

Sales Summary

	June Total Sales			YTD Total MLS Sales		
	2014	2013	% change	2014	2013	% change
Units	1,205	1,225	-1.6%	6,135	6,409	-4.3%
Average Sales Price	\$184,005	\$179,000	2.8%	\$165,086	\$162,000	1.9%
Median Sales Price	\$145,000	\$144,000	0.7%	\$134,000	\$125,000	7.2%

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	14	26	3	0	5	48	392
\$ 20,000 - 29,999	10	25	12	0	1	48	254
\$ 30,000 - 39,999	5	25	3	1	0	34	245
\$ 40,000 - 49,999	3	16	7	8	1	35	210
\$ 50,000 - 59,999	3	28	7	0	1	39	229
\$ 60,000 - 69,999	6	29	4	1	2	42	200
\$ 70,000 - 79,999	5	27	5	0	1	38	233
\$ 80,000 - 89,999	2	44	1	1	0	48	249
\$ 90,000 - 99,999	5	43	4	0	2	54	274
\$100,000 - 119,999	5	67	15	0	6	93	461
\$120,000 - 139,999	8	52	24	2	4	90	485
\$140,000 - 159,999	9	50	22	2	3	86	487
\$160,000 - 179,999	5	35	36	0	0	76	394
\$180,000 - 199,999	6	22	42	0	1	71	323
\$200,000 - 249,999	1	48	84	0	3	136	616
\$250,000 - 299,999	2	14	57	0	0	73	347
\$300,000 - 399,999	1	17	82	0	1	101	394
\$400,000 - 499,999	0	1	52	0	0	53	131
\$500,000 - 749,999	0	0	33	0	0	33	185
\$750,000 - 999,999	0	0	3	0	0	3	115
\$1,000,000 and over	0	0	4	0	0	4	21
Total Types	90	569	500	15	31	1,205	6,135
Average Sale Price	\$91,469	\$119,305	\$274,290	\$71,095	\$112,206	\$184,005	\$165,086
Median Sale Price	\$77,792	\$106,700	\$237,750	\$49,167	\$110,000	\$145,000	\$134,000

Price Group	Sales	% of Total
0 - \$99,999	386	32.0%
\$100,000 - 199,999	416	34.5%
\$200,000 - 399,999	310	25.7%
\$400,000 and above	93	7.7%

Time on Market	Units
1 to 30 days	489
31 to 60 days	237
61 to 90 days	139
91 to 120 days	74
More than 120 Days	266
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: 06/01/14 - 06/30/14

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	14	26	3	0	5	48
20,000 and 29,999	10	25	12	0	1	48
30,000 and 39,999	5	25	3	1	0	34
40,000 and 49,999	3	16	7	8	1	35
50,000 and 59,999	3	28	7	0	1	39
60,000 and 69,999	6	29	4	1	2	42
70,000 and 79,999	5	27	5	0	1	38
80,000 and 89,999	2	44	1	1	0	48
90,000 and 99,999	5	43	4	0	2	54
100,000 and 119,999	5	67	15	0	6	93
120,000 and 139,999	8	52	24	2	4	90
140,000 and 159,999	9	50	22	2	3	86
160,000 and 179,999	5	35	36	0	0	76
180,000 and 199,999	6	22	42	0	1	71
200,000 and 249,999	1	48	84	0	3	136
250,000 and 299,999	2	14	57	0	0	73
300,000 and 399,999	1	17	82	0	1	101
400,000 and 499,999	0	1	52	0	0	53
500,000 and 749,999	0	0	33	0	0	33
750,000 and 999,999	0	0	3	0	0	3
greater than 1,000,000	0	0	4	0	0	4
Totals	90	569	500	15	31	1205
Average List Price	97705	123641	283588	78213	117683	190629
Median List Price	87250	110000	239900	49900	111990	150000
Average Sale Price	91469	119305	274290	71095	112206	184005
Median Sale Price	77792	106700	237750	49167	110000	145000

Time on Market	# Units
1-30	489
31-60	237
61-90	139
91-120	74
greater than 120 days	266
Total Units Sold	1156
Average Market Time	78

Type of Financing	# Units
Conventional	538
Cash	403
FHA	164
VA	54
Owner	2
Other	44

Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 01/01/14 - 06/30/14

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	121	198	35	21	17	392
20,000 and 29,999	41	167	29	9	8	254
30,000 and 39,999	53	165	18	4	5	245
40,000 and 49,999	19	140	33	14	4	210
50,000 and 59,999	34	156	31	3	5	229
60,000 and 69,999	27	136	28	2	7	200
70,000 and 79,999	27	170	25	3	8	233
80,000 and 89,999	25	183	35	1	5	249
90,000 and 99,999	12	214	36	0	12	274
100,000 and 119,999	20	328	84	4	25	461
120,000 and 139,999	31	318	111	3	22	485
140,000 and 159,999	23	291	153	3	17	487
160,000 and 179,999	16	185	175	0	18	394
180,000 and 199,999	11	130	164	1	17	323
200,000 and 249,999	8	200	385	3	20	616
250,000 and 299,999	3	68	272	0	4	347
300,000 and 399,999	3	60	328	0	3	394
400,000 and 499,999	0	16	166	0	3	185
500,000 and 749,999	2	4	109	0	0	115
750,000 and 999,999	0	1	20	0	0	21
greater than 1,000,000	0	0	21	0	0	21
Totals	476	3130	2258	71	200	6135
Average List Price	73591	117604	267486	62273	135319	171745
Median List Price	56750	108700	229000	44900	128700	139000
Average Sale Price	69006	113027	257503	54682	128875	165086
Median Sale Price	51725	102250	222408	40000	122900	134000

Time on Market	# Units
1-30	2329
31-60	1018
61-90	656
91-120	451
greater than 120 days	1681
Total Units Sold	5844
Average Market Time	85

Type of Financing	# Units
Conventional	2317
Cash	2327
FHA	943
VA	293
Owner	12
Other	243

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date: 07/21/14

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	213	20	10
20,000 and 29,999	238	16	6
30,000 and 39,999	218	16	3
40,000 and 49,999	210	6	3
50,000 and 59,999	238	4	3
60,000 and 69,999	237	3	5
70,000 and 79,999	231	4	12
80,000 and 89,999	234	2	8
90,000 and 99,999	207	4	10
100,000 and 119,999	338	5	13
120,000 and 139,999	464	3	24
140,000 and 159,999	389	1	32
160,000 and 179,999	372	1	26
180,000 and 199,999	307	3	21
200,000 and 249,999	656	5	33
250,000 and 299,999	538	0	26
300,000 and 399,999	531	1	16
400,000 and 499,999	319	0	4
500,000 and 749,999	285	0	3
750,000 and 999,999	114	0	1
greater than 1,000,000	110	0	1
Totals	6449	94	260
Average Price	229492	65836	181295
Median Price	160000	36000	162905

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	6,443	\$229,781
Condominium	264	\$181,032
Duplex	94	\$65,943
Total	6,801	\$225,624

PENDING	Listings	Average List Price
Residential	1,655	\$167,204
Condominium	54	\$128,439
Duplex	6	\$53,383
Total	1,715	\$165,606