

Sales Summary

	November Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	890	909	-2.1%	12,369	11,450	8.0%
Average Sales Price	\$155,000	\$139,000	11.5%	\$158,000	\$147,000	7.5%
Median Sales Price	\$120,000	\$105,000	14.3%	\$127,000	\$115,000	10.4%

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	19	37	3	5	5	69	925
\$ 20,000 - 29,999	5	34	5	0	3	47	574
\$ 30,000 - 39,999	9	22	4	2	1	38	546
\$ 40,000 - 49,999	3	32	4	0	1	40	491
\$ 50,000 - 59,999	1	21	7	0	2	31	419
\$ 60,000 - 69,999	6	30	4	0	3	43	501
\$ 70,000 - 79,999	3	25	5	0	1	34	465
\$ 80,000 - 89,999	0	18	7	0	0	25	511
\$ 90,000 - 99,999	2	25	6	0	3	36	474
\$100,000 - 119,999	3	53	14	1	6	77	915
\$120,000 - 139,999	3	51	14	0	1	69	979
\$140,000 - 159,999	3	32	23	1	1	60	825
\$160,000 - 179,999	2	26	17	0	2	47	774
\$180,000 - 199,999	1	22	21	0	0	44	591
\$200,000 - 249,999	0	22	50	0	6	78	1,151
\$250,000 - 299,999	1	6	41	1	1	50	798
\$300,000 - 399,999	2	4	44	0	1	51	777
\$400,000 - 499,999	0	3	23	0	0	26	332
\$500,000 - 749,999	0	0	18	0	0	18	230
\$750,000 - 999,999	0	0	4	0	0	4	54
\$1,000,000 and over	0	0	3	0	0	3	37
Total Types	63	463	317	10	37	890	12,369
Average Sale Price	\$68,000	\$102,000	\$258,000	\$64,000	\$107,000	\$155,000	\$158,000
Median Sale Price	\$35,000	\$95,000	\$219,000	\$24,000	\$91,000	\$120,000	\$127,000

Price Group	Sales	% of Total
0 - \$99,999	363	40.8%
\$100,000 - 199,999	297	33.4%
\$200,000 - 399,999	179	20.1%
\$400,000 and above	51	5.7%

Time on Market	Units
1 to 30 days	297
31 to 60 days	156
61 to 90 days	120
91 to 120 days	75
More than 120 Days	198
Average Market Time	92.45

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 12/16/13

November 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	19	37	3	5	5	69
\$20,000 - \$29,999	5	34	5	0	3	47
\$30,000 - \$39,999	9	22	4	2	1	38
\$40,000 - \$49,999	3	32	4	0	1	40
\$50,000 - \$59,999	1	21	7	0	2	31
\$60,000 - \$69,999	6	30	4	0	3	43
\$70,000 - \$79,999	3	25	5	0	1	34
\$80,000 - \$89,999	0	18	7	0	0	25
\$90,000 - \$99,999	2	25	6	0	3	36
\$100,000 - \$119,999	3	53	14	1	6	77
\$120,000 - \$139,999	3	51	14	0	1	69
\$140,000 - \$159,999	3	32	23	1	1	60
\$160,000 - \$179,999	2	26	17	0	2	47
\$180,000 - \$199,999	1	22	21	0	0	44
\$200,000 - \$249,999	0	22	50	0	6	78
\$250,000 - \$299,999	1	6	41	1	1	50
\$300,000 - \$399,999	2	4	44	0	1	51
\$400,000 - \$499,999	0	3	23	0	0	26
\$500,000 - \$749,999	0	0	18	0	0	18
\$750,000 - \$999,999	0	0	4	0	0	4
\$1,000,000 and Over	0	0	3	0	0	3
Totals	63	463	317	10	37	890
Avg. List Price (In \$1000s)	73	106	269	70	110	162
Median List Price (In \$1000s)	46	99	225	28	100	128
Avg Sale Price (In \$ 1000s)	68	102	258	64	107	155
Median Sale Price (In \$1000s)	35	95	219	24	91	120

