

**Sales Summary**

	September Total Sales			YTD Total MLS Sales		
	2017	2016	% change	2017	2016	% change
<b>Units</b>	1,163	1,199	-3.0%	11,418	10,987	3.9%
<b>Average Sales Price</b>	\$205,636	\$183,461	12.1%	\$195,345	\$182,604	7.0%
<b>Median Sales Price</b>	\$173,500	\$154,900	12.0%	\$163,000	\$151,500	7.6%

**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	11	21	6	3	0	41	385
\$ 20,000 - 29,999	9	21	2	0	1	33	349
\$ 30,000 - 39,999	3	22	5	1	1	32	303
\$ 40,000 - 49,999	3	17	2	0	3	25	273
\$ 50,000 - 59,999	3	17	2	0	2	24	286
\$ 60,000 - 69,999	3	15	4	1	2	25	330
\$ 70,000 - 79,999	7	24	5	0	3	39	355
\$ 80,000 - 89,999	1	22	4	0	0	27	385
\$ 90,000 - 99,999	3	22	5	0	1	31	342
\$100,000 - 119,999	5	57	8	2	3	75	795
\$120,000 - 139,999	5	69	12	2	7	95	925
\$140,000 - 159,999	2	60	16	1	3	82	855
\$160,000 - 179,999	1	59	22	0	2	84	831
\$180,000 - 199,999	4	27	31	0	0	62	657
\$200,000 - 249,999	9	58	82	1	4	154	1378
\$250,000 - 299,999	0	29	80	1	3	113	1047
\$300,000 - 399,999	1	17	83	0	3	104	970
\$400,000 - 499,999	0	4	54	0	1	59	475
\$500,000 - 749,999	0	4	41	0	0	45	359
\$750,000 - 999,999	0	0	10	0	0	10	87
\$1,000,000 and over	0	0	3	0	0	3	31
<b>Total Types</b>	70	565	477	12	39	1,163	11,418
<b>Average Sale Price</b>	\$94,119	\$141,502	\$304,772	\$107,885	\$152,490	\$205,636	\$195,345
<b>Median Sale Price</b>	\$71,860	\$133,000	\$270,000	\$109,525	\$134,000	\$173,500	\$163,000

Price Group	Sales	% of Total
0 - \$99,999	277	23.8%
\$100,000 - 199,999	398	34.2%
\$200,000 - 399,999	371	31.9%
\$400,000 and above	117	10.1%

Time on Market	Units
1 to 30 days	579
31 to 60 days	230
61 to 90 days	102
91 to 120 days	63
More than 120 Days	128
<b>Average Market Time</b>	<b>60</b>

## Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 09/01/17 - 09/30/17

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	11	21	6	3	0	41
20,000 to 29,999	9	21	2	0	1	33
30,000 to 39,999	3	22	5	1	1	32
40,000 to 49,999	3	17	2	0	3	25
50,000 to 59,999	3	17	2	0	2	24
60,000 to 69,999	3	15	4	1	2	25
70,000 to 79,999	7	24	5	0	3	39
80,000 to 89,999	1	22	4	0	0	27
90,000 to 99,999	3	22	5	0	1	31
100,000 to 119,999	5	57	8	2	3	75
120,000 to 139,999	5	69	12	2	7	95
140,000 to 159,999	2	60	16	1	3	82
160,000 to 179,999	1	59	22	0	2	84
180,000 to 199,999	4	27	31	0	0	62
200,000 to 249,999	9	58	82	1	4	154
250,000 to 299,999	0	29	80	1	3	113
300,000 to 399,999	1	17	83	0	3	104
400,000 to 499,999	0	4	54	0	1	59
500,000 to 749,999	0	4	41	0	0	45
750,000 to 999,999	0	0	10	0	0	10
1,000,000 and greater	0	0	3	0	0	3
<b>Totals</b>	<b>70</b>	<b>565</b>	<b>477</b>	<b>12</b>	<b>39</b>	<b>1163</b>
Average List Price	\$101,766	\$145,361	\$312,467	\$114,817	\$157,238	\$211,358
Median List Price	\$79,500	\$135,000	\$275,000	\$119,500	\$135,000	\$176,900
Average Sale Price	\$94,119	\$141,502	\$304,772	\$107,885	\$152,490	\$205,636
Median Sale Price	\$71,860	\$133,000	\$270,000	\$109,525	\$134,000	\$173,500

