

Sales Summary

	July Total Sales			YTD Total MLS Sales		
	2015	2014	% change	2015	2014	% change
Units	1,292	1,178	9.7%	7,845	7,382	6.3%
Average Sales Price	\$189,725	\$189,543	0.1%	\$177,546	\$168,890	5.1%
Median Sales Price	\$154,000	\$150,000	2.7%	\$145,000	\$136,000	6.6%

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	17	38	3	1	1	60	401
\$ 20,000 - 29,999	5	23	1	1	2	32	299
\$ 30,000 - 39,999	7	22	4	1	1	35	271
\$ 40,000 - 49,999	3	23	4	1	2	33	241
\$ 50,000 - 59,999	5	21	3	2	3	34	240
\$ 60,000 - 69,999	7	20	5	0	2	34	251
\$ 70,000 - 79,999	4	34	5	0	2	45	258
\$ 80,000 - 89,999	1	35	6	0	2	44	317
\$ 90,000 - 99,999	2	28	7	0	7	44	262
\$100,000 - 119,999	5	77	18	1	6	107	574
\$120,000 - 139,999	9	70	18	0	7	104	650
\$140,000 - 159,999	7	65	33	0	6	111	617
\$160,000 - 179,999	3	45	29	0	4	81	511
\$180,000 - 199,999	2	27	35	0	3	67	424
\$200,000 - 249,999	0	55	99	0	6	160	885
\$250,000 - 299,999	3	12	86	0	3	104	587
\$300,000 - 399,999	1	15	91	0	2	109	563
\$400,000 - 499,999	0	2	42	1	1	46	269
\$500,000 - 749,999	0	2	28	0	0	30	165
\$750,000 - 999,999	0	0	6	0	0	6	37
\$1,000,000 and over	0	0	6	0	0	6	23
Total Types	81	614	529	8	60	1,292	7,845
Average Sale Price	\$84,093	\$123,602	\$282,646	\$99,293	\$142,443	\$189,725	\$177,546
Median Sale Price	\$65,000	\$116,900	\$245,000	\$47,500	\$122,500	\$154,000	\$145,000

Price Group	Sales	% of Total
0 - \$99,999	361	27.9%
\$100,000 - 199,999	470	36.4%
\$200,000 - 399,999	373	28.9%
\$400,000 and above	88	6.8%

Time on Market	Units
1 to 30 days	551
31 to 60 days	244
61 to 90 days	152
91 to 120 days	95
More than 120 Days	250
Average Market Time	69

Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 07/01/15 - 07/31/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	17	38	3	1	1	60
20,000 and 29,999	5	23	1	1	2	32
30,000 and 39,999	7	22	4	1	1	35
40,000 and 49,999	3	23	4	1	2	33
50,000 and 59,999	5	21	3	2	3	34
60,000 and 69,999	7	20	5	0	2	34
70,000 and 79,999	4	34	5	0	2	45
80,000 and 89,999	1	35	6	0	2	44
90,000 and 99,999	2	28	7	0	7	44
100,000 and 119,999	5	77	18	1	6	107
120,000 and 139,999	9	70	18	0	7	104
140,000 and 159,999	7	65	33	0	6	111
160,000 and 179,999	3	45	29	0	4	81
180,000 and 199,999	2	27	35	0	3	67
200,000 and 249,999	0	55	99	0	6	160
250,000 and 299,999	3	12	86	0	3	104
300,000 and 399,999	1	15	91	0	2	109
400,000 and 499,999	0	2	42	1	1	46
500,000 and 749,999	0	2	28	0	0	30
750,000 and 999,999	0	0	6	0	0	6
greater than 1,000,000	0	0	6	0	0	6
Totals	81	614	529	8	60	1292
Average List Price	89649	128353	291185	109350	148690	196166
Median List Price	74000	121650	249000	51500	129900	159000
Average Sale Price	84093	123602	282646	99293	142443	189725
Median Sale Price	65000	116900	245000	47500	122500	154000

Time on Market	# Units
1-30	551
31-60	244
61-90	152
91-120	95
greater than 120 days	250
Total Units Sold	1243
Average Market Time	69

Type of Financing	# Units
Conventional	468
Cash	438
FHA	256
VA	78
Owner	2
Other	50

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 - 07/31/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	116	222	31	18	14	401
20,000 and 29,999	50	194	38	10	7	299
30,000 and 39,999	40	185	35	7	4	271
40,000 and 49,999	23	169	33	6	10	241
50,000 and 59,999	29	163	35	3	10	240
60,000 and 69,999	34	169	32	1	15	251
70,000 and 79,999	25	190	26	0	17	258
80,000 and 89,999	18	247	37	0	15	317
90,000 and 99,999	23	179	44	1	15	262
100,000 and 119,999	19	435	87	3	30	574
120,000 and 139,999	32	447	127	3	41	650
140,000 and 159,999	35	346	206	3	27	617
160,000 and 179,999	27	267	190	0	27	511
180,000 and 199,999	12	183	200	0	29	424
200,000 and 249,999	13	299	534	0	39	885
250,000 and 299,999	12	107	457	0	11	587
300,000 and 399,999	1	82	469	0	11	563
400,000 and 499,999	0	21	245	1	2	269
500,000 and 749,999	0	10	155	0	0	165
750,000 and 999,999	0	1	36	0	0	37
greater than 1,000,000	1	1	21	0	0	23
Totals	510	3917	3038	56	324	7845
Average List Price	84606	124798	276965	57299	145704	183979
Median List Price	63450	117500	240000	38200	135450	149900
Average Sale Price	78810	120127	268154	52325	140324	177546
Median Sale Price	58000	111375	235000	31950	130000	145000

Time on Market	# Units
1-30	3104
31-60	1353
61-90	882
91-120	591
greater than 120 days	1915
Total Units Sold	7543
Average Market Time	79

Type of Financing	# Units
Conventional	2920
Cash	2665
FHA	1472
VA	415
Owner	33
Other	336
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: 08/17/15

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	189	7	14
20,000 and 29,999	193	23	15
30,000 and 39,999	235	17	5
40,000 and 49,999	257	15	3
50,000 and 59,999	212	12	4
60,000 and 69,999	231	6	8
70,000 and 79,999	209	6	13
80,000 and 89,999	217	4	9
90,000 and 99,999	217	7	6
100,000 and 119,999	315	4	27
120,000 and 139,999	368	6	26
140,000 and 159,999	355	0	24
160,000 and 179,999	302	2	22
180,000 and 199,999	296	2	10
200,000 and 249,999	574	2	32
250,000 and 299,999	479	1	22
300,000 and 399,999	515	0	14
400,000 and 499,999	305	0	5
500,000 and 749,999	291	0	3
750,000 and 999,999	110	1	0
greater than 1,000,000	113	0	2
Totals	5983	115	264
Average Price	233098	70303	169166
Median Price	159900	49000	142000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	5,994	\$233,059
Condominium	265	\$168,662
Duplex	115	\$70,303
Total	6,374	\$227,446

PENDING	Listings	Average List Price
Residential	1,614	\$170,548
Condominium	82	\$129,437
Duplex	7	\$31,057
Total	1,703	\$167,995

8/18/2015