

Sales Summary

	July Total Sales			YTD Total MLS Sales		
	2012	2011	% change	2012	2011	% change
Units	1,117	987	13.2%	7,084	6,417	10.4%
Average Sales Price	\$160,000	\$152,000	5.3%	\$151,000	\$141,000	7.1%
Median Sales Price	\$124,000	\$120,000	3.3%	\$115,000	\$112,000	2.7%

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	38	64	9	2	2	115	798
\$ 20,000 - 29,999	7	44	5	1	3	60	420
\$ 30,000 - 39,999	4	35	5	3	1	48	425
\$ 40,000 - 49,999	5	34	5	0	0	44	322
\$ 50,000 - 59,999	2	24	5	0	1	32	238
\$ 60,000 - 69,999	3	28	9	1	2	43	266
\$ 70,000 - 79,999	3	24	7	1	4	39	270
\$ 80,000 - 89,999	2	26	6	0	3	37	235
\$ 90,000 - 99,999	0	31	7	0	4	42	223
\$100,000 - 119,999	6	57	11	1	2	77	471
\$120,000 - 139,999	5	53	20	0	2	80	526
\$140,000 - 159,999	7	36	20	0	2	65	429
\$160,000 - 179,999	0	27	29	0	1	57	417
\$180,000 - 199,999	0	24	33	0	0	57	319
\$200,000 - 249,999	3	25	70	0	1	99	583
\$250,000 - 299,999	1	7	66	0	2	76	389
\$300,000 - 399,999	0	6	69	0	0	75	414
\$400,000 - 499,999	0	1	36	0	0	37	163
\$500,000 - 749,999	0	0	24	0	0	24	118
\$750,000 - 999,999	0	0	9	0	0	9	33
\$1,000,000 and over	0	0	1	0	0	1	25
<b>Total Types</b>	<b>86</b>	<b>546</b>	<b>446</b>	<b>9</b>	<b>30</b>	<b>1,117</b>	<b>7,084</b>
Average Sale Price	\$57,000	\$96,000	\$265,000	\$52,000	\$97,000	\$164,000	\$151,000
Median Sale Price	\$27,000	\$88,000	\$238,000	\$35,000	\$88,000	\$123,000	\$115,000

Price Group	Sales	% of Total
0 - \$99,999	460	41.2%
\$100,000 - 199,999	336	30.1%
\$200,000 - 399,999	250	22.4%
\$400,000 and above	71	6.4%

Time on Market	Units
1 to 30 days	372
31 to 60 days	206
61 to 90 days	140
91 to 120 days	102
More than 120 Days	245
<b>Average Market Time</b>	<b>96.34</b>

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 08/15/12

July 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	38	64	9	2	2	115
\$20,000 - \$29,999	7	44	5	1	3	60
\$30,000 - \$39,999	4	35	5	3	1	48
\$40,000 - \$49,999	5	34	5	0	0	44
\$50,000 - \$59,999	2	24	5	0	1	32
\$60,000 - \$69,999	3	28	9	1	2	43
\$70,000 - \$79,999	3	24	7	1	4	39
\$80,000 - \$89,999	2	26	6	0	3	37
\$90,000 - \$99,999	0	31	7	0	4	42
\$100,000 - \$119,999	6	57	11	1	2	77
\$120,000 - \$139,999	5	53	20	0	2	80
\$140,000 - \$159,999	7	36	20	0	2	65
\$160,000 - \$179,999	0	27	29	0	1	57
\$180,000 - \$199,999	0	24	33	0	0	57
\$200,000 - \$249,999	3	25	70	0	1	99
\$250,000 - \$299,999	1	7	66	0	2	76
\$300,000 - \$399,999	0	6	69	0	0	75
\$400,000 - \$499,999	0	1	36	0	0	37
\$500,000 - \$749,999	0	0	24	0	0	24
\$750,000 - \$999,999	0	0	9	0	0	9
\$1,000,000 and Over	0	0	1	0	0	1
<b>Totals</b>	<b>86</b>	<b>546</b>	<b>446</b>	<b>9</b>	<b>30</b>	<b>1117</b>
<b>Avg. List Price (In \$1000s)</b>	<b>61</b>	<b>101</b>	<b>275</b>	<b>51</b>	<b>101</b>	<b>167</b>
<b>Median List Price (In \$1000s)</b>	<b>29</b>	<b>91</b>	<b>243</b>	<b>45</b>	<b>95</b>	<b>128</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>57</b>	<b>96</b>	<b>265</b>	<b>52</b>	<b>97</b>	<b>160</b>
<b>Median Sale Price (In \$1000s)</b>	<b>27</b>	<b>88</b>	<b>238</b>	<b>35</b>	<b>88</b>	<b>124</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	372
31 - 60 Days	206
61 - 90 Days	140
91 - 120 Days	102
More Than 120 Days	245
<b>Total Units Sold</b>	<b>1065</b>
<b>Average Market Time</b>	<b>96.34</b>

