

Sales Summary

	December Total MLS Sales			YTD Total MLS Sales		
	2010	2009	% change	2010	2009	% change
Units	725	879	-17.5%	11,198	12,274	-8.8%
Average Sales Price	\$157,000	\$150,000	4.7%	\$154,000	\$142,000	8.5%
Median Sales Price	\$118,000	\$118,000	0.0%	\$120,000	\$118,000	1.7%

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	15	65	3	5	2	90	1399
\$ 20,000 - 29,999	7	16	2	1	0	26	602
\$ 30,000 - 39,999	6	29	5	1	1	42	525
\$ 40,000 - 49,999	4	23	6	0	2	35	442
\$ 50,000 - 59,999	4	12	11	2	2	31	366
\$ 60,000 - 69,999	3	17	2	0	0	22	383
\$ 70,000 - 79,999	0	14	4	0	0	18	391
\$ 80,000 - 89,999	3	25	4	0	2	34	389
\$ 90,000 - 99,999	2	27	5	0	1	35	378
\$100,000 - 119,999	1	37	7	0	1	46	805
\$120,000 - 139,999	4	29	13	0	6	52	893
\$140,000 - 159,999	2	25	22	0	1	50	762
\$160,000 - 179,999	3	10	12	0	0	25	632
\$180,000 - 199,999	0	11	18	0	2	31	523
\$200,000 - 249,999	0	15	42	0	2	59	996
\$250,000 - 299,999	2	13	24	0	0	39	611
\$300,000 - 399,999	0	6	43	0	3	52	580
\$400,000 - 499,999	0	1	19	0	1	21	256
\$500,000 - 749,999	0	1	12	0	0	13	185
\$750,000 - 999,999	0	1	1	0	0	2	51
\$1,000,000 and over	0	0	2	0	0	2	29
Total Types	56	377	257	9	26	725	11,198
Average Sale Price	\$63,000	\$98,000	\$244,000	\$24,000	\$150,000	\$144,000	\$145,000
Median Sale Price	\$41,000	\$85,000	\$219,000	\$15,000	\$125,000	\$113,000	\$118,000

Price Group	Sales	% of Total
0 - \$99,999	333	45.9%
\$100,000 - 199,999	204	28.1%
\$200,000 - 399,999	150	20.7%
\$400,000 and above	38	5.2%

Time on Market	Units
1 to 30 days	158
31 to 60 days	123
61 to 90 days	96
91 to 120 days	67
More than 120 Days	253
Average Market Time	135.23

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 01/18/11

December 1-31, 2010

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	15	65	3	5	2	90
\$20,000 - \$29,999	7	16	2	1	0	26
\$30,000 - \$39,999	6	29	5	1	1	42
\$40,000 - \$49,999	4	23	6	0	2	35
\$50,000 - \$59,999	4	12	11	2	2	31
\$60,000 - \$69,999	3	17	2	0	0	22
\$70,000 - \$79,999	0	14	4	0	0	18
\$80,000 - \$89,999	3	25	4	0	2	34
\$90,000 - \$99,999	2	27	5	0	1	35
\$100,000 - \$119,999	1	37	7	0	1	46
\$120,000 - \$139,999	4	29	13	0	6	52
\$140,000 - \$159,999	2	25	22	0	1	50
\$160,000 - \$179,999	3	10	12	0	0	25
\$180,000 - \$199,999	0	11	18	0	2	31
\$200,000 - \$249,999	0	15	42	0	2	59
\$250,000 - \$299,999	2	13	24	0	0	39
\$300,000 - \$399,999	0	6	43	0	3	52
\$400,000 - \$499,999	0	1	19	0	1	21
\$500,000 - \$749,999	0	1	12	0	0	13
\$750,000 - \$999,999	0	1	1	0	0	2
\$1,000,000 and Over	0	0	2	0	0	2
Totals	56	377	257	9	26	725
Avg. List Price (In \$1000s)	73	103	258	30	160	157
Median List Price (In \$1000s)	52	85	229	18	135	118
Avg Sale Price (In \$ 1000s)	63	98	244	24	150	148
Median Sale Price (In \$1000s)	41	85	219	15	125	115

