

Sales Summary

	December Total Sales			YTD Total MLS Sales		
	2015	2014	% change	2015	2014	% change
Units	1,007	923	9.1%	13,310	12,619	5.5%
Average Sales Price	\$179,379	\$168,439	6.5%	\$177,996	\$168,904	5.4%
Median Sales Price	\$145,000	\$143,900	0.8%	\$145,000	\$136,500	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	16	38	3	1	2	60	686
\$ 20,000 - 29,999	8	19	7	3	1	38	478
\$ 30,000 - 39,999	7	25	5	0	0	37	438
\$ 40,000 - 49,999	5	17	3	2	0	27	428
\$ 50,000 - 59,999	5	23	6	0	1	35	415
\$ 60,000 - 69,999	3	25	4	0	2	34	410
\$ 70,000 - 79,999	2	21	7	0	3	33	450
\$ 80,000 - 89,999	7	28	6	0	4	45	549
\$ 90,000 - 99,999	1	26	6	0	1	34	475
\$100,000 - 119,999	4	63	11	0	3	81	990
\$120,000 - 139,999	1	47	12	1	5	66	1082
\$140,000 - 159,999	2	37	21	0	4	64	1012
\$160,000 - 179,999	2	21	23	0	4	50	864
\$180,000 - 199,999	2	22	27	0	2	53	720
\$200,000 - 249,999	0	40	80	0	6	126	1478
\$250,000 - 299,999	0	22	51	0	2	75	1012
\$300,000 - 399,999	0	15	56	0	0	71	980
\$400,000 - 499,999	0	6	34	1	2	43	445
\$500,000 - 749,999	0	0	21	0	1	22	288
\$750,000 - 999,999	0	0	9	0	1	10	73
\$1,000,000 and over	0	0	3	0	0	3	37
Total Types	65	495	395	8	44	1,007	13,310
Average Sale Price	\$57,638	\$122,125	\$271,161	\$98,093	\$176,281	\$179,379	\$177,996
Median Sale Price	\$44,222	\$107,000	\$231,000	\$33,500	\$139,500	\$145,000	\$145,000

Price Group	Sales	% of Total
0 - \$99,999	343	34.1%
\$100,000 - 199,999	314	31.2%
\$200,000 - 399,999	272	27.0%
\$400,000 and above	78	7.7%

Time on Market	Units
1 to 30 days	366
31 to 60 days	189
61 to 90 days	123
91 to 120 days	78
More than 120 Days	251
Average Market Time	78

Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 12/01/15 - 12/31/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	16	38	3	1	2	60
20,000 and 29,999	8	19	7	3	1	38
30,000 and 39,999	7	25	5	0	0	37
40,000 and 49,999	5	17	3	2	0	27
50,000 and 59,999	5	23	6	0	1	35
60,000 and 69,999	3	25	4	0	2	34
70,000 and 79,999	2	21	7	0	3	33
80,000 and 89,999	7	28	6	0	4	45
90,000 and 99,999	1	26	6	0	1	34
100,000 and 119,999	4	63	11	0	3	81
120,000 and 139,999	1	47	12	1	5	66
140,000 and 159,999	2	37	21	0	4	64
160,000 and 179,999	2	21	23	0	4	50
180,000 and 199,999	2	22	27	0	2	53
200,000 and 249,999	0	40	80	0	6	126
250,000 and 299,999	0	22	51	0	2	75
300,000 and 399,999	0	15	56	0	0	71
400,000 and 499,999	0	6	34	1	2	43
500,000 and 749,999	0	0	21	0	1	22
750,000 and 999,999	0	0	9	0	1	10
greater than 1,000,000	0	0	3	0	0	3
Totals	65	495	395	8	44	1007
Average List Price	61657	127370	281166	113212	181234	186509
Median List Price	45000	114900	235000	40950	142500	149900
Average Sale Price	57638	122125	271161	98093	176281	179379
Median Sale Price	44222	107000	231000	33500	139500	145000

Time on Market	# Units
1-30	366
31-60	189
61-90	123
91-120	78
greater than 120 days	251
Total Units Sold	967
Average Market Time	78

Type of Financing	# Units
Conventional	348
Cash	340
FHA	208
VA	55
Owner	2
Other	53
Not Reported	1

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 - 12/31/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	188	386	61	23	28	686
20,000 and 29,999	81	308	61	19	9	478
30,000 and 39,999	66	303	52	11	6	438
40,000 and 49,999	55	290	60	9	14	428
50,000 and 59,999	55	276	56	4	24	415
60,000 and 69,999	51	277	52	3	27	410
70,000 and 79,999	38	324	51	2	35	450
80,000 and 89,999	44	408	67	1	29	549
90,000 and 99,999	40	326	83	2	24	475
100,000 and 119,999	42	751	147	5	45	990
120,000 and 139,999	55	738	212	4	73	1082
140,000 and 159,999	51	583	322	5	51	1012
160,000 and 179,999	42	442	330	1	49	864
180,000 and 199,999	25	316	336	1	42	720
200,000 and 249,999	21	497	898	0	62	1478
250,000 and 299,999	19	185	787	1	20	1012
300,000 and 399,999	1	152	804	0	23	980
400,000 and 499,999	0	38	400	2	5	445
500,000 and 749,999	0	13	274	0	1	288
750,000 and 999,999	0	2	70	0	1	73
greater than 1,000,000	1	2	34	0	0	37
Totals	875	6617	5157	93	568	13310
Average List Price	82957	125205	277283	68823	147700	184285
Median List Price	64000	115900	240750	40000	135000	149900
Average Sale Price	77953	120561	268666	62055	142516	177996
Median Sale Price	58000	111000	237000	34900	130500	145000

Time on Market	# Units
1-30	5260
31-60	2371
61-90	1522
91-120	1047
greater than 120 days	3110
Total Units Sold	12790
Average Market Time	77

Type of Financing	# Units
Conventional	4837
Cash	4449
FHA	2597
VA	719
Owner	46
Other	583
Not Reported	74
Not Reported	5

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 1/19/2016

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	193	5	8
20,000 to 29,999	224	18	18
30,000 to 39,999	203	4	3
40,000 to 49,999	179	12	7
50,000 to 59,999	188	4	7
60,000 to 69,999	197	4	17
70,000 to 79,999	181	1	11
80,000 to 89,999	176	2	9
90,000 to 99,999	165	0	11
100,000 to 119,999	252	0	18
120,000 to 139,999	337	0	32
140,000 to 159,999	306	3	17
160,000 to 179,999	287	1	23
180,000 to 199,999	227	1	21
200,000 to 249,999	478	1	25
250,000 to 299,999	384	1	23
300,000 to 399,999	407	0	14
400,000 to 499,999	253	0	6
500,000 to 749,999	236	0	3
750,000 to 999,999	85	1	0
1,000,000 and greater	88	0	1
Totals	5046	58	274
Average Price	225289	71374	162271
Median Price	157250	44400	137000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	5,045	\$225,325
Condominium	274	\$162,271
Duplex	58	\$71,374
Total	5,377	\$220,451

PENDING	Listings	Average List Price
Residential	1,289	\$155,911
Condominium	76	\$163,629
Duplex	22	\$57,822
Total	1,387	\$154,778

1/19/2016