

Sales Summary

	February Total Sales			YTD Total MLS Sales		
	2016	2015	% change	2016	2015	% change
Units	851	796	6.9%	1,604	1,534	4.6%
Average Sales Price	\$158,457	\$178,042	-11.0%	\$156,390	\$169,344	-7.6%
Median Sales Price	\$136,000	\$138,000	-1.4%	\$129,900	\$130,000	-0.1%

Sales by Type and Price Range

	Single Family				Total Month	Total YTD	
Price Range	0-2 Bdrms	3 Bdrms	4+ Bdrms	Duplex	Condo	Sales	Sales
\$ 19,999 or under	16	34	10	1	5	66	130
\$ 20,000 - 29,999	12	28	6	2	2	50	76
\$ 30,000 - 39,999	6	17	4	1	0	28	69
\$ 40,000 - 49,999	3	29	0	0	3	35	56
\$ 50,000 - 59,999	4	15	2	0	1	22	56
\$ 60,000 - 69,999	5	18	2	0	2	27	51
\$ 70,000 - 79,999	1	18	1	0	2	22	61
\$ 80,000 - 89,999	1	26	3	0	0	30	55
\$ 90,000 - 99,999	3	19	6	0	4	32	63
\$100,000 - 119,999	2	46	12	0	2	62	113
\$120,000 - 139,999	2	41	13	2	8	66	137
\$140,000 - 159,999	4	41	20	0	4	69	132
\$160,000 - 179,999	5	21	28	0	2	56	104
\$180,000 - 199,999	1	24	25	1	2	53	86
\$200,000 - 249,999	1	30	58	0	4	93	160
\$250,000 - 299,999	1	15	37	0	1	54	90
\$300,000 - 399,999	0	11	29	0	2	42	80
\$400,000 - 499,999	0	2	23	0	0	25	42
\$500,000 - 749,999	0	0	12	0	0	12	30
\$750,000 - 999,999	0	1	3	0	0	4	8
\$1,000,000 and over	0	1	2	0	0	3	5
Total Types	67	437	296	7	44	851	1,604
Average Sale Price	\$65,670	\$118,716	\$245,476	\$80,864	\$121,391	\$158,457	\$156,390
Median Sale Price	\$37,101	\$105,900	\$215,000	\$35,250	\$121,250	\$136,000	\$129,900

Price Group	Sales	% of Total
0 - \$99,999	312	36.7%
\$100,000 - 199,999	306	36.0%
\$200,000 - 399,999	189	22.2%
\$400,000 and above	44	5.2%

Time on Market	Units
1 to 30 days	290
31 to 60 days	136
61 to 90 days	113
91 to 120 days	82
More than 120 Days	192
Average Market Time	87

