



Memphis Area Home Sales Report September 2013

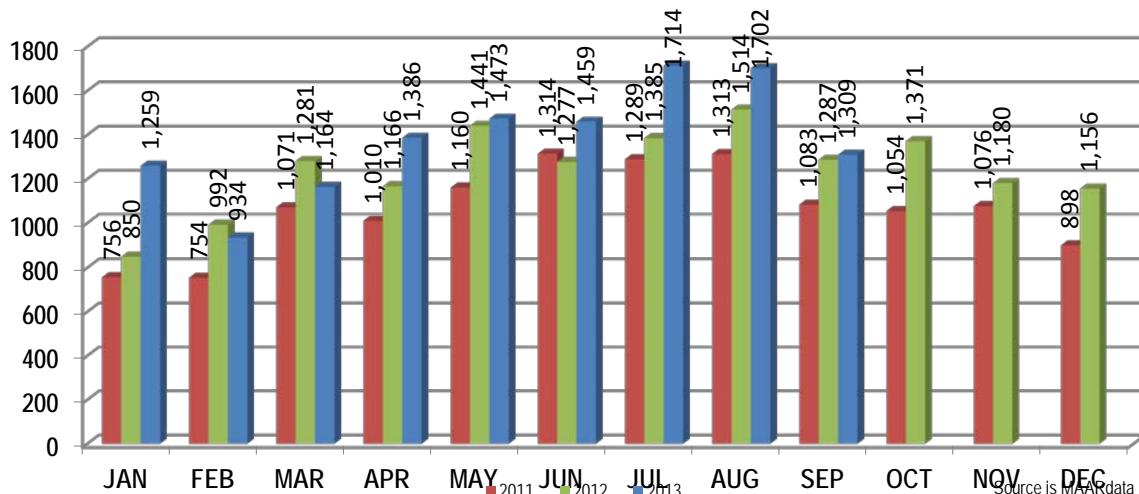
Sales Summary

	September Total Sales			YTD Total Sales		
	2013	2012	% change	2013	2012	% change
Units	1,309	1,296	1.0%	12,504	11,368	10.0%
Median Sales Price	\$115,000	\$91,500	25.7%	\$105,000	\$88,000	19.3%
Average Sales Price	\$143,828	\$132,671	8.4%	\$142,738	\$129,492	10.2%

	September Existing Sales			YTD Existing Home Sales		
	2013	2012	% change	2013	2012	% change
Units	1,251	1,224	2.2%	11,893	10,809	10.0%
Median Sales Price	\$110,000	\$86,000	27.9%	\$98,624	\$81,900	20.4%
Average Sales Price	\$138,924	\$127,719	8.8%	\$136,758	\$123,026	11.2%
	September New Home Sales			YTD New Home Sales		
	2013	2012	% change	2013	2012	% change
Units	58	72	-19.4%	611	559	9.3%
Median Sales Price	\$226,445	\$191,000	18.6%	\$225,645	\$215,000	5.0%
Average Sales Price	\$249,610	\$216,862	15.1%	\$259,151	\$254,521	1.8%
	September Bank Sales			YTD Bank Sales*		
	2013	2012	% change	2013	2012	% change
Units	230	326	-29.4%	2,540	3,361	-24.4%
Median Sales Price	\$50,000	\$41,360	20.9%	\$51,000	\$42,500	20.0%
Average Sales Price	\$71,692	\$64,761	10.7%	\$76,693	\$67,490	13.6%
	September Non-Bank Sales			YTD Non-Bank Sales		
	2013	2012	% change	2013	2012	% change
Units	1,079	970	11.2%	9,964	8,007	24.4%
Median Sales Price	\$135,000	\$120,000	12.5%	\$125,000	\$120,000	4.2%
Average Sales Price	\$159,205	\$155,495	2.4%	\$159,575	\$155,518	2.6%

