

Sales Summary

	September Total Sales			YTD Total MLS Sales		
	2012	2011	% change	2012	2011	% change
Units	954	868	9.9%	9,342	8,393	11.3%
Average Sales Price	\$154,000	\$145,000	6.2%	\$151,000	\$142,000	6.3%
Median Sales Price	\$125,000	\$122,000	2.5%	\$115,000	\$115,000	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	16	49	9	4	3	81	1014
\$ 20,000 - 29,999	4	36	4	1	3	48	542
\$ 30,000 - 39,999	10	36	4	1	2	53	540
\$ 40,000 - 49,999	6	38	8	0	0	52	439
\$ 50,000 - 59,999	4	25	3	0	1	33	320
\$ 60,000 - 69,999	1	20	8	0	6	35	336
\$ 70,000 - 79,999	1	25	9	0	0	35	358
\$ 80,000 - 89,999	2	17	6	0	1	26	316
\$ 90,000 - 99,999	1	28	5	0	4	38	305
\$100,000 - 119,999	6	41	6	0	2	55	615
\$120,000 - 139,999	2	58	20	0	1	81	705
\$140,000 - 159,999	7	34	22	0	3	66	587
\$160,000 - 179,999	2	20	26	1	2	51	557
\$180,000 - 199,999	2	15	31	0	3	51	435
\$200,000 - 249,999	0	21	54	0	8	83	773
\$250,000 - 299,999	1	8	47	0	3	59	522
\$300,000 - 399,999	0	7	45	0	1	53	525
\$400,000 - 499,999	0	4	23	0	0	27	216
\$500,000 - 749,999	1	1	16	0	0	18	154
\$750,000 - 999,999	0	0	7	0	1	8	49
\$1,000,000 and over	0	0	1	0	0	1	34
Total Types	66	483	354	7	44	954	9,342
Average Sale Price	\$75,000	\$99,000	\$246,000	\$37,000	\$148,000	\$154,000	\$151,000
Median Sale Price	\$46,000	\$87,000	\$214,000	\$15,000	\$126,000	\$125,000	\$115,000

Price Group	Sales	% of Total
0 - \$99,999	401	42.0%
\$100,000 - 199,999	304	31.9%
\$200,000 - 399,999	195	20.4%
\$400,000 and above	54	5.7%

Time on Market	Units
1 to 30 days	321
31 to 60 days	156
61 to 90 days	115
91 to 120 days	86
More than 120 Days	228
Average Market Time	101.71

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 10/15/12

September 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	16	49	9	4	3	81
\$20,000 - \$29,999	4	36	4	1	3	48
\$30,000 - \$39,999	10	36	4	1	2	53
\$40,000 - \$49,999	6	38	8	0	0	52
\$50,000 - \$59,999	4	25	3	0	1	33
\$60,000 - \$69,999	1	20	8	0	6	35
\$70,000 - \$79,999	1	25	9	0	0	35
\$80,000 - \$89,999	2	17	6	0	1	26
\$90,000 - \$99,999	1	28	5	0	4	38
\$100,000 - \$119,999	6	41	6	0	2	55
\$120,000 - \$139,999	2	58	20	0	1	81
\$140,000 - \$159,999	7	34	22	0	3	66
\$160,000 - \$179,999	2	20	26	1	2	51
\$180,000 - \$199,999	2	15	31	0	3	51
\$200,000 - \$249,999	0	21	54	0	8	83
\$250,000 - \$299,999	1	8	47	0	3	59
\$300,000 - \$399,999	0	7	45	0	1	53
\$400,000 - \$499,999	0	4	23	0	0	27
\$500,000 - \$749,999	1	1	16	0	0	18
\$750,000 - \$999,999	0	0	7	0	1	8
\$1,000,000 and Over	0	0	1	0	0	1
Totals	66	483	354	7	44	954
Avg. List Price (In \$1000s)	80	104	257	43	162	161
Median List Price (In \$1000s)	49	90	220	15	127	130
Avg Sale Price (In \$ 1000s)	75	99	246	37	148	154
Median Sale Price (In \$1000s)	46	87	214	15	126	125

