

Sales Summary

	January Total MLS Sales			YTD Total MLS Sales		
	2015	2014	% change	2015	2014	% change
Units	709	729	-2.7%	709	729	-2.7%
Average Sales Price	\$160,492	\$147,000	9.2%	\$160,492	\$147,000	9.2%
Median Sales Price	\$125,000	\$115,000	8.7%	\$125,000	\$115,000	8.7%

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	23	4	2	4	45	
\$ 20,000 - 29,999	7	18	3	0	1	29	
\$ 30,000 - 39,999	6	19	4	0	0	29	
\$ 40,000 - 49,999	2	25	3	2	1	33	
\$ 50,000 - 59,999	2	22	3	0	0	27	
\$ 60,000 - 69,999	3	27	3	0	2	35	
\$ 70,000 - 79,999	3	21	2	0	0	26	
\$ 80,000 - 89,999	2	23	5	0	0	30	
\$ 90,000 - 99,999	3	15	3	1	0	22	
\$100,000 - 119,999	2	41	11	0	3	57	
\$120,000 - 139,999	3	38	11	2	3	57	
\$140,000 - 159,999	3	26	26	0	2	57	
\$160,000 - 179,999	0	16	19	0	3	38	
\$180,000 - 199,999	2	15	18	0	2	37	
\$200,000 - 249,999	0	24	43	0	2	69	
\$250,000 - 299,999	1	9	21	0	0	31	
\$300,000 - 399,999	0	8	41	0	0	49	
\$400,000 - 499,999	0	0	15	0	1	16	
\$500,000 - 749,999	0	1	16	0	0	17	
\$750,000 - 999,999	0	0	4	0	0	4	
\$1,000,000 and over	0	0	1	0	0	1	
Total Types	51	371	256	7	24	709	
Average Sale Price	\$64,194	\$108,373	\$255,209	\$67,714	\$125,637	\$160,492	
Median Sale Price	\$40,000	\$95,000	\$218,000	\$45,000	\$130,000	\$125,000	

Price Group	Sales	% of Total
0 - \$99,999	276	38.9%
\$100,000 - 199,999	246	34.7%
\$200,000 - 399,999	149	21.0%
\$400,000 and above	38	5.4%

Time on Market	Units
1 to 30 days	238
31 to 60 days	119
61 to 90 days	87
91 to 120 days	73
More than 120 Days	192
<b>Average Market Time</b>	<b>84</b>

# 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 - 01/31/15

### Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	12	23	4	2	4	45
20,000 and 29,999	7	18	3	0	1	29
30,000 and 39,999	6	19	4	0	0	29
40,000 and 49,999	2	25	3	2	1	33
50,000 and 59,999	2	22	3	0	0	27
60,000 and 69,999	3	27	3	0	2	35
70,000 and 79,999	3	21	2	0	0	26
80,000 and 89,999	2	23	5	0	0	30
90,000 and 99,999	3	15	3	1	0	22
100,000 and 119,999	2	41	11	0	3	57
120,000 and 139,999	3	38	11	2	3	57
140,000 and 159,999	3	26	26	0	2	57
160,000 and 179,999	0	16	19	0	3	38
180,000 and 199,999	2	15	18	0	2	37
200,000 and 249,999	0	24	43	0	2	69
250,000 and 299,999	1	9	21	0	0	31
300,000 and 399,999	0	8	41	0	0	49
400,000 and 499,999	0	0	15	0	1	16
500,000 and 749,999	0	1	16	0	0	17
750,000 and 999,999	0	0	4	0	0	4
greater than 1,000,000	0	0	1	0	0	1
Totals	51	371	256	7	24	709
Average List Price	68429	112925	264868	73057	133772	166949
Median List Price	49900	99900	224950	49000	136200	132000
Average Sale Price	64194	108373	255209	67714	125637	160492
Median Sale Price	40000	95000	218000	45000	130000	125000

Time on Market	# Units
1-30	238
31-60	119
61-90	87
91-120	73
greater than 120 days	192
Total Units Sold	679
Average Market Time	84

Type of Financing	# Units
Conventional	233
Cash	316
FHA	100
VA	33
Owner	2
Other	23
Not Reported	2

# Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS

## Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date: 02/18/15

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	226	19	13
20,000 and 29,999	204	21	6
30,000 and 39,999	260	18	3
40,000 and 49,999	212	24	4
50,000 and 59,999	221	12	6
60,000 and 69,999	219	6	10
70,000 and 79,999	213	3	11
80,000 and 89,999	224	3	11
90,000 and 99,999	179	4	14
100,000 and 119,999	329	16	10
120,000 and 139,999	388	3	22
140,000 and 159,999	312	1	16
160,000 and 179,999	293	2	29
180,000 and 199,999	272	2	17
200,000 and 249,999	543	3	28
250,000 and 299,999	412	1	17
300,000 and 399,999	410	0	12
400,000 and 499,999	270	0	6
500,000 and 749,999	221	0	2
750,000 and 999,999	94	0	0
greater than 1,000,000	86	0	2
Totals	5588	138	239
Average Price	216199	61130	170762
Median Price	149450	44750	153900

## Inventory Totals

<b>ACTIVE</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	5,572	\$216,712
Condominium	238	\$170,921
Duplex	138	\$61,130
<b>Total</b>	<b>5,948</b>	<b>\$211,270</b>

<b>PENDING</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	1,466	\$158,254
Condominium	58	\$133,452
Duplex	10	\$75,045
<b>Total</b>	<b>1,534</b>	<b>\$156,774</b>