

Sales Summary

	February Total Sales			YTD Total MLS Sales		
	2017	2016	% change	2017	2016	% change
Units	863	851	1.4%	1,781	1,604	11.1%
Average Sales Price	\$189,413	\$158,457	19.5%	\$176,582	\$156,390	12.9%
Median Sales Price	\$150,000	\$136,000	10.3%	\$142,000	\$129,900	9.3%

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	18	12	5	1	0	36	75
\$ 20,000 - 29,999	4	17	0	0	3	24	61
\$ 30,000 - 39,999	5	18	2	1	0	25	56
\$ 40,000 - 49,999	7	13	2	0	1	23	64
\$ 50,000 - 59,999	2	16	2	0	3	23	62
\$ 60,000 - 69,999	3	21	7	1	2	34	91
\$ 70,000 - 79,999	5	30	3	0	2	40	68
\$ 80,000 - 89,999	7	24	0	0	4	35	68
\$ 90,000 - 99,999	5	15	6	0	2	28	55
\$100,000 - 119,999	0	38	10	2	6	56	134
\$120,000 - 139,999	6	53	9	0	2	70	142
\$140,000 - 159,999	1	42	19	0	6	68	131
\$160,000 - 179,999	3	23	19	0	3	48	105
\$180,000 - 199,999	2	17	19	2	3	43	80
\$200,000 - 249,999	2	27	58	0	4	91	196
\$250,000 - 299,999	1	18	54	0	3	76	139
\$300,000 - 399,999	0	12	63	0	2	77	141
\$400,000 - 499,999	0	3	29	0	2	34	57
\$500,000 - 749,999	0	0	17	0	0	17	37
\$750,000 - 999,999	0	1	6	0	0	7	10
\$1,000,000 and over	0	0	7	0	0	7	9
Total Types	71	400	337	7	48	863	1,781
Average Sale Price	\$71,147	\$128,375	\$294,512	\$100,143	\$148,126	\$189,413	\$176,582
Median Sale Price	\$58,300	\$119,000	\$258,900	\$115,000	\$123,250	\$150,000	\$142,000

Price Group	Sales	% of Total
0 - \$99,999	268	31.1%
\$100,000 - 199,999	285	33.0%
\$200,000 - 399,999	244	28.3%
\$400,000 and above	65	7.5%

Time on Market	Units
1 to 30 days	336
31 to 60 days	128
61 to 90 days	102
91 to 120 days	80
More than 120 Days	151
Average Market Time	73

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 02/01/17 - 02/28/17

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	18	12	5	1	0	36
20,000 to 29,999	4	17	0	0	3	24
30,000 to 39,999	5	18	2	1	0	26
40,000 to 49,999	7	13	2	0	1	23
50,000 to 59,999	2	16	2	0	3	23
60,000 to 69,999	3	21	7	1	2	34
70,000 to 79,999	5	30	3	0	2	40
80,000 to 89,999	7	24	0	0	4	35
90,000 to 99,999	5	15	6	0	2	28
100,000 to 119,999	0	38	10	2	6	56
120,000 to 139,999	6	53	9	0	2	70
140,000 to 159,999	1	42	19	0	6	68
160,000 to 179,999	3	23	19	0	3	48
180,000 to 199,999	2	17	19	2	3	43
200,000 to 249,999	2	27	58	0	4	91
250,000 to 299,999	1	18	54	0	3	76
300,000 to 399,999	0	12	63	0	2	77
400,000 to 499,999	0	3	29	0	2	34
500,000 to 749,999	0	0	17	0	0	17
750,000 to 999,999	0	1	6	0	0	7
1,000,000 and greater	0	0	7	0	0	7
Totals	71	400	337	7	48	863
Average List Price	\$75,534	\$133,031	\$302,131	\$113,629	\$151,902	\$195,226
Median List Price	\$58,300	\$120,000	\$260,000	\$115,000	\$131,550	\$152,900
Average Sale Price	\$71,147	\$128,375	\$294,512	\$100,143	\$148,126	\$189,413
Median Sale Price	\$58,300	\$119,000	\$258,900	\$115,000	\$123,250	\$150,000

Time on Market	# Units
1-30	336
31-60	128
61-90	102
91-120	80
greater than 120 days	151
Total Units Sold	797
Average Market Time	73

Type of Financing	# Units
Conventional	309
Cash	295
FHA	163
VA	52
Owner	0
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 - 02/28/17

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	30	39	5	1	0	75
20,000 to 29,999	9	43	5	1	3	61
30,000 to 39,999	12	38	4	1	1	56
40,000 to 49,999	10	41	10	0	3	64
50,000 to 59,999	4	43	9	2	4	62
60,000 to 69,999	9	64	12	1	5	91
70,000 to 79,999	11	47	5	0	5	68
80,000 to 89,999	10	48	6	0	4	68
90,000 to 99,999	6	34	13	0	2	55
100,000 to 119,999	9	92	21	2	10	134
120,000 to 139,999	9	109	20	0	4	142
140,000 to 159,999	5	80	37	0	9	131
160,000 to 179,999	7	56	37	0	5	105
180,000 to 199,999	3	36	34	3	4	80
200,000 to 249,999	5	60	121	0	10	196
250,000 to 299,999	2	30	101	0	6	139
300,000 to 399,999	1	17	120	0	3	141
400,000 to 499,999	0	5	48	0	4	57
500,000 to 749,999	0	1	33	1	2	37
750,000 to 999,999	0	1	9	0	0	10
1,000,000 and greater	0	1	8	0	0	9
Totals	142	885	658	12	84	1781
Average List Price	\$82,976	\$125,571	\$282,156	\$151,400	\$172,211	\$182,400
Median List Price	\$72,200	\$115,000	\$250,000	\$92,000	\$145,000	\$147,900
Average Sale Price	\$78,322	\$120,344	\$275,197	\$135,619	\$168,562	\$176,582
Median Sale Price	\$68,100	\$110,000	\$246,263	\$88,250	\$142,500	\$142,000

Time on Market	# Units
1-30	675
31-60	300
61-90	236
91-120	155
greater than 120 days	294
Total Units Sold	1660
Average Market Time	73

Type of Financing	# Units
Conventional	621
Cash	622
FHA	335
VA	104
Owner	0
Other	99

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 3/15/2017

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	116	2	3
20,000 to 29,999	149	4	7
30,000 to 39,999	206	4	1
40,000 to 49,999	189	6	4
50,000 to 59,999	171	6	5
60,000 to 69,999	163	6	10
70,000 to 79,999	157	8	4
80,000 to 89,999	139	1	7
90,000 to 99,999	123	0	3
100,000 to 119,999	169	3	17
120,000 to 139,999	273	2	9
140,000 to 159,999	217	3	13
160,000 to 179,999	210	6	7
180,000 to 199,999	167	1	13
200,000 to 249,999	357	2	26
250,000 to 299,999	355	4	6
300,000 to 399,999	404	1	10
400,000 to 499,999	238	0	1
500,000 to 749,999	230	0	2
750,000 to 999,999	112	0	4
1,000,000 and greater	108	0	0
Totals	4253	59	152
Average Price	\$252,874	\$102,730	\$183,890
Median Price	\$168,500	\$70,000	\$149,250

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,253	\$252,873
Condominium	152	\$183,890
Duplex	59	\$102,730
Total	4,464	\$248,540

PENDING	Listings	Average List Price
Residential	1,382	\$180,418
Condominium	64	\$238,889
Duplex	6	\$97,900
Total	1,452	\$182,654

3/15/2017