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	158	FHA	189
31 - 60 Days	123	VA	28
61 - 90 Days	96	Conventional	213
91 - 120 Days	67	Cash	270
More Than 120 Days	253	Owner Financed	3
Total Units Sold	697	Other	22
Average Market Time	135.23		

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 01/18/11

January 1 - December 31, 2010

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	381	791	127	67	33	1399
\$20,000 - \$29,999	120	365	64	33	20	602
\$30,000 - \$39,999	66	365	68	12	14	525
\$40,000 - \$49,999	46	312	55	6	23	442
\$50,000 - \$59,999	40	252	57	3	14	366
\$60,000 - \$69,999	42	270	60	3	8	383
\$70,000 - \$79,999	35	269	66	4	17	391
\$80,000 - \$89,999	27	273	73	0	16	389
\$90,000 - \$99,999	20	265	76	4	13	378
\$100,000 - \$119,999	34	592	154	2	23	805
\$120,000 - \$139,999	39	606	214	1	33	893
\$140,000 - \$159,999	30	421	281	1	29	762
\$160,000 - \$179,999	30	301	267	0	34	632
\$180,000 - \$199,999	11	197	284	0	31	523
\$200,000 - \$249,999	18	283	655	1	39	996
\$250,000 - \$299,999	4	121	462	0	24	611
\$300,000 - \$399,999	3	71	484	0	22	580
\$400,000 - \$499,999	0	21	227	0	8	256
\$500,000 - \$749,999	2	17	164	0	2	185
\$750,000 - \$999,999	0	2	49	0	0	51
\$1,000,000 and Over	0	0	29	0	0	29
Totals	948	5794	3916	137	403	11198
Avg. List Price (In \$1000s)	59	105	253	34	154	154
Median List Price (In \$1000s)	31	95	215	23	145	120
Avg Sale Price (In \$ 1000s)	53	100	239	29	144	145
Median Sale Price (In \$1000s)	27	90	207	20	133	118

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	3312
31 - 60 Days	1942
61 - 90 Days	1297
91 - 120 Days	994
More Than 120 Days	3127
Total Units Sold	10672
Average Market Time	111.98

<u>Types of Financing</u>	<u># Units</u>
FHA	3288
VA	460
Conventional	3198
Cash	3748
Owner Financed	34
Other	469

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 01/18/11

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	338	14	12
\$20,000 - \$29,999	235	15	9
\$30,000 - \$39,999	222	8	15
\$40,000 - \$49,999	249	12	8
\$50,000 - \$59,999	276	4	15
\$60,000 - \$69,999	322	8	21
\$70,000 - \$79,999	303	11	18
\$80,000 - \$89,999	320	5	24
\$90,000 - \$99,999	329	4	18
\$100,000 - \$119,999	582	8	44
\$120,000 - \$139,999	666	4	50
\$140,000 - \$159,999	529	1	39
\$160,000 - \$179,999	519	0	31
\$180,000 - \$199,999	438	0	35
\$200,000 - \$249,999	668	1	50
\$250,000 - \$299,999	532	2	34
\$300,000 - \$399,999	537	0	25
\$400,000 - \$499,999	247	0	15
\$500,000 - \$749,999	268	0	4
\$750,000 - \$999,999	112	0	4
\$1,000,000 and Over	113	0	1
Totals	7805	97	472
Average Price (In \$ 1,000s)	207	62	173
Median Price (In \$ 1,000s)	145	50	143

Inventory Totals

Total Pending: 1,207

Average LP: \$152,863

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1154	178100	154,333
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	43	6179	143,704
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	10	226	22,630
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: 8,379

Average LP: \$203,278

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7807	1615080	206,876
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	474	82041	173,081
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	98	6074	61,976
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