

Sales Summary

	February Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	805	819	-1.7%	1,587	1,520	4.4%
Average Sales Price	\$189,000	\$131,000	44.3%	\$166,000	\$124,000	33.9%
Median Sales Price	\$108,000	\$101,000	6.9%	\$107,000	\$95,000	12.6%

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	21	40	8	2	2	73	152
\$ 20,000 - 29,999	3	32	4	1	1	41	103
\$ 30,000 - 39,999	6	31	11	0	1	49	83
\$ 40,000 - 49,999	7	28	9	1	1	46	83
\$ 50,000 - 59,999	8	18	5	1	2	34	67
\$ 60,000 - 69,999	4	26	3	0	1	34	72
\$ 70,000 - 79,999	1	22	6	0	2	31	66
\$ 80,000 - 89,999	1	26	7	0	0	34	68
\$ 90,000 - 99,999	0	26	6	0	1	33	54
\$100,000 - 119,999	4	38	13	0	2	57	112
\$120,000 - 139,999	3	41	11	0	5	60	113
\$140,000 - 159,999	3	20	15	1	3	42	88
\$160,000 - 179,999	2	22	26	0	3	53	87
\$180,000 - 199,999	1	14	18	0	2	35	67
\$200,000 - 249,999	1	12	45	0	9	67	126
\$250,000 - 299,999	0	9	31	0	4	44	102
\$300,000 - 399,999	0	5	34	0	1	40	76
\$400,000 - 499,999	1	4	11	0	0	16	34
\$500,000 - 749,999	0	1	10	0	0	11	22
\$750,000 - 999,999	0	0	3	0	0	3	6
\$1,000,000 and over	0	0	2	0	0	2	6
<b>Total Types</b>	<b>66</b>	<b>415</b>	<b>278</b>	<b>6</b>	<b>40</b>	<b>805</b>	<b>1,587</b>
Average Sale Price	\$64,000	\$98,000	\$363,000	\$51,000	\$153,000	\$189,000	\$166,000
Median Sale Price	\$47,000	\$82,000	\$194,000	\$37,000	\$152,000	\$108,000	\$107,000

Price Group	Sales	% of Total
0 - \$99,999	375	46.6%
\$100,000 - 199,999	247	30.7%
\$200,000 - 399,999	151	18.8%
\$400,000 and above	32	4.0%

Time on Market	Units
1 to 30 days	242
31 to 60 days	126
61 to 90 days	95
91 to 120 days	68
More than 120 Days	243
<b>Average Market Time</b>	<b>108.15</b>

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 03/15/13

February 1 - 28, 2013

## 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	21	40	8	2	2	73
\$20,000 - \$29,999	3	32	4	1	1	41
\$30,000 - \$39,999	6	31	11	0	1	49
\$40,000 - \$49,999	7	28	9	1	1	46
\$50,000 - \$59,999	8	18	5	1	2	34
\$60,000 - \$69,999	4	26	3	0	1	34
\$70,000 - \$79,999	1	22	6	0	2	31
\$80,000 - \$89,999	1	26	7	0	0	34
\$90,000 - \$99,999	0	26	6	0	1	33
\$100,000 - \$119,999	4	38	13	0	2	57
\$120,000 - \$139,999	3	41	11	0	5	60
\$140,000 - \$159,999	3	20	15	1	3	42
\$160,000 - \$179,999	2	22	26	0	3	53
\$180,000 - \$199,999	1	14	18	0	2	35
\$200,000 - \$249,999	1	12	45	0	9	67
\$250,000 - \$299,999	0	9	31	0	4	44
\$300,000 - \$399,999	0	5	34	0	1	40
\$400,000 - \$499,999	1	4	11	0	0	16
\$500,000 - \$749,999	0	1	10	0	0	11
\$750,000 - \$999,999	0	0	3	0	0	3
\$1,000,000 and Over	0	0	2	0	0	2
<b>Totals</b>	<b>66</b>	<b>415</b>	<b>278</b>	<b>6</b>	<b>40</b>	<b>805</b>
<b>Avg. List Price (In \$1000s)</b>	<b>68</b>	<b>103</b>	<b>234</b>	<b>53</b>	<b>165</b>	<b>148</b>
<b>Median List Price (In \$1000s)</b>	<b>50</b>	<b>86</b>	<b>201</b>	<b>36</b>	<b>161</b>	<b>115</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>64</b>	<b>98</b>	<b>363</b>	<b>51</b>	<b>153</b>	<b>189</b>
<b>Median Sale Price (In \$1000s)</b>	<b>47</b>	<b>82</b>	<b>194</b>	<b>37</b>	<b>152</b>	<b>108</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	242
31 - 60 Days	126
61 - 90 Days	95
91 - 120 Days	68
More Than 120 Days	243
<b>Total Units Sold</b>	<b>774</b>
<b>Average Market Time</b>	<b>108.15</b>

