November 2013

Memphis Area Home Sales Report

Sales Summary

<table>
<thead>
<tr>
<th></th>
<th>November Total Sales</th>
<th>YTD Total Sales</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2013</td>
<td>2012</td>
<td>% change</td>
<td>2013</td>
<td>2012</td>
</tr>
<tr>
<td>Units</td>
<td>1,154</td>
<td>1,189</td>
<td>-2.9%</td>
<td>15,049</td>
<td>13,940</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td>$107,000</td>
<td>$95,000</td>
<td>12.6%</td>
<td>$105,000</td>
<td>$89,900</td>
</tr>
<tr>
<td>Average Sales Price</td>
<td>$144,608</td>
<td>$130,805</td>
<td>10.6%</td>
<td>$143,341</td>
<td>$129,499</td>
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</table>

<table>
<thead>
<tr>
<th></th>
<th>November Existing Sales</th>
<th>YTD Existing Home Sales</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2013</td>
<td>2012</td>
<td>% change</td>
<td>2013</td>
<td>2012</td>
</tr>
<tr>
<td>Units</td>
<td>1,089</td>
<td>1,117</td>
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<tr>
<td>Median Sales Price</td>
<td>$99,000</td>
<td>$89,500</td>
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<td>$82,950</td>
</tr>
<tr>
<td>Average Sales Price</td>
<td>$137,055</td>
<td>$119,999</td>
<td>14.2%</td>
<td>$137,133</td>
<td>$122,429</td>
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</table>

<table>
<thead>
<tr>
<th></th>
<th>November New Home Sales</th>
<th>YTD New Home Sales</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2013</td>
<td>2012</td>
<td>% change</td>
<td>2013</td>
<td>2012</td>
</tr>
<tr>
<td>Units</td>
<td>65</td>
<td>72</td>
<td>-9.7%</td>
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<td>721</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td>$253,595</td>
<td>$242,511</td>
<td>4.6%</td>
<td>$227,200</td>
<td>$221,292</td>
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<tr>
<td>Average Sales Price</td>
<td>$271,150</td>
<td>$298,439</td>
<td>-9.1%</td>
<td>$258,628</td>
<td>$259,126</td>
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<table>
<thead>
<tr>
<th></th>
<th>November Bank Sales*</th>
<th>YTD Bank Sales*</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2013</td>
<td>2012</td>
<td>% change</td>
<td>2013</td>
<td>2012</td>
</tr>
<tr>
<td>Units</td>
<td>222</td>
<td>273</td>
<td>-18.7%</td>
<td>3,019</td>
<td>3,951</td>
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<tr>
<td>Median Sales Price</td>
<td>$46,240</td>
<td>$48,000</td>
<td>-3.7%</td>
<td>$51,050</td>
<td>$44,000</td>
</tr>
<tr>
<td>Average Sales Price</td>
<td>$66,350</td>
<td>$69,228</td>
<td>-4.2%</td>
<td>$75,481</td>
<td>$67,801</td>
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</table>

<table>
<thead>
<tr>
<th></th>
<th>November Non-Bank Sales</th>
<th>YTD Non-Bank Sales</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2013</td>
<td>2012</td>
<td>% change</td>
<td>2013</td>
<td>2012</td>
</tr>
<tr>
<td>Units</td>
<td>932</td>
<td>916</td>
<td>1.7%</td>
<td>12,030</td>
<td>9,989</td>
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<tr>
<td>Median Sales Price</td>
<td>$126,300</td>
<td>$115,000</td>
<td>9.8%</td>
<td>$126,166</td>
<td>$118,000</td>
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<tr>
<td>Average Sales Price</td>
<td>$163,249</td>
<td>$149,157</td>
<td>9.4%</td>
<td>$160,371</td>
<td>$153,903</td>
</tr>
</tbody>
</table>

Data compiled from deeds that were recorded in Shelby, Fayette and Tipton counties. *Bank sales represent all warranty deeds recorded in Shelby, Fayette and Tipton counties where the seller was a bank, REO company, or other similar institution.

