## Sales Summary

<table>
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<th></th>
<th>July Total Sales</th>
<th>YTD Total MLS Sales</th>
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## Sales by Type and Price Range

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<td>5</td>
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<td>1</td>
<td>44</td>
<td>256</td>
</tr>
<tr>
<td>$100,000 - 119,999</td>
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<td>8</td>
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<td>$180,000 - 199,999</td>
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<td>89</td>
<td>505</td>
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<td>560</td>
<td>15</td>
<td>59</td>
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<td>8,647</td>
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<tr>
<td>Average Sale Price</td>
<td>$83,793</td>
<td>$141,177</td>
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<td>$90,833</td>
<td>$163,575</td>
<td>$202,525</td>
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<td>Median Sale Price</td>
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<td>$266,500</td>
<td>$124,000</td>
<td>$141,000</td>
<td>$170,000</td>
<td>$160,900</td>
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## Price Group and Sales

<table>
<thead>
<tr>
<th>Price Group</th>
<th>Sales</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>0 - $99,999</td>
<td>340</td>
<td>24.6%</td>
</tr>
<tr>
<td>$100,000 - 199,999</td>
<td>489</td>
<td>35.3%</td>
</tr>
<tr>
<td>$200,000 - 399,999</td>
<td>414</td>
<td>29.9%</td>
</tr>
<tr>
<td>$400,000 and above</td>
<td>141</td>
<td>10.2%</td>
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</table>

## Time on Market

<table>
<thead>
<tr>
<th>Time on Market</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 to 30 days</td>
<td>751</td>
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<td>31 to 60 days</td>
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</tr>
<tr>
<td>61 to 90 days</td>
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<tr>
<td>91 to 120 days</td>
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<tr>
<td>More than 120 Days</td>
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</table>

## Average Market Time

| Average Market Time | 52 |

Data compiled from closed transactions reported in MAAR Multiple Listing Service for month indicated as of the 15th of the following month.
Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.
State: Tennessee
Date Range: 07/01/17 - 07/31/17

## Sold Residential Listings

<table>
<thead>
<tr>
<th>Price Class/Type</th>
<th>&lt; 3 Bed</th>
<th>3 Bed</th>
<th>&gt; 3 Bed</th>
<th>Duplex</th>
<th>Condo</th>
<th>Total Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>19,999 and below</td>
<td>14</td>
<td>23</td>
<td>3</td>
<td>1</td>
<td>4</td>
<td>45</td>
</tr>
<tr>
<td>20,000 to 29,999</td>
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<td>32</td>
<td>6</td>
<td>3</td>
<td>1</td>
<td>50</td>
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<td>0</td>
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<tr>
<td>40,000 to 49,999</td>
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<td>13</td>
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<td>34</td>
<td>5</td>
<td>1</td>
<td>1</td>
<td>44</td>
</tr>
<tr>
<td>100,000 to 119,999</td>
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<td>68</td>
<td>6</td>
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<tr>
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<td>180,000 to 199,999</td>
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<tr>
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<td>8</td>
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<td>0</td>
<td>1</td>
<td>129</td>
</tr>
<tr>
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<td>90</td>
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<td>1</td>
<td>111</td>
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<tr>
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<td>9</td>
<td>70</td>
<td>0</td>
<td>0</td>
<td>79</td>
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<tr>
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<tr>
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<td>13</td>
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### Average and Median List Prices

<table>
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<th>Median List Price</th>
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<tr>
<td>90,000 to 99,999</td>
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<td></td>
</tr>
<tr>
<td>100,000 to 119,999</td>
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<td></td>
</tr>
<tr>
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<tr>
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</tr>
<tr>
<td>160,000 to 179,999</td>
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<td></td>
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<td>180,000 to 199,999</td>
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<td></td>
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<tr>
<td>200,000 to 249,999</td>
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<tr>
<td>250,000 to 299,999</td>
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<td>300,000 to 399,999</td>
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<td>400,000 to 499,999</td>
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</tr>
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### Average and Median Sale Prices

<table>
<thead>
<tr>
<th>Price Class/Type</th>
<th>Average Sale Price</th>
<th>Median Sale Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>19,999 and below</td>
<td>$83,793</td>
<td>$70,000</td>
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<td>$141,177</td>
<td>$130,000</td>
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<td>$304,884</td>
<td>$266,500</td>
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<td>$125,000</td>
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<tr>
<td>60,000 to 69,999</td>
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<td>$170,000</td>
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### Time on Market

