MEMPHIS AREA ASSOCIATION OF REALTORS®

Multiple Listing Service Sales Report
August 2014

Sales Summary

	August Total Sales			YTD Total MLS Sales		
	2014	2013	% change	2014	2013	% change
Units	1,120	1,170	-4.3%	8,551	9,122	-6.3%
Average Sales Price	$180,249	$170,000	6.0%	$170,557	$163,000	4.6%
Median Sales Price	$145,000	$135,000	7.4%	$137,500	$128,000	7.4%

Sales by Type and Price Range

	Single Family						
Price Range	0-2 Bdrms	3 Bdrms	4+ Bdrms	Duplex	Condo	Total Month Sales	Total YTD Sales
$ 19,999 or under	20	30	4	2	1	57	511
$ 20,000 - 29,999	13	23	4	0	1	41	326
$ 30,000 - 39,999	7	22	2	2	2	35	322
$ 40,000 - 49,999	1	32	5	1	0	39	284
$ 50,000 - 59,999	4	33	1	0	2	40	301
$ 60,000 - 69,999	2	28	2	1	1	34	275
$ 70,000 - 79,999	4	33	3	1	1	42	313
$ 80,000 - 89,999	4	33	8	0	1	46	348
$ 90,000 - 99,999	1	28	4	0	2	35	368
$100,000 - 119,999	5	53	8	0	5	71	627
$120,000 - 139,999	6	57	26	1	4	94	680
$140,000 - 159,999	5	55	32	0	2	94	681
$160,000 - 179,999	3	49	37	1	6	96	584
$180,000 - 199,999	1	29	20	2	3	55	440
$200,000 - 249,999	1	26	77	0	1	105	872
$250,000 - 299,999	1	17	67	0	1	86	531
$300,000 - 399,999	0	11	58	0	1	70	573
$400,000 - 499,999	0	1	36	0	0	37	270
$500,000 - 749,999	0	1	27	0	0	28	172
$750,000 - 999,999	0	0	10	0	0	10	41
$1,000,000 and over	0	1	4	0	0	5	32
Total Types	78	562	435	11	34	1,120	8,551
Average Sale Price	$65,344	$117,858	$281,458	$87,943	$130,226	$180,249	$170,557
Median Sale Price	$37,000	$107,000	$238,000	$60,975	$130,000	$145,000	$137,500

Price Group	Sales	% of Total
0 - $99,999	369	32.9%
$100,000 - 199,999	410	36.6%
$200,000 - 399,999	261	23.3%
$400,000 and above	80	7.1%

Time on Market	Units
1 to 30 days	437
31 to 60 days	196
61 to 90 days	153
91 to 120 days	90
More than 120 Days	244
Average Market Time	77

Data compiled from closed transactions reported in MAAR Multiple Listing Service for month indicated as of the 15th of the following month.

Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.
State: Tennessee
Date Range: 08/01/14 - 08/31/14

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	20	30	4	2	1	57
20,000 and 29,999	13	23	4	0	1	41
30,000 and 39,999	7	22	2	2	2	35
40,000 and 49,999	1	32	5	1	0	39
50,000 and 59,999	4	33	1	0	2	40
60,000 and 69,999	2	28	2	1	1	34
70,000 and 79,999	4	33	3	1	1	42
80,000 and 89,999	4	33	8	0	1	46
90,000 and 99,999	1	28	4	0	2	35
100,000 and 119,999	5	53	8	0	5	71
120,000 and 139,999	6	57	26	1	4	94
140,000 and 159,999	5	55	32	0	2	94
160,000 and 179,999	3	49	37	1	6	96
180,000 and 199,999	1	29	20	2	3	55
200,000 and 249,999	1	26	77	0	1	105
250,000 and 299,999	1	17	67	0	1	86
300,000 and 399,999	0	11	58	0	1	70
400,000 and 499,999	0	1	36	0	0	37
500,000 and 749,999	0	1	27	0	0	28
750,000 and 999,999	0	0	10	0	0	10
greater than 1,000,000	0	1	4	0	0	5
Totals	78	562	435	11	34	1120
Average List Price	69098	123198	291644	91645	134717	187435
Median List Price	40900	110000	240000	69000	135000	149900
Average Sale Price	65344	117858	281458	87943	130226	180249
Median Sale Price	37000	107000	238000	60975	130000	145000

Time on Market	# Units
1-30	437
31-60	196
61-90	153
91-120	90
greater than 120 days	244
Total Units Sold	1077
Average Market Time	77

Type of Financing	# Units
Conventional	440
Cash	381
FHA	160
VA	74
Owner	2
Other	63

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 - 08/31/14

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	159	265	42	24	21	511
20,000 and 29,999	61	206	36	11	12	326
30,000 and 39,999	64	218	25	6	9	322
40,000 and 49,999	26	199	39	15	5	284
50,000 and 59,999	43	212	35	3	8	301
60,000 and 69,999	33	192	37	3	10	275
70,000 and 79,999	35	225	34	4	15	313
80,000 and 89,999	33	256	49	1	9	348
90,000 and 99,999	16	285	51	1	15	368
100,000 and 119,999	33	453	102	4	35	627
120,000 and 139,999	41	447	155	4	33	680
140,000 and 159,999	32	397	222	3	27	681
160,000 and 179,999	22	282	250	1	29	584
180,000 and 199,999	13	183	218	3	23	440
200,000 and 249,999	11	270	563	3	25	872
250,000 and 299,999	5	101	418	0	7	531
300,000 and 399,999	5	86	477	0	5	573
400,000 and 499,999	0	21	246	0	3	270
500,000 and 749,999	1	6	164	0	1	172
750,000 and 999,999	0	1	40	0	0	41
greater than 1,000,000	0	1	31	0	0	32
Totals	633	4306	3234	86	292	8551
Average List Price	73432	119443	274444	65304	135902	177212
Median List Price	57900	109900	234700	43450	131000	142000
Average Sale Price	69015	114813	264653	58268	129630	170557
Median Sale Price	51450	105000	228500	40000	123398	137500

Time on Market	# Units
1-30	3297
31-60	1457
61-90	963
91-120	642
greater than 120 days	2192
Total Units Sold	8165
Average Market Time	82

Type of Financing	# Units
Conventional	3303
Cash	3101
FHA	1332
VA	435
Owner	14
Other	364
Not Reported	2

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.
State: Tennessee
Date: 09/17/14

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	220	12	7
20,000 and 29,999	251	20	4
30,000 and 39,999	232	17	5
40,000 and 49,999	239	11	7
50,000 and 59,999	258	3	6
60,000 and 69,999	257	2	8
70,000 and 79,999	236	1	15
80,000 and 89,999	217	3	6
90,000 and 99,999	185	2	8
100,000 and 119,999	351	5	17
120,000 and 139,999	437	7	25
140,000 and 159,999	374	2	28
160,000 and 179,999	338	2	28
180,000 and 199,999	311	1	18
200,000 and 249,999	646	5	30
250,000 and 299,999	531	0	21
300,000 and 399,999	476	1	15
400,000 and 499,999	307	0	4
500,000 and 749,999	285	0	3
750,000 and 999,999	111	0	0
greater than 1,000,000	104	0	2
Totals	6366	94	257
Average Price	225305	68701	175559
Median Price	158438	39000	155000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	6,358	$225,204
Condominium	258	$175,900
Duplex	94	$68,701
Total	6,710	$221,116

PENDING	Listings	Average List Price
Residential	1,560	$159,508
Condominium	43	$158,227
Duplex	14	$67,407
Total	1,617	$158,677