

Sales Summary

	September Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	1,050	954	10.1%	10,263	9,342	9.9%
Average Sales Price	\$170,000	\$154,000	10.4%	\$163,000	\$151,000	7.9%
Median Sales Price	\$130,000	\$125,000	4.0%	\$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	20	43	2	2	1	68	746
\$ 20,000 - 29,999	6	30	9	4	0	49	479
\$ 30,000 - 39,999	8	26	4	2	5	45	464
\$ 40,000 - 49,999	6	23	7	1	3	40	401
\$ 50,000 - 59,999	11	23	6	0	1	41	347
\$ 60,000 - 69,999	4	23	7	0	4	38	411
\$ 70,000 - 79,999	3	36	7	0	3	49	386
\$ 80,000 - 89,999	2	31	7	1	2	43	433
\$ 90,000 - 99,999	1	31	6	0	2	40	399
\$100,000 - 119,999	6	46	12	0	3	67	743
\$120,000 - 139,999	3	59	15	0	2	79	797
\$140,000 - 159,999	1	51	25	1	5	83	662
\$160,000 - 179,999	1	32	36	0	7	76	658
\$180,000 - 199,999	2	19	38	0	1	60	495
\$200,000 - 249,999	3	27	61	0	4	95	971
\$250,000 - 299,999	0	19	54	0	0	73	669
\$300,000 - 399,999	0	13	46	0	1	60	669
\$400,000 - 499,999	0	4	20	0	0	24	275
\$500,000 - 749,999	1	1	13	0	0	15	181
\$750,000 - 999,999	0	0	4	0	0	4	45
\$1,000,000 and over	0	0	1	0	0	1	32
Total Types	78	537	380	11	44	1,050	10,263
Average Sale Price	\$66,000	\$114,000	\$280,000	\$40,000	\$116,000	\$170,000	\$163,000
Median Sale Price	\$49,000	\$100,000	\$206,000	\$23,000	\$107,000	\$130,000	\$128,000

Price Group	Sales	% of Total
0 - \$99,999	413	39.3%
\$100,000 - 199,999	365	34.8%
\$200,000 - 399,999	228	21.7%
\$400,000 and above	44	4.2%

Time on Market	Units
1 to 30 days	363
31 to 60 days	215
61 to 90 days	125
91 to 120 days	85
More than 120 Days	215
Average Market Time	86.67

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 10/15/13

September 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	20	43	2	2	1	68
\$20,000 - \$29,999	6	30	9	4	0	49
\$30,000 - \$39,999	8	26	4	2	5	45
\$40,000 - \$49,999	6	23	7	1	3	40
\$50,000 - \$59,999	11	23	6	0	1	41
\$60,000 - \$69,999	4	23	7	0	4	38
\$70,000 - \$79,999	3	36	7	0	3	49
\$80,000 - \$89,999	2	31	7	1	2	43
\$90,000 - \$99,999	1	31	6	0	2	40
\$100,000 - \$119,999	6	46	12	0	3	67
\$120,000 - \$139,999	3	59	15	0	2	79
\$140,000 - \$159,999	1	51	25	1	5	83
\$160,000 - \$179,999	1	32	36	0	7	76
\$180,000 - \$199,999	2	19	38	0	1	60
\$200,000 - \$249,999	3	27	61	0	4	95
\$250,000 - \$299,999	0	19	54	0	0	73
\$300,000 - \$399,999	0	13	46	0	1	60
\$400,000 - \$499,999	0	4	20	0	0	24
\$500,000 - \$749,999	1	1	13	0	0	15
\$750,000 - \$999,999	0	0	4	0	0	4
\$1,000,000 and Over	0	0	1	0	0	1
Totals	78	537	380	11	44	1050
Avg. List Price (In \$1000s)	75	119	241	43	123	159
Median List Price (In \$1000s)	54	105	209	25	111	135
Avg Sale Price (In \$ 1000s)	66	114	280	40	116	170
Median Sale Price (In \$1000s)	49	100	206	23	107	130

