

Sales Summary

| | February Total Sales | | | YTD Total MLS Sales | | |
|----------------------------|----------------------|-----------|----------|---------------------|-----------|----------|
| | 2016 | 2015 | % change | 2016 | 2015 | % change |
| Units | 851 | 796 | 6.9% | 1,604 | 1,534 | 4.6% |
| Average Sales Price | \$158,457 | \$178,042 | -11.0% | \$156,390 | \$169,344 | -7.6% |
| Median Sales Price | \$136,000 | \$138,000 | -1.4% | \$129,900 | \$130,000 | -0.1% |

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 | 34 | 10 | 1 | 5 | 66 | 130 |
| \$ 20,000 - 29,999 | 12 | 28 | 6 | 2 | 2 | 50 | 76 |
| \$ 30,000 - 39,999 | 6 | 17 | 4 | 1 | 0 | 28 | 69 |
| \$ 40,000 - 49,999 | 3 | 29 | 0 | 0 | 3 | 35 | 56 |
| \$ 50,000 - 59,999 | 4 | 15 | 2 | 0 | 1 | 22 | 56 |
| \$ 60,000 - 69,999 | 5 | 18 | 2 | 0 | 2 | 27 | 51 |
| \$ 70,000 - 79,999 | 1 | 18 | 1 | 0 | 2 | 22 | 61 |
| \$ 80,000 - 89,999 | 1 | 26 | 3 | 0 | 0 | 30 | 55 |
| \$ 90,000 - 99,999 | 3 | 19 | 6 | 0 | 4 | 32 | 63 |
| \$100,000 - 119,999 | 2 | 46 | 12 | 0 | 2 | 62 | 113 |
| \$120,000 - 139,999 | 2 | 41 | 13 | 2 | 8 | 66 | 137 |
| \$140,000 - 159,999 | 4 | 41 | 20 | 0 | 4 | 69 | 132 |
| \$160,000 - 179,999 | 5 | 21 | 28 | 0 | 2 | 56 | 104 |
| \$180,000 - 199,999 | 1 | 24 | 25 | 1 | 2 | 53 | 86 |
| \$200,000 - 249,999 | 1 | 30 | 58 | 0 | 4 | 93 | 160 |
| \$250,000 - 299,999 | 1 | 15 | 37 | 0 | 1 | 54 | 90 |
| \$300,000 - 399,999 | 0 | 11 | 29 | 0 | 2 | 42 | 80 |
| \$400,000 - 499,999 | 0 | 2 | 23 | 0 | 0 | 25 | 42 |
| \$500,000 - 749,999 | 0 | 0 | 12 | 0 | 0 | 12 | 30 |
| \$750,000 - 999,999 | 0 | 1 | 3 | 0 | 0 | 4 | 8 |
| \$1,000,000 and over | 0 | 1 | 2 | 0 | 0 | 3 | 5 |
| Total Types | 67 | 437 | 296 | 7 | 44 | 851 | 1,604 |
| Average Sale Price | \$65,670 | \$118,716 | \$245,476 | \$80,864 | \$121,391 | \$158,457 | \$156,390 |
| Median Sale Price | \$37,101 | \$105,900 | \$215,000 | \$35,250 | \$121,250 | \$136,000 | \$129,900 |

| Price Group | Sales | % of Total |
|---------------------|-------|------------|
| 0 - \$99,999 | 312 | 36.7% |
| \$100,000 - 199,999 | 306 | 36.0% |
| \$200,000 - 399,999 | 189 | 22.2% |
| \$400,000 and above | 44 | 5.2% |

| Time on Market | Units |
|----------------------------|-----------|
| 1 to 30 days | 290 |
| 31 to 60 days | 136 |
| 61 to 90 days | 113 |
| 91 to 120 days | 82 |
| More than 120 Days | 192 |
| Average Market Time | 87 |

