

Sales Summary

	February Total MLS Sales			YTD Total MLS Sales		
	2015	2014	% change	2015	2014	% change
Units	796	851	-6.5%	1,534	1,613	-4.9%
Average Sales Price	\$178,042	\$149,000	19.5%	\$169,344	\$148,000	14.4%
Median Sales Price	\$138,000	\$122,000	13.1%	\$130,000	\$119,000	9.2%

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	13	27	4	2	2	48	
\$ 20,000 - 29,999	9	16	4	1	2	32	
\$ 30,000 - 39,999	4	20	4	0	1	29	
\$ 40,000 - 49,999	4	19	5	1	3	32	
\$ 50,000 - 59,999	2	25	1	0	1	29	
\$ 60,000 - 69,999	4	11	5	1	2	23	
\$ 70,000 - 79,999	2	12	2	0	3	19	
\$ 80,000 - 89,999	3	24	2	0	0	29	
\$ 90,000 - 99,999	2	19	8	0	1	30	
\$100,000 - 119,999	3	57	10	0	2	72	
\$120,000 - 139,999	2	36	18	0	3	59	
\$140,000 - 159,999	2	37	16	1	4	60	
\$160,000 - 179,999	2	30	14	0	3	49	
\$180,000 - 199,999	0	14	14	0	2	30	
\$200,000 - 249,999	1	25	48	0	8	82	
\$250,000 - 299,999	1	10	58	0	3	72	
\$300,000 - 399,999	0	9	46	0	1	56	
\$400,000 - 499,999	0	2	22	0	0	24	
\$500,000 - 749,999	0	2	13	0	0	15	
\$750,000 - 999,999	0	0	1	0	0	1	
\$1,000,000 and over	0	0	5	0	0	5	
Total Types	54	395	300	6	41	796	
Average Sale Price	\$61,972	\$117,788	\$278,270	\$50,123	\$143,016	\$178,042	
Median Sale Price	\$40,000	\$107,750	\$247,000	\$31,926	\$150,001	\$138,000	

Price Group	Sales	% of Total
0 - \$99,999	271	34.0%
\$100,000 - 199,999	270	33.9%
\$200,000 - 399,999	210	26.4%
\$400,000 and above	45	5.7%

Time on Market	Units
1 to 30 days	242
31 to 60 days	108
61 to 90 days	130
91 to 120 days	79
More than 120 Days	237
Average Market Time	89

Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 02/01/15 - 02/28/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	13	27	4	2	2	48
20,000 and 29,999	9	16	4	1	2	32
30,000 and 39,999	4	20	4	0	1	29
40,000 and 49,999	4	19	5	1	3	32
50,000 and 59,999	2	25	1	0	1	29
60,000 and 69,999	4	11	5	1	2	23
70,000 and 79,999	2	12	2	0	3	19
80,000 and 89,999	3	24	2	0	0	29
90,000 and 99,999	2	19	8	0	1	30
100,000 and 119,999	3	57	10	0	2	72
120,000 and 139,999	2	36	18	0	3	59
140,000 and 159,999	2	37	16	1	4	60
160,000 and 179,999	2	30	14	0	3	49
180,000 and 199,999	0	14	14	0	2	30
200,000 and 249,999	1	25	48	0	8	82
250,000 and 299,999	1	10	58	0	3	72
300,000 and 399,999	0	9	46	0	1	56
400,000 and 499,999	0	2	22	0	0	24
500,000 and 749,999	0	2	13	0	0	15
750,000 and 999,999	0	0	1	0	0	1
greater than 1,000,000	0	0	5	0	0	5
Totals	54	395	300	6	41	796
Average List Price	66705	122737	287474	57091	148746	184680
Median List Price	48500	114900	249900	34950	151000	143200
Average Sale Price	61972	117788	278270	50123	143016	178042
Median Sale Price	40000	107750	247000	31926	150001	138000

Time on Market	# Units	Type of Financing	# Units
1-30	242	Conventional	297
31-60	108	Cash	294
61-90	130	FHA	118
91-120	79	VA	39
greater than 120 days	237	Owner	3
Total Units Sold	753	Other	43
Average Market Time	89	Not Reported	2

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 - 02/28/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	26	50	8	4	6	94
20,000 and 29,999	16	35	7	2	3	63
30,000 and 39,999	10	40	8	0	1	59
40,000 and 49,999	6	45	8	3	5	67
50,000 and 59,999	4	48	4	0	1	57
60,000 and 69,999	8	40	8	1	4	61
70,000 and 79,999	5	34	4	0	3	46
80,000 and 89,999	5	48	7	0	0	60
90,000 and 99,999	5	35	11	1	1	53
100,000 and 119,999	5	101	21	0	5	132
120,000 and 139,999	5	74	30	2	7	118
140,000 and 159,999	5	63	42	1	6	117
160,000 and 179,999	2	47	33	0	6	88
180,000 and 199,999	2	29	32	0	4	67
200,000 and 249,999	1	51	95	0	10	157
250,000 and 299,999	2	19	80	0	3	104
300,000 and 399,999	0	17	90	0	1	108
400,000 and 499,999	0	2	37	0	1	40
500,000 and 749,999	0	3	29	0	0	32
750,000 and 999,999	0	0	5	0	0	5
greater than 1,000,000	0	0	6	0	0	6
Totals	107	781	565	14	67	1534
Average List Price	67149	117805	277037	64389	141789	175992
Median List Price	49000	106500	235049	49000	135900	135900
Average Sale Price	62583	112964	267496	56975	135230	169344
Median Sale Price	40000	102900	230000	44250	132500	130000

Time on Market	# Units	Type of Financing	# Units
1-30	488	Conventional	537
31-60	228	Cash	622
61-90	220	FHA	221
91-120	154	VA	76
greater than 120 days	444	Owner	7
Total Units Sold	1459	Other	67
Average Market Time	87	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: 03/16/15

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	201	15	13
20,000 and 29,999	189	21	4
30,000 and 39,999	252	14	3
40,000 and 49,999	202	24	2
50,000 and 59,999	217	10	4
60,000 and 69,999	213	5	8
70,000 and 79,999	218	2	12
80,000 and 89,999	203	3	14
90,000 and 99,999	172	4	9
100,000 and 119,999	330	15	12
120,000 and 139,999	366	1	23
140,000 and 159,999	311	1	18
160,000 and 179,999	287	2	32
180,000 and 199,999	272	2	14
200,000 and 249,999	536	3	27
250,000 and 299,999	412	1	18
300,000 and 399,999	414	0	13
400,000 and 499,999	292	0	6
500,000 and 749,999	243	0	2
750,000 and 999,999	93	0	0
greater than 1,000,000	89	0	2
Totals	5512	123	236
Average Price	222941	61784	174723
Median Price	153000	44800	156450

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	5,489	\$223,399
Condominium	235	\$175,173
Duplex	123	\$61,784
Total	5,847	\$218,061

PENDING	Listings	Average List Price
Residential	1,490	\$158,263
Condominium	57	\$136,086
Duplex	12	\$64,300
Total	1,559	\$156,729