

**Sales Summary**

	December Total Sales			YTD Total MLS Sales		
	2017	2016	% change	2017	2016	% change
<b>Units</b>	1,109	1,101	0.7%	15,120	14,552	3.9%
<b>Average Sales Price</b>	\$200,744	\$186,594	7.6%	\$195,646	\$183,453	6.6%
<b>Median Sales Price</b>	\$165,000	\$159,000	3.8%	\$162,500	\$152,875	6.3%

**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	16	15	6	1	1	39	516
\$ 20,000 - 29,999	5	26	3	1	2	37	455
\$ 30,000 - 39,999	3	25	1	1	0	30	413
\$ 40,000 - 49,999	8	25	2	0	1	36	382
\$ 50,000 - 59,999	3	16	2	0	2	23	375
\$ 60,000 - 69,999	4	23	5	0	1	33	451
\$ 70,000 - 79,999	3	26	1	0	2	32	478
\$ 80,000 - 89,999	1	23	3	0	2	29	486
\$ 90,000 - 99,999	2	23	3	0	1	29	459
\$100,000 - 119,999	7	52	8	0	1	68	1035
\$120,000 - 139,999	3	57	15	0	4	79	1210
\$140,000 - 159,999	3	63	20	2	5	93	1147
\$160,000 - 179,999	5	41	25	0	5	76	1093
\$180,000 - 199,999	6	26	30	1	3	66	877
\$200,000 - 249,999	2	49	85	1	6	143	1810
\$250,000 - 299,999	0	25	87	2	0	114	1396
\$300,000 - 399,999	0	15	57	0	1	73	1258
\$400,000 - 499,999	0	6	49	0	0	55	639
\$500,000 - 749,999	0	1	36	0	0	37	471
\$750,000 - 999,999	0	1	12	0	1	14	123
\$1,000,000 and over	0	0	3	0	0	3	46
<b>Total Types</b>	71	538	453	9	38	1,109	15,120
<b>Average Sale Price</b>	\$80,417	\$135,078	\$302,136	\$147,139	\$159,274	\$200,744	\$195,646
<b>Median Sale Price</b>	\$60,000	\$128,000	\$262,000	\$147,500	\$150,500	\$165,000	\$162,500

Price Group	Sales	% of Total
0 - \$99,999	288	26.0%
\$100,000 - 199,999	382	34.4%
\$200,000 - 399,999	330	29.8%
\$400,000 and above	109	9.8%

Time on Market	Units
1 to 30 days	521
31 to 60 days	206
61 to 90 days	129
91 to 120 days	71
More than 120 Days	129
<b>Average Market Time</b>	<b>56</b>

## Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 12/01/17 - 12/31/17

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	16	15	6	1	1	39
20,000 to 29,999	5	26	3	1	2	37
30,000 to 39,999	3	25	1	1	0	30
40,000 to 49,999	8	25	2	0	1	36
50,000 to 59,999	3	16	2	0	2	23
60,000 to 69,999	4	23	5	0	1	33
70,000 to 79,999	3	26	1	0	2	32
80,000 to 89,999	1	23	3	0	2	29
90,000 to 99,999	2	23	3	0	1	29
100,000 to 119,999	7	52	8	0	1	68
120,000 to 139,999	3	57	15	0	4	79
140,000 to 159,999	3	63	20	2	5	93
160,000 to 179,999	5	41	25	0	5	76
180,000 to 199,999	6	26	30	1	3	66
200,000 to 249,999	2	49	85	1	6	143
250,000 to 299,999	0	25	87	2	0	114
300,000 to 399,999	0	15	57	0	1	73
400,000 to 499,999	0	6	49	0	0	55
500,000 to 749,999	0	1	36	0	0	37
750,000 to 999,999	0	1	12	0	1	14
1,000,000 and greater	0	0	3	0	0	3
<b>Totals</b>	<b>71</b>	<b>538</b>	<b>453</b>	<b>9</b>	<b>38</b>	<b>1109</b>
Average List Price	\$84,621	\$139,670	\$309,047	\$154,711	\$168,378	\$206,438
Median List Price	\$64,900	\$129,900	\$269,000	\$147,500	\$157,000	\$169,900
Average Sale Price	\$80,417	\$135,078	\$302,136	\$147,139	\$159,274	\$200,744
Median Sale Price	\$60,000	\$128,000	\$262,000	\$147,500	\$150,500	\$165,000

