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 RE/MAX Fine Homes



Rutherford County
 Market Condition

MAY 2013
 Issued: 4/8/13
 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			
Rutherford County	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	373	\$167,472	81	1470	\$167,637	\$163,457	97.5%	\$143,793	82	1893	\$86.35	4185	348.8	1644	4.7
2011	284	\$150,916	86	1136	\$159,351	\$154,819	97.2%	\$137,300	92	1916	\$80.80				
2012	361	\$157,933	75	1427	\$160,599	\$156,523	97.5%	\$140,000	85	1939	\$80.72				
2013	442	\$177,100	65	1780	\$170,828	\$168,836	98.8%	\$153,075	73	1954	\$86.41				
Var to LY	22.4%	12.1%	-10	24.7%	6.4%	7.9%	1.4%	9.3%	-12	15	7.0%				
Murfreesboro	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	225	\$179,577	75	910	\$178,376	\$173,862	97.5%	\$152,900	79	1969	\$88.30	2584	215.3	1070	5.0
2011	171	\$163,236	81	718	\$171,591	\$166,793	97.2%	\$150,000	90	2022	\$82.49				
2012	216	\$172,924	75	843	\$176,317	\$172,005	97.6%	\$155,000	82	2060	\$83.50				
2013	268	\$180,381	66	1082	\$184,951	\$181,467	98.1%	\$165,000	73	2067	\$87.79				
Var to LY	24.1%	4.3%	-9	28.4%	4.9%	5.5%	0.6%	6.5%	-9	7	5.1%				
Smyrna	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	65	\$147,578	81	225	\$158,574	\$154,505	97.4%	\$148,000	93	1805	\$85.60	719	59.9	219	3.7
2011	43	\$135,131	85	176	\$145,266	\$141,024	97.1%	\$130,024	89	1747	\$80.72				
2012	62	\$155,533	80	253	\$145,834	\$142,224	97.5%	\$134,900	88	1760	\$80.81				
2013	82	\$193,860	69	317	\$159,814	\$164,758	103.1%	\$153,100	72	1831	\$89.98				
Var to LY	32.3%	24.6%	-11	25.3%	9.6%	15.8%	5.7%	13.5%	-16	71	11.4%				
LaVergne	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	49	\$127,491	96	197	\$120,284	\$118,532	98.5%	\$111,005	77	1607	\$73.76	498	41.5	141	3.4
2011	45	\$114,516	102	148	\$109,078	\$105,609	96.8%	\$98,055	97	1601	\$65.96				
2012	56	\$101,749	80	198	\$106,718	\$103,717	97.2%	\$92,500	89	1668	\$62.18				
2013	48	\$121,659	57	216	\$114,259	\$111,483	97.6%	\$102,875	78	1616	\$68.99				
Var to LY	-14.3%	19.6%	-23	9.1%	7.1%	7.5%	0.4%	11.2%	-11	-52	10.9%				

Source: Realtracs Solutions, Inc.
 Compiled by: The Realtor Assistant, 615-668-0086

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Rutherford County Absorption Report

Report Issued 6/8/13: Single Family Home Data based on 12 Month Rolling Calendar of: 6/1/12 to 5/31/13

