

**Sales Summary**

	January Total Sales			YTD Total MLS Sales		
	2016	2015	% change	2016	2015	% change
<b>Units</b>	731	709	3.1%	731	709	3.1%
<b>Average Sales Price</b>	\$154,445	\$160,492	-3.8%	\$154,445	\$160,492	-3.8%
<b>Median Sales Price</b>	\$125,000	\$125,000	0.0%	\$125,000	\$125,000	0.0%

**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	36	8	5	0	63	63
\$ 20,000 - 29,999	4	16	1	3	2	26	26
\$ 30,000 - 39,999	2	31	5	1	2	41	41
\$ 40,000 - 49,999	1	14	5	0	1	21	21
\$ 50,000 - 59,999	6	17	4	0	5	32	32
\$ 60,000 - 69,999	4	15	1	0	2	22	22
\$ 70,000 - 79,999	4	28	4	2	0	38	72
\$ 80,000 - 89,999	3	14	2	1	3	23	43
\$ 90,000 - 99,999	3	19	5	1	2	30	57
\$100,000 - 119,999	4	37	9	0	1	51	98
\$120,000 - 139,999	4	50	10	0	4	68	132
\$140,000 - 159,999	0	36	18	0	4	58	116
\$160,000 - 179,999	1	24	19	1	2	47	93
\$180,000 - 199,999	2	14	15	0	2	33	64
\$200,000 - 249,999	0	18	44	0	3	65	130
\$250,000 - 299,999	0	4	30	0	2	36	72
\$300,000 - 399,999	0	2	34	0	1	37	74
\$400,000 - 499,999	0	2	14	0	0	16	32
\$500,000 - 749,999	0	0	18	0	0	18	36
\$750,000 - 999,999	0	0	4	0	0	4	8
\$1,000,000 and over	0	0	2	0	0	2	4
<b>Total Types</b>	52	377	252	14	36	731	731
<b>Average Sale Price</b>	\$63,596	\$102,742	\$260,540	\$49,236	\$125,359	\$154,445	\$154,445
<b>Median Sale Price</b>	\$580,000	\$99,900	\$226,150	\$26,950	\$114,000	\$125,000	\$125,000

Price Group	Sales	% of Total
0 - \$99,999	296	40.5%
\$100,000 - 199,999	257	35.2%
\$200,000 - 399,999	138	18.9%
\$400,000 and above	40	5.5%

Time on Market	Units
1 to 30 days	244
31 to 60 days	129
61 to 90 days	109
91 to 120 days	59
More than 120 Days	154
<b>Average Market Time</b>	<b>83</b>

## 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 - 01/31/16

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	14	36	8	5	0	63
20,000 to 29,999	4	16	1	3	2	26
30,000 to 39,999	2	31	5	1	2	41
40,000 to 49,999	1	14	5	0	1	21
50,000 to 59,999	6	17	4	0	5	32
60,000 to 69,999	4	15	1	0	2	22
70,000 to 79,999	4	28	4	2	0	38
80,000 to 89,999	3	14	2	1	3	23
90,000 to 99,999	3	19	5	1	2	30
100,000 to 119,999	4	37	9	0	1	51
120,000 to 139,999	4	50	10	0	4	68
140,000 to 159,999	0	36	18	0	4	58
160,000 to 179,999	1	24	19	1	2	47
180,000 to 199,999	2	14	15	0	2	33
200,000 to 249,999	0	18	44	0	3	65
250,000 to 299,999	0	4	30	0	2	36
300,000 to 399,999	0	2	34	0	1	37
400,000 to 499,999	0	2	14	0	0	16
500,000 to 749,999	0	0	18	0	0	18
750,000 to 999,999	0	0	4	0	0	4
1,000,000 and greater	0	0	2	0	0	2
<b>Totals</b>	<b>52</b>	<b>377</b>	<b>252</b>	<b>14</b>	<b>36</b>	<b>731</b>
Average List Price	\$67,270	\$107,123	\$269,093	\$53,893	\$129,656	\$160,214
Median List Price	\$62,450	\$104,900	\$229,900	\$30,750	\$120,000	\$129,900
Average Sale Price	\$63,596	\$102,742	\$260,540	\$49,236	\$125,359	\$154,445
Median Sale Price	\$58,000	\$99,900	\$226,150	\$26,950	\$114,000	\$125,000

Time on Market	# Units
1-30	244
31-60	129
61-90	109
91-120	59
greater than 120 days	154
Total Units Sold	695
Average Market Time	83

Type of Financing	# Units
Conventional	242
Cash	272
FHA	136
VA	48
Owner	4
Other	29

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 2/16/2016

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	199	5	10
20,000 to 29,999	218	19	19
30,000 to 39,999	209	3	4
40,000 to 49,999	186	13	3
50,000 to 59,999	191	4	7
60,000 to 69,999	208	1	13
70,000 to 79,999	181	2	10
80,000 to 89,999	179	1	13
90,000 to 99,999	181	0	10
100,000 to 119,999	264	0	17
120,000 to 139,999	339	0	29
140,000 to 159,999	294	3	18
160,000 to 179,999	266	1	22
180,000 to 199,999	241	1	21
200,000 to 249,999	463	0	25
250,000 to 299,999	422	2	24
300,000 to 399,999	426	0	16
400,000 to 499,999	256	0	6
500,000 to 749,999	237	0	4
750,000 to 999,999	97	1	0
1,000,000 and greater	89	0	1
<b>Totals</b>	<b>5146</b>	<b>56</b>	<b>272</b>
Average Price	\$226,670	\$72,041	\$166,593
Median Price	\$155,894	\$40,000	\$143,075

# Inventory Totals

<b>ACTIVE</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	5,146	\$226,670
Condominium	272	\$166,593
Duplex	56	\$72,041
<b>Total</b>	<b>5,474</b>	<b>\$222,103</b>

<b>PENDING</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	1,441	\$161,473
Condominium	79	\$173,089
Duplex	19	\$65,563
<b>Total</b>	<b>1,539</b>	<b>\$160,886</b>

2/16/2016