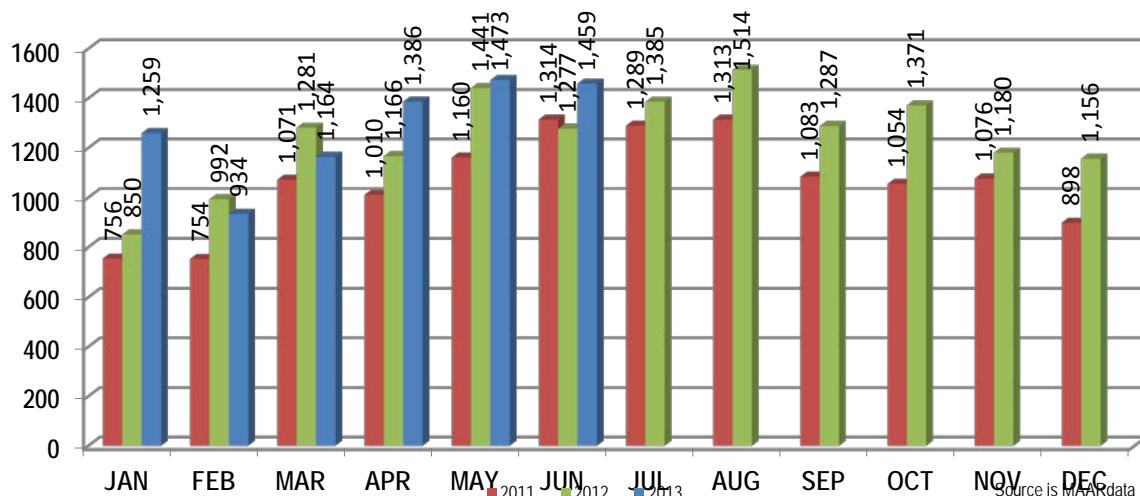


Sales Summary

	June Total Sales			YTD Total Sales		
	2013	2012	% change	2013	2012	% change
Units	1,459	1,368	6.7%	7,731	7,149	8.1%
Median Sales Price	\$127,000	\$100,000	27.0%	\$98,750	\$84,000	17.6%
Average Sales Price	\$161,508	\$146,899	9.9%	\$137,571	\$125,263	9.8%

	June Existing Sales			YTD Existing Home Sales		
	2013	2012	% change	2013	2012	% change
Units	1,387	1,298	6.9%	7,345	6,788	8.2%
Median Sales Price	\$120,000	\$90,100	33.2%	\$92,500	\$78,000	18.6%
Average Sales Price	\$156,159	\$140,142	11.4%	\$131,321	\$118,156	11.1%
	June New Home Sales			YTD New Home Sales		
	2013	2012	% change	2013	2012	% change
Units	72	70	2.9%	386	361	6.9%
Median Sales Price	\$226,265	\$226,422	-0.1%	\$224,305	\$215,725	4.0%
Average Sales Price	\$264,545	\$272,190	-2.8%	\$256,505	\$258,917	-0.9%
	June Bank Sales			YTD Bank Sales*		
	2013	2012	% change	2013	2012	% change
Units	252	384	-34.4%	1,754	2,255	-22.2%
Median Sales Price	\$50,000	\$43,120	16.0%	\$51,000	\$41,000	24.4%
Average Sales Price	\$78,278	\$71,120	10.1%	\$76,536	\$67,152	14.0%
	June Non-Bank Sales			YTD Non-Bank Sales		
	2013	2012	% change	2013	2012	% change
Units	1,207	984	22.7%	5,977	4,894	22.1%
Median Sales Price	\$142,000	\$130,000	9.2%	\$119,000	\$118,000	0.8%
Average Sales Price	\$178,885	\$176,471	1.4%	\$155,483	\$152,039	2.3%

Data compiled from deeds that were recorded in Shelby, Fayette and Tipton counties. *Bank sales represent all warranty deeds recorded in Shelby, Fayette and Tipton counties where the seller was a bank, REO company, or other similar institution.

