

Sales Summary

	October Total Sales			YTD Total MLS Sales		
	2016	2015	% change	2016	2015	% change
Units	1,137	1,015	12.0%	12,207	11,394	7.1%
Average Sales Price	\$188,065	\$175,007	7.5%	\$183,210	\$178,282	2.8%
Median Sales Price	\$155,000	\$134,900	14.9%	\$152,000	\$145,000	4.8%

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	9	28	9	2	1	49	589
\$ 20,000 - 29,999	4	19	1	0	2	26	427
\$ 30,000 - 39,999	4	24	2	0	4	34	372
\$ 40,000 - 49,999	2	20	6	0	1	29	353
\$ 50,000 - 59,999	5	21	5	2	0	33	326
\$ 60,000 - 69,999	3	22	5	0	2	32	351
\$ 70,000 - 79,999	6	26	4	0	1	37	383
\$ 80,000 - 89,999	6	26	7	0	2	41	406
\$ 90,000 - 99,999	3	30	9	0	3	45	426
\$100,000 - 119,999	4	59	11	2	5	81	824
\$120,000 - 139,999	5	74	12	0	4	95	1048
\$140,000 - 159,999	4	50	15	1	11	81	946
\$160,000 - 179,999	3	44	30	0	2	79	841
\$180,000 - 199,999	3	33	34	0	3	73	704
\$200,000 - 249,999	3	40	83	0	8	134	1427
\$250,000 - 299,999	3	12	73	0	4	92	997
\$300,000 - 399,999	0	15	71	0	3	89	924
\$400,000 - 499,999	0	3	37	0	1	41	443
\$500,000 - 749,999	0	1	32	0	0	33	304
\$750,000 - 999,999	0	1	7	0	0	8	70
\$1,000,000 and over	0	0	5	0	0	5	46
Total Types	67	548	458	7	57	1,137	12,207
Average Sale Price	\$94,230	\$125,678	\$282,219	\$69,307	\$156,204	\$188,065	\$183,210
Median Sale Price	\$80,000	\$119,450	\$245,210	\$50,000	\$147,900	\$155,000	\$152,000

Price Group	Sales	% of Total
0 - \$99,999	326	28.7%
\$100,000 - 199,999	409	36.0%
\$200,000 - 399,999	315	27.7%
\$400,000 and above	87	7.7%

Time on Market	Units
1 to 30 days	503
31 to 60 days	202
61 to 90 days	133
91 to 120 days	86
More than 120 Days	164
Average Market Time	68

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 10/01/16 - 10/31/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	9	28	9	2	1	49
20,000 to 29,999	4	19	1	0	2	26
30,000 to 39,999	4	24	2	0	4	34
40,000 to 49,999	2	20	6	0	1	29
50,000 to 59,999	5	21	5	2	0	33
60,000 to 69,999	3	22	5	0	2	32
70,000 to 79,999	6	26	4	0	1	37
80,000 to 89,999	6	26	7	0	2	41
90,000 to 99,999	3	30	9	0	3	45
100,000 to 119,999	4	59	11	2	5	81
120,000 to 139,999	5	74	12	0	4	95
140,000 to 159,999	4	50	15	1	11	81
160,000 to 179,999	3	44	30	0	2	79
180,000 to 199,999	3	33	34	0	3	73
200,000 to 249,999	3	40	83	0	8	134
250,000 to 299,999	3	12	73	0	4	92
300,000 to 399,999	0	15	71	0	3	89
400,000 to 499,999	0	3	37	0	1	41
500,000 to 749,999	0	1	32	0	0	33
750,000 to 999,999	0	1	7	0	0	8
1,000,000 and greater	0	0	5	0	0	5
Totals	67	548	458	7	57	1137
Average List Price	\$97,709	\$129,000	\$292,058	\$78,471	\$160,922	\$194,127
Median List Price	\$85,000	\$123,900	\$250,000	\$65,000	\$149,900	\$159,900
Average Sale Price	\$94,230	\$125,678	\$282,219	\$69,307	\$156,204	\$188,065
Median Sale Price	\$80,000	\$119,450	\$245,210	\$50,000	\$147,900	\$155,000