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 02/01/16 - 02/29/16

Sold Residential Listings

12 28 6 2 2 50 10,000 to 29,999 6 17 4 1 1 0 0 28 10,000 to 39,999 6 17 4 1 1 0 0 28 10,000 to 49,999 3 29 0 0 0 3 3 35 10,000 to 59,999 4 15 2 0 0 1 22 10,000 to 69,999 5 18 2 0 0 2 27 10,000 to 79,999 1 1 18 1 0 0 2 22 10,000 to 89,999 1 1 26 3 0 0 30 10,000 to 99,999 3 19 6 0 4 32 10,000 to 119,999 2 4 4 11 13 2 0 2 62 10,000 to 139,999 2 4 4 1 13 2 8 66 10,000 to 139,999 2 4 4 1 13 2 8 66 10,000 to 139,999 4 4 1 20 0 4 69 10,000 to 139,999 5 2 1 28 0 2 56 10,000 to 179,999 1 1 24 25 1 2 2 53 100,000 to 199,999 1 1 24 25 1 2 2 53 100,000 to 299,999 1 1 30 58 0 4 93 15,000 to 299,999 1 1 30 58 0 4 93 15,000 to 299,999 1 1 15 37 0 1 54 100,000 to 299,999 1 1 15 37 0 1 54 100,000 to 399,999 0 1 1 29 0 2 42 100,000 to 49,999 0 1 1 29 0 2 42 100,000 to 49,999 0 1 1 29 0 2 42 100,000 to 49,999 0 1 1 29 0 2 42 100,000 to 49,999 0 1 1 29 0 2 42 100,000 to 49,999 0 1 1 2 2 2 3 0 0 0 25 100,000 to 49,999 0 1 1 3 0 0 0 12 100,000 to 49,999 0 0 1 2 0 0 0 3 100,000 to 49,999 0 0 1 2 0 0 0 3 100,000 to 49,999 0 0 1 2 0 0 0 3 100,000 to 49,999 0 0 1 2 0 0 0 3 100,000 to 49,999 0 0 1 2 0 0 0 3 100,000 to 49,999 0 0 1 2 0 0 0 3 100,000 to 49,999 0 0 1 2 0 0 0 3 100,000 to 49,999 0 0 1 2 0 0 0 3 100,000 to 49,999 0 0 1 2 0 0 0 3 100,000 to 49,999 0 0 1 1 3 3 0 0 0 4 100,000 to 49,999 0 0 1 2 0 0 0 3 100,000 to 49,999 0 0 1 1 3 3 0 0 0 4 100,000 to 49,999 0 0 1 1 3 3 0 0 0 0 4 100,000 to 49,999 0 0 1 1 3 3 0 0 0 0 4 100,000 to 49,500 to 44,500 to 4	Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
17	19,999 and below	16	34	10	1	5	66
10,000 to 49,999 3 29 0 0 0 3 35 10,000 to 59,999 4 15 2 0 1 22 10,000 to 69,999 5 18 2 0 2 27 10,000 to 79,999 1 18 1 0 2 22 10,000 to 89,999 1 26 3 0 0 30 10,000 to 99,999 3 19 6 0 4 32 10,000 to 19,999 2 46 12 0 2 62 20,000 to 139,999 2 41 13 2 8 66 40,000 to 159,999 4 41 20 0 4 69 40,000 to 199,999 5 21 28 0 2 56 80,000 to 199,999 1 24 25 1 2 53 100,000 to 249,999 1 30 58 0 4 93 550,000 to 299,999 1 15 37 0 1 54 100,000 to 399,999 0 11 29 0 2 42 100,000 to 499,999 0 2 23 0 0 25 100,000 to 499,999 0 1 3 0 0 25 100,000 to 749,999 0 1 3 0 0 12 100,000 to 999,999 0 1 3 0 0 4 100,000 to 999,999 0 1 3 0 0 4 100,000 to 1999,999 0 1 3 0 0 4 100,000 to 1999,999 0 1 3 0 0 4 100,000 to 1999,999 0 1 3 0 0 4 100,000 to 1999,999 0 1 3 0 0 4 100,000 to 1999,999 0 1 3 0 0 4 100,000 to 1999,999 0 1 3 0 0 4 100,000 to 1999,999 0 1 3 0 0 4 100,000 to 1999,999 0 1 3 0 0 4 100,000 to 199,999 0 1 3 0 0 12 100,000 to 199,999 0 1 3 0 0 12 100,000 to 199,999 0 1 3 0 0 12 100,000 to 199,999 0 1 3 0 0 12 100,000 to 199,999 0 1 3 0 0 12 100,000 to 199,999 0 1 3 0 0 12 100,000 to 199,999 0 1 3 0 0 12 100,000 to 199,999 0 1 3 0 0 12 100,000 to 199,999 0 1 3 0 0 12 100,000 to 199,999 0 1 3 0 0 12 100,000 to 199,999 0 1 3 0 0 12 100,000 to 199,999 0 0 1 2 0 0 12 100,000 to 199,999 0 0 1 3 0 0 12 100,000 to 199,999 0 0 1 2 0 0 12 100,000 to 199,999 0 0 0 12 0 0 12 100,	20,000 to 29,999	12	28	6	2	2	50
15	30,000 to 39,999	6	17	4	1	0	28
