

Sales Summary

	July Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	1,306	1,117	16.9%	7,820	7,084	10.4%
Average Sales Price	\$172,000	\$160,000	7.5%	\$163,000	\$151,000	7.9%
Median Sales Price	\$137,000	\$124,000	10.5%	\$127,000	\$115,000	10.4%

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	30	38	7	9	3	87	601
\$ 20,000 - 29,999	6	33	6	0	2	47	364
\$ 30,000 - 39,999	11	34	7	0	6	58	360
\$ 40,000 - 49,999	9	37	3	1	3	53	312
\$ 50,000 - 59,999	4	18	4	0	2	28	262
\$ 60,000 - 69,999	3	36	3	1	3	46	318
\$ 70,000 - 79,999	2	29	4	0	1	36	291
\$ 80,000 - 89,999	1	41	2	0	2	46	338
\$ 90,000 - 99,999	4	31	13	0	1	49	303
\$100,000 - 119,999	2	76	18	1	1	98	564
\$120,000 - 139,999	5	69	35	0	5	114	606
\$140,000 - 159,999	4	47	39	1	5	96	490
\$160,000 - 179,999	3	39	33	0	2	77	483
\$180,000 - 199,999	2	21	28	0	1	52	364
\$200,000 - 249,999	2	39	88	0	5	134	749
\$250,000 - 299,999	1	21	63	0	4	89	486
\$300,000 - 399,999	0	24	86	0	3	113	511
\$400,000 - 499,999	0	2	36	0	1	39	206
\$500,000 - 749,999	0	2	35	0	0	37	146
\$750,000 - 999,999	0	0	5	0	0	5	36
\$1,000,000 and over	0	1	1	0	0	2	30
<b>Total Types</b>	<b>89</b>	<b>638</b>	<b>516</b>	<b>13</b>	<b>50</b>	<b>1,306</b>	<b>7,820</b>
Average Sale Price	\$60,000	\$120,000	\$262,000	\$35,000	\$134,000	\$172,000	\$163,000
Median Sale Price	\$38,000	\$105,000	\$229,000	\$12,000	\$129,000	\$137,000	\$127,000

Price Group	Sales	% of Total
0 - \$99,999	450	34.5%
\$100,000 - 199,999	437	33.5%
\$200,000 - 399,999	336	25.7%
\$400,000 and above	83	6.4%

Time on Market	Units
1 to 30 days	462
31 to 60 days	232
61 to 90 days	147
91 to 120 days	139
More than 120 Days	264
<b>Average Market Time</b>	<b>91.91</b>

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 08/15/13

July 1 - 31, 2013

## Sold Residential Listings

<u>Price Class/Type</u>	<u>&lt; 2 Bed</u>	<u>3 Bed</u>	<u>&gt; 4 Bed</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>	<u>Total Units</u>
\$19,999 or Under	30	38	7	9	3	87
\$20,000 - \$29,999	6	33	6	0	2	47
\$30,000 - \$39,999	11	34	7	0	6	58
\$40,000 - \$49,999	9	37	3	1	3	53
\$50,000 - \$59,999	4	18	4	0	2	28
\$60,000 - \$69,999	3	36	3	1	3	46
\$70,000 - \$79,999	2	29	4	0	1	36
\$80,000 - \$89,999	1	41	2	0	2	46
\$90,000 - \$99,999	4	31	13	0	1	49
\$100,000 - \$119,999	2	76	18	1	1	98
\$120,000 - \$139,999	5	69	35	0	5	114
\$140,000 - \$159,999	4	47	39	1	5	96
\$160,000 - \$179,999	3	39	33	0	2	77
\$180,000 - \$199,999	2	21	28	0	1	52
\$200,000 - \$249,999	2	39	88	0	5	134
\$250,000 - \$299,999	1	21	63	0	4	89
\$300,000 - \$399,999	0	24	86	0	3	113
\$400,000 - \$499,999	0	2	36	0	1	39
\$500,000 - \$749,999	0	2	35	0	0	37
\$750,000 - \$999,999	0	0	5	0	0	5
\$1,000,000 and Over	0	1	1	0	0	2
<b>Totals</b>	<b>89</b>	<b>638</b>	<b>516</b>	<b>13</b>	<b>50</b>	<b>1306</b>
<b>Avg. List Price (In \$1000s)</b>	<b>64</b>	<b>121</b>	<b>272</b>	<b>43</b>	<b>141</b>	<b>177</b>
<b>Median List Price (In \$1000s)</b>	<b>40</b>	<b>109</b>	<b>235</b>	<b>25</b>	<b>132</b>	<b>140</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>60</b>	<b>120</b>	<b>262</b>	<b>35</b>	<b>134</b>	<b>172</b>
<b>Median Sale Price (In \$1000s)</b>	<b>38</b>	<b>105</b>	<b>229</b>	<b>12</b>	<b>129</b>	<b>137</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	462
31 - 60 Days	232
61 - 90 Days	147
91 - 120 Days	139
More Than 120 Days	264
<b>Total Units Sold</b>	<b>1244</b>
<b>Average Market Time</b>	<b>91.91</b>

