

Sales Summary

	February Total Sales			YTD Total MLS Sales		
	2014	2013	% change	2014	2013	% change
Units	851	805	5.7%	1,613	1,587	1.6%
Average Sales Price	\$149,000	\$189,000	-21.2%	\$148,000	\$166,000	-10.8%
Median Sales Price	\$122,000	\$108,000	13.0%	\$119,000	\$107,000	11.2%

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	16	37	6	7	0	66	127
\$ 20,000 - 29,999	5	31	5	2	2	45	82
\$ 30,000 - 39,999	8	35	4	0	1	48	89
\$ 40,000 - 49,999	4	22	2	0	0	28	56
\$ 50,000 - 59,999	2	28	5	1	1	37	71
\$ 60,000 - 69,999	5	20	6	0	3	34	62
\$ 70,000 - 79,999	4	26	3	0	0	33	63
\$ 80,000 - 89,999	5	23	8	0	1	37	74
\$ 90,000 - 99,999	2	29	5	0	2	38	75
\$100,000 - 119,999	3	35	11	2	3	54	113
\$120,000 - 139,999	3	46	16	0	2	67	121
\$140,000 - 159,999	2	38	17	0	4	61	114
\$160,000 - 179,999	2	22	22	0	4	50	102
\$180,000 - 199,999	1	22	17	0	2	42	80
\$200,000 - 249,999	1	35	54	0	3	93	160
\$250,000 - 299,999	0	6	28	0	0	34	66
\$300,000 - 399,999	1	4	39	0	0	44	84
\$400,000 - 499,999	0	2	23	0	0	25	43
\$500,000 - 749,999	0	1	10	0	0	11	21
\$750,000 - 999,999	0	0	1	0	0	1	5
\$1,000,000 and over	0	0	3	0	0	3	5
Total Types	64	462	285	12	28	851	1,613
Average Sale Price	\$65,000	\$105,000	\$245,000	\$31,000	\$124,000	\$149,000	\$148,000
Median Sale Price	\$45,000	\$93,000	\$218,000	\$10,000	\$121,000	\$122,000	\$119,000

Price Group	Sales	% of Total
0 - \$99,999	366	43.0%
\$100,000 - 199,999	274	32.2%
\$200,000 - 399,999	171	20.1%
\$400,000 and above	40	4.7%

Time on Market	Units
1 to 30 days	270
31 to 60 days	120
61 to 90 days	105
91 to 120 days	95
More than 120 Days	222
Average Market Time	96.46

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 03/17/14

February 1 - 28, 2014

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	16	37	6	7	0	66
\$20,000 - \$29,999	5	31	5	2	2	45
\$30,000 - \$39,999	8	35	4	0	1	48
\$40,000 - \$49,999	4	22	2	0	0	28
\$50,000 - \$59,999	2	28	5	1	1	37
\$60,000 - \$69,999	5	20	6	0	3	34
\$70,000 - \$79,999	4	26	3	0	0	33
\$80,000 - \$89,999	5	23	8	0	1	37
\$90,000 - \$99,999	2	29	5	0	2	38
\$100,000 - \$119,999	3	35	11	2	3	54
\$120,000 - \$139,999	3	46	16	0	2	67
\$140,000 - \$159,999	2	38	17	0	4	61
\$160,000 - \$179,999	2	22	22	0	4	50
\$180,000 - \$199,999	1	22	17	0	2	42
\$200,000 - \$249,999	1	35	54	0	3	93
\$250,000 - \$299,999	0	6	28	0	0	34
\$300,000 - \$399,999	1	4	39	0	0	44
\$400,000 - \$499,999	0	2	23	0	0	25
\$500,000 - \$749,999	0	1	10	0	0	11
\$750,000 - \$999,999	0	0	1	0	0	1
\$1,000,000 and Over	0	0	3	0	0	3
Totals	64	462	285	12	28	851
Avg. List Price (In \$1000s)	70	110	258	33	128	156
Median List Price (In \$1000s)	61	98	225	13	131	129
Avg Sale Price (In \$ 1000s)	65	105	245	31	124	149
Median Sale Price (In \$1000s)	45	93	218	10	121	122

