

**Sales Summary**

	March Total Sales			YTD Total MLS Sales		
	2017	2016	% change	2017	2016	% change
<b>Units</b>	1,168	1,196	-2.3%	2,996	2,833	5.8%
<b>Average Sales Price</b>	\$185,929	\$170,328	9.2%	\$179,622	\$162,130	10.8%
<b>Median Sales Price</b>	\$158,600	\$140,000	13.3%	\$147,950	\$135,000	9.6%

**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	10	21	8	1	0	40	117
\$ 20,000 - 29,999	7	31	4	0	0	42	107
\$ 30,000 - 39,999	14	25	3	3	0	45	105
\$ 40,000 - 49,999	6	14	4	2	0	26	89
\$ 50,000 - 59,999	2	24	3	2	3	34	100
\$ 60,000 - 69,999	4	21	3	1	0	29	122
\$ 70,000 - 79,999	5	24	5	0	4	38	109
\$ 80,000 - 89,999	6	27	4	0	5	42	111
\$ 90,000 - 99,999	1	25	4	0	1	31	87
\$100,000 - 119,999	3	63	10	1	3	80	222
\$120,000 - 139,999	5	67	12	0	8	92	235
\$140,000 - 159,999	3	58	25	0	3	89	225
\$160,000 - 179,999	2	44	29	0	5	80	187
\$180,000 - 199,999	3	28	42	0	3	76	159
\$200,000 - 249,999	4	50	82	1	9	146	346
\$250,000 - 299,999	1	28	76	0	5	110	250
\$300,000 - 399,999	0	16	67	0	5	88	230
\$400,000 - 499,999	0	6	27	0	2	35	93
\$500,000 - 749,999	0	3	33	0	0	36	73
\$750,000 - 999,999	0	0	7	0	0	7	18
\$1,000,000 and over	0	0	2	0	0	2	11
<b>Total Types</b>	76	575	450	11	56	1,168	2,996
<b>Average Sale Price</b>	\$77,648	\$134,070	\$274,279	\$65,173	\$179,133	\$185,929	\$179,622
<b>Median Sale Price</b>	\$56,150	\$123,500	\$242,000	\$41,000	\$167,750	\$158,600	\$147,950

Price Group	Sales	% of Total
0 - \$99,999	327	28.0%
\$100,000 - 199,999	417	35.7%
\$200,000 - 399,999	344	29.5%
\$400,000 and above	80	6.8%

Time on Market	Units
1 to 30 days	534
31 to 60 days	161
61 to 90 days	90
91 to 120 days	93
More than 120 Days	216
<b>Average Market Time</b>	<b>73</b>

## Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 03/01/17 - 03/31/17

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	10	21	8	1	0	40
20,000 to 29,999	7	31	4	0	0	42
30,000 to 39,999	14	25	3	3	0	45
40,000 to 49,999	6	14	4	2	0	26
50,000 to 59,999	2	24	3	2	3	34
60,000 to 69,999	4	21	3	1	0	29
70,000 to 79,999	5	24	5	0	4	38
80,000 to 89,999	6	27	4	0	5	42
90,000 to 99,999	1	25	4	0	1	31
100,000 to 119,999	3	63	10	1	3	80
120,000 to 139,999	5	67	12	0	8	92
140,000 to 159,999	3	58	25	0	3	89
160,000 to 179,999	2	44	29	0	5	80
180,000 to 199,999	3	28	42	0	3	76
200,000 to 249,999	4	50	82	1	9	146
250,000 to 299,999	1	28	76	0	5	110
300,000 to 399,999	0	16	67	0	5	88
400,000 to 499,999	0	6	27	0	2	35
500,000 to 749,999	0	3	33	0	0	36
750,000 to 999,999	0	0	7	0	0	7
1,000,000 and greater	0	0	2	0	0	2
<b>Totals</b>	<b>76</b>	<b>575</b>	<b>450</b>	<b>11</b>	<b>56</b>	<b>1168</b>
Average List Price	\$81,089	\$137,988	\$280,493	\$70,964	\$182,419	\$190,688
Median List Price	\$54,450	\$125,900	\$246,950	\$53,000	\$169,400	\$160,000
Average Sale Price	\$77,648	\$134,070	\$274,279	\$65,173	\$179,133	\$185,929
Median Sale Price	\$56,150	\$123,500	\$242,000	\$41,000	\$167,750	\$158,600

