

Sales Summary

	December Total Sales			YTD Total MLS Sales		
	2016	2015	% change	2016	2015	% change
Units	1,101	1,007	9.3%	14,552	13,310	9.3%
Average Sales Price	\$186,594	\$179,379	4.0%	\$183,453	\$177,996	3.1%
Median Sales Price	\$159,000	\$145,000	9.7%	\$152,875	\$145,000	5.4%

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	16	28	5	2	2	53	690
\$ 20,000 - 29,999	10	21	6	3	1	41	500
\$ 30,000 - 39,999	4	14	5	0	1	24	437
\$ 40,000 - 49,999	4	13	4	0	0	21	407
\$ 50,000 - 59,999	3	24	3	1	2	33	417
\$ 60,000 - 69,999	3	16	8	0	3	30	417
\$ 70,000 - 79,999	5	29	3	0	2	39	456
\$ 80,000 - 89,999	4	25	5	0	4	38	491
\$ 90,000 - 99,999	0	18	8	0	1	27	492
\$100,000 - 119,999	6	66	11	0	4	87	1008
\$120,000 - 139,999	5	61	20	0	5	91	1243
\$140,000 - 159,999	4	50	17	1	4	76	1115
\$160,000 - 179,999	2	49	41	0	5	97	1024
\$180,000 - 199,999	1	21	32	1	4	59	842
\$200,000 - 249,999	1	36	68	0	3	108	1671
\$250,000 - 299,999	1	24	70	0	5	100	1202
\$300,000 - 399,999	0	19	67	0	7	93	1105
\$400,000 - 499,999	0	1	48	0	2	51	539
\$500,000 - 749,999	0	2	23	0	0	25	361
\$750,000 - 999,999	0	0	3	0	1	4	82
\$1,000,000 and over	0	0	4	0	0	4	53
Total Types	69	517	451	8	56	1,101	14,552
Average Sale Price	\$69,575	\$131,268	\$270,300	\$59,438	\$185,589	\$186,594	\$183,453
Median Sale Price	\$50,000	\$120,000	\$239,800	\$26,250	\$159,900	\$159,000	\$152,875

Price Group	Sales	% of Total
0 - \$99,999	306	27.8%
\$100,000 - 199,999	410	37.2%
\$200,000 - 399,999	301	27.3%
\$400,000 and above	84	7.6%

Time on Market	Units
1 to 30 days	476
31 to 60 days	199
61 to 90 days	117
91 to 120 days	70
More than 120 Days	174
Average Market Time	66

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 12/01/16 - 12/31/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	16	28	5	2	2	53
20,000 to 29,999	10	21	6	3	1	41
30,000 to 39,999	4	14	5	0	1	24
40,000 to 49,999	4	13	4	0	0	21
50,000 to 59,999	3	24	3	1	2	33
60,000 to 69,999	3	16	8	0	3	30
70,000 to 79,999	5	29	3	0	2	39
80,000 to 89,999	4	25	5	0	4	38
90,000 to 99,999	0	18	8	0	1	27
100,000 to 119,999	6	66	11	0	4	87
120,000 to 139,999	5	61	20	0	5	91
140,000 to 159,999	4	50	17	1	4	76
160,000 to 179,999	2	49	41	0	5	97
180,000 to 199,999	1	21	32	1	4	59
200,000 to 249,999	1	36	68	0	3	108
250,000 to 299,999	1	24	70	0	5	100
300,000 to 399,999	0	19	67	0	7	93
400,000 to 499,999	0	1	48	0	2	51
500,000 to 749,999	0	2	23	0	0	25
750,000 to 999,999	0	0	3	0	1	4
1,000,000 and greater	0	0	4	0	0	4
Totals	69	517	451	8	56	1101
Average List Price	\$73,800	\$135,161	\$277,976	\$65,662	\$187,337	\$191,966
Median List Price	\$55,900	\$124,000	\$244,900	\$28,700	\$159,900	\$160,000
Average Sale Price	\$69,575	\$131,268	\$270,300	\$59,438	\$185,589	\$186,594
Median Sale Price	\$50,000	\$120,000	\$239,800	\$26,250	\$159,900	\$159,000

Time on Market	# Units
1-30	476
31-60	199
61-90	117
91-120	70
greater than 120 days	174
Total Units Sold	1036
Average Market Time	66

Type of Financing	# Units
Conventional	395
Cash	313
FHA	231
VA	70
Owner	7
Other	85

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 - 12/31/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	181	381	83	22	23	690
20,000 to 29,999	109	302	50	15	24	500
30,000 to 39,999	61	295	54	13	14	437
40,000 to 49,999	37	299	44	9	18	407
50,000 to 59,999	60	270	53	7	27	417
60,000 to 69,999	50	269	54	1	43	417
70,000 to 79,999	54	316	57	3	26	456
80,000 to 89,999	60	333	63	1	34	491
90,000 to 99,999	32	347	82	6	25	492
100,000 to 119,999	59	762	135	5	47	1008
120,000 to 139,999	57	900	215	7	64	1243
140,000 to 159,999	49	712	281	7	66	1115
160,000 to 179,999	51	523	401	3	46	1024
180,000 to 199,999	51	355	371	6	59	842
200,000 to 249,999	37	545	1002	1	86	1671
250,000 to 299,999	21	235	890	2	54	1202
300,000 to 399,999	4	180	880	0	41	1105
400,000 to 499,999	0	42	485	0	12	539
500,000 to 749,999	1	25	331	0	4	361
750,000 to 999,999	0	5	75	0	2	82
1,000,000 and greater	0	3	50	0	0	53
Totals	974	7099	5656	108	715	14552
Average List Price	\$88,473	\$130,756	\$285,104	\$78,094	\$161,713	\$189,047
Median List Price	\$69,900	\$122,900	\$249,900	\$49,950	\$149,900	\$156,900
Average Sale Price	\$84,494	\$126,900	\$276,790	\$71,848	\$158,269	\$183,453
Median Sale Price	\$66,992	\$119,002	\$244,950	\$43,665	\$145,000	\$152,875

Time on Market	# Units
1-30	6189
31-60	2647
61-90	1511
91-120	1019
greater than 120 days	2470
Total Units Sold	13836
Average Market Time	71

Type of Financing	# Units
Conventional	5249
Cash	4443
FHA	3137
VA	888
Owner	73
Other	759

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 1/17/2017

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	94	4	4
20,000 to 29,999	138	6	7
30,000 to 39,999	192	3	2
40,000 to 49,999	186	4	4
50,000 to 59,999	171	8	12
60,000 to 69,999	163	5	5
70,000 to 79,999	189	8	7
80,000 to 89,999	150	0	4
90,000 to 99,999	125	1	5
100,000 to 119,999	177	5	11
120,000 to 139,999	284	3	16
140,000 to 159,999	218	2	17
160,000 to 179,999	187	3	10
180,000 to 199,999	139	2	14
200,000 to 249,999	358	1	25
250,000 to 299,999	376	2	10
300,000 to 399,999	356	2	13
400,000 to 499,999	213	0	2
500,000 to 749,999	200	1	1
750,000 to 999,999	91	0	5
1,000,000 and greater	103	0	0
Totals	4110	60	174
Average Price	\$246,780	\$103,427	\$184,751
Median Price	\$159,625	\$69,500	\$151,500

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,110	\$246,780
Condominium	174	\$184,750
Duplex	60	\$103,426
Total	4,344	\$242,315

PENDING	Listings	Average List Price
Residential	1,235	\$164,649
Condominium	61	\$260,493
Duplex	11	\$71,190
Total	1,307	\$168,335

1/17/2017