

**Sales Summary**

	December Total Sales			YTD Total Sales		
	2016	2015	% change	2016	2015	% change
<b>Units</b>	1,487	1,421	4.6%	18,083	16,439	10.0%
<b>Median Sales Price</b>	\$133,000	\$124,000	7.3%	\$132,350	\$125,000	5.9%
<b>Average Sales Price</b>	\$165,630	\$159,087	4.1%	\$164,498	\$159,214	3.3%

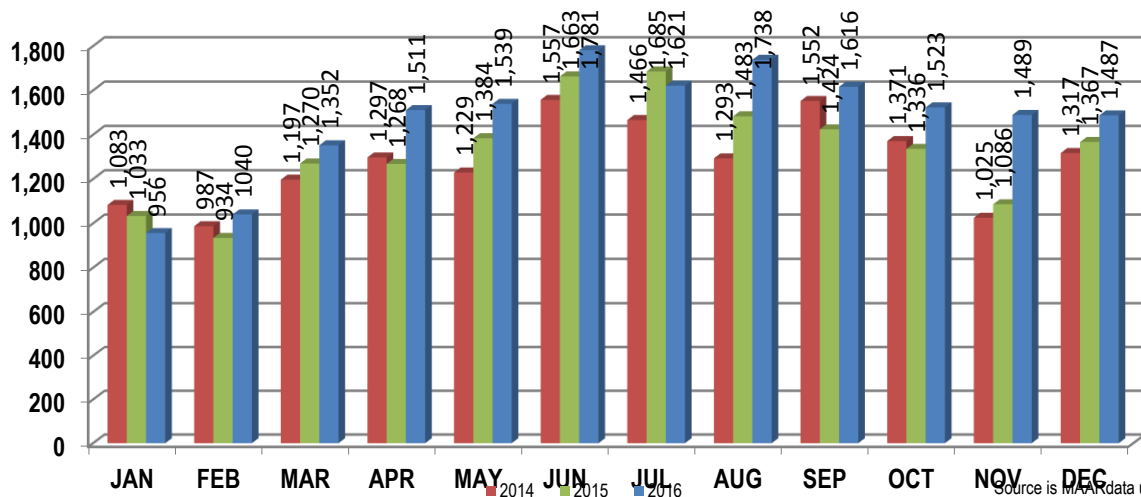
	December Existing Sales			YTD Existing Home Sales		
	2016	2015	% change	2016	2015	% change
<b>Units</b>	1,410	1,342	5.1%	17,303	15,727	10.0%
<b>Median Sales Price</b>	\$125,000	\$116,000	7.8%	\$127,000	\$120,000	5.8%
<b>Average Sales Price</b>	\$158,685	\$151,197	5.0%	\$158,100	\$152,956	3.4%

	December New Home Sales			YTD New Home Sales		
	2016	2015	% change	2016	2015	% change
<b>Units</b>	77	79	-2.5%	780	712	9.6%
<b>Median Sales Price</b>	\$274,712	\$262,721	4.6%	\$274,712	\$266,499	3.1%
<b>Average Sales Price</b>	\$292,800	\$293,128	-0.1%	\$306,425	\$297,444	3.0%

	December Bank Sales			YTD Bank Sales*		
	2016	2015	% change	2016	2015	% change
<b>Units</b>	117	209	-44.0%	1,867	2,248	-16.9%
<b>Median Sales Price</b>	\$59,325	\$50,000	18.7%	\$49,000	\$50,300	-2.6%
<b>Average Sales Price</b>	\$83,049	\$82,288	0.9%	\$74,205	\$72,400	2.5%

	December Non-Bank Sales			YTD Non-Bank Sales		
	2016	2015	% change	2016	2015	% change
<b>Units</b>	1,370	1,212	13.0%	16,216	14,191	14.3%
<b>Median Sales Price</b>	\$140,000	\$136,900	2.3%	\$143,000	\$140,000	2.1%
<b>Average Sales Price</b>	\$172,682	\$172,331	0.2%	\$174,894	\$172,966	1.1%

Data compiled from deeds that were recorded in Shelby, Fayette and Tipton counties. \*Bank sales represent all warranty deeds recorded in Shelby, Fayette and Tipton counties where the seller was a bank, REO company, or other similar institution.



