

**Sales Summary**

	March Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	971	986	-1.5%	2,605	2,545	2.4%
Average Sales Price	\$147,000	\$137,000	7.3%	\$144,000	\$129,000	11.6%
Median Sales Price	\$113,000	\$111,000	1.8%	\$109,000	\$100,000	9.0%

**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	24	47	6	0	0	77	240
\$ 20,000 - 29,999	13	38	5	1	4	61	167
\$ 30,000 - 39,999	4	43	5	3	4	59	146
\$ 40,000 - 49,999	2	20	7	0	2	31	114
\$ 50,000 - 59,999	2	25	3	0	1	31	100
\$ 60,000 - 69,999	6	34	8	0	3	51	124
\$ 70,000 - 79,999	4	31	5	0	2	42	110
\$ 80,000 - 89,999	4	35	8	0	4	51	120
\$ 90,000 - 99,999	0	28	12	0	0	40	95
\$100,000 - 119,999	3	48	13	1	3	68	186
\$120,000 - 139,999	5	50	14	0	0	69	186
\$140,000 - 159,999	1	27	19	1	1	49	140
\$160,000 - 179,999	3	26	21	0	4	54	143
\$180,000 - 199,999	1	25	26	0	2	54	121
\$200,000 - 249,999	1	25	49	0	3	78	205
\$250,000 - 299,999	4	9	37	1	3	54	156
\$300,000 - 399,999	0	9	52	0	0	61	141
\$400,000 - 499,999	0	2	19	0	0	21	57
\$500,000 - 749,999	0	0	14	0	0	14	36
\$750,000 - 999,999	0	1	2	0	0	3	9
\$1,000,000 and over	0	0	3	0	0	3	9
Total Types	77	523	328	7	36	971	2,605
Average Sale Price	\$65,000	\$101,000	\$245,000	\$97,000	\$113,000	\$147,000	\$144,000
Median Sale Price	\$30,000	\$85,000	\$211,000	\$34,000	\$83,000	\$113,000	\$109,000

Price Group	Sales	% of Total
0 - \$99,999	443	45.6%
\$100,000 - 199,999	294	30.3%
\$200,000 - 399,999	193	19.9%
\$400,000 and above	41	4.2%

Time on Market	Units
1 to 30 days	333
31 to 60 days	162
61 to 90 days	106
91 to 120 days	73
More than 120 Days	261
Average Market Time	107.09

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 04/15/13

March 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	24	47	6	0	0	77
\$20,000 - \$29,999	13	38	5	1	4	61
\$30,000 - \$39,999	4	43	5	3	4	59
\$40,000 - \$49,999	2	20	7	0	2	31
\$50,000 - \$59,999	2	25	3	0	1	31
\$60,000 - \$69,999	6	34	8	0	3	51
\$70,000 - \$79,999	4	31	5	0	2	42
\$80,000 - \$89,999	4	35	8	0	4	51
\$90,000 - \$99,999	0	28	12	0	0	40
\$100,000 - \$119,999	3	48	13	1	3	68
\$120,000 - \$139,999	5	50	14	0	0	69
\$140,000 - \$159,999	1	27	19	1	1	49
\$160,000 - \$179,999	3	26	21	0	4	54
\$180,000 - \$199,999	1	25	26	0	2	54
\$200,000 - \$249,999	1	25	49	0	3	78
\$250,000 - \$299,999	4	9	37	1	3	54
\$300,000 - \$399,999	0	9	52	0	0	61
\$400,000 - \$499,999	0	2	19	0	0	21
\$500,000 - \$749,999	0	0	14	0	0	14
\$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>77</b>	<b>523</b>	<b>328</b>	<b>7</b>	<b>36</b>	<b>971</b>
<b>Avg. List Price (In \$1000s)</b>	<b>72</b>	<b>105</b>	<b>256</b>	<b>109</b>	<b>119</b>	<b>154</b>
<b>Median List Price (In \$1000s)</b>	<b>40</b>	<b>89</b>	<b>220</b>	<b>35</b>	<b>91</b>	<b>115</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>65</b>	<b>101</b>	<b>245</b>	<b>97</b>	<b>113</b>	<b>147</b>
<b>Median Sale Price (In \$1000s)</b>	<b>30</b>	<b>85</b>	<b>211</b>	<b>34</b>	<b>83</b>	<b>113</b>

