

**Sales Summary**

|                            | November Total Sales |           |          | YTD Total MLS Sales |           |          |
|----------------------------|----------------------|-----------|----------|---------------------|-----------|----------|
|                            | 2014                 | 2013      | % change | 2014                | 2013      | % change |
| <b>Units</b>               | 814                  | 890       | -8.5%    | 11,613              | 12,369    | -6.1%    |
| <b>Average Sales Price</b> | \$162,556            | \$155,000 | 4.9%     | \$168,976           | \$158,000 | 6.9%     |
| <b>Median Sales Price</b>  | \$124,870            | \$120,000 | 4.1%     | \$135,800           | \$127,000 | 6.9%     |

**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        | 8             | 31        | 3         | 0        | 2         | 44                | 677             |
| \$ 20,000 - 29,999        | 6             | 24        | 3         | 0        | 0         | 33                | 452             |
| \$ 30,000 - 39,999        | 2             | 12        | 5         | 1        | 0         | 20                | 434             |
| \$ 40,000 - 49,999        | 4             | 24        | 3         | 1        | 1         | 33                | 396             |
| \$ 50,000 - 59,999        | 1             | 16        | 2         | 0        | 2         | 21                | 392             |
| \$ 60,000 - 69,999        | 1             | 27        | 3         | 0        | 3         | 34                | 391             |
| \$ 70,000 - 79,999        | 7             | 40        | 6         | 0        | 1         | 54                | 446             |
| \$ 80,000 - 89,999        | 2             | 30        | 3         | 0        | 0         | 35                | 493             |
| \$ 90,000 - 99,999        | 0             | 35        | 7         | 0        | 2         | 44                | 492             |
| \$100,000 - 119,999       | 0             | 56        | 14        | 0        | 2         | 72                | 853             |
| \$120,000 - 139,999       | 1             | 42        | 12        | 0        | 2         | 57                | 944             |
| \$140,000 - 159,999       | 2             | 42        | 18        | 0        | 3         | 65                | 912             |
| \$160,000 - 179,999       | 1             | 28        | 18        | 0        | 2         | 49                | 781             |
| \$180,000 - 199,999       | 2             | 22        | 14        | 0        | 0         | 38                | 600             |
| \$200,000 - 249,999       | 0             | 23        | 44        | 0        | 3         | 70                | 1163            |
| \$250,000 - 299,999       | 0             | 11        | 38        | 0        | 3         | 52                | 735             |
| \$300,000 - 399,999       | 0             | 3         | 36        | 0        | 2         | 41                | 764             |
| \$400,000 - 499,999       | 0             | 3         | 21        | 0        | 0         | 24                | 360             |
| \$500,000 - 749,999       | 0             | 1         | 18        | 0        | 1         | 20                | 231             |
| \$750,000 - 999,999       | 0             | 0         | 6         | 0        | 0         | 6                 | 57              |
| \$1,000,000 and over      | 0             | 0         | 2         | 0        | 0         | 2                 | 40              |
| <b>Total Types</b>        | 37            | 470       | 276       | 2        | 29        | 814               | 11,613          |
| <b>Average Sale Price</b> | \$61,640      | \$110,051 | \$265,494 | \$39,277 | \$157,703 | \$162,556         | \$168,976       |
| <b>Median Sale Price</b>  | \$42,900      | \$99,000  | \$229,950 | \$0      | \$134,000 | \$124,870         | \$135,800       |

| Price Group         | Sales | % of Total |
|---------------------|-------|------------|
| 0 - \$99,999        | 318   | 39.1%      |
| \$100,000 - 199,999 | 281   | 34.5%      |
| \$200,000 - 399,999 | 163   | 20.0%      |
| \$400,000 and above | 52    | 6.4%       |

| Time on Market             | Units     |
|----------------------------|-----------|
| 1 to 30 days               | 268       |
| 31 to 60 days              | 144       |
| 61 to 90 days              | 119       |
| 91 to 120 days             | 74        |
| More than 120 Days         | 209       |
| <b>Average Market Time</b> | <b>82</b> |

# Residential Home Sales Report

## NATIONAL ASSOCIATION OF REALTORS

### Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.  
State: Tennessee  
Date Range: 11/01/14 - 11/30/14