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 02/01/16 - 02/29/16

Sold Residential Listings

| Price Class/Type | < 3 Bed | 3 Bed | > 3 Bed | Duplex | Condo | Total Units |
|-----------------------|-----------|------------|------------|----------|-----------|-------------|
| 19,999 and below | 16 | 34 | 10 | 1 | 5 | 66 |
| 20,000 to 29,999 | 12 | 28 | 6 | 2 | 2 | 50 |
| 30,000 to 39,999 | 6 | 17 | 4 | 1 | 0 | 28 |
| 40,000 to 49,999 | 3 | 29 | 0 | 0 | 3 | 35 |
| 50,000 to 59,999 | 4 | 15 | 2 | 0 | 1 | 22 |
| 60,000 to 69,999 | 5 | 18 | 2 | 0 | 2 | 27 |
| 70,000 to 79,999 | 1 | 18 | 1 | 0 | 2 | 22 |
| 80,000 to 89,999 | 1 | 26 | 3 | 0 | 0 | 30 |
| 90,000 to 99,999 | 3 | 19 | 6 | 0 | 4 | 32 |
| 100,000 to 119,999 | 2 | 46 | 12 | 0 | 2 | 62 |
| 120,000 to 139,999 | 2 | 41 | 13 | 2 | 8 | 66 |
| 140,000 to 159,999 | 4 | 41 | 20 | 0 | 4 | 69 |
| 160,000 to 179,999 | 5 | 21 | 28 | 0 | 2 | 56 |
| 180,000 to 199,999 | 1 | 24 | 25 | 1 | 2 | 53 |
| 200,000 to 249,999 | 1 | 30 | 58 | 0 | 4 | 93 |
| 250,000 to 299,999 | 1 | 15 | 37 | 0 | 1 | 54 |
| 300,000 to 399,999 | 0 | 11 | 29 | 0 | 2 | 42 |
| 400,000 to 499,999 | 0 | 2 | 23 | 0 | 0 | 25 |
| 500,000 to 749,999 | 0 | 0 | 12 | 0 | 0 | 12 |
| 750,000 to 999,999 | 0 | 1 | 3 | 0 | 0 | 4 |
| 1,000,000 and greater | 0 | 1 | 2 | 0 | 0 | 3 |
| Totals | 67 | 437 | 296 | 7 | 44 | 851 |
| Average List Price | \$70,084 | \$122,885 | \$253,543 | \$88,900 | \$128,547 | \$164,187 |
| Median List Price | \$41,600 | \$109,000 | \$220,500 | \$39,500 | \$125,200 | \$139,900 |
| Average Sale Price | \$65,670 | \$118,716 | \$245,476 | \$80,864 | \$121,391 | \$158,457 |
| Median Sale Price | \$37,101 | \$105,900 | \$215,000 | \$35,250 | \$121,250 | \$136,000 |

| Time on Market | # Units |
|-----------------------|---------|
| 1-30 | 290 |
| 31-60 | 136 |
| 61-90 | 113 |
| 91-120 | 82 |
| greater than 120 days | 192 |
| Total Units Sold | 813 |
| Average Market Time | 87 |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional | 272 |
| Cash | 306 |
| FHA | 194 |
| VA | 49 |
| Owner | 4 |
| Other | 26 |

