

Sales Summary

	April Total Sales			YTD Total MLS Sales		
	2016	2015	% change	2016	2015	% change
Units	1,226	1,142	7.4%	4,081	3,799	7.4%
Average Sales Price	\$181,363	\$166,919	8.7%	\$167,417	\$166,183	0.7%
Median Sales Price	\$149,900	\$139,250	7.6%	\$138,000	\$131,250	5.1%

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	13	30	7	0	3	53	259
\$ 20,000 - 29,999	13	34	5	0	7	59	175
\$ 30,000 - 39,999	6	28	5	1	3	43	155
\$ 40,000 - 49,999	1	27	3	1	1	33	137
\$ 50,000 - 59,999	4	16	3	0	1	24	121
\$ 60,000 - 69,999	2	23	6	0	3	34	137
\$ 70,000 - 79,999	5	18	7	0	4	34	140
\$ 80,000 - 89,999	5	28	4	0	0	37	140
\$ 90,000 - 99,999	2	30	7	0	4	43	153
\$100,000 - 119,999	6	74	15	1	4	100	290
\$120,000 - 139,999	2	83	19	1	4	109	360
\$140,000 - 159,999	2	55	20	0	6	83	304
\$160,000 - 179,999	2	44	29	0	5	80	266
\$180,000 - 199,999	6	34	43	3	6	92	240
\$200,000 - 249,999	5	47	92	1	4	149	445
\$250,000 - 299,999	2	17	60	0	4	83	264
\$300,000 - 399,999	1	21	65	0	3	90	260
\$400,000 - 499,999	0	0	37	0	0	37	117
\$500,000 - 749,999	0	2	23	0	2	27	80
\$750,000 - 999,999	0	0	7	0	0	7	20
\$1,000,000 and over	0	1	8	0	0	9	18
Total Types	77	612	465	8	64	1,226	4,081
Average Sale Price	\$86,542	\$126,996	\$274,121	\$138,812	\$146,710	\$181,363	\$167,417
Median Sale Price	\$63,000	\$119,700	\$234,600	\$158,125	\$127,500	\$149,900	\$138,000

Price Group	Sales	% of Total
0 - \$99,999	360	29.4%
\$100,000 - 199,999	464	37.8%
\$200,000 - 399,999	322	26.3%
\$400,000 and above	80	6.5%

Time on Market	Units
1 to 30 days	542
31 to 60 days	200
61 to 90 days	99
91 to 120 days	76
More than 120 Days	257
Average Market Time	73

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 04/01/16 - 04/30/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	13	30	7	0	3	53
20,000 to 29,999	13	34	5	0	7	59
30,000 to 39,999	6	28	5	1	3	43
40,000 to 49,999	1	27	3	1	1	33
50,000 to 59,999	4	16	3	0	1	24
60,000 to 69,999	2	23	6	0	3	34
70,000 to 79,999	5	18	7	0	4	34
80,000 to 89,999	5	28	4	0	0	37
90,000 to 99,999	2	30	7	0	4	43
100,000 to 119,999	6	74	15	1	4	100
120,000 to 139,999	2	83	19	1	4	109
140,000 to 159,999	2	55	20	0	6	83
160,000 to 179,999	2	44	29	0	5	80
180,000 to 199,999	6	34	43	3	6	92
200,000 to 249,999	5	47	92	1	4	149
250,000 to 299,999	2	17	60	0	4	83
300,000 to 399,999	1	21	65	0	3	90
400,000 to 499,999	0	0	37	0	0	37
500,000 to 749,999	0	2	23	0	2	27
750,000 to 999,999	0	0	7	0	0	7
1,000,000 and greater	0	1	8	0	0	9
Totals	77	612	465	8	64	1226
Average List Price	\$89,859	\$130,621	\$284,748	\$149,412	\$150,270	\$187,667
Median List Price	\$64,900	\$121,250	\$239,900	\$168,000	\$133,700	\$150,000
Average Sale Price	\$86,542	\$126,996	\$274,121	\$138,812	\$146,710	\$181,363
Median Sale Price	\$63,000	\$119,700	\$234,600	\$158,125	\$127,500	\$149,900

Time on Market	# Units
1-30	542
31-60	200
61-90	99
91-120	76
greater than 120 days	257
Total Units Sold	1174
Average Market Time	73

Type of Financing	# Units
Conventional	441
Cash	378
FHA	280
VA	73
Owner	7
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: 01/01/16 - 04/30/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	72	136	32	8	11	259
20,000 to 29,999	37	104	18	5	11	175
30,000 to 39,999	20	103	17	10	5	155
40,000 to 49,999	6	111	13	1	6	137
50,000 to 59,999	21	77	13	1	9	121
60,000 to 69,999	17	93	14	1	12	137
70,000 to 79,999	15	97	19	2	7	140
80,000 to 89,999	15	104	13	1	7	140
90,000 to 99,999	11	101	25	6	10	153
100,000 to 119,999	17	217	46	1	9	290
120,000 to 139,999	11	250	74	3	22	360
140,000 to 159,999	13	195	77	2	17	304
160,000 to 179,999	13	129	111	1	12	266
180,000 to 199,999	14	104	99	4	19	240
200,000 to 249,999	8	148	269	1	19	445
250,000 to 299,999	8	62	181	1	12	264
300,000 to 399,999	2	49	196	0	13	260
400,000 to 499,999	0	4	111	0	2	117
500,000 to 749,999	0	3	75	0	2	80
750,000 to 999,999	0	1	19	0	0	20
1,000,000 and greater	0	2	16	0	0	18
Totals	300	2090	1438	48	205	4081
Average List Price	\$80,478	\$122,307	\$272,845	\$86,596	\$151,543	\$173,325
Median List Price	\$59,900	\$115,000	\$234,900	\$59,900	\$138,000	\$140,900
Average Sale Price	\$76,506	\$118,515	\$263,316	\$79,043	\$147,012	\$167,417
Median Sale Price	\$56,281	\$112,425	\$229,888	\$46,950	\$133,500	\$138,000

Time on Market	# Units
1-30	1502
31-60	687
61-90	470
91-120	326
greater than 120 days	888
Total Units Sold	3873
Average Market Time	82

Type of Financing	# Units
Conventional	1382
Cash	1370
FHA	884
VA	240
Owner	20
Other	185

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 5/16/2016

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	197	5	7
20,000 to 29,999	191	13	13
30,000 to 39,999	204	9	2
40,000 to 49,999	189	12	4
50,000 to 59,999	193	6	6
60,000 to 69,999	188	4	12
70,000 to 79,999	191	6	8
80,000 to 89,999	160	0	9
90,000 to 99,999	147	6	12
100,000 to 119,999	233	0	19
120,000 to 139,999	317	2	23
140,000 to 159,999	282	1	19
160,000 to 179,999	227	3	26
180,000 to 199,999	239	1	17
200,000 to 249,999	500	1	38
250,000 to 299,999	434	4	25
300,000 to 399,999	508	0	18
400,000 to 499,999	291	0	5
500,000 to 749,999	298	0	2
750,000 to 999,999	114	1	0
1,000,000 and greater	92	0	1
Totals	5195	74	266
Average Price	\$243,351	\$83,961	\$173,389
Median Price	\$169,999	\$49,900	\$159,950

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	5,195	\$243,350
Condominium	266	\$173,388
Duplex	74	\$83,960
Total	5,535	\$237,857

PENDING	Listings	Average List Price
Residential	1,823	\$184,975
Condominium	105	\$212,528
Duplex	5	\$51,700
Total	1,933	\$186,127

5/16/2016