

Sales Summary

| | June Total Sales | | | YTD Total MLS Sales | | |
|---------------------|------------------|-----------|----------|---------------------|-----------|----------|
| | 2012 | 2011 | % change | 2012 | 2011 | % change |
| Units | 1,127 | 1,066 | 5.7% | 5,907 | 5,351 | 10.4% |
| Average Sales Price | \$164,000 | \$151,000 | 8.6% | \$145,000 | \$139,000 | 4.3% |
| Median Sales Price | \$123,000 | \$121,000 | 1.7% | \$113,000 | \$110,000 | 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 | 26 | 74 | 10 | 4 | 8 | 122 | 676 |
| \$ 20,000 - 29,999 | 7 | 46 | 5 | 3 | 3 | 64 | 357 |
| \$ 30,000 - 39,999 | 5 | 46 | 3 | 3 | 2 | 59 | 374 |
| \$ 40,000 - 49,999 | 5 | 22 | 10 | 0 | 4 | 41 | 277 |
| \$ 50,000 - 59,999 | 3 | 26 | 7 | 1 | 2 | 39 | 204 |
| \$ 60,000 - 69,999 | 5 | 32 | 8 | 1 | 1 | 47 | 220 |
| \$ 70,000 - 79,999 | 5 | 25 | 6 | 0 | 5 | 41 | 228 |
| \$ 80,000 - 89,999 | 4 | 30 | 10 | 0 | 3 | 47 | 195 |
| \$ 90,000 - 99,999 | 3 | 18 | 8 | 1 | 0 | 30 | 179 |
| \$100,000 - 119,999 | 3 | 45 | 12 | 0 | 5 | 65 | 390 |
| \$120,000 - 139,999 | 5 | 48 | 18 | 0 | 7 | 78 | 441 |
| \$140,000 - 159,999 | 2 | 29 | 25 | 0 | 4 | 60 | 362 |
| \$160,000 - 179,999 | 1 | 35 | 30 | 0 | 4 | 70 | 356 |
| \$180,000 - 199,999 | 1 | 17 | 29 | 0 | 2 | 49 | 259 |
| \$200,000 - 249,999 | 1 | 35 | 65 | 0 | 4 | 105 | 480 |
| \$250,000 - 299,999 | 0 | 11 | 51 | 0 | 0 | 62 | 311 |
| \$300,000 - 399,999 | 0 | 8 | 65 | 1 | 1 | 75 | 335 |
| \$400,000 - 499,999 | 0 | 4 | 29 | 0 | 1 | 34 | 124 |
| \$500,000 - 749,999 | 0 | 2 | 22 | 0 | 0 | 24 | 92 |
| \$750,000 - 999,999 | 0 | 0 | 7 | 0 | 0 | 7 | 24 |
| \$1,000,000 and over | 1 | 0 | 7 | 0 | 0 | 8 | 23 |
| Total Types | 77 | 553 | 427 | 14 | 56 | 1,127 | 5,907 |
| Average Sale Price | \$112,000 | \$99,000 | \$269,000 | \$55,000 | \$107,000 | \$164,000 | \$145,000 |
| Median Sale Price | \$40,000 | \$82,000 | \$225,000 | \$31,000 | \$94,000 | \$123,000 | \$113,000 |

| Price Group | Sales | % of Total |
|---------------------|-------|------------|
| 0 - \$99,999 | 490 | 43.5% |
| \$100,000 - 199,999 | 322 | 28.6% |
| \$200,000 - 399,999 | 242 | 21.5% |
| \$400,000 and above | 73 | 6.5% |

| Time on Market | Units |
|---------------------|-------|
| 1 to 30 days | 379 |
| 31 to 60 days | 216 |
| 61 to 90 days | 138 |
| 91 to 120 days | 81 |
| More than 120 Days | 260 |
| Average Market Time | 107.7 |