<u>Types of Financing</u>	<u># Units</u>
FHA	256
VA	49
Conventional	386
Cash	378
Owner Financed	3
Other	45

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 08/15/12

January 1 - July 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	208	455	80	33	22	798
\$20,000 - \$29,999	63	288	32	19	18	420
\$30,000 - \$39,999	33	326	46	14	6	425
\$40,000 - \$49,999	36	217	53	1	15	322
\$50,000 - \$59,999	26	162	43	2	5	238
\$60,000 - \$69,999	18	188	45	5	10	266
\$70,000 - \$79,999	16	190	42	1	21	270
\$80,000 - \$89,999	16	164	43	0	12	235
\$90,000 - \$99,999	13	150	46	2	12	223
\$100,000 - \$119,999	27	323	98	2	21	471
\$120,000 - \$139,999	27	335	139	1	24	526
\$140,000 - \$159,999	17	221	173	1	17	429
\$160,000 - \$179,999	6	180	205	0	26	417
\$180,000 - \$199,999	7	115	186	1	10	319
\$200,000 - \$249,999	6	152	395	0	30	583
\$250,000 - \$299,999	3	54	322	0	10	389
\$300,000 - \$399,999	0	47	358	1	8	414
\$400,000 - \$499,999	1	13	147	0	2	163
\$500,000 - \$749,999	1	9	107	1	0	118
\$750,000 - \$999,999	0	0	33	0	0	33
\$1,000,000 and Over	1	2	22	0	0	25
<b>Totals</b>	<b>525</b>	<b>3591</b>	<b>2615</b>	<b>84</b>	<b>269</b>	<b>7084</b>
<b>Avg. List Price (In \$1000s)</b>	<b>56</b>	<b>99</b>	<b>254</b>	<b>47</b>	<b>132</b>	<b>153</b>
<b>Median List Price (In \$1000s)</b>	<b>32</b>	<b>81</b>	<b>217</b>	<b>25</b>	<b>115</b>	<b>120</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>60</b>	<b>95</b>	<b>254</b>	<b>44</b>	<b>125</b>	<b>151</b>
<b>Median Sale Price (In \$1000s)</b>	<b>28</b>	<b>78</b>	<b>210</b>	<b>25</b>	<b>110</b>	<b>115</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	2342
31 - 60 Days	1246
61 - 90 Days	788
91 - 120 Days	565
More Than 120 Days	1861
<b>Total Units Sold</b>	<b>6802</b>
<b>Average Market Time</b>	<b>106.45</b>

<u>Types of Financing</u>	<u># Units</u>
<b>FHA</b>	<b>1595</b>
<b>VA</b>	<b>258</b>
<b>Conventional</b>	<b>2209</b>
<b>Cash</b>	<b>2691</b>
<b>Owner Financed</b>	<b>16</b>
<b>Other</b>	<b>312</b>

# Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 08/15/12

## Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	269	17	16
\$20,000 - \$29,999	201	17	4
\$30,000 - \$39,999	216	8	6
\$40,000 - \$49,999	267	9	13
\$50,000 - \$59,999	253	3	6
\$60,000 - \$69,999	287	11	15
\$70,000 - \$79,999	270	5	27
\$80,000 - \$89,999	304	0	16
\$90,000 - \$99,999	230	1	16
\$100,000 - \$119,999	494	5	26
\$120,000 - \$139,999	586	5	34
\$140,000 - \$159,999	495	9	39
\$160,000 - \$179,999	442	6	38
\$180,000 - \$199,999	406	3	22
\$200,000 - \$249,999	635	1	29
\$250,000 - \$299,999	490	2	25
\$300,000 - \$399,999	509	0	30
\$400,000 - \$499,999	233	0	8
\$500,000 - \$749,999	267	0	5
\$750,000 - \$999,999	110	0	3
\$1,000,000 and Over	108	0	0
<b>Totals</b>	<b>7072</b>	<b>102</b>	<b>378</b>
<b>Average Price (In \$ 1,000s)</b>	<b>214</b>	<b>76</b>	<b>171</b>
<b>Median Price (In \$ 1,000s)</b>	<b>149</b>	<b>51</b>	<b>145</b>

# Inventory Totals

Total Pending: 1,774

Average LP: \$151,753

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1697	259726	153,050
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	71	9331	131,425
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	6	152	25,317
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: 7,552

Average LP: \$209,954

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7072	1513160	213,965
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	378	64574	170,830
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	102	7765	76,123
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