

**Sales Summary**

|                            | September Total Sales |           |          | YTD Total MLS Sales |           |          |
|----------------------------|-----------------------|-----------|----------|---------------------|-----------|----------|
|                            | 2015                  | 2014      | % change | 2015                | 2014      | % change |
| <b>Units</b>               | 1,116                 | 976       | 14.3%    | 10,305              | 9,589     | 7.5%     |
| <b>Average Sales Price</b> | \$178,795             | \$174,609 | 2.4%     | \$178,530           | \$171,004 | 4.4%     |
| <b>Median Sales Price</b>  | \$144,450             | \$140,000 | 3.2%     | \$146,000           | \$137,500 | 6.2%     |

**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        | 14            | 32        | 7         | 1        | 2         | 56                | 519             |
| \$ 20,000 - 29,999        | 7             | 26        | 1         | 3        | 0         | 37                | 372             |
| \$ 30,000 - 39,999        | 4             | 18        | 2         | 0        | 0         | 24                | 337             |
| \$ 40,000 - 49,999        | 9             | 28        | 7         | 1        | 0         | 45                | 325             |
| \$ 50,000 - 59,999        | 6             | 22        | 4         | 0        | 5         | 37                | 308             |
| \$ 60,000 - 69,999        | 2             | 18        | 5         | 0        | 2         | 27                | 307             |
| \$ 70,000 - 79,999        | 3             | 22        | 5         | 1        | 5         | 36                | 347             |
| \$ 80,000 - 89,999        | 6             | 36        | 8         | 0        | 1         | 51                | 415             |
| \$ 90,000 - 99,999        | 4             | 31        | 9         | 0        | 2         | 46                | 352             |
| \$100,000 - 119,999       | 3             | 54        | 16        | 1        | 6         | 80                | 754             |
| \$120,000 - 139,999       | 7             | 67        | 19        | 0        | 7         | 100               | 871             |
| \$140,000 - 159,999       | 2             | 56        | 26        | 0        | 2         | 86                | 795             |
| \$160,000 - 179,999       | 2             | 40        | 28        | 0        | 3         | 73                | 680             |
| \$180,000 - 199,999       | 1             | 32        | 24        | 0        | 2         | 59                | 560             |
| \$200,000 - 249,999       | 4             | 41        | 62        | 0        | 4         | 111               | 1148            |
| \$250,000 - 299,999       | 3             | 15        | 65        | 0        | 2         | 85                | 798             |
| \$300,000 - 399,999       | 0             | 14        | 69        | 0        | 3         | 86                | 763             |
| \$400,000 - 499,999       | 0             | 4         | 37        | 0        | 0         | 41                | 354             |
| \$500,000 - 749,999       | 0             | 2         | 29        | 0        | 0         | 31                | 226             |
| \$750,000 - 999,999       | 0             | 0         | 3         | 0        | 0         | 3                 | 48              |
| \$1,000,000 and over      | 0             | 0         | 2         | 0        | 0         | 2                 | 26              |
| <b>Total Types</b>        | 77            | 558       | 428       | 7        | 46        | 1,116             | 10,305          |
| <b>Average Sale Price</b> | \$81,222      | \$124,031 | \$267,747 | \$45,285 | \$137,317 | \$178,795         | \$178,530       |
| <b>Median Sale Price</b>  | \$57,000      | \$116,900 | \$242,750 | \$24,000 | \$117,950 | \$144,450         | \$146,000       |

| Price Group         | Sales | % of Total |
|---------------------|-------|------------|
| 0 - \$99,999        | 359   | 32.2%      |
| \$100,000 - 199,999 | 398   | 35.7%      |
| \$200,000 - 399,999 | 282   | 25.3%      |
| \$400,000 and above | 77    | 6.9%       |

| Time on Market             | Units     |
|----------------------------|-----------|
| 1 to 30 days               | 443       |
| 31 to 60 days              | 218       |
| 61 to 90 days              | 135       |
| 91 to 120 days             | 96        |
| More than 120 Days         | 224       |
| <b>Average Market Time</b> | <b>72</b> |

# Residential Home Sales Report

## NATIONAL ASSOCIATION OF REALTORS

### Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.  
State: Tennessee  
Date Range: 09/01/15 - 09/30/15