<table>
<thead>
<tr>
<th>Time on Market</th>
<th># Units</th>
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<td>751</td>
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<tr>
<td>31-60</td>
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<td>61-90</td>
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<td>91-120</td>
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### Type of Financing

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<tr>
<td>Other</td>
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</table>
## 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 - 07/31/17

### Sold Residential Listings

<table>
<thead>
<tr>
<th>Price Class/Type</th>
<th>&lt; 3 Bed</th>
<th>3 Bed</th>
<th>&gt; 3 Bed</th>
<th>Duplex</th>
<th>Condo</th>
<th>Total Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>19,999 and below</td>
<td>91</td>
<td>157</td>
<td>31</td>
<td>6</td>
<td>8</td>
<td>293</td>
</tr>
<tr>
<td>20,000 to 29,999</td>
<td>48</td>
<td>173</td>
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<td>6</td>
<td>7</td>
<td>260</td>
</tr>
<tr>
<td>30,000 to 39,999</td>
<td>52</td>
<td>163</td>
<td>21</td>
<td>5</td>
<td>2</td>
<td>243</td>
</tr>
<tr>
<td>40,000 to 49,999</td>
<td>38</td>
<td>143</td>
<td>29</td>
<td>4</td>
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<tr>
<td>50,000 to 59,999</td>
<td>24</td>
<td>155</td>
<td>31</td>
<td>5</td>
<td>18</td>
<td>233</td>
</tr>
<tr>
<td>60,000 to 69,999</td>
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<td>186</td>
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<td>70,000 to 79,999</td>
<td>40</td>
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<td>6</td>
<td>12</td>
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</tr>
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<td>80,000 to 89,999</td>
<td>30</td>
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</tr>
<tr>
<td>90,000 to 99,999</td>
<td>21</td>
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<td>43</td>
<td>1</td>
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<td>256</td>
</tr>
<tr>
<td>100,000 to 119,999</td>
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<td>433</td>
<td>82</td>
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<td>36</td>
<td>595</td>
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<td>120,000 to 139,999</td>
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<td>140,000 to 159,999</td>
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<td>151</td>
<td>1</td>
<td>36</td>
<td>645</td>
</tr>
<tr>
<td>160,000 to 179,999</td>
<td>25</td>
<td>357</td>
<td>205</td>
<td>3</td>
<td>31</td>
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</tr>
<tr>
<td>180,000 to 199,999</td>
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<td>207</td>
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<tr>
<td>200,000 to 249,999</td>
<td>26</td>
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<td>11</td>
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<td>19</td>
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<td>318</td>
<td>0</td>
<td>7</td>
<td>356</td>
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<td>500,000 to 749,999</td>
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<td>10</td>
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<td>1</td>
<td>6</td>
<td>261</td>
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<tr>
<td>750,000 to 999,999</td>
<td>0</td>
<td>2</td>
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<td>0</td>
<td>3</td>
<td>66</td>
</tr>
<tr>
<td>1,000,000 and greater</td>
<td>0</td>
<td>2</td>
<td>20</td>
<td>0</td>
<td>0</td>
<td>22</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>572</strong></td>
<td><strong>4250</strong></td>
<td><strong>3378</strong></td>
<td><strong>61</strong></td>
<td><strong>386</strong></td>
<td><strong>8647</strong></td>
</tr>
</tbody>
</table>

Average List Price: $90,854
Median List Price: $74,950
Average Sale Price: $86,409
Median Sale Price: $69,000

### Time on Market

<table>
<thead>
<tr>
<th>Time on Market</th>
<th># Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-30</td>
<td>4232</td>
</tr>
<tr>
<td>31-60</td>
<td>1424</td>
</tr>
<tr>
<td>61-90</td>
<td>787</td>
</tr>
<tr>
<td>91-120</td>
<td>507</td>
</tr>
<tr>
<td>greater than 120 days</td>
<td>1190</td>
</tr>
<tr>
<td>Total Units Sold</td>
<td>8140</td>
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<tr>
<td>Average Market Time</td>
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</table>

