

Sales Summary

	April Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	1,144	985	16.1%	3,808	3,576	6.5%
Average Sales Price	\$157,000	\$148,000	6.1%	\$147,000	\$134,000	9.7%
Median Sales Price	\$125,000	\$119,000	5.0%	\$115,000	\$105,000	9.5%

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	49	12	4	3	87	336
\$ 20,000 - 29,999	13	31	6	4	2	56	224
\$ 30,000 - 39,999	5	30	4	1	1	41	191
\$ 40,000 - 49,999	7	29	8	0	3	47	164
\$ 50,000 - 59,999	5	24	7	0	2	38	140
\$ 60,000 - 69,999	6	36	5	0	3	50	176
\$ 70,000 - 79,999	3	29	6	3	1	42	154
\$ 80,000 - 89,999	6	37	5	1	7	56	177
\$ 90,000 - 99,999	1	33	9	0	1	44	142
\$100,000 - 119,999	6	55	20	1	5	87	280
\$120,000 - 139,999	5	56	29	1	2	93	284
\$140,000 - 159,999	3	35	27	1	4	70	216
\$160,000 - 179,999	3	31	45	0	3	82	228
\$180,000 - 199,999	1	23	32	0	0	56	178
\$200,000 - 249,999	2	35	74	0	3	114	321
\$250,000 - 299,999	0	14	45	0	3	62	221
\$300,000 - 399,999	1	9	50	0	2	62	205
\$400,000 - 499,999	0	1	28	0	0	29	89
\$500,000 - 749,999	0	3	15	0	0	18	54
\$750,000 - 999,999	0	0	7	0	0	7	16
\$1,000,000 and over	0	0	3	0	0	3	12
Total Types	86	560	437	16	45	1,144	3,808
Average Sale Price	\$67,000	\$108,000	\$246,000	\$53,000	\$119,000	\$157,000	\$147,000
Median Sale Price	\$49,000	\$93,000	\$200,000	\$29,000	\$90,000	\$125,000	\$115,000

Price Group	Sales	% of Total
0 - \$99,999	461	40.3%
\$100,000 - 199,999	388	33.9%
\$200,000 - 399,999	238	20.8%
\$400,000 and above	57	5.0%

Time on Market	Units
1 to 30 days	382
31 to 60 days	209
61 to 90 days	96
91 to 120 days	77
More than 120 Days	319
Average Market Time	103.12

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 05/15/13

April 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	49	12	4	3	87
\$20,000 - \$29,999	13	31	6	4	2	56
\$30,000 - \$39,999	5	30	4	1	1	41
\$40,000 - \$49,999	7	29	8	0	3	47
\$50,000 - \$59,999	5	24	7	0	2	38
\$60,000 - \$69,999	6	36	5	0	3	50
\$70,000 - \$79,999	3	29	6	3	1	42
\$80,000 - \$89,999	6	37	5	1	7	56
\$90,000 - \$99,999	1	33	9	0	1	44
\$100,000 - \$119,999	6	55	20	1	5	87
\$120,000 - \$139,999	5	56	29	1	2	93
\$140,000 - \$159,999	3	35	27	1	4	70
\$160,000 - \$179,999	3	31	45	0	3	82
\$180,000 - \$199,999	1	23	32	0	0	56
\$200,000 - \$249,999	2	35	74	0	3	114
\$250,000 - \$299,999	0	14	45	0	3	62
\$300,000 - \$399,999	1	9	50	0	2	62
\$400,000 - \$499,999	0	1	28	0	0	29
\$500,000 - \$749,999	0	3	15	0	0	18
\$750,000 - \$999,999	0	0	7	0	0	7
\$1,000,000 and Over	0	0	3	0	0	3
Totals	86	560	437	16	45	1144
Avg. List Price (In \$1000s)	71	112	254	61	125	163
Median List Price (In \$1000s)	53	100	210	39	104	130
Avg Sale Price (In \$ 1000s)	67	108	246	53	119	157
Median Sale Price (In \$1000s)	49	93	200	29	90	125