#### Sold Residential Listings

| Price Class/Type       | < 2 Bed | 3 Bed  | > 4 Bed | Duplex | Condo  | Total Units |
|------------------------|---------|--------|---------|--------|--------|-------------|
| 19,999 and below       | 14      | 32     | 7       | 1      | 2      | 56          |
| 20,000 and 29,999      | 7       | 26     | 1       | 3      | 0      | 37          |
| 30,000 and 39,999      | 4       | 18     | 2       | 0      | 0      | 24          |
| 40,000 and 49,999      | 9       | 28     | 7       | 1      | 0      | 45          |
| 50,000 and 59,999      | 6       | 22     | 4       | 0      | 5      | 37          |
| 60,000 and 69,999      | 2       | 18     | 5       | 0      | 2      | 27          |
| 70,000 and 79,999      | 3       | 22     | 5       | 1      | 5      | 36          |
| 80,000 and 89,999      | 6       | 36     | 8       | 0      | 1      | 51          |
| 90,000 and 99,999      | 4       | 31     | 9       | 0      | 2      | 46          |
| 100,000 and 119,999    | 3       | 54     | 16      | 1      | 6      | 80          |
| 120,000 and 139,999    | 7       | 67     | 19      | 0      | 7      | 100         |
| 140,000 and 159,999    | 2       | 56     | 26      | 0      | 2      | 86          |
| 160,000 and 179,999    | 2       | 40     | 28      | 0      | 3      | 73          |
| 180,000 and 199,999    | 1       | 32     | 24      | 0      | 2      | 59          |
| 200,000 and 249,999    | 4       | 41     | 62      | 0      | 4      | 111         |
| 250,000 and 299,999    | 3       | 15     | 65      | 0      | 2      | 85          |
| 300,000 and 399,999    | 0       | 14     | 69      | 0      | 3      | 86          |
| 400,000 and 499,999    | 0       | 4      | 37      | 0      | 0      | 41          |
| 500,000 and 749,999    | 0       | 2      | 29      | 0      | 0      | 31          |
| 750,000 and 999,999    | 0       | 0      | 3       | 0      | 0      | 3           |
| greater than 1,000,000 | 0       | 0      | 2       | 0      | 0      | 2           |
| Totals                 | 77      | 558    | 428     | 7      | 46     | 1116        |
| Average List Price     | 84574   | 128525 | 276556  | 54457  | 147305 | 184944      |
| Median List Price      | 65000   | 119900 | 249000  | 29900  | 122450 | 149450      |
| Average Sale Price     | 81222   | 124031 | 267747  | 45285  | 137317 | 178795      |
| Median Sale Price      | 57000   | 116900 | 242750  | 24000  | 117950 | 144450      |

| Time on Market        | # Units |
|-----------------------|---------|
| 1-30                  | 443     |
| 31-60                 | 218     |
| 61-90                 | 135     |
| 91-120                | 96      |
| greater than 120 days | 224     |
| Total Units Sold      | 1080    |
| Average Market Time   | 72      |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional      | 413     |
| Cash              | 353     |
| FHA               | 243     |
| VA                | 56      |
| Owner             | 1       |
| Other             | 49      |
| 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: 01/01/15 - 09/30/15