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	Rutherford County															
	Murfreesboro				Smyrna				LaVergne							
	4/01/12-3/31/13		APRIL 2013		4/01/12-3/31/13		APRIL 2013		4/01/12-3/31/13		APRIL 2013		4/01/12-3/31/13		APRIL 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	664	55.3	115	2.1	261	21.8	66	3.0	109	9.1	12	1.3	238	19.8	29	1.5
100,000 - 124,999	608	50.7	187	3.7	325	27.1	84	3.1	113	9.4	30	3.2	119	9.9	51	5.1
125,000 - 149,999	716	59.7	211	3.5	430	35.8	122	3.4	140	11.7	35	3.0	67	5.6	25	4.5
150,000 - 174,999	616	51.3	179	3.5	406	33.8	109	3.2	134	11.2	35	3.1	26	2.2	12	5.5
175,000 - 199,999	455	37.9	199	5.2	314	26.2	131	5.0	88	7.3	38	5.2	16	1.3	4	3.0
Price Category	3,059	254.9	891	3.5	1,736	144.7	512	3.5	584	48.7	150	3.1	466	38.8	121	3.1
200,000 - 224,999	292	24.3	131	5.4	204	17.0	92	5.4	59	4.9	26	5.3	10	0.8	1	1.2
225,000 - 249,999	248	20.7	157	7.6	188	15.7	125	8.0	25	2.1	10	4.8	10	0.8	5	6.0
250,000 - 274,999	176	14.7	99	6.8	127	10.6	76	7.2	25	2.1	6	2.9	5	0.4	3	7.2
275,000 - 299,999	143	11.9	105	8.8	109	9.1	81	8.9	13	1.1	7	6.5	2	0.2	6	36.0
Price Category	859	71.6	492	6.9	628	52.3	374	7.1	122	10.2	49	4.8	27	2.3	15	6.7
300,000 - 324,999	63	5.3	48	9.1	49	4.1	37	9.1	3	0.3	3	12.0	0	0.0	0	n/a
325,000 - 349,999	73	6.1	36	5.9	54	4.5	26	5.8	3	0.3	4	16.0	4	0.3	3	9.0
350,000 - 374,999	46	3.8	34	8.9	37	3.1	23	7.5	2	0.2	0	0.0	1	0.1	2	24.0
375,000 - 399,999	37	3.1	35	11.4	30	2.5	24	9.6	3	0.3	6	24.0	0	0.0	0	n/a
Price Category	219	18.3	153	8.4	170	14.2	110	7.8	11	0.9	13	14.2	5	0.4	5	12.0
400,000 - 449,999	27	2.3	25	11.1	23	1.9	16	8.3	2	0.2	2	12.0	0	0.0	0	n/a
450,000 - 499,999	17	1.4	22	15.5	15	1.3	18	14.4	0	0.0	1	unk	0	0.0	0	n/a
500,000 - 549,999	2	0.2	15	90.0	2	0.2	11	66.0	0	0.0	2	unk	0	0.0	0	n/a
550,000 - 599,999	6	0.5	10	20.0	5	0.4	4	9.6	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	52	4.3	72	16.6	45	3.8	49	13.1	2	0.2	5	30.0	0	0.0	0	n/a
600,000 - 649,999	0	0.0	7	unk	0	0.0	6	unk	0	0.0	0	n/a	0	0.0	0	n/a
650,000 - 699,999	2	0.2	6	36.0	2	0.2	3	18.0	0	0.0	0	n/a	0	0.0	0	n/a
700,000 - 749,999	0	0.0	6	unk	0	0.0	6	unk	0	0.0	0	n/a	0	0.0	0	n/a
750,000 - 799,999	0	3.0	2	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	2	0.2	21	126.0	2	0.2	15	90.0	0	0.0	0	unk	0	0.0	0	n/a
800,000 - 849,999	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	1	unk	0	0.0	0	n/a
850,000 - 899,999	2	0.2	4	24.0	1	0.1	2	24.0	0	0.0	0	n/a	0	0.0	0	n/a
900,000 - 949,999	1	0.1	2	24.0	1	0.1	2	24.0	0	0.0	0	n/a	0	0.0	0	n/a
950,000 - 999,999	0	0.0	3	unk	0	0.0	2	unk	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	3	0.3	10	40.0	2	0.2	6	36.0	0	0.0	1	unk	0	0.0	0	n/a
1,000,000 - 1,249,999	1	0.1	3	36.0	1	0.1	3	36.0	0	0.0	0	n/a	0	0.0	0	n/a
1,250,000 - 1,499,999	0	0.0	2	unk	0	0.0	1	unk	0	0.0	1	unk	0	0.0	0	n/a
1,500,000 - 1,749,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
1,750,000 - 1,999,999	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
Price Category	1	0.1	6	72.0	1	0.1	4	48.0	0	0.0	1	unk	0	0.0	0	n/a
2,000,000 - 2,499,999	0	0.0	1	unk	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a
2,500,000 - 2,999,999	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a	0	0.0	0	n/a
3,000,000 - 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	0	n/a	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	0	n/a	0	0.0	1	unk	0	0.0	0	n/a	0	0.0	0	n/a
All Categories	4,195	349.6	1,645	4.7	2,584	215.3	1,071	5.0	719	59.9	219	3.7	498	41.5	141	3.4