

Sales Summary

	August Total Sales			YTD Total MLS Sales		
	2016	2015	% change	2016	2015	% change
Units	1,365	1,202	13.6%	9,736	9,119	6.8%
Average Sales Price	\$195,421	\$186,467	4.8%	\$182,762	\$178,503	2.4%
Median Sales Price	\$164,900	\$157,900	4.4%	\$151,100	\$146,000	3.5%

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	38	9	2	1	64	497
\$ 20,000 - 29,999	9	26	9	2	2	48	346
\$ 30,000 - 39,999	4	34	3	0	1	42	302
\$ 40,000 - 49,999	6	26	1	1	2	36	289
\$ 50,000 - 59,999	3	26	8	1	1	39	265
\$ 60,000 - 69,999	3	24	4	0	7	38	285
\$ 70,000 - 79,999	4	30	1	0	5	40	305
\$ 80,000 - 89,999	7	29	1	0	7	44	320
\$ 90,000 - 99,999	1	34	2	0	1	38	330
\$100,000 - 119,999	3	54	8	0	3	68	644
\$120,000 - 139,999	5	80	14	2	8	109	834
\$140,000 - 159,999	4	53	28	1	4	90	743
\$160,000 - 179,999	4	45	40	0	3	92	657
\$180,000 - 199,999	7	33	37	0	5	82	557
\$200,000 - 249,999	7	51	124	0	7	189	1147
\$250,000 - 299,999	1	26	91	0	7	125	778
\$300,000 - 399,999	0	16	95	0	5	116	744
\$400,000 - 499,999	0	4	45	0	0	49	358
\$500,000 - 749,999	0	2	37	0	0	39	243
\$750,000 - 999,999	0	2	6	0	0	8	54
\$1,000,000 and over	0	0	9	0	0	9	38
Total Types	82	633	572	9	69	1,365	9,736
Average Sale Price	\$91,489	\$128,248	\$291,990	\$66,478	\$151,446	\$195,421	\$182,762
Median Sale Price	\$74,500	\$118,000	\$249,676	\$47,500	\$133,000	\$164,900	\$151,100

Price Group	Sales	% of Total
0 - \$99,999	389	28.5%
\$100,000 - 199,999	441	32.3%
\$200,000 - 399,999	430	31.5%
\$400,000 and above	105	7.7%

Time on Market	Units
1 to 30 days	630
31 to 60 days	251
61 to 90 days	125
91 to 120 days	89
More than 120 Days	191
Average Market Time	63

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 08/01/16 - 08/31/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	14	38	9	2	1	64
20,000 to 29,999	9	26	9	2	2	48
30,000 to 39,999	4	34	3	0	1	42
40,000 to 49,999	6	26	1	1	2	36
50,000 to 59,999	3	26	8	1	1	39
60,000 to 69,999	3	24	4	0	7	38
70,000 to 79,999	4	30	1	0	5	40
80,000 to 89,999	7	29	1	0	7	44
90,000 to 99,999	1	34	2	0	1	38
100,000 to 119,999	3	54	8	0	3	68
120,000 to 139,999	5	80	14	2	8	109
140,000 to 159,999	4	53	28	1	4	90
160,000 to 179,999	4	45	40	0	3	92
180,000 to 199,999	7	33	37	0	5	82
200,000 to 249,999	7	51	124	0	7	189
250,000 to 299,999	1	26	91	0	7	125
300,000 to 399,999	0	16	95	0	5	116
400,000 to 499,999	0	4	45	0	0	49
500,000 to 749,999	0	2	37	0	0	39
750,000 to 999,999	0	2	6	0	0	8
1,000,000 and greater	0	0	9	0	0	9
Totals	82	633	572	9	69	1365
Average List Price	\$95,473	\$131,432	\$300,841	\$70,689	\$154,360	\$201,021
Median List Price	\$79,000	\$121,500	\$250,000	\$55,000	\$132,900	\$169,000
Average Sale Price	\$91,489	\$128,248	\$291,990	\$66,478	\$151,446	\$195,421
Median Sale Price	\$74,500	\$118,000	\$249,676	\$47,500	\$133,000	\$164,900

Time on Market	# Units
1-30	630
31-60	251
61-90	125
91-120	89
greater than 120 days	191
Total Units Sold	1286
Average Market Time	63

Type of Financing	# Units
Conventional	484
Cash	431
FHA	292
VA	71
Owner	15
Other	71

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 - 08/31/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	130	273	58	17	19	497
20,000 to 29,999	77	204	37	10	18	346
30,000 to 39,999	41	209	35	11	6	302
40,000 to 49,999	25	220	25	8	11	289
50,000 to 59,999	42	175	27	2	19	265
60,000 to 69,999	39	183	32	1	30	285
70,000 to 79,999	32	213	40	2	18	305
80,000 to 89,999	41	222	33	1	23	320
90,000 to 99,999	23	230	51	6	20	330
100,000 to 119,999	39	478	96	2	29	644
120,000 to 139,999	35	594	153	6	46	834
140,000 to 159,999	33	470	195	4	41	743
160,000 to 179,999	38	329	262	1	27	657
180,000 to 199,999	34	239	243	4	37	557
200,000 to 249,999	25	370	690	1	61	1147
250,000 to 299,999	14	156	572	1	35	778
300,000 to 399,999	3	120	595	0	26	744
400,000 to 499,999	0	30	322	0	6	358
500,000 to 749,999	1	15	223	0	4	243
750,000 to 999,999	0	4	50	0	0	54
1,000,000 and greater	0	3	35	0	0	38
Totals	672	4737	3774	77	476	9736
Average List Price	\$87,406	\$129,830	\$285,939	\$75,305	\$158,006	\$188,361
Median List Price	\$69,700	\$120,000	\$249,900	\$49,900	\$142,450	\$155,000
Average Sale Price	\$83,570	\$126,027	\$277,564	\$68,612	\$154,221	\$182,762
Median Sale Price	\$65,000	\$118,000	\$244,950	\$41,000	\$138,500	\$151,100

Time on Market	# Units
1-30	4101
31-60	1737
61-90	984
91-120	685
greater than 120 days	1753
Total Units Sold	9260
Average Market Time	73

Type of Financing	# Units
Conventional	3499
Cash	3029
FHA	2087
VA	602
Owner	43
Other	475

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 9/15/2016

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	142	3	1
20,000 to 29,999	188	11	2
30,000 to 39,999	211	8	3
40,000 to 49,999	205	8	7
50,000 to 59,999	208	5	9
60,000 to 69,999	177	7	13
70,000 to 79,999	196	9	12
80,000 to 89,999	183	0	7
90,000 to 99,999	164	7	8
100,000 to 119,999	254	5	12
120,000 to 139,999	346	2	16
140,000 to 159,999	271	0	21
160,000 to 179,999	248	0	22
180,000 to 199,999	234	3	16
200,000 to 249,999	441	4	36
250,000 to 299,999	430	2	18
300,000 to 399,999	503	1	13
400,000 to 499,999	280	0	6
500,000 to 749,999	277	0	1
750,000 to 999,999	118	1	2
1,000,000 and greater	126	0	1
Totals	5202	76	226
Average Price	\$251,383	\$93,145	\$183,325
Median Price	\$165,000	\$65,000	\$163,900

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	5,202	\$251,382
Condominium	226	\$183,324
Duplex	76	\$93,145
Total	5,504	\$246,403

PENDING	Listings	Average List Price
Residential	1,602	\$172,891
Condominium	113	\$212,464
Duplex	7	\$44,971
Total	1,722	\$174,968

9/15/2016