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	270
31 - 60 Days	120
61 - 90 Days	105
91 - 120 Days	95
More Than 120 Days	222
Total Units Sold	812
Average Market Time	96.46

<u>Types of Financing</u>	<u># Units</u>
FHA	116
VA	33
Conventional	302
Cash	362
Owner Financed	2
Other	36

NAR Residential Home Sales Report

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Date: 03/17/14

January 1 - February 28, 2014

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	35	67	12	9	4	127
\$20,000 - \$29,999	8	59	7	6	2	82
\$30,000 - \$39,999	16	64	6	0	3	89
\$40,000 - \$49,999	6	39	7	3	1	56
\$50,000 - \$59,999	6	53	10	1	1	71
\$60,000 - \$69,999	10	41	8	0	3	62
\$70,000 - \$79,999	7	47	7	0	2	63
\$80,000 - \$89,999	8	51	14	0	1	74
\$90,000 - \$99,999	3	55	13	0	4	75
\$100,000 - \$119,999	5	72	23	2	11	113
\$120,000 - \$139,999	4	80	32	0	5	121
\$140,000 - \$159,999	2	65	41	0	6	114
\$160,000 - \$179,999	3	46	45	0	8	102
\$180,000 - \$199,999	1	38	36	0	5	80
\$200,000 - \$249,999	2	56	96	0	6	160
\$250,000 - \$299,999	0	12	53	0	1	66
\$300,000 - \$399,999	2	11	70	1	0	84
\$400,000 - \$499,999	0	3	39	0	1	43
\$500,000 - \$749,999	0	1	20	0	0	21
\$750,000 - \$999,999	0	0	5	0	0	5
\$1,000,000 and Over	0	0	5	0	0	5
Totals	118	860	549	22	64	1613
Avg. List Price (In \$1000s)	64	109	254	33	133	155
Median List Price (In \$1000s)	46	95	214	23	130	125
Avg Sale Price (In \$ 1000s)	59	104	242	44	127	148
Median Sale Price (In \$1000s)	40	92	208	22	120	119

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	489
31 - 60 Days	249
61 - 90 Days	203
91 - 120 Days	146
More Than 120 Days	431
Total Units Sold	1518
Average Market Time	94.17

<u>Types of Financing</u>	<u># Units</u>
FHA	230
VA	63
Conventional	534
Cash	707
Owner Financed	3
Other	76

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 03/17/14

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	249	25	12
\$20,000 - \$29,999	206	14	8
\$30,000 - \$39,999	213	22	2
\$40,000 - \$49,999	194	10	5
\$50,000 - \$59,999	198	9	3
\$60,000 - \$69,999	218	3	4
\$70,000 - \$79,999	215	3	9
\$80,000 - \$89,999	199	4	6
\$90,000 - \$99,999	187	2	12
\$100,000 - \$119,999	327	5	26
\$120,000 - \$139,999	368	8	28
\$140,000 - \$159,999	299	6	24
\$160,000 - \$179,999	314	1	29
\$180,000 - \$199,999	280	2	20
\$200,000 - \$249,999	552	7	33
\$250,000 - \$299,999	423	0	20
\$300,000 - \$399,999	466	1	11
\$400,000 - \$499,999	246	0	4
\$500,000 - \$749,999	202	0	3
\$750,000 - \$999,999	107	0	0
\$1,000,000 and Over	80	0	0
Totals	5543	122	259
Average Price (In \$ 1,000s)	219	69	165
Median Price (In \$ 1,000s)	155	40	153

Inventory Totals

Pending: 1,571

Average LP: \$160,333

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1520	245086	161,241
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	42	6345	151,075
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	9	451	50,156
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: 5,925

Average LP: \$213,392

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	5543	1212909	218,818
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	259	42777	165,163
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	122	8447	69,242
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