

Sales Summary

	November Total Sales			YTD Total MLS Sales		
	2014	2013	% change	2014	2013	% change
Units	814	890	-8.5%	11,613	12,369	-6.1%
Average Sales Price	\$162,556	\$155,000	4.9%	\$168,976	\$158,000	6.9%
Median Sales Price	\$124,870	\$120,000	4.1%	\$135,800	\$127,000	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	8	31	3	0	2	44	677
\$ 20,000 - 29,999	6	24	3	0	0	33	452
\$ 30,000 - 39,999	2	12	5	1	0	20	434
\$ 40,000 - 49,999	4	24	3	1	1	33	396
\$ 50,000 - 59,999	1	16	2	0	2	21	392
\$ 60,000 - 69,999	1	27	3	0	3	34	391
\$ 70,000 - 79,999	7	40	6	0	1	54	446
\$ 80,000 - 89,999	2	30	3	0	0	35	493
\$ 90,000 - 99,999	0	35	7	0	2	44	492
\$100,000 - 119,999	0	56	14	0	2	72	853
\$120,000 - 139,999	1	42	12	0	2	57	944
\$140,000 - 159,999	2	42	18	0	3	65	912
\$160,000 - 179,999	1	28	18	0	2	49	781
\$180,000 - 199,999	2	22	14	0	0	38	600
\$200,000 - 249,999	0	23	44	0	3	70	1163
\$250,000 - 299,999	0	11	38	0	3	52	735
\$300,000 - 399,999	0	3	36	0	2	41	764
\$400,000 - 499,999	0	3	21	0	0	24	360
\$500,000 - 749,999	0	1	18	0	1	20	231
\$750,000 - 999,999	0	0	6	0	0	6	57
\$1,000,000 and over	0	0	2	0	0	2	40
Total Types	37	470	276	2	29	814	11,613
Average Sale Price	\$61,640	\$110,051	\$265,494	\$39,277	\$157,703	\$162,556	\$168,976
Median Sale Price	\$42,900	\$99,000	\$229,950	\$0	\$134,000	\$124,870	\$135,800

Price Group	Sales	% of Total
0 - \$99,999	318	39.1%
\$100,000 - 199,999	281	34.5%
\$200,000 - 399,999	163	20.0%
\$400,000 and above	52	6.4%

Time on Market	Units
1 to 30 days	268
31 to 60 days	144
61 to 90 days	119
91 to 120 days	74
More than 120 Days	209
Average Market Time	82

Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 11/01/14 - 11/30/14

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	8	31	3	0	2	44
20,000 and 29,999	6	24	3	0	0	33
30,000 and 39,999	2	12	5	1	0	20
40,000 and 49,999	4	24	3	1	1	33
50,000 and 59,999	1	16	2	0	2	21
60,000 and 69,999	1	27	3	0	3	34
70,000 and 79,999	7	40	6	0	1	54
80,000 and 89,999	2	30	3	0	0	35
90,000 and 99,999	0	35	7	0	2	44
100,000 and 119,999	0	56	14	0	2	72
120,000 and 139,999	1	42	12	0	2	57
140,000 and 159,999	2	42	18	0	3	65
160,000 and 179,999	1	28	18	0	2	49
180,000 and 199,999	2	22	14	0	0	38
200,000 and 249,999	0	23	44	0	3	70
250,000 and 299,999	0	11	38	0	3	52
300,000 and 399,999	0	3	36	0	2	41
400,000 and 499,999	0	3	21	0	0	24
500,000 and 749,999	0	1	18	0	1	20
750,000 and 999,999	0	0	6	0	0	6
greater than 1,000,000	0	0	2	0	0	2
Totals	37	470	276	2	29	814
Average List Price	65697	114796	274608	38900	163807	168808
Median List Price	45900	104100	237000	0	149000	129900
Average Sale Price	61640	110051	265494	39277	157703	162556
Median Sale Price	42900	99000	229950	0	134000	124870

Time on Market	# Units
1-30	268
31-60	144
61-90	119
91-120	74
greater than 120 days	209
Total Units Sold	762
Average Market Time	82

Type of Financing	# Units
Conventional	265
Cash	316
FHA	139
VA	49
Owner	3
Other	42

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 - 11/30/14

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	202	361	61	26	27	677
20,000 and 29,999	87	287	50	13	15	452
30,000 and 39,999	82	296	38	7	11	434
40,000 and 49,999	38	275	55	22	6	396
50,000 and 59,999	54	280	43	3	12	392
60,000 and 69,999	51	269	52	3	16	391
70,000 and 79,999	49	317	54	5	21	446
80,000 and 89,999	50	360	69	3	11	493
90,000 and 99,999	19	382	70	1	20	492
100,000 and 119,999	39	628	140	4	42	853
120,000 and 139,999	48	640	209	5	42	944
140,000 and 159,999	37	537	294	4	40	912
160,000 and 179,999	30	391	323	1	36	781
180,000 and 199,999	15	250	301	3	31	600
200,000 and 249,999	15	369	737	3	39	1163
250,000 and 299,999	6	148	566	0	15	735
300,000 and 399,999	5	114	636	1	8	764
400,000 and 499,999	0	29	326	0	5	360
500,000 and 749,999	1	8	220	0	2	231
750,000 and 999,999	0	1	56	0	0	57
greater than 1,000,000	0	1	39	0	0	40
Totals	828	5943	4339	104	399	11613
Average List Price	71493	119556	272267	67211	141889	175615
Median List Price	55750	109900	233500	45000	135000	140000
Average Sale Price	67206	114791	262613	60262	135424	168976
Median Sale Price	50900	105000	228000	41277	130000	135800

Time on Market	# Units
1-30	4382
31-60	2022
61-90	1367
91-120	912
greater than 120 days	2930
Total Units Sold	11087
Average Market Time	82

Type of Financing	# Units
Conventional	4396
Cash	4234
FHA	1845
VA	606
Owner	28
Other	501
Not Reported	3

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date: 12/16/14

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	209	21	18
20,000 and 29,999	229	23	6
30,000 and 39,999	239	17	4
40,000 and 49,999	229	15	7
50,000 and 59,999	236	11	10
60,000 and 69,999	223	4	8
70,000 and 79,999	185	4	10
80,000 and 89,999	220	2	6
90,000 and 99,999	179	4	10
100,000 and 119,999	341	8	16
120,000 and 139,999	395	6	23
140,000 and 159,999	348	3	9
160,000 and 179,999	320	2	34
180,000 and 199,999	280	2	24
200,000 and 249,999	574	3	28
250,000 and 299,999	426	0	14
300,000 and 399,999	430	0	12
400,000 and 499,999	266	0	8
500,000 and 749,999	238	0	2
750,000 and 999,999	97	0	0
greater than 1,000,000	97	0	2
Totals	5761	125	251
Average Price	222228	59391	168774
Median Price	152000	40000	158900

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	5,756	\$222,173
Condominium	250	\$169,209
Duplex	125	\$59,391
Total	6,131	\$216,695

PENDING	Listings	Average List Price
Residential	1,405	\$157,210
Condominium	43	\$151,030
Duplex	10	\$59,070
Total	1,458	\$156,355