

Sales Summary

	February Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	805	819	-1.7%	1,587	1,520	4.4%
Average Sales Price	\$189,000	\$131,000	44.3%	\$166,000	\$124,000	33.9%
Median Sales Price	\$108,000	\$101,000	6.9%	\$107,000	\$95,000	12.6%

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	21	40	8	2	2	73	152
\$ 20,000 - 29,999	3	32	4	1	1	41	103
\$ 30,000 - 39,999	6	31	11	0	1	49	83
\$ 40,000 - 49,999	7	28	9	1	1	46	83
\$ 50,000 - 59,999	8	18	5	1	2	34	67
\$ 60,000 - 69,999	4	26	3	0	1	34	72
\$ 70,000 - 79,999	1	22	6	0	2	31	66
\$ 80,000 - 89,999	1	26	7	0	0	34	68
\$ 90,000 - 99,999	0	26	6	0	1	33	54
\$100,000 - 119,999	4	38	13	0	2	57	112
\$120,000 - 139,999	3	41	11	0	5	60	113
\$140,000 - 159,999	3	20	15	1	3	42	88
\$160,000 - 179,999	2	22	26	0	3	53	87
\$180,000 - 199,999	1	14	18	0	2	35	67
\$200,000 - 249,999	1	12	45	0	9	67	126
\$250,000 - 299,999	0	9	31	0	4	44	102
\$300,000 - 399,999	0	5	34	0	1	40	76
\$400,000 - 499,999	1	4	11	0	0	16	34
\$500,000 - 749,999	0	1	10	0	0	11	22
\$750,000 - 999,999	0	0	3	0	0	3	6
\$1,000,000 and over	0	0	2	0	0	2	6
Total Types	66	415	278	6	40	805	1,587
Average Sale Price	\$64,000	\$98,000	\$363,000	\$51,000	\$153,000	\$189,000	\$166,000
Median Sale Price	\$47,000	\$82,000	\$194,000	\$37,000	\$152,000	\$108,000	\$107,000

Price Group	Sales	% of Total
0 - \$99,999	375	46.6%
\$100,000 - 199,999	247	30.7%
\$200,000 - 399,999	151	18.8%
\$400,000 and above	32	4.0%

Time on Market	Units
1 to 30 days	242
31 to 60 days	126
61 to 90 days	95
91 to 120 days	68
More than 120 Days	243
Average Market Time	108.15

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 03/15/13

February 1 - 28, 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	21	40	8	2	2	73
\$20,000 - \$29,999	3	32	4	1	1	41
\$30,000 - \$39,999	6	31	11	0	1	49
\$40,000 - \$49,999	7	28	9	1	1	46
\$50,000 - \$59,999	8	18	5	1	2	34
\$60,000 - \$69,999	4	26	3	0	1	34
\$70,000 - \$79,999	1	22	6	0	2	31
\$80,000 - \$89,999	1	26	7	0	0	34
\$90,000 - \$99,999	0	26	6	0	1	33
\$100,000 - \$119,999	4	38	13	0	2	57
\$120,000 - \$139,999	3	41	11	0	5	60
\$140,000 - \$159,999	3	20	15	1	3	42
\$160,000 - \$179,999	2	22	26	0	3	53
\$180,000 - \$199,999	1	14	18	0	2	35
\$200,000 - \$249,999	1	12	45	0	9	67
\$250,000 - \$299,999	0	9	31	0	4	44
\$300,000 - \$399,999	0	5	34	0	1	40
\$400,000 - \$499,999	1	4	11	0	0	16
\$500,000 - \$749,999	0	1	10	0	0	11
\$750,000 - \$999,999	0	0	3	0	0	3
\$1,000,000 and Over	0	0	2	0	0	2
Totals	66	415	278	6	40	805
Avg. List Price (In \$1000s)	68	103	234	53	165	148
Median List Price (In \$1000s)	50	86	201	36	161	115
Avg Sale Price (In \$ 1000s)	64	98	363	51	153	189
Median Sale Price (In \$1000s)	47	82	194	37	152	108

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	242	FHA	144
31 - 60 Days	126	VA	31
61 - 90 Days	95	Conventional	241
91 - 120 Days	68	Cash	348
More Than 120 Days	243	Owner Financed	6
Total Units Sold	774	Other	35
Average Market Time	108.15		

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 03/15/13

January 1 - February 28, 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	44	88	13	2	5	152
\$20,000 - \$29,999	17	73	11	1	1	103
\$30,000 - \$39,999	11	57	14	0	1	83
\$40,000 - \$49,999	11	54	15	2	1	83
\$50,000 - \$59,999	9	42	9	2	5	67
\$60,000 - \$69,999	9	49	9	1	4	72
\$70,000 - \$79,999	5	48	11	0	2	66
\$80,000 - \$89,999	2	54	10	0	2	68
\$90,000 - \$99,999	1	41	10	0	2	54
\$100,000 - \$119,999	9	74	25	0	4	112
\$120,000 - \$139,999	5	73	25	0	10	113
\$140,000 - \$159,999	3	41	37	1	6	88
\$160,000 - \$179,999	3	35	42	1	6	87
\$180,000 - \$199,999	4	24	36	0	3	67
\$200,000 - \$249,999	2	28	82	0	14	126
\$250,000 - \$299,999	1	18	74	0	9	102
\$300,000 - \$399,999	0	9	65	0	2	76
\$400,000 - \$499,999	1	9	24	0	0	34
\$500,000 - \$749,999	0	3	19	0	0	22
\$750,000 - \$999,999	0	0	6	0	0	6
\$1,000,000 and Over	0	0	6	0	0	6
Totals	137	820	543	10	77	1587
Avg. List Price (In \$1000s)	63	101	242	68	162	149
Median List Price (In \$1000s)	40	83	210	55	160	113
Avg Sale Price (In \$ 1000s)	59	96	303	64	153	166
Median Sale Price (In \$1000s)	36	80	208	51	149	107

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	495
31 - 60 Days	272
61 - 90 Days	175
91 - 120 Days	136
More Than 120 Days	439
Total Units Sold	1517
Average Market Time	103.00

<u>Types of Financing</u>	<u># Units</u>
FHA	274
VA	76
Conventional	458
Cash	702
Owner Financed	8
Other	69

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 03/15/13

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	266	17	23
\$20,000 - \$29,999	162	20	11
\$30,000 - \$39,999	187	9	11
\$40,000 - \$49,999	262	9	12
\$50,000 - \$59,999	244	7	9
\$60,000 - \$69,999	213	7	7
\$70,000 - \$79,999	220	5	19
\$80,000 - \$89,999	229	3	12
\$90,000 - \$99,999	227	2	16
\$100,000 - \$119,999	391	2	29
\$120,000 - \$139,999	436	3	26
\$140,000 - \$159,999	385	8	22
\$160,000 - \$179,999	356	1	27
\$180,000 - \$199,999	322	1	25
\$200,000 - \$249,999	531	0	24
\$250,000 - \$299,999	423	2	25
\$300,000 - \$399,999	435	0	22
\$400,000 - \$499,999	228	0	6
\$500,000 - \$749,999	199	0	5
\$750,000 - \$999,999	100	0	0
\$1,000,000 and Over	86	0	0
Totals	5902	96	331
Average Price (In \$ 1,000s)	214	62	156
Median Price (In \$ 1,000s)	148	44	133

Inventory Totals

Total Pending: 1,894

Average LP: \$150,458

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1823	277034	151,966
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	54	7060	130,742
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	17	873	51,341
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: 6,327

Average LP: \$208,399

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	5900	1260967	213,723
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	331	51576	155,817
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	96	5908	61,542
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