

## Sales Summary

	June Total Sales			YTD Total MLS Sales		
	2012	2011	% change	2012	2011	% change
Units	1,127	1,066	5.7%	5,907	5,351	10.4%
Average Sales Price	\$164,000	\$151,000	8.6%	\$145,000	\$139,000	4.3%
Median Sales Price	\$123,000	\$121,000	1.7%	\$113,000	\$110,000	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	26	74	10	4	8	122	676
\$ 20,000 - 29,999	7	46	5	3	3	64	357
\$ 30,000 - 39,999	5	46	3	3	2	59	374
\$ 40,000 - 49,999	5	22	10	0	4	41	277
\$ 50,000 - 59,999	3	26	7	1	2	39	204
\$ 60,000 - 69,999	5	32	8	1	1	47	220
\$ 70,000 - 79,999	5	25	6	0	5	41	228
\$ 80,000 - 89,999	4	30	10	0	3	47	195
\$ 90,000 - 99,999	3	18	8	1	0	30	179
\$100,000 - 119,999	3	45	12	0	5	65	390
\$120,000 - 139,999	5	48	18	0	7	78	441
\$140,000 - 159,999	2	29	25	0	4	60	362
\$160,000 - 179,999	1	35	30	0	4	70	356
\$180,000 - 199,999	1	17	29	0	2	49	259
\$200,000 - 249,999	1	35	65	0	4	105	480
\$250,000 - 299,999	0	11	51	0	0	62	311
\$300,000 - 399,999	0	8	65	1	1	75	335
\$400,000 - 499,999	0	4	29	0	1	34	124
\$500,000 - 749,999	0	2	22	0	0	24	92
\$750,000 - 999,999	0	0	7	0	0	7	24
\$1,000,000 and over	1	0	7	0	0	8	23
<b>Total Types</b>	<b>77</b>	<b>553</b>	<b>427</b>	<b>14</b>	<b>56</b>	<b>1,127</b>	<b>5,907</b>
Average Sale Price	\$112,000	\$99,000	\$269,000	\$55,000	\$107,000	\$164,000	\$145,000
Median Sale Price	\$40,000	\$82,000	\$225,000	\$31,000	\$94,000	\$123,000	\$113,000

Price Group	Sales	% of Total
0 - \$99,999	490	43.5%
\$100,000 - 199,999	322	28.6%
\$200,000 - 399,999	242	21.5%
\$400,000 and above	73	6.5%

Time on Market	Units
1 to 30 days	379
31 to 60 days	216
61 to 90 days	138
91 to 120 days	81
More than 120 Days	260
<b>Average Market Time</b>	<b>107.7</b>

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 07/16/12

June 1 - 30, 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	26	74	10	4	8	122
\$20,000 - \$29,999	7	46	5	3	3	64
\$30,000 - \$39,999	5	46	3	3	2	59
\$40,000 - \$49,999	5	22	10	0	4	41
\$50,000 - \$59,999	3	26	7	1	2	39
\$60,000 - \$69,999	5	32	8	1	1	47
\$70,000 - \$79,999	5	25	6	0	5	41
\$80,000 - \$89,999	4	30	10	0	3	47
\$90,000 - \$99,999	3	18	8	1	0	30
\$100,000 - \$119,999	3	45	12	0	5	65
\$120,000 - \$139,999	5	48	18	0	7	78
\$140,000 - \$159,999	2	29	25	0	4	60
\$160,000 - \$179,999	1	35	30	0	4	70
\$180,000 - \$199,999	1	17	29	0	2	49
\$200,000 - \$249,999	1	35	65	0	4	105
\$250,000 - \$299,999	0	11	51	0	0	62
\$300,000 - \$399,999	0	8	65	1	1	75
\$400,000 - \$499,999	0	4	29	0	1	34
\$500,000 - \$749,999	0	2	22	0	0	24
\$750,000 - \$999,999	0	0	7	0	0	7
\$1,000,000 and Over	1	0	7	0	0	8
<b>Totals</b>	<b>77</b>	<b>553</b>	<b>427</b>	<b>14</b>	<b>56</b>	<b>1127</b>
<b>Avg. List Price (In \$1000s)</b>	<b>62</b>	<b>105</b>	<b>284</b>	<b>59</b>	<b>113</b>	<b>169</b>
<b>Median List Price (In \$1000s)</b>	<b>48</b>	<b>85</b>	<b>231</b>	<b>31</b>	<b>103</b>	<b>125</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>112</b>	<b>99</b>	<b>269</b>	<b>55</b>	<b>107</b>	<b>164</b>
<b>Median Sale Price (In \$1000s)</b>	<b>40</b>	<b>82</b>	<b>225</b>	<b>31</b>	<b>94</b>	<b>123</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	379
31 - 60 Days	216
61 - 90 Days	138
91 - 120 Days	81
More Than 120 Days	260
<b>Total Units Sold</b>	<b>1074</b>
<b>Average Market Time</b>	<b>107.74</b>

