

Sales Summary

| | November Total Sales | | | YTD Total MLS Sales | | |
|----------------------------|----------------------|-----------|----------|---------------------|-----------|----------|
| | 2017 | 2016 | % change | 2017 | 2016 | % change |
| Units | 1,177 | 1,054 | 11.7% | 13,919 | 13,314 | 4.5% |
| Average Sales Price | \$203,038 | \$189,379 | 7.2% | \$195,554 | \$183,511 | 6.6% |
| Median Sales Price | \$165,000 | \$155,813 | 5.9% | \$162,500 | \$152,125 | 6.8% |

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 | 16 | 17 | 4 | 2 | 1 | 40 | 471 |
| \$ 20,000 - 29,999 | 10 | 17 | 6 | 6 | 1 | 40 | 417 |
| \$ 30,000 - 39,999 | 12 | 17 | 2 | 0 | 1 | 32 | 378 |
| \$ 40,000 - 49,999 | 8 | 16 | 3 | 2 | 3 | 32 | 342 |
| \$ 50,000 - 59,999 | 3 | 19 | 4 | 0 | 0 | 26 | 349 |
| \$ 60,000 - 69,999 | 5 | 28 | 6 | 2 | 1 | 42 | 412 |
| \$ 70,000 - 79,999 | 0 | 22 | 3 | 1 | 1 | 27 | 440 |
| \$ 80,000 - 89,999 | 2 | 23 | 6 | 0 | 2 | 33 | 455 |
| \$ 90,000 - 99,999 | 2 | 25 | 4 | 0 | 1 | 32 | 425 |
| \$100,000 - 119,999 | 5 | 52 | 18 | 1 | 2 | 78 | 963 |
| \$120,000 - 139,999 | 5 | 62 | 12 | 0 | 7 | 86 | 1122 |
| \$140,000 - 159,999 | 3 | 65 | 18 | 0 | 5 | 91 | 1046 |
| \$160,000 - 179,999 | 1 | 52 | 33 | 0 | 4 | 90 | 1008 |
| \$180,000 - 199,999 | 3 | 25 | 35 | 0 | 4 | 67 | 807 |
| \$200,000 - 249,999 | 1 | 47 | 79 | 0 | 10 | 137 | 1659 |
| \$250,000 - 299,999 | 3 | 31 | 69 | 0 | 6 | 109 | 1279 |
| \$300,000 - 399,999 | 0 | 23 | 85 | 0 | 0 | 108 | 1180 |
| \$400,000 - 499,999 | 0 | 6 | 43 | 0 | 0 | 49 | 581 |
| \$500,000 - 749,999 | 0 | 3 | 36 | 0 | 2 | 41 | 433 |
| \$750,000 - 999,999 | 0 | 1 | 8 | 0 | 1 | 10 | 109 |
| \$1,000,000 and over | 0 | 0 | 7 | 0 | 0 | 7 | 43 |
| Total Types | 79 | 551 | 481 | 14 | 52 | 1,177 | 13,919 |
| Average Sale Price | \$69,018 | \$144,357 | \$298,118 | \$40,612 | \$192,669 | \$203,038 | \$195,554 |
| Median Sale Price | \$40,000 | \$131,000 | \$257,500 | \$26,000 | \$162,750 | \$165,000 | \$162,500 |

| Price Group | Sales | % of Total |
|---------------------|-------|------------|
| 0 - \$99,999 | 304 | 25.8% |
| \$100,000 - 199,999 | 412 | 35.0% |
| \$200,000 - 399,999 | 354 | 30.1% |
| \$400,000 and above | 107 | 9.1% |

| Time on Market | Units |
|----------------------------|-----------|
| 1 to 30 days | 585 |
| 31 to 60 days | 205 |
| 61 to 90 days | 114 |
| 91 to 120 days | 87 |
| More than 120 Days | 110 |
| 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: 11/01/17 - 11/30/17

