

**Sales Summary**

	January Total MLS Sales			YTD Total MLS Sales		
	2012	2011	% change	2012	2011	% change
Units	687	569	20.7%	687	569	20.7%
Average Sales Price	\$116,000	\$134,000	-13.4%	\$116,000	\$134,000	-13.4%
Median Sales Price	\$85,000	\$102,000	-16.7%	\$85,000	\$102,000	-16.7%

**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	30	50	15	5	0	100	100
\$ 20,000 - 29,999	14	28	7	2	6	57	57
\$ 30,000 - 39,999	1	37	10	1	1	50	99
\$ 40,000 - 49,999	6	28	11	0	2	47	88
\$ 50,000 - 59,999	6	19	2	0	0	27	48
\$ 60,000 - 69,999	2	22	4	0	2	30	30
\$ 70,000 - 79,999	0	19	2	0	1	22	44
\$ 80,000 - 89,999	1	16	3	0	2	22	43
\$ 90,000 - 99,999	0	21	3	0	2	26	52
\$100,000 - 119,999	1	35	9	0	1	46	91
\$120,000 - 139,999	0	23	13	0	2	38	76
\$140,000 - 159,999	1	26	18	0	1	46	91
\$160,000 - 179,999	0	15	20	0	1	36	72
\$180,000 - 199,999	0	10	19	0	3	32	64
\$200,000 - 249,999	2	6	29	0	2	39	76
\$250,000 - 299,999	0	1	20	0	0	21	42
\$300,000 - 399,999	0	3	22	0	1	26	52
\$400,000 - 499,999	0	1	9	0	1	11	22
\$500,000 - 749,999	1	1	7	0	0	9	17
\$750,000 - 999,999	0	0	2	0	0	2	4
\$1,000,000 and over	0	0	0	0	0	0	0
Total Types	65	361	225	8	28	687	687
Average Sale Price	\$40,000	\$82,000	\$194,000	\$20,000	\$122,000	\$116,000	\$116,000
Median Sale Price	\$20,000	\$68,000	\$175,000	\$19,000	\$89,000	\$85,000	\$85,000

Price Group	Sales	% of Total
0 - \$99,999	381	55.5%
\$100,000 - 199,999	198	28.8%
\$200,000 - 399,999	86	12.5%
\$400,000 and above	22	3.2%

Time on Market	Units
1 to 30 days	209
31 to 60 days	110
61 to 90 days	86
91 to 120 days	49
More than 120 Days	200
Average Market Time	109.7

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 02/15/12

January 1 - 31, 2012

## Sold Residential Listings

<u>Price Class/Type</u>	<u>&lt; 2 Bed</u>	<u>3 Bed</u>	<u>&gt; 4 Bed</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>	<u>Total Units</u>
\$19,999 or Under	30	50	15	5	0	100
\$20,000 - \$29,999	14	28	7	2	6	57
\$30,000 - \$39,999	1	37	10	1	1	50
\$40,000 - \$49,999	6	28	11	0	2	47
\$50,000 - \$59,999	6	19	2	0	0	27
\$60,000 - \$69,999	2	22	4	0	2	30
\$70,000 - \$79,999	0	19	2	0	1	22
\$80,000 - \$89,999	1	16	3	0	2	22
\$90,000 - \$99,999	0	21	3	0	2	26
\$100,000 - \$119,999	1	35	9	0	1	46
\$120,000 - \$139,999	0	23	13	0	2	38
\$140,000 - \$159,999	1	26	18	0	1	46
\$160,000 - \$179,999	0	15	20	0	1	36
\$180,000 - \$199,999	0	10	19	0	3	32
\$200,000 - \$249,999	2	6	29	0	2	39
\$250,000 - \$299,999	0	1	20	0	0	21
\$300,000 - \$399,999	0	3	22	0	1	26
\$400,000 - \$499,999	0	1	9	0	1	11
\$500,000 - \$749,999	1	1	7	0	0	9
\$750,000 - \$999,999	0	0	2	0	0	2
\$1,000,000 and Over	0	0	0	0	0	0
<b>Totals</b>	<b>65</b>	<b>361</b>	<b>225</b>	<b>8</b>	<b>28</b>	<b>687</b>
<b>Avg. List Price (In \$1000s)</b>	<b>46</b>	<b>87</b>	<b>205</b>	<b>20</b>	<b>129</b>	<b>123</b>
<b>Median List Price (In \$1000s)</b>	<b>26</b>	<b>75</b>	<b>182</b>	<b>20</b>	<b>92</b>	<b>90</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>40</b>	<b>82</b>	<b>194</b>	<b>20</b>	<b>122</b>	<b>116</b>
<b>Median Sale Price (In \$1000s)</b>	<b>20</b>	<b>68</b>	<b>175</b>	<b>19</b>	<b>89</b>	<b>85</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	209
31 - 60 Days	110
61 - 90 Days	86
91 - 120 Days	49
More Than 120 Days	200
<b>Total Units Sold</b>	<b>654</b>
<b>Average Market Time</b>	<b>109.70</b>

<u>Types of Financing</u>	<u># Units</u>
<b>FHA</b>	<b>146</b>
<b>VA</b>	<b>20</b>
<b>Conventional</b>	<b>188</b>
<b>Cash</b>	<b>298</b>
<b>Owner Financed</b>	<b>4</b>
<b>Other</b>	<b>30</b>

# Residential Home Listings Report

**NATIONAL ASSOCIATION OF REALTORS**  
Real Estate Trend Indicator

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

**Date: 02/15/12**

## Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	220	20	5
\$20,000 - \$29,999	162	19	17
\$30,000 - \$39,999	213	6	5
\$40,000 - \$49,999	224	9	11
\$50,000 - \$59,999	234	4	11
\$60,000 - \$69,999	278	6	17
\$70,000 - \$79,999	250	7	16
\$80,000 - \$89,999	265	5	20
\$90,000 - \$99,999	236	3	24
\$100,000 - \$119,999	430	0	33
\$120,000 - \$139,999	560	4	19
\$140,000 - \$159,999	456	4	33
\$160,000 - \$179,999	375	2	31
\$180,000 - \$199,999	327	3	25
\$200,000 - \$249,999	590	1	36
\$250,000 - \$299,999	468	6	18
\$300,000 - \$399,999	492	0	29
\$400,000 - \$499,999	219	0	5
\$500,000 - \$749,999	215	0	4
\$750,000 - \$999,999	105	0	3
\$1,000,000 and Over	92	0	1
<b>Totals</b>	<b>6411</b>	<b>99</b>	<b>363</b>
<b>Average Price (In \$ 1,000s)</b>	<b>214</b>	<b>72</b>	<b>168</b>
<b>Median Price (In \$ 1,000s)</b>	<b>148</b>	<b>45</b>	<b>143</b>

## Inventory Totals

Total Pending: 1,540

Average LP: \$139,521

### RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1481	208121	140,527
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	39	5771	147,968
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	1151	57,530
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: 6,873

Average LP: \$209,492

### RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6411	1371475	213,925
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	363	61156	168,475
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	99	7153	72,254
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