

Sales Summary

	August Total Sales			YTD Total MLS Sales		
	2017	2016	% change	2017	2016	% change
Units	1,499	1,365	9.8%	10,199	9,736	4.8%
Average Sales Price	\$206,120	\$195,421	5.5%	\$194,319	\$182,762	6.3%
Median Sales Price	\$166,500	\$164,900	1.0%	\$162,000	\$151,100	7.2%

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	15	28	2	2	1	48	343
\$ 20,000 - 29,999	14	16	4	14	1	49	314
\$ 30,000 - 39,999	2	11	5	3	3	24	268
\$ 40,000 - 49,999	2	19	3	0	1	25	247
\$ 50,000 - 59,999	5	14	2	0	4	25	260
\$ 60,000 - 69,999	8	23	3	0	1	35	304
\$ 70,000 - 79,999	8	26	6	2	3	45	316
\$ 80,000 - 89,999	5	33	6	1	4	49	354
\$ 90,000 - 99,999	8	35	8	0	0	51	309
\$100,000 - 119,999	4	86	17	2	3	112	713
\$120,000 - 139,999	7	105	21	0	0	133	828
\$140,000 - 159,999	4	82	24	0	3	113	764
\$160,000 - 179,999	2	65	42	0	6	115	744
\$180,000 - 199,999	6	35	42	1	1	85	591
\$200,000 - 249,999	5	67	85	1	9	167	1221
\$250,000 - 299,999	4	37	97	1	8	147	930
\$300,000 - 399,999	1	27	118	0	4	150	861
\$400,000 - 499,999	1	5	51	0	0	57	414
\$500,000 - 749,999	1	3	47	0	1	52	313
\$750,000 - 999,999	0	1	10	0	0	11	77
\$1,000,000 and over	0	0	6	0	0	6	28
Total Types	102	718	599	27	53	1,499	10,199
Average Sale Price	\$102,091	\$145,222	\$306,408	\$60,135	\$172,243	\$206,120	\$194,319
Median Sale Price	\$76,500	\$131,250	\$264,900	\$27,143	\$167,400	\$166,500	\$162,000

Price Group	Sales	% of Total
0 - \$99,999	351	23.4%
\$100,000 - 199,999	558	37.2%
\$200,000 - 399,999	464	31.0%
\$400,000 and above	126	8.4%

Time on Market	Units
1 to 30 days	829
31 to 60 days	286
61 to 90 days	98
91 to 120 days	77
More than 120 Days	125
Average Market Time	45

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 08/01/17 - 08/31/17

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	15	28	2	2	1	48
20,000 to 29,999	14	16	4	14	1	49
30,000 to 39,999	2	11	5	3	3	24
40,000 to 49,999	2	19	3	0	1	25
50,000 to 59,999	5	14	2	0	4	25
60,000 to 69,999	8	23	3	0	1	35
70,000 to 79,999	8	26	6	2	3	45
80,000 to 89,999	5	33	6	1	4	49
90,000 to 99,999	8	35	8	0	0	51
100,000 to 119,999	4	86	17	2	3	112
120,000 to 139,999	7	105	21	0	0	133
140,000 to 159,999	4	82	24	0	3	113
160,000 to 179,999	2	65	42	0	6	115
180,000 to 199,999	6	35	42	1	1	85
200,000 to 249,999	5	67	85	1	9	167
250,000 to 299,999	4	37	97	1	8	147
300,000 to 399,999	1	27	118	0	4	150
400,000 to 499,999	1	5	51	0	0	57
500,000 to 749,999	1	3	47	0	1	52
750,000 to 999,999	0	1	10	0	0	11
1,000,000 and greater	0	0	6	0	0	6
Totals	102	718	599	27	53	1499
Average List Price	\$106,966	\$148,586	\$313,762	\$67,071	\$177,618	\$211,317
Median List Price	\$79,950	\$134,450	\$265,000	\$27,858	\$169,900	\$169,900
Average Sale Price	\$102,091	\$145,222	\$306,408	\$60,135	\$172,243	\$206,120
Median Sale Price	\$76,500	\$131,250	\$264,900	\$27,143	\$167,400	\$166,500

Time on Market	# Units
1-30	829
31-60	286
61-90	98
91-120	77
greater than 120 days	125
Total Units Sold	1415
Average Market Time	45

Type of Financing	# Units
Conventional	611
Cash	433
FHA	314
VA	72
Owner	4
Other	65

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/17 - 08/31/17

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	107	186	33	8	9	343
20,000 to 29,999	63	192	31	20	8	314
30,000 to 39,999	55	174	26	8	5	268
40,000 to 49,999	40	163	32	4	8	247
50,000 to 59,999	29	170	33	6	22	260
60,000 to 69,999	44	210	30	5	15	304
70,000 to 79,999	48	206	34	3	25	316
80,000 to 89,999	35	247	44	2	26	354
90,000 to 99,999	29	220	52	1	7	309
100,000 to 119,999	43	523	100	8	39	713
120,000 to 139,999	40	621	113	11	43	828
140,000 to 159,999	27	522	175	1	39	764
160,000 to 179,999	27	426	250	3	38	744
180,000 to 199,999	38	243	283	4	23	591
200,000 to 249,999	31	458	670	3	59	1221
250,000 to 299,999	15	229	649	2	35	930
300,000 to 399,999	2	156	679	1	23	861
400,000 to 499,999	1	36	370	0	7	414
500,000 to 749,999	3	13	289	1	7	313
750,000 to 999,999	0	3	71	0	3	77
1,000,000 and greater	0	2	26	0	0	28
Totals	677	5000	3990	91	441	10199
Average List Price	\$93,013	\$139,520	\$297,429	\$86,122	\$172,729	\$199,169
Median List Price	\$75,000	\$129,500	\$259,900	\$53,000	\$149,900	\$165,000
Average Sale Price	\$88,507	\$135,843	\$290,888	\$87,264	\$168,125	\$194,319
Median Sale Price	\$70,000	\$126,000	\$255,000	\$59,000	\$145,000	\$162,000

Time on Market	# Units
1-30	5087
31-60	1724
61-90	889
91-120	586
greater than 120 days	1320
Total Units Sold	9606
Average Market Time	58

Type of Financing	# Units
Conventional	3950
Cash	3031
FHA	2030
VA	655
Owner	20
Other	511

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 9/18/2017

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	114	5	2
20,000 to 29,999	139	14	6
30,000 to 39,999	192	4	8
40,000 to 49,999	163	3	7
50,000 to 59,999	181	4	9
60,000 to 69,999	187	5	4
70,000 to 79,999	141	9	6
80,000 to 89,999	114	0	3
90,000 to 99,999	125	3	7
100,000 to 119,999	176	1	10
120,000 to 139,999	231	2	14
140,000 to 159,999	172	1	11
160,000 to 179,999	184	3	14
180,000 to 199,999	178	2	10
200,000 to 249,999	387	0	32
250,000 to 299,999	426	3	12
300,000 to 399,999	466	0	10
400,000 to 499,999	289	0	3
500,000 to 749,999	291	0	9
750,000 to 999,999	122	0	2
1,000,000 and greater	111	0	0
Totals	4389	59	179
Average Price	\$270,199	\$75,086	\$192,809
Median Price	\$189,900	\$59,900	\$160,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,389	\$270,198
Condominium	179	\$192,808
Duplex	59	\$75,086
Total	4,627	\$264,716

PENDING	Listings	Average List Price
Residential	1,577	\$185,978
Condominium	34	\$166,450
Duplex	32	\$62,842
Total	1,643	\$183,176

9/18/2017