

Sales Summary

	December Total Sales			YTD Total MLS Sales		
	2014	2013	% change	2014	2013	% change
Units	729	765	-4.7%	729	765	-4.7%
Average Sales Price	\$147,000	\$144,000	2.1%	\$147,000	\$144,000	2.1%
Median Sales Price	\$115,000	\$107,000	7.5%	\$115,000	\$107,000	7.5%

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	17	27	6	2	4	56	56
\$ 20,000 - 29,999	2	25	2	4	0	33	33
\$ 30,000 - 39,999	8	29	2	0	2	41	41
\$ 40,000 - 49,999	2	17	5	3	1	28	28
\$ 50,000 - 59,999	4	24	5	0	0	33	33
\$ 60,000 - 69,999	5	21	2	0	0	28	28
\$ 70,000 - 79,999	3	19	4	0	2	28	28
\$ 80,000 - 89,999	3	28	5	0	0	36	36
\$ 90,000 - 99,999	1	24	8	0	2	35	35
\$100,000 - 119,999	2	37	12	0	8	59	59
\$120,000 - 139,999	1	34	15	0	3	53	53
\$140,000 - 159,999	0	26	24	0	2	52	52
\$160,000 - 179,999	1	22	21	0	4	48	48
\$180,000 - 199,999	0	15	19	0	3	37	37
\$200,000 - 249,999	1	21	37	0	3	62	62
\$250,000 - 299,999	0	5	23	0	1	29	29
\$300,000 - 399,999	1	6	29	1	0	37	37
\$400,000 - 499,999	0	1	16	0	1	18	18
\$500,000 - 749,999	0	0	10	0	0	10	10
\$750,000 - 999,999	0	0	4	0	0	4	4
\$1,000,000 and over	0	0	2	0	0	2	2
Total Types	51	381	251	10	36	729	729
Average Sale Price	\$54,000	\$102,000	\$239,000	\$59,000	\$128,000	\$147,000	\$147,000
Median Sale Price	\$37,000	\$90,000	\$195,000	\$27,000	\$117,000	\$115,000	\$115,000

Price Group	Sales	% of Total
0 - \$99,999	318	43.6%
\$100,000 - 199,999	249	34.2%
\$200,000 - 399,999	128	17.6%
\$400,000 and above	34	4.7%

Time on Market	Units
1 to 30 days	208
31 to 60 days	122
61 to 90 days	93
91 to 120 days	49
More than 120 Days	202
Average Market Time	92.79

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 02/18/14

January 1 - 31, 2014

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	17	27	6	2	4	56
\$20,000 - \$29,999	2	25	2	4	0	33
\$30,000 - \$39,999	8	29	2	0	2	41
\$40,000 - \$49,999	2	17	5	3	1	28
\$50,000 - \$59,999	4	24	5	0	0	33
\$60,000 - \$69,999	5	21	2	0	0	28
\$70,000 - \$79,999	3	19	4	0	2	28
\$80,000 - \$89,999	3	28	5	0	0	36
\$90,000 - \$99,999	1	24	8	0	2	35
\$100,000 - \$119,999	2	37	12	0	8	59
\$120,000 - \$139,999	1	34	15	0	3	53
\$140,000 - \$159,999	0	26	24	0	2	52
\$160,000 - \$179,999	1	22	21	0	4	48
\$180,000 - \$199,999	0	15	19	0	3	37
\$200,000 - \$249,999	1	21	37	0	3	62
\$250,000 - \$299,999	0	5	23	0	1	29
\$300,000 - \$399,999	1	6	29	1	0	37
\$400,000 - \$499,999	0	1	16	0	1	18
\$500,000 - \$749,999	0	0	10	0	0	10
\$750,000 - \$999,999	0	0	4	0	0	4
\$1,000,000 and Over	0	0	2	0	0	2
Totals	51	381	251	10	36	729
Avg. List Price (In \$1000s)	59	107	252	32	137	154
Median List Price (In \$1000s)	40	94	205	33	130	124
Avg Sale Price (In \$ 1000s)	54	102	239	59	128	147
Median Sale Price (In \$1000s)	37	90	195	27	117	115

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	208
31 - 60 Days	122
61 - 90 Days	93
91 - 120 Days	49
More Than 120 Days	202
Total Units Sold	674
Average Market Time	92.79

<u>Types of Financing</u>	<u># Units</u>
FHA	109
VA	26
Conventional	226
Cash	328
Owner Financed	1
Other	39

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 02/18/14

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	275	32	9
\$20,000 - \$29,999	201	15	9
\$30,000 - \$39,999	199	16	3
\$40,000 - \$49,999	213	7	5
\$50,000 - \$59,999	198	9	3
\$60,000 - \$69,999	185	4	5
\$70,000 - \$79,999	231	1	15
\$80,000 - \$89,999	206	4	8
\$90,000 - \$99,999	202	1	10
\$100,000 - \$119,999	331	2	24
\$120,000 - \$139,999	369	5	28
\$140,000 - \$159,999	302	7	23
\$160,000 - \$179,999	311	1	32
\$180,000 - \$199,999	276	1	20
\$200,000 - \$249,999	538	5	35
\$250,000 - \$299,999	372	1	24
\$300,000 - \$399,999	429	1	10
\$400,000 - \$499,999	235	0	5
\$500,000 - \$749,999	206	0	3
\$750,000 - \$999,999	94	0	0
\$1,000,000 and Over	82	0	0
Totals	5455	112	271
Average Price (In \$ 1,000s)	216	63	166
Median Price (In \$ 1,000s)	149	34	155

Inventory Totals

Pending: 1,535

Average LP: \$150,752

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1486	224691	151,205
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	42	6447	153,508
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	7	316	45,114
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: 5,839

Average LP: \$210,672

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	5456	1177841	215,880
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	271	45078	166,340
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	112	7073	63,154
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