

Sales Summary

	December Total MLS Sales			YTD Total MLS Sales		
	2011	2010	% change	2011	2010	% change
Units	802	725	10.6%	11,027	11,198	-1.5%
Average Sales Price	\$134,000	\$157,000	-14.6%	\$140,000	\$154,000	-9.1%
Median Sales Price	\$109,000	\$118,000	-7.6%	\$112,000	\$120,000	-6.7%

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	28	48	11	4	4	95	1,341
\$ 20,000 - 29,999	8	34	7	2	2	53	639
\$ 30,000 - 39,999	5	34	6	0	1	46	595
\$ 40,000 - 49,999	4	18	5	0	1	28	499
\$ 50,000 - 59,999	1	22	9	0	1	33	410
\$ 60,000 - 69,999	3	21	4	0	1	29	448
\$ 70,000 - 79,999	3	25	9	0	0	37	429
\$ 80,000 - 89,999	1	24	5	0	4	34	384
\$ 90,000 - 99,999	1	14	7	0	2	24	365
\$100,000 - 119,999	1	37	6	0	4	48	716
\$120,000 - 139,999	3	33	12	0	5	53	838
\$140,000 - 159,999	2	31	20	0	2	55	742
\$160,000 - 179,999	4	21	24	0	0	49	593
\$180,000 - 199,999	0	15	26	0	0	41	492
\$200,000 - 249,999	1	17	44	0	3	65	922
\$250,000 - 299,999	1	13	38	0	1	53	595
\$300,000 - 399,999	0	4	25	0	1	30	540
\$400,000 - 499,999	0	1	17	0	0	18	236
\$500,000 - 749,999	0	0	7	0	0	7	177
\$750,000 - 999,999	0	0	4	0	0	4	45
\$1,000,000 and over	0	0	0	0	0	0	21
Total Types	66	412	286	6	32	802	11,027
Average Sale Price	\$52,000	\$96,000	\$213,000	\$19,000	\$109,000	\$134,000	\$140,000
Median Sale Price	\$23,000	\$82,000	\$193,000	\$17,000	\$100,000	\$109,000	\$112,000

Price Group	Sales	% of Total
0 - \$99,999	379	47.3%
\$100,000 - 199,999	246	30.7%
\$200,000 - 399,999	148	18.5%
\$400,000 and above	29	3.6%

Time on Market	Units
1 to 30 days	225
31 to 60 days	129
61 to 90 days	114
91 to 120 days	65
More than 120 Days	229
Average Market Time	108.56

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: 01/19/12

December 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	28	48	11	4	4	95
\$20,000 - \$29,999	8	34	7	2	2	53
\$30,000 - \$39,999	5	34	6	0	1	46
\$40,000 - \$49,999	4	18	5	0	1	28
\$50,000 - \$59,999	1	22	9	0	1	33
\$60,000 - \$69,999	3	21	4	0	1	29
\$70,000 - \$79,999	3	25	9	0	0	37
\$80,000 - \$89,999	1	24	5	0	4	34
\$90,000 - \$99,999	1	14	7	0	2	24
\$100,000 - \$119,999	1	37	6	0	4	48
\$120,000 - \$139,999	3	33	12	0	5	53
\$140,000 - \$159,999	2	31	20	0	2	55
\$160,000 - \$179,999	4	21	24	0	0	49
\$180,000 - \$199,999	0	15	26	0	0	41
\$200,000 - \$249,999	1	17	44	0	3	65
\$250,000 - \$299,999	1	13	38	0	1	53
\$300,000 - \$399,999	0	4	25	0	1	30
\$400,000 - \$499,999	0	1	17	0	0	18
\$500,000 - \$749,999	0	0	7	0	0	7
\$750,000 - \$999,999	0	0	4	0	0	4
\$1,000,000 and Over	0	0	0	0	0	0
Totals	66	412	286	6	32	802
Avg. List Price (In \$1000s)	57	101	223	21	116	141
Median List Price (In \$1000s)	27	86	200	19	102	113
Avg Sale Price (In \$ 1000s)	52	96	213	19	109	134
Median Sale Price (In \$1000s)	23	82	193	17	100	109