Total Monthly Sales Comparison

Source is MAAR data unless otherwise noted.
Active Listings, Pending Sales and Foreclosure Action Summary

<table>
<thead>
<tr>
<th>Active Listings (as of 11-15-13)</th>
<th>Pending Sales (as of 11-15-13)</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Units</td>
</tr>
<tr>
<td>Single Family</td>
<td>6,081</td>
</tr>
<tr>
<td>Condo/Co-op</td>
<td>294</td>
</tr>
<tr>
<td>Duplex</td>
<td>129</td>
</tr>
<tr>
<td>Market Total</td>
<td>6,504</td>
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</table>

<table>
<thead>
<tr>
<th>November Foreclosure Actions</th>
<th>YTD Foreclosure Actions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>2012</td>
</tr>
<tr>
<td>Total</td>
<td>243</td>
</tr>
<tr>
<td>Total</td>
<td>3,732</td>
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</table>

Compiled from trustee deeds recorded in Shelby, Fayette and Tipton counties.
<table>
<thead>
<tr>
<th>Area</th>
<th>November Total Sales</th>
<th>November Existing Sales</th>
<th>November New Home Sales</th>
<th>November Bank Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2013</td>
<td>2012</td>
<td>% change</td>
<td>2013</td>
</tr>
<tr>
<td>Frazier</td>
<td>Units</td>
<td>56</td>
<td>52</td>
<td>7.7%</td>
</tr>
<tr>
<td></td>
<td>Median Sales Price</td>
<td>$25,450</td>
<td>$19,650</td>
<td>29.5%</td>
</tr>
<tr>
<td></td>
<td>Ave. Sales Price</td>
<td>$31,942</td>
<td>$24,613</td>
<td>29.8%</td>
</tr>
<tr>
<td>Germantown</td>
<td>Units</td>
<td>81</td>
<td>62</td>
<td>30.6%</td>
</tr>
<tr>
<td></td>
<td>Median Sales Price</td>
<td>$57,000</td>
<td>$44,000</td>
<td>29.5%</td>
</tr>
<tr>
<td></td>
<td>Ave. Sales Price</td>
<td>$58,888</td>
<td>$50,067</td>
<td>17.6%</td>
</tr>
<tr>
<td>Midtown</td>
<td>Units</td>
<td>81</td>
<td>62</td>
<td>30.6%</td>
</tr>
<tr>
<td></td>
<td>Median Sales Price</td>
<td>$57,000</td>
<td>$44,000</td>
<td>29.5%</td>
</tr>
<tr>
<td></td>
<td>Ave. Sales Price</td>
<td>$58,888</td>
<td>$50,067</td>
<td>17.6%</td>
</tr>
<tr>
<td>S. Memphis</td>
<td>Units</td>
<td>81</td>
<td>62</td>
<td>30.6%</td>
</tr>
<tr>
<td></td>
<td>Median Sales Price</td>
<td>$57,000</td>
<td>$44,000</td>
<td>29.5%</td>
</tr>
<tr>
<td></td>
<td>Ave. Sales Price</td>
<td>$58,888</td>
<td>$50,067</td>
<td>17.6%</td>
</tr>
<tr>
<td>Beale/ Highland Heights</td>
<td>Units</td>
<td>81</td>
<td>62</td>
<td>30.6%</td>
</tr>
<tr>
<td></td>
<td>Median Sales Price</td>
<td>$57,000</td>
<td>$44,000</td>
<td>29.5%</td>
</tr>
<tr>
<td></td>
<td>Ave. Sales Price</td>
<td>$58,888</td>
<td>$50,067</td>
<td>17.6%</td>
</tr>
<tr>
<td>E. Memphis</td>
<td>Units</td>
<td>81</td>
<td>62</td>
<td>30.6%</td>
</tr>
<tr>
<td></td>
<td>Median Sales Price</td>
<td>$57,000</td>
<td>$44,000</td>
<td>29.5%</td>
</tr>
<tr>
<td></td>
<td>Ave. Sales Price</td>
<td>$58,888</td>
<td>$50,067</td>
<td>17.6%</td>
</tr>
<tr>
<td>Hickory Hill</td>
<td>Units</td>
<td>81</td>
<td>62</td>
<td>30.6%</td>
</tr>
<tr>
<td></td>
<td>Median Sales Price</td>
<td>$57,000</td>
<td>$44,000</td>
<td>29.5%</td>
</tr>
<tr>
<td></td>
<td>Ave. Sales Price</td>
<td>$58,888</td>
<td>$50,067</td>
<td>17.6%</td>
</tr>
<tr>
<td>Southwind</td>
<td>Units</td>
<td>81</td>
<td>62</td>
<td>30.6%</td>
</tr>
<tr>
<td></td>
<td>Median Sales Price</td>
<td>$57,000</td>
<td>$44,000</td>
<td>29.5%</td>
</tr>
<tr>
<td></td>
<td>Ave. Sales Price</td>
<td>$58,888</td>
<td>$50,067</td>
<td>17.6%</td>
</tr>
</tbody>
</table>
# Memphis Area Home Sales Report