#### Sold Residential Listings

| Price Class/Type       | < 2 Bed | 3 Bed  | > 4 Bed | Duplex | Condo  | Total Units |
|------------------------|---------|--------|---------|--------|--------|-------------|
| 19,999 and below       | 8       | 31     | 3       | 0      | 2      | 44          |
| 20,000 and 29,999      | 6       | 24     | 3       | 0      | 0      | 33          |
| 30,000 and 39,999      | 2       | 12     | 5       | 1      | 0      | 20          |
| 40,000 and 49,999      | 4       | 24     | 3       | 1      | 1      | 33          |
| 50,000 and 59,999      | 1       | 16     | 2       | 0      | 2      | 21          |
| 60,000 and 69,999      | 1       | 27     | 3       | 0      | 3      | 34          |
| 70,000 and 79,999      | 7       | 40     | 6       | 0      | 1      | 54          |
| 80,000 and 89,999      | 2       | 30     | 3       | 0      | 0      | 35          |
| 90,000 and 99,999      | 0       | 35     | 7       | 0      | 2      | 44          |
| 100,000 and 119,999    | 0       | 56     | 14      | 0      | 2      | 72          |
| 120,000 and 139,999    | 1       | 42     | 12      | 0      | 2      | 57          |
| 140,000 and 159,999    | 2       | 42     | 18      | 0      | 3      | 65          |
| 160,000 and 179,999    | 1       | 28     | 18      | 0      | 2      | 49          |
| 180,000 and 199,999    | 2       | 22     | 14      | 0      | 0      | 38          |
| 200,000 and 249,999    | 0       | 23     | 44      | 0      | 3      | 70          |
| 250,000 and 299,999    | 0       | 11     | 38      | 0      | 3      | 52          |
| 300,000 and 399,999    | 0       | 3      | 36      | 0      | 2      | 41          |
| 400,000 and 499,999    | 0       | 3      | 21      | 0      | 0      | 24          |
| 500,000 and 749,999    | 0       | 1      | 18      | 0      | 1      | 20          |
| 750,000 and 999,999    | 0       | 0      | 6       | 0      | 0      | 6           |
| greater than 1,000,000 | 0       | 0      | 2       | 0      | 0      | 2           |
| Totals                 | 37      | 470    | 276     | 2      | 29     | 814         |
| Average List Price     | 65697   | 114796 | 274608  | 38900  | 163807 | 168808      |
| Median List Price      | 45900   | 104100 | 237000  | 0      | 149000 | 129900      |
| Average Sale Price     | 61640   | 110051 | 265494  | 39277  | 157703 | 162556      |
| Median Sale Price      | 42900   | 99000  | 229950  | 0      | 134000 | 124870      |

| Time on Market        | # Units |
|-----------------------|---------|
| 1-30                  | 268     |
| 31-60                 | 144     |
| 61-90                 | 119     |
| 91-120                | 74      |
| greater than 120 days | 209     |
| Total Units Sold      | 762     |
| Average Market Time   | 82      |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional      | 265     |
| Cash              | 316     |
| FHA               | 139     |
| VA                | 49      |
| Owner             | 3       |
| Other             | 42      |

