

**Sales Summary**

	April Total MLS Sales			YTD Total MLS Sales		
	2015	2014	% change	2015	2014	% change
<b>Units</b>	1,142	1,033	10.6%	3,799	3,680	3.2%
<b>Average Sales Price</b>	\$166,919	\$166,454	0.3%	\$166,183	\$156,194	6.4%
<b>Median Sales Price</b>	\$139,250	\$130,000	7.1%	\$131,250	\$125,013	5.0%

**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	18	31	5	7	2	63	219
\$ 20,000 - 29,999	9	43	8	0	0	60	180
\$ 30,000 - 39,999	1	26	3	5	0	35	154
\$ 40,000 - 49,999	4	33	3	0	0	40	144
\$ 50,000 - 59,999	8	26	5	1	3	43	148
\$ 60,000 - 69,999	6	20	3	0	0	29	125
\$ 70,000 - 79,999	5	34	5	0	3	47	133
\$ 80,000 - 89,999	5	39	4	0	0	48	167
\$ 90,000 - 99,999	4	24	7	0	0	35	134
\$100,000 - 119,999	4	54	12	0	2	72	285
\$120,000 - 139,999	3	76	19	0	4	102	314
\$140,000 - 159,999	6	56	27	2	5	96	281
\$160,000 - 179,999	4	37	24	0	3	68	215
\$180,000 - 199,999	4	22	38	0	2	66	193
\$200,000 - 249,999	4	42	70	0	4	120	385
\$250,000 - 299,999	4	13	60	0	0	77	267
\$300,000 - 399,999	0	14	55	0	2	71	240
\$400,000 - 499,999	0	7	39	0	0	46	120
\$500,000 - 749,999	0	1	18	0	0	19	71
\$750,000 - 999,999	0	0	3	0	0	3	13
\$1,000,000 and over	0	0	2	0	0	2	11
<b>Total Types</b>	89	598	410	15	30	1,142	3,799
<b>Average Sale Price</b>	\$87,248	\$117,185	\$256,751	\$43,726	\$143,251	\$166,919	\$166,183
<b>Median Sale Price</b>	\$69,000	\$106,900	\$229,500	\$34,900	\$141,250	\$139,250	\$131,250

Price Group	Sales	% of Total
0 - \$99,999	400	35.0%
\$100,000 - 199,999	404	35.4%
\$200,000 - 399,999	268	23.5%
\$400,000 and above	70	6.1%

Time on Market	Units
1 to 30 days	460
31 to 60 days	209
61 to 90 days	113
91 to 120 days	79
More than 120 Days	281
<b>Average Market Time</b>	<b>82</b>

# Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

## Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 04/01/15 - 04/30/15

### Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	18	31	5	7	2	63
20,000 and 29,999	9	43	8	0	0	60
30,000 and 39,999	1	26	3	5	0	35
40,000 and 49,999	4	33	3	0	0	40
50,000 and 59,999	8	26	5	1	3	43
60,000 and 69,999	6	20	3	0	0	29
70,000 and 79,999	5	34	5	0	3	47
80,000 and 89,999	5	39	4	0	0	48
90,000 and 99,999	4	24	7	0	0	35
100,000 and 119,999	4	54	12	0	2	72
120,000 and 139,999	3	76	19	0	4	102
140,000 and 159,999	6	56	27	2	5	96
160,000 and 179,999	4	37	24	0	3	68
180,000 and 199,999	4	22	38	0	2	66
200,000 and 249,999	4	42	70	0	4	120
250,000 and 299,999	4	13	60	0	0	77
300,000 and 399,999	0	14	55	0	2	71
400,000 and 499,999	0	7	39	0	0	46
500,000 and 749,999	0	1	18	0	0	19
750,000 and 999,999	0	0	3	0	0	3
greater than 1,000,000	0	0	2	0	0	2
Totals	89	598	410	15	30	1142
Average List Price	91421	121797	265854	43300	149571	173173
Median List Price	72000	114950	235000	34900	146250	142750
Average Sale Price	87248	117185	256751	43726	143251	166919
Median Sale Price	69000	106900	229500	34900	141250	139250

Time on Market	# Units	Type of Financing	# Units
1-30	460	Conventional	397
31-60	209	Cash	382
61-90	113	FHA	247
91-120	79	VA	58
greater than 120 days	281	Owner	6
Total Units Sold	1108	Other	52
Average Market Time	82		

# Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

## Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 01/01/15 - 04/30/15

### Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	59	119	19	13	9	219
20,000 and 29,999	32	117	22	5	4	180
30,000 and 39,999	21	108	17	6	2	154
40,000 and 49,999	12	100	21	5	6	144
50,000 and 59,999	17	103	21	1	6	148
60,000 and 69,999	19	87	13	1	5	125
70,000 and 79,999	14	97	14	0	8	133
80,000 and 89,999	14	131	20	0	2	167
90,000 and 99,999	12	89	26	1	6	134
100,000 and 119,999	10	217	45	1	12	285
120,000 and 139,999	13	216	67	2	16	314
140,000 and 159,999	17	160	89	3	12	281
160,000 and 179,999	6	119	78	0	12	215
180,000 and 199,999	9	75	97	0	12	193
200,000 and 249,999	9	126	231	0	19	385
250,000 and 299,999	7	54	200	0	6	267
300,000 and 399,999	0	43	192	0	5	240
400,000 and 499,999	0	12	107	0	1	120
500,000 and 749,999	0	6	65	0	0	71
750,000 and 999,999	0	0	13	0	0	13
greater than 1,000,000	1	0	10	0	0	11
Totals	272	1979	1367	38	143	3799
Average List Price	85521	118752	268099	50372	145276	172682
Median List Price	59900	108500	235000	40250	137500	136000
Average Sale Price	78320	114167	258968	46580	139715	166183
Median Sale Price	55000	103000	229000	34450	133000	131250

Time on Market	# Units	Type of Financing	# Units
1-30	1345	Conventional	1334
31-60	609	Cash	1421
61-90	453	FHA	664
91-120	339	VA	189
greater than 120 days	1053	Owner	25
Total Units Sold	3635	Other	162
Average Market Time	86	Not Reported	4

# Residential Home Listings Report

## NATIONAL ASSOCIATION OF REALTORS

### Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date: 05/19/15

#### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	192	11	17
20,000 and 29,999	208	14	8
30,000 and 39,999	220	15	4
40,000 and 49,999	226	20	2
50,000 and 59,999	186	11	7
60,000 and 69,999	209	5	15
70,000 and 79,999	217	3	13
80,000 and 89,999	204	2	17
90,000 and 99,999	184	8	10
100,000 and 119,999	355	2	15
120,000 and 139,999	366	3	27
140,000 and 159,999	374	2	31
160,000 and 179,999	335	0	24
180,000 and 199,999	286	2	18
200,000 and 249,999	586	3	37
250,000 and 299,999	466	1	22
300,000 and 399,999	510	0	11
400,000 and 499,999	309	0	7
500,000 and 749,999	319	1	2
750,000 and 999,999	109	1	0
greater than 1,000,000	111	0	2
Totals	5972	104	289
Average Price	236420	75083	166474
Median Price	164900	46900	147500

## Inventory Totals

<b>ACTIVE</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	5,945	\$237,023
Condominium	289	\$166,693
Duplex	104	\$75,083
<b>Total</b>	<b>6,338</b>	<b>\$231,159</b>

<b>PENDING</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	1,808	\$177,147
Condominium	78	\$138,880
Duplex	15	\$46,446
<b>Total</b>	<b>1,901</b>	<b>\$174,546</b>