

Sales Summary

	October Total Sales			YTD Total MLS Sales		
	2015	2014	% change	2015	2014	% change
Units	1,015	1,044	-2.8%	11,394	10,730	6.2%
Average Sales Price	\$175,007	\$158,418	10.5%	\$178,282	\$169,551	5.1%
Median Sales Price	\$134,900	\$132,400	1.9%	\$145,000	\$136,950	5.9%

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	12	30	6	0	4	52	575
\$ 20,000 - 29,999	5	25	7	0	1	38	412
\$ 30,000 - 39,999	3	20	4	2	2	31	369
\$ 40,000 - 49,999	7	26	9	0	1	43	371
\$ 50,000 - 59,999	5	17	5	0	3	30	341
\$ 60,000 - 69,999	4	27	4	0	1	36	344
\$ 70,000 - 79,999	3	34	6	0	3	46	394
\$ 80,000 - 89,999	4	30	4	1	2	41	459
\$ 90,000 - 99,999	3	32	6	0	4	45	398
\$100,000 - 119,999	4	74	7	1	3	89	848
\$120,000 - 139,999	5	54	12	0	5	76	951
\$140,000 - 159,999	3	47	15	1	5	71	873
\$160,000 - 179,999	7	29	28	0	7	71	755
\$180,000 - 199,999	4	26	20	1	2	53	621
\$200,000 - 249,999	2	37	61	0	4	104	1263
\$250,000 - 299,999	0	10	44	1	0	55	861
\$300,000 - 399,999	0	13	63	0	1	77	844
\$400,000 - 499,999	0	0	20	0	0	20	375
\$500,000 - 749,999	0	1	21	0	0	22	250
\$750,000 - 999,999	0	1	8	0	0	9	58
\$1,000,000 and over	0	1	5	0	0	6	32
Total Types	71	534	355	7	48	1,015	11,394
Average Sale Price	\$84,675	\$119,287	\$276,889	\$125,957	\$127,075	\$175,007	\$178,282
Median Sale Price	\$68,000	\$105,000	\$239,000	\$100,800	\$118,549	\$134,900	\$145,000

Price Group	Sales	% of Total
0 - \$99,999	362	35.7%
\$100,000 - 199,999	360	35.5%
\$200,000 - 399,999	236	23.3%
\$400,000 and above	57	5.6%

Time on Market	Units
1 to 30 days	390
31 to 60 days	191
61 to 90 days	123
91 to 120 days	86
More than 120 Days	225
Average Market Time	74

Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 10/01/15 - 10/31/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	12	30	6	0	4	52
20,000 and 29,999	5	25	7	0	1	38
30,000 and 39,999	3	20	4	2	2	31
40,000 and 49,999	7	26	9	0	1	43
50,000 and 59,999	5	17	5	0	3	30
60,000 and 69,999	4	27	4	0	1	36
70,000 and 79,999	3	34	6	0	3	46
80,000 and 89,999	4	30	4	1	2	41
90,000 and 99,999	3	32	6	0	4	45
100,000 and 119,999	4	74	7	1	3	89
120,000 and 139,999	5	54	12	0	5	76
140,000 and 159,999	3	47	15	1	5	71
160,000 and 179,999	7	29	28	0	7	71
180,000 and 199,999	4	26	20	1	2	53
200,000 and 249,999	2	37	61	0	4	104
250,000 and 299,999	0	10	44	1	0	55
300,000 and 399,999	0	13	63	0	1	77
400,000 and 499,999	0	0	20	0	0	20
500,000 and 749,999	0	1	21	0	0	22
750,000 and 999,999	0	1	8	0	0	9
greater than 1,000,000	0	1	5	0	0	6
Totals	71	534	355	7	48	1015
Average List Price	88994	124293	284831	133385	122424	181048
Median List Price	75300	110000	239900	100000	127075	139900
Average Sale Price	84675	119287	276889	125957	118549	175007
Median Sale Price	68000	105000	239000	100800	119000	134900

Time on Market	# Units
1-30	390
31-60	191
61-90	123
91-120	86
greater than 120 days	225
Total Units Sold	979
Average Market Time	74

Type of Financing	# Units
Conventional	290
Cash	253
FHA	153
VA	43
Owner	6
Other	27
Not Reported	243

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 - 10/31/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	160	324	47	20	24	575
20,000 and 29,999	69	269	52	14	8	412
30,000 and 39,999	56	251	46	10	6	369
40,000 and 49,999	44	252	55	7	13	371
50,000 and 59,999	44	226	46	4	21	341
60,000 and 69,999	43	233	45	2	21	344
70,000 and 79,999	36	283	44	2	29	394
80,000 and 89,999	34	347	55	1	22	459
90,000 and 99,999	35	271	68	2	22	398
100,000 and 119,999	33	644	126	5	40	848
120,000 and 139,999	50	650	187	3	61	951
140,000 and 159,999	45	506	277	4	41	873
160,000 and 179,999	39	385	289	0	42	755
180,000 and 199,999	23	272	287	1	38	621
200,000 and 249,999	21	427	761	0	54	1263
250,000 and 299,999	19	149	676	1	16	861
300,000 and 399,999	1	124	703	0	16	844
400,000 and 499,999	0	30	341	1	3	375
500,000 and 749,999	0	13	237	0	0	250
750,000 and 999,999	0	2	56	0	0	58
greater than 1,000,000	1	2	29	0	0	32
Totals	753	5660	4427	77	477	11394
Average List Price	85733	125223	277231	64013	143723	184559
Median List Price	66900	116900	242900	40000	134900	149900
Average Sale Price	80641	120604	268632	58375	138224	178282
Median Sale Price	62000	112000	238000	35000	129900	145000

Time on Market	# Units
1-30	4548
31-60	2018
61-90	1313
91-120	882
greater than 120 days	2633
Total Units Sold	10967
Average Market Time	77

Type of Financing	# Units
Conventional	4155
Cash	3699
FHA	2147
VA	603
Owner	43
Other	472
Not Reported	271
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: 11/20/15

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	210	8	14
20,000 and 29,999	222	21	15
30,000 and 39,999	237	4	5
40,000 and 49,999	186	21	4
50,000 and 59,999	192	6	6
60,000 and 69,999	215	7	6
70,000 and 79,999	189	3	15
80,000 and 89,999	224	4	14
90,000 and 99,999	178	4	9
100,000 and 119,999	294	5	24
120,000 and 139,999	385	3	23
140,000 and 159,999	341	1	23
160,000 and 179,999	318	0	23
180,000 and 199,999	267	2	19
200,000 and 249,999	577	1	27
250,000 and 299,999	450	1	30
300,000 and 399,999	453	0	16
400,000 and 499,999	276	0	6
500,000 and 749,999	276	1	1
750,000 and 999,999	106	1	0
greater than 1,000,000	101	0	1
Totals	5697	93	281
Average Price	229056	74122	163800
Median Price	159900	48900	147500

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	5,712	\$226,399
Condominium	285	\$166,191
Duplex	89	\$71,838
Total	6,086	\$221,319

PENDING	Listings	Average List Price
Residential	1,444	\$166,773
Condominium	87	\$175,713
Duplex	10	\$62,970
Total	1,541	\$166,604

11/20/2015