

Sales Summary

	December Total Sales			YTD Total MLS Sales		
	2013	2012	% change	2013	2012	% change
Units	921	901	2.2%	13,342	12,431	7.3%
Average Sales Price	\$159,000	\$144,000	10.4%	\$158,000	\$146,000	8.2%
Median Sales Price	\$125,000	\$117,000	6.8%	\$127,000	\$115,000	10.4%

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	19	31	8	2	6	66	997
\$ 20,000 - 29,999	8	19	5	1	0	33	615
\$ 30,000 - 39,999	12	24	5	0	1	42	593
\$ 40,000 - 49,999	2	31	7	0	0	40	530
\$ 50,000 - 59,999	5	20	7	0	0	32	452
\$ 60,000 - 69,999	4	16	8	1	0	29	530
\$ 70,000 - 79,999	1	25	6	0	4	36	502
\$ 80,000 - 89,999	2	33	6	0	3	44	562
\$ 90,000 - 99,999	1	20	7	0	2	30	506
\$100,000 - 119,999	1	68	13	1	5	88	1005
\$120,000 - 139,999	4	48	16	0	5	73	1055
\$140,000 - 159,999	3	48	19	0	1	71	901
\$160,000 - 179,999	4	21	27	0	3	55	830
\$180,000 - 199,999	2	14	13	0	3	32	627
\$200,000 - 249,999	2	25	50	1	5	83	1,235
\$250,000 - 299,999	1	7	48	0	4	60	859
\$300,000 - 399,999	1	5	49	0	2	57	838
\$400,000 - 499,999	1	1	23	0	0	25	358
\$500,000 - 749,999	1	3	15	0	0	19	250
\$750,000 - 999,999	0	1	2	0	0	3	57
\$1,000,000 and over	0	0	3	0	0	3	40
Total Types	74	460	337	6	44	921	13,342
Average Sale Price	\$81,000	\$111,000	\$246,000	\$74,000	\$139,000	\$159,000	\$158,000
Median Sale Price	\$38,000	\$105,000	\$220,000	\$45,000	\$120,000	\$125,000	\$127,000

Price Group	Sales	% of Total
0 - \$99,999	352	38.2%
\$100,000 - 199,999	319	34.6%
\$200,000 - 399,999	200	21.7%
\$400,000 and above	50	5.4%

Time on Market	Units
1 to 30 days	294
31 to 60 days	158
61 to 90 days	103
91 to 120 days	95
More than 120 Days	223
Average Market Time	97.13

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 01/15/14

December 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	19	31	8	2	6	66
\$20,000 - \$29,999	8	19	5	1	0	33
\$30,000 - \$39,999	12	24	5	0	1	42
\$40,000 - \$49,999	2	31	7	0	0	40
\$50,000 - \$59,999	5	20	7	0	0	32
\$60,000 - \$69,999	4	16	8	1	0	29
\$70,000 - \$79,999	1	25	6	0	4	36
\$80,000 - \$89,999	2	33	6	0	3	44
\$90,000 - \$99,999	1	20	7	0	2	30
\$100,000 - \$119,999	1	68	13	1	5	88
\$120,000 - \$139,999	4	48	16	0	5	73
\$140,000 - \$159,999	3	48	19	0	1	71
\$160,000 - \$179,999	4	21	27	0	3	55
\$180,000 - \$199,999	2	14	13	0	3	32
\$200,000 - \$249,999	2	25	50	1	5	83
\$250,000 - \$299,999	1	7	48	0	4	60
\$300,000 - \$399,999	1	5	49	0	2	57
\$400,000 - \$499,999	1	1	23	0	0	25
\$500,000 - \$749,999	1	3	15	0	0	19
\$750,000 - \$999,999	0	1	2	0	0	3
\$1,000,000 and Over	0	0	3	0	0	3
Totals	74	460	337	6	44	921
Avg. List Price (In \$1000s)	86	116	256	86	146	166
Median List Price (In \$1000s)	43	109	225	48	126	130
Avg Sale Price (In \$ 1000s)	81	111	246	74	139	159
Median Sale Price (In \$1000s)	38	105	220	45	120	125

