

Sales Summary

|                     | October Total Sales |           |          | YTD Total MLS Sales |           |          |
|---------------------|---------------------|-----------|----------|---------------------|-----------|----------|
|                     | 2013                | 2012      | % change | 2013                | 2012      | % change |
| Units               | 1,097               | 1,058     | 3.7%     | 11,433              | 10,490    | 9.0%     |
| Average Sales Price | \$160,000           | \$145,000 | 10.3%    | \$159,000           | \$150,000 | 6.0%     |
| Median Sales Price  | \$127,000           | \$118,000 | 7.6%     | \$128,000           | \$116,000 | 10.3%    |

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   | 30            | 47         | 10         | 2        | 5         | 94                | 846             |
| \$ 20,000 - 29,999   | 5             | 34         | 3          | 2        | 2         | 46                | 527             |
| \$ 30,000 - 39,999   | 6             | 27         | 6          | 0        | 0         | 39                | 508             |
| \$ 40,000 - 49,999   | 9             | 24         | 3          | 0        | 1         | 37                | 441             |
| \$ 50,000 - 59,999   | 1             | 33         | 5          | 0        | 0         | 39                | 387             |
| \$ 60,000 - 69,999   | 4             | 30         | 3          | 0        | 4         | 41                | 456             |
| \$ 70,000 - 79,999   | 4             | 30         | 5          | 0        | 1         | 40                | 429             |
| \$ 80,000 - 89,999   | 8             | 35         | 5          | 0        | 1         | 49                | 485             |
| \$ 90,000 - 99,999   | 1             | 28         | 4          | 0        | 1         | 34                | 435             |
| \$100,000 - 119,999  | 4             | 61         | 17         | 0        | 5         | 87                | 835             |
| \$120,000 - 139,999  | 7             | 65         | 22         | 1        | 4         | 99                | 907             |
| \$140,000 - 159,999  | 3             | 44         | 32         | 1        | 4         | 84                | 755             |
| \$160,000 - 179,999  | 0             | 29         | 32         | 0        | 4         | 65                | 723             |
| \$180,000 - 199,999  | 0             | 17         | 25         | 1        | 3         | 46                | 547             |
| \$200,000 - 249,999  | 1             | 34         | 57         | 0        | 3         | 95                | 1,071           |
| \$250,000 - 299,999  | 1             | 12         | 60         | 0        | 3         | 76                | 748             |
| \$300,000 - 399,999  | 0             | 12         | 46         | 0        | 2         | 60                | 732             |
| \$400,000 - 499,999  | 0             | 2          | 28         | 0        | 0         | 30                | 306             |
| \$500,000 - 749,999  | 0             | 3          | 24         | 0        | 0         | 27                | 211             |
| \$750,000 - 999,999  | 0             | 1          | 4          | 0        | 0         | 5                 | 50              |
| \$1,000,000 and over | 0             | 0          | 4          | 0        | 0         | 4                 | 34              |
| <b>Total Types</b>   | <b>84</b>     | <b>568</b> | <b>395</b> | <b>7</b> | <b>43</b> | <b>1,097</b>      | <b>11,433</b>   |
| Average Sale Price   | \$57,000      | \$112,000  | \$256,000  | \$75,000 | \$133,000 | \$160,000         | \$159,000       |
| Median Sale Price    | \$44,000      | \$99,000   | \$216,000  | \$21,000 | \$125,000 | \$127,000         | \$128,000       |

| Price Group         | Sales | % of Total |
|---------------------|-------|------------|
| 0 - \$99,999        | 419   | 38.2%      |
| \$100,000 - 199,999 | 381   | 34.7%      |
| \$200,000 - 399,999 | 231   | 21.1%      |
| \$400,000 and above | 66    | 6.0%       |

| Time on Market             | Units        |
|----------------------------|--------------|
| 1 to 30 days               | 372          |
| 31 to 60 days              | 203          |
| 61 to 90 days              | 156          |
| 91 to 120 days             | 104          |
| More than 120 Days         | 197          |
| <b>Average Market Time</b> | <b>79.98</b> |

