

Sales Summary

	May Total Sales			YTD Total MLS Sales		
	2016	2015	% change	2016	2015	% change
Units	1,306	1,178	10.9%	5,448	5,035	8.2%
Average Sales Price	\$187,210	\$185,539	0.9%	\$171,956	\$170,809	0.7%
Median Sales Price	\$157,250	\$155,000	1.5%	\$141,700	\$139,000	1.9%

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	10	34	6	2	4	56	321
\$ 20,000 - 29,999	12	25	6	0	0	43	220
\$ 30,000 - 39,999	10	24	4	0	0	38	195
\$ 40,000 - 49,999	5	23	4	0	0	32	174
\$ 50,000 - 59,999	5	20	2	0	3	30	157
\$ 60,000 - 69,999	6	25	5	0	0	36	176
\$ 70,000 - 79,999	5	36	6	0	0	47	190
\$ 80,000 - 89,999	7	31	3	0	3	44	186
\$ 90,000 - 99,999	3	30	6	0	2	41	195
\$100,000 - 119,999	5	61	14	0	4	84	378
\$120,000 - 139,999	8	90	18	0	5	121	484
\$140,000 - 159,999	4	56	28	0	5	93	402
\$160,000 - 179,999	4	42	34	0	3	83	350
\$180,000 - 199,999	4	30	39	0	6	79	320
\$200,000 - 249,999	4	55	92	0	7	158	606
\$250,000 - 299,999	4	20	90	0	8	122	390
\$300,000 - 399,999	0	14	90	0	1	105	371
\$400,000 - 499,999	0	6	44	0	2	52	172
\$500,000 - 749,999	0	2	28	0	1	31	112
\$750,000 - 999,999	0	1	8	0	0	9	29
\$1,000,000 and over	0	0	2	0	0	2	20
Total Types	96	625	529	2	54	1,306	5,448
Average Sale Price	\$87,428	\$128,258	\$276,454	\$17,000	\$178,961	\$187,210	\$171,956
Median Sale Price	\$69,500	\$120,000	\$248,750	\$17,000	\$161,250	\$157,250	\$141,700

Price Group	Sales	% of Total
0 - \$99,999	367	28.1%
\$100,000 - 199,999	460	35.2%
\$200,000 - 399,999	385	29.5%
\$400,000 and above	94	7.2%

Time on Market	Units
1 to 30 days	585
31 to 60 days	226
61 to 90 days	125
91 to 120 days	77
More than 120 Days	236
Average Market Time	71

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 05/01/16 - 05/31/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	10	34	6	2	4	56
20,000 to 29,999	12	25	6	0	0	43
30,000 to 39,999	10	24	4	0	0	38
40,000 to 49,999	5	23	4	0	0	32
50,000 to 59,999	5	20	2	0	3	30
60,000 to 69,999	6	25	5	0	0	36
70,000 to 79,999	5	36	6	0	0	47
80,000 to 89,999	7	31	3	0	3	44
90,000 to 99,999	3	30	6	0	2	41
100,000 to 119,999	5	61	14	0	4	84
120,000 to 139,999	8	90	18	0	5	121
140,000 to 159,999	4	56	28	0	5	93
160,000 to 179,999	4	42	34	0	3	83
180,000 to 199,999	4	30	39	0	6	79
200,000 to 249,999	4	55	92	0	7	158
250,000 to 299,999	4	20	90	0	8	122
300,000 to 399,999	0	14	90	0	1	105
400,000 to 499,999	0	6	44	0	2	52
500,000 to 749,999	0	2	28	0	1	31
750,000 to 999,999	0	1	8	0	0	9
1,000,000 and greater	0	0	2	0	0	2
Totals	96	625	529	2	54	1306
Average List Price	\$91,588	\$132,164	\$283,349	\$20,900	\$181,165	\$192,275
Median List Price	\$77,400	\$124,900	\$250,000	\$20,900	\$165,750	\$159,950
Average Sale Price	\$87,428	\$128,258	\$276,454	\$17,000	\$178,961	\$187,210
Median Sale Price	\$69,500	\$120,000	\$248,750	\$17,000	\$161,250	\$157,250

Time on Market	# Units
1-30	585
31-60	226
61-90	125
91-120	77
greater than 120 days	236
Total Units Sold	1249
Average Market Time	71

Type of Financing	# Units
Conventional	508
Cash	369
FHA	271
VA	69
Owner	3
Other	86

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 - 05/31/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	85	173	38	10	15	321
20,000 to 29,999	49	129	24	6	12	220
30,000 to 39,999	30	129	21	10	5	195
40,000 to 49,999	12	137	17	1	7	174
50,000 to 59,999	27	102	15	1	12	157
60,000 to 69,999	23	120	19	1	13	176
70,000 to 79,999	20	135	26	2	7	190
80,000 to 89,999	22	137	16	1	10	186
90,000 to 99,999	14	132	31	6	12	195
100,000 to 119,999	22	281	61	1	13	378
120,000 to 139,999	19	343	92	3	27	484
140,000 to 159,999	17	253	107	2	23	402
160,000 to 179,999	17	171	145	1	16	350
180,000 to 199,999	18	134	139	4	25	320
200,000 to 249,999	12	204	363	1	26	606
250,000 to 299,999	12	84	273	1	20	390
300,000 to 399,999	2	63	292	0	14	371
400,000 to 499,999	0	10	158	0	4	172
500,000 to 749,999	0	5	104	0	3	112
750,000 to 999,999	0	2	27	0	0	29
1,000,000 and greater	0	2	18	0	0	20
Totals	401	2746	1986	51	264	5448
Average List Price	\$82,485	\$124,231	\$275,906	\$82,888	\$156,605	\$177,631
Median List Price	\$60,000	\$116,799	\$239,000	\$42,500	\$140,450	\$145,000
Average Sale Price	\$78,511	\$120,428	\$267,124	\$75,626	\$152,549	\$171,956
Median Sale Price	\$58,913	\$113,250	\$234,900	\$37,500	\$138,000	\$141,700

Time on Market	# Units
1-30	2112
31-60	917
61-90	600
91-120	406
greater than 120 days	1143
Total Units Sold	5178
Average Market Time	80

Type of Financing	# Units
Conventional	1904
Cash	1763
FHA	1170
VA	315
Owner	24
Other	272

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 6/15/2016

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	187	4	10
20,000 to 29,999	191	14	9
30,000 to 39,999	209	8	2
40,000 to 49,999	194	12	7
50,000 to 59,999	201	5	8
60,000 to 69,999	176	4	10
70,000 to 79,999	193	9	11
80,000 to 89,999	160	1	7
90,000 to 99,999	149	6	10
100,000 to 119,999	232	1	19
120,000 to 139,999	316	1	20
140,000 to 159,999	282	3	21
160,000 to 179,999	278	2	27
180,000 to 199,999	239	2	20
200,000 to 249,999	500	2	41
250,000 to 299,999	445	4	15
300,000 to 399,999	522	0	16
400,000 to 499,999	288	0	4
500,000 to 749,999	317	0	3
750,000 to 999,999	118	1	0
1,000,000 and greater	102	0	1
Totals	5299	79	261
Average Price	\$246,855	\$87,933	\$170,501
Median Price	\$172,900	\$54,000	\$159,900

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	5,299	\$246,855
Condominium	261	\$170,501
Duplex	79	\$87,932
Total	5,639	\$241,094

PENDING	Listings	Average List Price
Residential	1,733	\$188,237
Condominium	106	\$208,682
Duplex	6	\$52,966
Total	1,845	\$188,972

6/16/2016