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 07/16/12

June 1 - 30, 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 | 26 | 74 | 10 | 4 | 8 | 122 |
| \$20,000 - \$29,999 | 7 | 46 | 5 | 3 | 3 | 64 |
| \$30,000 - \$39,999 | 5 | 46 | 3 | 3 | 2 | 59 |
| \$40,000 - \$49,999 | 5 | 22 | 10 | 0 | 4 | 41 |
| \$50,000 - \$59,999 | 3 | 26 | 7 | 1 | 2 | 39 |
| \$60,000 - \$69,999 | 5 | 32 | 8 | 1 | 1 | 47 |
| \$70,000 - \$79,999 | 5 | 25 | 6 | 0 | 5 | 41 |
| \$80,000 - \$89,999 | 4 | 30 | 10 | 0 | 3 | 47 |
| \$90,000 - \$99,999 | 3 | 18 | 8 | 1 | 0 | 30 |
| \$100,000 - \$119,999 | 3 | 45 | 12 | 0 | 5 | 65 |
| \$120,000 - \$139,999 | 5 | 48 | 18 | 0 | 7 | 78 |
| \$140,000 - \$159,999 | 2 | 29 | 25 | 0 | 4 | 60 |
| \$160,000 - \$179,999 | 1 | 35 | 30 | 0 | 4 | 70 |
| \$180,000 - \$199,999 | 1 | 17 | 29 | 0 | 2 | 49 |
| \$200,000 - \$249,999 | 1 | 35 | 65 | 0 | 4 | 105 |
| \$250,000 - \$299,999 | 0 | 11 | 51 | 0 | 0 | 62 |
| \$300,000 - \$399,999 | 0 | 8 | 65 | 1 | 1 | 75 |
| \$400,000 - \$499,999 | 0 | 4 | 29 | 0 | 1 | 34 |
| \$500,000 - \$749,999 | 0 | 2 | 22 | 0 | 0 | 24 |
| \$750,000 - \$999,999 | 0 | 0 | 7 | 0 | 0 | 7 |
| \$1,000,000 and Over | 1 | 0 | 7 | 0 | 0 | 8 |
| Totals | 77 | 553 | 427 | 14 | 56 | 1127 |
| Avg. List Price (In \$1000s) | 62 | 105 | 284 | 59 | 113 | 169 |
| Median List Price (In \$1000s) | 48 | 85 | 231 | 31 | 103 | 125 |
| Avg Sale Price (In \$ 1000s) | 112 | 99 | 269 | 55 | 107 | 164 |
| Median Sale Price (In \$1000s) | 40 | 82 | 225 | 31 | 94 | 123 |

| <u>Time on Market</u> | <u># Units</u> |
|----------------------------|----------------|
| 1 - 30 Days | 379 |
| 31 - 60 Days | 216 |
| 61 - 90 Days | 138 |
| 91 - 120 Days | 81 |
| More Than 120 Days | 260 |
| Total Units Sold | 1074 |
| Average Market Time | 107.74 |

| <u>Types of Financing</u> | <u># Units</u> |
|---------------------------|----------------|
| FHA | 232 |
| VA | 39 |
| Conventional | 391 |
| Cash | 404 |
| Owner Financed | 1 |
| Other | 60 |

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 07/16/12

January 1 - June 30, 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 | 170 | 387 | 69 | 31 | 19 | 676 |
| \$20,000 - \$29,999 | 55 | 242 | 27 | 18 | 15 | 357 |
| \$30,000 - \$39,999 | 28 | 289 | 41 | 11 | 5 | 374 |
| \$40,000 - \$49,999 | 31 | 182 | 48 | 1 | 15 | 277 |
| \$50,000 - \$59,999 | 24 | 137 | 38 | 1 | 4 | 204 |
| \$60,000 - \$69,999 | 15 | 157 | 36 | 4 | 8 | 220 |
| \$70,000 - \$79,999 | 12 | 165 | 34 | 0 | 17 | 228 |
| \$80,000 - \$89,999 | 14 | 136 | 36 | 0 | 9 | 195 |
| \$90,000 - \$99,999 | 13 | 118 | 38 | 2 | 8 | 179 |
| \$100,000 - \$119,999 | 21 | 265 | 84 | 1 | 19 | 390 |
| \$120,000 - \$139,999 | 22 | 278 | 118 | 1 | 22 | 441 |
| \$140,000 - \$159,999 | 10 | 183 | 153 | 1 | 15 | 362 |
| \$160,000 - \$179,999 | 6 | 152 | 174 | 0 | 24 | 356 |
| \$180,000 - \$199,999 | 7 | 90 | 151 | 1 | 10 | 259 |
| \$200,000 - \$249,999 | 3 | 126 | 322 | 0 | 29 | 480 |
| \$250,000 - \$299,999 | 2 | 47 | 254 | 0 | 8 | 311 |
| \$300,000 - \$399,999 | 0 | 41 | 285 | 1 | 8 | 335 |
| \$400,000 - \$499,999 | 1 | 11 | 110 | 0 | 2 | 124 |
| \$500,000 - \$749,999 | 1 | 9 | 81 | 1 | 0 | 92 |
| \$750,000 - \$999,999 | 0 | 0 | 24 | 0 | 0 | 24 |
| \$1,000,000 and Over | 1 | 2 | 20 | 0 | 0 | 23 |
| Totals | 436 | 3017 | 2143 | 74 | 237 | 5907 |
| Avg. List Price (In \$1000s) | 55 | 98 | 249 | 46 | 137 | 151 |
| Median List Price (In \$1000s) | 32 | 80 | 210 | 25 | 120 | 119 |
| Avg Sale Price (In \$ 1000s) | 61 | 94 | 238 | 43 | 128 | 145 |
| Median Sale Price (In \$1000s) | 28 | 77 | 204 | 24 | 118 | 113 |

