

Sales Summary

	December Total Sales			YTD Total MLS Sales		
	2012	2011	% change	2012	2011	% change
Units	901	802	12.3%	12,431	11,027	12.7%
Average Sales Price	\$144,000	\$134,000	7.5%	\$146,000	\$140,000	4.3%
Median Sales Price	\$117,000	\$109,000	7.3%	\$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	14	31	4	0	4	53	1269
\$ 20,000 - 29,999	10	30	5	4	1	50	721
\$ 30,000 - 39,999	7	29	6	1	3	46	695
\$ 40,000 - 49,999	2	33	6	1	2	44	597
\$ 50,000 - 59,999	4	25	8	2	2	41	461
\$ 60,000 - 69,999	5	27	6	0	4	42	455
\$ 70,000 - 79,999	5	25	8	0	3	41	505
\$ 80,000 - 89,999	1	34	2	0	0	37	433
\$ 90,000 - 99,999	1	31	5	0	0	37	421
\$100,000 - 119,999	1	41	25	0	2	69	852
\$120,000 - 139,999	3	39	25	0	3	70	958
\$140,000 - 159,999	1	33	21	1	3	59	777
\$160,000 - 179,999	0	32	22	0	3	57	729
\$180,000 - 199,999	2	16	23	0	0	41	579
\$200,000 - 249,999	2	22	66	0	5	95	1058
\$250,000 - 299,999	0	8	32	0	0	40	660
\$300,000 - 399,999	0	6	42	0	0	48	685
\$400,000 - 499,999	0	0	13	0	1	14	272
\$500,000 - 749,999	0	1	12	0	0	13	210
\$750,000 - 999,999	0	0	3	0	0	3	60
\$1,000,000 and over	0	0	1	0	0	1	34
Total Types	58	463	335	9	36	909	12,431
Average Sale Price	\$57,000	\$101,000	\$224,000	\$47,000	\$109,000	\$144,000	\$146,000
Median Sale Price	\$37,000	\$88,000	\$200,000	\$35,000	\$78,000	\$117,000	\$115,000

Price Group	Sales	% of Total
0 - \$99,999	391	43.0%
\$100,000 - 199,999	296	32.6%
\$200,000 - 399,999	183	20.1%
\$400,000 and above	31	3.4%

Time on Market	Units
1 to 30 days	268
31 to 60 days	162
61 to 90 days	98
91 to 120 days	72
More than 120 Days	239
<b>Average Market Time</b>	<b>114.53</b>

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 01/16/13

December 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	14	31	4	0	4	53
\$20,000 - \$29,999	10	30	5	4	1	50
\$30,000 - \$39,999	7	29	6	1	3	46
\$40,000 - \$49,999	2	33	6	1	2	44
\$50,000 - \$59,999	4	25	8	2	2	41
\$60,000 - \$69,999	5	27	6	0	4	42
\$70,000 - \$79,999	5	25	8	0	3	41
\$80,000 - \$89,999	1	34	2	0	0	37
\$90,000 - \$99,999	1	31	5	0	0	37
\$100,000 - \$119,999	1	41	25	0	2	69
\$120,000 - \$139,999	3	39	25	0	3	70
\$140,000 - \$159,999	1	33	21	1	3	59
\$160,000 - \$179,999	0	32	22	0	3	57
\$180,000 - \$199,999	2	16	23	0	0	41
\$200,000 - \$249,999	2	22	66	0	5	95
\$250,000 - \$299,999	0	8	32	0	0	40
\$300,000 - \$399,999	0	6	42	0	0	48
\$400,000 - \$499,999	0	0	13	0	1	14
\$500,000 - \$749,999	0	1	12	0	0	13
\$750,000 - \$999,999	0	0	3	0	0	3
\$1,000,000 and Over	0	0	1	0	0	1
<b>Totals</b>	<b>58</b>	<b>463</b>	<b>335</b>	<b>9</b>	<b>36</b>	<b>901</b>
<b>Avg. List Price (In \$1000s)</b>	<b>62</b>	<b>106</b>	<b>227</b>	<b>49</b>	<b>117</b>	<b>148</b>
<b>Median List Price (In \$1000s)</b>	<b>44</b>	<b>93</b>	<b>206</b>	<b>25</b>	<b>85</b>	<b>121</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>57</b>	<b>101</b>	<b>224</b>	<b>47</b>	<b>109</b>	<b>144</b>
<b>Median Sale Price (In \$1000s)</b>	<b>37</b>	<b>88</b>	<b>200</b>	<b>35</b>	<b>78</b>	<b>117</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	268
31 - 60 Days	162
61 - 90 Days	98
91 - 120 Days	72
More Than 120 Days	239
<b>Total Units Sold</b>	<b>839</b>
<b>Average Market Time</b>	<b>114.53</b>

