

Sales Summary

	July Total Sales			YTD Total MLS Sales		
	2016	2015	% change	2016	2015	% change
Units	1,244	1,292	-3.7%	8,285	7,845	5.6%
Average Sales Price	\$200,364	\$189,725	5.6%	\$180,920	\$177,546	1.9%
Median Sales Price	\$161,900	\$154,000	5.1%	\$150,000	\$145,000	3.4%

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	13	25	5	0	2	45	431
\$ 20,000 - 29,999	10	21	1	1	2	35	294
\$ 30,000 - 39,999	6	15	5	0	0	26	251
\$ 40,000 - 49,999	2	27	0	4	0	33	246
\$ 50,000 - 59,999	3	23	1	0	4	31	224
\$ 60,000 - 69,999	7	17	3	0	3	30	243
\$ 70,000 - 79,999	1	18	2	0	2	23	262
\$ 80,000 - 89,999	8	28	5	0	1	42	275
\$ 90,000 - 99,999	3	24	10	0	3	40	287
\$100,000 - 119,999	8	58	12	1	6	85	572
\$120,000 - 139,999	3	80	20	1	3	107	718
\$140,000 - 159,999	7	68	28	0	5	108	648
\$160,000 - 179,999	7	50	37	0	4	98	558
\$180,000 - 199,999	3	30	25	0	2	60	473
\$200,000 - 249,999	4	52	78	0	8	142	953
\$250,000 - 299,999	0	18	84	0	2	104	648
\$300,000 - 399,999	1	17	89	0	4	111	620
\$400,000 - 499,999	0	3	63	0	2	68	305
\$500,000 - 749,999	1	3	44	0	0	48	202
\$750,000 - 999,999	0	0	4	0	0	4	46
\$1,000,000 and over	0	1	3	0	0	4	29
Total Types	87	578	519	7	53	1,244	8,285
Average Sale Price	\$95,292	\$134,927	\$304,725	\$64,356	\$159,349	\$200,364	\$180,920
Median Sale Price	\$84,000	\$126,750	\$269,900	\$43,665	\$143,950	\$161,900	\$150,000

Price Group	Sales	% of Total
0 - \$99,999	305	24.5%
\$100,000 - 199,999	458	36.8%
\$200,000 - 399,999	357	28.7%
\$400,000 and above	124	10.0%

Time on Market	Units
1 to 30 days	575
31 to 60 days	248
61 to 90 days	111
91 to 120 days	88
More than 120 Days	170
Average Market Time	

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 07/01/16 - 07/31/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	13	25	5	0	2	45
20,000 to 29,999	10	21	1	1	2	35
30,000 to 39,999	6	15	5	0	0	26
40,000 to 49,999	2	27	0	4	0	33
50,000 to 59,999	3	23	1	0	4	31
60,000 to 69,999	7	17	3	0	3	30
70,000 to 79,999	1	18	2	0	2	23
80,000 to 89,999	8	28	5	0	1	42
90,000 to 99,999	3	24	10	0	3	40
100,000 to 119,999	8	58	12	1	6	85
120,000 to 139,999	3	80	20	1	3	107
140,000 to 159,999	7	68	28	0	5	108
160,000 to 179,999	7	50	37	0	4	98
180,000 to 199,999	3	30	25	0	2	60
200,000 to 249,999	4	52	78	0	8	142
250,000 to 299,999	0	18	84	0	2	104
300,000 to 399,999	1	17	89	0	4	111
400,000 to 499,999	0	3	63	0	2	68
500,000 to 749,999	1	3	44	0	0	48
750,000 to 999,999	0	0	4	0	0	4
1,000,000 and greater	0	1	3	0	0	4
Totals	87	578	519	7	53	1244
Average List Price	\$98,973	\$138,758	\$304,725	\$70,171	\$162,562	\$205,846
Median List Price	\$85,900	\$129,900	\$269,900	\$49,900	\$150,000	\$165,000
Average Sale Price	\$95,292	\$134,927	\$296,877	\$64,356	\$159,349	\$200,364
Median Sale Price	\$84,000	\$126,750	\$265,000	\$43,665	\$143,950	\$161,900

Time on Market	# Units
1-30	575
31-60	248
61-90	111
91-120	88
greater than 120 days	170
Total Units Sold	1192
Average Market Time	66

Type of Financing	# Units
Conventional	483
Cash	366
FHA	255
VA	92
Owner	1
Other	47

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 - 07/31/16

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	116	234	48	15	18	431
20,000 to 29,999	65	177	28	8	16	294
30,000 to 39,999	37	168	30	11	5	251
40,000 to 49,999	19	189	22	7	9	246
50,000 to 59,999	39	147	19	1	18	224
60,000 to 69,999	36	156	27	1	23	243
70,000 to 79,999	28	180	39	2	13	262
80,000 to 89,999	34	192	32	1	16	275
90,000 to 99,999	22	192	48	6	19	287
100,000 to 119,999	36	421	87	2	26	572
120,000 to 139,999	30	508	138	4	38	718
140,000 to 159,999	29	412	167	3	37	648
160,000 to 179,999	34	281	220	1	22	558
180,000 to 199,999	27	206	205	4	31	473
200,000 to 249,999	19	317	562	1	54	953
250,000 to 299,999	13	130	476	1	28	648
300,000 to 399,999	3	103	493	0	21	620
400,000 to 499,999	0	25	274	0	6	305
500,000 to 749,999	1	13	184	0	4	202
750,000 to 999,999	0	2	44	0	0	46
1,000,000 and greater	0	3	26	0	0	29
Totals	588	4056	3169	68	404	8285
Average List Price	\$86,768	\$129,822	\$283,531	\$75,916	\$158,457	\$186,514
Median List Price	\$69,038	\$121,700	\$249,000	\$47,450	\$143,900	\$154,500
Average Sale Price	\$82,978	\$125,943	\$275,229	\$68,895	\$154,501	\$180,920
Median Sale Price	\$65,000	\$118,122	\$242,500	\$39,250	\$140,500	\$150,000

Time on Market	# Units
1-30	3437
31-60	1471
61-90	852
91-120	592
greater than 120 days	1540
Total Units Sold	7892
Average Market Time	75

Type of Financing	# Units
Conventional	2995
Cash	2561
FHA	1776
VA	526
Owner	28
Other	399

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 8/15/2016

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	151	3	3
20,000 to 29,999	213	12	2
30,000 to 39,999	217	4	4
40,000 to 49,999	205	7	7
50,000 to 59,999	213	6	7
60,000 to 69,999	164	6	12
70,000 to 79,999	199	7	10
80,000 to 89,999	172	1	11
90,000 to 99,999	163	7	8
100,000 to 119,999	264	4	15
120,000 to 139,999	330	3	18
140,000 to 159,999	277	2	22
160,000 to 179,999	270	1	28
180,000 to 199,999	245	2	19
200,000 to 249,999	464	2	45
250,000 to 299,999	451	3	16
300,000 to 399,999	523	1	16
400,000 to 499,999	307	0	7
500,000 to 749,999	272	0	1
750,000 to 999,999	119	1	1
1,000,000 and greater	122	0	1
Totals	5341	72	253
Average Price	\$250,422	\$96,238	\$182,030
Median Price	\$169,900	\$65,500	\$167,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	5,343	\$250,345
Condominium	253	\$182,029
Duplex	72	\$96,238
Total	5,666	\$245,409

PENDING	Listings	Average List Price
Residential	16,701	\$176,367
Condominium	102	\$195,009
Duplex	12	\$71,725
Total	1,785	\$176,729

8/15/2016