

Sales Summary

	March Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	971	986	-1.5%	2,605	2,545	2.4%
Average Sales Price	\$147,000	\$137,000	7.3%	\$144,000	\$129,000	11.6%
Median Sales Price	\$113,000	\$111,000	1.8%	\$109,000	\$100,000	9.0%

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	24	47	6	0	0	77	240
\$ 20,000 - 29,999	13	38	5	1	4	61	167
\$ 30,000 - 39,999	4	43	5	3	4	59	146
\$ 40,000 - 49,999	2	20	7	0	2	31	114
\$ 50,000 - 59,999	2	25	3	0	1	31	100
\$ 60,000 - 69,999	6	34	8	0	3	51	124
\$ 70,000 - 79,999	4	31	5	0	2	42	110
\$ 80,000 - 89,999	4	35	8	0	4	51	120
\$ 90,000 - 99,999	0	28	12	0	0	40	95
\$100,000 - 119,999	3	48	13	1	3	68	186
\$120,000 - 139,999	5	50	14	0	0	69	186
\$140,000 - 159,999	1	27	19	1	1	49	140
\$160,000 - 179,999	3	26	21	0	4	54	143
\$180,000 - 199,999	1	25	26	0	2	54	121
\$200,000 - 249,999	1	25	49	0	3	78	205
\$250,000 - 299,999	4	9	37	1	3	54	156
\$300,000 - 399,999	0	9	52	0	0	61	141
\$400,000 - 499,999	0	2	19	0	0	21	57
\$500,000 - 749,999	0	0	14	0	0	14	36
\$750,000 - 999,999	0	1	2	0	0	3	9
\$1,000,000 and over	0	0	3	0	0	3	9
Total Types	77	523	328	7	36	971	2,605
Average Sale Price	\$65,000	\$101,000	\$245,000	\$97,000	\$113,000	\$147,000	\$144,000
Median Sale Price	\$30,000	\$85,000	\$211,000	\$34,000	\$83,000	\$113,000	\$109,000

Price Group	Sales	% of Total
0 - \$99,999	443	45.6%
\$100,000 - 199,999	294	30.3%
\$200,000 - 399,999	193	19.9%
\$400,000 and above	41	4.2%

Time on Market	Units
1 to 30 days	333
31 to 60 days	162
61 to 90 days	106
91 to 120 days	73
More than 120 Days	261
Average Market Time	107.09

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 04/15/13

March 1 - 31, 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	24	47	6	0	0	77
\$20,000 - \$29,999	13	38	5	1	4	61
\$30,000 - \$39,999	4	43	5	3	4	59
\$40,000 - \$49,999	2	20	7	0	2	31
\$50,000 - \$59,999	2	25	3	0	1	31
\$60,000 - \$69,999	6	34	8	0	3	51
\$70,000 - \$79,999	4	31	5	0	2	42
\$80,000 - \$89,999	4	35	8	0	4	51
\$90,000 - \$99,999	0	28	12	0	0	40
\$100,000 - \$119,999	3	48	13	1	3	68
\$120,000 - \$139,999	5	50	14	0	0	69
\$140,000 - \$159,999	1	27	19	1	1	49
\$160,000 - \$179,999	3	26	21	0	4	54
\$180,000 - \$199,999	1	25	26	0	2	54
\$200,000 - \$249,999	1	25	49	0	3	78
\$250,000 - \$299,999	4	9	37	1	3	54
\$300,000 - \$399,999	0	9	52	0	0	61
\$400,000 - \$499,999	0	2	19	0	0	21
\$500,000 - \$749,999	0	0	14	0	0	14
\$750,000 - \$999,999	0	1	2	0	0	3
\$1,000,000 and Over	0	0	3	0	0	3
Totals	77	523	328	7	36	971
Avg. List Price (In \$1000s)	72	105	256	109	119	154
Median List Price (In \$1000s)	40	89	220	35	91	115
Avg Sale Price (In \$ 1000s)	65	101	245	97	113	147
Median Sale Price (In \$1000s)	30	85	211	34	83	113