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	321
31 - 60 Days	156
61 - 90 Days	115
91 - 120 Days	86
More Than 120 Days	228
Total Units Sold	906
Average Market Time	101.71

<u>Types of Financing</u>	<u># Units</u>
FHA	204
VA	43
Conventional	318
Cash	339
Owner Financed	7
Other	43

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 10/15/12

January 1 - September 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	251	585	101	40	37	1014
\$20,000 - \$29,999	81	371	48	20	22	542
\$30,000 - \$39,999	47	410	56	15	12	540
\$40,000 - \$49,999	49	302	69	3	16	439
\$50,000 - \$59,999	39	217	54	4	6	320
\$60,000 - \$69,999	21	230	60	5	20	336
\$70,000 - \$79,999	20	252	62	1	23	358
\$80,000 - \$89,999	23	218	59	0	16	316
\$90,000 - \$99,999	16	204	65	2	18	305
\$100,000 - \$119,999	35	428	126	2	24	615
\$120,000 - \$139,999	34	459	184	1	27	705
\$140,000 - \$159,999	25	305	231	1	25	587
\$160,000 - \$179,999	9	243	271	2	32	557
\$180,000 - \$199,999	9	153	259	1	13	435
\$200,000 - \$249,999	9	201	523	0	40	773
\$250,000 - \$299,999	4	74	430	0	14	522
\$300,000 - \$399,999	0	63	451	1	10	525
\$400,000 - \$499,999	1	20	193	0	2	216
\$500,000 - \$749,999	2	10	141	1	0	154
\$750,000 - \$999,999	0	0	48	0	1	49
\$1,000,000 and Over	1	3	30	0	0	34
Totals	676	4748	3461	99	358	9342
Avg. List Price (In \$1000s)	59	100	254	47	132	155
Median List Price (In \$1000s)	37	84	215	25	115	120
Avg Sale Price (In \$ 1000s)	60	96	251	44	123	151
Median Sale Price (In \$1000s)	30	80	208	25	107	115

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	3075
31 - 60 Days	1669
61 - 90 Days	1068
91 - 120 Days	774
More Than 120 Days	2362
Total Units Sold	8948
Average Market Time	104.06

<u>Types of Financing</u>	<u># Units</u>
FHA	2092
VA	343
Conventional	2930
Cash	3522
Owner Financed	28
Other	424

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 10/15/12

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	10	10
\$20,000 - \$29,999	197	16	6
\$30,000 - \$39,999	242	7	6
\$40,000 - \$49,999	232	7	9
\$50,000 - \$59,999	243	6	5
\$60,000 - \$69,999	272	13	11
\$70,000 - \$79,999	250	5	21
\$80,000 - \$89,999	305	1	14
\$90,000 - \$99,999	272	2	9
\$100,000 - \$119,999	465	4	26
\$120,000 - \$139,999	562	5	31
\$140,000 - \$159,999	421	10	34
\$160,000 - \$179,999	406	3	45
\$180,000 - \$199,999	363	3	25
\$200,000 - \$249,999	572	0	34
\$250,000 - \$299,999	469	2	23
\$300,000 - \$399,999	498	1	24
\$400,000 - \$499,999	221	1	8
\$500,000 - \$749,999	231	0	5
\$750,000 - \$999,999	112	0	2
\$1,000,000 and Over	96	0	0
Totals	6676	96	348
Average Price (In \$ 1,000s)	211	84	176
Median Price (In \$ 1,000s)	144	62	159

Inventory Totals

Total Pending: 1,808

Average LP: \$142,387

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1718	247384	143,995
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	73	9068	124,221
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	17	996	58,588
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: 7,120

Average LP: \$207,209

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6676	1406101	210,620
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	348	61204	175,875
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	96	8017	83,511
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