

**Sales Summary**

	January Total Sales			YTD Total MLS Sales		
	2017	2016	% change	2017	2016	% change
<b>Units</b>	878	731	20.1%	878	731	20.1%
<b>Average Sales Price</b>	\$165,440	\$154,445	7.1%	\$165,440	\$154,445	7.1%
<b>Median Sales Price</b>	\$135,000	\$125,000	8.0%	\$135,000	\$125,000	8.0%

**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	0	0	0	35	35
\$ 20,000 - 29,999	5	23	5	1	0	34	34
\$ 30,000 - 39,999	7	20	2	0	1	30	30
\$ 40,000 - 49,999	3	27	8	0	2	40	40
\$ 50,000 - 59,999	2	27	7	2	1	39	39
\$ 60,000 - 69,999	5	38	5	0	3	51	51
\$ 70,000 - 79,999	6	16	2	0	3	27	27
\$ 80,000 - 89,999	3	21	6	0	0	30	30
\$ 90,000 - 99,999	1	19	7	0	0	27	27
\$100,000 - 119,999	8	52	11	0	4	75	75
\$120,000 - 139,999	3	55	9	0	2	69	69
\$140,000 - 159,999	4	37	18	0	3	62	62
\$160,000 - 179,999	4	30	18	0	2	54	54
\$180,000 - 199,999	1	18	15	1	1	36	36
\$200,000 - 249,999	3	32	62	0	6	103	103
\$250,000 - 299,999	1	12	43	0	3	59	59
\$300,000 - 399,999	1	5	53	0	1	60	60
\$400,000 - 499,999	0	2	18	0	2	22	22
\$500,000 - 749,999	0	1	16	1	2	20	20
\$750,000 - 999,999	0	0	3	0	0	3	3
\$1,000,000 and over	0	1	1	0	0	2	2
<b>Total Types</b>	68	460	309	5	36	878	878
<b>Average Sale Price</b>	\$86,557	\$115,166	\$253,780	\$185,287	\$185,589	\$165,440	\$165,440
<b>Median Sale Price</b>	\$73,600	\$105,450	\$235,000	\$59,000	\$159,900	\$135,000	\$135,000

Price Group	Sales	% of Total
0 - \$99,999	313	35.6%
\$100,000 - 199,999	296	33.7%
\$200,000 - 399,999	222	25.3%
\$400,000 and above	47	5.4%

Time on Market	Units
1 to 30 days	321
31 to 60 days	168
61 to 90 days	126
91 to 120 days	74
More than 120 Days	137
<b>Average Market Time</b>	<b>74</b>

## 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 - 01/31/17

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	11	24	0	0	0	35
20,000 to 29,999	5	23	5	1	0	34
30,000 to 39,999	7	20	2	0	1	30
40,000 to 49,999	3	27	8	0	2	40
50,000 to 59,999	2	27	7	2	1	39
60,000 to 69,999	5	38	5	0	3	51
70,000 to 79,999	6	16	2	0	3	27
80,000 to 89,999	3	21	6	0	0	30
90,000 to 99,999	1	19	7	0	0	27
100,000 to 119,999	8	52	11	0	4	75
120,000 to 139,999	3	55	9	0	2	69
140,000 to 159,999	4	37	18	0	3	62
160,000 to 179,999	4	30	18	0	2	54
180,000 to 199,999	1	18	15	1	1	36
200,000 to 249,999	3	32	62	0	6	103
250,000 to 299,999	1	12	43	0	3	59
300,000 to 399,999	1	5	53	0	1	60
400,000 to 499,999	0	2	18	0	2	22
500,000 to 749,999	0	1	16	1	2	20
750,000 to 999,999	0	0	3	0	0	3
1,000,000 and greater	0	1	1	0	0	2
<b>Totals</b>	<b>68</b>	<b>460</b>	<b>309</b>	<b>5</b>	<b>36</b>	<b>878</b>
Average List Price	\$91,532	\$120,939	\$260,125	\$204,280	\$199,290	\$171,333
Median List Price	\$77,250	\$109,900	\$239,900	\$59,900	\$157,400	\$139,000
Average Sale Price	\$86,557	\$115,166	\$253,780	\$185,287	\$195,810	\$165,440
Median Sale Price	\$73,600	\$105,450	\$235,000	\$59,000	\$150,000	\$135,000

Time on Market	# Units
1-30	321
31-60	168
61-90	126
91-120	74
greater than 120 days	137
Total Units Sold	826
Average Market Time	74

Type of Financing	# Units
Conventional	298
Cash	311
FHA	166
VA	51
Owner	0
Other	52

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 2/14/2017

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	106	3	5
20,000 to 29,999	143	4	6
30,000 to 39,999	216	6	1
40,000 to 49,999	187	7	3
50,000 to 59,999	176	8	12
60,000 to 69,999	176	4	10
70,000 to 79,999	157	9	6
80,000 to 89,999	162	1	7
90,000 to 99,999	122	0	2
100,000 to 119,999	175	3	14
120,000 to 139,999	290	0	14
140,000 to 159,999	214	2	14
160,000 to 179,999	201	6	6
180,000 to 199,999	158	1	18
200,000 to 249,999	360	2	27
250,000 to 299,999	382	4	11
300,000 to 399,999	396	1	10
400,000 to 499,999	224	0	3
500,000 to 749,999	210	0	1
750,000 to 999,999	105	0	4
1,000,000 and greater	105	0	0
<b>Totals</b>	<b>4265</b>	<b>61</b>	<b>174</b>
Average Price	\$247,771	\$95,897	\$181,153
Median Price	\$160,000	\$65,000	\$149,950

# Inventory Totals

<b>ACTIVE</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	4,265	\$247,771
Condominium	174	\$181,152
Duplex	61	\$95,896
<b>Total</b>	<b>4,500</b>	<b>\$243,136</b>

<b>PENDING</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	1,296	\$176,340
Condominium	66	\$236,868
Duplex	8	\$106,287
<b>Total</b>	<b>1,370</b>	<b>\$178,846</b>

2/14/2017