Sold Residential Listings

| Price Class/Type | < 3 Bed | 3 Bed | > 3 Bed | Duplex | Condo | Total Units |
|-----------------------|-----------|------------|------------|-----------|-----------|-------------|
| 19,999 and below | 16 | 17 | 4 | 2 | 1 | 40 |
| 20,000 to 29,999 | 10 | 17 | 6 | 6 | 1 | 40 |
| 30,000 to 39,999 | 12 | 17 | 2 | 0 | 1 | 32 |
| 40,000 to 49,999 | 8 | 16 | 3 | 2 | 3 | 32 |
| 50,000 to 59,999 | 3 | 19 | 4 | 0 | 0 | 26 |
| 60,000 to 69,999 | 5 | 28 | 6 | 2 | 1 | 42 |
| 70,000 to 79,999 | 0 | 22 | 3 | 1 | 1 | 27 |
| 80,000 to 89,999 | 2 | 23 | 6 | 0 | 2 | 33 |
| 90,000 to 99,999 | 2 | 25 | 4 | 0 | 1 | 32 |
| 100,000 to 119,999 | 5 | 52 | 18 | 1 | 2 | 78 |
| 120,000 to 139,999 | 5 | 62 | 12 | 0 | 7 | 86 |
| 140,000 to 159,999 | 3 | 65 | 18 | 0 | 5 | 91 |
| 160,000 to 179,999 | 1 | 52 | 33 | 0 | 4 | 90 |
| 180,000 to 199,999 | 3 | 25 | 35 | 0 | 4 | 67 |
| 200,000 to 249,999 | 1 | 47 | 79 | 0 | 10 | 137 |
| 250,000 to 299,999 | 3 | 31 | 69 | 0 | 6 | 109 |
| 300,000 to 399,999 | 0 | 23 | 85 | 0 | 0 | 108 |
| 400,000 to 499,999 | 0 | 6 | 43 | 0 | 0 | 49 |
| 500,000 to 749,999 | 0 | 3 | 36 | 0 | 2 | 41 |
| 750,000 to 999,999 | 0 | 1 | 8 | 0 | 1 | 10 |
| 1,000,000 and greater | 0 | 0 | 7 | 0 | 0 | 7 |
| Totals | 79 | 551 | 481 | 14 | 52 | 1177 |
| Average List Price | \$72,142 | \$148,276 | \$304,643 | \$46,843 | \$198,700 | \$208,089 |
| Median List Price | \$44,900 | \$134,000 | \$260,000 | \$30,000 | \$166,250 | \$169,900 |
| Average Sale Price | \$69,018 | \$144,357 | \$298,118 | \$40,612 | \$192,669 | \$203,038 |
| Median Sale Price | \$40,000 | \$131,000 | \$257,500 | \$26,000 | \$162,750 | \$165,000 |

| Time on Market | # Units |
|-----------------------|---------|
| 1-30 | 585 |
| 31-60 | 205 |
| 61-90 | 114 |
| 91-120 | 87 |
| greater than 120 days | 110 |
| Total Units Sold | 1101 |
| Average Market Time | 52 |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional | 476 |
| Cash | 364 |
| FHA | 218 |
| VA | 81 |
| Owner | 0 |
| Other | 38 |