Total Monthly Sales Comparison


Source is MAAR data unless otherwise noted.



Memphis Area Home Sales Report

June 2013

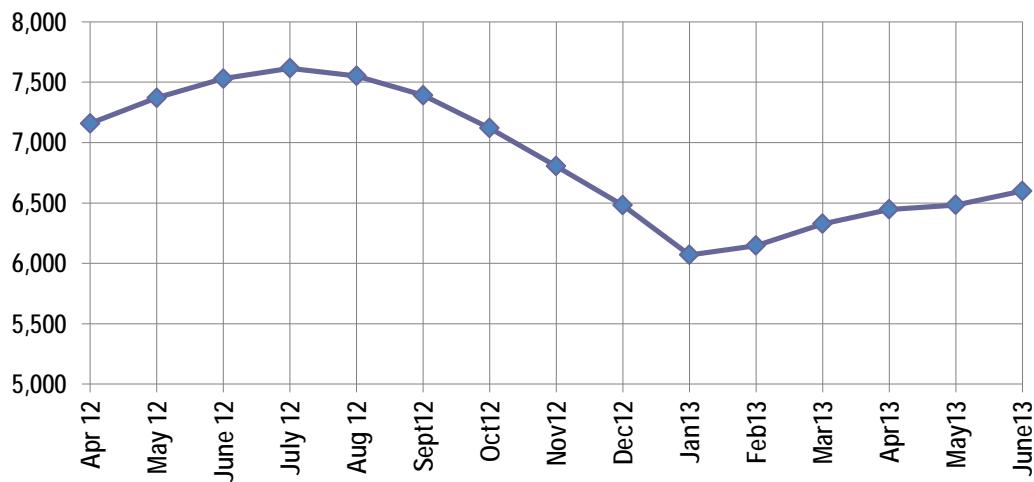
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 06-17-13)		
	Units	Ave. List Price
Single Family	6,162	\$224,581
Condo/Co-op	331	\$148,103
Duplex	106	\$72,937
Market Total	6,599	\$218,305

Pending Sales (as of 06-17-13)		
	Units	Ave. List Price
Single Family	2,041	\$165,746
Condo/Co-op	63	\$175,781
Duplex	25	\$36,276
Market Total	2,129	\$164,523

	June Foreclosure Actions			YTD Foreclosure Actions		
	2013	2012	% change	2013	2012	% change
Total	282	336	-16.1%	2,225	2,540	-12.4%

Compiled from trustee deeds recorded in Shelby, Fayette and Tipton counties.



Jul-11	8,498	Jul-12	7,615
Aug-11	8,370	Aug-12	7,552
Sep-11	8,242	Sep-12	7,392
Oct-11	8,053	Oct-12	7,120
Nov-11	7,673	Nov-12	6,805
Dec-11	7,194	Dec-12	6,481
Jan-12	6,828	Jan-13	6,070
Feb-12	6,873	Feb-13	6,147
Mar-12	6,897	Mar-13	6,327
Apr-12	7,158	Apr-13	6,447
May-12	7,370	May-13	6,483
Jun-12	7,529	Jun-13	6,599