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 11/15/13

October 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                | 47           | 10                | 2             | 5                  | 94                 |
| \$20,000 - \$29,999                   | 5                 | 34           | 3                 | 2             | 2                  | 46                 |
| \$30,000 - \$39,999                   | 6                 | 27           | 6                 | 0             | 0                  | 39                 |
| \$40,000 - \$49,999                   | 9                 | 24           | 3                 | 0             | 1                  | 37                 |
| \$50,000 - \$59,999                   | 1                 | 33           | 5                 | 0             | 0                  | 39                 |
| \$60,000 - \$69,999                   | 4                 | 30           | 3                 | 0             | 4                  | 41                 |
| \$70,000 - \$79,999                   | 4                 | 30           | 5                 | 0             | 1                  | 40                 |
| \$80,000 - \$89,999                   | 8                 | 35           | 5                 | 0             | 1                  | 49                 |
| \$90,000 - \$99,999                   | 1                 | 28           | 4                 | 0             | 1                  | 34                 |
| \$100,000 - \$119,999                 | 4                 | 61           | 17                | 0             | 5                  | 87                 |
| \$120,000 - \$139,999                 | 7                 | 65           | 22                | 1             | 4                  | 99                 |
| \$140,000 - \$159,999                 | 3                 | 44           | 32                | 1             | 4                  | 84                 |
| \$160,000 - \$179,999                 | 0                 | 29           | 32                | 0             | 4                  | 65                 |
| \$180,000 - \$199,999                 | 0                 | 17           | 25                | 1             | 3                  | 46                 |
| \$200,000 - \$249,999                 | 1                 | 34           | 57                | 0             | 3                  | 95                 |
| \$250,000 - \$299,999                 | 1                 | 12           | 60                | 0             | 3                  | 76                 |
| \$300,000 - \$399,999                 | 0                 | 12           | 46                | 0             | 2                  | 60                 |
| \$400,000 - \$499,999                 | 0                 | 2            | 28                | 0             | 0                  | 30                 |
| \$500,000 - \$749,999                 | 0                 | 3            | 24                | 0             | 0                  | 27                 |
| \$750,000 - \$999,999                 | 0                 | 1            | 4                 | 0             | 0                  | 5                  |
| \$1,000,000 and Over                  | 0                 | 0            | 4                 | 0             | 0                  | 4                  |
| <b>Totals</b>                         | <b>84</b>         | <b>568</b>   | <b>395</b>        | <b>7</b>      | <b>43</b>          | <b>1097</b>        |
| <b>Avg. List Price (In \$1000s)</b>   | <b>61</b>         | <b>116</b>   | <b>266</b>        | <b>79</b>     | <b>142</b>         | <b>167</b>         |
| <b>Median List Price (In \$1000s)</b> | <b>48</b>         | <b>104</b>   | <b>225</b>        | <b>30</b>     | <b>140</b>         | <b>134</b>         |
| <b>Avg Sale Price (In \$ 1000s)</b>   | <b>57</b>         | <b>112</b>   | <b>256</b>        | <b>75</b>     | <b>133</b>         | <b>160</b>         |
| <b>Median Sale Price (In \$1000s)</b> | <b>44</b>         | <b>99</b>    | <b>216</b>        | <b>21</b>     | <b>125</b>         | <b>127</b>         |

| <u>Time on Market</u>      | <u># Units</u> |
|----------------------------|----------------|
| 1 - 30 Days                | 372            |
| 31 - 60 Days               | 203            |
| 61 - 90 Days               | 156            |
| 91 - 120 Days              | 104            |
| More Than 120 Days         | 197            |
| <b>Total Units Sold</b>    | <b>1032</b>    |
| <b>Average Market Time</b> | <b>79.98</b>   |

| <u>Types of Financing</u> | <u># Units</u> |
|---------------------------|----------------|
| FHA                       | 191            |
| VA                        | 52             |
| Conventional              | 387            |
| Cash                      | 430            |
| Owner Financed            | 2              |
| Other                     | 34             |

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 11/15/13

January 1 - October 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                     | 257               | 451          | 77                | 31            | 30                 | 846                |
| \$20,000 - \$29,999                   | 81                | 353          | 60                | 17            | 16                 | 527                |
| \$30,000 - \$39,999                   | 74                | 336          | 59                | 12            | 27                 | 508                |
| \$40,000 - \$49,999                   | 63                | 288          | 66                | 5             | 19                 | 441                |
| \$50,000 - \$59,999                   | 46                | 264          | 60                | 6             | 11                 | 387                |
| \$60,000 - \$69,999                   | 53                | 314          | 58                | 2             | 29                 | 456                |
| \$70,000 - \$79,999                   | 28                | 319          | 61                | 4             | 17                 | 429                |
| \$80,000 - \$89,999                   | 33                | 360          | 63                | 4             | 25                 | 485                |
| \$90,000 - \$99,999                   | 16                | 318          | 80                | 0             | 21                 | 435                |
| \$100,000 - \$119,999                 | 51                | 597          | 147               | 10            | 30                 | 835                |
| \$120,000 - \$139,999                 | 51                | 608          | 207               | 3             | 38                 | 907                |
| \$140,000 - \$159,999                 | 27                | 402          | 284               | 8             | 34                 | 755                |
| \$160,000 - \$179,999                 | 25                | 316          | 343               | 1             | 38                 | 723                |
| \$180,000 - \$199,999                 | 18                | 217          | 293               | 1             | 18                 | 547                |
| \$200,000 - \$249,999                 | 17                | 309          | 697               | 2             | 46                 | 1071               |
| \$250,000 - \$299,999                 | 7                 | 159          | 552               | 2             | 28                 | 748                |
| \$300,000 - \$399,999                 | 1                 | 119          | 592               | 0             | 20                 | 732                |
| \$400,000 - \$499,999                 | 1                 | 34           | 268               | 0             | 3                  | 306                |
| \$500,000 - \$749,999                 | 1                 | 18           | 192               | 0             | 0                  | 211                |
| \$750,000 - \$999,999                 | 0                 | 2            | 48                | 0             | 0                  | 50                 |
| \$1,000,000 and Over                  | 0                 | 2            | 32                | 0             | 0                  | 34                 |
| <b>Totals</b>                         | <b>850</b>        | <b>5786</b>  | <b>4239</b>       | <b>108</b>    | <b>450</b>         | <b>11433</b>       |
| <b>Avg. List Price (In \$1000s)</b>   | <b>67</b>         | <b>114</b>   | <b>260</b>        | <b>66</b>     | <b>140</b>         | <b>165</b>         |
| <b>Median List Price (In \$1000s)</b> | <b>46</b>         | <b>100</b>   | <b>225</b>        | <b>40</b>     | <b>127</b>         | <b>132</b>         |
| <b>Avg Sale Price (In \$ 1000s)</b>   | <b>62</b>         | <b>110</b>   | <b>250</b>        | <b>60</b>     | <b>132</b>         | <b>159</b>         |
| <b>Median Sale Price (In \$1000s)</b> | <b>41</b>         | <b>96</b>    | <b>219</b>        | <b>35</b>     | <b>120</b>         | <b>128</b>         |