Source is MAAR data unless otherwise noted.

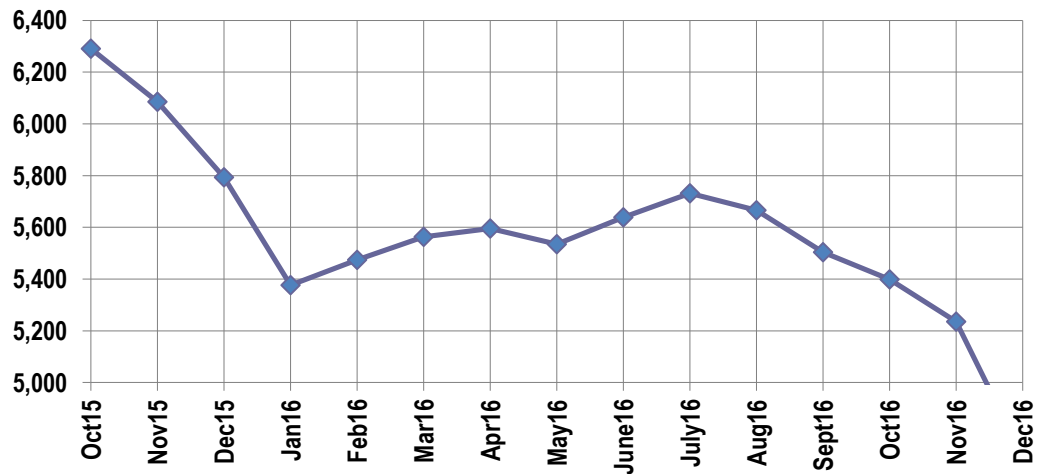
**Active Listings, Pending Sales and Foreclosure Action Summary**

Active Listings (as of 12-15-16)		
	Units	Ave. List Price
Single Family	4,464	\$248,444
Condo/Co-op	175	\$190,156
Duplex	76	\$95,374
<b>Market Total</b>	<b>4,715</b>	<b>\$243,813</b>

Pending Sales (as of 12-15-16)		
	Units	Ave. List Price
Single Family	1,493	\$169,610
Condo/Co-op	76	\$247,241
Duplex	8	\$80,912
<b>Market Total</b>	<b>1,578</b>	<b>\$172,982</b>

	December Foreclosure Actions			YTD Foreclosure Actions		
	2016	2015	% change	2016	2015	% change
<b>Total</b>	177	264	-33.0%	2,205	3,174	-30.5%

Compiled from trustee deeds recorded in Shelby, Fayette and Tipton counties.



**Inventory**

Jan-15	5,786	Jan-16	5,377
Feb-15	5,948	Feb-16	5,474
Mar-15	5,847	Mar-16	5,564
Apr-15	6,057	16-Apr	5,595
May-15	6,338	16-May	5,535
Jun-15	6,472	16-Jun	5,639
Jul-15	6,539	16-Jul	5,732
Aug-15	6,374	16-Aug	5,666
Sep-15	6,404	16-Sep	5,504
Oct-15	6,291	16-Oct	5,399
Nov-15	6,086	16-Nov	5,235
Dec-15	5,793	16-Dec	4,715

