

Sales Summary

	October Total MLS Sales			YTD Total MLS Sales		
	2011	2010	% change	2011	2010	% change
Units	868	717	21.1%	9,324	9,652	-3.4%
Average Sales Price	\$132,000	\$141,000	-6.4%	\$141,000	\$145,000	-2.8%
Median Sales Price	\$96,000	\$115,000	-16.5%	\$113,000	\$119,000	-5.0%

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	34	61	11	19	7	132	1,147
\$ 20,000 - 29,999	7	35	8	7	1	58	526
\$ 30,000 - 39,999	5	42	5	1	2	55	488
\$ 40,000 - 49,999	6	25	9	0	0	40	428
\$ 50,000 - 59,999	1	21	7	0	0	29	342
\$ 60,000 - 69,999	0	22	11	1	3	37	388
\$ 70,000 - 79,999	5	28	6	0	1	40	363
\$ 80,000 - 89,999	2	18	1	1	2	24	312
\$ 90,000 - 99,999	1	21	3	0	1	26	309
\$100,000 - 119,999	0	35	15	0	1	51	609
\$120,000 - 139,999	4	28	17	0	6	55	719
\$140,000 - 159,999	2	31	25	0	1	59	623
\$160,000 - 179,999	1	18	28	0	0	47	497
\$180,000 - 199,999	0	15	17	0	0	32	417
\$200,000 - 249,999	0	15	37	0	1	53	778
\$250,000 - 299,999	0	9	39	0	4	52	493
\$300,000 - 399,999	0	5	32	0	0	37	463
\$400,000 - 499,999	0	1	22	0	1	24	207
\$500,000 - 749,999	0	1	12	0	0	13	158
\$750,000 - 999,999	0	0	3	0	0	3	38
\$1,000,000 and over	0	0	1	0	0	1	19
Total Types	68	431	309	29	31	868	9,324
Average Sale Price	\$38,000	\$90,000	\$223,000	\$22,000	\$115,000	\$132,000	\$141,000
Median Sale Price	\$19,000	\$73,000	\$189,000	\$15,000	\$82,000	\$96,000	\$113,000

Price Group	Sales	% of Total
0 - \$99,999	441	50.8%
\$100,000 - 199,999	244	28.1%
\$200,000 - 399,999	142	16.4%
\$400,000 and above	41	4.7%

Time on Market	Units
1 to 30 days	216
31 to 60 days	164
61 to 90 days	117
91 to 120 days	82
More than 120 Days	247
Average Market Time	116.46

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 11/16/11

October 1 - 31, 2011

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	34	61	11	19	7	132
\$20,000 - \$29,999	7	35	8	7	1	58
\$30,000 - \$39,999	5	42	5	1	2	55
\$40,000 - \$49,999	6	25	9	0	0	40
\$50,000 - \$59,999	1	21	7	0	0	29
\$60,000 - \$69,999	0	22	11	1	3	37
\$70,000 - \$79,999	5	28	6	0	1	40
\$80,000 - \$89,999	2	18	1	1	2	24
\$90,000 - \$99,999	1	21	3	0	1	26
\$100,000 - \$119,999	0	35	15	0	1	51
\$120,000 - \$139,999	4	28	17	0	6	55
\$140,000 - \$159,999	2	31	25	0	1	59
\$160,000 - \$179,999	1	18	28	0	0	47
\$180,000 - \$199,999	0	15	17	0	0	32
\$200,000 - \$249,999	0	15	37	0	1	53
\$250,000 - \$299,999	0	9	39	0	4	52
\$300,000 - \$399,999	0	5	32	0	0	37
\$400,000 - \$499,999	0	1	22	0	1	24
\$500,000 - \$749,999	0	1	12	0	0	13
\$750,000 - \$999,999	0	0	3	0	0	3
\$1,000,000 and Over	0	0	1	0	0	1
Totals	68	431	309	29	31	868
Avg. List Price (In \$1000s)	44	95	238	29	123	141
Median List Price (In \$1000s)	27	78	198	25	102	105
Avg Sale Price (In \$ 1000s)	38	90	223	22	115	132
Median Sale Price (In \$1000s)	19	73	189	15	82	96