Time on Market	# Units
1-30	534
31-60	161
61-90	90
91-120	93
greater than 120 days	216
Total Units Sold	1094
Average Market Time	73

Type of Financing	# Units
Conventional	405
Cash	361
FHA	268
VA	73
Owner	4
Other	57

## 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 - 03/31/17

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	41	61	13	2	0	117
20,000 to 29,999	16	78	9	1	3	107
30,000 to 39,999	26	67	7	4	1	105
40,000 to 49,999	16	55	14	2	2	89
50,000 to 59,999	6	69	13	4	8	100
60,000 to 69,999	13	87	15	2	5	122
70,000 to 79,999	17	72	11	0	9	109
80,000 to 89,999	16	76	10	0	9	111
90,000 to 99,999	7	60	17	0	3	87
100,000 to 119,999	12	162	32	3	13	222
120,000 to 139,999	14	177	32	0	12	235
140,000 to 159,999	8	142	62	0	13	225
160,000 to 179,999	9	101	67	0	10	187
180,000 to 199,999	7	65	77	3	7	159
200,000 to 249,999	9	112	205	1	19	346
250,000 to 299,999	3	58	178	0	11	250
300,000 to 399,999	1	33	188	0	8	230
400,000 to 499,999	0	11	76	0	6	93
500,000 to 749,999	0	4	66	1	2	73
750,000 to 999,999	0	1	17	0	0	18
1,000,000 and greater	0	1	10	0	0	11
<b>Totals</b>	<b>221</b>	<b>1492</b>	<b>1119</b>	<b>23</b>	<b>141</b>	<b>2996</b>
Average List Price	\$82,450	\$129,746	\$281,460	\$112,930	\$176,055	\$184,972
Median List Price	\$69,000	\$119,900	\$249,900	\$59,900	\$149,900	\$149,900
Average Sale Price	\$78,266	\$125,085	\$274,832	\$101,928	\$172,639	\$179,622
Median Sale Price	\$65,000	\$115,900	\$245,000	\$56,000	\$148,000	\$147,950

Time on Market	# Units
1-30	1229
31-60	467
61-90	332
91-120	250
greater than 120 days	520
Total Units Sold	2798
Average Market Time	73

Type of Financing	# Units
Conventional	1036
Cash	1007
FHA	614
VA	178
Owner	4
Other	157

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 4/17/2017

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	101	4	1
20,000 to 29,999	161	12	2
30,000 to 39,999	219	3	9
40,000 to 49,999	181	5	3
50,000 to 59,999	181	2	7
60,000 to 69,999	162	7	4
70,000 to 79,999	165	9	2
80,000 to 89,999	144	2	8
90,000 to 99,999	122	0	4
100,000 to 119,999	179	4	17
120,000 to 139,999	245	3	18
140,000 to 159,999	207	3	12
160,000 to 179,999	223	5	11
180,000 to 199,999	180	1	12
200,000 to 249,999	384	2	26
250,000 to 299,999	399	5	9
300,000 to 399,999	435	0	12
400,000 to 499,999	259	0	1
500,000 to 749,999	272	0	3
750,000 to 999,999	118	0	4
1,000,000 and greater	112	0	0
<b>Totals</b>	<b>4449</b>	<b>67</b>	<b>165</b>
Average Price	\$258,991	\$94,532	\$188,799
Median Price	\$175,000	\$70,000	\$149,900

# Inventory Totals

<b>ACTIVE</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	4,448	\$259,010
Condominium	165	\$188,798
Duplex	67	\$94,532
<b>Total</b>	<b>4,681</b>	<b>\$254,163</b>

<b>PENDING</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	1,588	\$190,764
Condominium	54	\$210,237
Duplex	11	\$118,000
<b>Total</b>	<b>1,652</b>	<b>\$190,925</b>

4/17/2017