Memphis Area Home Sales Report
June 2013

Area Detail - Current Month

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2013	2012	% change	2013	2012	% change	2013	2012	% change	2013	2012	% change
Frayer	Units	44	74	-40.5%	44	74	-40.5%		-	-	20	30	-33.3%
	Median Sales Price	\$16,500	\$17,800	-7.3%	\$16,500	\$17,800	-7.3%		-	-	\$15,750	\$13,655	15.3%
	Ave. Sales Price	\$24,507	\$22,594	8.5%	\$24,507	\$22,594	8.5%		-	-	\$23,380	\$17,063	37.0%
Raleigh/ Cov. Pike	Units	100	105	-4.8%	99	102	-2.9%	1	3	-66.7%	34	37	-8.1%
	Median Sales Price	\$57,901	\$51,000	13.5%	\$57,900	\$50,450	14.8%		\$149,715		\$45,050	\$42,570	5.8%
	Ave. Sales Price	\$61,418	\$55,664	10.3%	\$60,503	\$53,612	12.9%	\$152,000	\$125,426	21.2%	\$46,111	\$45,561	1.2%
Downtown	Units	50	40	25.0%	48	40	20.0%	2			4	7	-42.9%
	Median Sales Price	\$205,000	\$184,794	10.9%	\$205,000	\$184,794	10.9%				\$107,950	\$130,000	-17.0%
	Ave. Sales Price	\$204,237	\$212,569	-3.9%	\$208,788	\$212,569	-1.8%	\$95,000			\$110,600	\$104,565	5.8%
Midtown	Units	84	69	21.7%	84	69	21.7%				10	25	-60.0%
	Median Sales Price	\$132,750	\$59,200	124.2%	\$132,750	\$59,200	124.2%				\$24,200	\$28,140	-14.0%
	Ave. Sales Price	\$170,861	\$115,245	48.3%	\$170,861	\$115,245	48.3%				\$43,085	\$35,724	20.6%
S. Memphis	Units	32	35	-8.6%	32	35	-8.6%			-	11	10	10.0%
	Median Sales Price	\$10,000	\$11,000	-9.1%	\$10,000	\$11,000	-9.1%			-	\$9,500	\$8,638	10.0%
	Ave. Sales Price	\$17,477	\$18,786	-7.0%	\$17,477	\$18,786	-7.0%			-	\$14,765	\$11,566	27.7%
Bercilair/ Highland Heights	Units	50	50	0.0%	50	50	0.0%			-	14	24	-41.7%
	Median Sales Price	\$28,450	\$21,500	32.3%	\$28,450	\$21,500	32.3%			-	\$19,550	\$17,200	13.7%
	Ave. Sales Price	\$34,833	\$30,416	14.5%	\$34,833	\$30,416	14.5%			-	\$19,794	\$18,143	9.1%
E. Memphis	Units	265	212	25.0%	265	212	25.0%				33	38	-13.2%
	Median Sales Price	\$135,135	\$112,000	20.7%	\$135,135	\$112,000	20.7%				\$42,000	\$23,250	80.6%
	Ave. Sales Price	\$173,729	\$203,165	-14.5%	\$173,729	\$203,165	-14.5%				\$56,902	\$47,355	20.2%
Whitehaven	Units	45	49	-8.2%	45	49	-8.2%				16	16	0.0%
	Median Sales Price	\$45,000	\$44,500	1.1%	\$45,000	\$44,500	1.1%			-	\$29,300	\$34,426	-14.9%
	Ave. Sales Price	\$48,709	\$48,999	-0.6%	\$48,709	\$48,999	-0.6%				\$38,255	\$43,702	-12.5%
Parkway/ Village/ Oakhaven	Units	38	45	-15.6%	34	44	-22.7%	4	1	300.0%	8	21	-61.9%
	Median Sales Price	\$42,750	\$32,000	33.6%	\$40,551	\$31,751	27.7%	\$72,000			\$29,900	\$22,100	35.3%
	Ave. Sales Price	\$46,275	\$37,630	23.0%	\$43,248	\$36,872	17.3%	\$72,000	\$71,000	1.4%	\$28,756	\$24,204	18.8%
Hickory Hill	Units	116	120	-3.3%	112	116	-3.4%	4	4	0.0%	35	59	-40.7%
	Median Sales Price	\$67,554	\$61,500	9.8%	\$65,500	\$60,000	9.2%	\$151,183	\$141,081	7.2%	\$53,500	\$48,099	11.2%
	Ave. Sales Price	\$75,441	\$69,915	7.9%	\$72,316	\$67,256	7.5%	\$162,920	\$147,044	10.8%	\$66,555	\$62,040	7.3%
Southwind	Units	11	11	0.0%	11	9	22.2%		2		1	2	-50.0%
	Median Sales Price	\$239,000	\$173,000	38.2%	\$239,000	\$140,000	70.7%						
	Ave. Sales Price	\$285,072	\$208,935	36.4%	\$285,072	\$210,043	35.7%		\$203,950		\$192,000	\$140,944	36.2%



