

Sales Summary

	November Total Sales			YTD Total MLS Sales		
	2016	2015	% change	2016	2015	% change
Units	1,054	790	33.4%	13,314	12,241	8.8%
Average Sales Price	\$189,379	\$173,795	9.0%	\$183,511	\$177,824	3.2%
Median Sales Price	\$155,813	\$141,200	10.3%	\$152,125	\$145,000	4.9%

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	14	17	4	0	1	36	630
\$ 20,000 - 29,999	5	14	3	2	2	26	453
\$ 30,000 - 39,999	5	20	3	0	3	31	407
\$ 40,000 - 49,999	3	16	3	0	3	25	380
\$ 50,000 - 59,999	6	23	8	2	3	42	370
\$ 60,000 - 69,999	1	22	5	0	3	31	382
\$ 70,000 - 79,999	3	19	5	1	1	29	414
\$ 80,000 - 89,999	4	26	7	0	3	40	450
\$ 90,000 - 99,999	2	24	7	0	0	33	461
\$100,000 - 119,999	5	64	9	0	5	83	912
\$120,000 - 139,999	4	67	16	0	4	91	1142
\$140,000 - 159,999	1	49	20	1	3	74	1025
\$160,000 - 179,999	4	34	32	0	6	76	919
\$180,000 - 199,999	6	25	25	1	7	64	773
\$200,000 - 249,999	2	45	67	0	4	118	1553
\$250,000 - 299,999	1	16	71	1	6	95	1093
\$300,000 - 399,999	0	12	63	0	4	79	1005
\$400,000 - 499,999	0	3	36	0	2	41	485
\$500,000 - 749,999	0	4	25	0	0	29	333
\$750,000 - 999,999	0	0	8	0	0	8	78
\$1,000,000 and over	0	0	3	0	0	3	49
Total Types	66	500	420	8	60	1,054	13,314
Average Sale Price	\$85,532	\$132,251	\$279,930	\$102,133	\$160,755	\$189,379	\$183,511
Median Sale Price	\$59,200	\$120,600	\$249,434	\$62,250	\$155,817	\$155,813	\$152,125

Price Group	Sales	% of Total
0 - \$99,999	293	27.8%
\$100,000 - 199,999	388	36.8%
\$200,000 - 399,999	292	27.7%
\$400,000 and above	81	7.7%

Time on Market	Units
1 to 30 days	444
31 to 60 days	193
61 to 90 days	108
91 to 120 days	80
More than 120 Days	178
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: 11/01/16 - 11/30/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	14	17	4	0	1	36
20,000 to 29,999	5	14	3	2	2	26
30,000 to 39,999	5	20	3	0	3	31
40,000 to 49,999	3	16	3	0	3	25
50,000 to 59,999	6	23	8	2	3	42
60,000 to 69,999	1	22	5	0	3	31
70,000 to 79,999	3	19	5	1	1	29
80,000 to 89,999	4	26	7	0	3	40
90,000 to 99,999	2	24	7	0	0	33
100,000 to 119,999	5	64	9	0	5	83
120,000 to 139,999	4	67	16	0	4	91
140,000 to 159,999	1	49	20	1	3	74
160,000 to 179,999	4	34	32	0	6	76
180,000 to 199,999	6	25	25	1	7	64
200,000 to 249,999	2	45	67	0	4	118
250,000 to 299,999	1	16	71	1	6	95
300,000 to 399,999	0	12	63	0	4	79
400,000 to 499,999	0	3	36	0	2	41
500,000 to 749,999	0	4	25	0	0	29
750,000 to 999,999	0	0	8	0	0	8
1,000,000 and greater	0	0	3	0	0	3
Totals	66	500	420	8	60	1054
Average List Price	\$85,282	\$136,903	\$287,831	\$104,712	\$163,248	\$195,068
Median List Price	\$72,500	\$125,000	\$249,950	\$62,000	\$159,700	\$159,900
Average Sale Price	\$82,532	\$132,251	\$279,930	\$102,133	\$160,755	\$189,379
Median Sale Price	\$59,200	\$120,600	\$249,434	\$62,250	\$155,817	\$155,813

Time on Market	# Units
1-30	444
31-60	193
61-90	108
91-120	80
greater than 120 days	178
Total Units Sold	1003
Average Market Time	73

Type of Financing	# Units
Conventional	391
Cash	311
FHA	244
VA	59
Owner	0
Other	48

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 - 11/30/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	164	348	77	20	21	630
20,000 to 29,999	98	276	44	12	23	453
30,000 to 39,999	57	277	48	12	13	407
40,000 to 49,999	32	282	39	9	18	380
50,000 to 59,999	56	236	47	6	25	370
60,000 to 69,999	45	252	44	1	40	382
70,000 to 79,999	49	284	54	3	24	414
80,000 to 89,999	56	306	57	1	30	450
90,000 to 99,999	32	327	72	6	24	461
100,000 to 119,999	52	688	124	5	43	912
120,000 to 139,999	52	830	194	7	59	1142
140,000 to 159,999	45	652	260	6	62	1025
160,000 to 179,999	49	468	359	3	40	919
180,000 to 199,999	49	328	336	5	55	773
200,000 to 249,999	36	508	925	1	83	1553
250,000 to 299,999	20	210	812	2	49	1093
300,000 to 399,999	4	160	807	0	34	1005
400,000 to 499,999	0	40	435	0	10	485
500,000 to 749,999	1	22	306	0	4	333
750,000 to 999,999	0	5	72	0	1	78
1,000,000 and greater	0	3	46	0	0	49
Totals	897	6502	5158	99	658	13314
Average List Price	\$89,677	\$130,507	\$286,210	\$79,539	\$159,505	\$189,132
Median List Price	\$70,000	\$122,925	\$249,900	\$54,000	\$149,250	\$156,000
Average Sale Price	\$85,739	\$126,662	\$277,812	\$73,253	\$155,919	\$183,511
Median Sale Price	\$69,900	\$119,000	\$245,000	\$43,665	\$145,000	\$152,125

Time on Market	# Units
1-30	5655
31-60	2428
61-90	1374
91-120	939
greater than 120 days	2275
Total Units Sold	12671
Average Market Time	72

Type of Financing	# Units
Conventional	4819
Cash	4089
FHA	2874
VA	810
Owner	51
Other	668

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 12/15/2016

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	105	5	1
20,000 to 29,999	158	8	5
30,000 to 39,999	196	8	4
40,000 to 49,999	207	6	4
50,000 to 59,999	203	8	13
60,000 to 69,999	184	5	6
70,000 to 79,999	184	8	11
80,000 to 89,999	167	0	5
90,000 to 99,999	136	7	6
100,000 to 119,999	191	5	13
120,000 to 139,999	294	3	12
140,000 to 159,999	241	3	16
160,000 to 179,999	219	1	11
180,000 to 199,999	143	2	13
200,000 to 249,999	383	2	25
250,000 to 299,999	404	2	9
300,000 to 399,999	393	2	11
400,000 to 499,999	221	0	2
500,000 to 749,999	221	0	2
750,000 to 999,999	99	1	5
1,000,000 and greater	115	0	1
Totals	4464	76	175
Average Price	\$248,445	\$95,375	\$190,157
Median Price	\$159,000	\$65,000	\$149,500

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,464	\$248,444
Condominium	175	\$190,156
Duplex	76	\$95,374
Total	4,715	\$243,813

PENDING	Listings	Average List Price
Residential	1,493	\$169,610
Condominium	76	\$247,241
Duplex	8	\$80,912
Total	1,578	\$172,982

12/15/2016