

Sales Summary

	March Total Sales			YTD Total MLS Sales		
	2014	2013	% change	2014	2013	% change
Units	954	971	-1.8%	2,586	2,605	-0.7%
Average Sales Price	\$155,000	\$147,000	5.4%	\$151,000	\$144,000	4.9%
Median Sales Price	\$131,000	\$113,000	15.9%	\$125,000	\$109,000	14.7%

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	24	30	7	5	0	66	192
\$ 20,000 - 29,999	6	22	3	2	1	34	116
\$ 30,000 - 39,999	14	32	2	0	2	50	140
\$ 40,000 - 49,999	3	28	6	2	1	40	96
\$ 50,000 - 59,999	4	25	5	0	1	35	107
\$ 60,000 - 69,999	3	17	8	0	0	28	91
\$ 70,000 - 79,999	4	30	6	0	2	42	105
\$ 80,000 - 89,999	4	21	4	0	2	31	106
\$ 90,000 - 99,999	2	25	4	0	2	33	110
\$100,000 - 119,999	1	53	11	0	1	66	182
\$120,000 - 139,999	6	54	13	0	6	79	203
\$140,000 - 159,999	3	53	37	0	1	94	209
\$160,000 - 179,999	3	30	28	0	4	65	168
\$180,000 - 199,999	1	17	20	0	3	41	122
\$200,000 - 249,999	3	18	57	1	3	82	245
\$250,000 - 299,999	1	13	58	0	0	72	139
\$300,000 - 399,999	0	5	45	0	0	50	134
\$400,000 - 499,999	0	2	20	0	1	23	67
\$500,000 - 749,999	0	1	18	0	0	19	40
\$750,000 - 999,999	0	0	2	0	0	2	7
\$1,000,000 and over	0	0	2	0	0	2	7
Total Types	82	476	356	10	30	954	2,586
Average Sale Price	\$63,000	\$109,000	\$243,000	\$43,000	\$135,000	\$155,000	\$151,000
Median Sale Price	\$38,000	\$102,000	\$222,000	\$18,000	\$130,000	\$131,000	\$125,000

Price Group	Sales	% of Total
0 - \$99,999	359	37.6%
\$100,000 - 199,999	345	36.2%
\$200,000 - 399,999	204	21.4%
\$400,000 and above	46	4.8%

Time on Market	Units
1 to 30 days	349
31 to 60 days	139
61 to 90 days	98
91 to 120 days	63
More than 120 Days	256
Average Market Time	91.28

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 04/10/14

March 1 - 31, 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	24	30	7	5	0	66
\$20,000 - \$29,999	6	22	3	2	1	34
\$30,000 - \$39,999	14	32	2	0	2	50
\$40,000 - \$49,999	3	28	6	2	1	40
\$50,000 - \$59,999	4	25	5	0	1	35
\$60,000 - \$69,999	3	17	8	0	0	28
\$70,000 - \$79,999	4	30	6	0	2	42
\$80,000 - \$89,999	4	21	4	0	2	31
\$90,000 - \$99,999	2	25	4	0	2	33
\$100,000 - \$119,999	1	53	11	0	1	66
\$120,000 - \$139,999	6	54	13	0	6	79
\$140,000 - \$159,999	3	53	37	0	1	94
\$160,000 - \$179,999	3	30	28	0	4	65
\$180,000 - \$199,999	1	17	20	0	3	41
\$200,000 - \$249,999	3	18	57	1	3	82
\$250,000 - \$299,999	1	13	58	0	0	72
\$300,000 - \$399,999	0	5	45	0	0	50
\$400,000 - \$499,999	0	2	20	0	1	23
\$500,000 - \$749,999	0	1	18	0	0	19
\$750,000 - \$999,999	0	0	2	0	0	2
\$1,000,000 and Over	0	0	2	0	0	2
Totals	82	476	356	10	30	954
Avg. List Price (In \$1000s)	67	114	252	49	144	162
Median List Price (In \$1000s)	45	110	230	19	132	139
Avg Sale Price (In \$ 1000s)	63	109	243	43	135	155
Median Sale Price (In \$1000s)	38	102	222	18	130	131

