

Sales Summary

	July Total Sales			YTD Total MLS Sales		
	2012	2011	% change	2012	2011	% change
Units	1,117	987	13.2%	7,084	6,417	10.4%
Average Sales Price	\$160,000	\$152,000	5.3%	\$151,000	\$141,000	7.1%
Median Sales Price	\$124,000	\$120,000	3.3%	\$115,000	\$112,000	2.7%

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	38	64	9	2	2	115	798
\$ 20,000 - 29,999	7	44	5	1	3	60	420
\$ 30,000 - 39,999	4	35	5	3	1	48	425
\$ 40,000 - 49,999	5	34	5	0	0	44	322
\$ 50,000 - 59,999	2	24	5	0	1	32	238
\$ 60,000 - 69,999	3	28	9	1	2	43	266
\$ 70,000 - 79,999	3	24	7	1	4	39	270
\$ 80,000 - 89,999	2	26	6	0	3	37	235
\$ 90,000 - 99,999	0	31	7	0	4	42	223
\$100,000 - 119,999	6	57	11	1	2	77	471
\$120,000 - 139,999	5	53	20	0	2	80	526
\$140,000 - 159,999	7	36	20	0	2	65	429
\$160,000 - 179,999	0	27	29	0	1	57	417
\$180,000 - 199,999	0	24	33	0	0	57	319
\$200,000 - 249,999	3	25	70	0	1	99	583
\$250,000 - 299,999	1	7	66	0	2	76	389
\$300,000 - 399,999	0	6	69	0	0	75	414
\$400,000 - 499,999	0	1	36	0	0	37	163
\$500,000 - 749,999	0	0	24	0	0	24	118
\$750,000 - 999,999	0	0	9	0	0	9	33
\$1,000,000 and over	0	0	1	0	0	1	25
Total Types	86	546	446	9	30	1,117	7,084
Average Sale Price	\$57,000	\$96,000	\$265,000	\$52,000	\$97,000	\$164,000	\$151,000
Median Sale Price	\$27,000	\$88,000	\$238,000	\$35,000	\$88,000	\$123,000	\$115,000

Price Group	Sales	% of Total
0 - \$99,999	460	41.2%
\$100,000 - 199,999	336	30.1%
\$200,000 - 399,999	250	22.4%
\$400,000 and above	71	6.4%

Time on Market	Units
1 to 30 days	372
31 to 60 days	206
61 to 90 days	140
91 to 120 days	102
More than 120 Days	245
Average Market Time	96.34

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 08/15/12

July 1 - 31, 2012

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	38	64	9	2	2	115
\$20,000 - \$29,999	7	44	5	1	3	60
\$30,000 - \$39,999	4	35	5	3	1	48
\$40,000 - \$49,999	5	34	5	0	0	44
\$50,000 - \$59,999	2	24	5	0	1	32
\$60,000 - \$69,999	3	28	9	1	2	43
\$70,000 - \$79,999	3	24	7	1	4	39
\$80,000 - \$89,999	2	26	6	0	3	37
\$90,000 - \$99,999	0	31	7	0	4	42
\$100,000 - \$119,999	6	57	11	1	2	77
\$120,000 - \$139,999	5	53	20	0	2	80
\$140,000 - \$159,999	7	36	20	0	2	65
\$160,000 - \$179,999	0	27	29	0	1	57
\$180,000 - \$199,999	0	24	33	0	0	57
\$200,000 - \$249,999	3	25	70	0	1	99
\$250,000 - \$299,999	1	7	66	0	2	76
\$300,000 - \$399,999	0	6	69	0	0	75
\$400,000 - \$499,999	0	1	36	0	0	37
\$500,000 - \$749,999	0	0	24	0	0	24
\$750,000 - \$999,999	0	0	9	0	0	9
\$1,000,000 and Over	0	0	1	0	0	1
Totals	86	546	446	9	30	1117
Avg. List Price (In \$1000s)	61	101	275	51	101	167
Median List Price (In \$1000s)	29	91	243	45	95	128
Avg Sale Price (In \$ 1000s)	57	96	265	52	97	160
Median Sale Price (In \$1000s)	27	88	238	35	88	124