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 September 2013

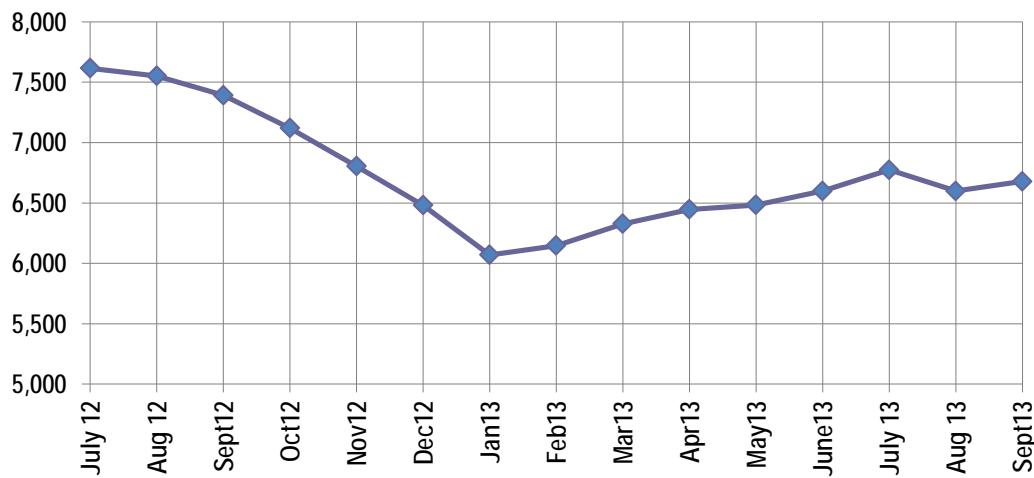
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 09-16-13)		
	Units	Ave. List Price
Single Family	6,229	\$223,194
Condo/Co-op	319	\$159,999
Duplex	130	\$62,713
Market Total	6,678	\$217,004

Pending Sales (as of 09-16-13)		
	Units	Ave. List Price
Single Family	1,630	\$156,440
Condo/Co-op	52	\$146,650
Duplex	15	\$41,093
Market Total	1,697	\$155,200

	September Foreclosure Actions			YTD Foreclosure Actions		
	2013	2012	% change	2013	2012	% change
Total	287	323	-11.1%	3,170	3,588	-11.6%

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



Inventory

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
Jul-12	7,615	Jul-13	6,774
Aug-12	7,552	Aug-13	6,599
Sep-12	7,392	Sep-13	6,678



Memphis Area Home Sales Report
September 2013

Area Detail - Current Month

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2013	2012	% change	2013	2012	% change	2013	2012	% change	2013	2012	% change
Frayer	Units	48	80	-40.0%	48	80	-40.0%		-	-	10	27	-63.0%
	Median Sales Price	\$22,518	\$20,772	8.4%	\$22,518	\$20,772	8.4%		-	-	\$10,278	\$15,000	-31.5%
	Ave. Sales Price	\$30,767	\$25,092	22.6%	\$30,767	\$25,092	22.6%		-	-	\$13,189	\$17,878	-26.2%
Raleigh/Co. Pike	Units	81	81	0.0%	78	79	-1.3%	3	2	50.0%	23	32	-28.1%
	Median Sales Price	\$57,500	\$50,000	17.7%	\$55,850	\$49,900	11.9%	\$150,465			\$48,944	\$37,300	31.2%
	Ave. Sales Price	\$60,131	\$51,804	16.1%	\$57,581	\$50,661	13.7%	\$126,418	\$96,950	30.4%	\$45,732	\$38,776	17.9%
Downtown	Units	35	33	6.1%	35	32	9.4%		1		6	6	0.0%
	Median Sales Price	\$206,000	\$175,000	17.7%	\$206,000	\$177,450	16.1%				\$163,750	\$29,250	459.8%
	Ave. Sales Price	\$215,782	\$169,778	27.1%	\$215,782	\$172,115	25.4%		\$95,000		\$180,266	\$60,583	197.5%
Midtown	Units	72	57	26.3%	72	57	26.3%				11	14	-21.4%
	Median Sales Price	\$87,250	\$60,000	45.4%	\$87,250	\$60,000	45.4%				\$25,500	\$24,500	4.1%
