

Sales Summary

	May Total Sales			YTD Total MLS Sales		
	2014	2013	% change	2014	2013	% change
Units	1,132	1,251	-9.5%	4,877	5,118	-4.7%
Average Sales Price	\$176,069	\$188,000	-6.3%	\$160,609	\$158,000	1.7%
Median Sales Price	\$142,500	\$135,000	5.6%	\$130,000	\$118,000	10.2%

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	24	30	11	2	3	70	336
\$ 20,000 - 29,999	5	23	5	0	1	34	206
\$ 30,000 - 39,999	7	22	3	1	0	33	210
\$ 40,000 - 49,999	1	32	5	0	1	39	173
\$ 50,000 - 59,999	7	18	4	2	0	31	186
\$ 60,000 - 69,999	4	18	5	1	2	30	154
\$ 70,000 - 79,999	4	28	3	3	0	38	193
\$ 80,000 - 89,999	6	28	10	0	1	45	200
\$ 90,000 - 99,999	2	49	3	0	3	57	219
\$100,000 - 119,999	5	50	16	2	1	74	363
\$120,000 - 139,999	7	68	22	0	4	101	390
\$140,000 - 159,999	4	58	29	1	5	97	398
\$160,000 - 179,999	2	38	28	0	4	72	313
\$180,000 - 199,999	1	27	32	1	5	66	248
\$200,000 - 249,999	2	34	80	2	2	120	478
\$250,000 - 299,999	0	17	54	0	0	71	272
\$300,000 - 399,999	0	20	67	0	0	87	291
\$400,000 - 499,999	0	1	31	0	0	32	131
\$500,000 - 749,999	2	1	23	0	0	26	82
\$750,000 - 999,999	0	1	4	0	0	5	17
\$1,000,000 and over	0	0	4	0	0	4	17
Total Types	83	563	439	15	32	1,132	4,877
Average Sale Price	\$78,223	\$122,873	\$262,790	\$96,563	\$126,701	\$176,069	\$135,000
Median Sale Price	\$58,000	\$113,000	\$230,000	\$72,333	\$140,250	\$142,500	\$160,609

Price Group	Sales	% of Total
0 - \$99,999	377	33.3%
\$100,000 - 199,999	410	36.2%
\$200,000 - 399,999	278	24.6%
\$400,000 and above	67	5.9%

Time on Market	Units
1 to 30 days	494
31 to 60 days	195
61 to 90 days	100
91 to 120 days	80
More than 120 Days	263
Average Market Time	78

Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date Range: 05/01/14 - 05/31/14

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	24	30	11	2	3	70
20,000 and 29,999	5	23	5	0	1	34
30,000 and 39,999	7	22	3	1	0	33
40,000 and 49,999	1	32	5	0	1	39
50,000 and 59,999	7	18	4	2	0	31
60,000 and 69,999	4	18	5	1	2	30
70,000 and 79,999	4	28	3	3	0	38
80,000 and 89,999	6	28	10	0	1	45
90,000 and 99,999	2	49	3	0	3	57
100,000 and 119,999	5	50	16	2	1	74
120,000 and 139,999	7	68	22	0	4	101
140,000 and 159,999	4	58	29	1	5	97
160,000 and 179,999	2	38	28	0	4	72
180,000 and 199,999	1	27	32	1	5	66
200,000 and 249,999	2	34	80	2	2	120
250,000 and 299,999	0	17	54	0	0	71
300,000 and 399,999	0	20	67	0	0	87
400,000 and 499,999	0	1	31	0	0	32
500,000 and 749,999	2	1	23	0	0	26
750,000 and 999,999	0	1	4	0	0	5
greater than 1,000,000	0	0	4	0	0	4
Totals	83	563	439	15	32	1132
Average List Price	82392	126994	271601	114099	130715	182091
Median List Price	63900	119900	235000	84500	142400	147013
Average Sale Price	78223	122873	262790	96563	126701	176069
Median Sale Price	58000	113000	230000	72333	140250	142500

Time on Market	# Units
1-30	494
31-60	195
61-90	100
91-120	80
greater than 120 days	263
Total Units Sold	1090
Average Market Time	78

Type of Financing	# Units
Conventional	467
Cash	358
FHA	198
VA	59
Owner	3
Other	47

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 - 05/31/14

Sold Residential Listings

Price Class/Type	< 2 Bed	3 Bed	> 4 Bed	Duplex	Condo	Total Units
19,999 and below	106	166	32	21	11	336
20,000 and 29,999	31	142	17	9	7	206
30,000 and 39,999	48	139	15	3	5	210
40,000 and 49,999	15	123	26	6	3	173
50,000 and 59,999	31	124	24	3	4	186
60,000 and 69,999	21	103	24	1	5	154
70,000 and 79,999	22	142	20	3	6	193
80,000 and 89,999	23	138	34	0	5	200
90,000 and 99,999	7	170	32	0	10	219
100,000 and 119,999	14	260	67	4	18	363
120,000 and 139,999	23	263	85	1	18	390
140,000 and 159,999	14	237	132	1	14	398
160,000 and 179,999	10	149	136	0	18	313
180,000 and 199,999	5	107	119	1	16	248
200,000 and 249,999	7	152	299	3	17	478
250,000 and 299,999	1	54	213	0	4	272
300,000 and 399,999	2	43	244	0	2	291
400,000 and 499,999	0	15	113	0	3	131
500,000 and 749,999	2	4	76	0	0	82
750,000 and 999,999	0	1	16	0	0	17
greater than 1,000,000	0	0	17	0	0	17
Totals	382	2532	1741	56	166	4877
Average List Price	67773	116614	262823	58003	139666	167289
Median List Price	48250	107950	224900	33900	137500	135000
Average Sale Price	63574	112005	252586	50286	133042	160609
Median Sale Price	42250	101000	218000	27500	131500	130000

Time on Market	# Units
1-30	1824
31-60	769
61-90	513
91-120	368
greater than 120 days	1403
Total Units Sold	4639
Average Market Time	86

Type of Financing	# Units
Conventional	1756
Cash	1903
FHA	774
VA	238
Owner	10
Other	196

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS

Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.

State: Tennessee

Date: 06/24/14

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	226	20	12
20,000 and 29,999	236	17	9
30,000 and 39,999	218	18	5
40,000 and 49,999	215	3	5
50,000 and 59,999	228	8	4
60,000 and 69,999	216	4	5
70,000 and 79,999	232	0	12
80,000 and 89,999	228	1	6
90,000 and 99,999	211	5	11
100,000 and 119,999	336	5	13
120,000 and 139,999	439	3	26
140,000 and 159,999	364	1	29
160,000 and 179,999	372	1	25
180,000 and 199,999	300	3	24
200,000 and 249,999	629	6	31
250,000 and 299,999	517	0	22
300,000 and 399,999	511	2	13
400,000 and 499,999	322	0	4
500,000 and 749,999	265	0	3
750,000 and 999,999	119	0	1
greater than 1,000,000	99	0	1
Totals	6283	97	261
Average Price	226386	68826	171789
Median Price	159900	34900	158900

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	6,281	\$226,570
Condominium	266	\$171,234
Duplex	97	\$68,826
Total	6,644	\$222,052

PENDING	Listings	Average List Price
Residential	1,763	\$168,458
Condominium	61	\$124,126
Duplex	10	\$73,530
Total	1,834	\$166,466