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2016	2015	% change	2016	2015	% change	2016	2015	% change	2016	2015	% change
Frayser	Units	84	77	9.1%	84	77	9.1%				7	17	-58.8%
	Median Sales Price	\$28,000	\$22,000	27.3%	\$28,000	\$22,000	27.3%				\$17,000	\$15,150	12.2%
	Ave. Sales Price	\$45,607	\$33,419	36.5%	\$45,607	\$33,419	36.5%				\$16,785	\$21,763	-22.9%
Raleigh/ Cov. Pike	Units	61	82	-25.6%	61	80	-23.8%		2		10	20	-50.0%
	Median Sales Price	\$77,000	\$59,350	29.7%	\$77,000	\$59,000	30.5%				\$62,730	\$39,375	59.3%
	Ave. Sales Price	\$75,909	\$63,726	19.1%	\$75,909	\$63,369	19.8%		\$78,000		\$60,525	\$44,985	34.5%
Downtown	Units	51	39	30.8%	48	37	29.7%	3	2	50.0%	2	2	0.0%
	Median Sales Price	\$230,000	\$218,000	5.5%	\$232,345	\$218,000	6.6%	\$136,000					
	Ave. Sales Price	\$254,829	\$261,055	-2.4%	\$258,371	\$265,934	-2.8%	\$198,160	\$170,780	16.0%	\$113,425	\$694,250	-83.7%
Midtown	Units	70	69	1.4%	70	69	1.4%				5	10	-50.0%
	Median Sales Price	\$123,500	\$100,000	23.5%	\$123,500	\$100,000	23.5%				\$24,500	\$19,275	27.1%
	Ave. Sales Price	\$151,531	\$134,006	13.1%	\$151,531	\$134,006	13.1%				\$45,284	\$38,035	19.1%
S. Memphis	Units	44	41	7.3%	44	41	7.3%				7	13	-46.2%
	Median Sales Price	\$18,250	\$15,255	19.6%	\$18,250	\$15,255	19.6%				\$13,600	\$12,000	13.3%
	Ave. Sales Price	\$26,408	\$21,796	21.2%	\$26,408	\$21,796	21.2%				\$15,836	\$17,187	-7.9%
Berclair/ Highland Heights	Units	58	54	7.4%	58	54	7.4%				2	14	-85.7%
	Median Sales Price	\$38,200	\$31,000	23.2%	\$38,200	\$31,000	23.2%					\$26,000	
	Ave. Sales Price	\$40,468	\$36,965	9.5%	\$40,468	\$36,965	9.5%				\$18,425	\$28,401	-35.1%
E. Memphis	Units	209	252	-17.1%	209	250	-16.4%		2		8	36	-77.8%
	Median Sales Price	\$137,500	\$121,000	13.6%	\$137,500	\$119,175	15.4%				\$33,778	\$43,551	-22.4%
	Ave. Sales Price	\$175,255	\$171,164	2.4%	\$175,255	\$170,490	2.8%		\$255,500		\$56,003	\$71,625	-21.8%
Whitehaven	Units	58	55	5.5%	58	55	5.5%				9	12	-25.0%
	Median Sales Price	\$48,500	\$55,000	-11.8%	\$48,500	\$55,000	-11.8%				\$38,500	\$40,532	-5.0%
	Ave. Sales Price	\$55,525	\$59,664	-6.9%	\$55,525	\$59,664	-6.9%				\$41,675	\$58,754	-29.1%
Parkway Village/ Oakhaven	Units	47	47	0.0%	47	44	6.8%		3		4	7	-42.9%
	Median Sales Price	\$57,000	\$45,000	26.7%	\$57,000	\$38,150	49.4%		\$89,000		\$26,775	\$23,750	12.7%
	Ave. Sales Price	\$55,011	\$49,018	12.2%	\$55,011	\$46,087	19.4%		\$92,000		\$25,387	\$26,371	-3.7%
Hickory Hill	Units	116	97	19.6%	111	92	20.7%	5	5	0.0%	15	25	-40.0%
	Median Sales Price	\$101,900	\$66,000	54.4%	\$98,000	\$65,000	50.8%	\$199,949	\$187,162	6.8%	\$65,000	\$50,000	30.0%
	Ave. Sales Price	\$104,100	\$85,450	21.8%	\$99,254	\$79,727	24.5%	\$211,667	\$190,747	11.0%	\$74,042	\$55,758	32.8%
Southwind	Units	11	10	10.0%	9	9	0.0%	2	1	100.0%	2	1	100.0%
	Median Sales Price	\$229,000	\$213,250	7.4%	\$221,000	\$210,000	5.2%						
	Ave. Sales Price	\$332,475	\$216,818	55.3%	\$334,866	\$208,408	60.7%	\$321,714	\$292,500	10.0%	\$165,000	\$130,980	26.0%