18	40,000 to 49,999	3	29	0	0	3	35
1 18 1 0 2 22 10,000 to 79,999 1 26 3 0 0 0 30 10,000 to 99,999 3 199 6 0 4 32 10,000 to 119,999 2 46 12 0 2 62 20,000 to 139,999 4 11 3 2 8 66 40,000 to 159,999 4 41 20 0 4 69 60,000 to 179,999 5 21 28 0 2 56 80,000 to 199,999 1 24 25 1 2 2 53 80,000 to 199,999 1 24 25 1 2 2 53 100,000 to 249,999 1 30 58 0 4 93 150,000 to 299,999 1 155 37 0 1 54 100,000 to 399,999 0 11 29 0 2 42 100,000 to 399,999 0 11 29 0 2 42 100,000 to 499,999 0 2 2 3 0 0 2 55 100,000 to 499,999 0 1 2 2 3 0 0 0 25 100,000 to 499,999 0 1 2 0 0 0 12 100,000 to 749,999 0 1 3 0 0 0 12 100,000 to 749,999 0 1 3 0 0 0 12 100,000 to 999,999 0 1 2 0 0 0 12 100,000 to 999,999 0 1 2 0 0 0 12 100,000 to 999,999 0 1 2 0 0 0 12 100,000 to 999,999 0 1 2 2 0 0 0 3 10 0 0 0 12 10 0 0 0	50,000 to 59,999	4	15	2	0	1	22
10,000 to 89,999	60,000 to 69,999	5	18	2	0	2	27
19 6 0 4 32	70,000 to 79,999	1	18	1	0	2	22
12	80,000 to 89,999	1	26	3	0	0	30
20,000 to 139,999	90,000 to 99,999	3	19	6	0	4	32
40,000 to 159,999	100,000 to 119,999	2	46	12	0	2	62
60,000 to 179,999 5 21 28 0 2 56 80,000 to 199,999 1 24 25 1 2 53 100,000 to 249,999 1 30 58 0 4 93 150,000 to 299,999 1 15 37 0 1 54 100,000 to 399,999 0 11 29 0 2 42 100,000 to 499,999 0 2 23 0 0 25 100,000 to 749,999 0 0 12 0 0 12 150,000 to 999,999 0 1 3 0 0 4 150,000 to 999,999 0 1 3 0 0 12 150,000 to 999,999 0 1 2 0 0 3 150,000 to 999,999 0 1 2 0 0 3 150,000 to 999,999 0 1 2 0 0 3 150,000 to 999,999 0 1 2 0 0 3	120,000 to 139,999	2	41	13	2	8	66
80,000 to 199,999 1 24 25 1 2 53 100,000 to 249,999 1 30 58 0 4 93 150,000 to 299,999 1 15 37 0 1 54 100,000 to 399,999 0 11 29 0 2 42 100,000 to 499,999 0 2 23 0 0 25 100,000 to 749,999 0 0 12 0 0 12 150,000 to 999,999 0 1 3 0 0 4 150,000 to 999,999 0 1 2 0 3 160,000 to 999,999 0 1 3 0 4 200,000 to 999,999 0 1 2 0 3 300,000 and greater 0 1 2 0 3 400,000 and greater 0 1 2 0 0 3 Average List Price \$70,084 \$122,885 \$253,543 \$88,900 \$128,547 \$164,187 Average Sal	140,000 to 159,999	4	41	20	0	4	69
1 30 58 0 4 93 150,000 to 249,999 1 155 37 0 1 54 150,000 to 399,999 0 11 29 0 2 42 100,000 to 499,999 0 2 23 0 0 25 100,000 to 499,999 0 12 0 0 12 0 0 12 150,000 to 749,999 0 1 3 0 0 12 150,000 to 999,999 0 1 3 0 0 0 4 1750,000 to 999,999 0 1 2 0 0 0 3 180,000,000 and greater 0 1 2 0 0 3 180,000,000 and greater 0 1 2 0 0 3 180,000,000 and greater 0 1 2 0 0 0 3 180,000,000 and greater 0 1 2 0 0 0 3 180,000,000 and greater 0 1 2 0 0 0 3 180,000,000 and greater 0 1 2 0 0 0 3 180,000,000 and greater 0 1 2 0 0 0 3 180,000,000 and greater 0 1 2 0 0 0 3 180,000,000 and greater 0 1 2 0 0 0 3 180,000,000 and greater 0 1 2 0 0 0 3 180,000,000 and greater 0 1 2 0 0 0 3 180,000,000 and greater 0 1 2 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 0 3 180,000,000 and greater 0 1 2 2 0 0 0 0 3 180,000,000 and greater 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	160,000 to 179,999	5	21	28	0	2	56
150,000 to 299,999	180,000 to 199,999	1	24	25	1	2	53
