

Sales Summary

	June Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	1,225	1,127	8.7%	6,409	5,907	8.5%
Average Sales Price	\$179,000	\$164,000	9.1%	\$162,000	\$145,000	11.7%
Median Sales Price	\$144,000	\$123,000	17.1%	\$125,000	\$113,000	10.6%

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	26	4	3	2	56	499
\$ 20,000 - 29,999	9	29	5	1	1	45	312
\$ 30,000 - 39,999	6	30	4	3	1	44	300
\$ 40,000 - 49,999	5	23	7	0	1	36	254
\$ 50,000 - 59,999	6	26	5	1	0	38	227
\$ 60,000 - 69,999	7	27	3	0	3	40	267
\$ 70,000 - 79,999	2	44	7	1	1	55	250
\$ 80,000 - 89,999	0	37	7	1	3	48	286
\$ 90,000 - 99,999	0	38	8	0	4	50	249
\$100,000 - 119,999	6	59	8	0	1	74	463
\$120,000 - 139,999	9	74	25	0	3	111	483
\$140,000 - 159,999	1	57	26	0	2	86	390
\$160,000 - 179,999	5	37	45	0	0	87	406
\$180,000 - 199,999	2	23	29	0	3	57	305
\$200,000 - 249,999	3	37	89	0	8	137	601
\$250,000 - 299,999	0	14	72	0	0	86	394
\$300,000 - 399,999	0	14	76	0	3	93	390
\$400,000 - 499,999	0	5	34	0	0	39	165
\$500,000 - 749,999	0	4	23	0	0	27	108
\$750,000 - 999,999	0	1	7	0	0	8	32
\$1,000,000 and over	0	0	8	0	0	8	28
Total Types	82	605	492	10	36	1,225	6,409
Average Sale Price	\$69,000	\$122,000	\$273,000	\$37,000	\$145,000	\$179,000	\$162,000
Median Sale Price	\$49,000	\$107,000	\$230,000	\$37,000	\$128,000	\$144,000	\$125,000

Price Group	Sales	% of Total
0 - \$99,999	412	33.6%
\$100,000 - 199,999	415	33.9%
\$200,000 - 399,999	316	25.8%
\$400,000 and above	82	6.7%

Time on Market	Units
1 to 30 days	468
31 to 60 days	224
61 to 90 days	147
91 to 120 days	77
More than 120 Days	255
Average Market Time	88.99

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 07/15/13

June 1 - 30, 2013

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	21	26	4	3	2	56
\$20,000 - \$29,999	9	29	5	1	1	45
\$30,000 - \$39,999	6	30	4	3	1	44
\$40,000 - \$49,999	5	23	7	0	1	36
\$50,000 - \$59,999	6	26	5	1	0	38
\$60,000 - \$69,999	7	27	3	0	3	40
\$70,000 - \$79,999	2	44	7	1	1	55
\$80,000 - \$89,999	0	37	7	1	3	48
\$90,000 - \$99,999	0	38	8	0	4	50
\$100,000 - \$119,999	6	59	8	0	1	74
\$120,000 - \$139,999	9	74	25	0	3	111
\$140,000 - \$159,999	1	57	26	0	2	86
\$160,000 - \$179,999	5	37	45	0	0	87
\$180,000 - \$199,999	2	23	29	0	3	57
\$200,000 - \$249,999	3	37	89	0	8	137
\$250,000 - \$299,999	0	14	72	0	0	86
\$300,000 - \$399,999	0	14	76	0	3	93
\$400,000 - \$499,999	0	5	34	0	0	39
\$500,000 - \$749,999	0	4	23	0	0	27
\$750,000 - \$999,999	0	1	7	0	0	8
\$1,000,000 and Over	0	0	8	0	0	8
Totals	82	605	492	10	36	1225
Avg. List Price (In \$1000s)	72	123	284	45	153	185
Median List Price (In \$1000s)	54	110	240	37	134	149
Avg Sale Price (In \$ 1000s)	69	122	273	37	145	179
Median Sale Price (In \$1000s)	49	107	230	37	128	144