| Price Class/Type       | < 2 Bed | 3 Bed  | > 4 Bed | Duplex | Condo  | Total Units |
|------------------------|---------|--------|---------|--------|--------|-------------|
| 19,999 and below       | 147     | 291    | 41      | 20     | 20     | 519         |
| 20,000 and 29,999      | 63      | 243    | 45      | 14     | 7      | 372         |
| 30,000 and 39,999      | 53      | 230    | 42      | 8      | 4      | 337         |
| 40,000 and 49,999      | 37      | 224    | 46      | 7      | 11     | 325         |
| 50,000 and 59,999      | 39      | 206    | 41      | 4      | 18     | 308         |
| 60,000 and 69,999      | 39      | 205    | 41      | 2      | 20     | 307         |
| 70,000 and 79,999      | 33      | 248    | 38      | 2      | 26     | 347         |
| 80,000 and 89,999      | 30      | 315    | 50      | 0      | 20     | 415         |
| 90,000 and 99,999      | 32      | 238    | 62      | 2      | 18     | 352         |
| 100,000 and 119,999    | 28      | 566    | 119     | 4      | 37     | 754         |
| 120,000 and 139,999    | 45      | 593    | 174     | 3      | 56     | 871         |
| 140,000 and 159,999    | 41      | 456    | 260     | 3      | 35     | 795         |
| 160,000 and 179,999    | 32      | 354    | 259     | 0      | 35     | 680         |
| 180,000 and 199,999    | 19      | 242    | 263     | 0      | 36     | 560         |
| 200,000 and 249,999    | 18      | 386    | 695     | 0      | 49     | 1148        |
| 250,000 and 299,999    | 19      | 137    | 626     | 0      | 16     | 798         |
| 300,000 and 399,999    | 1       | 110    | 637     | 0      | 15     | 763         |
| 400,000 and 499,999    | 0       | 30     | 320     | 1      | 3      | 354         |
| 500,000 and 749,999    | 0       | 12     | 214     | 0      | 0      | 226         |
| 750,000 and 999,999    | 0       | 1      | 47      | 0      | 0      | 48          |
| greater than 1,000,000 | 1       | 1      | 24      | 0      | 0      | 26          |
| Totals                 | 677     | 5088   | 4044    | 70     | 426    | 10305       |
| Average List Price     | 85204   | 125296 | 276457  | 57076  | 146178 | 184849      |
| Median List Price      | 65000   | 117995 | 243000  | 38950  | 134950 | 149900      |
| Average Sale Price     | 80016   | 120694 | 267790  | 51617  | 140487 | 178530      |
| Median Sale Price      | 59000   | 112602 | 238000  | 34450  | 130000 | 146000      |

| Time on Market        | # Units |
|-----------------------|---------|
| 1-30                  | 4135    |
| 31-60                 | 1811    |
| 61-90                 | 1178    |
| 91-120                | 794     |
| greater than 120 days | 2387    |
| Total Units Sold      | 9918    |
| Average Market Time   | 77      |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional      | 3847    |
| Cash              | 3428    |
| FHA               | 1987    |
| VA                | 557     |
| Owner             | 37      |
| Other             | 444     |
| Not Reported      | 5       |

# Residential Home Listings Report

## NATIONAL ASSOCIATION OF REALTORS

### Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.  
State: Tennessee  
Date: 10/15/15

#### Current Active Listings

| Price Class/Type       | Single Family | Duplex | Condo  |
|------------------------|---------------|--------|--------|
| 19,999 and below       | 203           | 10     | 13     |
| 20,000 and 29,999      | 218           | 22     | 17     |
| 30,000 and 39,999      | 234           | 15     | 2      |
| 40,000 and 49,999      | 207           | 17     | 2      |
| 50,000 and 59,999      | 213           | 11     | 6      |
| 60,000 and 69,999      | 212           | 8      | 6      |
| 70,000 and 79,999      | 190           | 4      | 16     |
| 80,000 and 89,999      | 238           | 4      | 14     |
| 90,000 and 99,999      | 206           | 3      | 10     |
| 100,000 and 119,999    | 310           | 7      | 27     |
| 120,000 and 139,999    | 384           | 4      | 25     |
| 140,000 and 159,999    | 335           | 1      | 23     |
| 160,000 and 179,999    | 312           | 3      | 24     |
| 180,000 and 199,999    | 282           | 1      | 19     |
| 200,000 and 249,999    | 601           | 3      | 28     |
| 250,000 and 299,999    | 459           | 1      | 27     |
| 300,000 and 399,999    | 459           | 0      | 18     |
| 400,000 and 499,999    | 305           | 0      | 6      |
| 500,000 and 749,999    | 276           | 1      | 2      |
| 750,000 and 999,999    | 118           | 1      | 0      |
| greater than 1,000,000 | 100           | 0      | 1      |
| Totals                 | 5862          | 116    | 286    |
| Average Price          | 230027        | 74734  | 166208 |
| Median Price           | 159900        | 46700  | 147513 |

## Inventory Totals

| ACTIVE       | Listings | Average List Price |
|--------------|----------|--------------------|
| Residential  | 5,881    | \$230,240          |
| Condominium  | 295      | \$164,689          |
| Duplex       | 115      | \$72,471           |
| <b>Total</b> | 6,291    | \$224,282          |

| PENDING      | Listings | Average List Price |
|--------------|----------|--------------------|
| Residential  | 1,453    | \$165,802          |
| Condominium  | 72       | \$144,147          |
| Duplex       | 10       | \$69,850           |
| <b>Total</b> | 1,535    | \$164,161          |

10/16/2015