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2016	2015	% change	2016	2015	% change	2016	2015	% change	2016	2015	% change
Cordova	Units	190	181	5.0%	175	170	2.9%	15	11	36.4%	13	24	-45.8%
	Median Sales Price	\$152,888	\$145,900	4.8%	\$145,000	\$144,255	0.5%	\$184,609	\$217,218	-15.0%	\$117,500	\$133,638	-12.1%
	Ave. Sales Price	\$159,593	\$162,716	-1.9%	\$155,246	\$158,521	-2.1%	\$210,303	\$227,544	-7.6%	\$127,117	\$156,335	-18.7%
Bartlett	Units	104	66	57.6%	93	49	89.8%	11	17	-35.3%	6	7	-14.3%
	Median Sales Price	\$178,950	\$189,593	-5.6%	\$172,000	\$164,900	4.3%	\$270,249	\$239,293	12.9%	\$128,900	\$97,000	32.9%
	Ave. Sales Price	\$190,966	\$191,780	-0.4%	\$181,399	\$172,803	5.0%	\$271,851	\$246,479	10.3%	\$137,541	\$123,013	11.8%
G'town	Units	83	73	13.7%	80	70	14.3%	3	3	0.0%	4	1	300.0%
	Median Sales Price	\$318,000	\$280,000	13.6%	\$316,450	\$264,950	19.4%	\$605,200	\$575,550	5.2%	\$258,500		
	Ave. Sales Price	\$365,863	\$346,862	5.5%	\$359,803	\$333,525	7.9%	\$527,450	\$658,067	-19.9%	\$313,950	\$285,600	9.9%
Collierville	Units	91	92	-1.1%	77	79	-2.5%	14	13	7.7%	1	3	-66.7%
	Median Sales Price	\$296,000	\$295,000	0.3%	\$260,000	\$266,500	-2.4%	\$428,891	\$459,000	-6.6%			
	Ave. Sales Price	\$314,576	\$314,437	0.0%	\$292,155	\$291,082	0.4%	\$437,888	\$456,362	-4.1%	\$183,150	\$421,500	-56.5%
Lateland	Units	21	33	-36.4%	21	29	-27.6%		4		1	4	-75.0%
	Median Sales Price	\$280,000	\$235,000	19.1%	\$280,000	\$222,900	25.6%		\$396,505			\$167,000	
	Ave. Sales Price	\$308,647	\$257,126	20.0%	\$308,647	\$237,588	29.9%		\$398,778		\$340,000	\$179,061	89.9%
Arlington	Units	24	37	-35.1%	17	33	-48.5%	7	4	75.0%	1	2	-50.0%
	Median Sales Price	\$258,000	\$215,000	20.0%	\$227,000	\$209,900	8.1%	\$308,905	\$270,940	14.0%			
	Ave. Sales Price	\$256,057	\$226,775	12.9%	\$227,444	\$218,342	4.2%	\$325,547	\$296,349	9.9%	\$194,900	\$163,450	19.2%
Millington	Units	20	12	66.7%	20	12	66.7%					1	
	Median Sales Price	\$92,920	\$74,950	24.0%	\$92,920	\$74,950	24.0%						
	Ave. Sales Price	\$90,842	\$97,658	-7.0%	\$90,842	\$97,658	-7.0%					\$63,000	
Shelby County	Units	1,317	1,291	2.0%	1,257	1,224	2.7%	60	67	-10.4%	96	189	-49.2%
	Median Sales Price	\$128,000	\$118,350	8.2%	\$122,875	\$112,000	9.7%	\$284,830	\$261,720	8.8%	\$59,113	\$48,240	22.5%
	Ave. Sales Price	\$164,229	\$157,233	4.4%	\$157,404	\$149,572	5.2%	\$307,214	\$297,184	3.4%	\$84,538	\$82,988	1.9%
Fayette County	Units	70	66	6.1%	61	57	7.0%	9	9	0.0%	8	7	14.3%
	Median Sales Price	\$185,000	\$198,250	-6.7%	\$179,900	\$166,900	7.8%	\$216,308	\$270,000	-19.9%	\$56,588	\$84,000	-32.6%