<u>Types of Financing</u>	<u># Units</u>
FHA	214
VA	66
Conventional	471
Cash	490
Owner Financed	1
Other	64

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 08/15/13

January 1 - July 31, 2013

## Sold Residential Listings

<u>Price Class/Type</u>	<u>&lt; 2 Bed</u>	<u>3 Bed</u>	<u>&gt; 4 Bed</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>	<u>Total Units</u>
\$19,999 or Under	177	320	57	25	22	601
\$20,000 - \$29,999	60	245	37	9	13	364
\$30,000 - \$39,999	48	247	41	8	16	360
\$40,000 - \$49,999	43	205	49	4	11	312
\$50,000 - \$59,999	32	173	41	6	10	262
\$60,000 - \$69,999	36	222	39	2	19	318
\$70,000 - \$79,999	17	216	44	4	10	291
\$80,000 - \$89,999	19	252	45	2	20	338
\$90,000 - \$99,999	11	220	61	0	11	303
\$100,000 - \$119,999	35	406	101	3	19	564
\$120,000 - \$139,999	33	399	148	1	25	606
\$140,000 - \$159,999	18	258	188	5	21	490
\$160,000 - \$179,999	20	217	220	1	25	483
\$180,000 - \$199,999	12	150	192	0	10	364
\$200,000 - \$249,999	12	218	481	1	37	749
\$250,000 - \$299,999	6	100	356	1	23	486
\$300,000 - \$399,999	1	83	413	0	14	511
\$400,000 - \$499,999	1	22	181	0	2	206
\$500,000 - \$749,999	0	13	133	0	0	146
\$750,000 - \$999,999	0	1	35	0	0	36
\$1,000,000 and Over	0	2	28	0	0	30
<b>Totals</b>	<b>581</b>	<b>3969</b>	<b>2890</b>	<b>72</b>	<b>308</b>	<b>7820</b>
<b>Avg. List Price (In \$1000s)</b>	<b>67</b>	<b>112</b>	<b>263</b>	<b>59</b>	<b>143</b>	<b>165</b>
<b>Median List Price (In \$1000s)</b>	<b>45</b>	<b>99</b>	<b>225</b>	<b>35</b>	<b>131</b>	<b>130</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>63</b>	<b>110</b>	<b>262</b>	<b>52</b>	<b>135</b>	<b>163</b>
<b>Median Sale Price (In \$1000s)</b>	<b>40</b>	<b>95</b>	<b>220</b>	<b>32</b>	<b>125</b>	<b>127</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	2747
31 - 60 Days	1395
61 - 90 Days	836
91 - 120 Days	604
More Than 120 Days	1878
<b>Total Units Sold</b>	<b>7460</b>
<b>Average Market Time</b>	<b>95.67</b>

<u>Types of Financing</u>	<u># Units</u>
<b>FHA</b>	<b>1454</b>
<b>VA</b>	<b>365</b>
<b>Conventional</b>	<b>2586</b>
<b>Cash</b>	<b>3041</b>
<b>Owner Financed</b>	<b>25</b>
<b>Other</b>	<b>347</b>

# Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 08/15/13

## Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	238	27	17
\$20,000 - \$29,999	184	22	7
\$30,000 - \$39,999	196	19	6
\$40,000 - \$49,999	223	14	16
\$50,000 - \$59,999	246	7	8
\$60,000 - \$69,999	214	3	10
\$70,000 - \$79,999	256	1	11
\$80,000 - \$89,999	206	0	11
\$90,000 - \$99,999	225	1	16
\$100,000 - \$119,999	352	3	27
\$120,000 - \$139,999	460	7	25
\$140,000 - \$159,999	393	4	30
\$160,000 - \$179,999	388	1	31
\$180,000 - \$199,999	355	3	19
\$200,000 - \$249,999	554	2	31
\$250,000 - \$299,999	453	5	24
\$300,000 - \$399,999	482	2	13
\$400,000 - \$499,999	269	0	6
\$500,000 - \$749,999	267	0	3
\$750,000 - \$999,999	109	0	1
\$1,000,000 and Over	96	0	0
<b>Totals</b>	<b>6166</b>	<b>121</b>	<b>312</b>
<b>Average Price (In \$ 1,000s)</b>	<b>223</b>	<b>67</b>	<b>157</b>
<b>Median Price (In \$ 1,000s)</b>	<b>156</b>	<b>35</b>	<b>142</b>

# Inventory Totals

Pending: 1,900

Average LP: \$154,625

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1825	284253	155,755
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	62	8755	141,204
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	13	781	60,038
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: 6,599

Average LP: \$216,588

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6166	1371879	222,491
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	312	49105	157,387
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	121	8100	66,942
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