| <u>Time on Market</u> | <u># Units</u> | <u>Types of Financing</u> | <u># Units</u> |
|-----------------------|----------------|---------------------------|----------------|
| 1 - 30 Days | 1940 | FHA | 1321 |
| 31 - 60 Days | 1034 | VA | 205 |
| 61 - 90 Days | 643 | Conventional | 1805 |
| 91 - 120 Days | 453 | Cash | 2295 |
| More Than 120 Days | 1607 | Owner Financed | 12 |
| Total Units Sold | 5677 | Other | 266 |
| Average Market Time | 108.64 | | |

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 07/16/12

Current Active Listings

| <u>Price Class/Type</u> | <u>Single Family</u> | <u>Duplex</u> | <u>Condo/Co-Op</u> |
|-------------------------------------|----------------------|---------------|--------------------|
| \$19,999 or Under | 285 | 11 | 21 |
| \$20,000 - \$29,999 | 209 | 14 | 14 |
| \$30,000 - \$39,999 | 215 | 12 | 10 |
| \$40,000 - \$49,999 | 257 | 11 | 12 |
| \$50,000 - \$59,999 | 240 | 5 | 6 |
| \$60,000 - \$69,999 | 291 | 14 | 14 |
| \$70,000 - \$79,999 | 269 | 8 | 25 |
| \$80,000 - \$89,999 | 279 | 2 | 17 |
| \$90,000 - \$99,999 | 241 | 1 | 15 |
| \$100,000 - \$119,999 | 501 | 3 | 26 |
| \$120,000 - \$139,999 | 593 | 3 | 31 |
| \$140,000 - \$159,999 | 496 | 7 | 39 |
| \$160,000 - \$179,999 | 465 | 4 | 37 |
| \$180,000 - \$199,999 | 377 | 1 | 26 |
| \$200,000 - \$249,999 | 652 | 2 | 30 |
| \$250,000 - \$299,999 | 513 | 3 | 30 |
| \$300,000 - \$399,999 | 511 | 0 | 30 |
| \$400,000 - \$499,999 | 234 | 0 | 9 |
| \$500,000 - \$749,999 | 264 | 0 | 4 |
| \$750,000 - \$999,999 | 115 | 0 | 4 |
| \$1,000,000 and Over | 108 | 0 | 0 |
| Totals | 7115 | 101 | 400 |
| Average Price (In \$ 1,000s) | 214 | 74 | 168 |
| Median Price (In \$ 1,000s) | 150 | 60 | 149 |

Inventory Totals

Total Pending: 1,872

Average LP: \$154,829

RES

| <u>Status</u> | <u>Tot Prop</u> | <u>Tot Value (1000's)</u> | <u>Avg Value</u> |
|---------------|-----------------|---------------------------|------------------|
| ACT | 0 | 0 | 0 |
| PEND | 1808 | 283508 | 156,807 |
| 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 | 56 | 6241 | 111,443 |
| 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 | 8 | 306 | 38,300 |
| 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: 7,615

Average LP: \$209,812

RES

| <u>Status</u> | <u>Tot Prop</u> | <u>Tot Value (1000's)</u> | <u>Avg Value</u> |
|---------------|-----------------|---------------------------|------------------|
| ACT | 7114 | 1522878 | 214,068 |
| 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 | 400 | 67393 | 168,483 |
| 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 | 101 | 7438 | 73,645 |
| 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 |