<u>Types of Financing</u>	<u># Units</u>
FHA	144
VA	31
Conventional	241
Cash	348
Owner Financed	6
Other	35

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 03/15/13

January 1 - February 28, 2013

## 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	44	88	13	2	5	152
\$20,000 - \$29,999	17	73	11	1	1	103
\$30,000 - \$39,999	11	57	14	0	1	83
\$40,000 - \$49,999	11	54	15	2	1	83
\$50,000 - \$59,999	9	42	9	2	5	67
\$60,000 - \$69,999	9	49	9	1	4	72
\$70,000 - \$79,999	5	48	11	0	2	66
\$80,000 - \$89,999	2	54	10	0	2	68
\$90,000 - \$99,999	1	41	10	0	2	54
\$100,000 - \$119,999	9	74	25	0	4	112
\$120,000 - \$139,999	5	73	25	0	10	113
\$140,000 - \$159,999	3	41	37	1	6	88
\$160,000 - \$179,999	3	35	42	1	6	87
\$180,000 - \$199,999	4	24	36	0	3	67
\$200,000 - \$249,999	2	28	82	0	14	126
\$250,000 - \$299,999	1	18	74	0	9	102
\$300,000 - \$399,999	0	9	65	0	2	76
\$400,000 - \$499,999	1	9	24	0	0	34
\$500,000 - \$749,999	0	3	19	0	0	22
\$750,000 - \$999,999	0	0	6	0	0	6
\$1,000,000 and Over	0	0	6	0	0	6
<b>Totals</b>	<b>137</b>	<b>820</b>	<b>543</b>	<b>10</b>	<b>77</b>	<b>1587</b>
<b>Avg. List Price (In \$1000s)</b>	<b>63</b>	<b>101</b>	<b>242</b>	<b>68</b>	<b>162</b>	<b>149</b>
<b>Median List Price (In \$1000s)</b>	<b>40</b>	<b>83</b>	<b>210</b>	<b>55</b>	<b>160</b>	<b>113</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>59</b>	<b>96</b>	<b>303</b>	<b>64</b>	<b>153</b>	<b>166</b>
<b>Median Sale Price (In \$1000s)</b>	<b>36</b>	<b>80</b>	<b>208</b>	<b>51</b>	<b>149</b>	<b>107</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	495
31 - 60 Days	272
61 - 90 Days	175
91 - 120 Days	136
More Than 120 Days	439
<b>Total Units Sold</b>	<b>1517</b>
<b>Average Market Time</b>	<b>103.00</b>

<u>Types of Financing</u>	<u># Units</u>
<b>FHA</b>	<b>274</b>
<b>VA</b>	<b>76</b>
<b>Conventional</b>	<b>458</b>
<b>Cash</b>	<b>702</b>
<b>Owner Financed</b>	<b>8</b>
<b>Other</b>	<b>69</b>

# Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 03/15/13

## 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	17	23
\$20,000 - \$29,999	162	20	11
\$30,000 - \$39,999	187	9	11
\$40,000 - \$49,999	262	9	12
\$50,000 - \$59,999	244	7	9
\$60,000 - \$69,999	213	7	7
\$70,000 - \$79,999	220	5	19
\$80,000 - \$89,999	229	3	12
\$90,000 - \$99,999	227	2	16
\$100,000 - \$119,999	391	2	29
\$120,000 - \$139,999	436	3	26
\$140,000 - \$159,999	385	8	22
\$160,000 - \$179,999	356	1	27
\$180,000 - \$199,999	322	1	25
\$200,000 - \$249,999	531	0	24
\$250,000 - \$299,999	423	2	25
\$300,000 - \$399,999	435	0	22
\$400,000 - \$499,999	228	0	6
\$500,000 - \$749,999	199	0	5
\$750,000 - \$999,999	100	0	0
\$1,000,000 and Over	86	0	0
<b>Totals</b>	<b>5902</b>	<b>96</b>	<b>331</b>
<b>Average Price (In \$ 1,000s)</b>	<b>214</b>	<b>62</b>	<b>156</b>
<b>Median Price (In \$ 1,000s)</b>	<b>148</b>	<b>44</b>	<b>133</b>

# Inventory Totals

Total Pending: 1,894

Average LP: \$150,458

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1823	277034	151,966
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	7060	130,742
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	17	873	51,341
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: 6,327

Average LP: \$208,399

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	5900	1260967	213,723
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	331	51576	155,817
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	96	5908	61,542
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