# 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 - 11/30/14

#### Sold Residential Listings

| Price Class/Type       | < 2 Bed | 3 Bed  | > 4 Bed | Duplex | Condo  | Total Units |
|------------------------|---------|--------|---------|--------|--------|-------------|
| 19,999 and below       | 202     | 361    | 61      | 26     | 27     | 677         |
| 20,000 and 29,999      | 87      | 287    | 50      | 13     | 15     | 452         |
| 30,000 and 39,999      | 82      | 296    | 38      | 7      | 11     | 434         |
| 40,000 and 49,999      | 38      | 275    | 55      | 22     | 6      | 396         |
| 50,000 and 59,999      | 54      | 280    | 43      | 3      | 12     | 392         |
| 60,000 and 69,999      | 51      | 269    | 52      | 3      | 16     | 391         |
| 70,000 and 79,999      | 49      | 317    | 54      | 5      | 21     | 446         |
| 80,000 and 89,999      | 50      | 360    | 69      | 3      | 11     | 493         |
| 90,000 and 99,999      | 19      | 382    | 70      | 1      | 20     | 492         |
| 100,000 and 119,999    | 39      | 628    | 140     | 4      | 42     | 853         |
| 120,000 and 139,999    | 48      | 640    | 209     | 5      | 42     | 944         |
| 140,000 and 159,999    | 37      | 537    | 294     | 4      | 40     | 912         |
| 160,000 and 179,999    | 30      | 391    | 323     | 1      | 36     | 781         |
| 180,000 and 199,999    | 15      | 250    | 301     | 3      | 31     | 600         |
| 200,000 and 249,999    | 15      | 369    | 737     | 3      | 39     | 1163        |
| 250,000 and 299,999    | 6       | 148    | 566     | 0      | 15     | 735         |
| 300,000 and 399,999    | 5       | 114    | 636     | 1      | 8      | 764         |
| 400,000 and 499,999    | 0       | 29     | 326     | 0      | 5      | 360         |
| 500,000 and 749,999    | 1       | 8      | 220     | 0      | 2      | 231         |
| 750,000 and 999,999    | 0       | 1      | 56      | 0      | 0      | 57          |
| greater than 1,000,000 | 0       | 1      | 39      | 0      | 0      | 40          |
| Totals                 | 828     | 5943   | 4339    | 104    | 399    | 11613       |
| Average List Price     | 71493   | 119556 | 272267  | 67211  | 141889 | 175615      |
| Median List Price      | 55750   | 109900 | 233500  | 45000  | 135000 | 140000      |
| Average Sale Price     | 67206   | 114791 | 262613  | 60262  | 135424 | 168976      |
| Median Sale Price      | 50900   | 105000 | 228000  | 41277  | 130000 | 135800      |

| Time on Market        | # Units |
|-----------------------|---------|
| 1-30                  | 4382    |
| 31-60                 | 2022    |
| 61-90                 | 1367    |
| 91-120                | 912     |
| greater than 120 days | 2930    |
| Total Units Sold      | 11087   |
| Average Market Time   | 82      |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional      | 4396    |
| Cash              | 4234    |
| FHA               | 1845    |
| VA                | 606     |
| Owner             | 28      |
| Other             | 501     |
| 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: 12/16/14

#### Current Active Listings

| Price Class/Type       | Single Family | Duplex | Condo  |
|------------------------|---------------|--------|--------|
| 19,999 and below       | 209           | 21     | 18     |
| 20,000 and 29,999      | 229           | 23     | 6      |
| 30,000 and 39,999      | 239           | 17     | 4      |
| 40,000 and 49,999      | 229           | 15     | 7      |
| 50,000 and 59,999      | 236           | 11     | 10     |
| 60,000 and 69,999      | 223           | 4      | 8      |
| 70,000 and 79,999      | 185           | 4      | 10     |
| 80,000 and 89,999      | 220           | 2      | 6      |
| 90,000 and 99,999      | 179           | 4      | 10     |
| 100,000 and 119,999    | 341           | 8      | 16     |
| 120,000 and 139,999    | 395           | 6      | 23     |
| 140,000 and 159,999    | 348           | 3      | 9      |
| 160,000 and 179,999    | 320           | 2      | 34     |
| 180,000 and 199,999    | 280           | 2      | 24     |
| 200,000 and 249,999    | 574           | 3      | 28     |
| 250,000 and 299,999    | 426           | 0      | 14     |
| 300,000 and 399,999    | 430           | 0      | 12     |
| 400,000 and 499,999    | 266           | 0      | 8      |
| 500,000 and 749,999    | 238           | 0      | 2      |
| 750,000 and 999,999    | 97            | 0      | 0      |
| greater than 1,000,000 | 97            | 0      | 2      |
| Totals                 | 5761          | 125    | 251    |
| Average Price          | 222228        | 59391  | 168774 |
| Median Price           | 152000        | 40000  | 158900 |

## Inventory Totals

| ACTIVE       | Listings | Average List Price |
|--------------|----------|--------------------|
| Residential  | 5,756    | \$222,173          |
| Condominium  | 250      | \$169,209          |
| Duplex       | 125      | \$59,391           |
| <b>Total</b> | 6,131    | \$216,695          |

| PENDING      | Listings | Average List Price |
|--------------|----------|--------------------|
| Residential  | 1,405    | \$157,210          |
| Condominium  | 43       | \$151,030          |
| Duplex       | 10       | \$59,070           |
| <b>Total</b> | 1,458    | \$156,355          |