<u>Types of Financing</u>	<u># Units</u>
FHA	206
VA	34
Conventional	256
Cash	359
Owner Financed	3
Other	43

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 01/16/13

January 1 - December 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	312	729	130	48	50	1269
\$20,000 - \$29,999	118	492	60	26	25	721
\$30,000 - \$39,999	63	519	75	18	20	695
\$40,000 - \$49,999	63	416	91	5	22	597
\$50,000 - \$59,999	46	315	80	7	13	461
\$60,000 - \$69,999	33	310	81	6	25	455
\$70,000 - \$79,999	28	348	95	4	30	505
\$80,000 - \$89,999	29	312	72	0	20	433
\$90,000 - \$99,999	21	299	77	2	22	421
\$100,000 - \$119,999	41	587	191	2	31	852
\$120,000 - \$139,999	42	604	271	3	38	958
\$140,000 - \$159,999	30	404	300	3	40	777
\$160,000 - \$179,999	9	327	347	4	42	729
\$180,000 - \$199,999	15	210	336	1	17	579
\$200,000 - \$249,999	13	273	720	1	51	1058
\$250,000 - \$299,999	5	98	540	0	17	660
\$300,000 - \$399,999	1	82	589	1	12	685
\$400,000 - \$499,999	1	22	246	0	3	272
\$500,000 - \$749,999	2	14	193	1	0	210
\$750,000 - \$999,999	0	2	56	0	2	60
\$1,000,000 and Over	1	2	31	0	0	34
<b>Totals</b>	<b>873</b>	<b>6365</b>	<b>4581</b>	<b>132</b>	<b>480</b>	<b>12431</b>
<b>Avg. List Price (In \$1000s)</b>	<b>59</b>	<b>101</b>	<b>249</b>	<b>52</b>	<b>131</b>	<b>153</b>
<b>Median List Price (In \$1000s)</b>	<b>35</b>	<b>85</b>	<b>214</b>	<b>25</b>	<b>115</b>	<b>120</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>59</b>	<b>96</b>	<b>238</b>	<b>48</b>	<b>122</b>	<b>146</b>
<b>Median Sale Price (In \$1000s)</b>	<b>30</b>	<b>81</b>	<b>206</b>	<b>26</b>	<b>107</b>	<b>115</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	3959
31 - 60 Days	2205
61 - 90 Days	1416
91 - 120 Days	1069
More Than 120 Days	3209
<b>Total Units Sold</b>	<b>11858</b>
<b>Average Market Time</b>	<b>105.37</b>

<u>Types of Financing</u>	<u># Units</u>
<b>FHA</b>	<b>2775</b>
<b>VA</b>	<b>470</b>
<b>Conventional</b>	<b>3813</b>
<b>Cash</b>	<b>4765</b>
<b>Owner Financed</b>	<b>40</b>
<b>Other</b>	<b>565</b>

# Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 01/16/13

## Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	266	15	9
\$20,000 - \$29,999	166	16	7
\$30,000 - \$39,999	178	8	3
\$40,000 - \$49,999	213	3	11
\$50,000 - \$59,999	245	5	12
\$60,000 - \$69,999	219	6	10
\$70,000 - \$79,999	232	2	21
\$80,000 - \$89,999	223	1	17
\$90,000 - \$99,999	247	2	16
\$100,000 - \$119,999	378	2	28
\$120,000 - \$139,999	459	4	24
\$140,000 - \$159,999	369	6	19
\$160,000 - \$179,999	352	3	26
\$180,000 - \$199,999	320	1	20
\$200,000 - \$249,999	469	0	27
\$250,000 - \$299,999	376	2	24
\$300,000 - \$399,999	405	2	19
\$400,000 - \$499,999	206	0	7
\$500,000 - \$749,999	183	0	7
\$750,000 - \$999,999	93	0	0
\$1,000,000 and Over	89	0	0
<b>Totals</b>	<b>5688</b>	<b>78</b>	<b>307</b>
<b>Average Price (In \$ 1,000s)</b>	<b>211</b>	<b>74</b>	<b>166</b>
<b>Median Price (In \$ 1,000s)</b>	<b>141</b>	<b>44</b>	<b>139</b>

# Inventory Totals

Total Pending: 1,503

Average LP: \$135,951

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1432	196124	136,958
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	53	6833	128,928
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	18	1419	78,844
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: 6,070

Average LP: \$206,615

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	5685	1197289	210,605
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	307	50964	166,008
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	78	5740	73,590
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