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	333	FHA	186
31 - 60 Days	162	VA	39
61 - 90 Days	106	Conventional	294
91 - 120 Days	73	Cash	400
More Than 120 Days	261	Owner Financed	6
Total Units Sold	935	Other	46
Average Market Time	107.09		

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 04/15/13

January 1 - March 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	69	142	21	2	6	240
\$20,000 - \$29,999	31	111	17	3	5	167
\$30,000 - \$39,999	16	103	19	3	5	146
\$40,000 - \$49,999	13	74	22	2	3	114
\$50,000 - \$59,999	11	69	12	2	6	100
\$60,000 - \$69,999	15	84	17	1	7	124
\$70,000 - \$79,999	9	80	16	0	5	110
\$80,000 - \$89,999	6	90	18	0	6	120
\$90,000 - \$99,999	1	70	22	0	2	95
\$100,000 - \$119,999	12	128	38	1	7	186
\$120,000 - \$139,999	10	126	40	0	10	186
\$140,000 - \$159,999	4	71	56	2	7	140
\$160,000 - \$179,999	6	62	64	1	10	143
\$180,000 - \$199,999	5	49	62	0	5	121
\$200,000 - \$249,999	3	53	132	0	17	205
\$250,000 - \$299,999	5	27	111	1	12	156
\$300,000 - \$399,999	0	19	120	0	2	141
\$400,000 - \$499,999	1	11	45	0	0	57
\$500,000 - \$749,999	0	3	33	0	0	36
\$750,000 - \$999,999	0	1	8	0	0	9
\$1,000,000 and Over	0	0	9	0	0	9
<b>Totals</b>	<b>217</b>	<b>1373</b>	<b>882</b>	<b>18</b>	<b>115</b>	<b>2605</b>
<b>Avg. List Price (In \$1000s)</b>	<b>66</b>	<b>102</b>	<b>247</b>	<b>81</b>	<b>147</b>	<b>150</b>
<b>Median List Price (In \$1000s)</b>	<b>40</b>	<b>85</b>	<b>215</b>	<b>51</b>	<b>140</b>	<b>115</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>60</b>	<b>98</b>	<b>238</b>	<b>75</b>	<b>138</b>	<b>144</b>
<b>Median Sale Price (In \$1000s)</b>	<b>35</b>	<b>81</b>	<b>209</b>	<b>47</b>	<b>130</b>	<b>109</b>

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	843	FHA	462
31 - 60 Days	444	VA	117
61 - 90 Days	285	Conventional	761
91 - 120 Days	211	Cash	1135
More Than 120 Days	713	Owner Financed	14
Total Units Sold	2496	Other	116
Average Market Time	104.13		

# Residential Home Listings Report

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

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

**Date: 04/15/13**

## Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	238	16	28
\$20,000 - \$29,999	138	17	8
\$30,000 - \$39,999	167	9	13
\$40,000 - \$49,999	257	11	12
\$50,000 - \$59,999	224	9	6
\$60,000 - \$69,999	213	4	10
\$70,000 - \$79,999	260	4	17
\$80,000 - \$89,999	218	3	12
\$90,000 - \$99,999	238	1	10
\$100,000 - \$119,999	376	1	28
\$120,000 - \$139,999	442	3	25
\$140,000 - \$159,999	410	5	27
\$160,000 - \$179,999	368	1	25
\$180,000 - \$199,999	345	1	26
\$200,000 - \$249,999	576	0	27
\$250,000 - \$299,999	433	3	20
\$300,000 - \$399,999	481	1	20
\$400,000 - \$499,999	234	0	7
\$500,000 - \$749,999	225	0	6
\$750,000 - \$999,999	101	0	0
\$1,000,000 and Over	89	0	0
<b>Totals</b>	<b>6033</b>	<b>89</b>	<b>327</b>
<b>Average Price (In \$ 1,000s)</b>	<b>220</b>	<b>65</b>	<b>157</b>
<b>Median Price (In \$ 1,000s)</b>	<b>154</b>	<b>45</b>	<b>135</b>

## Inventory Totals

Total Pending: 2,109

Average LP: \$153,695

### RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	2007	311258	155,086
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	76	11292	148,584
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	26	1556	59,830
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: 6,447

Average LP: \$214,462

### RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6031	1325756	219,824
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	327	51189	156,543
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	89	5799	65,157
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