

Sales Summary

	March Total Sales			YTD Total MLS Sales		
	2016	2015	% change	2016	2015	% change
Units	1,196	1,007	18.8%	2,833	2,584	9.6%
Average Sales Price	\$170,328	\$163,129	4.4%	\$162,130	\$166,277	-2.5%
Median Sales Price	\$140,000	\$129,000	8.5%	\$135,000	\$129,538	4.2%

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	27	36	5	2	1	71	203
\$ 20,000 - 29,999	7	24	6	0	0	37	114
\$ 30,000 - 39,999	6	23	3	7	0	39	109
\$ 40,000 - 49,999	1	39	5	0	1	46	102
\$ 50,000 - 59,999	6	29	4	0	2	41	97
\$ 60,000 - 69,999	6	34	5	1	5	51	103
\$ 70,000 - 79,999	2	30	7	0	1	40	105
\$ 80,000 - 89,999	6	33	4	0	4	47	103
\$ 90,000 - 99,999	3	33	6	5	0	47	110
\$100,000 - 119,999	4	56	10	0	2	72	190
\$120,000 - 139,999	2	67	31	0	6	106	248
\$140,000 - 159,999	5	58	16	2	3	84	220
\$160,000 - 179,999	5	39	33	0	3	80	185
\$180,000 - 199,999	4	29	15	0	9	57	146
\$200,000 - 249,999	2	52	73	0	8	135	296
\$250,000 - 299,999	5	26	49	1	5	86	177
\$300,000 - 399,999	1	15	65	0	7	88	170
\$400,000 - 499,999	0	0	36	0	2	38	80
\$500,000 - 749,999	0	1	20	0	0	21	52
\$750,000 - 999,999	0	0	5	0	0	5	13
\$1,000,000 and over	0	0	4	0	1	5	10
Total Types	92	624	402	18	60	1,196	2,833
Average Sale Price	\$81,830	\$120,327	\$267,043	\$76,405	\$206,216	\$170,328	\$162,130
Median Sale Price	\$55,031	\$113,900	\$234,900	\$49,000	\$185,750	\$140,000	\$135,000

Price Group	Sales	% of Total
0 - \$99,999	419	35.0%
\$100,000 - 199,999	399	33.4%
\$200,000 - 399,999	309	25.8%
\$400,000 and above	69	5.8%

Time on Market	Units
1 to 30 days	400
31 to 60 days	205
61 to 90 days	141
91 to 120 days	103
More than 120 Days	273
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: 03/01/16 - 03/31/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	27	36	5	2	1	71
20,000 to 29,999	7	24	6	0	0	37
30,000 to 39,999	6	23	3	7	0	39
40,000 to 49,999	1	39	5	0	1	46
50,000 to 59,999	6	29	4	0	2	41
60,000 to 69,999	6	34	5	1	5	51
70,000 to 79,999	2	30	7	0	1	40
80,000 to 89,999	6	33	4	0	4	47
90,000 to 99,999	3	33	6	5	0	47
100,000 to 119,999	4	56	10	0	2	72
120,000 to 139,999	2	67	31	0	6	106
140,000 to 159,999	5	58	16	2	3	84
160,000 to 179,999	5	39	33	0	3	80
180,000 to 199,999	4	29	15	0	9	57
200,000 to 249,999	2	52	73	0	8	135
250,000 to 299,999	5	26	49	1	5	86
300,000 to 399,999	1	15	65	0	7	88
400,000 to 499,999	0	0	36	0	2	38
500,000 to 749,999	0	1	20	0	0	21
750,000 to 999,999	0	0	5	0	0	5
1,000,000 and greater	0	0	4	0	1	5
Totals	92	624	402	18	60	1196
Average List Price	\$85,723	\$123,786	\$277,066	\$84,144	\$185,249	\$174,866
Median List Price	\$60,900	\$115,000	\$238,540	\$52,500	\$189,000	\$144,600
Average Sale Price	\$81,830	\$120,327	\$267,043	\$76,405	\$206,216	\$170,328
Median Sale Price	\$55,031	\$113,900	\$234,900	\$49,000	\$185,750	\$140,000

Time on Market	# Units
1-30	400
31-60	205
61-90	141
91-120	103
greater than 120 days	273
Total Units Sold	1122
Average Market Time	89

Type of Financing	# Units
Conventional	401
Cash	386
FHA	261
VA	66
Owner	3
Other	79

Residential Home Sales Report

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State: Tennessee

Date Range: 01/01/16 - 03/31/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	58	106	24	8	7	203
20,000 to 29,999	23	69	13	5	4	114
30,000 to 39,999	14	72	12	9	2	109
40,000 to 49,999	5	82	10	0	5	102
50,000 to 59,999	17	61	10	1	8	97
60,000 to 69,999	15	70	8	1	9	103
70,000 to 79,999	10	78	12	2	3	105
80,000 to 89,999	10	76	9	1	7	103
90,000 to 99,999	9	71	18	6	6	110
100,000 to 119,999	11	143	31	0	5	190
120,000 to 139,999	9	164	55	2	18	248
140,000 to 159,999	11	139	57	2	11	220
160,000 to 179,999	11	84	82	1	7	185
180,000 to 199,999	8	68	56	1	13	146
200,000 to 249,999	3	101	177	0	15	296
250,000 to 299,999	6	45	117	1	8	177
300,000 to 399,999	1	28	131	0	10	170
400,000 to 499,999	0	4	74	0	2	80
500,000 to 749,999	0	1	51	0	0	52
750,000 to 999,999	0	1	12	0	0	13
1,000,000 and greater	0	1	8	0	1	10
Totals	221	1464	967	40	141	2833
Average List Price	\$77,681	\$119,026	\$267,076	\$74,032	\$152,121	\$167,347
Median List Price	\$59,900	\$110,550	\$229,900	\$37,250	\$139,500	\$139,000
Average Sale Price	\$73,493	\$115,173	\$258,058	\$67,089	\$157,689	\$162,130
Median Sale Price	\$55,000	\$107,250	\$225,000	\$35,125	\$138,000	\$135,000

Time on Market	# Units
1-30	950
31-60	480
61-90	370
91-120	247
greater than 120 days	630
Total Units Sold	2677
Average Market Time	86

Type of Financing	# Units
Conventional	931
Cash	984
FHA	603
VA	166
Owner	12
Other	137

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 4/18/2016

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	181	5	10
20,000 to 29,999	221	13	13
30,000 to 39,999	196	9	4
40,000 to 49,999	193	12	2
50,000 to 59,999	188	6	4
60,000 to 69,999	196	3	13
70,000 to 79,999	180	5	10
80,000 to 89,999	161	0	9
90,000 to 99,999	149	6	16
100,000 to 119,999	254	0	17
120,000 to 139,999	333	0	26
140,000 to 159,999	286	1	22
160,000 to 179,999	254	1	22
180,000 to 199,999	241	2	21
200,000 to 249,999	517	0	43
250,000 to 299,999	440	2	29
300,000 to 399,999	479	0	16
400,000 to 499,999	276	0	7
500,000 to 749,999	283	0	3
750,000 to 999,999	110	1	0
1,000,000 and greater	103	0	1
Totals	5241	66	288
Average Price	\$241,774	\$74,021	\$176,035
Median Price	\$169,000	\$48,175	\$159,900

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	5,241	\$241,774
Condominium	288	\$176,034
Duplex	66	\$74,021
Total	5,595	\$236,411

PENDING	Listings	Average List Price
Residential	1,719	\$175,910
Condominium	95	\$194,455
Duplex	3	\$124,933
Total	1,817	\$176,795

4/18/2016