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 - 11/30/17

Sold Residential Listings

| Price Class/Type | < 3 Bed | 3 Bed | > 3 Bed | Duplex | Condo | Total Units |
|-----------------------|------------|-------------|-------------|------------|------------|--------------|
| 19,999 and below | 148 | 250 | 45 | 17 | 11 | 471 |
| 20,000 to 29,999 | 96 | 242 | 41 | 27 | 11 | 417 |
| 30,000 to 39,999 | 76 | 244 | 39 | 11 | 8 | 378 |
| 40,000 to 49,999 | 57 | 220 | 42 | 6 | 17 | 342 |
| 50,000 to 59,999 | 40 | 234 | 43 | 7 | 25 | 349 |
| 60,000 to 69,999 | 60 | 275 | 43 | 14 | 20 | 412 |
| 70,000 to 79,999 | 64 | 293 | 46 | 5 | 32 | 440 |
| 80,000 to 89,999 | 42 | 321 | 61 | 2 | 29 | 455 |
| 90,000 to 99,999 | 42 | 302 | 67 | 2 | 12 | 425 |
| 100,000 to 119,999 | 63 | 702 | 140 | 12 | 46 | 963 |
| 120,000 to 139,999 | 56 | 836 | 155 | 13 | 62 | 1122 |
| 140,000 to 159,999 | 35 | 733 | 227 | 2 | 49 | 1046 |
| 160,000 to 179,999 | 34 | 587 | 334 | 5 | 48 | 1008 |
| 180,000 to 199,999 | 49 | 331 | 393 | 4 | 30 | 807 |
| 200,000 to 249,999 | 43 | 627 | 908 | 5 | 76 | 1659 |
| 250,000 to 299,999 | 20 | 325 | 881 | 3 | 50 | 1279 |
| 300,000 to 399,999 | 5 | 217 | 930 | 1 | 27 | 1180 |
| 400,000 to 499,999 | 1 | 55 | 516 | 0 | 9 | 581 |
| 500,000 to 749,999 | 3 | 21 | 398 | 1 | 10 | 433 |
| 750,000 to 999,999 | 0 | 4 | 101 | 0 | 4 | 109 |
| 1,000,000 and greater | 1 | 2 | 40 | 0 | 0 | 43 |
| Totals | 935 | 6821 | 5450 | 137 | 576 | 13919 |
| Average List Price | \$92,655 | \$140,977 | \$299,423 | \$81,368 | \$173,526 | \$200,531 |
| Median List Price | \$72,500 | \$129,900 | \$259,900 | \$55,000 | \$149,900 | \$165,000 |
| Average Sale Price | \$87,894 | \$137,219 | \$292,728 | \$81,809 | \$168,721 | \$195,554 |
| Median Sale Price | \$68,700 | \$127,500 | \$257,000 | \$60,000 | \$145,000 | \$162,500 |

| Time on Market | # Units |
|-----------------------|---------|
| 1-30 | 6910 |
| 31-60 | 2418 |
| 61-90 | 1253 |
| 91-120 | 811 |
| greater than 120 days | 1723 |
| Total Units Sold | 13115 |
| Average Market Time | 58 |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional | 5452 |
| Cash | 4136 |
| FHA | 2711 |
| VA | 920 |
| Owner | 31 |
| Other | 667 |

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 12/15/2017

Current Active Listings

| Price Class/Type | Single Family | Duplex | Condo |
|-----------------------|---------------|-----------|------------|
| 19,999 and below | 116 | 7 | 1 |
| 20,000 to 29,999 | 110 | 8 | 5 |
| 30,000 to 39,999 | 220 | 7 | 8 |
| 40,000 to 49,999 | 135 | 6 | 5 |
| 50,000 to 59,999 | 164 | 7 | 4 |
| 60,000 to 69,999 | 188 | 9 | 5 |
| 70,000 to 79,999 | 159 | 10 | 7 |
| 80,000 to 89,999 | 132 | 3 | 3 |
| 90,000 to 99,999 | 114 | 2 | 8 |
| 100,000 to 119,999 | 166 | 3 | 13 |
| 120,000 to 139,999 | 203 | 1 | 13 |
| 140,000 to 159,999 | 173 | 3 | 13 |
| 160,000 to 179,999 | 156 | 4 | 13 |
| 180,000 to 199,999 | 126 | 1 | 13 |
| 200,000 to 249,999 | 288 | 0 | 24 |
| 250,000 to 299,999 | 387 | 1 | 14 |
| 300,000 to 399,999 | 413 | 0 | 12 |
| 400,000 to 499,999 | 244 | 1 | 4 |
| 500,000 to 749,999 | 238 | 0 | 3 |
| 750,000 to 999,999 | 109 | 0 | 2 |
| 1,000,000 and greater | 106 | 0 | 0 |
| Totals | 3947 | 73 | 170 |
| Average Price | \$262,774 | \$75,913 | \$183,266 |
| Median Price | \$174,900 | \$62,900 | \$159,950 |

Inventory Totals

| ACTIVE | Listings | Average List Price |
|---------------|-----------------|---------------------------|
| Residential | 3,947 | \$262,774 |
| Condominium | 170 | \$183,265 |
| Duplex | 73 | \$75,913 |
| Total | 4,190 | \$256,292 |

| PENDING | Listings | Average List Price |
|----------------|-----------------|---------------------------|
| Residential | 1,409 | \$179,062 |
| Condominium | 48 | \$153,127 |
| Duplex | 11 | \$81,599 |
| Total | 1,468 | \$177,483 |

12/15/2017