

Sales Summary

	November Total Sales			YTD Total MLS Sales		
	2014	2013	% change	2014	2013	% change
Units	923	921	0.2%	12,619	13,342	-5.4%
Average Sales Price	\$168,439	\$159,000	5.9%	\$168,904	\$158,000	6.9%
Median Sales Price	\$143,900	\$125,000	15.1%	\$136,500	\$127,000	7.5%

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	21	29	4	4	1	59	743
\$ 20,000 - 29,999	6	27	2	0	1	36	490
\$ 30,000 - 39,999	4	21	1	0	1	27	464
\$ 40,000 - 49,999	10	20	6	0	0	36	433
\$ 50,000 - 59,999	2	28	1	0	0	31	423
\$ 60,000 - 69,999	4	16	2	0	2	24	418
\$ 70,000 - 79,999	5	16	4	3	2	30	478
\$ 80,000 - 89,999	1	22	6	0	0	29	524
\$ 90,000 - 99,999	2	26	9	0	1	38	533
\$100,000 - 119,999	4	36	14	0	1	55	918
\$120,000 - 139,999	5	52	23	0	2	82	1031
\$140,000 - 159,999	0	48	27	0	2	77	997
\$160,000 - 179,999	4	29	29	0	5	67	856
\$180,000 - 199,999	0	23	38	0	2	63	668
\$200,000 - 249,999	2	23	68	1	3	97	1267
\$250,000 - 299,999	0	10	52	0	0	62	804
\$300,000 - 399,999	0	8	59	0	0	67	836
\$400,000 - 499,999	0	1	20	0	0	21	386
\$500,000 - 749,999	0	2	16	0	0	18	249
\$750,000 - 999,999	0	0	2	0	0	2	59
\$1,000,000 and over	0	1	1	0	0	2	42
Total Types	70	438	384	8	23	923	11,613
Average Sale Price	\$58,089	\$118,741	\$245,241	\$60,076	\$130,703	\$168,439	\$168,904
Median Sale Price	\$41,750	\$106,500	\$219,900	\$45,167	\$150,000	\$143,900	\$136,500

Price Group	Sales	% of Total
0 - \$99,999	310	33.6%
\$100,000 - 199,999	344	37.3%
\$200,000 - 399,999	226	24.5%
\$400,000 and above	43	4.7%

Time on Market	Units
1 to 30 days	336
31 to 60 days	174
61 to 90 days	123
91 to 120 days	74
More than 120 Days	216
Average Market Time	80

Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.
State: Tennessee
Date Range: 12/01/14 - 12/31/14

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	21	29	4	4	1	59
20,000 and 29,999	6	27	2	0	1	36
30,000 and 39,999	4	21	1	0	1	27
40,000 and 49,999	10	20	6	0	0	36
50,000 and 59,999	2	28	1	0	0	31
60,000 and 69,999	4	16	2	0	2	24
70,000 and 79,999	5	16	4	3	2	30
80,000 and 89,999	1	22	6	0	0	29
90,000 and 99,999	2	26	9	0	1	38
100,000 and 119,999	4	36	14	0	1	55
120,000 and 139,999	5	52	23	0	2	82
140,000 and 159,999	0	48	27	0	2	77
160,000 and 179,999	4	29	29	0	5	67
180,000 and 199,999	0	23	38	0	2	63
200,000 and 249,999	2	23	68	1	3	97
250,000 and 299,999	0	10	52	0	0	62
300,000 and 399,999	0	8	59	0	0	67
400,000 and 499,999	0	1	20	0	0	21
500,000 and 749,999	0	2	16	0	0	18
750,000 and 999,999	0	0	2	0	0	2
greater than 1,000,000	0	1	1	0	0	2
Totals	70	438	384	8	23	923
Average List Price	62406	119723	252661	74487	135767	172454
Median List Price	49700	112500	224900	57000	158900	149900
Average Sale Price	58089	118741	245241	60076	130703	168439
Median Sale Price	41750	106500	219900	45167	150000	143900

Time on Market	# Units
1-30	336
31-60	174
61-90	123
91-120	74
greater than 120 days	216
Total Units Sold	888
Average Market Time	80

Type of Financing	# Units
Conventional	329
Cash	348
FHA	162
VA	51
Other	33

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 - 12/31/14

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	226	392	67	30	28	743
20,000 and 29,999	93	316	52	13	16	490
30,000 and 39,999	86	320	39	7	12	464
40,000 and 49,999	48	296	61	22	6	433
50,000 and 59,999	56	308	44	3	12	423
60,000 and 69,999	56	286	55	3	18	418
70,000 and 79,999	55	333	59	8	23	478
80,000 and 89,999	51	384	75	3	11	524
90,000 and 99,999	21	409	81	1	21	533
100,000 and 119,999	43	673	154	5	43	918
120,000 and 139,999	53	694	235	4	45	1031
140,000 and 159,999	37	590	323	4	43	997
160,000 and 179,999	34	424	356	1	41	856
180,000 and 199,999	15	278	339	3	33	668
200,000 and 249,999	17	393	810	4	43	1267
250,000 and 299,999	6	159	624	0	15	804
300,000 and 399,999	5	122	700	1	8	836
400,000 and 499,999	0	30	351	0	5	386
500,000 and 749,999	1	10	236	0	2	249
750,000 and 999,999	0	1	58	0	0	59
greater than 1,000,000	0	2	40	0	0	42
Totals	903	6420	4759	112	425	12619
Average List Price	70587	119597	270407	67731	141744	175337
Median List Price	52250	110000	230800	45000	135000	140000
Average Sale Price	66301	115091	260967	60115	135376	168904
Median Sale Price	49000	105000	227000	41277	130000	136500

Time on Market	# Units
1-30	4756
31-60	2206
61-90	1499
91-120	991
greater than 120 days	3167
Total Units Sold	12057
Average Market Time	82

Type of Financing	# Units
Conventional	4750
Cash	4615
FHA	2028
VA	659
Owner	28
Other	536
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: 01/15/15

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	219	22	15
20,000 and 29,999	206	18	7
30,000 and 39,999	248	15	3
40,000 and 49,999	210	18	5
50,000 and 59,999	220	10	7
60,000 and 69,999	221	4	11
70,000 and 79,999	207	4	12
80,000 and 89,999	209	2	7
90,000 and 99,999	157	2	11
100,000 and 119,999	313	5	11
120,000 and 139,999	390	6	23
140,000 and 159,999	313	2	12
160,000 and 179,999	287	3	33
180,000 and 199,999	255	2	23
200,000 and 249,999	555	4	27
250,000 and 299,999	408	1	16
300,000 and 399,999	396	0	8
400,000 and 499,999	249	0	8
500,000 and 749,999	203	0	2
750,000 and 999,999	92	0	0
greater than 1,000,000	87	0	2
Totals	5445	118	243
Average Price	216624	62161	167759
Median Price	149900	40000	158900

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	5,426	\$217,142
Condominium	243	\$167,866
Duplex	118	\$62,161
Total	5,786	\$211,900

PENDING	Listings	Average List Price
Residential	1,333	\$154,860
Condominium	49	\$142,029
Duplex	13	\$76,553
Total	1,395	\$153,680