

Sales Summary

	August Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	1,170	1,172	-0.2%	9,122	8,316	9.7%
Average Sales Price	\$170,000	\$150,000	13.3%	\$163,000	\$151,000	7.9%
Median Sales Price	\$135,000	\$118,000	14.4%	\$128,000	\$115,000	11.3%

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	25	34	7	2	1	69	675
\$ 20,000 - 29,999	10	35	9	2	1	57	426
\$ 30,000 - 39,999	8	28	8	1	4	49	417
\$ 40,000 - 49,999	4	26	6	0	4	40	357
\$ 50,000 - 59,999	2	29	6	0	0	37	302
\$ 60,000 - 69,999	8	28	7	0	1	44	370
\$ 70,000 - 79,999	4	30	5	0	3	42	336
\$ 80,000 - 89,999	3	29	5	1	2	40	387
\$ 90,000 - 99,999	2	32	8	0	6	48	356
\$100,000 - 119,999	4	64	16	6	3	93	670
\$120,000 - 139,999	7	59	15	1	5	87	707
\$140,000 - 159,999	3	36	32	1	4	76	574
\$160,000 - 179,999	3	32	46	0	2	83	577
\$180,000 - 199,999	4	24	32	0	2	62	431
\$200,000 - 249,999	1	25	76	1	0	103	864
\$250,000 - 299,999	0	22	67	1	2	92	588
\$300,000 - 399,999	0	9	73	0	3	85	601
\$400,000 - 499,999	0	5	31	0	0	36	246
\$500,000 - 749,999	0	1	18	0	0	19	165
\$750,000 - 999,999	0	0	4	0	0	4	41
\$1,000,000 and over	0	2	2	0	0	4	32
Total Types	88	550	473	16	43	1,170	9,122
Average Sale Price	\$63,000	\$127,000	\$246,000	\$102,000	\$124,000	\$170,000	\$163,000
Median Sale Price	\$45,000	\$100,000	\$226,000	\$110,000	\$97,000	\$135,000	\$128,000

Price Group	Sales	% of Total
0 - \$99,999	426	36.4%
\$100,000 - 199,999	401	34.3%
\$200,000 - 399,999	280	23.9%
\$400,000 and above	63	5.4%

Time on Market	Units
1 to 30 days	449
31 to 60 days	213
61 to 90 days	143
91 to 120 days	90
More than 120 Days	213
Average Market Time	

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 09/16/13

August 1-31, 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	25	34	7	2	1	69
\$20,000 - \$29,999	10	35	9	2	1	57
\$30,000 - \$39,999	8	28	8	1	4	49
\$40,000 - \$49,999	4	26	6	0	4	40
\$50,000 - \$59,999	2	29	6	0	0	37
\$60,000 - \$69,999	8	28	7	0	1	44
\$70,000 - \$79,999	4	30	5	0	3	42
\$80,000 - \$89,999	3	29	5	1	2	40
\$90,000 - \$99,999	2	32	8	0	6	48
\$100,000 - \$119,999	4	64	16	6	3	93
\$120,000 - \$139,999	7	59	15	1	5	87
\$140,000 - \$159,999	3	36	32	1	4	76
\$160,000 - \$179,999	3	32	46	0	2	83
\$180,000 - \$199,999	4	24	32	0	2	62
\$200,000 - \$249,999	1	25	76	1	0	103
\$250,000 - \$299,999	0	22	67	1	2	92
\$300,000 - \$399,999	0	9	73	0	3	85
\$400,000 - \$499,999	0	5	31	0	0	36
\$500,000 - \$749,999	0	1	18	0	0	19
\$750,000 - \$999,999	0	0	4	0	0	4
\$1,000,000 and Over	0	2	2	0	0	4
Totals	88	550	473	16	43	1170
Avg. List Price (In \$1000s)	66	120	255	106	132	171
Median List Price (In \$1000s)	45	105	230	110	110	140
Avg Sale Price (In \$ 1000s)	63	127	246	102	124	170
Median Sale Price (In \$1000s)	45	100	226	110	97	135

