99
\$250,000 - \$299,999	0	11	51	0	1	63
\$300,000 - \$399,999	0	9	48	0	1	58
\$400,000 - \$499,999	0	3	22	0	0	25
\$500,000 - \$749,999	0	0	15	0	0	15
\$750,000 - \$999,999	0	0	8	0	0	8
\$1,000,000 and Over	0	1	6	0	0	7
Totals	81	596	445	7	43	1172
Avg. List Price (In \$1000s)	58	106	253	34	98	158
Median List Price (In \$1000s)	39	90	203	25	80	120
Avg Sale Price (In \$ 1000s)	53	101	239	33	90	150
Median Sale Price (In \$1000s)	33	86	195	40	77	118

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	375
31 - 60 Days	243
61 - 90 Days	149
91 - 120 Days	109
More Than 120 Days	239
Total Units Sold	1115
Average Market Time	90.32

<u>Types of Financing</u>	<u># Units</u>
FHA	267
VA	37
Conventional	365
Cash	443
Owner Financed	5
Other	55

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 09/14/12

January 1 - August 31, 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	235	530	92	36	33	926
\$20,000 - \$29,999	77	333	43	19	19	491
\$30,000 - \$39,999	37	370	52	14	10	483
\$40,000 - \$49,999	42	260	61	3	16	382
\$50,000 - \$59,999	34	192	50	4	5	285
\$60,000 - \$69,999	20	209	52	5	14	300
\$70,000 - \$79,999	19	225	53	1	23	321
\$80,000 - \$89,999	21	198	52	0	15	286
\$90,000 - \$99,999	15	175	60	2	14	266
\$100,000 - \$119,999	29	382	120	2	22	555
\$120,000 - \$139,999	32	396	162	1	26	617
\$140,000 - \$159,999	18	266	206	1	21	512
\$160,000 - \$179,999	7	219	240	0	30	496
\$180,000 - \$199,999	7	136	228	1	10	382
\$200,000 - \$249,999	9	180	467	0	32	688
\$250,000 - \$299,999	3	65	378	0	11	457
\$300,000 - \$399,999	0	56	406	1	9	472
\$400,000 - \$499,999	1	16	169	0	2	188
\$500,000 - \$749,999	1	9	124	1	0	135
\$750,000 - \$999,999	0	0	41	0	0	41
\$1,000,000 and Over	1	3	29	0	0	33
Totals	608	4220	3085	91	312	8316
Avg. List Price (In \$1000s)	56	100	254	46	128	154
Median List Price (In \$1000s)	34	83	215	25	113	120
Avg Sale Price (In \$ 1000s)	59	96	252	43	120	151
Median Sale Price (In \$1000s)	28	80	208	25	106	115

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	2732
31 - 60 Days	1503
61 - 90 Days	946
91 - 120 Days	679
More Than 120 Days	2114
Total Units Sold	7974
Average Market Time	104.20

<u>Types of Financing</u>	<u># Units</u>
FHA	1870
VA	298
Conventional	2597
Cash	3153
Owner Financed	21
Other	374

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 09/14/12

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	268	18	16
\$20,000 - \$29,999	203	18	6
\$30,000 - \$39,999	225	8	6
\$40,000 - \$49,999	243	9	13
\$50,000 - \$59,999	240	5	5
\$60,000 - \$69,999	277	12	14
\$70,000 - \$79,999	253	3	24
\$80,000 - \$89,999	320	0	13
\$90,000 - \$99,999	271	1	15
\$100,000 - \$119,999	484	5	22
\$120,000 - \$139,999	583	5	31
\$140,000 - \$159,999	473	9	38
\$160,000 - \$179,999	422	6	41
\$180,000 - \$199,999	368	4	27
\$200,000 - \$249,999	613	2	31
\$250,000 - \$299,999	474	3	23
\$300,000 - \$399,999	506	0	29
\$400,000 - \$499,999	243	1	8
\$500,000 - \$749,999	239	0	4
\$750,000 - \$999,999	114	0	2
\$1,000,000 and Over	97	0	0
Totals	6916	109	368
Average Price (In \$ 1,000s)	210	82	170
Median Price (In \$ 1,000s)	145	54	150

Inventory Totals

Total Pending: 1,718

Average LP: \$149,630

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1644	247879	150,778
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	8735	134,388
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	9	450	49,978
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: 7,392

Average LP: \$206,391

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6915	1454180	210,294
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	368	62536	169,935
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	109	8927	81,899
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