

**Sales Summary**

	June Total MLS Sales			YTD Total MLS Sales		
	2011	2010	% change	2011	2010	% change
Units	1,066	1,152	-7.5%	5,351	6,089	-12.1%
Average Sales Price	\$151,000	\$161,000	-6.2%	\$139,000	\$144,000	-3.5%
Median Sales Price	\$121,000	\$128,000	-5.5%	\$110,000	\$120,000	-8.3%

**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	67	7	7	2	111	680
\$ 20,000 - 29,999	10	36	3	2	2	53	294
\$ 30,000 - 39,999	5	37	7	1	1	51	278
\$ 40,000 - 49,999	6	30	3	0	0	39	258
\$ 50,000 - 59,999	8	23	9	0	1	41	183
\$ 60,000 - 69,999	4	41	3	0	2	50	231
\$ 70,000 - 79,999	3	27	4	0	4	38	204
\$ 80,000 - 89,999	2	26	6	0	1	35	186
\$ 90,000 - 99,999	1	31	8	0	0	40	183
\$100,000 - 119,999	2	50	15	0	3	70	348
\$120,000 - 139,999	4	47	14	0	5	70	396
\$140,000 - 159,999	7	52	27	0	2	88	374
\$160,000 - 179,999	0	25	23	1	4	53	287
\$180,000 - 199,999	2	22	31	0	2	57	246
\$200,000 - 249,999	3	26	55	0	5	89	443
\$250,000 - 299,999	0	6	52	0	2	60	265
\$300,000 - 399,999	1	4	55	0	0	60	265
\$400,000 - 499,999	0	2	24	0	1	27	108
\$500,000 - 749,999	0	0	25	0	0	25	89
\$750,000 - 999,999	0	0	9	0	0	9	24
\$1,000,000 and over	0	0	0	0	0	0	9
Total Types	86	552	380	11	37	1,066	5,351
Average Sale Price	\$62,000	\$95,000	\$257,000	\$29,000	\$136,000	\$136,000	\$139,000
Median Sale Price	\$40,000	\$85,000	\$224,000	\$15,000	\$126,000	\$126,000	\$110,000

Price Group	Sales	% of Total
0 - \$99,999	458	43.0%
\$100,000 - 199,999	338	31.7%
\$200,000 - 399,999	209	19.6%
\$400,000 and above	61	5.7%

Time on Market	Units
1 to 30 days	285
31 to 60 days	187
61 to 90 days	145
91 to 120 days	92
More than 120 Days	1020
Average Market Time	115.13

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 07/15/11

June 1 - 30, 2011

## 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	28	67	7	7	2	111
\$20,000 - \$29,999	10	36	3	2	2	53
\$30,000 - \$39,999	5	37	7	1	1	51
\$40,000 - \$49,999	6	30	3	0	0	39
\$50,000 - \$59,999	8	23	9	0	1	41
\$60,000 - \$69,999	4	41	3	0	2	50
\$70,000 - \$79,999	3	27	4	0	4	38
\$80,000 - \$89,999	2	26	6	0	1	35
\$90,000 - \$99,999	1	31	8	0	0	40
\$100,000 - \$119,999	2	50	15	0	3	70
\$120,000 - \$139,999	4	47	14	0	5	70
\$140,000 - \$159,999	7	52	27	0	2	88
\$160,000 - \$179,999	0	25	23	1	4	53
\$180,000 - \$199,999	2	22	31	0	2	57
\$200,000 - \$249,999	3	26	55	0	5	89
\$250,000 - \$299,999	0	6	52	0	2	60
\$300,000 - \$399,999	1	4	55	0	0	60
\$400,000 - \$499,999	0	2	24	0	1	27
\$500,000 - \$749,999	0	0	25	0	0	25
\$750,000 - \$999,999	0	0	9	0	0	9
\$1,000,000 and Over	0	0	0	0	0	0
<b>Totals</b>	<b>86</b>	<b>552</b>	<b>380</b>	<b>11</b>	<b>37</b>	<b>1066</b>
<b>Avg. List Price (In \$1000s)</b>	<b>66</b>	<b>101</b>	<b>272</b>	<b>32</b>	<b>143</b>	<b>160</b>
<b>Median List Price (In \$1000s)</b>	<b>41</b>	<b>90</b>	<b>231</b>	<b>19</b>	<b>130</b>	<b>129</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>62</b>	<b>95</b>	<b>257</b>	<b>29</b>	<b>136</b>	<b>151</b>
<b>Median Sale Price (In \$1000s)</b>	<b>40</b>	<b>85</b>	<b>224</b>	<b>15</b>	<b>126</b>	<b>121</b>

