

**Sales Summary**

|                            | May Total Sales |           |          | YTD Total MLS Sales |           |          |
|----------------------------|-----------------|-----------|----------|---------------------|-----------|----------|
|                            | 2015            | 2014      | % change | 2015                | 2014      | % change |
| <b>Units</b>               | 1,178           | 1,132     | 4.1%     | 5,035               | 4,877     | 3.2%     |
| <b>Average Sales Price</b> | \$185,539       | \$176,069 | 5.4%     | \$170,809           | \$160,609 | 6.4%     |
| <b>Median Sales Price</b>  | \$155,000       | \$142,500 | 8.8%     | \$139,000           | \$130,000 | 6.9%     |

**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            | 25        | 1         | 0        | 2         | 47                | 272             |
| \$ 20,000 - 29,999        | 3             | 21        | 8         | 1        | 0         | 33                | 215             |
| \$ 30,000 - 39,999        | 4             | 22        | 7         | 0        | 1         | 34                | 189             |
| \$ 40,000 - 49,999        | 3             | 20        | 1         | 0        | 0         | 24                | 168             |
| \$ 50,000 - 59,999        | 2             | 18        | 3         | 0        | 1         | 24                | 175             |
| \$ 60,000 - 69,999        | 4             | 29        | 8         | 0        | 1         | 42                | 168             |
| \$ 70,000 - 79,999        | 2             | 29        | 3         | 0        | 3         | 37                | 171             |
| \$ 80,000 - 89,999        | 3             | 28        | 6         | 0        | 6         | 43                | 213             |
| \$ 90,000 - 99,999        | 3             | 28        | 3         | 0        | 1         | 35                | 168             |
| \$100,000 - 119,999       | 3             | 57        | 9         | 1        | 7         | 77                | 369             |
| \$120,000 - 139,999       | 4             | 76        | 20        | 0        | 9         | 109               | 429             |
| \$140,000 - 159,999       | 9             | 60        | 35        | 0        | 5         | 109               | 392             |
| \$160,000 - 179,999       | 6             | 43        | 39        | 0        | 3         | 91                | 309             |
| \$180,000 - 199,999       | 1             | 32        | 26        | 0        | 4         | 63                | 259             |
| \$200,000 - 249,999       | 4             | 48        | 88        | 0        | 4         | 144               | 541             |
| \$250,000 - 299,999       | 0             | 23        | 78        | 0        | 1         | 102               | 374             |
| \$300,000 - 399,999       | 0             | 7         | 81        | 0        | 3         | 91                | 333             |
| \$400,000 - 499,999       | 0             | 1         | 38        | 0        | 0         | 39                | 160             |
| \$500,000 - 749,999       | 0             | 0         | 23        | 0        | 0         | 23                | 95              |
| \$750,000 - 999,999       | 0             | 1         | 8         | 0        | 0         | 9                 | 22              |
| \$1,000,000 and over      | 0             | 1         | 1         | 0        | 0         | 2                 | 13              |
| <b>Total Types</b>        | 70            | 569       | 486       | 2        | 51        | 1,178             | 5,035           |
| <b>Average Sale Price</b> | \$84,363      | \$128,140 | \$267,313 | \$64,600 | \$139,757 | \$185,539         | \$170,809       |
| <b>Median Sale Price</b>  | \$70,950      | \$122,000 | \$245,000 | \$0      | \$125,000 | \$155,000         | \$139,000       |

| Price Group         | Sales | % of Total |
|---------------------|-------|------------|
| 0 - \$99,999        | 319   | 27.1%      |
| \$100,000 - 199,999 | 449   | 38.1%      |
| \$200,000 - 399,999 | 337   | 28.6%      |
| \$400,000 and above | 73    | 6.2%       |

| Time on Market             | Units     |
|----------------------------|-----------|
| 1 to 30 days               | 515       |
| 31 to 60 days              | 207       |
| 61 to 90 days              | 126       |
| 91 to 120 days             | 68        |
| More than 120 Days         | 262       |
| <b>Average Market Time</b> | <b>73</b> |

# Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

## Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 05/01/15 - 05/31/15

### Sold Residential Listings

| Price Class/Type       | < 2 Bed | 3 Bed  | > 4 Bed | Duplex | Condo  | Total Units |
|------------------------|---------|--------|---------|--------|--------|-------------|
| 19,999 and below       | 19      | 25     | 1       | 0      | 2      | 47          |
| 20,000 and 29,999      | 3       | 21     | 8       | 1      | 0      | 33          |
| 30,000 and 39,999      | 4       | 22     | 7       | 0      | 1      | 34          |
| 40,000 and 49,999      | 3       | 20     | 1       | 0      | 0      | 24          |
| 50,000 and 59,999      | 2       | 18     | 3       | 0      | 1      | 24          |
| 60,000 and 69,999      | 4       | 29     | 8       | 0      | 1      | 42          |
| 70,000 and 79,999      | 2       | 29     | 3       | 0      | 3      | 37          |
| 80,000 and 89,999      | 3       | 28     | 6       | 0      | 6      | 43          |
| 90,000 and 99,999      | 3       | 28     | 3       | 0      | 1      | 35          |
| 100,000 and 119,999    | 3       | 57     | 9       | 1      | 7      | 77          |
| 120,000 and 139,999    | 4       | 76     | 20      | 0      | 9      | 109         |
| 140,000 and 159,999    | 9       | 60     | 35      | 0      | 5      | 109         |
| 160,000 and 179,999    | 6       | 43     | 39      | 0      | 3      | 91          |
| 180,000 and 199,999    | 1       | 32     | 26      | 0      | 4      | 63          |
| 200,000 and 249,999    | 4       | 48     | 88      | 0      | 4      | 144         |
| 250,000 and 299,999    | 0       | 23     | 78      | 0      | 1      | 102         |
| 300,000 and 399,999    | 0       | 7      | 81      | 0      | 3      | 91          |
| 400,000 and 499,999    | 0       | 1      | 38      | 0      | 0      | 39          |
| 500,000 and 749,999    | 0       | 0      | 23      | 0      | 0      | 23          |
| 750,000 and 999,999    | 0       | 1      | 8       | 0      | 0      | 9           |
| greater than 1,000,000 | 0       | 1      | 1       | 0      | 0      | 2           |
| Totals                 | 70      | 569    | 486     | 2      | 51     | 1178        |
| Average List Price     | 87182   | 133352 | 275660  | 69950  | 145518 | 191956      |
| Median List Price      | 74875   | 125000 | 249900  | 0      | 130000 | 159900      |
| Average Sale Price     | 84363   | 128140 | 267313  | 64500  | 139757 | 185539      |
| Median Sale Price      | 70950   | 122000 | 245000  | 0      | 125000 | 155000      |

| Time on Market        | # Units | Type of Financing | # Units |
|-----------------------|---------|-------------------|---------|
| 1-30                  | 515     | Conventional      | 479     |
| 31-60                 | 207     | Cash              | 333     |
| 61-90                 | 126     | FHA               | 246     |
| 91-120                | 68      | VA                | 66      |
| greater than 120 days | 262     | Owner             | 4       |
| Total Units Sold      | 1136    | Other             | 50      |
| Average Market Time   | 73      |                   |         |

