

Sales Summary

	August Total Sales			YTD Total MLS Sales		
	2015	2014	% change	2015	2014	% change
Units	1,202	1,120	7.3%	9,119	8,551	6.6%
Average Sales Price	\$186,467	\$180,249	3.4%	\$178,503	\$170,557	4.7%
Median Sales Price	\$157,900	\$145,000	8.9%	\$146,000	\$137,500	6.2%

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	12	31	2	0	3	60	458
\$ 20,000 - 29,999	6	20	5	1	0	32	331
\$ 30,000 - 39,999	8	24	5	1	0	35	313
\$ 40,000 - 49,999	4	25	5	0	1	33	277
\$ 50,000 - 59,999	4	20	1	1	2	28	269
\$ 60,000 - 69,999	3	14	4	1	1	23	280
\$ 70,000 - 79,999	5	33	6	1	3	48	310
\$ 80,000 - 89,999	5	28	5	0	3	41	360
\$ 90,000 - 99,999	5	23	8	1	1	38	303
\$100,000 - 119,999	6	66	15	0	2	89	670
\$120,000 - 139,999	6	68	27	0	7	108	766
\$140,000 - 159,999	4	48	25	0	6	83	705
\$160,000 - 179,999	3	39	40	0	5	87	600
\$180,000 - 199,999	6	25	36	0	4	71	498
\$200,000 - 249,999	1	43	85	0	5	134	1027
\$250,000 - 299,999	3	14	95	0	3	115	705
\$300,000 - 399,999	0	14	93	0	1	108	673
\$400,000 - 499,999	0	5	34	0	1	40	312
\$500,000 - 749,999	0	0	29	0	0	29	194
\$750,000 - 999,999	0	0	6	0	0	6	44
\$1,000,000 and over	0	0	1	0	0	1	24
Total Types	81	540	527	6	48	1,202	9,119
Average Sale Price	\$89,408	\$123,174	\$266,239	\$58,083	\$151,269	\$186,467	\$178,503
Median Sale Price	\$73,000	\$115,000	\$247,725	\$62,750	\$149,950	\$157,900	\$146,000

Price Group	Sales	% of Total
0 - \$99,999	338	28.1%
\$100,000 - 199,999	438	36.4%
\$200,000 - 399,999	357	29.7%
\$400,000 and above	76	6.3%

Time on Market	Units
1 to 30 days	520
31 to 60 days	211
61 to 90 days	146
91 to 120 days	95
More than 120 Days	230
Average Market Time	72

Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 08/01/15 - 08/31/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	12	31	2	0	3	48
20,000 and 29,999	6	20	5	1	0	32
30,000 and 39,999	8	24	5	1	0	38
40,000 and 49,999	4	25	5	0	1	35
50,000 and 59,999	4	20	1	1	2	28
60,000 and 69,999	3	14	4	1	1	23
70,000 and 79,999	5	33	6	1	3	48
80,000 and 89,999	5	28	5	0	3	41
90,000 and 99,999	5	23	8	1	1	38
100,000 and 119,999	6	66	15	0	2	89
120,000 and 139,999	6	68	27	0	7	108
140,000 and 159,999	4	48	25	0	6	83
160,000 and 179,999	3	39	40	0	5	87
180,000 and 199,999	6	25	36	0	4	71
200,000 and 249,999	1	43	85	0	5	134
250,000 and 299,999	3	14	95	0	3	115
300,000 and 399,999	0	14	93	0	1	108
400,000 and 499,999	0	5	34	0	1	40
500,000 and 749,999	0	0	29	0	0	29
750,000 and 999,999	0	0	6	0	0	6
greater than 1,000,000	0	0	1	0	0	1
Totals	81	540	527	6	48	1202
Average List Price	92811	127153	274103	62583	156984	192189
Median List Price	80000	119000	249900	71750	149950	159950
Average Sale Price	89408	123174	266239	58083	151269	186467
Median Sale Price	73000	115000	247725	62750	149950	157900

Time on Market	# Units
1-30	520
31-60	211
61-90	146
91-120	95
greater than 120 days	230
Total Units Sold	1154
Average Market Time	72

Type of Financing	# Units
Conventional	461
Cash	363
FHA	246
VA	78
Owner	2
Other	52

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 - 08/31/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	131	257	34	18	18	458
20,000 and 29,999	56	214	43	11	7	331
30,000 and 39,999	49	212	40	8	4	313
40,000 and 49,999	27	194	39	6	11	277
50,000 and 59,999	33	184	36	4	12	269
60,000 and 69,999	37	187	36	2	18	280
70,000 and 79,999	30	225	33	1	21	310
80,000 and 89,999	23	277	42	0	18	360
90,000 and 99,999	28	204	53	2	16	303
100,000 and 119,999	25	508	103	3	31	670
120,000 and 139,999	38	521	155	3	49	766
140,000 and 159,999	39	397	233	3	33	705
160,000 and 179,999	30	308	230	0	32	600
180,000 and 199,999	18	209	237	0	34	498
200,000 and 249,999	14	343	625	0	45	1027
250,000 and 299,999	15	121	555	0	14	705
300,000 and 399,999	1	96	564	0	12	673
400,000 and 499,999	0	26	282	1	3	312
500,000 and 749,999	0	10	184	0	0	194
750,000 and 999,999	0	1	43	0	0	44
greater than 1,000,000	1	1	22	0	0	24
Totals	595	4495	3589	62	378	9119
Average List Price	85275	124917	276408	57810	146405	184845
Median List Price	65000	117500	242000	39950	135900	149900
Average Sale Price	79833	120313	267741	52882	141221	178503
Median Sale Price	61000	112000	237500	34950	131000	146000

Time on Market	# Units
1-30	3655
31-60	1580
61-90	1036
91-120	689
greater than 120 days	2159
Total Units Sold	8768
Average Market Time	78

Type of Financing	# Units
Conventional	3408
Cash	3056
FHA	1726
VA	497
Owner	36
Other	392
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: 09/15/15

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	212	8	14
20,000 and 29,999	219	18	18
30,000 and 39,999	217	21	2
40,000 and 49,999	243	17	1
50,000 and 59,999	220	11	8
60,000 and 69,999	225	4	10
70,000 and 79,999	208	6	12
80,000 and 89,999	222	4	11
90,000 and 99,999	225	7	12
100,000 and 119,999	325	4	32
120,000 and 139,999	379	5	26
140,000 and 159,999	340	0	27
160,000 and 179,999	307	2	25
180,000 and 199,999	291	1	14
200,000 and 249,999	575	2	32
250,000 and 299,999	463	1	21
300,000 and 399,999	500	0	14
400,000 and 499,999	297	0	5
500,000 and 749,999	283	1	3
750,000 and 999,999	120	1	0
greater than 1,000,000	115	0	2
Totals	5986	113	289
Average Price	232005	72873	164169
Median Price	159500	45900	139000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	6,000	\$232,265
Condominium	291	\$163,415
Duplex	113	\$72,873
Total	6,404	\$226,324

PENDING	Listings	Average List Price
Residential	1,516	\$166,536
Condominium	71	\$132,880
Duplex	11	\$61,063
Total	1,598	\$164,314

9/15/2015