

Sales Summary

	November Total Sales			YTD Total MLS Sales		
	2015	2014	% change	2015	2014	% change
Units	790	814	-2.9%	12,241	11,613	5.4%
Average Sales Price	\$173,795	\$162,556	6.9%	\$177,824	\$168,976	5.2%
Median Sales Price	\$141,200	\$124,870	13.1%	\$145,000	\$135,800	6.8%

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	9	19	11	2	2	43	620
\$ 20,000 - 29,999	4	19	2	2	0	27	439
\$ 30,000 - 39,999	3	21	1	0	0	25	398
\$ 40,000 - 49,999	6	18	1	0	1	26	399
\$ 50,000 - 59,999	5	24	4	0	2	35	380
\$ 60,000 - 69,999	5	16	2	1	2	26	373
\$ 70,000 - 79,999	0	19	0	0	3	22	417
\$ 80,000 - 89,999	3	28	6	0	2	39	502
\$ 90,000 - 99,999	4	28	8	0	1	41	441
\$100,000 - 119,999	4	35	10	0	2	51	908
\$120,000 - 139,999	4	35	11	0	6	56	1012
\$140,000 - 159,999	3	37	20	1	5	66	942
\$160,000 - 179,999	1	29	16	1	2	49	805
\$180,000 - 199,999	0	19	19	0	2	40	665
\$200,000 - 249,999	0	25	49	0	2	76	1344
\$250,000 - 299,999	0	9	55	0	2	66	933
\$300,000 - 399,999	0	10	41	0	5	56	902
\$400,000 - 499,999	0	2	23	0	0	25	400
\$500,000 - 749,999	0	0	15	0	0	15	265
\$750,000 - 999,999	0	0	4	0	0	4	62
\$1,000,000 and over	0	0	2	0	0	2	34
Total Types	51	393	300	7	39	790	12,241
Average Sale Price	\$65,815	\$116,557	\$267,133	\$65,642	\$153,701	\$173,795	\$177,824
Median Sale Price	\$55,000	\$102,900	\$238,950	\$20,000	\$139,000	\$141,200	\$145,000

Price Group	Sales	% of Total
0 - \$99,999	284	35.9%
\$100,000 - 199,999	262	33.2%
\$200,000 - 399,999	198	25.1%
\$400,000 and above	46	5.8%

Time on Market	Units
1 to 30 days	281
31 to 60 days	151
61 to 90 days	83
91 to 120 days	77
More than 120 Days	198
Average Market Time	78

Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 11/01/15 - 11/30/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	9	19	11	2	2	43
20,000 and 29,999	4	19	2	2	0	27
30,000 and 39,999	3	21	1	0	0	25
40,000 and 49,999	6	18	1	0	1	26
50,000 and 59,999	5	24	4	0	2	35
60,000 and 69,999	5	16	2	1	2	26
70,000 and 79,999	0	19	0	0	3	22
80,000 and 89,999	3	28	6	0	2	39
90,000 and 99,999	4	28	8	0	1	41
100,000 and 119,999	4	35	10	0	2	51
120,000 and 139,999	4	35	11	0	6	56
140,000 and 159,999	3	37	20	1	5	66
160,000 and 179,999	1	29	16	1	2	49
180,000 and 199,999	0	19	19	0	2	40
200,000 and 249,999	0	25	49	0	2	76
250,000 and 299,999	0	9	55	0	2	66
300,000 and 399,999	0	10	41	0	5	56
400,000 and 499,999	0	2	23	0	0	25
500,000 and 749,999	0	0	15	0	0	15
750,000 and 999,999	0	0	4	0	0	4
greater than 1,000,000	0	0	2	0	0	2
Totals	51	393	300	7	39	790
Average List Price	70984	121105	274536	75128	156982	179536
Median List Price	57750	108900	245000	40000	139300	145000
Average Sale Price	65815	116557	267133	65642	153701	173795
Median Sale Price	55000	102900	238950	20000	139000	141200

Time on Market	# Units
1-30	281
31-60	151
61-90	83
91-120	77
greater than 120 days	198
Total Units Sold	747
Average Market Time	78

Type of Financing	# Units
Conventional	245
Cash	295
FHA	164
VA	42
Owner	1
Other	43

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 - 11/30/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	169	345	58	22	26	620
20,000 and 29,999	73	288	54	16	8	439
30,000 and 39,999	59	275	47	11	6	398
40,000 and 49,999	50	272	56	7	14	399
50,000 and 59,999	50	253	50	4	23	380
60,000 and 69,999	48	251	47	3	24	373
70,000 and 79,999	36	303	44	2	32	417
80,000 and 89,999	37	378	61	1	25	502
90,000 and 99,999	39	300	77	2	23	441
100,000 and 119,999	37	688	136	5	42	908
120,000 and 139,999	54	688	199	3	68	1012
140,000 and 159,999	49	544	298	5	46	942
160,000 and 179,999	40	415	305	1	44	805
180,000 and 199,999	23	294	307	1	40	665
200,000 and 249,999	21	453	814	0	56	1344
250,000 and 299,999	19	161	735	1	17	933
300,000 and 399,999	1	136	744	0	21	902
400,000 and 499,999	0	32	364	1	3	400
500,000 and 749,999	0	13	252	0	0	265
750,000 and 999,999	0	2	60	0	0	62
greater than 1,000,000	1	2	31	0	0	34
Totals	806	6093	4739	85	518	12241
Average List Price	84853	124962	276886	64645	144168	184048
Median List Price	65450	115900	242900	40000	134900	149900
Average Sale Price	79767	120358	268386	58663	138841	177824
Median Sale Price	61000	111275	238000	34900	130000	145000

Time on Market	# Units
1-30	4868
31-60	2172
61-90	1395
91-120	966
greater than 120 days	2840
Total Units Sold	11767
Average Market Time	77

Type of Financing	# Units
Conventional	4474
Cash	4088
FHA	2371
VA	660
Owner	44
Other	526
Not Reported	74
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: 12/17/15

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	219	9	11
20,000 and 29,999	240	22	18
30,000 and 39,999	235	3	4
40,000 and 49,999	186	14	7
50,000 and 59,999	214	4	5
60,000 and 69,999	226	7	11
70,000 and 79,999	199	3	15
80,000 and 89,999	207	2	11
90,000 and 99,999	180	1	13
100,000 and 119,999	275	2	20
120,000 and 139,999	361	2	29
140,000 and 159,999	306	2	23
160,000 and 179,999	307	0	22
180,000 and 199,999	255	1	17
200,000 and 249,999	522	1	25
250,000 and 299,999	415	1	24
300,000 and 399,999	433	0	15
400,000 and 499,999	252	0	6
500,000 and 749,999	253	1	1
750,000 and 999,999	93	1	0
greater than 1,000,000	99	0	0
Totals	5477	76	277
Average Price	223542	72817	154656
Median Price	154900	45900	134000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	5,439	\$223,365
Condominium	283	\$159,563
Duplex	71	\$75,567
Total	5,793	\$218,438

PENDING	Listings	Average List Price
Residential	1,326	\$163,850
Condominium	75	\$178,954
Duplex	11	\$80,118
Total	1,412	\$164,000

12/17/2015