

Sales Summary

	September Total Sales			YTD Total MLS Sales		
	2015	2014	% change	2015	2014	% change
Units	1,116	976	14.3%	10,305	9,589	7.5%
Average Sales Price	\$178,795	\$174,609	2.4%	\$178,530	\$171,004	4.4%
Median Sales Price	\$144,450	\$140,000	3.2%	\$146,000	\$137,500	6.2%

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	14	32	7	1	2	56	519
\$ 20,000 - 29,999	7	26	1	3	0	37	372
\$ 30,000 - 39,999	4	18	2	0	0	24	337
\$ 40,000 - 49,999	9	28	7	1	0	45	325
\$ 50,000 - 59,999	6	22	4	0	5	37	308
\$ 60,000 - 69,999	2	18	5	0	2	27	307
\$ 70,000 - 79,999	3	22	5	1	5	36	347
\$ 80,000 - 89,999	6	36	8	0	1	51	415
\$ 90,000 - 99,999	4	31	9	0	2	46	352
\$100,000 - 119,999	3	54	16	1	6	80	754
\$120,000 - 139,999	7	67	19	0	7	100	871
\$140,000 - 159,999	2	56	26	0	2	86	795
\$160,000 - 179,999	2	40	28	0	3	73	680
\$180,000 - 199,999	1	32	24	0	2	59	560
\$200,000 - 249,999	4	41	62	0	4	111	1148
\$250,000 - 299,999	3	15	65	0	2	85	798
\$300,000 - 399,999	0	14	69	0	3	86	763
\$400,000 - 499,999	0	4	37	0	0	41	354
\$500,000 - 749,999	0	2	29	0	0	31	226
\$750,000 - 999,999	0	0	3	0	0	3	48
\$1,000,000 and over	0	0	2	0	0	2	26
Total Types	77	558	428	7	46	1,116	10,305
Average Sale Price	\$81,222	\$124,031	\$267,747	\$45,285	\$137,317	\$178,795	\$178,530
Median Sale Price	\$57,000	\$116,900	\$242,750	\$24,000	\$117,950	\$144,450	\$146,000

Price Group	Sales	% of Total
0 - \$99,999	359	32.2%
\$100,000 - 199,999	398	35.7%
\$200,000 - 399,999	282	25.3%
\$400,000 and above	77	6.9%

Time on Market	Units
1 to 30 days	443
31 to 60 days	218
61 to 90 days	135
91 to 120 days	96
More than 120 Days	224
Average Market Time	72

Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 09/01/15 - 09/30/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	14	32	7	1	2	56
20,000 and 29,999	7	26	1	3	0	37
30,000 and 39,999	4	18	2	0	0	24
40,000 and 49,999	9	28	7	1	0	45
50,000 and 59,999	6	22	4	0	5	37
60,000 and 69,999	2	18	5	0	2	27
70,000 and 79,999	3	22	5	1	5	36
80,000 and 89,999	6	36	8	0	1	51
90,000 and 99,999	4	31	9	0	2	46
100,000 and 119,999	3	54	16	1	6	80
120,000 and 139,999	7	67	19	0	7	100
140,000 and 159,999	2	56	26	0	2	86
160,000 and 179,999	2	40	28	0	3	73
180,000 and 199,999	1	32	24	0	2	59
200,000 and 249,999	4	41	62	0	4	111
250,000 and 299,999	3	15	65	0	2	85
300,000 and 399,999	0	14	69	0	3	86
400,000 and 499,999	0	4	37	0	0	41
500,000 and 749,999	0	2	29	0	0	31
750,000 and 999,999	0	0	3	0	0	3
greater than 1,000,000	0	0	2	0	0	2
Totals	77	558	428	7	46	1116
Average List Price	84574	128525	276556	54457	147305	184944
Median List Price	65000	119900	249000	29900	122450	149450
Average Sale Price	81222	124031	267747	45285	137317	178795
Median Sale Price	57000	116900	242750	24000	117950	144450

Time on Market	# Units
1-30	443
31-60	218
61-90	135
91-120	96
greater than 120 days	224
Total Units Sold	1080
Average Market Time	72

Type of Financing	# Units
Conventional	413
Cash	353
FHA	243
VA	56
Owner	1
Other	49
Not Reported	1

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 - 09/30/15

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	147	291	41	20	20	519
20,000 and 29,999	63	243	45	14	7	372
30,000 and 39,999	53	230	42	8	4	337
40,000 and 49,999	37	224	46	7	11	325
50,000 and 59,999	39	206	41	4	18	308
60,000 and 69,999	39	205	41	2	20	307
70,000 and 79,999	33	248	38	2	26	347
80,000 and 89,999	30	315	50	0	20	415
90,000 and 99,999	32	238	62	2	18	352
100,000 and 119,999	28	566	119	4	37	754
120,000 and 139,999	45	593	174	3	56	871
140,000 and 159,999	41	456	260	3	35	795
160,000 and 179,999	32	354	259	0	35	680
180,000 and 199,999	19	242	263	0	36	560
200,000 and 249,999	18	386	695	0	49	1148
250,000 and 299,999	19	137	626	0	16	798
300,000 and 399,999	1	110	637	0	15	763
400,000 and 499,999	0	30	320	1	3	354
500,000 and 749,999	0	12	214	0	0	226
750,000 and 999,999	0	1	47	0	0	48
greater than 1,000,000	1	1	24	0	0	26
Totals	677	5088	4044	70	426	10305
Average List Price	85204	125296	276457	57076	146178	184849
Median List Price	65000	117995	243000	38950	134950	149900
Average Sale Price	80016	120694	267790	51617	140487	178530
Median Sale Price	59000	112602	238000	34450	130000	146000

Time on Market	# Units
1-30	4135
31-60	1811
61-90	1178
91-120	794
greater than 120 days	2387
Total Units Sold	9918
Average Market Time	77

Type of Financing	# Units
Conventional	3847
Cash	3428
FHA	1987
VA	557
Owner	37
Other	444
Not Reported	5

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date: 10/15/15

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	203	10	13
20,000 and 29,999	218	22	17
30,000 and 39,999	234	15	2
40,000 and 49,999	207	17	2
50,000 and 59,999	213	11	6
60,000 and 69,999	212	8	6
70,000 and 79,999	190	4	16
80,000 and 89,999	238	4	14
90,000 and 99,999	206	3	10
100,000 and 119,999	310	7	27
120,000 and 139,999	384	4	25
140,000 and 159,999	335	1	23
160,000 and 179,999	312	3	24
180,000 and 199,999	282	1	19
200,000 and 249,999	601	3	28
250,000 and 299,999	459	1	27
300,000 and 399,999	459	0	18
400,000 and 499,999	305	0	6
500,000 and 749,999	276	1	2
750,000 and 999,999	118	1	0
greater than 1,000,000	100	0	1
Totals	5862	116	286
Average Price	230027	74734	166208
Median Price	159900	46700	147513

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	5,881	\$230,240
Condominium	295	\$164,689
Duplex	115	\$72,471
Total	6,291	\$224,282

PENDING	Listings	Average List Price
Residential	1,453	\$165,802
Condominium	72	\$144,147
Duplex	10	\$69,850
Total	1,535	\$164,161

10/16/2015