**November 2013**

## Area Detail - Current Month

<table>
<thead>
<tr>
<th>Company</th>
<th>November Total Sales</th>
<th>November New Home Sales</th>
<th>November Bank Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Memphis</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Units</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Ave. Sales Price</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Tipton County</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Bartlett</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Memphis</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Units</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Ave. Sales Price</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Shelby County</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Collierville</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Memphis</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Units</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Ave. Sales Price</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Millington</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Cordova</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Memphis</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Units</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
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</tr>
<tr>
<td><strong>Ave. Sales Price</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td><strong>Arlington</strong></td>
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</tr>
<tr>
<td><strong>Memphis</strong></td>
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<td></td>
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</tr>
<tr>
<td><strong>Units</strong></td>
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<td></td>
<td></td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Ave. Sales Price</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td><strong>Fayette County</strong></td>
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</tr>
<tr>
<td><strong>Memphis</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Units</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Ave. Sales Price</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Tipton County</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Note:** The table above provides a detailed breakdown of home sales for various areas in Memphis, including units sold, median sales price, average sales price, and percentage change from the previous year. The data includes detailed information for different counties and city areas, offering a comprehensive view of the housing market trends in November 2013.
<table>
<thead>
<tr>
<th>Area</th>
<th>YTD Total Sales</th>
<th>YTD Existing Sales</th>
<th>YTD New Home Sales</th>
<th>YTD Bank Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2013</td>
<td>2012</td>
<td>% change</td>
<td>2013</td>
</tr>
<tr>
<td>Frayser</td>
<td>646</td>
<td>711</td>
<td>-9.1%</td>
<td>646</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td>$22,518</td>
<td>$20,000</td>
<td>12.6%</td>
<td>$22,518</td>
</tr>
<tr>
<td>Ave. Sales Price</td>
<td>$31,266</td>
<td>$25,138</td>
<td>24.4%</td>
<td>$31,266</td>
</tr>
<tr>
<td>Beale Street</td>
<td>935</td>
<td>961</td>
<td>-2.7%</td>
<td>917</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td>$57,500</td>
<td>$49,500</td>
<td>16.2%</td>
<td>$56,750</td>
</tr>
<tr>
<td>Ave. Sales Price</td>
<td>$59,047</td>
<td>$53,114</td>
<td>11.2%</td>
<td>$57,917</td>
</tr>
<tr>
<td>Downtown</td>
<td>370</td>
<td>328</td>
<td>12.8%</td>
<td>366</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td>$190,950</td>
<td>$170,250</td>
<td>12.2%</td>
<td>$192,000</td>
</tr>
<tr>
<td>Ave. Sales Price</td>
<td>$20,274</td>
<td>$16,488</td>
<td>23.0%</td>
<td>$20,274</td>
</tr>
<tr>
<td>Midtown</td>
<td>772</td>
<td>694</td>
<td>11.2%</td>
<td>769</td>
</tr>
<tr>
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<td>$86,500</td>
<td>15.3%</td>
<td>$100,000</td>
</tr>
<tr>
<td>Ave. Sales Price</td>
<td>$133,558</td>
<td>$122,856</td>
<td>9.4%</td>
<td>$132,799</td>
</tr>
<tr>
<td>S. Memphis</td>
<td>397</td>
