

Sales Summary

	October Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	1,097	1,058	3.7%	11,433	10,490	9.0%
Average Sales Price	\$160,000	\$145,000	10.3%	\$159,000	\$150,000	6.0%
Median Sales Price	\$127,000	\$118,000	7.6%	\$128,000	\$116,000	10.3%

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	30	47	10	2	5	94	846
\$ 20,000 - 29,999	5	34	3	2	2	46	527
\$ 30,000 - 39,999	6	27	6	0	0	39	508
\$ 40,000 - 49,999	9	24	3	0	1	37	441
\$ 50,000 - 59,999	1	33	5	0	0	39	387
\$ 60,000 - 69,999	4	30	3	0	4	41	456
\$ 70,000 - 79,999	4	30	5	0	1	40	429
\$ 80,000 - 89,999	8	35	5	0	1	49	485
\$ 90,000 - 99,999	1	28	4	0	1	34	435
\$100,000 - 119,999	4	61	17	0	5	87	835
\$120,000 - 139,999	7	65	22	1	4	99	907
\$140,000 - 159,999	3	44	32	1	4	84	755
\$160,000 - 179,999	0	29	32	0	4	65	723
\$180,000 - 199,999	0	17	25	1	3	46	547
\$200,000 - 249,999	1	34	57	0	3	95	1,071
\$250,000 - 299,999	1	12	60	0	3	76	748
\$300,000 - 399,999	0	12	46	0	2	60	732
\$400,000 - 499,999	0	2	28	0	0	30	306
\$500,000 - 749,999	0	3	24	0	0	27	211
\$750,000 - 999,999	0	1	4	0	0	5	50
\$1,000,000 and over	0	0	4	0	0	4	34
Total Types	84	568	395	7	43	1,097	11,433
Average Sale Price	\$57,000	\$112,000	\$256,000	\$75,000	\$133,000	\$160,000	\$159,000
Median Sale Price	\$44,000	\$99,000	\$216,000	\$21,000	\$125,000	\$127,000	\$128,000

Price Group	Sales	% of Total
0 - \$99,999	419	38.2%
\$100,000 - 199,999	381	34.7%
\$200,000 - 399,999	231	21.1%
\$400,000 and above	66	6.0%

Time on Market	Units
1 to 30 days	372
31 to 60 days	203
61 to 90 days	156
91 to 120 days	104
More than 120 Days	197
Average Market Time	79.98

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: 11/15/13

October 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	30	47	10	2	5	94
\$20,000 - \$29,999	5	34	3	2	2	46
\$30,000 - \$39,999	6	27	6	0	0	39
\$40,000 - \$49,999	9	24	3	0	1	37
\$50,000 - \$59,999	1	33	5	0	0	39
\$60,000 - \$69,999	4	30	3	0	4	41
\$70,000 - \$79,999	4	30	5	0	1	40
\$80,000 - \$89,999	8	35	5	0	1	49
\$90,000 - \$99,999	1	28	4	0	1	34
\$100,000 - \$119,999	4	61	17	0	5	87
\$120,000 - \$139,999	7	65	22	1	4	99
\$140,000 - \$159,999	3	44	32	1	4	84
\$160,000 - \$179,999	0	29	32	0	4	65
\$180,000 - \$199,999	0	17	25	1	3	46
\$200,000 - \$249,999	1	34	57	0	3	95
\$250,000 - \$299,999	1	12	60	0	3	76
\$300,000 - \$399,999	0	12	46	0	2	60
\$400,000 - \$499,999	0	2	28	0	0	30
\$500,000 - \$749,999	0	3	24	0	0	27
\$750,000 - \$999,999	0	1	4	0	0	5
\$1,000,000 and Over	0	0	4	0	0	4
Totals	84	568	395	7	43	1097
Avg. List Price (In \$1000s)	61	116	266	79	142	167
Median List Price (In \$1000s)	48	104	225	30	140	134
Avg Sale Price (In \$ 1000s)	57	112	256	75	133	160
Median Sale Price (In \$1000s)	44	99	216	21	125	127

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	372	FHA	191
31 - 60 Days	203	VA	52
61 - 90 Days	156	Conventional	387
91 - 120 Days	104	Cash	430
More Than 120 Days	197	Owner Financed	2
Total Units Sold	1032	Other	34
Average Market Time	79.98		

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 11/15/13

January 1 - October 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	257	451	77	31	30	846
\$20,000 - \$29,999	81	353	60	17	16	527
\$30,000 - \$39,999	74	336	59	12	27	508
\$40,000 - \$49,999	63	288	66	5	19	441
\$50,000 - \$59,999	46	264	60	6	11	387
\$60,000 - \$69,999	53	314	58	2	29	456
\$70,000 - \$79,999	28	319	61	4	17	429
\$80,000 - \$89,999	33	360	63	4	25	485
\$90,000 - \$99,999	16	318	80	0	21	435
\$100,000 - \$119,999	51	597	147	10	30	835
\$120,000 - \$139,999	51	608	207	3	38	907
\$140,000 - \$159,999	27	402	284	8	34	755
\$160,000 - \$179,999	25	316	343	1	38	723
\$180,000 - \$199,999	18	217	293	1	18	547
\$200,000 - \$249,999	17	309	697	2	46	1071
\$250,000 - \$299,999	7	159	552	2	28	748
\$300,000 - \$399,999	1	119	592	0	20	732
\$400,000 - \$499,999	1	34	268	0	3	306
\$500,000 - \$749,999	1	18	192	0	0	211
\$750,000 - \$999,999	0	2	48	0	0	50
\$1,000,000 and Over	0	2	32	0	0	34
Totals	850	5786	4239	108	450	11433
Avg. List Price (In \$1000s)	67	114	260	66	140	165
Median List Price (In \$1000s)	46	100	225	40	127	132
Avg Sale Price (In \$ 1000s)	62	110	250	60	132	159
Median Sale Price (In \$1000s)	41	96	219	35	120	128

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	4036	FHA	2102
31 - 60 Days	2070	VA	538
61 - 90 Days	1300	Conventional	3872
91 - 120 Days	907	Cash	4399
More Than 120 Days	2568	Owner Financed	34
Total Units Sold	10881	Other	485
Average Market Time	92.04		

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 11/15/13

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	274	36	11
\$20,000 - \$29,999	199	25	6
\$30,000 - \$39,999	194	16	4
\$40,000 - \$49,999	222	10	6
\$50,000 - \$59,999	225	10	5
\$60,000 - \$69,999	214	5	7
\$70,000 - \$79,999	245	1	15
\$80,000 - \$89,999	245	1	8
\$90,000 - \$99,999	217	1	11
\$100,000 - \$119,999	334	4	34
\$120,000 - \$139,999	476	5	22
\$140,000 - \$159,999	372	5	27
\$160,000 - \$179,999	387	2	26
\$180,000 - \$199,999	323	2	25
\$200,000 - \$249,999	575	3	37
\$250,000 - \$299,999	409	3	26
\$300,000 - \$399,999	481	0	14
\$400,000 - \$499,999	244	0	6
\$500,000 - \$749,999	246	0	3
\$750,000 - \$999,999	108	0	1
\$1,000,000 and Over	93	0	0
Totals	6083	129	294
Average Price (In \$ 1,000s)	219	58	171
Median Price (In \$ 1,000s)	150	31	155

Inventory Totals

Pending: 1,445

Average LP: \$152,695

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1375	212594	154,613
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	64	7993	124,892
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	6	234	38,950
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: 6,504

Average LP: \$213,465

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	6081	1330692	218,828
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	294	50168	170,641
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	129	7487	58,040
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