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	449
31 - 60 Days	213
61 - 90 Days	143
91 - 120 Days	90
More Than 120 Days	213
Total Units Sold	1108
Average Market Time	80.16

<u>Types of Financing</u>	<u># Units</u>
FHA	212
VA	69
Conventional	428
Cash	410
Owner Financed	2
Other	49

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 09/16/13

January 1 - August 31, 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	203	357	65	27	23	675
\$20,000 - \$29,999	70	284	47	11	14	426
\$30,000 - \$39,999	57	279	49	10	22	417
\$40,000 - \$49,999	47	236	55	4	15	357
\$50,000 - \$59,999	34	204	48	6	10	302
\$60,000 - \$69,999	45	256	46	2	21	370
\$70,000 - \$79,999	22	248	49	4	13	336
\$80,000 - \$89,999	23	289	50	3	22	387
\$90,000 - \$99,999	14	255	70	0	17	356
\$100,000 - \$119,999	41	479	118	10	22	670
\$120,000 - \$139,999	40	467	167	2	31	707
\$140,000 - \$159,999	21	297	225	6	25	574
\$160,000 - \$179,999	23	252	274	1	27	577
\$180,000 - \$199,999	16	176	226	0	13	431
\$200,000 - \$249,999	13	246	565	2	38	864
\$250,000 - \$299,999	6	125	430	2	25	588
\$300,000 - \$399,999	1	92	491	0	17	601
\$400,000 - \$499,999	1	27	216	0	2	246
\$500,000 - \$749,999	0	14	151	0	0	165
\$750,000 - \$999,999	0	1	40	0	0	41
\$1,000,000 and Over	0	3	29	0	0	32
Totals	677	4587	3411	90	357	9122
Avg. List Price (In \$1000s)	67	113	261	68	142	166
Median List Price (In \$1000s)	46	100	225	40	126	130
Avg Sale Price (In \$ 1000s)	63	111	259	61	133	163
Median Sale Price (In \$1000s)	41	95	220	36	120	128

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	3242
31 - 60 Days	1626
61 - 90 Days	1007
91 - 120 Days	706
More Than 120 Days	2110
Total Units Sold	8691
Average Market Time	93.43

<u>Types of Financing</u>	<u># Units</u>
FHA	1691
VA	438
Conventional	3058
Cash	3505
Owner Financed	28
Other	400

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 09/16/13

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	273	29	22
\$20,000 - \$29,999	193	30	9
\$30,000 - \$39,999	190	21	6
\$40,000 - \$49,999	221	8	6
\$50,000 - \$59,999	230	9	8
\$60,000 - \$69,999	220	4	12
\$70,000 - \$79,999	251	0	14
\$80,000 - \$89,999	216	0	11
\$90,000 - \$99,999	226	1	14
\$100,000 - \$119,999	348	4	30
\$120,000 - \$139,999	492	4	20
\$140,000 - \$159,999	387	5	33
\$160,000 - \$179,999	386	5	25
\$180,000 - \$199,999	354	3	21
\$200,000 - \$249,999	591	2	38
\$250,000 - \$299,999	430	4	24
\$300,000 - \$399,999	478	1	16
\$400,000 - \$499,999	272	0	6
\$500,000 - \$749,999	261	0	3
\$750,000 - \$999,999	112	0	1
\$1,000,000 and Over	98	0	0
Totals	6229	130	319
Average Price (In \$ 1,000s)	223	63	160
Median Price (In \$ 1,000s)	155	31	149

Inventory Totals

Pending: 1,697

Average LP: \$155,200

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1630	254997	156,440
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	52	7626	146,650
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	15	616	41,093
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: 6,678

Average LP: \$217,004

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6229	1390273	223,194
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	319	50912	159,599
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	8153	62,713
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