| <u>Time on Market</u>      | <u># Units</u> |
|----------------------------|----------------|
| 1 - 30 Days                | 4036           |
| 31 - 60 Days               | 2070           |
| 61 - 90 Days               | 1300           |
| 91 - 120 Days              | 907            |
| More Than 120 Days         | 2568           |
| <b>Total Units Sold</b>    | <b>10881</b>   |
| <b>Average Market Time</b> | <b>92.04</b>   |

| <u>Types of Financing</u> | <u># Units</u> |
|---------------------------|----------------|
| <b>FHA</b>                | <b>2102</b>    |
| <b>VA</b>                 | <b>538</b>     |
| <b>Conventional</b>       | <b>3872</b>    |
| <b>Cash</b>               | <b>4399</b>    |
| <b>Owner Financed</b>     | <b>34</b>      |
| <b>Other</b>              | <b>485</b>     |

# Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 11/15/13

## Current Active Listings

| <u>Price Class/Type</u>             | <u>Single Family</u> | <u>Duplex</u> | <u>Condo/Co-Op</u> |
|-------------------------------------|----------------------|---------------|--------------------|
| \$19,999 or Under                   | 274                  | 36            | 11                 |
| \$20,000 - \$29,999                 | 199                  | 25            | 6                  |
| \$30,000 - \$39,999                 | 194                  | 16            | 4                  |
| \$40,000 - \$49,999                 | 222                  | 10            | 6                  |
| \$50,000 - \$59,999                 | 225                  | 10            | 5                  |
| \$60,000 - \$69,999                 | 214                  | 5             | 7                  |
| \$70,000 - \$79,999                 | 245                  | 1             | 15                 |
| \$80,000 - \$89,999                 | 245                  | 1             | 8                  |
| \$90,000 - \$99,999                 | 217                  | 1             | 11                 |
| \$100,000 - \$119,999               | 334                  | 4             | 34                 |
| \$120,000 - \$139,999               | 476                  | 5             | 22                 |
| \$140,000 - \$159,999               | 372                  | 5             | 27                 |
| \$160,000 - \$179,999               | 387                  | 2             | 26                 |
| \$180,000 - \$199,999               | 323                  | 2             | 25                 |
| \$200,000 - \$249,999               | 575                  | 3             | 37                 |
| \$250,000 - \$299,999               | 409                  | 3             | 26                 |
| \$300,000 - \$399,999               | 481                  | 0             | 14                 |
| \$400,000 - \$499,999               | 244                  | 0             | 6                  |
| \$500,000 - \$749,999               | 246                  | 0             | 3                  |
| \$750,000 - \$999,999               | 108                  | 0             | 1                  |
| \$1,000,000 and Over                | 93                   | 0             | 0                  |
| <b>Totals</b>                       | <b>6083</b>          | <b>129</b>    | <b>294</b>         |
| <b>Average Price (In \$ 1,000s)</b> | <b>219</b>           | <b>58</b>     | <b>171</b>         |
| <b>Median Price (In \$ 1,000s)</b>  | <b>150</b>           | <b>31</b>     | <b>155</b>         |

# Inventory Totals

Pending: 1,445

Average LP: \$152,695

## RES

| <u>Status</u> | <u>Tot Prop</u> | <u>Tot Value (1000's)</u> | <u>Avg Value</u> |
|---------------|-----------------|---------------------------|------------------|
| ACT           | 0               | 0                         | 0                |
| PEND          | 1375            | 212594                    | 154,613          |
| 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          | 64              | 7993                      | 124,892          |
| 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          | 6               | 234                       | 38,950           |
| 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: 6,504

Average LP: \$213,465

## RES

| <u>Status</u> | <u>Tot Prop</u> | <u>Tot Value (1000's)</u> | <u>Avg Value</u> |
|---------------|-----------------|---------------------------|------------------|
| ACT           | 6081            | 1330692                   | 218,828          |
| 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           | 294             | 50168                     | 170,641          |
| 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           | 129             | 7487                      | 58,040           |
| 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                |