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/16 - 02/29/16

Sold Residential Listings

| Price Class/Type | < 3 Bed | 3 Bed | > 3 Bed | Duplex | Condo | Total Units |
|-----------------------|------------|------------|------------|-----------|-----------|-------------|
| 19,999 and below | 30 | 70 | 18 | 6 | 6 | 130 |
| 20,000 to 29,999 | 16 | 44 | 7 | 5 | 4 | 76 |
| 30,000 to 39,999 | 8 | 48 | 9 | 2 | 2 | 69 |
| 40,000 to 49,999 | 4 | 43 | 5 | 0 | 4 | 56 |
| 50,000 to 59,999 | 11 | 32 | 6 | 1 | 6 | 56 |
| 60,000 to 69,999 | 9 | 35 | 3 | 0 | 4 | 51 |
| 70,000 to 79,999 | 6 | 46 | 5 | 2 | 2 | 61 |
| 80,000 to 89,999 | 4 | 42 | 5 | 1 | 3 | 55 |
| 90,000 to 99,999 | 6 | 38 | 12 | 1 | 6 | 63 |
| 100,000 to 119,999 | 6 | 83 | 21 | 0 | 3 | 113 |
| 120,000 to 139,999 | 6 | 93 | 24 | 2 | 12 | 137 |
| 140,000 to 159,999 | 5 | 79 | 40 | 0 | 8 | 132 |
| 160,000 to 179,999 | 6 | 45 | 48 | 1 | 4 | 104 |
| 180,000 to 199,999 | 3 | 38 | 40 | 1 | 4 | 86 |
| 200,000 to 249,999 | 1 | 48 | 104 | 0 | 7 | 160 |
| 250,000 to 299,999 | 1 | 19 | 67 | 0 | 3 | 90 |
| 300,000 to 399,999 | 0 | 13 | 64 | 0 | 3 | 80 |
| 400,000 to 499,999 | 0 | 4 | 38 | 0 | 0 | 42 |
| 500,000 to 749,999 | 0 | 0 | 30 | 0 | 0 | 30 |
| 750,000 to 999,999 | 0 | 1 | 7 | 0 | 0 | 8 |
| 1,000,000 and greater | 0 | 1 | 4 | 0 | 0 | 5 |
| Totals | 122 | 822 | 557 | 22 | 81 | 1604 |
| Average List Price | \$69,413 | \$115,525 | \$259,990 | \$65,759 | \$127,582 | \$162,110 |
| Median List Price | \$55,000 | \$105,900 | \$225,000 | \$37,250 | \$124,900 | \$133,950 |
| Average Sale Price | \$65,390 | \$111,315 | \$251,710 | \$59,466 | \$121,742 | \$156,390 |
| Median Sale Price | \$52,343 | \$103,950 | \$220,000 | \$32,575 | \$120,000 | \$129,900 |

| Time on Market | # Units |
|-----------------------|---------|
| 1-30 | 538 |
| 31-60 | 272 |
| 61-90 | 225 |
| 91-120 | 142 |
| greater than 120 days | 350 |
| Total Units Sold | 1527 |
| Average Market Time | 85 |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional | 523 |
| Cash | 585 |
| FHA | 334 |
| VA | 97 |
| Owner | 8 |
| Other | 57 |

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 3/17/2016

Current Active Listings

| Price Class/Type | Single Family | Duplex | Condo |
|-----------------------|---------------|-----------|------------|
| 19,999 and below | 197 | 5 | 9 |
| 20,000 to 29,999 | 221 | 11 | 12 |
| 30,000 to 39,999 | 210 | 5 | 7 |
| 40,000 to 49,999 | 205 | 13 | 2 |
| 50,000 to 59,999 | 195 | 4 | 3 |
| 60,000 to 69,999 | 199 | 2 | 11 |
| 70,000 to 79,999 | 199 | 6 | 10 |
| 80,000 to 89,999 | 170 | 0 | 11 |
| 90,000 to 99,999 | 166 | 0 | 13 |
| 100,000 to 119,999 | 284 | 0 | 15 |
| 120,000 to 139,999 | 355 | 1 | 27 |
| 140,000 to 159,999 | 279 | 2 | 23 |
| 160,000 to 179,999 | 246 | 0 | 18 |
| 180,000 to 199,999 | 243 | 1 | 23 |
| 200,000 to 249,999 | 502 | 0 | 31 |
| 250,000 to 299,999 | 405 | 3 | 25 |
| 300,000 to 399,999 | 458 | 0 | 14 |
| 400,000 to 499,999 | 258 | 0 | 5 |
| 500,000 to 749,999 | 255 | 0 | 5 |
| 750,000 to 999,999 | 105 | 1 | 0 |
| 1,000,000 and greater | 93 | 0 | 1 |
| Totals | 5245 | 54 | 265 |
| Average Price | \$229,939 | \$79,465 | \$173,936 |
| Median Price | \$156,900 | \$49,450 | \$155,900 |

Inventory Totals

| ACTIVE | Listings | Average List Price |
|---------------|-----------------|---------------------------|
| Residential | 5,245 | \$230,018 |
| Condominium | 265 | \$173,936 |
| Duplex | 54 | \$79,464 |
| Total | 5,564 | \$225,811 |

| PENDING | Listings | Average List Price |
|----------------|-----------------|---------------------------|
| Residential | 1,559 | \$165,720 |
| Condominium | 96 | \$186,150 |
| Duplex | 7 | \$83,471 |
| Total | 1,662 | \$166,554 |

3/17/2016