Time on Market	# Units
1-30	503
31-60	202
61-90	133
91-120	86
greater than 120 days	164
Total Units Sold	1088
Average Market Time	68

Type of Financing	# Units
Conventional	422
Cash	344
FHA	227
VA	66
Owner	1
Other	77

Residential Home Sales Report

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Real Estate Trend Indicator

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State: Tennessee

Date Range: 01/01/16 - 10/31/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	151	326	72	20	20	589
20,000 to 29,999	93	261	42	10	21	427
30,000 to 39,999	52	254	45	11	10	372
40,000 to 49,999	29	264	36	9	15	353
50,000 to 59,999	50	211	39	4	22	326
60,000 to 69,999	44	230	39	1	37	351
70,000 to 79,999	46	264	48	2	23	383
80,000 to 89,999	52	276	50	1	27	406
90,000 to 99,999	29	302	65	6	24	426
100,000 to 119,999	47	620	114	5	38	824
120,000 to 139,999	48	761	177	7	55	1048
140,000 to 159,999	44	600	238	5	59	946
160,000 to 179,999	45	433	326	3	34	841
180,000 to 199,999	43	301	308	4	48	704
200,000 to 249,999	34	459	854	1	79	1427
250,000 to 299,999	19	194	740	1	43	997
300,000 to 399,999	4	148	742	0	30	924
400,000 to 499,999	0	37	398	0	8	443
500,000 to 749,999	1	18	281	0	4	304
750,000 to 999,999	0	5	64	0	1	70
1,000,000 and greater	0	3	43	0	0	46
Totals	831	5967	4721	90	598	12207
Average List Price	\$89,930	\$130,132	\$286,304	\$77,741	\$159,130	\$188,828
Median List Price	\$70,000	\$122,500	\$249,900	\$49,950	\$149,000	\$155,900
Average Sale Price	\$85,900	\$126,358	\$277,852	\$71,105	\$155,434	\$183,210
Median Sale Price	\$69,900	\$119,000	\$245,000	\$43,665	\$145,000	\$152,000

Time on Market	# Units
1-30	5186
31-60	2221
61-90	1264
91-120	856
greater than 120 days	2089
Total Units Sold	11616
Average Market Time	71

Type of Financing	# Units
Conventional	4412
Cash	3762
FHA	2616
VA	747
Owner	51
Other	617

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 11/15/2016

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	140	6	5
20,000 to 29,999	167	9	5
30,000 to 39,999	207	9	2
40,000 to 49,999	201	6	4
50,000 to 59,999	200	7	17
60,000 to 69,999	198	5	7
70,000 to 79,999	195	9	14
80,000 to 89,999	174	0	7
90,000 to 99,999	153	7	5
100,000 to 119,999	236	5	15
120,000 to 139,999	331	3	17
140,000 to 159,999	261	2	16
160,000 to 179,999	262	1	13
180,000 to 199,999	189	4	13
200,000 to 249,999	410	1	24
250,000 to 299,999	449	1	17
300,000 to 399,999	441	1	13
400,000 to 499,999	251	0	3
500,000 to 749,999	258	0	1
750,000 to 999,999	109	1	5
1,000,000 and greater	122	0	1
Totals	4954	77	204
Average Price	\$248,835	\$88,766	\$184,498
Median Price	\$162,450	\$65,000	\$148,500

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,954	\$248,835
Condominium	204	\$184,498
Duplex	77	\$88,766
Total	5,235	\$243,973

PENDING	Listings	Average List Price
Residential	1,570	\$175,310
Condominium	98	\$234,765
Duplex	7	\$59,414
Total	1,675	\$178,304

11/15/2016