

**Sales Summary**

	June Total Sales			YTD Total MLS Sales		
	2016	2015	% change	2016	2015	% change
<b>Units</b>	1,434	1,357	5.7%	6,962	6,459	7.8%
<b>Average Sales Price</b>	\$200,527	\$193,461	3.7%	\$177,673	\$175,422	1.3%
<b>Median Sales Price</b>	\$169,000	\$160,000	5.6%	\$147,925	\$143,000	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	14	31	3	5	1	54	382
\$ 20,000 - 29,999	4	23	3	1	1	32	256
\$ 30,000 - 39,999	1	22	3	0	0	26	223
\$ 40,000 - 49,999	5	24	4	2	2	37	211
\$ 50,000 - 59,999	8	17	3	0	2	30	190
\$ 60,000 - 69,999	5	16	4	0	5	30	208
\$ 70,000 - 79,999	6	19	9	0	4	38	233
\$ 80,000 - 89,999	3	23	9	0	5	40	229
\$ 90,000 - 99,999	5	32	5	0	4	46	245
\$100,000 - 119,999	5	75	12	0	7	99	483
\$120,000 - 139,999	8	76	22	0	8	114	605
\$140,000 - 159,999	5	85	29	1	8	128	535
\$160,000 - 179,999	10	55	35	0	3	103	458
\$180,000 - 199,999	6	39	37	0	3	85	409
\$200,000 - 249,999	3	53	108	0	19	183	800
\$250,000 - 299,999	1	24	113	0	6	144	539
\$300,000 - 399,999	0	22	103	0	3	128	501
\$400,000 - 499,999	0	12	48	0	0	60	235
\$500,000 - 749,999	0	4	35	0	1	40	153
\$750,000 - 999,999	0	0	12	0	0	12	42
\$1,000,000 and over	0	0	5	0	0	5	25
<b>Total Types</b>	89	652	602	9	82	1,434	6,962
<b>Average Sale Price</b>	\$95,629	\$141,250	\$288,107	\$38,100	\$160,570	\$200,527	\$177,673
<b>Median Sale Price</b>	\$83,500	\$130,250	\$255,000	\$15,000	\$141,275	\$169,000	\$147,925

Price Group	Sales	% of Total
0 - \$99,999	333	23.2%
\$100,000 - 199,999	529	36.9%
\$200,000 - 399,999	455	31.7%
\$400,000 and above	117	8.2%

Time on Market	Units
1 to 30 days	682
31 to 60 days	265
61 to 90 days	125
91 to 120 days	88
More than 120 Days	208
<b>Average Market Time</b>	<b>65</b>

## Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 06/01/16 - 06/30/16

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	14	31	3	5	1	54
20,000 to 29,999	4	23	3	1	1	32
30,000 to 39,999	1	22	3	0	0	26
40,000 to 49,999	5	24	4	2	2	37
50,000 to 59,999	8	17	3	0	2	30
60,000 to 69,999	5	16	4	0	5	30
70,000 to 79,999	6	19	9	0	4	38
80,000 to 89,999	3	23	9	0	5	40
90,000 to 99,999	5	32	5	0	4	46
100,000 to 119,999	5	75	12	0	7	99
120,000 to 139,999	8	76	22	0	8	114
140,000 to 159,999	5	85	29	1	8	128
160,000 to 179,999	10	55	35	0	3	103
180,000 to 199,999	6	39	37	0	3	85
200,000 to 249,999	3	53	108	0	19	183
250,000 to 299,999	1	24	113	0	6	144
300,000 to 399,999	0	22	103	0	3	128
400,000 to 499,999	0	12	48	0	0	60
500,000 to 749,999	0	4	35	0	1	40
750,000 to 999,999	0	0	12	0	0	12
1,000,000 and greater	0	0	5	0	0	5
<b>Totals</b>	<b>89</b>	<b>652</b>	<b>602</b>	<b>9</b>	<b>82</b>	<b>1434</b>
Average List Price	\$98,367	\$145,568	\$295,646	\$45,978	\$164,823	\$206,118
Median List Price	\$80,000	\$134,900	\$259,900	\$29,900	\$143,900	\$172,700
Average Sale Price	\$95,629	\$141,250	\$288,107	\$38,100	\$160,570	\$200,527
Median Sale Price	\$83,500	\$130,250	\$255,000	\$15,000	\$141,275	\$169,000