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	285	FHA	254
31 - 60 Days	187	VA	49
61 - 90 Days	145	Conventional	373
91 - 120 Days	92	Cash	336
More Than 120 Days	311	Owner Financed	4
<b>Total Units Sold</b>	<b>1020</b>	Other	50
<b>Average Market Time</b>	<b>115.13</b>		

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 07/15/11

January 1 - June 30, 2011

## 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	169	425	53	22	11	680
\$20,000 - \$29,999	46	205	28	8	7	294
\$30,000 - \$39,999	32	209	29	3	5	278
\$40,000 - \$49,999	33	180	38	1	6	258
\$50,000 - \$59,999	24	122	27	2	8	183
\$60,000 - \$69,999	20	165	34	0	12	231
\$70,000 - \$79,999	17	150	26	0	11	204
\$80,000 - \$89,999	12	129	30	0	15	186
\$90,000 - \$99,999	9	132	34	0	8	183
\$100,000 - \$119,999	11	246	71	0	20	348
\$120,000 - \$139,999	23	250	105	0	18	396
\$140,000 - \$159,999	18	199	140	1	16	374
\$160,000 - \$179,999	5	138	133	1	10	287
\$180,000 - \$199,999	7	96	132	0	11	246
\$200,000 - \$249,999	10	111	304	0	18	443
\$250,000 - \$299,999	2	34	219	0	10	265
\$300,000 - \$399,999	2	36	222	0	5	265
\$400,000 - \$499,999	0	11	95	0	2	108
\$500,000 - \$749,999	0	2	86	0	1	89
\$750,000 - \$999,999	0	1	23	0	0	24
\$1,000,000 and Over	0	1	8	0	0	9
<b>Totals</b>	<b>440</b>	<b>2842</b>	<b>1837</b>	<b>38</b>	<b>194</b>	<b>5351</b>
<b>Avg. List Price (In \$1000s)</b>	<b>58</b>	<b>97</b>	<b>250</b>	<b>31</b>	<b>141</b>	<b>148</b>
<b>Median List Price (In \$1000s)</b>	<b>35</b>	<b>84</b>	<b>213</b>	<b>20</b>	<b>123</b>	<b>117</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>54</b>	<b>92</b>	<b>236</b>	<b>27</b>	<b>130</b>	<b>139</b>
<b>Median Sale Price (In \$1000s)</b>	<b>31</b>	<b>77</b>	<b>206</b>	<b>17</b>	<b>115</b>	<b>110</b>

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	1424	FHA	1297
31 - 60 Days	937	VA	210
61 - 90 Days	646	Conventional	1589
91 - 120 Days	482	Cash	2023
More Than 120 Days	1670	Owner Financed	15
Total Units Sold	5159	Other	216
Average Market Time	117.57		

# Residential Home Listings Report

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

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

**Date: 07/15/11**

## Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	300	13	10
\$20,000 - \$29,999	211	19	8
\$30,000 - \$39,999	220	13	14
\$40,000 - \$49,999	271	13	11
\$50,000 - \$59,999	256	11	15
\$60,000 - \$69,999	298	12	16
\$70,000 - \$79,999	290	8	24
\$80,000 - \$89,999	266	3	19
\$90,000 - \$99,999	317	5	28
\$100,000 - \$119,999	568	5	35
\$120,000 - \$139,999	643	2	34
\$140,000 - \$159,999	601	4	33
\$160,000 - \$179,999	472	3	33
\$180,000 - \$199,999	395	4	40
\$200,000 - \$249,999	765	4	52
\$250,000 - \$299,999	584	5	28
\$300,000 - \$399,999	639	2	27
\$400,000 - \$499,999	286	0	11
\$500,000 - \$749,999	286	0	5
\$750,000 - \$999,999	140	0	4
\$1,000,000 and Over	118	0	0
<b>Totals</b>	<b>7926</b>	<b>126</b>	<b>447</b>
<b>Average Price (In \$ 1,000s)</b>	<b>217</b>	<b>80</b>	<b>172</b>
<b>Median Price (In \$ 1,000s)</b>	<b>151</b>	<b>52</b>	<b>150</b>

## Inventory Totals

Total Pending: 1,639

Average LP: S151,182

### RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1570	239513	152,556
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	54	7420	137,411
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	15	635	42,300
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: 8.498

Average LP: S213,078

### RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7925	1723520	217,479
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	447	76885	172,003
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	126	10120	80,317
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