

Sales Summary

	October Total Sales			YTD Total MLS Sales		
	2014	2013	% change	2014	2013	% change
Units	1,044	1,097	-4.8%	10,730	11,433	-6.1%
Average Sales Price	\$158,418	\$160,000	-1.0%	\$169,551	\$159,000	6.6%
Median Sales Price	\$132,400	\$127,000	4.3%	\$136,950	\$128,000	7.0%

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	18	29	11	2	1	61	629
\$ 20,000 - 29,999	9	27	9	1	3	49	419
\$ 30,000 - 39,999	5	38	5	0	0	48	409
\$ 40,000 - 49,999	4	25	6	4	0	39	362
\$ 50,000 - 59,999	4	23	3	0	1	31	365
\$ 60,000 - 69,999	9	25	6	0	1	41	355
\$ 70,000 - 79,999	2	24	4	1	3	34	391
\$ 80,000 - 89,999	8	33	8	1	1	51	455
\$ 90,000 - 99,999	1	34	4	0	1	40	448
\$100,000 - 119,999	3	56	13	0	1	73	777
\$120,000 - 139,999	4	58	22	0	4	88	881
\$140,000 - 159,999	1	46	27	0	4	78	839
\$160,000 - 179,999	1	40	27	0	1	69	723
\$180,000 - 199,999	0	18	31	0	5	54	557
\$200,000 - 249,999	2	30	67	0	6	105	1086
\$250,000 - 299,999	0	15	46	0	3	64	681
\$300,000 - 399,999	0	13	56	1	0	70	719
\$400,000 - 499,999	0	3	23	0	1	27	335
\$500,000 - 749,999	0	0	17	0	0	17	211
\$750,000 - 999,999	0	0	3	0	0	3	50
\$1,000,000 and over	0	0	2	0	0	2	38
<b>Total Types</b>	<b>71</b>	<b>537</b>	<b>390</b>	<b>10</b>	<b>36</b>	<b>1,044</b>	<b>10,730</b>
Average Sale Price	\$56,618	\$113,694	\$238,534	\$71,110	\$152,987	\$158,418	\$169,551
Median Sale Price	\$45,000	\$103,900	\$219,975	\$41,500	\$153,500	\$132,400	\$136,950

Price Group	Sales	% of Total
0 - \$99,999	394	37.7%
\$100,000 - 199,999	362	34.7%
\$200,000 - 399,999	239	22.9%
\$400,000 and above	49	4.7%

Time on Market	Units
1 to 30 days	380
31 to 60 days	198
61 to 90 days	130
91 to 120 days	87
More than 120 Days	249
<b>Average Market Time</b>	<b>83</b>

# Residential Home Sales Report

## NATIONAL ASSOCIATION OF REALTORS

### Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 10/01/14 - 10/31/14

### Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	18	29	11	2	1	61
20,000 and 29,999	9	27	9	1	3	49
30,000 and 39,999	5	38	5	0	0	48
40,000 and 49,999	4	25	6	4	0	39
50,000 and 59,999	4	23	3	0	1	31
60,000 and 69,999	9	25	6	0	1	41
70,000 and 79,999	2	24	4	1	3	34
80,000 and 89,999	8	33	8	1	1	51
90,000 and 99,999	1	34	4	0	1	40
100,000 and 119,999	3	56	13	0	1	73
120,000 and 139,999	4	58	22	0	4	88
140,000 and 159,999	1	46	27	0	4	78
160,000 and 179,999	1	40	27	0	1	69
180,000 and 199,999	0	18	31	0	5	54
200,000 and 249,999	2	30	67	0	6	105
250,000 and 299,999	0	15	46	0	3	64
300,000 and 399,999	0	13	56	1	0	70
400,000 and 499,999	0	3	23	0	1	27
500,000 and 749,999	0	0	17	0	0	17
750,000 and 999,999	0	0	3	0	0	3
greater than 1,000,000	0	0	2	0	0	2
Totals	71	537	390	10	36	1044
Average List Price	60070	119638	247162	79620	159408	165234
Median List Price	49900	109900	225075	49000	154200	136250
Average Sale Price	56618	113694	238534	71110	152987	158418
Median Sale Price	45000	103900	219975	41500	153500	132400

Time on Market	# Units
1-30	380
31-60	198
61-90	130
91-120	87
greater than 120 days	249
Total Units Sold	1005
Average Market Time	83

Type of Financing	# Units
Conventional	362
Cash	396
FHA	173
VA	55
Owner	7
Other	51

# 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 - 10/31/14

### Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	193	327	58	26	25	629
20,000 and 29,999	81	263	47	13	15	419
30,000 and 39,999	77	283	32	6	11	409
40,000 and 49,999	34	250	52	21	5	362
50,000 and 59,999	53	259	41	3	9	365
60,000 and 69,999	49	241	49	3	13	355
70,000 and 79,999	42	276	48	5	20	391
80,000 and 89,999	46	329	66	3	11	455
90,000 and 99,999	19	348	62	1	18	448
100,000 and 119,999	39	568	126	4	40	777
120,000 and 139,999	47	592	197	5	40	881
140,000 and 159,999	35	489	274	4	37	839
160,000 and 179,999	28	358	303	1	33	723
180,000 and 199,999	13	226	284	3	31	557
200,000 and 249,999	15	342	690	3	36	1086
250,000 and 299,999	6	137	526	0	12	681
300,000 and 399,999	5	109	598	1	6	719
400,000 and 499,999	0	26	304	0	5	335
500,000 and 749,999	1	7	202	0	1	211
750,000 and 999,999	0	1	49	0	0	50
greater than 1,000,000	0	1	37	0	0	38
Totals	783	5432	4045	102	368	10730
Average List Price	71747	119828	272181	67766	140295	176224
Median List Price	56450	110000	233500	45750	135000	140000
Average Sale Price	67492	115059	262483	60673	133807	169551
Median Sale Price	51000	105000	228000	41500	130000	136950

Time on Market	# Units
1-30	4090
31-60	1866
61-90	1235
91-120	832
greater than 120 days	2707
Total Units Sold	10256
Average Market Time	82

Type of Financing	# Units
Conventional	4105
Cash	3891
FHA	1693
VA	556
Owner	24
Other	458
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: 11/17/14

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	198	19	18
20,000 and 29,999	235	24	5
30,000 and 39,999	231	18	5
40,000 and 49,999	241	10	6
50,000 and 59,999	242	7	9
60,000 and 69,999	254	4	9
70,000 and 79,999	205	3	12
80,000 and 89,999	229	2	8
90,000 and 99,999	187	4	11
100,000 and 119,999	340	7	15
120,000 and 139,999	424	8	23
140,000 and 159,999	366	3	16
160,000 and 179,999	330	2	36
180,000 and 199,999	306	2	20
200,000 and 249,999	606	3	31
250,000 and 299,999	470	0	17
300,000 and 399,999	447	0	13
400,000 and 499,999	290	0	7
500,000 and 749,999	256	0	1
750,000 and 999,999	103	0	0
greater than 1,000,000	104	0	2
Totals	6064	116	264
Average Price	223652	61407	167256
Median Price	155250	39000	156950

## Inventory Totals

<b>ACTIVE</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	6,062	\$223,456
Condominium	265	\$167,613
Duplex	116	\$61,407
<b>Total</b>	<b>6,443</b>	<b>\$218,241</b>

<b>PENDING</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	1,448	\$158,222
Condominium	44	\$159,196
Duplex	7	\$60,042
<b>Total</b>	<b>1,539</b>	<b>\$157,803</b>