

Sales Summary

	September Total Sales			YTD Total MLS Sales		
	2014	2013	% change	2014	2013	% change
Units	976	1,050	-7.0%	9,589	10,263	-6.6%
Average Sales Price	\$174,609	\$170,000	2.7%	\$171,004	\$163,000	4.9%
Median Sales Price	\$140,000	\$130,000	7.7%	\$137,500	\$128,000	7.4%

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	15	28	5	0	2	50	562
\$ 20,000 - 29,999	10	19	2	1	0	32	364
\$ 30,000 - 39,999	7	24	2	0	2	35	359
\$ 40,000 - 49,999	3	23	6	0	0	32	319
\$ 50,000 - 59,999	5	23	3	0	0	31	333
\$ 60,000 - 69,999	7	21	6	0	1	35	311
\$ 70,000 - 79,999	5	21	10	0	2	38	355
\$ 80,000 - 89,999	4	32	8	1	1	46	400
\$ 90,000 - 99,999	0	24	4	0	2	30	404
\$100,000 - 119,999	3	52	10	0	4	69	697
\$120,000 - 139,999	2	68	14	0	3	87	775
\$140,000 - 159,999	2	34	23	1	6	66	752
\$160,000 - 179,999	5	32	23	0	3	63	649
\$180,000 - 199,999	0	22	29	0	3	54	497
\$200,000 - 249,999	2	35	53	0	5	95	970
\$250,000 - 299,999	1	17	58	0	2	78	613
\$300,000 - 399,999	0	10	63	0	1	74	648
\$400,000 - 499,999	0	2	31	0	1	34	306
\$500,000 - 749,999	0	1	19	0	0	20	192
\$750,000 - 999,999	0	0	4	0	0	4	47
\$1,000,000 and over	0	0	3	0	0	3	36
Total Types	71	488	376	3	38	976	9,589
Average Sale Price	\$66,109	\$119,265	\$266,926	\$83,833	\$152,722	\$174,609	\$171,004
Median Sale Price	\$50,100	\$111,000	\$241,557	\$87,500	\$148,600	\$140,000	\$137,500

Price Group	Sales	% of Total
0 - \$99,999	329	33.7%
\$100,000 - 199,999	339	34.7%
\$200,000 - 399,999	247	25.3%
\$400,000 and above	61	6.3%

Time on Market	Units
1 to 30 days	358
31 to 60 days	173
61 to 90 days	125
91 to 120 days	92
More than 120 Days	228
Average Market Time	81

Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.
State: Tennessee
Date Range: 09/01/14 - 09/30/14

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	15	28	5	0	2	50
20,000 and 29,999	10	19	2	1	0	32
30,000 and 39,999	7	24	2	0	2	35
40,000 and 49,999	3	23	6	0	0	32
50,000 and 59,999	5	23	3	0	0	31
60,000 and 69,999	7	21	6	0	1	35
70,000 and 79,999	5	21	10	0	2	38
80,000 and 89,999	4	32	8	1	1	46
90,000 and 99,999	0	24	4	0	2	30
100,000 and 119,999	3	52	10	0	4	69
120,000 and 139,999	2	68	14	0	3	87
140,000 and 159,999	2	34	23	1	6	66
160,000 and 179,999	5	32	23	0	3	63
180,000 and 199,999	0	22	29	0	3	54
200,000 and 249,999	2	35	53	0	5	95
250,000 and 299,999	1	17	58	0	2	78
300,000 and 399,999	0	10	63	0	1	74
400,000 and 499,999	0	2	31	0	1	34
500,000 and 749,999	0	1	19	0	0	20
750,000 and 999,999	0	0	4	0	0	4
greater than 1,000,000	0	0	3	0	0	3
Totals	71	488	376	3	38	976
Average List Price	69860	123957	277025	89800	161220	181404
Median List Price	49900	116700	249900	89500	149000	146750
Average Sale Price	66109	119265	266926	83833	152722	174609
Median Sale Price	50100	111000	241557	87500	148600	140000

Time on Market	# Units
1-30	358
31-60	173
61-90	125
91-120	92
greater than 120 days	228
Total Units Sold	932
Average Market Time	81

Type of Financing	# Units
Conventional	389
Cash	340
FHA	148
VA	57
Owner	2
Other	39
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: 01/01/14 - 09/30/14

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	174	294	47	24	23	562
20,000 and 29,999	72	230	38	12	12	364
30,000 and 39,999	72	243	27	6	11	359
40,000 and 49,999	29	224	45	16	5	319
50,000 and 59,999	48	236	38	3	8	333
60,000 and 69,999	40	214	43	3	11	311
70,000 and 79,999	40	250	44	4	17	355
80,000 and 89,999	37	293	58	2	10	400
90,000 and 99,999	18	311	57	1	17	404
100,000 and 119,999	36	506	112	4	39	697
120,000 and 139,999	43	522	170	4	36	775
140,000 and 159,999	34	435	246	4	33	752
160,000 and 179,999	27	316	273	1	32	649
180,000 and 199,999	13	206	249	3	26	497
200,000 and 249,999	13	305	619	3	30	970
250,000 and 299,999	6	120	478	0	9	613
300,000 and 399,999	5	96	541	0	6	648
400,000 and 499,999	0	23	279	0	4	306
500,000 and 749,999	1	7	183	0	1	192
750,000 and 999,999	0	1	46	0	0	47
greater than 1,000,000	0	1	35	0	0	36
Totals	708	4833	3628	90	330	9589
Average List Price	73018	119791	275170	65949	138818	177660
Median List Price	56750	110000	235000	44900	134700	142000
Average Sale Price	68678	115168	265355	58929	132289	171004
Median Sale Price	51000	105000	229900	40051	128750	137500

Time on Market	# Units
1-30	3681
31-60	1643
61-90	1096
91-120	736
greater than 120 days	2433
Total Units Sold	9156
Average Market Time	82

Type of Financing	# Units
Conventional	3716
Cash	3461
FHA	1494
VA	495
Owner	16
Other	404
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: 10/17/14

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	209	14	12
20,000 and 29,999	251	23	5
30,000 and 39,999	221	17	4
40,000 and 49,999	247	11	6
50,000 and 59,999	236	4	6
60,000 and 69,999	261	2	13
70,000 and 79,999	220	2	13
80,000 and 89,999	211	3	5
90,000 and 99,999	190	1	9
100,000 and 119,999	359	5	20
120,000 and 139,999	418	9	24
140,000 and 159,999	376	2	21
160,000 and 179,999	345	2	32
180,000 and 199,999	292	1	17
200,000 and 249,999	635	5	30
250,000 and 299,999	496	0	15
300,000 and 399,999	448	0	17
400,000 and 499,999	306	0	4
500,000 and 749,999	282	0	3
750,000 and 999,999	117	0	0
greater than 1,000,000	110	0	2
Totals	6230	101	258
Average Price	227191	63607	170636
Median Price	158500	39000	154900

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	6,218	\$227,582
Condominium	260	\$171,112
Duplex	101	\$63,607
Total	6,579	\$222,833

PENDING	Listings	Average List Price
Residential	1,544	\$153,406
Condominium	47	\$155,044
Duplex	13	\$48,030
Total	1,604	\$158,677