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	382
31 - 60 Days	209
61 - 90 Days	96
91 - 120 Days	77
More Than 120 Days	319
Total Units Sold	1083
Average Market Time	103.12

<u>Types of Financing</u>	<u># Units</u>
FHA	238
VA	51
Conventional	365
Cash	431
Owner Financed	2
Other	57

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 05/15/13

January 1 - April 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	94	193	34	6	9	336
\$20,000 - \$29,999	44	143	23	7	7	224
\$30,000 - \$39,999	21	136	24	4	6	191
\$40,000 - \$49,999	20	106	30	2	6	164
\$50,000 - \$59,999	16	94	20	2	8	140
\$60,000 - \$69,999	21	121	23	1	10	176
\$70,000 - \$79,999	12	110	23	3	6	154
\$80,000 - \$89,999	12	127	24	1	13	177
\$90,000 - \$99,999	2	105	31	0	4	142
\$100,000 - \$119,999	18	188	60	2	12	280
\$120,000 - \$139,999	15	187	69	1	12	284
\$140,000 - \$159,999	7	110	85	3	11	216
\$160,000 - \$179,999	9	95	110	1	13	228
\$180,000 - \$199,999	6	72	95	0	5	178
\$200,000 - \$249,999	5	88	208	0	20	321
\$250,000 - \$299,999	5	41	158	1	16	221
\$300,000 - \$399,999	1	29	171	0	4	205
\$400,000 - \$499,999	1	12	76	0	0	89
\$500,000 - \$749,999	0	6	48	0	0	54
\$750,000 - \$999,999	0	1	15	0	0	16
\$1,000,000 and Over	0	0	12	0	0	12
Totals	309	1964	1339	34	162	3808
Avg. List Price (In \$1000s)	66	105	249	72	141	154
Median List Price (In \$1000s)	45	90	210	49	125	120
Avg Sale Price (In \$ 1000s)	61	101	240	65	133	147
Median Sale Price (In \$1000s)	38	85	205	40	120	115

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	1244
31 - 60 Days	664
61 - 90 Days	387
91 - 120 Days	294
More Than 120 Days	1045
Total Units Sold	3634
Average Market Time	103.54

<u>Types of Financing</u>	<u># Units</u>
FHA	714
VA	169
Conventional	1139
Cash	1595
Owner Financed	16
Other	175

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 05/15/13

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	236	17	26
\$20,000 - \$29,999	161	19	10
\$30,000 - \$39,999	170	12	5
\$40,000 - \$49,999	243	9	13
\$50,000 - \$59,999	221	9	6
\$60,000 - \$69,999	226	6	12
\$70,000 - \$79,999	232	4	14
\$80,000 - \$89,999	233	2	13
\$90,000 - \$99,999	231	1	13
\$100,000 - \$119,999	354	1	29
\$120,000 - \$139,999	455	4	28
\$140,000 - \$159,999	388	4	17
\$160,000 - \$179,999	380	1	26
\$180,000 - \$199,999	326	1	28
\$200,000 - \$249,999	578	0	30
\$250,000 - \$299,999	460	3	20
\$300,000 - \$399,999	489	1	17
\$400,000 - \$499,999	256	0	9
\$500,000 - \$749,999	239	0	4
\$750,000 - \$999,999	96	0	0
\$1,000,000 and Over	95	0	0
Totals	6069	94	320
Average Price (In \$ 1,000s)	221	63	156
Median Price (In \$ 1,000s)	155	40	133

Inventory Totals

Total Pending: 2,131

Average LP: \$ 164,445

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	2040	338832	166,094
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	67	10015	149,474
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	24	1005	41,865
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: 6,483

Average LP: \$ 215,869

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6069	1343659	221,397
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	320	49906	155,957
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	94	5914	62,919
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