

Sales Summary

	June Total Sales			YTD Total MLS Sales		
	2017	2016	% change	2017	2016	% change
Units	1,445	1,434	0.8%	7,149	6,962	2.7%
Average Sales Price	\$213,414	\$200,527	6.4%	\$191,254	\$177,673	7.6%
Median Sales Price	\$183,000	\$169,000	8.3%	\$160,000	\$147,925	8.2%

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	18	6	1	1	37	245
\$ 20,000 - 29,999	5	17	6	2	1	31	208
\$ 30,000 - 39,999	8	19	1	0	0	28	201
\$ 40,000 - 49,999	5	23	6	1	1	36	194
\$ 50,000 - 59,999	7	21	3	0	1	32	195
\$ 60,000 - 69,999	6	28	5	0	1	40	230
\$ 70,000 - 79,999	5	26	5	0	4	40	230
\$ 80,000 - 89,999	2	21	4	0	7	34	255
\$ 90,000 - 99,999	3	28	4	0	0	35	205
\$100,000 - 119,999	8	68	11	0	5	92	493
\$120,000 - 139,999	3	79	16	0	10	108	565
\$140,000 - 159,999	6	63	20	1	6	96	542
\$160,000 - 179,999	6	63	29	0	3	101	514
\$180,000 - 199,999	7	47	35	0	3	92	413
\$200,000 - 249,999	6	73	86	0	11	176	865
\$250,000 - 299,999	3	40	114	0	5	162	644
\$300,000 - 399,999	0	35	114	0	3	152	590
\$400,000 - 499,999	0	3	75	0	0	78	276
\$500,000 - 749,999	2	3	57	0	1	63	214
\$750,000 - 999,999	0	0	10	0	0	10	52
\$1,000,000 and over	0	0	2	0	0	2	18
Total Types	93	675	609	5	63	1,445	7,149
Average Sale Price	\$109,061	\$147,880	\$308,491	\$49,099	\$163,575	\$213,414	\$191,254
Median Sale Price	\$79,500	\$137,000	\$275,000	\$21,500	\$141,000	\$183,000	\$160,000

Price Group	Sales	% of Total
0 - \$99,999	313	21.7%
\$100,000 - 199,999	489	33.8%
\$200,000 - 399,999	490	33.9%
\$400,000 and above	153	10.6%

Time on Market	Units
1 to 30 days	782
31 to 60 days	248
61 to 90 days	132
91 to 120 days	59
More than 120 Days	133
Average Market Time	50

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 06/01/17 - 06/30/17

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	11	18	6	1	1	37
20,000 to 29,999	5	17	6	2	1	31
30,000 to 39,999	8	19	1	0	0	28
40,000 to 49,999	5	23	6	1	1	36
50,000 to 59,999	7	21	3	0	1	32
60,000 to 69,999	6	28	5	0	1	40
70,000 to 79,999	5	26	5	0	4	40
80,000 to 89,999	2	21	4	0	7	34
90,000 to 99,999	3	28	4	0	0	35
100,000 to 119,999	8	68	11	0	5	92
120,000 to 139,999	3	79	16	0	10	108
140,000 to 159,999	6	63	20	1	6	96
160,000 to 179,999	6	63	29	0	3	101
180,000 to 199,999	7	47	35	0	3	92
200,000 to 249,999	6	73	86	0	11	176
250,000 to 299,999	3	40	114	0	5	162
300,000 to 399,999	0	35	114	0	3	152
400,000 to 499,999	0	3	75	0	0	78
500,000 to 749,999	2	3	57	0	1	63
750,000 to 999,999	0	0	10	0	0	10
1,000,000 and greater	0	0	2	0	0	2
Totals	93	675	609	5	63	1445
Average List Price	\$113,215	\$150,864	\$315,608	\$51,700	\$169,303	\$218,334
Median List Price	\$82,500	\$139,900	\$279,900	\$29,850	\$149,900	\$185,000
Average Sale Price	\$109,061	\$147,880	\$308,491	\$49,099	\$163,575	\$213,414
Median Sale Price	\$79,500	\$137,000	\$275,000	\$21,500	\$141,000	\$183,000

Time on Market	# Units
1-30	782
31-60	248
61-90	132
91-120	59
greater than 120 days	133
Total Units Sold	1354
Average Market Time	50

Type of Financing	# Units
Conventional	625
Cash	377
FHA	260
VA	107
Owner	6
Other	69

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 - 06/30/17

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	77	131	28	5	4	245
20,000 to 29,999	40	139	20	3	6	208
30,000 to 39,999	45	132	17	5	2	201
40,000 to 49,999	32	127	26	4	5	194
50,000 to 59,999	20	132	25	5	13	195
60,000 to 69,999	28	160	25	5	12	230
70,000 to 79,999	35	151	24	0	20	230
80,000 to 89,999	24	177	34	1	19	255
90,000 to 99,999	18	144	37	0	6	205
100,000 to 119,999	31	355	74	5	28	493
120,000 to 139,999	26	423	77	2	37	565
140,000 to 159,999	20	365	128	1	28	542
160,000 to 179,999	22	294	169	3	26	514
180,000 to 199,999	26	172	193	3	19	413
200,000 to 249,999	22	311	489	2	41	865
250,000 to 299,999	10	159	450	0	25	644
300,000 to 399,999	1	108	462	1	18	590
400,000 to 499,999	0	22	247	0	7	276
500,000 to 749,999	2	7	198	1	6	214
750,000 to 999,999	0	1	48	0	3	52
1,000,000 and greater	0	2	16	0	0	18
Totals	479	3512	2787	46	325	7149
Average List Price	\$91,171	\$137,355	\$291,973	\$106,424	\$179,066	\$196,235
Median List Price	\$74,900	\$127,700	\$256,500	\$68,250	\$149,900	\$164,500
Average Sale Price	\$86,918	\$133,495	\$285,462	\$98,181	\$174,493	\$191,254
Median Sale Price	\$69,000	\$125,000	\$252,000	\$62,750	\$148,000	\$160,000

Time on Market	# Units
1-30	3423
31-60	1149
61-90	671
91-120	430
greater than 120 days	1038
Total Units Sold	6711
Average Market Time	63

Type of Financing	# Units
Conventional	2689
Cash	2166
FHA	1440
VA	467
Owner	14
Other	371

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 7/17/2017

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	109	15	2
20,000 to 29,999	140	13	3
30,000 to 39,999	195	6	6
40,000 to 49,999	173	4	1
50,000 to 59,999	149	1	10
60,000 to 69,999	185	3	5
70,000 to 79,999	159	6	3
80,000 to 89,999	121	0	3
90,000 to 99,999	116	3	5
100,000 to 119,999	182	1	8
120,000 to 139,999	272	4	12
140,000 to 159,999	201	1	15
160,000 to 179,999	194	3	13
180,000 to 199,999	205	2	7
200,000 to 249,999	409	2	27
250,000 to 299,999	453	3	10
300,000 to 399,999	489	1	11
400,000 to 499,999	280	0	3
500,000 to 749,999	325	0	5
750,000 to 999,999	136	0	3
1,000,000 and greater	102	0	0
Totals	4595	68	152
Average Price	\$268,931	\$75,670	\$197,978
Median Price	\$192,000	\$39,950	\$164,900

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,595	\$268,930
Condominium	152	\$197,977
Duplex	68	\$75,669
Total	4,815	\$263,961

PENDING	Listings	Average List Price
Residential	1,746	\$185,483
Condominium	59	\$166,676
Duplex	52	\$66,443
Total	1,857	\$181,552

7/17/2017