Memphis Area Home Sales Report
June 2013

Area Detail - Current Month

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2013	2012	% change	2013	2012	% change	2013	2012	% change	2013	2012	% change
Cordova	Units	170	164	3.7%	161	157	2.5%	9	7	28.6%	24	58	-58.6%
	Median Sales Price	\$122,283	\$110,000	11.2%	\$120,500	\$110,000	9.5%	\$172,866	\$197,207	-12.3%	\$93,050	\$85,054	9.4%
	Ave. Sales Price	\$143,995	\$133,423	7.9%	\$142,661	\$130,735	9.1%	\$167,856	\$193,720	-13.3%	\$119,633	\$103,429	15.7%
Bartlett	Units	94	80	17.5%	80	73	9.6%	14	7	100.0%	6	11	-45.5%
	Median Sales Price	\$165,750	\$149,950	10.5%	\$153,500	\$145,000	5.9%	\$209,045	\$198,277	5.4%	\$162,250	\$89,250	81.8%
	Ave. Sales Price	\$170,011	\$156,233	8.8%	\$160,989	\$151,981	5.9%	\$221,562	\$200,576	10.5%	\$173,506	\$112,178	54.7%
Gtown	Units	81	81	0.0%	78	75	4.0%	3	6	-50.0%	3	9	-66.7%
	Median Sales Price	\$270,000	\$259,000	4.2%	\$266,250	\$248,500	7.1%	\$682,000	\$402,000	69.7%	\$217,500	\$207,500	4.8%
	Ave. Sales Price	\$360,875	\$315,515	14.4%	\$348,331	\$290,257	20.0%	\$687,000	\$631,250	8.8%	\$474,651	\$248,166	91.3%
Collierville	Units	124	108	14.8%	112	95	17.9%	12	13	-7.7%	5	10	-50.0%
	Median Sales Price	\$275,250	\$276,000	-0.3%	\$270,500	\$265,000	2.1%	\$383,546	\$325,079	18.0%	\$235,000	\$267,450	-12.1%
	Ave. Sales Price	\$299,646	\$295,623	1.4%	\$291,313	\$286,448	1.7%	\$377,414	\$362,672	4.1%	\$238,280	\$266,505	-10.6%
Lakeland	Units	25	20	25.0%	24	15	60.0%	1	5	-80.0%	3	2	50.0%
	Median Sales Price	\$230,000	\$220,000	4.5%	\$226,000	\$225,000	0.4%		\$207,885		\$222,000		
	Ave. Sales Price	\$237,295	\$243,857	-2.7%	\$230,391	\$228,043	1.0%	\$402,996	\$291,298	38.3%	\$234,000	\$81,250	188.0%
Arlington	Units	37	31	19.4%	29	23	26.1%	8	8	0.0%	3	6	-50.0%
	Median Sales Price	\$205,000	\$169,000	21.3%	\$195,000	\$156,500	24.6%	\$236,763	\$228,186	3.8%	\$174,000	\$146,500	18.8%
	Ave. Sales Price	\$211,025	\$187,878	12.3%	\$202,267	\$168,754	19.9%	\$242,775	\$242,862	0.0%	\$200,666	\$161,666	24.5%
Millington	Units	8	8	0.0%	8	8	0.0%					4	
	Median Sales Price	\$93,500	\$93,700	-0.2%	\$93,500	\$93,700	-0.2%					\$93,700	
	Ave. Sales Price	\$113,887	\$115,052	-1.0%	\$113,887	\$115,052	-1.0%					\$84,855	
Shelby County	Units	1,342	1,276	5.2%	1,284	1,220	5.2%	58	56	3.6%	221	356	-37.9%
	Median Sales Price	\$125,450	\$94,700	32.5%	\$118,500	\$89,900	31.8%	\$215,045	\$229,108	-6.1%	\$47,300	\$42,500	11.3%
	Ave. Sales Price	\$161,589	\$146,584	10.2%	\$157,339	\$140,112	12.3%	\$255,679	\$287,590	-11.1%	\$74,450	\$69,262	7.5%
Fayette County	Units	50	39	28.2%	40	28	42.9%	10	11	-9.1%	11	7	57.1%
	Median Sales Price	\$216,150	\$166,900	29.5%	\$180,000	\$147,500	22.0%	\$231,463	\$189,900	21.9%	\$150,102	\$130,000	15.5%
	Ave. Sales Price	\$219,997	\$188,371	16.8%	\$195,170	\$181,182	7.7%	\$319,304	\$206,671	54.5%	\$169,829	\$172,085	-1.3%
Tipton County	Units	67	53	26.4%	63	50	26.0%	4	3	33.3%	20	21	-4.8%
	Median Sales Price	\$111,500	\$115,000	-3.0%	\$105,000	\$109,500	-4.1%	\$255,900	\$241,900	5.8%	\$64,000	\$65,199	-1.8%
	Ave. Sales Price	\$116,231	\$123,948	-6.2%	\$107,345	\$117,886	-8.9%	\$256,200	\$224,966	13.9%	\$70,222	\$68,969	1.8%