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	349
31 - 60 Days	139
61 - 90 Days	98
91 - 120 Days	63
More Than 120 Days	256
Total Units Sold	905
Average Market Time	91.28

<u>Types of Financing</u>	<u># Units</u>
FHA	161
VA	59
Conventional	328
Cash	374
Owner Financed	1
Other	31

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 04/10/14

January 1 - March 31, 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	59	96	19	14	4	192
\$20,000 - \$29,999	14	81	10	8	3	116
\$30,000 - \$39,999	30	97	8	0	5	140
\$40,000 - \$49,999	9	67	13	5	2	96
\$50,000 - \$59,999	10	79	15	1	2	107
\$60,000 - \$69,999	13	59	16	0	3	91
\$70,000 - \$79,999	11	77	13	0	4	105
\$80,000 - \$89,999	12	73	18	0	3	106
\$90,000 - \$99,999	5	81	18	0	6	110
\$100,000 - \$119,999	6	128	34	2	12	182
\$120,000 - \$139,999	10	135	47	0	11	203
\$140,000 - \$159,999	5	118	79	0	7	209
\$160,000 - \$179,999	6	76	74	0	12	168
\$180,000 - \$199,999	2	56	56	0	8	122
\$200,000 - \$249,999	5	75	155	1	9	245
\$250,000 - \$299,999	1	25	112	0	1	139
\$300,000 - \$399,999	2	16	115	1	0	134
\$400,000 - \$499,999	0	5	60	0	2	67
\$500,000 - \$749,999	0	2	38	0	0	40
\$750,000 - \$999,999	0	0	7	0	0	7
\$1,000,000 and Over	0	0	7	0	0	7
Totals	200	1346	914	32	94	2586
Avg. List Price (In \$1000s)	66	111	253	38	137	157
Median List Price (In \$1000s)	45	100	220	20	130	130
Avg Sale Price (In \$ 1000s)	61	106	242	44	129	151
Median Sale Price (In \$1000s)	39	95	211	22	121	125

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	839
31 - 60 Days	391
61 - 90 Days	306
91 - 120 Days	213
More Than 120 Days	692
Total Units Sold	2441
Average Market Time	93.08

<u>Types of Financing</u>	<u># Units</u>
FHA	398
VA	124
Conventional	869
Cash	1083
Owner Financed	5
Other	107

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 04/10/14

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	245	19	10
\$20,000 - \$29,999	202	19	8
\$30,000 - \$39,999	225	21	3
\$40,000 - \$49,999	200	10	6
\$50,000 - \$59,999	185	7	1
\$60,000 - \$69,999	208	2	7
\$70,000 - \$79,999	210	1	7
\$80,000 - \$89,999	192	1	8
\$90,000 - \$99,999	203	2	15
\$100,000 - \$119,999	296	5	26
\$120,000 - \$139,999	377	5	33
\$140,000 - \$159,999	338	5	26
\$160,000 - \$179,999	345	1	29
\$180,000 - \$199,999	301	1	27
\$200,000 - \$249,999	576	6	28
\$250,000 - \$299,999	436	0	23
\$300,000 - \$399,999	518	1	11
\$400,000 - \$499,999	255	0	4
\$500,000 - \$749,999	214	0	3
\$750,000 - \$999,999	101	0	0
\$1,000,000 and Over	82	0	0
Totals	5709	106	275
Average Price (In \$ 1,000s)	221	65	164
Median Price (In \$ 1,000s)	160	34	152

Inventory Totals

Pending: 1,692

Average LP: \$162,357

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1635	266634	163,079
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	45	6948	154,395
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	12	1126	93,858
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: 6,088

Average LP: \$215,726

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	5707	1261185	220,989
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	275	45146	164,168
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	106	6910	65,193
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