



Bruce Jones
 615-429-0153 Direct
 615-371-3232 Office
 wbruce@comcast.net
 RE/MAX Fine Homes



Davidson County
Market Condition

MAY 2013
 Issued: 6/8/13
 for Prior Month Activity

MAY 2013 ACTIVITY				YEAR TO DATE ACTIVITY (THRU MAY 2013)								6/1/12 - 5/31/13			JUNE 2013				
Report is current on date of generation. Results are impacted when additional sales/inventory are recorded in MLS.												Absorption Information							
Area 1	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months of Inventory				
2010	154	\$176,937	79	589	\$167,396	\$161,701	96.6%	\$153,000	81	1857	\$87.08								
2011	112	\$173,238	86	482	\$169,316	\$162,514	96.0%	\$150,000	96	2003	\$81.14								
2012	162	\$177,635	79	645	\$170,971	\$164,874	96.4%	\$153,000	87	1972	\$83.61								
2013	191	\$204,123	54	721	\$185,811	\$181,886	97.9%	\$162,450	64	2018	\$90.13								
Var to LY	17.9%	14.9%	-25	11.8%	8.7%	10.3%	1.5%	6.2%	-23	46	7.8%	1864	155.3	622	4.0				
Area 2	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	334500	Absorption Rate	Current Inventory	Months of Inventory				
2010	146	\$388,868	76	528	\$418,825	\$398,119	95.1%	\$304,000	85	2685	\$148.28								
2011	143	\$372,770	85	565	\$413,947	\$391,642	94.6%	\$308,000	91	2695	\$145.32								
2012	213	\$447,297	76	678	\$458,593	\$436,072	95.1%	\$334,500	88	2723	\$160.14								
2013	236	\$473,817	67	810	\$491,804	\$476,532	96.9%	\$375,000	78	2762	\$172.53								
Var to LY	10.8%	5.9%	-9	19.5%	7.2%	9.3%	1.9%	12.1%	-10	39	7.7%	1951	162.6	857	5.3				
Area 3	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months of Inventory				
2010	37	\$115,118	80	110	\$107,389	\$102,822	95.7%	\$100,500	72	1372	\$74.94								
2011	24	\$101,447	93	7	\$101,641	\$94,136	92.6%	\$66,200	86	1430	\$65.83								
2012	23	\$88,540	54	113	\$101,431	\$95,528	94.2%	\$72,500	119	1361	\$70.19								
2013	44	\$136,616	70	161	\$128,159	\$125,385	97.8%	\$100,000	79	1405	\$89.24								
Var to LY	91.3%	54.3%	16	42.5%	26.4%	31.3%	3.9%	37.9%	-40	44	27.1%	315	26.3	185	7.0				
Area 4	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months of Inventory				
2010	5	\$128,394	114	28	\$104,599	\$100,009	95.6%	\$83,750	63	1765	\$56.66								
2011	12	\$119,554	45	36	\$130,893	\$129,220	98.7%	\$138,995	36	1703	\$75.88								
2012	8	\$128,508	32	36	\$138,241	\$134,348	97.2%	\$165,025	64	1929	\$69.65								
2013	8	\$70,737	212	33	\$112,502	\$103,871	92.3%	\$86,000	106	1741	\$59.66								
Var to LY	0.0%	-45.0%	180	-8.3%	-18.6%	-22.7%	-5.0%	-47.9%	42	-188	-14.3%	90	7.5	55	7.3				

