

**Sales Summary**

	June Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	1,225	1,127	8.7%	6,409	5,907	8.5%
Average Sales Price	\$179,000	\$164,000	9.1%	\$162,000	\$145,000	11.7%
Median Sales Price	\$144,000	\$123,000	17.1%	\$125,000	\$113,000	10.6%

**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	26	4	3	2	56	499
\$ 20,000 - 29,999	9	29	5	1	1	45	312
\$ 30,000 - 39,999	6	30	4	3	1	44	300
\$ 40,000 - 49,999	5	23	7	0	1	36	254
\$ 50,000 - 59,999	6	26	5	1	0	38	227
\$ 60,000 - 69,999	7	27	3	0	3	40	267
\$ 70,000 - 79,999	2	44	7	1	1	55	250
\$ 80,000 - 89,999	0	37	7	1	3	48	286
\$ 90,000 - 99,999	0	38	8	0	4	50	249
\$100,000 - 119,999	6	59	8	0	1	74	463
\$120,000 - 139,999	9	74	25	0	3	111	483
\$140,000 - 159,999	1	57	26	0	2	86	390
\$160,000 - 179,999	5	37	45	0	0	87	406
\$180,000 - 199,999	2	23	29	0	3	57	305
\$200,000 - 249,999	3	37	89	0	8	137	601
\$250,000 - 299,999	0	14	72	0	0	86	394
\$300,000 - 399,999	0	14	76	0	3	93	390
\$400,000 - 499,999	0	5	34	0	0	39	165
\$500,000 - 749,999	0	4	23	0	0	27	108
\$750,000 - 999,999	0	1	7	0	0	8	32
\$1,000,000 and over	0	0	8	0	0	8	28
Total Types	82	605	492	10	36	1,225	6,409
Average Sale Price	\$69,000	\$122,000	\$273,000	\$37,000	\$145,000	\$179,000	\$162,000
Median Sale Price	\$49,000	\$107,000	\$230,000	\$37,000	\$128,000	\$144,000	\$125,000

Price Group	Sales	% of Total
0 - \$99,999	412	33.6%
\$100,000 - 199,999	415	33.9%
\$200,000 - 399,999	316	25.8%
\$400,000 and above	82	6.7%

Time on Market	Units
1 to 30 days	468
31 to 60 days	224
61 to 90 days	147
91 to 120 days	77
More than 120 Days	255
Average Market Time	88.99

*Data compiled from closed transactions reported in MAAR Multiple Listing Service for month indicated as of the 15th of the following month.*

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 07/15/13

June 1 - 30, 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	21	26	4	3	2	56
\$20,000 - \$29,999	9	29	5	1	1	45
\$30,000 - \$39,999	6	30	4	3	1	44
\$40,000 - \$49,999	5	23	7	0	1	36
\$50,000 - \$59,999	6	26	5	1	0	38
\$60,000 - \$69,999	7	27	3	0	3	40
\$70,000 - \$79,999	2	44	7	1	1	55
\$80,000 - \$89,999	0	37	7	1	3	48
\$90,000 - \$99,999	0	38	8	0	4	50
\$100,000 - \$119,999	6	59	8	0	1	74
\$120,000 - \$139,999	9	74	25	0	3	111
\$140,000 - \$159,999	1	57	26	0	2	86
\$160,000 - \$179,999	5	37	45	0	0	87
\$180,000 - \$199,999	2	23	29	0	3	57
\$200,000 - \$249,999	3	37	89	0	8	137
\$250,000 - \$299,999	0	14	72	0	0	86
\$300,000 - \$399,999	0	14	76	0	3	93
\$400,000 - \$499,999	0	5	34	0	0	39
\$500,000 - \$749,999	0	4	23	0	0	27
\$750,000 - \$999,999	0	1	7	0	0	8
\$1,000,000 and Over	0	0	8	0	0	8
<b>Totals</b>	<b>82</b>	<b>605</b>	<b>492</b>	<b>10</b>	<b>36</b>	<b>1225</b>
<b>Avg. List Price (In \$1000s)</b>	<b>72</b>	<b>123</b>	<b>284</b>	<b>45</b>	<b>153</b>	<b>185</b>
<b>Median List Price (In \$1000s)</b>	<b>54</b>	<b>110</b>	<b>240</b>	<b>37</b>	<b>134</b>	<b>149</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>69</b>	<b>122</b>	<b>273</b>	<b>37</b>	<b>145</b>	<b>179</b>
<b>Median Sale Price (In \$1000s)</b>	<b>49</b>	<b>107</b>	<b>230</b>	<b>37</b>	<b>128</b>	<b>144</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	468
31 - 60 Days	224
61 - 90 Days	147
91 - 120 Days	77
More Than 120 Days	255
<b>Total Units Sold</b>	<b>1171</b>
<b>Average Market Time</b>	<b>88.99</b>