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	216
31 - 60 Days	164
61 - 90 Days	117
91 - 120 Days	82
More Than 120 Days	247
Total Units Sold	826
Average Market Time	116.46

<u>Types of Financing</u>	<u># Units</u>
FHA	196
VA	40
Conventional	236
Cash	354
Owner Financed	2
Other	40

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 11/16/11

January 1 - October 31, 2011

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	291	682	93	50	31	1147
\$20,000 - \$29,999	80	353	63	21	9	526
\$30,000 - \$39,999	54	373	45	7	9	488
\$40,000 - \$49,999	57	298	64	1	8	428
\$50,000 - \$59,999	29	245	54	3	11	342
\$60,000 - \$69,999	26	272	65	2	23	388
\$70,000 - \$79,999	36	272	41	0	14	363
\$80,000 - \$89,999	21	221	45	1	24	312
\$90,000 - \$99,999	13	230	53	1	12	309
\$100,000 - \$119,999	22	433	126	2	26	609
\$120,000 - \$139,999	37	444	195	1	42	719
\$140,000 - \$159,999	30	324	241	1	27	623
\$160,000 - \$179,999	8	229	245	1	14	497
\$180,000 - \$199,999	9	166	225	0	17	417
\$200,000 - \$249,999	14	206	530	0	28	778
\$250,000 - \$299,999	2	69	405	0	17	493
\$300,000 - \$399,999	3	59	396	0	5	463
\$400,000 - \$499,999	1	17	186	0	3	207
\$500,000 - \$749,999	0	5	152	0	1	158
\$750,000 - \$999,999	0	2	36	0	0	38
\$1,000,000 and Over	0	1	18	0	0	19
Totals	733	4901	3278	91	321	9324
Avg. List Price (In \$1000s)	57	98	252	34	133	150
Median List Price (In \$1000s)	34	85	215	25	122	119
Avg Sale Price (In \$ 1000s)	52	93	238	28	124	141
Median Sale Price (In \$1000s)	29	78	207	18	115	113

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	2470
31 - 60 Days	1667
61 - 90 Days	1152
91 - 120 Days	856
More Than 120 Days	2822
Total Units Sold	8967
Average Market Time	117.10

<u>Types of Financing</u>	<u># Units</u>
FHA	2226
VA	406
Conventional	2760
Cash	3504
Owner Financed	27
Other	400

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 11/16/11

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	256	19	10
\$20,000 - \$29,999	224	18	17
\$30,000 - \$39,999	216	10	7
\$40,000 - \$49,999	268	17	9
\$50,000 - \$59,999	274	12	19
\$60,000 - \$69,999	315	10	15
\$70,000 - \$79,999	284	7	24
\$80,000 - \$89,999	277	7	19
\$90,000 - \$99,999	269	5	28
\$100,000 - \$119,999	465	4	32
\$120,000 - \$139,999	570	4	20
\$140,000 - \$159,999	473	3	31
\$160,000 - \$179,999	459	3	37
\$180,000 - \$199,999	371	4	25
\$200,000 - \$249,999	670	2	45
\$250,000 - \$299,999	529	6	29
\$300,000 - \$399,999	510	0	28
\$400,000 - \$499,999	254	0	5
\$500,000 - \$749,999	238	0	4
\$750,000 - \$999,999	111	0	3
\$1,000,000 and Over	100	0	1
Totals	7133	131	408
Average Price (In \$ 1,000s)	210	73	167
Median Price (In \$ 1,000s)	149	50	145

Inventory Totals

Total Active: 7,673

Average LP: \$205,835

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7134	1501511	210,473
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	408	68297	167,396
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	131	9581	73,141
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

Inventory Totals

Total Pending: 1,459

Average LP: \$145,986

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1395	206853	148,282
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	45	5479	121,763
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	19	630	33,168
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