

Sales Summary

	June Total Sales			YTD Total MLS Sales		
	2015	2014	% change	2015	2014	% change
Units	1,357	1,205	12.6%	6,459	6,135	5.3%
Average Sales Price	\$193,461	\$184,005	5.1%	\$175,422	\$165,086	6.3%
Median Sales Price	\$160,000	\$145,000	10.3%	\$143,000	\$134,000	6.7%

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	19	33	7	0	0	59	333
\$ 20,000 - 29,999	10	30	4	2	1	47	263
\$ 30,000 - 39,999	8	28	6	0	0	42	232
\$ 40,000 - 49,999	5	21	5	0	1	32	205
\$ 50,000 - 59,999	4	18	5	0	0	27	203
\$ 60,000 - 69,999	4	24	5	0	5	38	211
\$ 70,000 - 79,999	4	25	3	0	3	35	212
\$ 80,000 - 89,999	1	48	4	0	4	57	272
\$ 90,000 - 99,999	5	26	8	0	1	40	211
\$100,000 - 119,999	1	67	11	0	5	84	462
\$120,000 - 139,999	6	78	20	1	7	112	544
\$140,000 - 159,999	2	54	41	0	2	99	496
\$160,000 - 179,999	11	54	39	0	7	111	424
\$180,000 - 199,999	1	42	36	0	9	88	350
\$200,000 - 249,999	0	60	91	0	10	161	711
\$250,000 - 299,999	2	18	81	0	1	102	477
\$300,000 - 399,999	0	17	95	0	1	113	448
\$400,000 - 499,999	0	6	51	0	0	57	222
\$500,000 - 749,999	0	2	38	0	0	40	135
\$750,000 - 999,999	0	0	9	0	0	9	31
\$1,000,000 and over	0	0	4	0	0	4	17
Total Types	83	651	563	3	57	1,357	6,459
Average Sale Price	\$72,653	\$129,683	\$285,017	\$59,633	\$149,515	\$193,461	\$175,422
Median Sale Price	\$49,900	\$120,000	\$247,000	\$29,900	\$144,900	\$160,000	\$143,000

Price Group	Sales	% of Total
0 - \$99,999	377	27.8%
\$100,000 - 199,999	494	36.4%
\$200,000 - 399,999	376	27.7%
\$400,000 and above	110	8.1%

Time on Market	Units
1 to 30 days	615
31 to 60 days	253
61 to 90 days	128
91 to 120 days	75
More than 120 Days	286
Average Market Time	71

Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 06/01/15 - 06/30/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	19	33	7	0	0	59
20,000 and 29,999	10	30	4	2	1	47
30,000 and 39,999	8	28	6	0	0	42
40,000 and 49,999	5	21	5	0	1	32
50,000 and 59,999	4	18	5	0	0	27
60,000 and 69,999	4	24	5	0	5	38
70,000 and 79,999	4	25	3	0	3	35
80,000 and 89,999	1	48	4	0	4	57
90,000 and 99,999	5	26	8	0	1	40
100,000 and 119,999	1	67	11	0	5	84
120,000 and 139,999	6	78	20	1	7	112
140,000 and 159,999	2	54	41	0	2	99
160,000 and 179,999	11	54	39	0	7	111
180,000 and 199,999	1	42	36	0	9	88
200,000 and 249,999	0	60	91	0	10	161
250,000 and 299,999	2	18	81	0	1	102
300,000 and 399,999	0	17	95	0	1	113
400,000 and 499,999	0	6	51	0	0	57
500,000 and 749,999	0	2	38	0	0	40
750,000 and 999,999	0	0	9	0	0	9
greater than 1,000,000	0	0	4	0	0	4
Totals	83	651	563	3	57	1357
Average List Price	76294	134216	294439	69600	153268	200059
Median List Price	49900	125000	250000	39900	144900	164810
Average Sale Price	72653	129683	285017	59633	149515	193461
Median Sale Price	49900	120000	247000	29900	144900	160000

Time on Market	# Units	Type of Financing	# Units
1-30	615	Conventional	571
31-60	253	Cash	397
61-90	128	FHA	265
91-120	75	VA	67
greater than 120 days	286	Owner	2
Total Units Sold	1311	Other	55
Average Market Time	71		

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 - 06/30/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	98	180	28	14	13	333
20,000 and 29,999	45	170	34	9	5	263
30,000 and 39,999	33	160	30	6	3	232
40,000 and 49,999	20	144	28	5	8	205
50,000 and 59,999	23	142	30	1	7	203
60,000 and 69,999	27	146	26	1	11	211
70,000 and 79,999	21	156	21	0	14	212
80,000 and 89,999	18	210	31	0	13	272
90,000 and 99,999	21	145	37	1	7	211
100,000 and 119,999	14	355	67	2	24	462
120,000 and 139,999	23	376	109	3	33	544
140,000 and 159,999	28	277	168	3	20	496
160,000 and 179,999	23	220	159	0	22	424
180,000 and 199,999	11	151	163	0	25	350
200,000 and 249,999	13	240	425	0	33	711
250,000 and 299,999	9	95	365	0	8	477
300,000 and 399,999	0	67	372	0	9	448
400,000 and 499,999	0	19	202	0	1	222
500,000 and 749,999	0	8	127	0	0	135
750,000 and 999,999	0	1	30	0	0	31
greater than 1,000,000	1	1	15	0	0	17
Totals	428	3263	2467	45	256	6459
Average List Price	83840	124289	275097	51338	145856	181894
Median List Price	59950	115000	239900	36500	137250	148000
Average Sale Price	78080	119588	266161	47130	140547	175422
Median Sale Price	55700	110000	235000	29900	132750	143000

Time on Market	# Units	Type of Financing	# Units
1-30	2519	Conventional	2418
31-60	1091	Cash	2191
61-90	722	FHA	1202
91-120	489	VA	331
greater than 120 days	1638	Owner	31
Total Units Sold	6206	Other	282
Average Market Time	80	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: 07/17/15

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	198	7	17
20,000 and 29,999	206	19	12
30,000 and 39,999	233	18	10
40,000 and 49,999	239	15	5
50,000 and 59,999	211	13	5
60,000 and 69,999	216	7	10
70,000 and 79,999	198	5	13
80,000 and 89,999	218	3	15
90,000 and 99,999	207	7	9
100,000 and 119,999	380	4	23
120,000 and 139,999	372	5	28
140,000 and 159,999	369	0	26
160,000 and 179,999	325	0	25
180,000 and 199,999	304	2	17
200,000 and 249,999	605	3	35
250,000 and 299,999	488	1	23
300,000 and 399,999	560	0	12
400,000 and 499,999	314	0	7
500,000 and 749,999	313	0	2
750,000 and 999,999	118	1	0
greater than 1,000,000	124	0	2
Totals	6198	110	296
Average Price	237952	70098	163568
Median Price	164900	48450	141000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	6,142	\$238,617
Condominium	288	\$165,634
Duplex	108	\$70,852
Total	6,539	\$232,630

PENDING	Listings	Average List Price
Residential	1,660	\$169,749
Condominium	80	\$133,278
Duplex	15	\$43,800
Total	1,775	\$167,010