

Sales Summary

	January Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	765	687	11.4%	765	687	11.4%
Average Sales Price	\$144,000	\$116,000	24.1%	\$144,000	\$116,000	24.1%
Median Sales Price	\$107,000	\$85,000	25.9%	\$107,000	\$85,000	25.9%

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	22	48	5	0	3	78	78
\$ 20,000 - 29,999	13	39	7	0	0	59	59
\$ 30,000 - 39,999	5	25	3	0	0	33	33
\$ 40,000 - 49,999	4	26	5	1	0	36	36
\$ 50,000 - 59,999	1	24	4	1	3	33	33
\$ 60,000 - 69,999	5	22	5	1	3	36	36
\$ 70,000 - 79,999	4	25	5	0	0	34	34
\$ 80,000 - 89,999	1	26	2	0	2	31	31
\$ 90,000 - 99,999	1	15	4	0	1	21	21
\$100,000 - 119,999	5	35	12	0	2	54	54
\$120,000 - 139,999	2	32	13	0	5	52	52
\$140,000 - 159,999	0	21	22	0	3	46	46
\$160,000 - 179,999	1	13	16	1	3	34	34
\$180,000 - 199,999	3	10	18	0	1	32	32
\$200,000 - 249,999	1	14	37	0	5	57	57
\$250,000 - 299,999	1	9	43	0	5	58	58
\$300,000 - 399,999	0	4	30	0	1	35	35
\$400,000 - 499,999	0	5	13	0	0	18	18
\$500,000 - 749,999	0	2	9	0	0	11	11
\$750,000 - 999,999	0	0	3	0	0	3	3
\$1,000,000 and over	0	0	4	0	0	4	4
Total Types	69	395	260	4	37	765	765
Average Sale Price	\$55,000	\$94,000	\$241,000	\$84,000	\$152,000	\$144,000	\$144,000
Median Sale Price	\$29,000	\$75,000	\$215,000	\$61,000	\$134,000	\$107,000	\$107,000

Price Group	Sales	% of Total
0 - \$99,999	361	47.2%
\$100,000 - 199,999	218	28.5%
\$200,000 - 399,999	150	19.6%
\$400,000 and above	36	4.7%

Time on Market	Units
1 to 30 days	250
31 to 60 days	143
61 to 90 days	79
91 to 120 days	68
More than 120 Days	188
Average Market Time	96.84

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 02/15/13

January 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	22	48	5	0	3	78
\$20,000 - \$29,999	13	39	7	0	0	59
\$30,000 - \$39,999	5	25	3	0	0	33
\$40,000 - \$49,999	4	26	5	1	0	36
\$50,000 - \$59,999	1	24	4	1	3	33
\$60,000 - \$69,999	5	22	5	1	3	36
\$70,000 - \$79,999	4	25	5	0	0	34
\$80,000 - \$89,999	1	26	2	0	2	31
\$90,000 - \$99,999	1	15	4	0	1	21
\$100,000 - \$119,999	5	35	12	0	2	54
\$120,000 - \$139,999	2	32	13	0	5	52
\$140,000 - \$159,999	0	21	22	0	3	46
\$160,000 - \$179,999	1	13	16	1	3	34
\$180,000 - \$199,999	3	10	18	0	1	32
\$200,000 - \$249,999	1	14	37	0	5	57
\$250,000 - \$299,999	1	9	43	0	5	58
\$300,000 - \$399,999	0	4	30	0	1	35
\$400,000 - \$499,999	0	5	13	0	0	18
\$500,000 - \$749,999	0	2	9	0	0	11
\$750,000 - \$999,999	0	0	3	0	0	3
\$1,000,000 and Over	0	0	4	0	0	4
Totals	69	395	260	4	37	765
Avg. List Price (In \$1000s)	59	99	253	89	159	151
Median List Price (In \$1000s)	32	80	219	63	143	113
Avg Sale Price (In \$ 1000s)	55	94	241	84	152	144
Median Sale Price (In \$1000s)	29	75	215	61	134	107

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	250
31 - 60 Days	143
61 - 90 Days	79
91 - 120 Days	68
More Than 120 Days	188
Total Units Sold	728
Average Market Time	96.84

<u>Types of Financing</u>	<u># Units</u>
FHA	126
VA	45
Conventional	213
Cash	345
Owner Financed	2
Other	34

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 02/15/13

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	270	15	11
\$20,000 - \$29,999	175	18	9
\$30,000 - \$39,999	174	10	11
\$40,000 - \$49,999	213	5	12
\$50,000 - \$59,999	239	6	8
\$60,000 - \$69,999	213	6	9
\$70,000 - \$79,999	229	4	19
\$80,000 - \$89,999	229	4	14
\$90,000 - \$99,999	230	2	12
\$100,000 - \$119,999	386	2	29
\$120,000 - \$139,999	452	3	24
\$140,000 - \$159,999	380	7	21
\$160,000 - \$179,999	342	3	26
\$180,000 - \$199,999	311	1	20
\$200,000 - \$249,999	489	0	21
\$250,000 - \$299,999	401	2	27
\$300,000 - \$399,999	422	2	20
\$400,000 - \$499,999	209	0	6
\$500,000 - \$749,999	197	0	5
\$750,000 - \$999,999	99	0	0
\$1,000,000 and Over	92	0	0
Totals	5752	90	304
Average Price (In \$ 1,000s)	213	72	161
Median Price (In \$ 1,000s)	145	45	136

Inventory Totals

Total Pending: 1,691

Average LP: \$146,366

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1623	239521	147,579
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	53	7003	132,137
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	757	50,440
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

Total Active: 6,147

Average LP: \$208,789

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	5753	1228147	213,479
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	304	48839	160,654
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	90	6440	71,557
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