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	294
31 - 60 Days	158
61 - 90 Days	103
91 - 120 Days	95
More Than 120 Days	223
Total Units Sold	873
Average Market Time	97.13

<u>Types of Financing</u>	<u># Units</u>
FHA	155
VA	34
Conventional	322
Cash	366
Owner Financed	3
Other	40

NAR Residential Home Sales Report

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January 1 - December 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	298	526	88	39	46	997
\$20,000 - \$29,999	95	410	72	19	19	615
\$30,000 - \$39,999	96	385	69	14	29	593
\$40,000 - \$49,999	68	360	77	5	20	530
\$50,000 - \$59,999	52	306	74	6	14	452
\$60,000 - \$69,999	63	360	72	3	32	530
\$70,000 - \$79,999	32	371	73	4	22	502
\$80,000 - \$89,999	36	416	78	4	28	562
\$90,000 - \$99,999	19	368	93	0	26	506
\$100,000 - \$119,999	55	723	174	12	41	1005
\$120,000 - \$139,999	58	710	239	3	45	1055
\$140,000 - \$159,999	33	487	335	9	37	901
\$160,000 - \$179,999	31	364	391	1	43	830
\$180,000 - \$199,999	21	255	329	1	21	627
\$200,000 - \$249,999	19	356	800	3	57	1235
\$250,000 - \$299,999	9	172	642	3	33	859
\$300,000 - \$399,999	4	121	690	0	23	838
\$400,000 - \$499,999	2	38	315	0	3	358
\$500,000 - \$749,999	2	21	227	0	0	250
\$750,000 - \$999,999	0	3	54	0	0	57
\$1,000,000 and Over	0	2	38	0	0	40
Totals	993	6754	4930	126	539	13342
Avg. List Price (In \$1000s)	69	114	260	66	138	165
Median List Price (In \$1000s)	46	100	225	35	125	130
Avg Sale Price (In \$ 1000s)	64	109	250	60	130	158
Median Sale Price (In \$1000s)	40	97	219	33	114	127

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	4660
31 - 60 Days	2406
61 - 90 Days	1538
91 - 120 Days	1083
More Than 120 Days	2999
Total Units Sold	12686
Average Market Time	92.20

<u>Types of Financing</u>	<u># Units</u>
FHA	2418
VA	596
Conventional	4526
Cash	5181
Owner Financed	42
Other	573

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 01/15/14

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	281	37	9
\$20,000 - \$29,999	187	20	5
\$30,000 - \$39,999	193	18	3
\$40,000 - \$49,999	201	10	6
\$50,000 - \$59,999	203	9	4
\$60,000 - \$69,999	195	4	6
\$70,000 - \$79,999	238	1	14
\$80,000 - \$89,999	223	4	6
\$90,000 - \$99,999	204	2	9
\$100,000 - \$119,999	308	4	36
\$120,000 - \$139,999	376	6	21
\$140,000 - \$159,999	318	6	23
\$160,000 - \$179,999	316	0	30
\$180,000 - \$199,999	276	1	22
\$200,000 - \$249,999	534	3	36
\$250,000 - \$299,999	371	3	25
\$300,000 - \$399,999	420	1	12
\$400,000 - \$499,999	230	0	5
\$500,000 - \$749,999	201	0	3
\$750,000 - \$999,999	93	0	1
\$1,000,000 and Over	77	0	0
Totals	5445	129	276
Average Price (In \$ 1,000s)	213	60	173
Median Price (In \$ 1,000s)	149	33	159

Inventory Totals

Pending: 1,297

Average LP: \$149,346

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1253	188332	150,305
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	35	5180	148,014
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	9	429	47,644
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: 5,849

Average LP: \$207,738

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	5444	1159733	213,030
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	276	47611	172,504
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	7715	59,806
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