

Sales Summary

	April Total MLS Sales			YTD Total MLS Sales		
	2011	2010	% change	2011	2010	% change
Units	921	1,063	-13.4%	3,204	3,596	-10.9%
Average Sales Price	\$134,000	\$145,000	-7.6%	\$134,000	\$138,000	-2.9%
Median Sales Price	\$106,000	\$120,000	-11.7%	\$105,000	\$115,000	-8.7%

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	33	81	8	5	3	130	434
\$ 20,000 - 29,999	5	29	5	1	1	41	188
\$ 30,000 - 39,999	3	42	6	0	1	52	177
\$ 40,000 - 49,999	5	35	4	0	2	46	167
\$ 50,000 - 59,999	3	15	2	0	4	24	105
\$ 60,000 - 69,999	1	23	11	0	1	36	137
\$ 70,000 - 79,999	5	24	4	0	2	35	123
\$ 80,000 - 89,999	1	21	7	0	9	38	112
\$ 90,000 - 99,999	1	24	8	0	2	35	104
\$100,000 - 119,999	2	44	12	0	6	64	202
\$120,000 - 139,999	2	42	21	0	3	68	260
\$140,000 - 159,999	4	34	29	0	3	70	209
\$160,000 - 179,999	0	20	35	0	2	57	161
\$180,000 - 199,999	0	16	18	0	2	36	136
\$200,000 - 249,999	2	18	49	0	1	70	265
\$250,000 - 299,999	0	5	34	0	2	41	151
\$300,000 - 399,999	0	3	40	0	0	43	156
\$400,000 - 499,999	0	3	17	0	0	20	55
\$500,000 - 749,999	0	0	11	0	0	11	44
\$750,000 - 999,999	0	1	2	0	0	3	13
\$1,000,000 and over	0	0	1	0	0	1	5
Total Types	67	480	324	6	44	921	3,204
Average Sale Price	\$46,000	\$90,000	\$223,000	\$13,000	\$102,000	\$134,000	\$134,000
Median Sale Price	\$20,000	\$75,000	\$190,000	\$12,000	\$86,000	\$106,000	\$105,000

Price Group	Sales	% of Total
0 - \$99,999	437	47.4%
\$100,000 - 199,999	295	32.0%
\$200,000 - 399,999	154	16.7%
\$400,000 and above	35	3.8%

Time on Market	Units
1 to 30 days	252
31 to 60 days	162
61 to 90 days	97
91 to 120 days	78
More than 120 Days	306
Average Market Time	121.19

Data compiled from closed transactions reported in MAAR Multiple Listing Service for month indicated as of the 15th of the following month.

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 05/16/11

April 1-30, 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	33	81	8	5	3	130
\$20,000 - \$29,999	5	29	5	1	1	41
\$30,000 - \$39,999	3	42	6	0	1	52
\$40,000 - \$49,999	5	35	4	0	2	46
\$50,000 - \$59,999	3	15	2	0	4	24
\$60,000 - \$69,999	1	23	11	0	1	36
\$70,000 - \$79,999	5	24	4	0	2	35
\$80,000 - \$89,999	1	21	7	0	9	38
\$90,000 - \$99,999	1	24	8	0	2	35
\$100,000 - \$119,999	2	44	12	0	6	64
\$120,000 - \$139,999	2	42	21	0	3	68
\$140,000 - \$159,999	4	34	29	0	3	70
\$160,000 - \$179,999	0	20	35	0	2	57
\$180,000 - \$199,999	0	16	18	0	2	36
\$200,000 - \$249,999	2	18	49	0	1	70
\$250,000 - \$299,999	0	5	34	0	2	41
\$300,000 - \$399,999	0	3	40	0	0	43
\$400,000 - \$499,999	0	3	17	0	0	20
\$500,000 - \$749,999	0	0	11	0	0	11
\$750,000 - \$999,999	0	1	2	0	0	3
\$1,000,000 and Over	0	0	1	0	0	1
Totals	67	480	324	6	44	921
Avg. List Price (In \$1000s)	50	93	234	19	116	140
Median List Price (In \$1000s)	20	80	199	16	110	115
Avg Sale Price (In \$ 1000s)	46	90	223	13	102	134
Median Sale Price (In \$1000s)	20	75	190	12	86	106