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	333
31 - 60 Days	162
61 - 90 Days	106
91 - 120 Days	73
More Than 120 Days	261
Total Units Sold	935
Average Market Time	107.09

<u>Types of Financing</u>	<u># Units</u>
FHA	186
VA	39
Conventional	294
Cash	400
Owner Financed	6
Other	46

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 04/15/13

January 1 - March 31, 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	69	142	21	2	6	240
\$20,000 - \$29,999	31	111	17	3	5	167
\$30,000 - \$39,999	16	103	19	3	5	146
\$40,000 - \$49,999	13	74	22	2	3	114
\$50,000 - \$59,999	11	69	12	2	6	100
\$60,000 - \$69,999	15	84	17	1	7	124
\$70,000 - \$79,999	9	80	16	0	5	110
\$80,000 - \$89,999	6	90	18	0	6	120
\$90,000 - \$99,999	1	70	22	0	2	95
\$100,000 - \$119,999	12	128	38	1	7	186
\$120,000 - \$139,999	10	126	40	0	10	186
\$140,000 - \$159,999	4	71	56	2	7	140
\$160,000 - \$179,999	6	62	64	1	10	143
\$180,000 - \$199,999	5	49	62	0	5	121
\$200,000 - \$249,999	3	53	132	0	17	205
\$250,000 - \$299,999	5	27	111	1	12	156
\$300,000 - \$399,999	0	19	120	0	2	141
\$400,000 - \$499,999	1	11	45	0	0	57
\$500,000 - \$749,999	0	3	33	0	0	36
\$750,000 - \$999,999	0	1	8	0	0	9
\$1,000,000 and Over	0	0	9	0	0	9
Totals	217	1373	882	18	115	2605
Avg. List Price (In \$1000s)	66	102	247	81	147	150
Median List Price (In \$1000s)	40	85	215	51	140	115
Avg Sale Price (In \$ 1000s)	60	98	238	75	138	144
Median Sale Price (In \$1000s)	35	81	209	47	130	109

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	843
31 - 60 Days	444
61 - 90 Days	285
91 - 120 Days	211
More Than 120 Days	713
Total Units Sold	2496
Average Market Time	104.13

<u>Types of Financing</u>	<u># Units</u>
FHA	462
VA	117
Conventional	761
Cash	1135
Owner Financed	14
Other	116

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 04/15/13

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	238	16	28
\$20,000 - \$29,999	138	17	8
\$30,000 - \$39,999	167	9	13
\$40,000 - \$49,999	257	11	12
\$50,000 - \$59,999	224	9	6
\$60,000 - \$69,999	213	4	10
\$70,000 - \$79,999	260	4	17
\$80,000 - \$89,999	218	3	12
\$90,000 - \$99,999	238	1	10
\$100,000 - \$119,999	376	1	28
\$120,000 - \$139,999	442	3	25
\$140,000 - \$159,999	410	5	27
\$160,000 - \$179,999	368	1	25
\$180,000 - \$199,999	345	1	26
\$200,000 - \$249,999	576	0	27
\$250,000 - \$299,999	433	3	20
\$300,000 - \$399,999	481	1	20
\$400,000 - \$499,999	234	0	7
\$500,000 - \$749,999	225	0	6
\$750,000 - \$999,999	101	0	0
\$1,000,000 and Over	89	0	0
Totals	6033	89	327
Average Price (In \$ 1,000s)	220	65	157
Median Price (In \$ 1,000s)	154	45	135

Inventory Totals

Total Pending: 2,109

Average LP: \$153,695

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	2007	311258	155,086
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	76	11292	148,584
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	26	1556	59,830
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: 6,447

Average LP: \$214,462

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6031	1325756	219,824
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	327	51189	156,543
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	89	5799	65,157
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