

Sales Summary

	May Total Sales			YTD Total MLS Sales		
	2012	2011	% change	2012	2011	% change
Units	1,097	989	10.9%	4,724	4,243	11.3%
Average Sales Price	\$159,000	\$144,000	10.4%	\$139,000	\$136,000	2.2%
Median Sales Price	\$124,000	\$114,000	8.8%	\$110,000	\$107,000	2.8%

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	29	57	9	7	3	105	550
\$ 20,000 - 29,999	10	40	5	1	2	58	289
\$ 30,000 - 39,999	6	54	7	0	0	67	313
\$ 40,000 - 49,999	5	34	8	1	1	49	235
\$ 50,000 - 59,999	6	19	5	0	0	30	162
\$ 60,000 - 69,999	2	24	4	0	1	31	171
\$ 70,000 - 79,999	1	34	10	0	4	49	188
\$ 80,000 - 89,999	2	24	9	0	2	37	147
\$ 90,000 - 99,999	3	23	6	0	2	34	149
\$100,000 - 119,999	1	53	15	0	3	72	325
\$120,000 - 139,999	8	56	21	0	3	88	356
\$140,000 - 159,999	1	45	26	0	3	75	297
\$160,000 - 179,999	1	33	29	0	9	72	283
\$180,000 - 199,999	2	16	24	0	3	45	205
\$200,000 - 249,999	0	25	67	0	5	97	368
\$250,000 - 299,999	0	9	52	0	0	61	244
\$300,000 - 399,999	0	7	56	0	1	64	255
\$400,000 - 499,999	0	2	25	0	0	27	88
\$500,000 - 749,999	0	3	20	0	0	23	68
\$750,000 - 999,999	0	0	5	0	0	5	17
\$1,000,000 and over	0	1	7	0	0	8	14
Total Types	77	559	410	9	42	1,097	4,724
Average Sale Price	\$49,000	\$105,000	\$259,000	\$16,000	\$134,000	\$159,000	\$139,000
Median Sale Price	\$28,000	\$87,000	\$221,000	\$16,000	\$138,000	\$124,000	\$110,000

Price Group	Sales	% of Total
0 - \$99,999	460	41.9%
\$100,000 - 199,999	352	32.1%
\$200,000 - 399,999	222	20.2%
\$400,000 and above	63	5.7%

Time on Market	Units
1 to 30 days	386
31 to 60 days	210
61 to 90 days	123
91 to 120 days	90
More than 120 Days	248
Average Market Time	101

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 06/15/12

May 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	29	57	9	7	3	105
\$20,000 - \$29,999	10	40	5	1	2	58
\$30,000 - \$39,999	6	54	7	0	0	67
\$40,000 - \$49,999	5	34	8	1	1	49
\$50,000 - \$59,999	6	19	5	0	0	30
\$60,000 - \$69,999	2	24	4	0	1	31
\$70,000 - \$79,999	1	34	10	0	4	49
\$80,000 - \$89,999	2	24	9	0	2	37
\$90,000 - \$99,999	3	23	6	0	2	34
\$100,000 - \$119,999	1	53	15	0	3	72
\$120,000 - \$139,999	8	56	21	0	3	88
\$140,000 - \$159,999	1	45	26	0	3	75
\$160,000 - \$179,999	1	33	29	0	9	72
\$180,000 - \$199,999	2	16	24	0	3	45
\$200,000 - \$249,999	0	25	67	0	5	97
\$250,000 - \$299,999	0	9	52	0	0	61
\$300,000 - \$399,999	0	7	56	0	1	64
\$400,000 - \$499,999	0	2	25	0	0	27
\$500,000 - \$749,999	0	3	20	0	0	23
\$750,000 - \$999,999	0	0	5	0	0	5
\$1,000,000 and Over	0	1	7	0	0	8
Totals	77	559	410	9	42	1097
Avg. List Price (In \$1000s)	53	104	267	22	141	162
Median List Price (In \$1000s)	31	90	225	14	142	130
Avg Sale Price (In \$ 1000s)	49	105	259	16	134	159
Median Sale Price (In \$1000s)	28	87	221	16	138	124

