

**Sales Summary**

	May Total Sales			YTD Total MLS Sales		
	2017	2016	% change	2017	2016	% change
<b>Units</b>	1,329	1,306	1.8%	5,609	5,448	3.0%
<b>Average Sales Price</b>	\$199,260	\$187,210	6.4%	\$185,946	\$171,956	8.1%
<b>Median Sales Price</b>	\$165,000	\$157,250	4.9%	\$155,000	\$141,700	9.4%

**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	12	22	3	0	1	38	201
\$ 20,000 - 29,999	8	18	0	0	2	28	176
\$ 30,000 - 39,999	5	19	5	1	1	31	170
\$ 40,000 - 49,999	7	20	4	1	1	33	154
\$ 50,000 - 59,999	3	20	7	0	2	32	159
\$ 60,000 - 69,999	4	27	2	3	2	38	189
\$ 70,000 - 79,999	8	30	2	0	2	42	187
\$ 80,000 - 89,999	2	44	7	1	2	56	217
\$ 90,000 - 99,999	3	26	4	0	2	35	164
\$100,000 - 119,999	6	54	19	1	7	87	394
\$120,000 - 139,999	4	75	17	1	9	106	448
\$140,000 - 159,999	3	76	25	0	3	107	439
\$160,000 - 179,999	5	65	33	1	3	107	406
\$180,000 - 199,999	7	26	40	0	5	78	316
\$200,000 - 249,999	5	71	97	0	8	181	681
\$250,000 - 299,999	2	29	68	0	3	102	474
\$300,000 - 399,999	0	21	86	0	5	112	435
\$400,000 - 499,999	0	4	55	0	1	60	195
\$500,000 - 749,999	0	0	35	0	2	37	146
\$750,000 - 999,999	0	0	14	0	2	16	42
\$1,000,000 and over	0	0	3	0	0	3	16
<b>Total Types</b>	84	647	526	9	63	1,329	5,609
<b>Average Sale Price</b>	\$91,883	\$137,712	\$294,562	\$83,667	\$195,339	\$199,260	\$185,946
<b>Median Sale Price</b>	\$73,000	\$129,500	\$248,700	\$67,500	\$151,500	\$165,000	\$155,000

Price Group	Sales	% of Total
0 - \$99,999	333	25.1%
\$100,000 - 199,999	485	36.5%
\$200,000 - 399,999	395	29.7%
\$400,000 and above	116	8.7%

Time on Market	Units
1 to 30 days	748
31 to 60 days	197
61 to 90 days	106
91 to 120 days	51
More than 120 Days	148
<b>Average Market Time</b>	<b>53</b>

## Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 05/01/17 - 05/31/17

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	12	22	3	0	1	38
20,000 to 29,999	8	18	0	0	2	28
30,000 to 39,999	5	19	5	1	1	31
40,000 to 49,999	7	20	4	1	1	33
50,000 to 59,999	3	20	7	0	2	32
60,000 to 69,999	4	27	2	3	2	38
70,000 to 79,999	8	30	2	0	2	42
80,000 to 89,999	2	44	7	1	2	56
90,000 to 99,999	3	26	4	0	2	35
100,000 to 119,999	6	54	19	1	7	87
120,000 to 139,999	4	75	17	1	9	106
140,000 to 159,999	3	76	25	0	3	107
160,000 to 179,999	5	65	33	1	3	107
180,000 to 199,999	7	26	40	0	5	78
200,000 to 249,999	5	71	97	0	8	181
250,000 to 299,999	2	29	68	0	3	102
300,000 to 399,999	0	21	86	0	5	112
400,000 to 499,999	0	4	55	0	1	60
500,000 to 749,999	0	0	35	0	2	37
750,000 to 999,999	0	0	14	0	2	16
1,000,000 and greater	0	0	3	0	0	3
<b>Totals</b>	<b>84</b>	<b>647</b>	<b>526</b>	<b>9</b>	<b>63</b>	<b>1329</b>
Average List Price	\$96,880	\$140,661	\$301,406	\$89,300	\$201,332	\$204,043
Median List Price	\$79,450	\$134,000	\$251,850	\$80,000	\$152,000	\$167,000
Average Sale Price	\$91,883	\$137,712	\$294,562	\$83,667	\$195,339	\$199,260
Median Sale Price	\$73,000	\$129,500	\$248,700	\$67,500	\$151,500	\$165,000