Source: Realtracs Solutions, Inc.
 Compiled by: The Realtor Assistant
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Area 5	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months of Inventory				
2010	30	\$138,796	75	130	\$131,656	\$127,230	96.6%	\$124,500	83	1762	\$72.21								
2011	30	\$103,734	85	122	\$111,824	\$106,827	95.5%	\$98,000	99	1679	\$63.63								
2012	37	\$119,540	102	140	\$114,183	\$108,431	95.0%	\$94,250	92	1767	\$61.36								
2013	30	\$139,048	103	151	\$120,372	\$115,369	95.8%	\$100,000	82	1860	\$62.03								
Var to LY	-18.9%	16.3%	1	7.9%	5.4%	6.4%	0.9%	6.1%	-10	93	1.1%	393	32.8	239	7.3				
Area 6	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months of Inventory				
2010	126	\$141,297	76	494	\$137,464	\$132,120	96.1%	\$122,950	81	1474	\$89.63								
2011	97	\$122,880	87	405	\$130,518	\$124,903	95.7%	\$111,500	89	1540	\$81.11								
2012	129	\$139,181	60	514	\$141,361	\$136,757	96.7%	\$115,000	75	1536	\$89.03								
2013	153	\$175,545	53	631	\$158,987	\$155,611	97.9%	\$132,000	68	1574	\$98.86								
Var to LY	18.6%	26.1%	-7	22.8%	12.5%	13.8%	1.2%	14.8%	-7	38	11.0%	1499	124.9	442	3.5				
Area 7	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months of Inventory				
2010	102	\$150,700	69	357	\$152,029	\$146,154	96.1%	\$138,000	86	1713	\$85.32								
2011	75	\$125,001	101	249	\$149,739	\$142,351	95.1%	\$127,500	98	1806	\$78.82								
2012	114	\$144,753	79	395	\$143,914	\$140,201	97.4%	\$129,900	85	1784	\$78.59								
2013	130	\$170,496	76	497	\$156,098	\$151,499	97.1%	\$136,250	78	1818	\$83.33								
Var to LY	14.0%	17.8%	-3	25.8%	8.5%	8.1%	-0.4%	4.9%	-7	34	6.0%	1155	96.3	356	3.7				
Area 8	Month Unit Sales	Avg. Sales Price	Days on Market	Units Sold	Avg List Price	Avg. Sales Price	List to Sales Price Ratio	Med. Sales Price	Avg. Days On Market	Avg. Sq. Feet	Avg SP/SF	Last 12 Months Sales	Absorption Rate	Current Inventory	Months of Inventory				
2010	66	\$133,654	63	215	\$127,062	\$124,146	97.7%	\$129,500	68	1721	\$72.14								
2011	38	\$101,263	88	168	\$107,180	\$102,692	95.8%	\$103,950	95	1730	\$59.36								
2012	41	\$109,924	94	211	\$108,322	\$105,237	97.2%	\$105,000	76	1772	\$59.39								
2013	68	\$115,575	74	236	\$116,752	\$114,942	98.4%	\$119,900	74	1711	\$67.18								
Var to LY	65.9%	5.1%	-20	11.8%	7.8%	9.2%	1.3%	14.2%	-2	-61	13.1%	589	49.1	216	4.4				

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MAY 2013

Report is a SNAPSHOT, showing how long a home might take to sell if NO OTHER ACTIVITY TAKES PLACE. Use in conjunction with normal CMA/Price development strategies.

