

Sales Summary

	April Total Sales			YTD Total MLS Sales		
	2014	2013	% change	2014	2013	% change
Units	1,033	1,144	-9.7%	3,680	3,808	-3.4%
Average Sales Price	\$166,454	\$157,000	6.0%	\$156,194	\$147,000	6.3%
Median Sales Price	\$130,000	\$125,000	4.0%	\$125,013	\$115,000	8.7%

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	36	3	5	3	66	261
\$ 20,000 - 29,999	11	32	2	1	2	48	171
\$ 30,000 - 39,999	9	16	4	1	0	30	174
\$ 40,000 - 49,999	5	20	8	1	0	34	133
\$ 50,000 - 59,999	14	25	4	0	1	44	152
\$ 60,000 - 69,999	4	24	3	0	0	31	123
\$ 70,000 - 79,999	6	31	4	0	2	43	149
\$ 80,000 - 89,999	4	34	6	0	1	45	154
\$ 90,000 - 99,999	0	33	9	0	1	43	157
\$100,000 - 119,999	3	70	16	0	4	93	283
\$120,000 - 139,999	6	57	13	1	3	80	286
\$140,000 - 159,999	4	55	16	0	2	77	294
\$160,000 - 179,999	2	31	32	0	2	67	237
\$180,000 - 199,999	2	21	26	0	3	52	177
\$200,000 - 249,999	0	37	59	0	6	102	351
\$250,000 - 299,999	0	12	39	0	4	55	198
\$300,000 - 399,999	0	7	56	0	2	65	200
\$400,000 - 499,999	0	9	21	0	1	31	99
\$500,000 - 749,999	0	1	15	0	0	16	56
\$750,000 - 999,999	0	0	5	0	0	5	12
\$1,000,000 and over	0	0	6	0	0	6	13
<b>Total Types</b>	<b>89</b>	<b>551</b>	<b>347</b>	<b>9</b>	<b>37</b>	<b>1,033</b>	<b>3,680</b>
Average Sale Price	\$58,326	\$117,823	\$271,408	\$31,966	\$161,358	\$166,454	\$156,194
Median Sale Price	\$50,900	\$108,879	\$219,900	\$18,000	\$155,500	\$130,000	\$125,013

Price Group	Sales	% of Total
0 - \$99,999	384	37.2%
\$100,000 - 199,999	369	35.7%
\$200,000 - 399,999	222	21.5%
\$400,000 and above	58	5.6%

Time on Market	Units
1 to 30 days	358
31 to 60 days	157
61 to 90 days	90
91 to 120 days	64
More than 120 Days	364
<b>Average Market Time</b>	<b>86</b>

# Residential Home Sales Report

## NATIONAL ASSOCIATION OF REALTORS

### Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 04/01/14 - 04/30/14

### Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	19	36	3	5	3	66
20,000 and 29,999	11	32	2	1	2	48
30,000 and 39,999	9	16	4	1	0	30
40,000 and 49,999	5	20	8	1	0	34
50,000 and 59,999	14	25	4	0	1	44
60,000 and 69,999	4	24	3	0	0	31
70,000 and 79,999	6	31	4	0	2	43
80,000 and 89,999	4	34	6	0	1	45
90,000 and 99,999	0	33	9	0	1	43
100,000 and 119,999	3	70	16	0	4	93
120,000 and 139,999	6	57	13	1	3	80
140,000 and 159,999	4	55	16	0	2	77
160,000 and 179,999	2	31	32	0	2	67
180,000 and 199,999	2	21	26	0	3	52
200,000 and 249,999	0	37	59	0	6	102
250,000 and 299,999	0	12	39	0	4	55
300,000 and 399,999	0	7	56	0	2	65
400,000 and 499,999	0	9	21	0	1	31
500,000 and 749,999	0	1	15	0	0	16
750,000 and 999,999	0	0	5	0	0	5
greater than 1,000,000	0	0	6	0	0	6
Totals	89	551	347	9	37	1033
Average List Price	61507	122384	283899	36744	167386	173678
Median List Price	46500	112000	223999	31500	164900	134167
Average Sale Price	58326	117823	271408	31966	161358	166454
Median Sale Price	50900	108979	219900	18000	155500	130000