# 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 - 05/31/15

### Sold Residential Listings

| Price Class/Type       | < 2 Bed | 3 Bed  | > 4 Bed | Duplex | Condo  | Total Units |
|------------------------|---------|--------|---------|--------|--------|-------------|
| 19,999 and below       | 79      | 146    | 20      | 14     | 13     | 272         |
| 20,000 and 29,999      | 35      | 139    | 30      | 7      | 4      | 215         |
| 30,000 and 39,999      | 25      | 131    | 24      | 6      | 3      | 189         |
| 40,000 and 49,999      | 15      | 120    | 22      | 5      | 6      | 168         |
| 50,000 and 59,999      | 19      | 123    | 25      | 1      | 7      | 175         |
| 60,000 and 69,999      | 23      | 117    | 21      | 1      | 6      | 168         |
| 70,000 and 79,999      | 16      | 127    | 17      | 0      | 11     | 171         |
| 80,000 and 89,999      | 17      | 161    | 26      | 0      | 9      | 213         |
| 90,000 and 99,999      | 15      | 117    | 29      | 1      | 6      | 168         |
| 100,000 and 119,999    | 13      | 279    | 56      | 2      | 19     | 369         |
| 120,000 and 139,999    | 17      | 296    | 88      | 2      | 26     | 429         |
| 140,000 and 159,999    | 26      | 220    | 126     | 3      | 17     | 392         |
| 160,000 and 179,999    | 12      | 163    | 119     | 0      | 15     | 309         |
| 180,000 and 199,999    | 10      | 108    | 125     | 0      | 16     | 259         |
| 200,000 and 249,999    | 13      | 180    | 325     | 0      | 23     | 541         |
| 250,000 and 299,999    | 7       | 77     | 283     | 0      | 7      | 374         |
| 300,000 and 399,999    | 0       | 50     | 275     | 0      | 8      | 333         |
| 400,000 and 499,999    | 0       | 13     | 146     | 0      | 1      | 160         |
| 500,000 and 749,999    | 0       | 6      | 89      | 0      | 0      | 95          |
| 750,000 and 999,999    | 0       | 1      | 21      | 0      | 0      | 22          |
| greater than 1,000,000 | 1       | 1      | 11      | 0      | 0      | 13          |
| Totals                 | 343     | 2575   | 1878    | 42     | 197    | 5035        |
| Average List Price     | 85645   | 122056 | 269705  | 50034  | 144164 | 177268      |
| Median List Price      | 64500   | 114900 | 239000  | 35700  | 134900 | 142900      |
| Average Sale Price     | 79358   | 117352 | 260809  | 46237  | 138389 | 170809      |
| Median Sale Price      | 58000   | 107500 | 232500  | 29500  | 130000 | 139000      |

| Time on Market        | # Units | Type of Financing | # Units |
|-----------------------|---------|-------------------|---------|
| 1-30                  | 1888    | Conventional      | 1829    |
| 31-60                 | 823     | Cash              | 1772    |
| 61-90                 | 588     | FHA               | 926     |
| 91-120                | 408     | VA                | 259     |
| greater than 120 days | 1328    | Owner             | 29      |
| Total Units Sold      | 4829    | Other             | 216     |
| Average Market Time   | 83      | 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: 06/16/15

#### Current Active Listings

| Price Class/Type       | Single Family | Duplex | Condo  |
|------------------------|---------------|--------|--------|
| 19,999 and below       | 201           | 9      | 17     |
| 20,000 and 29,999      | 231           | 17     | 11     |
| 30,000 and 39,999      | 236           | 16     | 3      |
| 40,000 and 49,999      | 227           | 16     | 4      |
| 50,000 and 59,999      | 203           | 14     | 8      |
| 60,000 and 69,999      | 212           | 6      | 11     |
| 70,000 and 79,999      | 198           | 2      | 16     |
| 80,000 and 89,999      | 210           | 2      | 14     |
| 90,000 and 99,999      | 195           | 6      | 10     |
| 100,000 and 119,999    | 374           | 2      | 21     |
| 120,000 and 139,999    | 397           | 4      | 25     |
| 140,000 and 159,999    | 345           | 2      | 31     |
| 160,000 and 179,999    | 330           | 1      | 25     |
| 180,000 and 199,999    | 280           | 2      | 16     |
| 200,000 and 249,999    | 606           | 3      | 30     |
| 250,000 and 299,999    | 480           | 1      | 20     |
| 300,000 and 399,999    | 533           | 0      | 11     |
| 400,000 and 499,999    | 305           | 0      | 6      |
| 500,000 and 749,999    | 316           | 0      | 2      |
| 750,000 and 999,999    | 108           | 1      | 0      |
| greater than 1,000,000 | 119           | 0      | 2      |
| Totals                 | 6106          | 104    | 283    |
| Average Price          | 235570        | 71274  | 161396 |
| Median Price           | 162688        | 48500  | 140000 |

# Inventory Totals

| <b>ACTIVE</b> | <b>Listings</b> | <b>Average List Price</b> |
|---------------|-----------------|---------------------------|
| Residential   | 6,085           | \$235,864                 |
| Condominium   | 283             | \$161,115                 |
| Duplex        | 104             | \$71,274                  |
| <b>Total</b>  | <b>6,472</b>    | <b>\$229,951</b>          |

| <b>PENDING</b> | <b>Listings</b> | <b>Average List Price</b> |
|----------------|-----------------|---------------------------|
| Residential    | 1,752           | \$176,604                 |
| Condominium    | 74              | \$146,756                 |
| Duplex         | 13              | \$80,738                  |
| <b>Total</b>   | <b>1,839</b>    | <b>\$174,726</b>          |