

Sales Summary

	April Total Sales			YTD Total MLS Sales		
	2017	2016	% change	2017	2016	% change
Units	1,185	1,226	3.5%	4,224	4,081	3.5%
Average Sales Price	\$187,984	\$181,363	3.7%	\$181,924	\$167,417	8.7%
Median Sales Price	\$162,500	\$149,900	8.4%	\$151,000	\$138,000	9.4%

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	11	24	4	2	2	43	162
\$ 20,000 - 29,999	10	23	5	0	0	38	146
\$ 30,000 - 39,999	6	21	4	0	0	31	136
\$ 40,000 - 49,999	4	22	1	0	1	28	118
\$ 50,000 - 59,999	4	20	0	1	2	27	127
\$ 60,000 - 69,999	4	12	3	0	4	23	147
\$ 70,000 - 79,999	4	19	5	0	2	30	144
\$ 80,000 - 89,999	4	30	11	0	1	46	158
\$ 90,000 - 99,999	4	23	7	0	1	35	127
\$100,000 - 119,999	5	59	10	1	3	78	302
\$120,000 - 139,999	5	82	10	1	5	103	341
\$140,000 - 159,999	3	75	19	0	6	103	329
\$160,000 - 179,999	2	59	34	1	8	104	294
\$180,000 - 199,999	5	30	34	0	4	73	234
\$200,000 - 249,999	2	49	92	0	3	146	494
\$250,000 - 299,999	1	28	77	0	4	110	366
\$300,000 - 399,999	0	16	66	0	2	84	319
\$400,000 - 499,999	0	3	35	0	0	38	133
\$500,000 - 749,999	0	0	34	0	1	35	108
\$750,000 - 999,999	0	0	7	0	1	8	26
\$1,000,000 and over	0	1	1	0	0	2	13
Total Types	74	596	459	6	50	1,185	4,224
Average Sale Price	\$79,648	\$135,949	\$276,261	\$81,417	\$170,984	\$187,984	\$181,924
Median Sale Price	\$66,247	\$132,000	\$247,000	\$86,000	\$152,450	\$162,500	\$151,000

Price Group	Sales	% of Total
0 - \$99,999	301	25.4%
\$100,000 - 199,999	461	38.9%
\$200,000 - 399,999	340	28.7%
\$400,000 and above	83	7.0%

Time on Market	Units
1 to 30 days	578
31 to 60 days	197
61 to 90 days	92
91 to 120 days	60
More than 120 Days	203
Average Market Time	64

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 04/01/17 - 04/30/17

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	11	24	4	2	2	43
20,000 to 29,999	10	23	5	0	0	38
30,000 to 39,999	6	21	4	0	0	31
40,000 to 49,999	4	22	1	0	1	28
50,000 to 59,999	4	20	0	1	2	27
60,000 to 69,999	4	12	3	0	4	23
70,000 to 79,999	4	19	5	0	2	30
80,000 to 89,999	4	30	11	0	1	46
90,000 to 99,999	4	23	7	0	1	35
100,000 to 119,999	5	59	10	1	3	78
120,000 to 139,999	5	82	10	1	5	103
140,000 to 159,999	3	75	19	0	6	103
160,000 to 179,999	2	59	34	1	8	104
180,000 to 199,999	5	30	34	0	4	73
200,000 to 249,999	2	49	92	0	3	146
250,000 to 299,999	1	28	77	0	4	110
300,000 to 399,999	0	16	66	0	2	84
400,000 to 499,999	0	3	35	0	0	38
500,000 to 749,999	0	0	34	0	1	35
750,000 to 999,999	0	0	7	0	1	8
1,000,000 and greater	0	1	1	0	0	2
Totals	74	596	459	6	50	1185
Average List Price	\$83,416	\$139,838	\$281,728	\$87,833	\$175,870	\$192,531
Median List Price	\$64,750	\$133,000	\$249,900	\$92,500	\$152,500	\$165,000
Average Sale Price	\$79,648	\$135,949	\$276,261	\$81,417	\$170,984	\$187,984
Median Sale Price	\$66,247	\$132,000	\$247,000	\$86,000	\$152,450	\$162,500

Time on Market	# Units
1-30	578
31-60	197
61-90	92
91-120	60
greater than 120 days	203
Total Units Sold	1130
Average Market Time	64

Type of Financing	# Units
Conventional	430
Cash	353
FHA	258
VA	86
Owner	1
Other	56

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 - 04/30/17

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	52	86	18	4	2	162
20,000 to 29,999	26	102	14	1	3	146
30,000 to 39,999	31	89	11	4	1	136
40,000 to 49,999	20	78	15	2	3	118
50,000 to 59,999	10	89	13	5	10	127
60,000 to 69,999	18	100	18	2	9	147
70,000 to 79,999	21	93	17	0	13	144
80,000 to 89,999	20	107	21	0	10	158
90,000 to 99,999	11	86	26	0	4	127
100,000 to 119,999	17	223	42	4	16	302
120,000 to 139,999	19	262	42	1	17	341
140,000 to 159,999	11	218	81	0	19	329
160,000 to 179,999	11	163	101	1	18	294
180,000 to 199,999	12	95	113	3	11	234
200,000 to 249,999	11	162	298	1	22	494
250,000 to 299,999	4	87	260	0	15	366
300,000 to 399,999	1	51	257	0	10	319
400,000 to 499,999	0	15	112	0	6	133
500,000 to 749,999	0	4	100	1	3	108
750,000 to 999,999	0	1	24	0	1	26
1,000,000 and greater	0	2	11	0	0	13
Totals	295	2113	1594	29	193	4224
Average List Price	\$82,833	\$132,750	\$281,158	\$107,738	\$175,029	\$187,028
Median List Price	\$69,600	\$124,900	\$249,900	\$59,900	\$149,900	\$154,900
Average Sale Price	\$78,721	\$128,332	\$274,895	\$97,684	\$171,217	\$181,924
Median Sale Price	\$65,000	\$120,000	\$245,000	\$56,000	\$148,000	\$151,000

Time on Market	# Units
1-30	1822
31-60	673
61-90	426
91-120	312
greater than 120 days	730
Total Units Sold	3963
Average Market Time	71

Type of Financing	# Units
Conventional	1490
Cash	1367
FHA	882
VA	265
Owner	5
Other	214

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 5/16/2017

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	104	10	2
20,000 to 29,999	166	13	4
30,000 to 39,999	217	3	6
40,000 to 49,999	176	5	3
50,000 to 59,999	169	1	5
60,000 to 69,999	170	7	4
70,000 to 79,999	162	3	2
80,000 to 89,999	141	1	9
90,000 to 99,999	121	0	3
100,000 to 119,999	177	3	16
120,000 to 139,999	225	5	13
140,000 to 159,999	211	0	20
160,000 to 179,999	196	3	10
180,000 to 199,999	168	2	10
200,000 to 249,999	386	1	26
250,000 to 299,999	414	3	11
300,000 to 399,999	438	1	11
400,000 to 499,999	280	0	2
500,000 to 749,999	305	0	4
750,000 to 999,999	130	0	3
1,000,000 and greater	116	0	0
Totals	4472	61	164
Average Price	\$267,658	\$80,543	\$190,402
Median Price	\$180,000	\$46,900	\$154,950

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,472	\$267,658
Condominium	164	\$190,041
Duplex	61	\$80,542
Total	4,697	\$262,530

PENDING	Listings	Average List Price
Residential	1,691	\$190,567
Condominium	54	\$194,103
Duplex	28	\$99,157
Total	1,774	\$189,200

5/16/2017