

Sales Summary

	March Total MLS Sales			YTD Total MLS Sales		
	2015	2014	% change	2015	2014	% change
Units	1,007	954	5.6%	2,584	2,586	-0.1%
Average Sales Price	\$163,129	\$155,000	5.2%	\$166,277	\$151,000	10.1%
Median Sales Price	\$129,000	\$131,000	-1.5%	\$129,538	\$125,000	3.6%

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	12	32	5	1	1	51	148
\$ 20,000 - 29,999	7	35	7	3	1	53	117
\$ 30,000 - 39,999	8	40	3	0	1	52	115
\$ 40,000 - 49,999	2	13	8	2	1	26	95
\$ 50,000 - 59,999	5	27	11	0	2	45	103
\$ 60,000 - 69,999	4	22	2	0	1	29	92
\$ 70,000 - 79,999	3	28	4	0	2	37	86
\$ 80,000 - 89,999	4	42	8	0	2	56	118
\$ 90,000 - 99,999	3	28	8	0	5	44	97
\$100,000 - 119,999	1	58	12	1	5	77	213
\$120,000 - 139,999	4	55	16	0	5	80	203
\$140,000 - 159,999	6	34	19	0	0	59	180
\$160,000 - 179,999	0	33	18	0	3	54	144
\$180,000 - 199,999	3	22	25	0	6	56	124
\$200,000 - 249,999	4	32	60	0	4	100	260
\$250,000 - 299,999	1	20	54	0	3	78	184
\$300,000 - 399,999	0	10	42	0	2	54	165
\$400,000 - 499,999	0	3	28	0	0	31	72
\$500,000 - 749,999	0	1	16	0	0	17	49
\$750,000 - 999,999	0	0	5	0	0	5	10
\$1,000,000 and over	1	0	2	0	0	3	9
Total Types	68	535	353	7	44	1,007	2,584
Average Sale Price	\$95,108	\$113,298	\$251,756	\$38,928	\$142,316	\$163,129	\$166,277
Median Sale Price	\$60,000	\$100,000	\$225,000	\$25,000	\$126,500	\$129,000	\$129,538

Price Group	Sales	% of Total
0 - \$99,999	393	39.0%
\$100,000 - 199,999	326	32.4%
\$200,000 - 399,999	232	23.0%
\$400,000 and above	56	5.6%

Time on Market	Units
1 to 30 days	367
31 to 60 days	156
61 to 90 days	107
91 to 120 days	83
More than 120 Days	294
Average Market Time	89

Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 03/01/15 - 03/31/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	12	32	5	1	1	51
20,000 and 29,999	7	35	7	3	1	53
30,000 and 39,999	8	40	3	0	1	52
40,000 and 49,999	2	13	8	2	1	26
50,000 and 59,999	5	27	11	0	2	45
60,000 and 69,999	4	22	2	0	1	29
70,000 and 79,999	3	28	4	0	2	37
80,000 and 89,999	4	42	8	0	2	56
90,000 and 99,999	3	28	8	0	5	44
100,000 and 119,999	1	58	12	1	5	77
120,000 and 139,999	4	55	16	0	5	80
140,000 and 159,999	6	34	19	0	0	59
160,000 and 179,999	0	33	18	0	3	54
180,000 and 199,999	3	22	25	0	6	56
200,000 and 249,999	4	32	60	0	4	100
250,000 and 299,999	1	20	54	0	3	78
300,000 and 399,999	0	10	42	0	2	54
400,000 and 499,999	0	3	28	0	0	31
500,000 and 749,999	0	1	16	0	0	17
750,000 and 999,999	0	0	5	0	0	5
greater than 1,000,000	1	0	2	0	0	3
Totals	68	535	353	7	44	1007
Average List Price	111004	117442	260605	45242	146175	169847
Median List Price	67200	101900	229950	30000	133450	133000
Average Sale Price	95108	113298	251756	38928	142316	163129
Median Sale Price	60000	100000	225000	25000	126500	129000

Time on Market	# Units	Type of Financing	# Units
1-30	367	Conventional	362
31-60	156	Cash	379
61-90	107	FHA	175
91-120	83	VA	51
greater than 120 days	294	Owner	3
Total Units Sold	961	Other	37
Average Market Time	89		

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 - 03/31/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	38	84	14	5	7	148
20,000 and 29,999	23	71	14	5	4	117
30,000 and 39,999	19	81	13	0	2	115
40,000 and 49,999	8	59	17	5	6	95
50,000 and 59,999	9	76	15	0	3	103
60,000 and 69,999	12	64	10	1	5	92
70,000 and 79,999	9	63	9	0	5	86
80,000 and 89,999	9	92	15	0	2	118
90,000 and 99,999	8	63	19	1	6	97
100,000 and 119,999	6	163	33	1	10	213
120,000 and 139,999	9	133	47	2	12	203
140,000 and 159,999	11	99	62	1	7	180
160,000 and 179,999	2	80	53	0	9	144
180,000 and 199,999	5	51	58	0	10	124
200,000 and 249,999	5	84	156	0	15	260
250,000 and 299,999	3	40	135	0	6	184
300,000 and 399,999	0	27	135	0	3	165
400,000 and 499,999	0	5	66	0	1	72
500,000 and 749,999	0	4	45	0	0	49
750,000 and 999,999	0	0	10	0	0	10
greater than 1,000,000	1	0	8	0	0	9
Totals	177	1339	934	21	113	2584
Average List Price	83916	117460	269352	58007	144135	172942
Median List Price	54679	104900	234950	49000	135900	134900
Average Sale Price	75000	112866	260145	50959	138776	166277
Median Sale Price	50000	102000	227950	42000	130000	129538

Time on Market	# Units	Type of Financing	# Units
1-30	866	Conventional	915
31-60	391	Cash	1016
61-90	335	FHA	407
91-120	241	VA	127
greater than 120 days	751	Owner	10
Total Units Sold	2461	Other	105
Average Market Time	88	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: 04/15/15

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	191	15	13
20,000 and 29,999	196	21	4
30,000 and 39,999	227	12	3
40,000 and 49,999	201	22	3
50,000 and 59,999	194	7	4
60,000 and 69,999	213	4	11
70,000 and 79,999	218	3	17
80,000 and 89,999	186	1	13
90,000 and 99,999	188	3	6
100,000 and 119,999	336	14	15
120,000 and 139,999	358	1	22
140,000 and 159,999	370	1	20
160,000 and 179,999	312	1	27
180,000 and 199,999	306	2	15
200,000 and 249,999	542	3	34
250,000 and 299,999	432	1	23
300,000 and 399,999	481	0	12
400,000 and 499,999	283	0	8
500,000 and 749,999	286	1	1
750,000 and 999,999	103	0	0
greater than 1,000,000	93	0	2
Totals	5716	112	253
Average Price	229809	65486	175981
Median Price	159900	44700	157900

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	5,691	\$230,229
Condominium	254	\$175,957
Duplex	112	\$65,486
Total	6,057	\$224,907

PENDING	Listings	Average List Price
Residential	1,722	\$170,200
Condominium	55	\$133,907
Duplex	11	\$37,727
Total	1,787	\$168,276