

Sales Summary

	October Total Sales			YTD Total MLS Sales		
	2017	2016	% change	2017	2016	% change
Units	1,154	1,137	1.5%	12,640	12,207	3.5%
Average Sales Price	\$195,871	\$188,065	4.2%	\$195,209	\$183,210	6.5%
Median Sales Price	\$161,250	\$155,000	4.0%	\$162,500	\$152,000	6.9%

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	11	21	2	2	1	37	429
\$ 20,000 - 29,999	12	13	1	1	1	28	376
\$ 30,000 - 39,999	6	21	5	2	1	35	340
\$ 40,000 - 49,999	5	21	3	0	2	31	307
\$ 50,000 - 59,999	3	27	4	1	1	36	322
\$ 60,000 - 69,999	6	16	3	6	2	33	366
\$ 70,000 - 79,999	7	30	3	0	1	41	402
\$ 80,000 - 89,999	4	21	7	0	1	33	418
\$ 90,000 - 99,999	6	24	4	0	3	37	383
\$100,000 - 119,999	9	51	8	0	2	70	871
\$120,000 - 139,999	4	71	16	0	5	96	1031
\$140,000 - 159,999	3	76	14	0	2	95	953
\$160,000 - 179,999	5	44	24	2	4	79	912
\$180,000 - 199,999	3	29	39	0	2	73	733
\$200,000 - 249,999	2	53	68	0	3	126	1511
\$250,000 - 299,999	2	32	71	0	5	110	1163
\$300,000 - 399,999	1	21	71	0	1	94	1068
\$400,000 - 499,999	0	9	44	0	1	54	530
\$500,000 - 749,999	0	1	27	0	1	29	390
\$750,000 - 999,999	0	0	12	0	0	12	99
\$1,000,000 and over	1	0	4	0	0	5	36
Total Types	90	581	430	14	39	1,154	12,640
Average Sale Price	\$95,544	\$142,009	\$296,793	\$63,071	\$164,727	\$195,871	\$195,209
Median Sale Price	\$72,375	\$133,900	\$258,950	\$61,000	\$137,500	\$161,250	\$162,500

Price Group	Sales	% of Total
0 - \$99,999	311	26.9%
\$100,000 - 199,999	413	35.8%
\$200,000 - 399,999	330	28.6%
\$400,000 and above	100	8.7%

Time on Market	Units
1 to 30 days	542
31 to 60 days	214
61 to 90 days	122
91 to 120 days	66
More than 120 Days	149
Average Market Time	60

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 10/01/17 - 10/31/17

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	11	21	2	2	1	37
20,000 to 29,999	12	13	1	1	1	28
30,000 to 39,999	6	21	5	2	1	35
40,000 to 49,999	5	21	3	0	2	31
50,000 to 59,999	3	27	4	1	1	36
60,000 to 69,999	6	16	3	6	2	33
70,000 to 79,999	7	30	3	0	1	41
80,000 to 89,999	4	21	7	0	1	33
90,000 to 99,999	6	24	4	0	3	37
100,000 to 119,999	9	51	8	0	2	70
120,000 to 139,999	4	71	16	0	5	96
140,000 to 159,999	3	76	14	0	2	95
160,000 to 179,999	5	44	24	2	4	79
180,000 to 199,999	3	29	39	0	2	73
200,000 to 249,999	2	53	68	0	3	126
250,000 to 299,999	2	32	71	0	5	110
300,000 to 399,999	1	21	71	0	1	94
400,000 to 499,999	0	9	44	0	1	54
500,000 to 749,999	0	1	27	0	1	29
750,000 to 999,999	0	0	12	0	0	12
1,000,000 and greater	1	0	4	0	0	5
Totals	90	581	430	14	39	1154
Average List Price	\$101,491	\$146,513	\$304,756	\$67,343	\$170,128	\$201,803
Median List Price	\$72,500	\$135,000	\$264,250	\$65,000	\$145,000	\$164,950
Average Sale Price	\$95,544	\$142,009	\$296,793	\$63,071	\$164,727	\$195,871
Median Sale Price	\$72,375	\$133,900	\$258,950	\$61,000	\$137,500	\$161,250

Time on Market	# Units
1-30	542
31-60	214
61-90	122
91-120	66
greater than 120 days	149
Total Units Sold	1093
Average Market Time	60

Type of Financing	# Units
Conventional	457
Cash	319
FHA	215
VA	87
Owner	9
Other	67

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 - 10/31/17

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	131	232	41	15	10	429
20,000 to 29,999	85	225	35	21	10	376
30,000 to 39,999	64	222	36	11	7	340
40,000 to 49,999	49	202	38	4	14	307
50,000 to 59,999	37	214	39	7	25	322
60,000 to 69,999	55	243	37	12	19	366
70,000 to 79,999	64	263	43	3	29	402
80,000 to 89,999	40	294	55	2	27	418
90,000 to 99,999	39	270	62	1	11	383
100,000 to 119,999	58	640	118	11	44	871
120,000 to 139,999	51	769	143	13	55	1031
140,000 to 159,999	32	667	208	2	44	953
160,000 to 179,999	33	531	299	5	44	912
180,000 to 199,999	45	303	355	4	26	733
200,000 to 249,999	42	574	824	5	66	1511
250,000 to 299,999	17	293	806	3	44	1163
300,000 to 399,999	5	194	841	1	27	1068
400,000 to 499,999	1	49	471	0	9	530
500,000 to 749,999	3	18	360	1	8	390
750,000 to 999,999	0	3	93	0	3	99
1,000,000 and greater	1	2	33	0	0	36
Totals	852	6208	4937	121	522	12640
Average List Price	\$94,606	\$140,579	\$299,239	\$85,063	\$171,388	\$200,191
Median List Price	\$75,000	\$129,900	\$259,950	\$59,000	\$148,750	\$165,000
Average Sale Price	\$89,679	\$136,830	\$292,509	\$86,445	\$166,699	\$195,209
Median Sale Price	\$70,000	\$127,500	\$257,000	\$61,000	\$144,500	\$162,500

Time on Market	# Units
1-30	6268
31-60	2195
61-90	1129
91-120	720
greater than 120 days	1606
Total Units Sold	11918
Average Market Time	58

Type of Financing	# Units
Conventional	4924
Cash	3744
FHA	2482
VA	831
Owner	31
Other	626

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 11/15/2017

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	102	2	1
20,000 to 29,999	107	10	8
30,000 to 39,999	223	7	7
40,000 to 49,999	154	6	6
50,000 to 59,999	175	7	4
60,000 to 69,999	200	10	5
70,000 to 79,999	163	9	7
80,000 to 89,999	122	2	4
90,000 to 99,999	119	3	8
100,000 to 119,999	175	4	13
120,000 to 139,999	245	1	20
140,000 to 159,999	177	1	13
160,000 to 179,999	173	3	14
180,000 to 199,999	147	2	13
200,000 to 249,999	361	0	22
250,000 to 299,999	419	4	16
300,000 to 399,999	462	0	11
400,000 to 499,999	267	1	4
500,000 to 749,999	267	0	7
750,000 to 999,999	118	0	2
1,000,000 and greater	105	0	0
Totals	4281	72	185
Average Price	\$263,516	\$85,519	\$187,447
Median Price	\$180,000	\$64,500	\$154,900

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,281	\$263,515
Condominium	185	\$187,446
Duplex	72	\$85,518
Total	4,538	\$257,590

PENDING	Listings	Average List Price
Residential	1,502	\$182,035
Condominium	51	\$166,542
Duplex	16	\$64,168
Total	1,569	\$180,329

11/15/2017