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	252
31 - 60 Days	162
61 - 90 Days	97
91 - 120 Days	78
More Than 120 Days	306
Total Units Sold	895
Average Market Time	121.19

<u>Types of Financing</u>	<u># Units</u>
FHA	245
VA	28
Conventional	269
Cash	345
Owner Financed	2
Other	32

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 05/16/11

January 1 - April 30, 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	106	274	35	11	8	434
\$20,000 - \$29,999	28	131	19	6	4	188
\$30,000 - \$39,999	20	132	20	1	4	177
\$40,000 - \$49,999	22	114	27	1	3	167
\$50,000 - \$59,999	11	73	13	2	6	105
\$60,000 - \$69,999	13	92	25	0	7	137
\$70,000 - \$79,999	9	91	17	0	6	123
\$80,000 - \$89,999	6	75	18	0	13	112
\$90,000 - \$99,999	7	74	18	0	5	104
\$100,000 - \$119,999	6	141	42	0	13	202
\$120,000 - \$139,999	10	166	76	0	8	260
\$140,000 - \$159,999	7	103	88	1	10	209
\$160,000 - \$179,999	1	73	82	0	5	161
\$180,000 - \$199,999	3	52	74	0	7	136
\$200,000 - \$249,999	5	62	188	0	10	265
\$250,000 - \$299,999	2	24	119	0	6	151
\$300,000 - \$399,999	1	23	128	0	4	156
\$400,000 - \$499,999	0	4	50	0	1	55
\$500,000 - \$749,999	0	1	42	0	1	44
\$750,000 - \$999,999	0	1	12	0	0	13
\$1,000,000 and Over	0	0	5	0	0	5
Totals	257	1706	1098	22	121	3204
Avg. List Price (In \$1000s)	53	94	241	33	141	142
Median List Price (In \$1000s)	31	80	200	20	118	110
Avg Sale Price (In \$ 1000s)	48	89	227	28	128	134
Median Sale Price (In \$1000s)	27	75	199	19	103	105

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	848	FHA	793
31 - 60 Days	558	VA	119
61 - 90 Days	376	Conventional	890
91 - 120 Days	298	Cash	1275
More Than 120 Days	1002	Owner Financed	9
Total Units Sold	3082	Other	118
Average Market Time	116.53		

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 05/16/11

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	349	18	15
\$20,000 - \$29,999	218	13	10
\$30,000 - \$39,999	226	15	9
\$40,000 - \$49,999	241	19	9
\$50,000 - \$59,999	257	10	9
\$60,000 - \$69,999	292	12	18
\$70,000 - \$79,999	298	6	22
\$80,000 - \$89,999	285	5	19
\$90,000 - \$99,999	304	4	28
\$100,000 - \$119,999	576	5	39
\$120,000 - \$139,999	671	3	39
\$140,000 - \$159,999	591	3	34
\$160,000 - \$179,999	524	4	33
\$180,000 - \$199,999	411	0	38
\$200,000 - \$249,999	730	2	51
\$250,000 - \$299,999	602	4	39
\$300,000 - \$399,999	649	2	27
\$400,000 - \$499,999	272	0	14
\$500,000 - \$749,999	282	0	3
\$750,000 - \$999,999	139	0	4
\$1,000,000 and Over	136	0	1
Totals	8053	125	461
Average Price (In \$ 1,000s)	220	70	177
Median Price (In \$ 1,000s)	150	50	150

Inventory Totals

Total Pending: 1,654

Average LP: \$154,777

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1598	249349	156,038
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	40	6074	151,839
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	16	599	37,419
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: 8,638

Average LP: \$215,083

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	8052	1767395	219,498
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	461	81564	176,928
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	125	8786	70,290
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