

Sales Summary

	September Total Sales			YTD Total MLS Sales		
	2016	2015	% change	2016	2015	% change
Units	1,199	1,116	7.4%	10,987	10,305	6.6%
Average Sales Price	\$183,461	\$178,795	2.6%	\$182,604	\$178,530	2.3%
Median Sales Price	\$154,900	\$144,450	7.2%	\$151,500	\$146,000	3.8%

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	11	23	5	1	0	40	538
\$ 20,000 - 29,999	12	30	4	0	1	47	398
\$ 30,000 - 39,999	7	19	6	0	0	32	334
\$ 40,000 - 49,999	2	23	3	1	3	32	322
\$ 50,000 - 59,999	4	12	6	0	3	25	292
\$ 60,000 - 69,999	1	20	2	0	5	28	318
\$ 70,000 - 79,999	6	21	4	0	3	34	343
\$ 80,000 - 89,999	5	25	10	0	2	42	362
\$ 90,000 - 99,999	3	37	5	0	1	46	378
\$100,000 - 119,999	4	80	8	1	4	97	741
\$120,000 - 139,999	8	83	10	1	4	106	948
\$140,000 - 159,999	7	73	26	0	7	113	860
\$160,000 - 179,999	3	53	21	2	4	83	750
\$180,000 - 199,999	5	23	27	0	6	61	623
\$200,000 - 249,999	4	49	76	0	10	139	1287
\$250,000 - 299,999	2	24	86	0	4	116	895
\$300,000 - 399,999	1	12	69	0	1	83	830
\$400,000 - 499,999	0	4	33	0	1	38	396
\$500,000 - 749,999	0	2	24	0	0	26	269
\$750,000 - 999,999	0	0	7	0	1	8	62
\$1,000,000 and over	0	0	3	0	0	3	41
Total Types	85	613	435	6	60	1,199	10,987
Average Sale Price	\$93,297	\$131,130	\$278,483	\$104,783	\$164,803	\$183,461	\$182,604
Median Sale Price	\$79,000	\$125,000	\$250,000	\$117,850	\$155,450	\$154,900	\$151,500

Price Group	Sales	% of Total
0 - \$99,999	326	27.2%
\$100,000 - 199,999	460	38.4%
\$200,000 - 399,999	338	28.2%
\$400,000 and above	75	6.3%

Time on Market	Units
1 to 30 days	523
31 to 60 days	255
61 to 90 days	128
91 to 120 days	81
More than 120 Days	158
Average Market Time	65

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 09/01/16 - 09/30/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	11	23	5	1	0	40
20,000 to 29,999	12	30	4	0	1	47
30,000 to 39,999	7	19	6	0	0	32
40,000 to 49,999	2	23	3	1	3	32
50,000 to 59,999	4	12	6	0	3	25
60,000 to 69,999	1	20	2	0	5	28
70,000 to 79,999	6	21	4	0	3	34
80,000 to 89,999	5	25	10	0	2	42
90,000 to 99,999	3	37	5	0	1	46
100,000 to 119,999	4	80	8	1	4	97
120,000 to 139,999	8	83	10	1	4	106
140,000 to 159,999	7	73	26	0	7	113
160,000 to 179,999	3	53	21	2	4	83
180,000 to 199,999	5	23	27	0	6	61
200,000 to 249,999	4	49	76	0	10	139
250,000 to 299,999	2	24	86	0	4	116
300,000 to 399,999	1	12	69	0	1	83
400,000 to 499,999	0	4	33	0	1	38
500,000 to 749,999	0	2	24	0	0	26
750,000 to 999,999	0	0	7	0	1	8
1,000,000 and greater	0	0	3	0	0	3
Totals	85	613	435	6	60	1199
Average List Price	\$99,038	\$135,130	\$287,649	\$108,150	\$167,058	\$189,368
Median List Price	\$85,000	\$125,000	\$255,000	\$114,950	\$158,575	\$158,000
Average Sale Price	\$93,297	\$131,130	\$278,483	\$104,783	\$164,803	\$183,461
Median Sale Price	\$79,000	\$125,000	\$250,000	\$117,850	\$155,450	\$154,900

Time on Market	# Units
1-30	523
31-60	255
61-90	128
91-120	81
greater than 120 days	158
Total Units Sold	1145
Average Market Time	65

Type of Financing	# Units
Conventional	455
Cash	348
FHA	266
VA	72
Owner	6
Other	51

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 - 09/30/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	141	297	63	18	19	538
20,000 to 29,999	89	239	41	10	19	398
30,000 to 39,999	48	228	41	11	6	334
40,000 to 49,999	27	243	29	9	14	322
50,000 to 59,999	45	189	34	2	22	292
60,000 to 69,999	41	207	34	1	35	318
70,000 to 79,999	40	236	44	2	21	343
80,000 to 89,999	46	247	43	1	25	362
90,000 to 99,999	26	269	56	6	21	378
100,000 to 119,999	43	558	104	3	33	741
120,000 to 139,999	43	683	165	7	50	948
140,000 to 159,999	40	547	221	4	48	860
160,000 to 179,999	41	384	291	3	31	750
180,000 to 199,999	39	264	273	4	43	623
200,000 to 249,999	30	419	766	1	71	1287
250,000 to 299,999	16	180	659	1	39	895
300,000 to 399,999	4	133	666	0	27	830
400,000 to 499,999	0	34	355	0	7	396
500,000 to 749,999	1	17	247	0	4	269
750,000 to 999,999	0	4	57	0	1	62
1,000,000 and greater	0	3	38	0	0	41
Totals	760	5381	4227	83	536	10987
Average List Price	\$88,881	\$130,307	\$285,625	\$77,680	\$159,043	\$188,201
Median List Price	\$69,900	\$122,500	\$249,900	\$49,900	\$147,200	\$155,000
Average Sale Price	\$84,836	\$126,491	\$277,251	\$71,227	\$155,404	\$182,604
Median Sale Price	\$66,242	\$119,000	\$245,000	\$43,000	\$141,525	\$151,500

Time on Market	# Units
1-30	4651
31-60	2005
61-90	1116
91-120	767
greater than 120 days	1916
Total Units Sold	10455
Average Market Time	72

Type of Financing	# Units
Conventional	3967
Cash	3397
FHA	2365
VA	677
Owner	49
Other	530

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 10/17/2016

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	145	5	2
20,000 to 29,999	177	9	8
30,000 to 39,999	209	8	4
40,000 to 49,999	184	8	4
50,000 to 59,999	208	4	14
60,000 to 69,999	181	7	11
70,000 to 79,999	181	8	13
80,000 to 89,999	188	0	10
90,000 to 99,999	167	7	5
100,000 to 119,999	246	4	12
120,000 to 139,999	332	4	18
140,000 to 159,999	260	1	18
160,000 to 179,999	267	1	15
180,000 to 199,999	199	3	17
200,000 to 249,999	443	2	29
250,000 to 299,999	432	2	26
300,000 to 399,999	493	1	14
400,000 to 499,999	269	0	3
500,000 to 749,999	279	0	0
750,000 to 999,999	120	1	2
1,000,000 and greater	118	0	1
Totals	5098	75	226
Average Price	\$251,430	\$92,312	\$174,968
Median Price	\$165,000	\$65,000	\$156,450

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	5,098	\$251,430
Condominium	226	\$174,967
Duplex	75	\$92,311
Total	5,399	\$246,018

PENDING	Listings	Average List Price
Residential	1,587	\$172,151
Condominium	104	\$218,901
Duplex	7	\$56,271
Total	1,698	\$174,537

10/17/2016