	Ave. Sales Price	\$106,871	\$125,594	-14.9%	\$106,871	\$125,594	-14.9%				\$35,619	\$50,263	-29.1%
S. Memphis	Units	22	49	-55.1%	22	49	-55.1%			-	8	23	-65.2%
	Median Sales Price	\$16,000	\$12,200	31.1%	\$16,000	\$12,200	31.1%		-	-	\$11,412	\$12,000	-4.9%
	Ave. Sales Price	\$21,242	\$16,767	26.7%	\$21,242	\$16,767	26.7%			-	\$11,103	\$13,256	-16.2%
Bercclair/Highland Heights	Units	34	43	-20.9%	34	43	-20.9%		-	-	10	13	-23.1%
	Median Sales Price	\$25,000	\$29,000	-13.8%	\$25,000	\$29,000	-13.8%		-	-	\$26,889	\$17,000	58.2%
	Ave. Sales Price	\$27,797	\$28,328	-1.9%	\$27,797	\$28,328	-1.9%		-	-	\$23,546	\$19,492	20.8%
E. Memphis	Units	207	176	17.6%	205	174	17.8%	2	2	0.0%	22	18	22.2%
	Median Sales Price	\$138,500	\$113,000	22.6%	\$136,000	\$111,105	22.4%				\$55,000	\$35,950	53.0%
	Ave. Sales Price	\$173,136	\$178,600	-3.1%	\$168,182	\$175,585	-4.2%	\$680,987	\$440,960	54.4%	\$75,547	\$50,522	49.5%
Whitehaven	Units	55	68	-19.1%	55	68	-19.1%				19	20	-5.0%
	Median Sales Price	\$50,000	\$33,626	48.7%	\$50,000	\$33,626	48.7%		-		\$28,244	\$29,000	-2.6%
	Ave. Sales Price	\$53,512	\$44,966	19.0%	\$53,512	\$44,966	19.0%				\$40,784	\$35,658	14.4%
Parkway/ Village/ Oakhaven	Units	55	44	25.0%	55	42	31.0%	2			16	15	6.7%
	Median Sales Price	\$33,000	\$36,305	-9.1%	\$33,000	\$34,249	-3.6%				\$30,750	\$30,000	2.5%
	Ave. Sales Price	\$37,886	\$41,774	-9.3%	\$37,886	\$40,096	-5.5%	\$77,000			\$31,413	\$31,355	0.2%
Hickory Hill	Units	96	117	-17.9%	109	92	15.6%	4	8	-50.0%	25	39	-35.9%
	Median Sales Price	\$78,250	\$67,500	15.9%	\$76,383	\$60,250	26.8%	\$192,470	\$147,815	30.2%	\$56,000	\$45,000	24.4%
	Ave. Sales Price	\$84,332	\$71,672	17.7%	\$79,695	\$66,614	19.6%	\$190,970	\$140,599	35.8%	\$59,920	\$53,392	12.2%
Southwind	Units	14	10	40.0%	12	10	20.0%		2		5	4	25.0%
	Median Sales Price	\$160,000	\$163,500	-2.1%	\$152,500	\$163,500	-6.7%				\$165,000	\$93,500	76.5%
	Ave. Sales Price	\$211,280	\$177,220	19.2%	\$202,090	\$177,220	14.0%		\$266,419		\$176,657	\$91,800	92.4%