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	468
31 - 60 Days	224
61 - 90 Days	147
91 - 120 Days	77
More Than 120 Days	255
Total Units Sold	1171
Average Market Time	88.99

<u>Types of Financing</u>	<u># Units</u>
FHA	234
VA	65
Conventional	451
Cash	422
Owner Financed	3
Other	49

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 07/15/13

January 1 - June 30, 2013

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	142	275	48	16	18	499
\$20,000 - \$29,999	54	208	30	9	11	312
\$30,000 - \$39,999	37	211	34	8	10	300
\$40,000 - \$49,999	33	165	45	3	8	254
\$50,000 - \$59,999	28	149	36	6	8	227
\$60,000 - \$69,999	32	184	34	1	16	267
\$70,000 - \$79,999	14	184	39	4	9	250
\$80,000 - \$89,999	18	207	41	2	18	286
\$90,000 - \$99,999	6	186	47	0	10	249
\$100,000 - \$119,999	33	328	82	2	18	463
\$120,000 - \$139,999	28	322	112	1	20	483
\$140,000 - \$159,999	14	209	147	4	16	390
\$160,000 - \$179,999	17	176	189	1	23	406
\$180,000 - \$199,999	9	126	161	0	9	305
\$200,000 - \$249,999	10	174	385	1	31	601
\$250,000 - \$299,999	5	79	290	1	19	394
\$300,000 - \$399,999	1	58	321	0	10	390
\$400,000 - \$499,999	1	20	143	0	1	165
\$500,000 - \$749,999	0	12	96	0	0	108
\$750,000 - \$999,999	0	2	30	0	0	32
\$1,000,000 and Over	0	1	27	0	0	28
Totals	482	3276	2337	59	255	6409
Avg. List Price (In \$1000s)	68	111	261	62	142	163
Median List Price (In \$1000s)	48	97	225	40	126	129
Avg Sale Price (In \$ 1000s)	64	109	263	55	134	162
Median Sale Price (In \$1000s)	42	93	216	35	125	125

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	2243
31 - 60 Days	1148
61 - 90 Days	677
91 - 120 Days	457
More Than 120 Days	1596
Total Units Sold	6121
Average Market Time	96.76

<u>Types of Financing</u>	<u># Units</u>
FHA	1220
VA	294
Conventional	2080
Cash	2514
Owner Financed	23
Other	276

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 07/15/13

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	244	23	25
\$20,000 - \$29,999	191	21	10
\$30,000 - \$39,999	186	12	7
\$40,000 - \$49,999	257	14	14
\$50,000 - \$59,999	233	6	3
\$60,000 - \$69,999	235	2	12
\$70,000 - \$79,999	244	5	14
\$80,000 - \$89,999	208	0	12
\$90,000 - \$99,999	240	1	16
\$100,000 - \$119,999	351	3	34
\$120,000 - \$139,999	463	6	27
\$140,000 - \$159,999	402	6	27
\$160,000 - \$179,999	414	2	31
\$180,000 - \$199,999	354	3	23
\$200,000 - \$249,999	571	1	33
\$250,000 - \$299,999	462	5	20
\$300,000 - \$399,999	521	1	12
\$400,000 - \$499,999	284	0	5
\$500,000 - \$749,999	264	0	3
\$750,000 - \$999,999	110	0	1
\$1,000,000 and Over	99	0	0
Totals	6333	111	329
Average Price (In \$ 1,000s)	223	70	150
Median Price (In \$ 1,000s)	156	40	135

Inventory Totals

Pending: 2,009

Average LP: \$157,657

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1929	305577	158,412
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	10282	163,209
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	1266	74,459
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

Active: 6,774

Average LP: \$217,352

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6334	1414998	223,397
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	329	49390	150,122
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	111	7776	70,058
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