

Sales Summary

	January Total MLS Sales			YTD Total MLS Sales		
	2011	2010	% change	2011	2010	% change
Units	569	621	-8.4%	569	621	-8.4%
Average Sales Price	\$134,000	\$130,000	3.1%	\$134,000	\$130,000	3.1%
Median Sales Price	\$102,000	\$97,000	5.2%	\$102,000	\$97,000	5.2%

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	17	36	6	2	1	62	
\$ 20,000 - 29,999	6	30	5	3	1	45	
\$ 30,000 - 39,999	2	22	4	1	0	29	
\$ 40,000 - 49,999	3	25	4	1	1	34	
\$ 50,000 - 59,999	2	18	3	0	0	23	
\$ 60,000 - 69,999	4	17	2	0	1	24	
\$ 70,000 - 79,999	1	13	4	0	2	20	
\$ 80,000 - 89,999	1	21	3	0	1	26	
\$ 90,000 - 99,999	1	12	4	0	0	17	
\$100,000 - 119,999	1	27	8	0	2	38	
\$120,000 - 139,999	1	21	15	0	1	38	
\$140,000 - 159,999	1	19	10	0	1	31	
\$160,000 - 179,999	0	17	14	0	1	32	
\$180,000 - 199,999	1	6	15	0	0	22	
\$200,000 - 249,999	0	10	37	0	0	47	
\$250,000 - 299,999	0	12	16	0	1	29	
\$300,000 - 399,999	0	7	22	0	3	32	
\$400,000 - 499,999	0	0	8	0	0	8	
\$500,000 - 749,999	0	0	7	0	0	7	
\$750,000 - 999,999	0	0	5	0	0	5	
\$1,000,000 and over	0	0	0	0	0	0	
Total Types	41	313	192	7	16	569	
Average Sale Price	\$41,000	\$93,000	\$224,000	\$26,000	\$152,000	\$134,000	
Median Sale Price	\$25,000	\$78,000	\$198,000	\$23,000	\$114,000	\$102,000	

Price Group	Sales	% of Total
0 - \$99,999	280	49.2%
\$100,000 - 199,999	161	28.3%
\$200,000 - 399,999	108	19.0%
\$400,000 and above	20	3.5%

Time on Market	Units
1 to 30 days	140
31 to 60 days	91
61 to 90 days	59
91 to 120 days	70
More than 120 Days	189
Average Market Time	120.4

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 02/15/11

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	17	36	6	2	1	62
\$20,000 - \$29,999	6	30	5	3	1	45
\$30,000 - \$39,999	2	22	4	1	0	29
\$40,000 - \$49,999	3	25	4	1	1	34
\$50,000 - \$59,999	2	18	3	0	0	23
\$60,000 - \$69,999	4	17	2	0	1	24
\$70,000 - \$79,999	1	13	4	0	2	20
\$80,000 - \$89,999	1	21	3	0	1	26
\$90,000 - \$99,999	1	12	4	0	0	17
\$100,000 - \$119,999	1	27	8	0	2	38
\$120,000 - \$139,999	1	21	15	0	1	38
\$140,000 - \$159,999	1	19	10	0	1	31
\$160,000 - \$179,999	0	17	14	0	1	32
\$180,000 - \$199,999	1	6	15	0	0	22
\$200,000 - \$249,999	0	10	37	0	0	47
\$250,000 - \$299,999	0	12	16	0	1	29
\$300,000 - \$399,999	0	7	22	0	3	32
\$400,000 - \$499,999	0	0	8	0	0	8
\$500,000 - \$749,999	0	0	7	0	0	7
\$750,000 - \$999,999	0	0	5	0	0	5
\$1,000,000 and Over	0	0	0	0	0	0
Totals	41	313	192	7	16	569
Avg. List Price (In \$1000s)	47	100	238	28	164	143
Median List Price (In \$1000s)	32	83	200	28	122	108
Avg Sale Price (In \$ 1000s)	41	93	224	26	152	134
Median Sale Price (In \$1000s)	25	78	198	23	114	102

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	140
31 - 60 Days	91
61 - 90 Days	59
91 - 120 Days	70
More Than 120 Days	189
Total Units Sold	549
Average Market Time	120.40

<u>Types of Financing</u>	<u># Units</u>
FHA	126
VA	23
Conventional	167
Cash	225
Owner Financed	4
Other	24

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 02/15/11

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	357	15	15
\$20,000 - \$29,999	231	14	10
\$30,000 - \$39,999	237	12	10
\$40,000 - \$49,999	250	10	8
\$50,000 - \$59,999	267	5	19
\$60,000 - \$69,999	330	8	21
\$70,000 - \$79,999	316	7	19
\$80,000 - \$89,999	306	5	29
\$90,000 - \$99,999	323	5	17
\$100,000 - \$119,999	571	7	43
\$120,000 - \$139,999	649	2	50
\$140,000 - \$159,999	554	2	42
\$160,000 - \$179,999	531	0	26
\$180,000 - \$199,999	428	0	40
\$200,000 - \$249,999	662	1	51
\$250,000 - \$299,999	525	2	35
\$300,000 - \$399,999	552	0	20
\$400,000 - \$499,999	250	0	16
\$500,000 - \$749,999	262	0	3
\$750,000 - \$999,999	117	0	4
\$1,000,000 and Over	116	0	1
Totals	7834	95	479
Average Price (In \$ 1,000s)	207	60	170
Median Price (In \$ 1,000s)	145	46	140

Inventory Totals

Total Pending: 1,342

Average LP: \$153,689

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1289	199818	155,018
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	6221	144,673
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	212	21,190
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: 8,409

Average LP: \$203,273

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7835	1622309	207,059
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	479	81211	169,543
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	95	5746	60,487
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