Memphis Area Home Sales Report
September 2013

Area Detail - Current Month

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2013	2012	% change	2013	2012	% change	2013	2012	% change	2013	2012	% change
Cordova	Units	175	182	-3.8%	163	166	-1.8%	12	16	-25.0%	29	52	-44.2%
	Median Sales Price	\$124,000	\$111,500	11.2%	\$117,000	\$105,000	11.4%	\$197,184	\$179,936	9.6%	\$87,500	\$83,350	5.0%
	Ave. Sales Price	\$134,030	\$121,049	10.7%	\$128,731	\$114,033	12.9%	\$206,017	\$193,833	6.3%	\$101,069	\$92,359	9.4%
Bartlett	Units	79	68	16.2%	72	56	28.6%	7	12	-41.7%	8	10	-20.0%
	Median Sales Price	\$160,000	\$172,400	-7.2%	\$157,375	\$157,750	-0.2%	\$211,000	\$190,830	10.6%	\$118,554	\$175,700	-32.5%
	Ave. Sales Price	\$166,839	\$173,462	-3.8%	\$162,351	\$168,401	-3.6%	\$212,996	\$197,080	8.1%	\$153,833	\$164,000	-6.2%
Gtown	Units	78	65	20.0%	78	64	21.9%	1			4	4	0.0%
	Median Sales Price	\$246,000	\$253,000	-2.8%	\$246,000	\$252,500	-2.6%				\$72,032	\$220,000	-67.3%
	Ave. Sales Price	\$274,061	\$326,189	-16.0%	\$274,061	\$325,379	-15.8%	\$378,000			\$92,040	\$302,750	-69.6%
Collierville	Units	85	70	21.4%	78	62	25.8%	7	8	-12.5%	8	8	0.0%
	Median Sales Price	\$254,000	\$270,000	-5.9%	\$245,000	\$263,750	-7.1%	\$292,614	\$368,991	-20.7%	\$171,500	\$120,000	42.9%
	Ave. Sales Price	\$282,742	\$290,523	-2.7%	\$279,936	\$280,155	-0.1%	\$314,019	\$370,875	-15.3%	\$195,300	\$154,843	26.1%
Lakeland	Units	32	23	39.1%	27	21	28.6%	5	2	150.0%	1	2	-50.0%
	Median Sales Price	\$214,000	\$249,000	-14.1%	\$218,000	\$249,000	-12.4%	\$199,900					
	Ave. Sales Price	\$258,784	\$295,848	-12.5%	\$250,607	\$294,474	-14.9%	\$302,940	\$310,275	-2.4%	\$275,000	\$154,282	78.2%
Arlington	Units	27	28	-3.6%	22	22	0.0%	5	6	-16.7%	3	4	-25.0%
	Median Sales Price	\$195,370	\$205,345	-4.9%	\$186,250	\$214,500	-13.2%	\$208,730	\$197,523	5.7%	\$146,000	\$179,750	-18.8%
	Ave. Sales Price	\$201,606	\$205,360	-1.8%	\$197,775	\$205,720	-3.9%	\$218,464	\$204,042	7.1%	\$118,700	\$167,610	-29.2%
Millington	Units	16	17	-5.9%	16	17	-5.9%				5	6	-16.7%
	Median Sales Price	\$82,250	\$110,000	-25.2%	\$82,250	\$110,000	-25.2%				\$65,000	\$66,326	-2.0%
	Ave. Sales Price	\$96,512	\$112,909	-14.5%	\$96,512	\$112,909	-14.5%				\$69,960	\$76,476	-8.5%
Shelby County	Units	1,214	1,203	0.9%	1,167	1,143	2.1%	47	60	-21.7%	217	297	-26.9%
	Median Sales Price	\$111,000	\$89,400	24.2%	\$105,000	\$82,900	26.7%	\$225,000	\$188,425	19.4%	\$49,900	\$40,500	23.2%
	Ave. Sales Price	\$142,543	\$131,562	8.3%	\$138,167	\$127,002	8.8%	\$251,197	\$218,428	15.0%	\$71,587	\$62,374	14.8%
Fayette County	Units	49	47	4.3%	41	36	13.9%	8	11	-27.3%	6	12	-50.0%
	Median Sales Price	\$175,000	\$176,772	-1.0%	\$143,000	\$160,200	-10.7%	\$243,450	\$224,541	8.4%	\$53,500	\$73,050	-26.8%
	Ave. Sales Price	\$192,128	\$185,341	3.7%	\$175,977	\$178,157	-1.2%	\$274,903	\$208,853	31.6%	\$94,381	\$114,325	-17.4%
Tipton County	Units	46	46	0.0%	43	45	-4.4%	3	1	200.0%	7	17	-58.8%
	Median Sales Price	\$123,950	\$93,000	33.3%	\$119,900	\$92,000	30.3%	\$147,000			\$63,360	\$60,000	5.6%
	Ave. Sales Price	\$126,299	\$107,880	17.1%	\$124,136	\$105,588	17.6%	\$157,300	\$211,000	-25.4%	\$55,494	\$71,476	-22.4%