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	225	FHA	190
31 - 60 Days	129	VA	39
61 - 90 Days	114	Conventional	222
91 - 120 Days	65	Cash	309
More Than 120 Days	229	Owner Financed	1
Total Units Sold	762	Other	41
Average Market Time	108.56		

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 01/19/12

January 1 - December 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	343	785	114	58	41	1341
\$20,000 - \$29,999	96	425	80	27	11	639
\$30,000 - \$39,999	69	450	58	8	10	595
\$40,000 - \$49,999	63	350	75	1	10	499
\$50,000 - \$59,999	33	292	69	4	12	410
\$60,000 - \$69,999	32	315	75	2	24	448
\$70,000 - \$79,999	40	320	54	0	15	429
\$80,000 - \$89,999	24	273	57	1	29	384
\$90,000 - \$99,999	16	266	68	1	14	365
\$100,000 - \$119,999	27	507	144	2	36	716
\$120,000 - \$139,999	45	522	220	2	49	838
\$140,000 - \$159,999	32	389	287	1	33	742
\$160,000 - \$179,999	14	271	292	1	15	593
\$180,000 - \$199,999	10	192	272	0	18	492
\$200,000 - \$249,999	17	243	630	0	32	922
\$250,000 - \$299,999	3	89	485	0	18	595
\$300,000 - \$399,999	4	70	459	0	7	540
\$400,000 - \$499,999	1	19	213	0	3	236
\$500,000 - \$749,999	0	5	171	0	1	177
\$750,000 - \$999,999	0	2	43	0	0	45
\$1,000,000 and Over	0	1	20	0	0	21
Totals	869	5786	3886	108	378	11027
Avg. List Price (In \$1000s)	57	98	248	34	131	148
Median List Price (In \$1000s)	34	85	213	25	120	119
Avg Sale Price (In \$ 1000s)	52	93	235	28	122	140
Median Sale Price (In \$1000s)	29	78	205	18	115	112

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	2945
31 - 60 Days	1945
61 - 90 Days	1366
91 - 120 Days	1014
More Than 120 Days	3313
Total Units Sold	10583
Average Market Time	116.02

<u>Types of Financing</u>	<u># Units</u>
FHA	2640
VA	488
Conventional	3219
Cash	4161
Owner Financed	30
Other	488

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 01/19/12

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	229	25	6
\$20,000 - \$29,999	188	18	15
\$30,000 - \$39,999	207	8	6
\$40,000 - \$49,999	267	9	4
\$50,000 - \$59,999	225	6	17
\$60,000 - \$69,999	286	7	13
\$70,000 - \$79,999	249	5	20
\$80,000 - \$89,999	267	7	15
\$90,000 - \$99,999	231	3	27
\$100,000 - \$119,999	423	3	30
\$120,000 - \$139,999	546	3	19
\$140,000 - \$159,999	427	5	30
\$160,000 - \$179,999	367	3	32
\$180,000 - \$199,999	327	3	28
\$200,000 - \$249,999	573	2	45
\$250,000 - \$299,999	466	6	22
\$300,000 - \$399,999	468	0	29
\$400,000 - \$499,999	212	0	4
\$500,000 - \$749,999	196	0	3
\$750,000 - \$999,999	105	0	3
\$1,000,000 and Over	87	0	1
Totals	6346	113	369
Average Price (In \$ 1,000s)	209	73	171
Median Price (In \$ 1,000s)	145	46	149

Inventory Totals

Total Pending: 1,375

Average LP: \$137,578

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1319	183474	139,101
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	36	4759	132,183
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	20	973	48,665
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: 6,828

Average LP: \$204,950

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6346	1327930	209,255
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	369	63273	171,470
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	113	8197	72,540
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