<u>Types of Financing</u>	<u># Units</u>
<b>FHA</b>	<b>234</b>
<b>VA</b>	<b>65</b>
<b>Conventional</b>	<b>451</b>
<b>Cash</b>	<b>422</b>
<b>Owner Financed</b>	<b>3</b>
<b>Other</b>	<b>49</b>

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 07/15/13

January 1 - June 30, 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	142	275	48	16	18	499
\$20,000 - \$29,999	54	208	30	9	11	312
\$30,000 - \$39,999	37	211	34	8	10	300
\$40,000 - \$49,999	33	165	45	3	8	254
\$50,000 - \$59,999	28	149	36	6	8	227
\$60,000 - \$69,999	32	184	34	1	16	267
\$70,000 - \$79,999	14	184	39	4	9	250
\$80,000 - \$89,999	18	207	41	2	18	286
\$90,000 - \$99,999	6	186	47	0	10	249
\$100,000 - \$119,999	33	328	82	2	18	463
\$120,000 - \$139,999	28	322	112	1	20	483
\$140,000 - \$159,999	14	209	147	4	16	390
\$160,000 - \$179,999	17	176	189	1	23	406
\$180,000 - \$199,999	9	126	161	0	9	305
\$200,000 - \$249,999	10	174	385	1	31	601
\$250,000 - \$299,999	5	79	290	1	19	394
\$300,000 - \$399,999	1	58	321	0	10	390
\$400,000 - \$499,999	1	20	143	0	1	165
\$500,000 - \$749,999	0	12	96	0	0	108
\$750,000 - \$999,999	0	2	30	0	0	32
\$1,000,000 and Over	0	1	27	0	0	28
<b>Totals</b>	<b>482</b>	<b>3276</b>	<b>2337</b>	<b>59</b>	<b>255</b>	<b>6409</b>
<b>Avg. List Price (In \$1000s)</b>	<b>68</b>	<b>111</b>	<b>261</b>	<b>62</b>	<b>142</b>	<b>163</b>
<b>Median List Price (In \$1000s)</b>	<b>48</b>	<b>97</b>	<b>225</b>	<b>40</b>	<b>126</b>	<b>129</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>64</b>	<b>109</b>	<b>263</b>	<b>55</b>	<b>134</b>	<b>162</b>
<b>Median Sale Price (In \$1000s)</b>	<b>42</b>	<b>93</b>	<b>216</b>	<b>35</b>	<b>125</b>	<b>125</b>

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	2243	FHA	1220
31 - 60 Days	1148	VA	294
61 - 90 Days	677	Conventional	2080
91 - 120 Days	457	Cash	2514
More Than 120 Days	1596	Owner Financed	23
Total Units Sold	6121	Other	276
Average Market Time	96.76		

# Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 07/15/13

## Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	244	23	25
\$20,000 - \$29,999	191	21	10
\$30,000 - \$39,999	186	12	7
\$40,000 - \$49,999	257	14	14
\$50,000 - \$59,999	233	6	3
\$60,000 - \$69,999	235	2	12
\$70,000 - \$79,999	244	5	14
\$80,000 - \$89,999	208	0	12
\$90,000 - \$99,999	240	1	16
\$100,000 - \$119,999	351	3	34
\$120,000 - \$139,999	463	6	27
\$140,000 - \$159,999	402	6	27
\$160,000 - \$179,999	414	2	31
\$180,000 - \$199,999	354	3	23
\$200,000 - \$249,999	571	1	33
\$250,000 - \$299,999	462	5	20
\$300,000 - \$399,999	521	1	12
\$400,000 - \$499,999	284	0	5
\$500,000 - \$749,999	264	0	3
\$750,000 - \$999,999	110	0	1
\$1,000,000 and Over	99	0	0
<b>Totals</b>	<b>6333</b>	<b>111</b>	<b>329</b>
<b>Average Price (In \$ 1,000s)</b>	<b>223</b>	<b>70</b>	<b>150</b>
<b>Median Price (In \$ 1,000s)</b>	<b>156</b>	<b>40</b>	<b>135</b>

## Inventory Totals

Pending: 2,009

Average LP: \$157,657

### RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1929	305577	158,412
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	63	10282	163,209
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	1266	74,459
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: 6,774

Average LP: \$217,352

### RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6334	1414998	223,397
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	329	49390	150,122
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	111	7776	70,058
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