

**Sales Summary**

	December Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	921	901	2.2%	13,342	12,431	7.3%
Average Sales Price	\$159,000	\$144,000	10.4%	\$158,000	\$146,000	8.2%
Median Sales Price	\$125,000	\$117,000	6.8%	\$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	19	31	8	2	6	66	997
\$ 20,000 - 29,999	8	19	5	1	0	33	615
\$ 30,000 - 39,999	12	24	5	0	1	42	593
\$ 40,000 - 49,999	2	31	7	0	0	40	530
\$ 50,000 - 59,999	5	20	7	0	0	32	452
\$ 60,000 - 69,999	4	16	8	1	0	29	530
\$ 70,000 - 79,999	1	25	6	0	4	36	502
\$ 80,000 - 89,999	2	33	6	0	3	44	562
\$ 90,000 - 99,999	1	20	7	0	2	30	506
\$100,000 - 119,999	1	68	13	1	5	88	1005
\$120,000 - 139,999	4	48	16	0	5	73	1055
\$140,000 - 159,999	3	48	19	0	1	71	901
\$160,000 - 179,999	4	21	27	0	3	55	830
\$180,000 - 199,999	2	14	13	0	3	32	627
\$200,000 - 249,999	2	25	50	1	5	83	1,235
\$250,000 - 299,999	1	7	48	0	4	60	859
\$300,000 - 399,999	1	5	49	0	2	57	838
\$400,000 - 499,999	1	1	23	0	0	25	358
\$500,000 - 749,999	1	3	15	0	0	19	250
\$750,000 - 999,999	0	1	2	0	0	3	57
\$1,000,000 and over	0	0	3	0	0	3	40
Total Types	74	460	337	6	44	921	13,342
Average Sale Price	\$81,000	\$111,000	\$246,000	\$74,000	\$139,000	\$159,000	\$158,000
Median Sale Price	\$38,000	\$105,000	\$220,000	\$45,000	\$120,000	\$125,000	\$127,000

Price Group	Sales	% of Total
0 - \$99,999	352	38.2%
\$100,000 - 199,999	319	34.6%
\$200,000 - 399,999	200	21.7%
\$400,000 and above	50	5.4%

Time on Market	Units
1 to 30 days	294
31 to 60 days	158
61 to 90 days	103
91 to 120 days	95
More than 120 Days	223
Average Market Time	97.13

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 01/15/14

December 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	19	31	8	2	6	66
\$20,000 - \$29,999	8	19	5	1	0	33
\$30,000 - \$39,999	12	24	5	0	1	42
\$40,000 - \$49,999	2	31	7	0	0	40
\$50,000 - \$59,999	5	20	7	0	0	32
\$60,000 - \$69,999	4	16	8	1	0	29
\$70,000 - \$79,999	1	25	6	0	4	36
\$80,000 - \$89,999	2	33	6	0	3	44
\$90,000 - \$99,999	1	20	7	0	2	30
\$100,000 - \$119,999	1	68	13	1	5	88
\$120,000 - \$139,999	4	48	16	0	5	73
\$140,000 - \$159,999	3	48	19	0	1	71
\$160,000 - \$179,999	4	21	27	0	3	55
\$180,000 - \$199,999	2	14	13	0	3	32
\$200,000 - \$249,999	2	25	50	1	5	83
\$250,000 - \$299,999	1	7	48	0	4	60
\$300,000 - \$399,999	1	5	49	0	2	57
\$400,000 - \$499,999	1	1	23	0	0	25
\$500,000 - \$749,999	1	3	15	0	0	19
\$750,000 - \$999,999	0	1	2	0	0	3
\$1,000,000 and Over	0	0	3	0	0	3
<b>Totals</b>	<b>74</b>	<b>460</b>	<b>337</b>	<b>6</b>	<b>44</b>	<b>921</b>
<b>Avg. List Price (In \$1000s)</b>	<b>86</b>	<b>116</b>	<b>256</b>	<b>86</b>	<b>146</b>	<b>166</b>
<b>Median List Price (In \$1000s)</b>	<b>43</b>	<b>109</b>	<b>225</b>	<b>48</b>	<b>126</b>	<b>130</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>81</b>	<b>111</b>	<b>246</b>	<b>74</b>	<b>139</b>	<b>159</b>
<b>Median Sale Price (In \$1000s)</b>	<b>38</b>	<b>105</b>	<b>220</b>	<b>45</b>	<b>120</b>	<b>125</b>

