

Sales Summary

	May Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	1,251	1,097	14.0%	5,118	4,724	8.3%
Average Sales Price	\$188,000	\$159,000	18.2%	\$158,000	\$139,000	13.7%
Median Sales Price	\$135,000	\$124,000	8.9%	\$118,000	\$110,000	7.3%

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	23	47	7	7	4	88	436
\$ 20,000 - 29,999	1	31	2	1	2	37	262
\$ 30,000 - 39,999	9	40	6	1	3	59	252
\$ 40,000 - 49,999	8	34	8	1	1	52	217
\$ 50,000 - 59,999	6	28	11	3	0	48	189
\$ 60,000 - 69,999	4	32	7	0	3	46	225
\$ 70,000 - 79,999	0	27	9	0	2	38	195
\$ 80,000 - 89,999	6	38	10	0	2	56	237
\$ 90,000 - 99,999	4	40	8	0	2	54	197
\$100,000 - 119,999	8	68	12	0	5	93	377
\$120,000 - 139,999	4	58	15	0	5	82	370
\$140,000 - 159,999	6	37	31	1	3	78	300
\$160,000 - 179,999	3	41	31	0	10	85	316
\$180,000 - 199,999	1	31	32	0	1	65	245
\$200,000 - 249,999	2	46	79	1	3	131	457
\$250,000 - 299,999	0	23	57	0	3	83	305
\$300,000 - 399,999	0	14	72	0	3	89	296
\$400,000 - 499,999	0	2	25	0	1	28	120
\$500,000 - 749,999	0	2	22	0	0	24	78
\$750,000 - 999,999	0	0	8	0	0	8	24
\$1,000,000 and over	0	0	7	0	0	7	20
Total Types	85	639	459	15	53	1,251	5,118
Average Sale Price	\$69,000	\$115,000	\$321,000	\$46,000	\$139,000	\$188,000	\$158,000
Median Sale Price	\$53,000	\$100,000	\$220,000	\$21,000	\$130,000	\$135,000	\$118,000

Price Group	Sales	% of Total
0 - \$99,999	478	38.2%
\$100,000 - 199,999	403	32.2%
\$200,000 - 399,999	303	24.2%
\$400,000 and above	67	5.4%

Time on Market	Units
1 to 30 days	476
31 to 60 days	246
61 to 90 days	129
91 to 120 days	75
More than 120 Days	268
Average Market Time	86.12

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 06/17/13

May 1 - 31, 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	23	47	7	7	4	88
\$20,000 - \$29,999	1	31	2	1	2	37
\$30,000 - \$39,999	9	40	6	1	3	59
\$40,000 - \$49,999	8	34	8	1	1	52
\$50,000 - \$59,999	6	28	11	3	0	48
\$60,000 - \$69,999	4	32	7	0	3	46
\$70,000 - \$79,999	0	27	9	0	2	38
\$80,000 - \$89,999	6	38	10	0	2	56
\$90,000 - \$99,999	4	40	8	0	2	54
\$100,000 - \$119,999	8	68	12	0	5	93
\$120,000 - \$139,999	4	58	15	0	5	82
\$140,000 - \$159,999	6	37	31	1	3	78
\$160,000 - \$179,999	3	41	31	0	10	85
\$180,000 - \$199,999	1	31	32	0	1	65
\$200,000 - \$249,999	2	46	79	1	3	131
\$250,000 - \$299,999	0	23	57	0	3	83
\$300,000 - \$399,999	0	14	72	0	3	89
\$400,000 - \$499,999	0	2	25	0	1	28
\$500,000 - \$749,999	0	2	22	0	0	24
\$750,000 - \$999,999	0	0	8	0	0	8
\$1,000,000 and Over	0	0	7	0	0	7
Totals	85	639	459	15	53	1251
Avg. List Price (In \$1000s)	72	118	274	52	146	173
Median List Price (In \$1000s)	55	105	228	26	140	137
Avg Sale Price (In \$ 1000s)	69	115	321	46	139	188
Median Sale Price (In \$1000s)	53	100	220	21	130	135

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	476	FHA	249
31 - 60 Days	246	VA	54
61 - 90 Days	129	Conventional	458
91 - 120 Days	75	Cash	439
More Than 120 Days	268	Owner Financed	4
Total Units Sold	1194	Other	46
Average Market Time	86.12		

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 06/17/13

January 1 - May 31, 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	120	246	42	13	15	436
\$20,000 - \$29,999	45	175	25	8	9	262
\$30,000 - \$39,999	30	178	30	5	9	252
\$40,000 - \$49,999	28	141	38	3	7	217
\$50,000 - \$59,999	22	123	31	5	8	189
\$60,000 - \$69,999	25	155	31	1	13	225
\$70,000 - \$79,999	12	140	32	3	8	195
\$80,000 - \$89,999	18	169	34	1	15	237
\$90,000 - \$99,999	6	146	39	0	6	197
\$100,000 - \$119,999	26	260	72	2	17	377
\$120,000 - \$139,999	19	247	86	1	17	370
\$140,000 - \$159,999	13	150	119	4	14	300
\$160,000 - \$179,999	12	137	143	1	23	316
\$180,000 - \$199,999	7	103	129	0	6	245
\$200,000 - \$249,999	7	135	291	1	23	457
\$250,000 - \$299,999	5	64	216	1	19	305
\$300,000 - \$399,999	1	44	244	0	7	296
\$400,000 - \$499,999	1	14	104	0	1	120
\$500,000 - \$749,999	0	8	70	0	0	78
\$750,000 - \$999,999	0	1	23	0	0	24
\$1,000,000 and Over	0	1	19	0	0	20
Totals	397	2637	1818	49	217	5118
Avg. List Price (In \$1000s)	67	108	255	66	141	158
Median List Price (In \$1000s)	45	93	219	48	126	124
Avg Sale Price (In \$ 1000s)	62	106	260	59	134	158
Median Sale Price (In \$1000s)	41	90	212	34	125	118

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	1746	FHA	973
31 - 60 Days	916	VA	226
61 - 90 Days	518	Conventional	1607
91 - 120 Days	376	Cash	2065
More Than 120 Days	1330	Owner Financed	20
Total Units Sold	4886	Other	226
Average Market Time	99.07		

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 06/17/13

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	233	16	30
\$20,000 - \$29,999	173	24	11
\$30,000 - \$39,999	179	8	5
\$40,000 - \$49,999	243	18	15
\$50,000 - \$59,999	234	8	5
\$60,000 - \$69,999	220	3	11
\$70,000 - \$79,999	220	2	12
\$80,000 - \$89,999	236	0	14
\$90,000 - \$99,999	230	2	16
\$100,000 - \$119,999	358	2	29
\$120,000 - \$139,999	458	5	33
\$140,000 - \$159,999	402	6	25
\$160,000 - \$179,999	398	2	28
\$180,000 - \$199,999	324	3	19
\$200,000 - \$249,999	554	0	37
\$250,000 - \$299,999	452	5	20
\$300,000 - \$399,999	519	2	12
\$400,000 - \$499,999	274	0	5
\$500,000 - \$749,999	245	0	3
\$750,000 - \$999,999	108	0	1
\$1,000,000 and Over	102	0	0
Totals	6162	106	331
Average Price (In \$ 1,000s)	225	73	148
Median Price (In \$ 1,000s)	155	43	133

Inventory Totals

Pending: 2,129

Average LP: \$164,523

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	2041	338288	165,746
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	11074	175,781
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	25	907	36,276
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: 6,599

Average LP: \$218,305

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6162	1383871	224,581
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	49022	148,103
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	106	7731	72,937
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