

Sales Summary

	July Total Sales			YTD Total MLS Sales		
	2017	2016	% change	2017	2016	% change
Units	1,384	1,244	11.3%	8,647	8,285	4.4%
Average Sales Price	\$202,525	\$200,364	1.1%	\$192,619	\$180,920	6.5%
Median Sales Price	\$170,000	\$161,900	5.0%	\$160,900	\$150,000	7.3%

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	14	23	3	1	4	45	293
\$ 20,000 - 29,999	8	32	6	3	1	50	260
\$ 30,000 - 39,999	5	26	4	0	0	35	243
\$ 40,000 - 49,999	6	13	3	0	2	24	221
\$ 50,000 - 59,999	4	20	5	0	5	34	233
\$ 60,000 - 69,999	8	23	2	0	2	35	268
\$ 70,000 - 79,999	5	20	4	1	2	32	269
\$ 80,000 - 89,999	6	28	4	0	3	41	303
\$ 90,000 - 99,999	3	34	5	1	1	44	256
\$100,000 - 119,999	8	68	6	0	8	90	595
\$120,000 - 139,999	7	82	14	9	6	118	691
\$140,000 - 159,999	3	59	22	0	7	91	645
\$160,000 - 179,999	3	61	32	0	5	101	621
\$180,000 - 199,999	5	34	47	0	3	89	505
\$200,000 - 249,999	4	74	88	0	8	174	1049
\$250,000 - 299,999	1	31	96	0	1	129	780
\$300,000 - 399,999	0	20	90	0	1	111	710
\$400,000 - 499,999	0	9	70	0	0	79	356
\$500,000 - 749,999	0	3	42	0	0	45	261
\$750,000 - 999,999	0	0	13	0	0	13	66
\$1,000,000 and over	0	0	4	0	0	4	22
Total Types	90	660	560	15	59	1,384	8,647
Average Sale Price	\$83,793	\$141,177	\$304,884	\$90,833	\$163,575	\$202,525	\$192,619
Median Sale Price	\$70,000	\$130,000	\$266,500	\$124,000	\$141,000	\$170,000	\$160,900

Price Group	Sales	% of Total
0 - \$99,999	340	24.6%
\$100,000 - 199,999	489	35.3%
\$200,000 - 399,999	414	29.9%
\$400,000 and above	141	10.2%

Time on Market	Units
1 to 30 days	751
31 to 60 days	256
61 to 90 days	107
91 to 120 days	71
More than 120 Days	143
Average Market Time	52

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

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	14	23	3	1	4	45
20,000 to 29,999	8	32	6	3	1	50
30,000 to 39,999	5	26	4	0	0	35
40,000 to 49,999	6	13	3	0	2	24
50,000 to 59,999	4	20	5	0	5	34
60,000 to 69,999	8	23	2	0	2	35
70,000 to 79,999	5	20	4	1	2	32
80,000 to 89,999	6	28	4	0	3	41
90,000 to 99,999	3	34	5	1	1	44
100,000 to 119,999	8	68	6	0	8	90
120,000 to 139,999	7	82	14	9	6	118
140,000 to 159,999	3	59	22	0	7	91
160,000 to 179,999	3	61	32	0	5	101
180,000 to 199,999	5	34	47	0	3	89
200,000 to 249,999	4	74	88	0	8	174
250,000 to 299,999	1	31	96	0	1	129
300,000 to 399,999	0	20	90	0	1	111
400,000 to 499,999	0	9	70	0	0	79
500,000 to 749,999	0	3	42	0	0	45
750,000 to 999,999	0	0	13	0	0	13
1,000,000 and greater	0	0	4	0	0	4
Totals	90	660	560	15	59	1384
Average List Price	\$89,149	\$144,209	\$310,921	\$43,413	\$130,836	\$206,422
Median List Price	\$77,200	\$132,200	\$269,000	\$18,000	\$125,000	\$169,900
Average Sale Price	\$83,793	\$141,177	\$304,884	\$90,833	\$126,762	\$202,525
Median Sale Price	\$70,000	\$130,000	\$266,500	\$124,000	\$125,000	\$170,000

Time on Market	# Units
1-30	751
31-60	246
61-90	107
91-120	71
greater than 120 days	143
Total Units Sold	1318
Average Market Time	52

Type of Financing	# Units
Conventional	583
Cash	383
FHA	243
VA	106
Owner	1
Other	68

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

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	91	157	31	6	8	293
20,000 to 29,999	48	173	26	6	7	260
30,000 to 39,999	52	163	21	5	2	243
40,000 to 49,999	38	143	29	4	7	221
50,000 to 59,999	24	155	31	5	18	233
60,000 to 69,999	36	186	27	5	14	268
70,000 to 79,999	40	178	28	1	22	269
80,000 to 89,999	30	212	38	1	22	303
90,000 to 99,999	21	184	43	1	7	256
100,000 to 119,999	39	433	82	5	36	595
120,000 to 139,999	33	512	92	11	43	691
140,000 to 159,999	23	434	151	1	36	645
160,000 to 179,999	25	357	205	3	31	621
180,000 to 199,999	32	207	241	3	22	505
200,000 to 249,999	26	390	582	2	49	1049
250,000 to 299,999	11	192	550	0	27	780
300,000 to 399,999	1	129	560	1	19	710
400,000 to 499,999	0	31	318	0	7	356
500,000 to 749,999	2	10	242	1	6	261
750,000 to 999,999	0	2	61	0	3	66
1,000,000 and greater	0	2	20	0	0	22
Totals	572	4250	3378	61	386	8647
Average List Price	\$90,854	\$138,171	\$294,842	\$90,930	\$171,906	\$197,418
Median List Price	\$74,950	\$128,000	\$259,168	\$59,500	\$148,250	\$164,900
Average Sale Price	\$86,409	\$134,430	\$288,433	\$96,309	\$167,415	\$192,619
Median Sale Price	\$69,000	\$125,000	\$254,900	\$67,500	\$144,000	\$160,900

Time on Market	# Units
1-30	4232
31-60	1424
61-90	787
91-120	507
greater than 120 days	1190
Total Units Sold	8140
Average Market Time	61

Type of Financing	# Units
Conventional	3326
Cash	2581
FHA	1701
VA	579
Owner	16
Other	442

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

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	97	6	2
20,000 to 29,999	138	15	7
30,000 to 39,999	184	6	6
40,000 to 49,999	167	2	7
50,000 to 59,999	172	2	4
60,000 to 69,999	185	5	5
70,000 to 79,999	157	8	6
80,000 to 89,999	118	1	4
90,000 to 99,999	122	3	6
100,000 to 119,999	176	3	8
120,000 to 139,999	250	3	10
140,000 to 159,999	186	1	13
160,000 to 179,999	209	2	13
180,000 to 199,999	171	2	7
200,000 to 249,999	388	1	31
250,000 to 299,999	456	5	13
300,000 to 399,999	479	0	15
400,000 to 499,999	274	0	4
500,000 to 749,999	316	0	6
750,000 to 999,999	129	0	2
1,000,000 and greater	105	0	0
Totals	4479	65	169
Average Price	\$270,380	\$82,509	\$198,512
Median Price	\$190,950	\$65,000	\$167,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,479	\$270,379
Condominium	169	\$198,511
Duplex	65	\$82,509
Total	4,713	\$265,211

PENDING	Listings	Average List Price
Residential	1,639	\$185,903
Condominium	41	\$149,132
Duplex	53	\$73,076
Total	1,733	\$181,582

8/16/2017