Price Ranges	AREA 1				AREA 2				AREA 3				AREA 4			
	6/01/12-5/31/13		JUNE 2013		6/01/12-5/31/13		JUNE 2013		6/01/12-5/31/13		JUNE 2013		6/01/12-5/31/13		JUNE 2013	
	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv
under 99,999	394	32.8	59	1.8	18	1.5	4	2.7	163	13.6	69	5.1	40	3.3	17	5.1
100,000 - 124,999	170	14.2	67	4.7	13	1.1	2	1.8	24	2.0	13	6.5	9	0.8	6	8.0
125,000 - 149,999	273	22.8	82	3.6	28	2.3	4	1.7	32	2.7	18	6.8	9	0.8	3	4.0
150,000 - 174,999	199	16.6	80	4.8	77	6.4	9	1.4	17	1.4	12	8.5	10	0.8	8	9.6
175,000 - 199,999	191	15.9	63	4.0	114	9.5	28	2.9	15	1.3	11	8.8	9	0.8	9	12.0
Price Category	1,227	102.3	351	3.4	250	20.8	47	2.3	251	20.9	123	5.9	77	6.4	43	6.7
200,000 - 224,999	150	12.5	58	4.6	91	7.6	24	3.2	15	1.3	7	5.6	6	0.5	4	8.0
225,000 - 249,999	116	9.7	61	6.3	170	14.2	47	3.3	20	1.7	6	3.6	5	0.4	3	7.2
250,000 - 274,999	73	6.1	31	5.1	105	8.8	32	3.7	9	0.8	6	8.0	0	0.0	1	unk
275,000 - 299,999	75	6.3	38	6.1	152	12.7	36	2.8	10	0.8	13	15.6	1	0.1	2	24.0
Price Category	414	34.5	188	5.4	518	43.2	139	3.2	54	4.5	32	7.1	12	1.0	10	10.0
300,000 - 324,999	72	6.0	12	2.0	79	6.6	23	3.5	4	0.3	2	6.0	0	0.0	0	n/a
325,000 - 349,999	79	6.6	28	4.3	93	7.8	29	3.7	0	0.0	9	unk	0	0.0	0	n/a
350,000 - 374,999	41	3.4	11	3.2	69	5.8	26	4.5	2	0.2	6	36.0	0	0.0	2	unk
375,000 - 399,999	21	1.8	13	7.4	111	9.3	33	3.6	1	0.1	4	48.0	0	0.0	0	n/a
Price Category	213	17.8	64	3.6	352	29.3	111	3.8	7	0.6	21	36.0	0	0.0	2	unk
400,000 - 449,999	5	0.4	8	19.2	138	11.5	36	3.1	2	0.2	5	30.0	0	0.0	0	n/a
450,000 - 499,999	0	0.0	4	unk	137	11.4	62	5.4	1	0.1	3	36.0	1	0.1	1	12.0
500,000 - 549,999	0	0.0	1	unk	90	7.5	43	5.7	0	0.0	0	n/a	0	0.0	0	n/a
550,000 - 599,999	1	0.1	2	24.0	94	7.8	48	6.1	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	6	0.5	15	30.0	459	38.3	189	4.9	3	0.3	8	32.0	1	0.1	1	unk
600,000 - 649,999	0	0.0	1	unk	58	4.8	48	9.9	0	0.0	0	n/a	0	0.0	0	n/a
650,000 - 699,999	1	0.1	1	12.0	66	5.5	47	8.5	0	0.0	0	n/a	0	0.0	0	n/a
700,000 - 749,999	2	0.2	0	0.0	31	2.6	17	6.6	0	0.0	0	n/a	0	0.0	0	n/a
750,000 - 799,999	1	0.1	3	36.0	29	2.4	31	12.8	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	4	0.3	5	15.0	184	15.3	143	9.3	0	0.0	0	unk	0	0.0	0	n/a
800,000 - 849,999	0	0.0	0	n/a	19	1.6	14	8.8	0	0.0	0	n/a	0	0.0	0	n/a
850,000 - 899,999	0	0.0	1	unk	33	2.8	26	9.5	0	0.0	0	n/a	0	0.0	0	n/a
900,000 - 949,999	0	0.0	0	n/a	7	0.6	8	13.7	0	0.0	0	n/a	0	0.0	0	n/a
950,000 - 999,999	0	0.0	0	n/a	17	1.4	22	15.5	0	0.0	1	unk	0	0.0	0	n/a
Price Category	0	0.0	1	unk	76	6.3	70	11.1	0	0.0	1	n/a	0	0.0	0	n/a
1,000,000 - 1,249,999	0	0.0	0	n/a	27	2.3	34	15.1	0	0.0	0	n/a	0	0.0	0	n/a
1,250,000 - 1,499,999	0	0.0	1	unk	32	2.7	46	17.3	0	0.0	1	unk	0	0.0	0	n/a
1,500,000 - 1,749,999	0	0.0	0	n/a	23	1.9	15	7.8	0	0.0	0	n/a	0	0.0	0	n/a
1,750,000 - 1,999,999	0	0.0	1	unk	10	0.8	16	19.2	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	0	0.0	2	#DIV/0!	92	7.7	111	14.5	0	0.0	1	n/a	0	0.0	0	unk
2,000,000 - 2,499,999	0	0.0	0	n/a	7	0.6	16	27.4	0	0.0	0	n/a	0	0.0	0	n/a
2,500,000 - 2,999,999	0	0.0	0	n/a	7	0.6	14	24.0	0	0.0	0	n/a	0	0.0	0	n/a
3,000,000 - 3,499,999	0	0.0	0	n/a	4	0.3	4	12.0	0	0.0	0	n/a	0	0.0	0	n/a
3,500,000 - 3,999,999	0	0.0	0	n/a	1	0.1	6	72.0	0	0.0	0	n/a	0	0.0	0	n/a
4,000 & Up	0	0.0	1	unk	1	0.1	14	168.0	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	0	0.0	1	n/a	20	1.7	54	32.4	0	0.0	0	n/a	0	0.0	0	n/a
All Categories	1,864	155.3	627	4.0	1,951	162.6	864	5.3	315	26.3	186	7.1	90	7.5	56	7.5