<td>457</td>
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</tr>
<tr>
<td>Median Sales Price</td>
<td>$130,840</td>
<td>$119,800</td>
<td>9.6%</td>
<td>$130,840</td>
</tr>
<tr>
<td>Ave. Sales Price</td>
<td>$167,315</td>
<td>$157,107</td>
<td>6.5%</td>
<td>$165,827</td>
</tr>
<tr>
<td>Whitehaven</td>
<td>548</td>
<td>452</td>
<td>21.2%</td>
<td>548</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td>$27,560</td>
<td>$25,000</td>
<td>10.2%</td>
<td>$27,560</td>
</tr>
<tr>
<td>Ave. Sales Price</td>
<td>$32,025</td>
<td>$27,835</td>
<td>15.1%</td>
<td>$32,025</td>
</tr>
<tr>
<td>E. Memphis</td>
<td>2,447</td>
<td>2,048</td>
<td>19.5%</td>
<td>2,435</td>
</tr>
<tr>
<td>Median Sales Price</td>
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<td>$106,000</td>
<td>7.5%</td>
<td>$113,000</td>
</tr>
<tr>
<td>Ave. Sales Price</td>
<td>$167,315</td>
<td>$157,107</td>
<td>6.5%</td>
<td>$165,827</td>
</tr>
<tr>
<td>Whishtown</td>
<td>612</td>
<td>661</td>
<td>-7.4%</td>
<td>610</td>
</tr>
<tr>
<td>Median Sales Price</td>
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<td>$34,500</td>
<td>20.5%</td>
<td>$41,660</td>
</tr>
<tr>
<td>Parkway Village</td>
<td>564</td>
<td>533</td>
<td>5.8%</td>
<td>554</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td>$38,000</td>
<td>$33,000</td>
<td>15.2%</td>
<td>$37,390</td>
</tr>
<tr>
<td>Ave. Sales Price</td>
<td>$42,587</td>
<td>$38,276</td>
<td>11.3%</td>
<td>$42,047</td>
</tr>
<tr>
<td>Hickory Hill</td>
<td>1,319</td>
<td>1,304</td>
<td>1.1%</td>
<td>1,265</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td>$74,697</td>
<td>$75,950</td>
<td>1.3%</td>
<td>$71,500</td>
</tr>
<tr>
<td>Ave. Sales Price</td>
<td>$79,301</td>
<td>$71,458</td>
<td>11.0%</td>
<td>$75,635</td>
</tr>
<tr>
<td>Southwind</td>
<td>123</td>
<td>122</td>
<td>0.8%</td>
<td>114</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td>$169,900</td>
<td>$117,500</td>
<td>45.5%</td>
<td>$159,000</td>
</tr>
<tr>
<td>Ave. Sales Price</td>
<td>$218,945</td>
<td>$218,125</td>
<td>0.4%</td>
<td>$215,193</td>
</tr>
</tbody>
</table>

Memphis Area Home Sales Report
November 2013
# Memphis Area Home Sales Report

## November 2013

### Area Detail - Year to Date

<table>
<thead>
<tr>
<th></th>
<th>YTD Total Sales</th>
<th>YTD Existing Sales</th>
<th>YTD New Home Sales</th>
<th>YTD Bank Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2013</td>
<td>2012</td>
<td>% change</td>
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</tr>
<tr>
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<td>$120,875</td>
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<tr>
<td></td>
<td>Ave. Sales Price</td>
<td>$135,242</td>
<td>$122,668</td>
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</tr>
<tr>
<td>Bartlett</td>
<td>Units</td>
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</tr>
<tr>
<td></td>
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<td>$154,500</td>
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<tr>
<td></td>
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<td>$159,445</td>
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</tr>
<tr>
<td>Germantown</td>
<td>Units</td>
<td>807</td>
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<tr>
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<td>$270,000</td>
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<td>Collierville</td>
<td>Units</td>
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<tr>
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<tr>
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<tr>
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<tr>
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<tr>
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<tr>
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<tr>
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<tr>
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</tr>
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<tr>
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<td>$107,000</td>
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<tr>
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