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	372	FHA	256
31 - 60 Days	206	VA	49
61 - 90 Days	140	Conventional	386
91 - 120 Days	102	Cash	378
More Than 120 Days	245	Owner Financed	3
Total Units Sold	1065	Other	45
Average Market Time	96.34		

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 08/15/12

January 1 - July 31, 2012

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	208	455	80	33	22	798
\$20,000 - \$29,999	63	288	32	19	18	420
\$30,000 - \$39,999	33	326	46	14	6	425
\$40,000 - \$49,999	36	217	53	1	15	322
\$50,000 - \$59,999	26	162	43	2	5	238
\$60,000 - \$69,999	18	188	45	5	10	266
\$70,000 - \$79,999	16	190	42	1	21	270
\$80,000 - \$89,999	16	164	43	0	12	235
\$90,000 - \$99,999	13	150	46	2	12	223
\$100,000 - \$119,999	27	323	98	2	21	471
\$120,000 - \$139,999	27	335	139	1	24	526
\$140,000 - \$159,999	17	221	173	1	17	429
\$160,000 - \$179,999	6	180	205	0	26	417
\$180,000 - \$199,999	7	115	186	1	10	319
\$200,000 - \$249,999	6	152	395	0	30	583
\$250,000 - \$299,999	3	54	322	0	10	389
\$300,000 - \$399,999	0	47	358	1	8	414
\$400,000 - \$499,999	1	13	147	0	2	163
\$500,000 - \$749,999	1	9	107	1	0	118
\$750,000 - \$999,999	0	0	33	0	0	33
\$1,000,000 and Over	1	2	22	0	0	25
Totals	525	3591	2615	84	269	7084
Avg. List Price (In \$1000s)	56	99	254	47	132	153
Median List Price (In \$1000s)	32	81	217	25	115	120
Avg Sale Price (In \$ 1000s)	60	95	254	44	125	151
Median Sale Price (In \$1000s)	28	78	210	25	110	115

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	2342	FHA	1595
31 - 60 Days	1246	VA	258
61 - 90 Days	788	Conventional	2209
91 - 120 Days	565	Cash	2691
More Than 120 Days	1861	Owner Financed	16
Total Units Sold	6802	Other	312
Average Market Time	106.45		

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 08/15/12

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	269	17	16
\$20,000 - \$29,999	201	17	4
\$30,000 - \$39,999	216	8	6
\$40,000 - \$49,999	267	9	13
\$50,000 - \$59,999	253	3	6
\$60,000 - \$69,999	287	11	15
\$70,000 - \$79,999	270	5	27
\$80,000 - \$89,999	304	0	16
\$90,000 - \$99,999	230	1	16
\$100,000 - \$119,999	494	5	26
\$120,000 - \$139,999	586	5	34
\$140,000 - \$159,999	495	9	39
\$160,000 - \$179,999	442	6	38
\$180,000 - \$199,999	406	3	22
\$200,000 - \$249,999	635	1	29
\$250,000 - \$299,999	490	2	25
\$300,000 - \$399,999	509	0	30
\$400,000 - \$499,999	233	0	8
\$500,000 - \$749,999	267	0	5
\$750,000 - \$999,999	110	0	3
\$1,000,000 and Over	108	0	0
Totals	7072	102	378
Average Price (In \$ 1,000s)	214	76	171
Median Price (In \$ 1,000s)	149	51	145

Inventory Totals

Total Pending: 1,774

Average LP: \$151,753

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1697	259726	153,050
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	71	9331	131,425
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	6	152	25,317
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: 7,552

Average LP: \$209,954

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7072	1513160	213,965
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	378	64574	170,830
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	102	7765	76,123
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