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Price Ranges	AREA 5				AREA 6				AREA 7				AREA 8			
	6/01/12-5/31/13		JUNE 2013		6/01/12-5/31/13		JUNE 2013		6/01/12-5/31/13		JUNE 2013		6/01/12-5/31/13		JUNE 2013	
	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv	Number Sold	Absorp Rate	Current Active Listings	Months of Inv
under 99,999	168	14.0	76	5.4	496	41.3	113	2.7	288	24.0	59	2.5	208	17.3	37	2.1
100,000 - 124,999	63	5.3	29	5.5	159	13.3	72	5.4	156	13.0	44	3.4	148	12.3	45	3.6
125,000 - 149,999	58	4.8	37	7.7	226	18.8	55	2.9	209	17.4	69	4.0	130	10.8	56	5.2
150,000 - 174,999	41	3.4	22	6.4	128	10.7	49	4.6	158	13.2	44	3.3	76	6.3	35	5.5
175,000 - 199,999	22	1.8	20	10.9	109	9.1	35	3.9	97	8.1	28	3.5	19	1.6	18	11.4
Price Category	352	29.3	184	6.3	1,118	93.2	324	3.5	908	75.7	244	3.2	581	48.4	191	3.9
200,000 - 224,999	3	0.3	12	48.0	76	6.3	18	2.8	63	5.3	22	4.2	4	0.3	6	18.0
225,000 - 249,999	7	0.6	7	12.0	71	5.9	23	3.9	75	6.3	26	4.2	4	0.3	4	12.0
250,000 - 274,999	6	0.5	5	10.0	49	4.1	13	3.2	27	2.3	14	6.2	0	0.0	1	unk
275,000 - 299,999	8	0.7	6	9.0	48	4.0	15	3.8	24	2.0	16	8.0	0	15.0	3	unk
Price Category	24	2.0	30	15.0	244	20.3	69	3.4	189	15.8	78	5.0	8	0.7	14	21.0
300,000 - 324,999	2	0.2	2	12.0	27	2.3	9	4.0	17	1.4	8	5.6	0	0.0	0	n/a
325,000 - 349,999	2	0.2	1	6.0	23	1.9	13	6.8	9	0.8	7	9.3	0	0.0	1	unk
350,000 - 374,999	3	0.3	1	4.0	26	2.2	5	2.3	5	0.4	1	2.4	0	0.0	1	unk
375,000 - 399,999	3	0.3	3	12.0	24	2.0	7	3.5	7	0.6	5	8.6	0	0.0	1	unk
Price Category	10	0.8	7	8.4	100	8.3	34	4.1	38	3.2	21	6.6	0	0.0	3	unk
400,000 - 449,999	3	0.3	3	12.0	19	1.6	5	3.2	5	0.4	5	12.0	0	0.0	1	unk
450,000 - 499,999	1	0.1	4	48.0	4	0.3	1	3.0	4	0.3	1	3.0	0	0.0	0	n/a
500,000 - 549,999	0	0.0	1	unk	3	0.3	2	8.0	3	0.3	2	8.0	0	0.0	0	n/a
550,000 - 599,999	0	3.0	3	unk	0	0.0	3	unk	0	0.0	2	unk	0	0.0	0	n/a
Price Category	4	0.3	11	33.0	26	2.2	11	5.1	12	1.0	10	10.0	0	0.0	1	unk
600,000 - 649,999	0	0.0	0	n/a	1	0.1	1	12.0	3	0.3	1	4.0	0	0.0	0	n/a
650,000 - 699,999	0	0.0	2	unk	2	0.2	0	0.0	1	0.1	4	48.0	0	0.0	0	n/a
700,000 - 749,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	1	unk
750,000 - 799,999	0	0.0	0	n/a	0	0.0	0	n/a	1	0.1	0	0.0	0	0.0	0	n/a
Price Category	0	0.0	2	unk	3	0.3	1	4.0	5	0.4	5	n/a	0	0.0	1	unk
800,000 - 849,999	1	0.1	0	0.0	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
850,000 - 899,999	1	0.1	0	0.0	0	0.0	0	n/a	0	0.0	2	unk	0	0.0	2	unk
900,000 - 949,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
950,000 - 999,999	1	0.1	1	12.0	0	0.0	0	n/a	2	0.2	0	0.0	0	0.0	0	n/a
Price Category	3	0.3	1	n/a	0	0.0	0	unk	2	0.2	2	n/a	0	0.0	2	unk
1,000,000 - 1,249,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	1	unk	0	0.0	0	n/a
1,250,000 - 1,499,999	0	0.0	0	n/a	0	0.0	0	n/a	1	0.1	1	12.0	0	0.0	1	unk
1,500,000 - 1,749,999	0	0.0	2	unk	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a
1,750,000 - 1,999,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	1	unk	0	0.0	0	n/a
Price Category	0	0.0	2	unk	0	0.0	1	unk	3	0.3	5	n/a	0	0.0	1	unk
2,000,000 - 2,499,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
2,500,000 - 2,999,999	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	1	unk	0	0.0	1	unk
3,000,000 - 3,499,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
3,500,000 - 3,999,999	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
4,000 & Up	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	0	0.0	2	unk	0	0.0	0	unk	0	0.0	1	n/a	0	0.0	1	n/a
All Categories	393	32.8	239	7.3	1,491	124.3	440	3.5	1,157	96.4	366	3.8	589	49.1	214	4.4