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	386	FHA	264
31 - 60 Days	210	VA	45
61 - 90 Days	123	Conventional	353
91 - 120 Days	90	Cash	393
More Than 120 Days	248	Owner Financed	2
Total Units Sold	1057	Other	40
Average Market Time	101.01		

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 06/15/12

January 1 - May 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	144	311	58	26	11	550
\$20,000 - \$29,999	48	192	22	15	12	289
\$30,000 - \$39,999	23	241	38	8	3	313
\$40,000 - \$49,999	26	159	38	1	11	235
\$50,000 - \$59,999	21	109	30	0	2	162
\$60,000 - \$69,999	10	124	27	3	7	171
\$70,000 - \$79,999	7	140	29	0	12	188
\$80,000 - \$89,999	10	105	26	0	6	147
\$90,000 - \$99,999	10	100	30	1	8	149
\$100,000 - \$119,999	18	220	72	1	14	325
\$120,000 - \$139,999	16	225	99	1	15	356
\$140,000 - \$159,999	8	152	125	1	11	297
\$160,000 - \$179,999	5	115	144	0	19	283
\$180,000 - \$199,999	6	70	120	1	8	205
\$200,000 - \$249,999	2	91	250	0	25	368
\$250,000 - \$299,999	2	35	200	0	7	244
\$300,000 - \$399,999	0	32	216	0	7	255
\$400,000 - \$499,999	1	7	79	0	1	88
\$500,000 - \$749,999	1	7	59	1	0	68
\$750,000 - \$999,999	0	0	17	0	0	17
\$1,000,000 and Over	0	2	12	0	0	14
Totals	358	2437	1691	59	179	4724
Avg. List Price (In \$1000s)	54	97	240	44	143	146
Median List Price (In \$1000s)	30	80	201	25	130	115
Avg Sale Price (In \$ 1000s)	49	93	229	40	134	139
Median Sale Price (In \$1000s)	28	75	199	23	127	110

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	1540	FHA	1073
31 - 60 Days	810	VA	163
61 - 90 Days	501	Conventional	1399
91 - 120 Days	366	Cash	1875
More Than 120 Days	1334	Owner Financed	11
Total Units Sold	4551	Other	200
Average Market Time	109.00		

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 06/15/12

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	270	16	17
\$20,000 - \$29,999	205	16	13
\$30,000 - \$39,999	216	15	7
\$40,000 - \$49,999	253	6	13
\$50,000 - \$59,999	246	6	11
\$60,000 - \$69,999	293	9	16
\$70,000 - \$79,999	242	9	22
\$80,000 - \$89,999	283	0	21
\$90,000 - \$99,999	262	2	18
\$100,000 - \$119,999	481	4	27
\$120,000 - \$139,999	605	3	27
\$140,000 - \$159,999	498	5	30
\$160,000 - \$179,999	437	3	35
\$180,000 - \$199,999	376	3	25
\$200,000 - \$249,999	635	4	32
\$250,000 - \$299,999	498	5	32
\$300,000 - \$399,999	494	0	28
\$400,000 - \$499,999	257	0	7
\$500,000 - \$749,999	268	0	4
\$750,000 - \$999,999	111	0	4
\$1,000,000 and Over	106	0	0
Totals	7036	106	389
Average Price (In \$ 1,000s)	215	77	167
Median Price (In \$ 1,000s)	150	51	145

Inventory Totals

Total Pending: 1,908

Average LP: \$156,729

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1832	291018	158,853
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	63	7134	113,236
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	13	979	75,281
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: 7,529

Average LP: \$210,731

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	7034	1513262	215,135
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	389	65055	167,236
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	106	8203	77,390
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