00,000 to 399,999 0 11 29 0 25 00,000 to 749,999 0 0 12 0 0 0 12 00,000 to 749,999 0 1 3 0 0 12 00,000 to 999,999 0 1 3 0 0 3 000,000 and greater 0 1 2 0 0 3 000,000 and greater 0 1 2 0 0 3 000,000 and greater 0 1 2 0 0 1 2 00 0 3 000,000 and greater 0 1 2 0 0 0 3 000,000 and greater 0 1 2 0 0 0 3 000,000 and greater 0 1 2 0 0 0 3 000,000 and greater 0 1 2 0 0 0 3 000,000 and greater 0 1 2 0 0 0 3 000,000 and greater 0 1 2 0 0 0 3 000,000 and greater 0 1 2 0 0 0 3 000,000 and greater 0 1 2 0 0 0 3 000,000 and greater 0 1 2 0 0 0 3 000,000 and greater 0 1 2 0 0 0 3 000,000 and greater 0 1 2 0 0 0 3 000,000 and greater 0 1 2 0 0 0 3 000,000 and greater 0 1 2 0 0 0 3 000,000 and greater 0 1 2 0 0 0 3 000,000 and greater 0 1 2 0 0 0 0 3 000,000 and greater 0 0 1 2 2 0 0 0 0 3 000,000 and greater 0 1 2 2 0 0 0 0 3 000,000 and greater 0 1 2 2 0 0 0 0 3 000,000 and greater 0 1 2 2 0 0 0 0 3 000,000 and greater 0 1 2 2 0 0 0 0 3 000,000 and greater 0 1 2 2 0 0 0 0 3 000,000 and greater 0 1 2 2 0 0 0 0 3 000,000 and greater 0 1 2 2 0 0 0 0 3 000,000 and greater 0 1 2 2 0 0 0 0 3 000,000 and greater 0 0 0 0 3 000,000 a	200,000 to 249,999	1	30	58	0	4	93
00,000 to 499,999 0 2 23 0 0 0 12 0 0 12 0 0 0 12 0 0 0 12 0 0 0 0	250,000 to 299,999	1	15	37	0	1	54
600,000 to 749,999 0 0 12 0 0 12 50,000 to 999,999 0 1 3 0 0 4 ,000,000 and greater 0 1 2 0 0 3 Fotals 67 437 296 7 44 851 Average List Price \$70,084 \$122,885 \$253,543 \$88,900 \$128,547 \$164,187 Median List Price \$41,600 \$109,000 \$220,500 \$39,500 \$125,200 \$139,900 Average Sale Price \$65,670 \$118,716 \$245,476 \$80,864 \$121,391 \$158,457	300,000 to 399,999	0	11	29	0	2	42
1 3 0 0 4	400,000 to 499,999	0	2	23	0	0	25
0,000,000 and greater 0 1 2 0 0 3 Fotals 67 437 296 7 44 851 Average List Price \$70,084 \$122,885 \$253,543 \$88,900 \$128,547 \$164,187 Median List Price \$41,600 \$109,000 \$220,500 \$39,500 \$125,200 \$139,900 Average Sale Price \$65,670 \$118,716 \$245,476 \$80,864 \$121,391 \$158,457	500,000 to 749,999	0	0	12	0	0	12
Fotals 67 437 296 7 44 851 Average List Price \$70,084 \$122,885 \$253,543 \$88,900 \$128,547 \$164,187 Median List Price \$41,600 \$109,000 \$220,500 \$39,500 \$125,200 \$139,900 Average Sale Price \$65,670 \$118,716 \$245,476 \$80,864 \$121,391 \$158,457	750,000 to 999,999	0	1	3	0	0	4
Average List Price \$70,084 \$122,885 \$253,543 \$88,900 \$128,547 \$164,187 Median List Price \$41,600 \$109,000 \$220,500 \$39,500 \$125,200 \$139,900 Average Sale Price \$65,670 \$118,716 \$245,476 \$80,864 \$121,391 \$158,457	1,000,000 and greater	0	1	2	0	0	3
Median List Price \$41,600 \$109,000 \$220,500 \$39,500 \$125,200 \$139,900 Average Sale Price \$65,670 \$118,716 \$245,476 \$80,864 \$121,391 \$158,457	Totals	67	437	296	7	44	851
Average Sale Price \$65,670 \$118,716 \$245,476 \$80,864 \$121,391 \$158,457	Average List Price	\$70,084	\$122,885	\$253,543	\$88,900	\$128,547	\$164,187
	Median List Price	\$41,600	\$109,000	\$220,500	\$39,500	\$125,200	\$139,900
Median Sale Price \$37,101 \$105,900 \$215,000 \$35,250 \$121,250 \$136,000	Average Sale Price	\$65,670	\$118,716	\$245,476	\$80,864	\$121,391	\$158,457
	Median Sale Price	\$37,101	\$105,900	\$215,000	\$35,250	\$121,250	\$136,000