### Type of Financing

<table>
<thead>
<tr>
<th>Type of Financing</th>
<th># Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conventional</td>
<td>3326</td>
</tr>
<tr>
<td>Cash</td>
<td>2581</td>
</tr>
<tr>
<td>FHA</td>
<td>1701</td>
</tr>
<tr>
<td>VA</td>
<td>579</td>
</tr>
<tr>
<td>Owner</td>
<td>16</td>
</tr>
<tr>
<td>Other</td>
<td>442</td>
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</table>
## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.
State: Tennessee
Date: 8/16/2017

### Current Active Listings

<table>
<thead>
<tr>
<th>Price Class/Type</th>
<th>Single Family</th>
<th>Duplex</th>
<th>Condo</th>
</tr>
</thead>
<tbody>
<tr>
<td>19,999 and below</td>
<td>97</td>
<td>6</td>
<td>2</td>
</tr>
<tr>
<td>20,000 to 29,999</td>
<td>138</td>
<td>15</td>
<td>7</td>
</tr>
<tr>
<td>30,000 to 39,999</td>
<td>184</td>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td>40,000 to 49,999</td>
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<td>2</td>
<td>7</td>
</tr>
<tr>
<td>50,000 to 59,999</td>
<td>172</td>
<td>2</td>
<td>4</td>
</tr>
<tr>
<td>60,000 to 69,999</td>
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<td>5</td>
<td>5</td>
</tr>
<tr>
<td>70,000 to 79,999</td>
<td>157</td>
<td>8</td>
<td>6</td>
</tr>
<tr>
<td>80,000 to 89,999</td>
<td>118</td>
<td>1</td>
<td>4</td>
</tr>
<tr>
<td>90,000 to 99,999</td>
<td>122</td>
<td>3</td>
<td>6</td>
</tr>
<tr>
<td>100,000 to 119,999</td>
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<td>8</td>
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<tr>
<td>120,000 to 139,999</td>
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<td>3</td>
<td>10</td>
</tr>
<tr>
<td>140,000 to 159,999</td>
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<td>1</td>
<td>13</td>
</tr>
<tr>
<td>160,000 to 179,999</td>
<td>209</td>
<td>2</td>
<td>13</td>
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<tr>
<td>180,000 to 199,999</td>
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<td>7</td>
</tr>
<tr>
<td>200,000 to 249,999</td>
<td>388</td>
<td>1</td>
<td>31</td>
</tr>
<tr>
<td>250,000 to 299,999</td>
<td>456</td>
<td>5</td>
<td>13</td>
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<tr>
<td>300,000 to 399,999</td>
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<td>0</td>
<td>15</td>
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<tr>
<td>400,000 to 499,999</td>
<td>274</td>
<td>0</td>
<td>4</td>
</tr>
<tr>
<td>500,000 to 749,999</td>
<td>316</td>
<td>0</td>
<td>6</td>
</tr>
<tr>
<td>750,000 to 999,999</td>
<td>129</td>
<td>0</td>
<td>2</td>
</tr>
<tr>
<td>1,000,000 and greater</td>
<td>105</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

**Totals**

<table>
<thead>
<tr>
<th>Single Family</th>
<th>Duplex</th>
<th>Condo</th>
</tr>
</thead>
<tbody>
<tr>
<td>4479</td>
<td>65</td>
<td>169</td>
</tr>
</tbody>
</table>

Average Price:

- Single Family: $270,380
- Duplex: $82,509
- Condo: $198,512

Median Price:

- Single Family: $190,950
- Duplex: $65,000
- Condo: $167,000
# Inventory Totals

<table>
<thead>
<tr>
<th>ACTIVE</th>
<th>Listings</th>
<th>Average List Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>4,479</td>
<td>$270,379</td>
</tr>
<tr>
<td>Condominium</td>
<td>169</td>
<td>$198,511</td>
</tr>
<tr>
<td>Duplex</td>
<td>65</td>
<td>$82,509</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>4,713</strong></td>
<td><strong>$265,211</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PENDING</th>
<th>Listings</th>
<th>Average List Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>1,639</td>
<td>$185,903</td>
</tr>
<tr>
<td>Condominium</td>
<td>41</td>
<td>$149,132</td>
</tr>
<tr>
<td>Duplex</td>
<td>53</td>
<td>$73,076</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>1,733</strong></td>
<td><strong>$181,582</strong></td>
</tr>
</tbody>
</table>

8/16/2017