Time on Market	# Units
1-30	521
31-60	206
61-90	129
91-120	71
greater than 120 days	129
Total Units Sold	1056
Average Market Time	56

Type of Financing	# Units
Conventional	413
Cash	361
FHA	202
VA	82
Owner	6
Other	44

## 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 - 12/31/17

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	165	268	51	18	14	516
20,000 to 29,999	102	268	44	28	13	455
30,000 to 39,999	79	274	40	12	8	413
40,000 to 49,999	66	246	45	7	18	382
50,000 to 59,999	44	252	45	7	27	375
60,000 to 69,999	65	301	50	14	21	451
70,000 to 79,999	69	323	47	5	34	478
80,000 to 89,999	43	346	64	2	31	486
90,000 to 99,999	44	330	70	2	13	459
100,000 to 119,999	70	757	149	12	47	1035
120,000 to 139,999	62	898	171	13	66	1210
140,000 to 159,999	38	803	247	4	55	1147
160,000 to 179,999	39	634	362	5	53	1093
180,000 to 199,999	55	359	425	5	33	877
200,000 to 249,999	45	677	1000	6	82	1810
250,000 to 299,999	20	350	971	5	50	1396
300,000 to 399,999	5	233	991	1	28	1258
400,000 to 499,999	1	62	567	0	9	639
500,000 to 749,999	3	22	435	1	10	471
750,000 to 999,999	0	5	113	0	5	123
1,000,000 and greater	1	2	43	0	0	46
<b>Totals</b>	<b>1016</b>	<b>7410</b>	<b>5930</b>	<b>147</b>	<b>617</b>	<b>15120</b>
Average List Price	\$91,940	\$140,748	\$299,979	\$85,679	\$172,669	\$200,685
Median List Price	\$71,950	\$129,900	\$260,000	\$59,000	\$149,900	\$165,000
Average Sale Price	\$87,214	\$136,920	\$293,252	\$85,558	\$167,610	\$195,646
Median Sale Price	\$68,000	\$127,500	\$257,000	\$60,000	\$146,000	\$162,500

Time on Market	# Units
1-30	7474
31-60	2640
61-90	1394
91-120	882
greater than 120 days	1867
Total Units Sold	14257
Average Market Time	58

Type of Financing	# Units
Conventional	5890
Cash	4531
FHA	2936
VA	1005
Owner	37
Other	718

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 1/17/2018

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	108	4	1
20,000 to 29,999	106	12	4
30,000 to 39,999	184	4	6
40,000 to 49,999	126	6	6
50,000 to 59,999	146	4	2
60,000 to 69,999	187	8	11
70,000 to 79,999	143	12	8
80,000 to 89,999	124	3	3
90,000 to 99,999	104	4	8
100,000 to 119,999	147	3	13
120,000 to 139,999	162	1	12
140,000 to 159,999	150	2	12
160,000 to 179,999	147	4	10
180,000 to 199,999	111	0	11
200,000 to 249,999	273	0	16
250,000 to 299,999	350	0	13
300,000 to 399,999	372	0	13
400,000 to 499,999	224	1	4
500,000 to 749,999	222	0	2
750,000 to 999,999	90	0	2
1,000,000 and greater	95	0	0
<b>Totals</b>	<b>3571</b>	<b>68</b>	<b>157</b>
Average Price	\$262,771	\$73,208	\$178,914
Median Price	\$174,900	\$64,500	\$149,900

# Inventory Totals

<b>ACTIVE</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	3,571	\$262,770
Condominium	157	\$178,914
Duplex	69	\$72,290
<b>Total</b>	<b>3,796</b>	<b>\$255,906</b>

<b>PENDING</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	1,240	\$174,643
Condominium	46	\$164,254
Duplex	14	\$86,964
<b>Total</b>	<b>1,300</b>	<b>\$173,331</b>

1/17/2018