Time on Market	# Units
1-30	290
31-60	136
61-90	113
91-120	82
greater than 120 days	192
Total Units Sold	813
Average Market Time	87

Type of Financing	# Units
Conventional	272
Cash	306
FHA	194
VA	49
Owner	4
Other	26

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/16 - 02/29/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	30	70	18	6	6	130
20,000 to 29,999	16	44	7	5	4	76
30,000 to 39,999	8	48	9	2	2	69
40,000 to 49,999	4	43	5	0	4	56
50,000 to 59,999	11	32	6	1	6	56
60,000 to 69,999	9	35	3	0	4	51
70,000 to 79,999	6	46	5	2	2	61
80,000 to 89,999	4	42	5	1	3	55
90,000 to 99,999	6	38	12	1	6	63
100,000 to 119,999	6	83	21	0	3	113
120,000 to 139,999	6	93	24	2	12	137
140,000 to 159,999	5	79	40	0	8	132
160,000 to 179,999	6	45	48	1	4	104
180,000 to 199,999	3	38	40	1	4	86
200,000 to 249,999	1	48	104	0	7	160
250,000 to 299,999	1	19	67	0	3	90
300,000 to 399,999	0	13	64	0	3	80
400,000 to 499,999	0	4	38	0	0	42
500,000 to 749,999	0	0	30	0	0	30
750,000 to 999,999	0	1	7	0	0	8
1,000,000 and greater	0	1	4	0	0	5
Totals	122	822	557	22	81	1604
Average List Price	\$69,413	\$115,525	\$259,990	\$65,759	\$127,582	\$162,110
Median List Price	\$55,000	\$105,900	\$225,000	\$37,250	\$124,900	\$133,950
Average Sale Price	\$65,390	\$111,315	\$251,710	\$59,466	\$121,742	\$156,390
Median Sale Price	\$52,343	\$103,950	\$220,000	\$32,575	\$120,000	\$129,900

Time on Market	# Units
1-30	538
31-60	272
61-90	225
91-120	142
greater than 120 days	350
Total Units Sold	1527
Average Market Time	85

Type of Financing	# Units
Conventional	523
Cash	585
FHA	334
VA	97
Owner	8
Other	57

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee Date: 3/17/2016

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	197	5	9
20,000 to 29,999	221	11	12
30,000 to 39,999	210	5	7
40,000 to 49,999	205	13	2
50,000 to 59,999	195	4	3
60,000 to 69,999	199	2	11
70,000 to 79,999	199	6	10
80,000 to 89,999	170	0	11
90,000 to 99,999	166	0	13
100,000 to 119,999	284	0	15
120,000 to 139,999	355	1	27
140,000 to 159,999	279	2	23
160,000 to 179,999	246	0	18
180,000 to 199,999	243	1	23
200,000 to 249,999	502	0	31
250,000 to 299,999	405	3	25
300,000 to 399,999	458	0	14
400,000 to 499,999	258	0	5
500,000 to 749,999	255	0	5
750,000 to 999,999	105	1	0
1,000,000 and greater	93	0	1
Totals	5245	54	265
Average Price	\$229,939	\$79,465	\$173,936
Median Price	\$156,900	\$49,450	\$155,900

Inventory Totals

ACTIVE		Listings	Average List Price
7101111	Residential	5,245	\$230,018
	Condominium	265	\$173,936
	Duplex	54	\$79,464
	Total	5,564	\$225,811
PENDING		Listings	Average List Price
	Residential	1 550	\$165 720

PENDING	Listings	Average List Price
Residential	1,559	\$165,720
Condominium	96	\$186,150
Duplex	7	\$83,471
Total	1,662	\$166,554

3/17/2016