Memphis Area Home Sales Report
June 2013

Area Detail - Year to Date

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2013	2012	% change	2013	2012	% change	2013	2012	% change	2013	2012	% change
Frayser	Units	369	381	-3.1%	369	381	-3.1%				129	159	-18.9%
	Median Sales Price	\$21,549	\$20,000	7.7%	\$21,549	\$20,000	7.7%				\$16,000	\$15,000	6.7%
	Ave. Sales Price	\$29,066	\$24,492	18.7%	\$29,066	\$24,492	18.7%				\$19,222	\$17,927	7.2%
Raleigh/ Cov. Pike	Units	505	526	-4.0%	500	513	-2.5%	5	13	-61.5%	131	198	-33.8%
	Median Sales Price	\$55,500	\$47,813	16.1%	\$55,010	\$47,000	17.0%	\$146,815	\$76,000	93.2%	\$45,000	\$36,455	23.4%
	Ave. Sales Price	\$57,343	\$51,903	10.5%	\$56,624	\$50,684	11.7%	\$129,246	\$100,006	29.2%	\$46,277	\$39,792	16.3%
Downtown	Units	209	172	21.5%	206	172	19.8%	3			32	48	-33.3%
	Median Sales Price	\$191,900	\$169,900	12.9%	\$192,000	\$169,900	13.0%	\$95,000			\$73,950	\$34,608	113.7%
	Ave. Sales Price	\$186,276	\$166,028	12.2%	\$187,605	\$166,028	13.0%	\$95,000			\$84,334	\$76,522	10.2%
Midtown	Units	404	375	7.7%	403	375	7.5%	1			82	108	-24.1%
	Median Sales Price	\$88,500	\$60,000	47.5%	\$88,000	\$60,000	46.7%				\$24,950	\$24,200	3.1%
	Ave. Sales Price	\$125,808	\$96,018	31.0%	\$125,627	\$96,018	30.8%	\$199,000			\$49,505	\$37,170	33.2%
S. Memphis	Units	223	240	-7.1%	223	240	-7.1%				83	105	-21.0%
	Median Sales Price	\$13,000	\$12,000	8.3%	\$13,000	\$12,000	8.3%				\$10,560	\$8,976	17.6%
	Ave. Sales Price	\$19,257	\$17,237	11.7%	\$19,257	\$17,237	11.7%				\$12,338	\$11,597	6.4%
Berclair/ Highland Heights	Units	280	238	17.6%	280	238	17.6%				81	111	-27.0%