Time on Market	# Units
1-30	748
31-60	197
61-90	106
91-120	51
greater than 120 days	148
Total Units Sold	1250
Average Market Time	53

Type of Financing	# Units
Conventional	508
Cash	386
FHA	265
VA	90
Owner	2
Other	78

## 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 - 05/31/17

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	64	109	21	4	3	201
20,000 to 29,999	34	122	14	1	5	176
30,000 to 39,999	37	110	16	5	2	170
40,000 to 49,999	27	100	20	3	4	154
50,000 to 59,999	13	109	20	5	12	159
60,000 to 69,999	22	131	20	5	11	189
70,000 to 79,999	29	124	19	0	15	187
80,000 to 89,999	22	153	29	1	12	217
90,000 to 99,999	14	112	32	0	6	164
100,000 to 119,999	23	282	61	5	23	394
120,000 to 139,999	23	338	59	2	26	448
140,000 to 159,999	14	296	107	0	22	439
160,000 to 179,999	16	229	136	3	22	406
180,000 to 199,999	19	122	156	3	16	316
200,000 to 249,999	16	235	398	2	30	681
250,000 to 299,999	7	116	332	0	19	474
300,000 to 399,999	1	73	346	0	15	435
400,000 to 499,999	0	19	169	0	7	195
500,000 to 749,999	0	4	136	1	5	146
750,000 to 999,999	0	1	38	0	3	42
1,000,000 and greater	0	2	14	0	0	16
<b>Totals</b>	<b>381</b>	<b>2787</b>	<b>2143</b>	<b>40</b>	<b>258</b>	<b>5609</b>
Average List Price	\$86,348	\$134,369	\$285,804	\$107,950	\$181,796	\$190,958
Median List Price	\$73,500	\$125,000	\$249,900	\$69,000	\$151,000	\$159,500
Average Sale Price	\$82,065	\$130,305	\$279,419	\$99,146	\$177,458	\$185,946
Median Sale Price	\$68,700	\$123,000	\$245,000	\$64,500	\$149,700	\$155,000

Time on Market	# Units
1-30	2597
31-60	880
61-90	536
91-120	369
greater than 120 days	886
Total Units Sold	5268
Average Market Time	66

Type of Financing	# Units
Conventional	2024
Cash	1767
FHA	1160
VA	356
Owner	8
Other	293

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 6/12/2017

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	99	8	4
20,000 to 29,999	148	13	3
30,000 to 39,999	205	6	6
40,000 to 49,999	158	3	6
50,000 to 59,999	153	1	5
60,000 to 69,999	173	3	4
70,000 to 79,999	151	5	3
80,000 to 89,999	137	0	8
90,000 to 99,999	126	3	2
100,000 to 119,999	192	4	13
120,000 to 139,999	259	5	12
140,000 to 159,999	210	1	16
160,000 to 179,999	197	3	12
180,000 to 199,999	183	1	10
200,000 to 249,999	416	1	26
250,000 to 299,999	431	3	13
300,000 to 399,999	486	1	12
400,000 to 499,999	278	0	3
500,000 to 749,999	295	0	4
750,000 to 999,999	145	0	3
1,000,000 and greater	109	0	0
<b>Totals</b>	<b>4551</b>	<b>61</b>	<b>165</b>
Average Price	\$269,767	\$82,411	\$193,173
Median Price	\$189,900	\$59,500	\$160,000

# Inventory Totals

<b>ACTIVE</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	4,551	\$269,767
Condominium	165	\$193,173
Duplex	61	\$82,410
<b>Total</b>	<b>4,777</b>	<b>\$264,729</b>

<b>PENDING</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	1,696	\$195,081
Condominium	55	\$180,742
Duplex	46	\$67,784
<b>Total</b>	<b>1,797</b>	<b>\$191,384</b>

6/12/2017