<u>Types of Financing</u>	<u># Units</u>
FHA	232
VA	39
Conventional	391
Cash	404
Owner Financed	1
Other	60

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 07/16/12

January 1 - June 30, 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	170	387	69	31	19	676
\$20,000 - \$29,999	55	242	27	18	15	357
\$30,000 - \$39,999	28	289	41	11	5	374
\$40,000 - \$49,999	31	182	48	1	15	277
\$50,000 - \$59,999	24	137	38	1	4	204
\$60,000 - \$69,999	15	157	36	4	8	220
\$70,000 - \$79,999	12	165	34	0	17	228
\$80,000 - \$89,999	14	136	36	0	9	195
\$90,000 - \$99,999	13	118	38	2	8	179
\$100,000 - \$119,999	21	265	84	1	19	390
\$120,000 - \$139,999	22	278	118	1	22	441
\$140,000 - \$159,999	10	183	153	1	15	362
\$160,000 - \$179,999	6	152	174	0	24	356
\$180,000 - \$199,999	7	90	151	1	10	259
\$200,000 - \$249,999	3	126	322	0	29	480
\$250,000 - \$299,999	2	47	254	0	8	311
\$300,000 - \$399,999	0	41	285	1	8	335
\$400,000 - \$499,999	1	11	110	0	2	124
\$500,000 - \$749,999	1	9	81	1	0	92
\$750,000 - \$999,999	0	0	24	0	0	24
\$1,000,000 and Over	1	2	20	0	0	23
<b>Totals</b>	<b>436</b>	<b>3017</b>	<b>2143</b>	<b>74</b>	<b>237</b>	<b>5907</b>
<b>Avg. List Price (In \$1000s)</b>	<b>55</b>	<b>98</b>	<b>249</b>	<b>46</b>	<b>137</b>	<b>151</b>
<b>Median List Price (In \$1000s)</b>	<b>32</b>	<b>80</b>	<b>210</b>	<b>25</b>	<b>120</b>	<b>119</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>61</b>	<b>94</b>	<b>238</b>	<b>43</b>	<b>128</b>	<b>145</b>
<b>Median Sale Price (In \$1000s)</b>	<b>28</b>	<b>77</b>	<b>204</b>	<b>24</b>	<b>118</b>	<b>113</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	1940
31 - 60 Days	1034
61 - 90 Days	643
91 - 120 Days	453
More Than 120 Days	1607
<b>Total Units Sold</b>	<b>5677</b>
<b>Average Market Time</b>	<b>108.64</b>

<u>Types of Financing</u>	<u># Units</u>
<b>FHA</b>	<b>1321</b>
<b>VA</b>	<b>205</b>
<b>Conventional</b>	<b>1805</b>
<b>Cash</b>	<b>2295</b>
<b>Owner Financed</b>	<b>12</b>
<b>Other</b>	<b>266</b>

# Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 07/16/12

## Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	285	11	21
\$20,000 - \$29,999	209	14	14
\$30,000 - \$39,999	215	12	10
\$40,000 - \$49,999	257	11	12
\$50,000 - \$59,999	240	5	6
\$60,000 - \$69,999	291	14	14
\$70,000 - \$79,999	269	8	25
\$80,000 - \$89,999	279	2	17
\$90,000 - \$99,999	241	1	15
\$100,000 - \$119,999	501	3	26
\$120,000 - \$139,999	593	3	31
\$140,000 - \$159,999	496	7	39
\$160,000 - \$179,999	465	4	37
\$180,000 - \$199,999	377	1	26
\$200,000 - \$249,999	652	2	30
\$250,000 - \$299,999	513	3	30
\$300,000 - \$399,999	511	0	30
\$400,000 - \$499,999	234	0	9
\$500,000 - \$749,999	264	0	4
\$750,000 - \$999,999	115	0	4
\$1,000,000 and Over	108	0	0
<b>Totals</b>	<b>7115</b>	<b>101</b>	<b>400</b>
<b>Average Price (In \$ 1,000s)</b>	<b>214</b>	<b>74</b>	<b>168</b>
<b>Median Price (In \$ 1,000s)</b>	<b>150</b>	<b>60</b>	<b>149</b>

# Inventory Totals

Total Pending: 1,872

Average LP: \$154,829

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1808	283508	156,807
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	56	6241	111,443
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	8	306	38,300
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: 7,615

Average LP: \$209,812

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7114	1522878	214,068
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	400	67393	168,483
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	101	7438	73,645
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