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	297
31 - 60 Days	156
61 - 90 Days	120
91 - 120 Days	75
More Than 120 Days	198
Total Units Sold	846
Average Market Time	92.45

<u>Types of Financing</u>	<u># Units</u>
FHA	146
VA	23
Conventional	310
Cash	362
Owner Financed	5
Other	42

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 12/16/13

January 1 - November 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	278	492	80	36	39	925
\$20,000 - \$29,999	86	387	65	17	19	574
\$30,000 - \$39,999	83	358	63	14	28	546
\$40,000 - \$49,999	66	329	71	5	20	491
\$50,000 - \$59,999	47	285	67	6	14	419
\$60,000 - \$69,999	59	344	64	2	32	501
\$70,000 - \$79,999	31	345	67	4	18	465
\$80,000 - \$89,999	33	379	70	4	25	511
\$90,000 - \$99,999	18	346	86	0	24	474
\$100,000 - \$119,999	54	653	161	11	36	915
\$120,000 - \$139,999	54	660	223	3	39	979
\$140,000 - \$159,999	30	436	314	9	36	825
\$160,000 - \$179,999	27	343	363	1	40	774
\$180,000 - \$199,999	19	239	314	1	18	591
\$200,000 - \$249,999	17	331	749	2	52	1151
\$250,000 - \$299,999	8	165	593	3	29	798
\$300,000 - \$399,999	3	116	637	0	21	777
\$400,000 - \$499,999	1	37	291	0	3	332
\$500,000 - \$749,999	1	18	211	0	0	230
\$750,000 - \$999,999	0	2	52	0	0	54
\$1,000,000 and Over	0	2	35	0	0	37
Totals	915	6267	4576	118	493	12369
Avg. List Price (In \$1000s)	67	114	260	66	137	165
Median List Price (In \$1000s)	46	100	225	36	121	130
Avg Sale Price (In \$ 1000s)	63	109	251	60	129	158
Median Sale Price (In \$1000s)	41	96	219	33	112	127

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	4351
31 - 60 Days	2239
61 - 90 Days	1427
91 - 120 Days	985
More Than 120 Days	2768
Total Units Sold	11770
Average Market Time	91.92

<u>Types of Financing</u>	<u># Units</u>
FHA	2256
VA	561
Conventional	4191
Cash	4786
Owner Financed	39
Other	531

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 12/16/13

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	282	37	9
\$20,000 - \$29,999	199	23	5
\$30,000 - \$39,999	202	16	3
\$40,000 - \$49,999	226	9	5
\$50,000 - \$59,999	217	11	5
\$60,000 - \$69,999	217	5	8
\$70,000 - \$79,999	235	1	10
\$80,000 - \$89,999	234	2	6
\$90,000 - \$99,999	214	1	10
\$100,000 - \$119,999	311	5	34
\$120,000 - \$139,999	406	6	25
\$140,000 - \$159,999	353	6	27
\$160,000 - \$179,999	349	0	24
\$180,000 - \$199,999	315	1	24
\$200,000 - \$249,999	567	3	36
\$250,000 - \$299,999	384	4	26
\$300,000 - \$399,999	443	0	12
\$400,000 - \$499,999	232	0	6
\$500,000 - \$749,999	213	0	3
\$750,000 - \$999,999	99	0	1
\$1,000,000 and Over	82	0	0
Totals	5780	130	279
Average Price (In \$ 1,000s)	213	59	173
Median Price (In \$ 1,000s)	150	33	155

Inventory Totals

Pending: 1,339

Average LP: \$151,624

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1284	195567	152,311
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	50	7076	141,525
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	5	252	50,460
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: 6,190

Average LP: \$208,041

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	5781	1231929	213,100
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	279	48228	172,860
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	130	7615	58,577
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