	Median Sales Price	\$28,000	\$24,500	14.3%	\$28,000	\$24,500	14.3%				\$22,000	\$18,000	22.2%
	Ave. Sales Price	\$32,187	\$27,323	17.8%	\$32,187	\$27,323	17.8%				\$22,851	\$19,704	16.0%
E. Memphis	Units	1,228	1,055	16.4%	1,223	1,052	16.3%	5	3	66.7%	198	234	-15.4%
	Median Sales Price	\$105,000	\$104,000	1.0%	\$104,620	\$103,625	1.0%	\$299,000	\$677,500	-55.9%	\$36,500	\$29,000	25.9%
	Ave. Sales Price	\$160,814	\$158,785	1.3%	\$160,295	\$157,315	1.9%	\$287,800	\$674,166	-57.3%	\$66,688	\$58,462	14.1%
Whitehaven	Units	300	344	-12.8%	300	344	-12.8%				104	149	-30.2%
	Median Sales Price	\$42,000	\$33,550	25.2%	\$42,000	\$33,550	25.2%				\$27,500	\$28,000	-1.8%
	Ave. Sales Price	\$47,332	\$40,682	16.3%	\$47,332	\$40,682	16.3%				\$34,713	\$31,671	9.6%
Parkway Village/ Oakhaven	Units	285	261	9.2%	280	255	9.8%	5	6	-16.7%	73	111	-34.2%
	Median Sales Price	\$36,000	\$31,500	14.3%	\$36,000	\$31,000	16.1%	\$72,000	\$72,000	0.0%	\$29,929	\$23,000	30.1%
	Ave. Sales Price	\$40,572	\$36,749	10.4%	\$40,008	\$35,873	11.5%	\$72,200	\$74,000	-2.4%	\$30,662	\$24,619	24.5%
Hickory Hill	Units	717	685	4.7%	695	653	6.4%	22	32	-31.2%	215	301	-28.6%
	Median Sales Price	\$71,500	\$63,000	13.5%	\$69,900	\$60,000	16.5%	\$151,520	\$147,165	3.0%	\$57,000	\$46,500	22.6%
	Ave. Sales Price	\$77,552	\$70,137	10.6%	\$75,037	\$66,195	13.4%	\$157,017	\$150,589	4.3%	\$65,819	\$57,632	14.2%
Southwind	Units	60	59	1.7%	55	52	5.8%	5	7	-28.6%	18	16	12.5%
	Median Sales Price	\$159,000	\$159,900	-0.6%	\$155,000	\$148,000	4.7%	\$254,000	\$262,918	-3.4%	\$145,150	\$114,900	26.3%
	Ave. Sales Price	\$202,491	\$209,370	-3.3%	\$197,944	\$202,206	-2.1%	\$252,510	\$262,586	-3.8%	\$172,016	\$141,846	21.3%