Time on Market	# Units
1-30	358
31-60	157
61-90	90
91-120	64
greater than 120 days	364
Total Units Sold	885
Average Market Time	86

Type of Financing	# Units
Conventional	379
Cash	406
FHA	151
VA	54
Owner	2
Other	41

# Residential Home Sales Report

## NATIONAL ASSOCIATION OF REALTORS

### Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 01/01/14 - 04/30/14

### Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	80	133	21	19	8	261
20,000 and 29,999	26	119	12	9	5	171
30,000 and 39,999	40	115	12	2	5	174
40,000 and 49,999	14	90	21	6	2	133
50,000 and 59,999	24	104	20	1	3	152
60,000 and 69,999	17	84	19	0	3	123
70,000 and 79,999	17	109	17	0	6	149
80,000 and 89,999	17	109	24	0	4	154
90,000 and 99,999	5	117	28	0	7	157
100,000 and 119,999	9	206	50	2	16	283
120,000 and 139,999	16	193	62	1	14	286
140,000 and 159,999	10	176	99	0	9	294
160,000 and 179,999	8	107	108	0	14	237
180,000 and 199,999	4	79	83	0	11	177
200,000 and 249,999	5	115	215	1	15	351
250,000 and 299,999	1	37	155	0	5	198
300,000 and 399,999	2	23	173	0	2	200
400,000 and 499,999	0	14	82	0	3	99
500,000 and 749,999	0	3	53	0	0	56
750,000 and 999,999	0	0	12	0	0	12
greater than 1,000,000	0	0	13	0	0	13
Totals	295	1933	1279	41	132	3680
Average List Price	64135	113731	260532	37480	144491	163097
Median List Price	45000	102500	219900	20000	137950	129900
Average Sale Price	59916	108970	249773	33356	137306	156194
Median Sale Price	40000	99000	214000	20000	129000	125013

Time on Market	# Units
1-30	1217
31-60	554
61-90	405
91-120	281
greater than 120 days	1223
Total Units Sold	3378
Average Market Time	91

Type of Financing	# Units
Conventional	1265
Cash	1521
FHA	560
VA	178
Owner	7
Other	149

# Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS

## Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date: 05/19/14

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	220	18	10
20,000 and 29,999	205	21	11
30,000 and 39,999	221	18	5
40,000 and 49,999	193	7	5
50,000 and 59,999	206	6	2
60,000 and 69,999	229	3	10
70,000 and 79,999	204	0	8
80,000 and 89,999	224	2	4
90,000 and 99,999	192	4	11
100,000 and 119,999	310	4	26
120,000 and 139,999	431	4	30
140,000 and 159,999	342	2	26
160,000 and 179,999	382	0	30
180,000 and 199,999	305	4	23
200,000 and 249,999	614	4	30
250,000 and 299,999	477	1	23
300,000 and 399,999	513	2	14
400,000 and 499,999	299	0	3
500,000 and 749,999	244	0	3
750,000 and 1,000,000	89	0	1
greater than 1,000,000	90	1	1
Totals	5990	101	276
Average Price	225403	65900	170371
Median Price	164900	32500	155000

## Inventory Totals

<b>ACTIVE</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	5,995	\$225,731
Condominium	277	\$170,570
Duplex	99	\$65,900
<b>Total</b>	<b>6,371</b>	<b>\$220,849</b>

<b>PENDING</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	1,773	\$168,374
Condominium	50	\$128,759
Duplex	21	\$74,314
<b>Total</b>	<b>1,844</b>	<b>\$166,228</b>