Memphis Area Home Sales Report
September 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	537	600	-10.5%	537	600	-10.5%				165	228	-27.6%
	Median Sales Price	\$22,500	\$20,000	12.5%	\$22,500	\$20,000	12.5%				\$15,502	\$15,200	2.0%
	Ave. Sales Price	\$31,183	\$25,445	22.6%	\$31,183	\$25,445	22.6%				\$20,041	\$18,023	11.2%
Raleigh/ Cov. Pike	Units	778	789	-1.4%	766	773	-0.9%	12	16	-25.0%	196	288	-31.9%
	Median Sales Price	\$57,257	\$49,000	16.9%	\$56,725	\$48,500	17.0%	\$100,500	\$83,000	21.1%	\$45,063	\$37,000	21.8%
	Ave. Sales Price	\$58,724	\$52,873	11.1%	\$57,917	\$51,841	11.7%	\$110,290	\$102,729	7.4%	\$46,273	\$39,482	17.2%
Downtown	Units	320	264	21.2%	317	263	20.5%	3	1	200.0%	49	69	-29.0%
	Median Sales Price	\$192,000	\$169,900	13.0%	\$193,000	\$169,900	13.6%	\$95,000			\$90,000	\$47,500	89.5%
	Ave. Sales Price	\$193,178	\$169,321	14.1%	\$194,107	\$169,603	14.4%	\$95,000	\$95,000	0.0%	\$97,206	\$80,066	21.4%
Midtown	Units	636	567	12.2%	633	567	11.6%	3			117	153	-23.5%
	Median Sales Price	\$99,700	\$65,000	53.4%	\$99,500	\$65,000	53.1%	\$199,000			\$26,900	\$24,500	9.8%
	Ave. Sales Price	\$129,865	\$101,790	27.6%	\$128,926	\$101,790	26.7%	\$328,055			\$49,891	\$40,624	22.8%
S. Memphis	Units	334	372	-10.2%	334	372	-10.2%				119	172	-30.8%
	Median Sales Price	\$13,175	\$11,875	10.9%	\$13,175	\$11,875	10.9%				\$10,000	\$9,700	3.1%
	Ave. Sales Price	\$20,556	\$16,540	24.3%	\$20,556	\$16,540	24.3%				\$12,832	\$11,937	7.5%
Berclair/ Highland Heights	Units	444	392	13.3%	444	392	13.3%				127	170	-25.3%
	Median Sales Price	\$27,450	\$24,950	10.0%	\$27,450	\$24,950	10.0%				\$22,000	\$18,000	22.2%
	Ave. Sales Price	\$31,950	\$27,166	17.6%	\$32,294	\$27,023	19.5%				\$22,118	\$19,811	11.6%
E. Memphis	Units	2,067	1,683	22.8%	2,056	1,677	22.6%	11	6	83.3%	291	345	-15.7%
	Median Sales Price	\$115,000	\$107,900	6.6%	\$115,000	\$107,000	7.5%	\$379,500	\$520,096	-27.0%	\$33,501	\$29,000	15.5%
	Ave. Sales Price	\$169,547	\$159,439	6.3%	\$168,069	\$158,057	6.3%	\$445,761	\$545,653	-18.3%	\$65,078	\$55,637	17.0%
Whitehaven	Units	490	548	-10.6%	489	548	-10.8%	1			166	220	-24.5%
	Median Sales Price	\$42,000	\$34,305	22.4%	\$42,000	\$34,305	22.4%				\$27,155	\$28,300	-4.0%
	Ave. Sales Price	\$48,152	\$41,960	14.8%	\$48,070	\$41,960	14.6%	\$88,296			\$35,590	\$32,629	9.1%
Parkway Village/ Oakhaven	Units	478	436	9.6%	469	425	10.4%	9	11	-18.2%	108	162	-33.3%
	Median Sales Price	\$38,810	\$32,000	21.3%	\$38,000	\$32,000	18.8%	\$72,000	\$72,000	0.0%	\$30,500	\$23,900	27.6%
	Ave. Sales Price	\$42,659	\$38,031	12.2%	\$42,101	\$37,102	13.5%	\$71,777	\$73,909	-2.9%	\$31,412	\$25,626	22.6%
Hickory Hill	Units	1,122	1,045	7.4%	1,081	994	8.8%	41	51	-19.6%	306	435	-29.7%
	Median Sales Price	\$73,573	\$64,500	14.1%	\$71,499	\$60,285	18.6%	\$154,190	\$148,240	4.0%	\$57,101	\$47,000	21.5%
	Ave. Sales Price	\$78,607	\$70,624	11.3%	\$75,472	\$66,622	13.3%	\$161,265	\$148,618	8.5%	\$66,412	\$57,008	16.5%
Southwind	Units	101	96	5.2%	93	86	8.1%	8	10	-20.0%	29	25	16.0%
	Median Sales Price	\$159,000	\$171,500	-7.3%	\$154,500	\$155,950	-0.9%	\$260,500	\$258,459	0.8%	\$158,299	\$114,900	37.8%
	Ave. Sales Price	\$211,364	\$216,309	-2.3%	\$206,715	\$210,983	-2.0%	\$265,404	\$262,113	1.3%	\$181,345	\$133,849	35.5%