Memphis Area Home Sales Report
June 2013

Area Detail - Year to Date

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2013	2012	% change	2013	2012	% change	2013	2012	% change	2013	2012	% change
Cordova	Units	981	876	12.0%	906	832	8.9%	75	44	70.5%	245	332	-26.2%
	Median Sales Price	\$115,000	\$107,500	7.0%	\$110,000	\$105,000	4.8%	\$180,539	\$171,500	5.3%	\$92,088	\$80,005	15.1%
	Ave. Sales Price	\$133,229	\$122,076	9.1%	\$129,130	\$116,424	10.9%	\$182,735	\$228,961	-20.2%	\$107,833	\$94,353	14.3%
Bartlett	Units	485	401	20.9%	418	354	18.1%	67	47	42.6%	92	97	-5.2%
	Median Sales Price	\$153,000	\$150,000	2.0%	\$145,000	\$143,250	1.2%	\$214,690	\$187,500	14.5%	\$115,550	\$124,000	-6.8%
	Ave. Sales Price	\$158,013	\$151,302	4.4%	\$148,083	\$145,168	2.0%	\$219,965	\$197,503	11.4%	\$127,140	\$124,859	1.8%
G'town	Units	380	325	16.9%	363	307	18.2%	17	18	-5.6%	23	29	-20.7%
	Median Sales Price	\$273,050	\$250,000	9.2%	\$264,900	\$245,000	8.1%	\$445,000	\$428,750	3.8%	\$202,100	\$210,000	-3.8%
	Ave. Sales Price	\$315,827	\$300,614	5.1%	\$306,382	\$288,506	6.2%	\$517,510	\$507,132	2.1%	\$253,684	\$255,960	-0.9%
Collierville	Units	472	444	6.3%	412	380	8.4%	60	64	-6.3%	51	59	-13.6%
	Median Sales Price	\$271,000	\$275,253	-1.5%	\$256,700	\$263,250	-2.5%	\$373,646	\$332,450	12.4%	\$212,450	\$209,900	1.2%
	Ave. Sales Price	\$293,754	\$290,816	1.0%	\$279,991	\$277,388	0.9%	\$388,261	\$370,545	4.8%	\$222,872	\$212,517	4.9%
Lakeland	Units	118	98	20.4%	101	71	42.3%	17	27	-37.0%	16	15	6.7%
	Median Sales Price	\$222,400	\$220,500	0.9%	\$220,000	\$225,000	-2.2%	\$304,514	\$216,000	41.0%	\$120,054	\$198,000	-40.0%
	Ave. Sales Price	\$236,935	\$236,626	0.1%	\$227,058	\$222,302	2.1%	\$295,615	\$274,294	7.8%	\$167,981	\$188,047	-10.7%
Arlington	Units	159	152	4.6%	121	114	6.1%	38	38	0.0%	21	29	-27.6%
	Median Sales Price	\$210,000	\$184,250	14.0%	\$195,000	\$167,250	16.6%	\$222,798	\$238,685	-6.7%	\$160,000	\$166,000	-3.6%
	Ave. Sales Price	\$209,794	\$196,501	6.8%	\$199,288	\$179,954	10.7%	\$243,250	\$246,142	-1.2%	\$175,898	\$164,414	7.0%
Millington	Units	65	56	16.1%	65	56	16.1%				24	25	-4.0%
	Median Sales Price	\$74,000	\$85,650	-13.6%	\$74,000	\$85,650	-13.6%				\$37,013	\$54,900	-32.6%
	Ave. Sales Price	\$89,475	\$101,879	-12.2%	\$89,475	\$101,879	-12.2%				\$48,747	\$77,176	-36.8%
Shelby County	Units	7,118	6,608	7.7%	6,798	6,309	7.8%	320	299	7.0%	1,579	2,087	-24.3%
	Median Sales Price	\$95,000	\$79,900	18.9%	\$89,900	\$75,000	19.9%	\$219,896	\$222,725	-1.3%	\$49,000	\$39,500	24.1%
	Ave. Sales Price	\$135,706	\$123,564	9.8%	\$129,965	\$116,837	11.2%	\$257,663	\$265,495	-2.9%	\$73,932	\$64,703	14.3%
Fayette County	Units	271	222	22.1%	225	188	19.7%	46	34	35.3%	65	56	16.1%
	Median Sales Price	\$167,500	\$163,450	2.5%	\$150,000	\$144,450	3.8%	\$226,481	\$190,200	19.1%	\$95,500	\$111,200	-13.2%
	Ave. Sales Price	\$201,999	\$186,054	8.6%	\$188,944	\$178,117	6.1%	\$265,855	\$229,939	15.6%	\$137,839	\$140,461	-1.9%
Tipton County	Units	342	319	7.2%	322	291	10.7%	20	28	-28.6%	110	112	-1.8%
	Median Sales Price	\$112,000	\$113,950	-1.7%	\$105,000	\$104,500	0.5%	\$242,950	\$240,950	0.8%	\$66,848	\$67,145	-0.4%
	Ave. Sales Price	\$125,343	\$118,167	6.1%	\$119,682	\$107,998	10.8%	\$216,480	\$223,855	-3.3%	\$77,694	\$76,124	2.1%