Time on Market	# Units
1-30	579
31-60	230
61-90	102
91-120	63
greater than 120 days	128
Total Units Sold	1102
Average Market Time	60

Type of Financing	# Units
Conventional	467
Cash	360
FHA	207
VA	83
Owner	2
Other	44

## 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 - 09/30/17

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	118	208	39	11	9	385
20,000 to 29,999	73	213	34	20	9	349
30,000 to 39,999	58	199	31	9	6	303
40,000 to 49,999	44	180	34	4	11	273
50,000 to 59,999	34	187	35	6	24	286
60,000 to 69,999	47	226	34	6	17	330
70,000 to 79,999	55	230	39	3	28	355
80,000 to 89,999	36	272	49	2	26	385
90,000 to 99,999	32	243	58	1	8	342
100,000 to 119,999	49	585	108	11	42	795
120,000 to 139,999	46	691	125	13	50	925
140,000 to 159,999	29	588	194	2	42	855
160,000 to 179,999	28	486	274	3	40	831
180,000 to 199,999	42	272	315	4	24	657
200,000 to 249,999	40	517	753	5	63	1378
250,000 to 299,999	15	259	732	3	38	1047
300,000 to 399,999	4	173	766	1	26	970
400,000 to 499,999	1	40	426	0	8	475
500,000 to 749,999	3	17	331	1	7	359
750,000 to 999,999	0	3	81	0	3	87
1,000,000 and greater	0	2	29	0	0	31
<b>Totals</b>	<b>754</b>	<b>5591</b>	<b>4487</b>	<b>105</b>	<b>481</b>	<b>11418</b>
Average List Price	\$94,054	\$140,039	\$298,817	\$88,894	\$171,528	\$200,254
Median List Price	\$75,000	\$129,900	\$259,900	\$59,000	\$149,500	\$165,000
Average Sale Price	\$89,250	\$136,344	\$292,178	\$91,109	\$166,909	\$195,345
Median Sale Price	\$70,000	\$127,000	\$256,900	\$64,000	\$145,000	\$163,000

Time on Market	# Units
1-30	5696
31-60	1964
61-90	998
91-120	651
greater than 120 days	1454
Total Units Sold	10763
Average Market Time	59

Type of Financing	# Units
Conventional	4442
Cash	3405
FHA	2251
VA	738
Owner	22
Other	558

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 10/16/2017

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	118	6	1
20,000 to 29,999	116	10	7
30,000 to 39,999	213	4	4
40,000 to 49,999	152	4	2
50,000 to 59,999	180	8	8
60,000 to 69,999	194	6	3
70,000 to 79,999	150	6	7
80,000 to 89,999	136	1	3
90,000 to 99,999	127	3	9
100,000 to 119,999	187	1	7
120,000 to 139,999	239	1	18
140,000 to 159,999	206	1	15
160,000 to 179,999	177	2	12
180,000 to 199,999	152	2	10
200,000 to 249,999	388	0	29
250,000 to 299,999	429	4	17
300,000 to 399,999	459	0	9
400,000 to 499,999	268	1	3
500,000 to 749,999	282	0	8
750,000 to 999,999	125	0	3
1,000,000 and greater	101	0	0
<b>Totals</b>	<b>4399</b>	<b>60</b>	<b>175</b>
Average Price	\$263,189	\$83,367	\$202,126
Median Price	\$183,000	\$57,100	\$165,000

# Inventory Totals

<b>ACTIVE</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	4,399	\$263,188
Condominium	175	\$202,126
Duplex	60	\$83,367
<b>Total</b>	<b>4,634</b>	<b>\$258,554</b>

<b>PENDING</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	1,516	\$180,673
Condominium	48	\$166,161
Duplex	30	\$59,344
<b>Total</b>	<b>1,594</b>	<b>\$177,953</b>

10/17/2017