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	294	FHA	155
31 - 60 Days	158	VA	34
61 - 90 Days	103	Conventional	322
91 - 120 Days	95	Cash	366
More Than 120 Days	223	Owner Financed	3
Total Units Sold	873	Other	40
Average Market Time	97.13		

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 01/15/14

January 1 - December 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	298	526	88	39	46	997
\$20,000 - \$29,999	95	410	72	19	19	615
\$30,000 - \$39,999	96	385	69	14	29	593
\$40,000 - \$49,999	68	360	77	5	20	530
\$50,000 - \$59,999	52	306	74	6	14	452
\$60,000 - \$69,999	63	360	72	3	32	530
\$70,000 - \$79,999	32	371	73	4	22	502
\$80,000 - \$89,999	36	416	78	4	28	562
\$90,000 - \$99,999	19	368	93	0	26	506
\$100,000 - \$119,999	55	723	174	12	41	1005
\$120,000 - \$139,999	58	710	239	3	45	1055
\$140,000 - \$159,999	33	487	335	9	37	901
\$160,000 - \$179,999	31	364	391	1	43	830
\$180,000 - \$199,999	21	255	329	1	21	627
\$200,000 - \$249,999	19	356	800	3	57	1235
\$250,000 - \$299,999	9	172	642	3	33	859
\$300,000 - \$399,999	4	121	690	0	23	838
\$400,000 - \$499,999	2	38	315	0	3	358
\$500,000 - \$749,999	2	21	227	0	0	250
\$750,000 - \$999,999	0	3	54	0	0	57
\$1,000,000 and Over	0	2	38	0	0	40
<b>Totals</b>	<b>993</b>	<b>6754</b>	<b>4930</b>	<b>126</b>	<b>539</b>	<b>13342</b>
<b>Avg. List Price (In \$1000s)</b>	<b>69</b>	<b>114</b>	<b>260</b>	<b>66</b>	<b>138</b>	<b>165</b>
<b>Median List Price (In \$1000s)</b>	<b>46</b>	<b>100</b>	<b>225</b>	<b>35</b>	<b>125</b>	<b>130</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>64</b>	<b>109</b>	<b>250</b>	<b>60</b>	<b>130</b>	<b>158</b>
<b>Median Sale Price (In \$1000s)</b>	<b>40</b>	<b>97</b>	<b>219</b>	<b>33</b>	<b>114</b>	<b>127</b>

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	4660	FHA	2418
31 - 60 Days	2406	VA	596
61 - 90 Days	1538	Conventional	4526
91 - 120 Days	1083	Cash	5181
More Than 120 Days	2999	Owner Financed	42
Total Units Sold	12686	Other	573
Average Market Time	92.20		

# Residential Home Listings Report

**NATIONAL ASSOCIATION OF REALTORS**  
Real Estate Trend Indicator

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

**Date: 01/15/14**

## Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	281	37	9
\$20,000 - \$29,999	187	20	5
\$30,000 - \$39,999	193	18	3
\$40,000 - \$49,999	201	10	6
\$50,000 - \$59,999	203	9	4
\$60,000 - \$69,999	195	4	6
\$70,000 - \$79,999	238	1	14
\$80,000 - \$89,999	223	4	6
\$90,000 - \$99,999	204	2	9
\$100,000 - \$119,999	308	4	36
\$120,000 - \$139,999	376	6	21
\$140,000 - \$159,999	318	6	23
\$160,000 - \$179,999	316	0	30
\$180,000 - \$199,999	276	1	22
\$200,000 - \$249,999	534	3	36
\$250,000 - \$299,999	371	3	25
\$300,000 - \$399,999	420	1	12
\$400,000 - \$499,999	230	0	5
\$500,000 - \$749,999	201	0	3
\$750,000 - \$999,999	93	0	1
\$1,000,000 and Over	77	0	0
<b>Totals</b>	<b>5445</b>	<b>129</b>	<b>276</b>
<b>Average Price (In \$ 1,000s)</b>	<b>213</b>	<b>60</b>	<b>173</b>
<b>Median Price (In \$ 1,000s)</b>	<b>149</b>	<b>33</b>	<b>159</b>

## Inventory Totals

Pending: 1,297

Average LP: \$149,346

### RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1253	188332	150,305
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	35	5180	148,014
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	9	429	47,644
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: 5,849

Average LP: \$207,738

### RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	5444	1159733	213,030
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	276	47611	172,504
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	7715	59,806
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