Time on Market	# Units
1-30	682
31-60	265
61-90	125
91-120	88
greater than 120 days	208
Total Units Sold	1368
Average Market Time	65

Type of Financing	# Units
Conventional	562
Cash	380
FHA	306
VA	108
Owner	2
Other	76

## 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 - 06/30/16

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	102	206	43	15	16	382
20,000 to 29,999	54	155	27	7	13	256
30,000 to 39,999	31	153	24	10	5	223
40,000 to 49,999	17	161	21	3	9	211
50,000 to 59,999	36	121	18	1	14	190
60,000 to 69,999	29	136	23	1	19	208
70,000 to 79,999	27	156	37	2	11	233
80,000 to 89,999	25	163	25	1	15	229
90,000 to 99,999	19	166	38	6	16	245
100,000 to 119,999	28	360	74	1	20	483
120,000 to 139,999	27	423	117	3	35	605
140,000 to 159,999	22	342	137	3	31	535
160,000 to 179,999	27	230	182	1	18	458
180,000 to 199,999	24	175	177	4	29	409
200,000 to 249,999	15	260	479	1	45	800
250,000 to 299,999	13	110	389	1	26	539
300,000 to 399,999	2	85	397	0	17	501
400,000 to 499,999	0	22	209	0	4	235
500,000 to 749,999	0	10	139	0	4	153
750,000 to 999,999	0	2	40	0	0	42
1,000,000 and greater	0	2	23	0	0	25
<b>Totals</b>	<b>498</b>	<b>3438</b>	<b>2619</b>	<b>60</b>	<b>347</b>	<b>6962</b>
Average List Price	\$84,854	\$128,419	\$279,822	\$77,352	\$158,306	\$183,308
Median List Price	\$64,950	\$119,900	\$243,000	\$41,000	\$141,000	\$149,950
Average Sale Price	\$81,065	\$124,519	\$271,394	\$69,997	\$154,227	\$177,673
Median Sale Price	\$62,750	\$116,000	\$239,000	\$35,125	\$140,000	\$147,925

Time on Market	# Units
1-30	2835
31-60	1199
61-90	733
91-120	498
greater than 120 days	1360
Total Units Sold	6625
Average Market Time	76

Type of Financing	# Units
Conventional	2488
Cash	2170
FHA	1501
VA	427
Owner	27
Other	349

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 7/15/2016

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	170	3	3
20,000 to 29,999	195	11	3
30,000 to 39,999	231	5	3
40,000 to 49,999	216	11	8
50,000 to 59,999	208	7	8
60,000 to 69,999	188	4	9
70,000 to 79,999	200	3	8
80,000 to 89,999	161	1	6
90,000 to 99,999	174	6	8
100,000 to 119,999	237	4	15
120,000 to 139,999	349	1	18
140,000 to 159,999	287	2	21
160,000 to 179,999	268	3	26
180,000 to 199,999	239	1	19
200,000 to 249,999	509	2	47
250,000 to 299,999	439	3	18
300,000 to 399,999	539	0	19
400,000 to 499,999	285	0	7
500,000 to 749,999	296	0	2
750,000 to 999,999	115	1	0
1,000,000 and greater	109	0	1
<b>Totals</b>	<b>5415</b>	<b>68</b>	<b>249</b>
Average Price	\$244,117	\$92,009	\$188,088
Median Price	\$169,000	\$57,750	\$169,900

# Inventory Totals

<b>ACTIVE</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	5,415	\$244,115
Condominium	249	\$188,088
Duplex	68	\$92,008
<b>Total</b>	<b>5,732</b>	<b>\$239,878</b>

<b>PENDING</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	1,707	\$186,119
Condominium	96	\$199,294
Duplex	12	\$63,158
<b>Total</b>	<b>1,815</b>	<b>\$186,003</b>

7/15/2016