Memphis Area Home Sales Report
September 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	1,589	1,449	9.7%	1,482	1,369	8.3%	107	80	33.8%	352	511	-31.1%
	Median Sales Price	\$118,500	\$108,859	8.9%	\$115,000	\$105,000	9.5%	\$181,190	\$174,415	3.9%	\$92,044	\$82,200	12.0%
	Ave. Sales Price	\$134,299	\$122,121	10.0%	\$130,469	\$117,164	11.4%	\$187,353	\$206,946	-9.5%	\$108,813	\$94,675	14.9%
Bartlett	Units	778	635	22.5%	680	557	22.1%	98	78	25.6%	133	157	-15.3%
	Median Sales Price	\$155,000	\$153,600	0.9%	\$147,000	\$145,000	1.4%	\$215,375	\$190,830	12.9%	\$110,507	\$129,900	-14.9%
	Ave. Sales Price	\$159,416	\$155,402	2.6%	\$150,518	\$149,081	1.0%	\$221,157	\$200,546	10.3%	\$126,416	\$131,231	-3.7%
G'town	Units	674	555	21.4%	653	530	23.2%	21	25	-16.0%	41	48	-14.6%
	Median Sales Price	\$267,250	\$260,000	2.8%	\$264,500	\$252,500	4.8%	\$447,500	\$428,500	4.4%	\$189,900	\$199,250	3.9%
	Ave. Sales Price	\$307,105	\$315,423	-2.6%	\$300,150	\$307,259	-2.3%	\$523,356	\$488,496	7.1%	\$214,035	\$242,734	-11.8%
Collierville	Units	792	735	7.8%	692	636	8.8%	100	99	1.0%	74	85	-12.9%
	Median Sales Price	\$275,000	\$280,000	-1.8%	\$265,050	\$270,000	-1.8%	\$359,276	\$341,602	5.2%	\$208,195	\$202,500	2.8%
	Ave. Sales Price	\$299,262	\$295,285	1.3%	\$287,430	\$281,677	2.0%	\$381,142	\$382,706	-0.4%	\$225,800	\$205,125	10.1%
Lakeland	Units	209	173	20.8%	174	142	22.5%	35	31	12.9%	21	19	10.5%
	Median Sales Price	\$230,000	\$230,000	0.0%	\$221,500	\$232,500	-4.7%	\$304,466	\$216,000	41.4%	\$139,500	\$198,000	-29.5%
	Ave. Sales Price	\$245,867	\$247,853	-0.8%	\$234,079	\$241,872	-3.2%	\$304,194	\$275,250	10.6%	\$181,343	\$180,804	0.3%
Arlington	Units	261	235	11.1%	202	176	14.8%	59	59	0.0%	28	38	-26.3%
	Median Sales Price	\$209,800	\$194,000	8.1%	\$195,000	\$176,000	10.8%	\$234,324	\$224,950	4.2%	\$161,250	\$163,250	-1.2%
	Ave. Sales Price	\$211,251	\$205,007	3.0%	\$200,830	\$193,178	4.0%	\$246,932	\$240,294	2.8%	\$169,974	\$167,573	1.4%
Millington	Units	112	92	21.7%	112	91	23.1%		1		33	36	-8.3%
	Median Sales Price	\$79,350	\$85,200	-6.9%	\$79,350	\$85,000	-6.6%				\$41,000	\$55,200	-25.7%
	Ave. Sales Price	\$101,372	\$103,549	-2.1%	\$101,372	\$101,720	-0.3%		\$270,000		\$58,752	\$73,350	-19.9%
Shelby County	Units	11,540	10,535	9.5%	11,032	10,067	9.6%	508	468	8.5%	2,304	3,105	-25.8%
	Median Sales Price	\$100,000	\$83,900	19.2%	\$95,000	\$79,000	20.3%	\$226,163	\$216,568	4.4%	\$49,050	\$40,300	21.7%
	Ave. Sales Price	\$141,235	\$128,014	10.3%	\$135,681	\$121,916	11.3%	\$261,842	\$259,198	1.0%	\$74,436	\$65,044	14.4%
Fayette County	Units	425	355	19.7%	350	297	17.8%	75	58	29.3%	84	85	-1.2%
	Median Sales Price	\$170,000	\$167,000	1.8%	\$150,050	\$150,000	0.0%	\$224,305	\$196,740	14.0%	\$95,000	\$107,500	-11.6%
	Ave. Sales Price	\$200,176	\$191,851	4.3%	\$187,572	\$183,218	2.4%	\$258,995	\$236,055	9.7%	\$134,923	\$136,999	-1.5%
Tipton County	Units	539	478	12.8%	511	445	14.8%	28	33	-15.2%	152	171	-11.1%
	Median Sales Price	\$120,000	\$109,450	9.6%	\$115,000	\$103,000	11.7%	\$240,000	\$240,000	0.0%	\$70,000	\$71,500	-2.1%
	Ave. Sales Price	\$129,640	\$115,754	12.0%	\$125,195	\$107,976	15.9%	\$210,760	\$220,637	-4.5%	\$78,718	\$77,358	1.8%