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	363
31 - 60 Days	215
61 - 90 Days	125
91 - 120 Days	85
More Than 120 Days	215
Total Units Sold	1003
Average Market Time	86.67

<u>Types of Financing</u>	<u># Units</u>
FHA	186
VA	42
Conventional	363
Cash	412
Owner Financed	2
Other	45

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 10/15/13

January 1 - September 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	223	401	68	29	25	746
\$20,000 - \$29,999	76	317	57	15	14	479
\$30,000 - \$39,999	66	306	53	12	27	464
\$40,000 - \$49,999	54	262	62	5	18	401
\$50,000 - \$59,999	45	230	55	6	11	347
\$60,000 - \$69,999	49	281	54	2	25	411
\$70,000 - \$79,999	24	286	56	4	16	386
\$80,000 - \$89,999	25	323	57	4	24	433
\$90,000 - \$99,999	15	289	76	0	19	399
\$100,000 - \$119,999	47	531	130	10	25	743
\$120,000 - \$139,999	44	536	182	2	33	797
\$140,000 - \$159,999	23	351	251	7	30	662
\$160,000 - \$179,999	25	287	311	1	34	658
\$180,000 - \$199,999	18	198	264	0	15	495
\$200,000 - \$249,999	16	274	636	2	43	971
\$250,000 - \$299,999	6	145	491	2	25	669
\$300,000 - \$399,999	1	106	544	0	18	669
\$400,000 - \$499,999	1	32	239	0	3	275
\$500,000 - \$749,999	1	15	165	0	0	181
\$750,000 - \$999,999	0	1	44	0	0	45
\$1,000,000 and Over	0	2	30	0	0	32
Totals	759	5173	3825	101	405	10263
Avg. List Price (In \$1000s)	68	114	259	65	140	165
Median List Price (In \$1000s)	48	100	225	40	125	132
Avg Sale Price (In \$ 1000s)	63	110	261	59	132	163
Median Sale Price (In \$1000s)	42	96	220	35	117	128

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	3642
31 - 60 Days	1852
61 - 90 Days	1138
91 - 120 Days	800
More Than 120 Days	2346
Total Units Sold	9778
Average Market Time	92.66

<u>Types of Financing</u>	<u># Units</u>
FHA	1897
VA	485
Conventional	3462
Cash	3936
Owner Financed	32
Other	449

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 10/15/13

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	276	39	18
\$20,000 - \$29,999	200	28	6
\$30,000 - \$39,999	195	18	3
\$40,000 - \$49,999	220	9	6
\$50,000 - \$59,999	215	10	6
\$60,000 - \$69,999	227	5	9
\$70,000 - \$79,999	244	0	14
\$80,000 - \$89,999	220	0	9
\$90,000 - \$99,999	222	2	13
\$100,000 - \$119,999	357	4	31
\$120,000 - \$139,999	460	4	18
\$140,000 - \$159,999	393	6	31
\$160,000 - \$179,999	394	2	23
\$180,000 - \$199,999	332	3	24
\$200,000 - \$249,999	593	1	40
\$250,000 - \$299,999	417	4	24
\$300,000 - \$399,999	494	1	12
\$400,000 - \$499,999	265	0	8
\$500,000 - \$749,999	246	0	2
\$750,000 - \$999,999	111	0	1
\$1,000,000 and Over	101	0	0
Totals	6182	136	298
Average Price (In \$ 1,000s)	222	58	166
Median Price (In \$ 1,000s)	155	31	152

Inventory Totals

Pending: 1,532

Average LP: \$153,201

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1467	225792	153,914
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	59	8267	140,122
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	645	107,567
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: 6,615

Average LP: \$215,947

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6181	1371179	221,838
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	298	49404	165,787
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	136	7895	58,055
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