	Ave. Sales Price	\$213,888	\$219,917	-2.7%	\$214,155	\$211,170	1.4%	\$212,075	\$275,308	-23.0%	\$73,735	\$83,920	-12.1%
Tipton County	Units	100	64	56.3%	92	61	50.8%	8	3	166.7%	13	13	0.0%
	Median Sales Price	\$135,250	\$125,950	7.4%	\$131,900	\$120,000	9.9%	\$287,845	\$249,900	15.2%	\$80,000	\$65,000	23.1%
	Ave. Sales Price	\$150,292	\$133,765	12.4%	\$139,402	\$127,753	9.1%	\$275,518	\$256,000	7.6%	\$77,786	\$71,241	9.2%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2016	2015	% change	2016	2015	% change	2016	2015	% change	2016	2015	% change
Frayser	Units	795	709	12.1%	793	708	12.0%	2	1	100	153	175	-12.6%
	Median Sales Price	\$24,200	\$22,500	7.6%	\$24,001	\$22,500	6.7%			-	\$17,500	\$17,001	2.9%
	Ave. Sales Price	\$40,810	\$36,450	12.0%	\$40,670	\$36,339	11.9%	\$96,450	\$115,000	-16.1%	\$22,713	\$22,185	2.4%
Raleigh/ Cov. Pike	Units	956	960	-0.4%	945	958	-1.4%	11	2	450.0%	147	202	-27.2%
	Median Sales Price	\$69,000	\$60,000	16.5%	\$69,000	\$59,950	15.1%	\$153,900			\$45,000	\$44,950	0.1%
	Ave. Sales Price	\$70,107	\$63,425	10.5%	\$69,207	\$63,394	9.2%	\$147,454	\$78,000	89.0%	\$46,041	\$46,569	-1.1%
Downtown	Units	519	432	20.1%	491	420	16.9%	28	12	133.3%	29	29	0.0%
	Median Sales Price	\$218,000	\$198,500	9.8%	\$215,000	\$199,450	7.8%	\$276,035	\$115,500	139.0%	\$24,900	\$72,500	-65.7%
	Ave. Sales Price	\$225,485	\$209,350	7.7%	\$223,537	\$209,755	6.6%	\$259,646	\$195,205	33.0%	\$54,414	\$130,746	-58.4%
Midtown	Units	904	826	9.4%	903	822	9.9%	1	4	-75.0%	85	101	-15.8%
	Median Sales Price	\$135,000	\$120,000	12.5%	\$135,000	\$120,250	12.3%		\$106,750		\$34,000	\$35,000	-2.9%
	Ave. Sales Price	\$155,422	\$150,896	3.0%	\$155,106	\$151,150	2.6%	\$440,000	\$98,750	345.6%	\$70,962	\$53,196	33.4%
S. Memphis	Units	406	411	-1.2%	406	410	-1.0%		1	-	107	116	-7.8%
	Median Sales Price	\$15,000	\$15,000	0.0%	\$15,000	\$15,000	0.0%		-		\$12,000	\$12,000	0.0%
	Ave. Sales Price	\$21,262	\$20,616	3.1%	\$21,262	\$20,545	3.5%		\$49,800	-	\$16,974	\$14,386	18.0%
Berclair/ Highland Heights	Units	634	539	17.6%	634	538	17.8%		1	-	90	97	-7.2%
	Median Sales Price	\$32,500	\$31,000	4.8%	\$32,500	\$31,000	4.8%		-	-	\$25,625	\$25,395	0.9%
	Ave. Sales Price	\$37,922	\$36,308	4.4%	\$37,922	\$36,273	4.5%		\$54,900	-	\$32,237	\$26,696	20.8%
E. Memphis	Units	2,987	2,709	10.3%	2,977	2,695	10.5%	10	14	-28.6%	198	254	-22.0%
	Median Sales Price	\$130,750	\$128,000	2.1%	\$130,000	\$127,500	2.0%	\$393,250	\$412,500	-4.7%	\$37,250	\$38,399	-3.0%
	Ave. Sales Price	\$178,518	\$174,170	2.5%	\$177,497	\$172,495	2.9%	\$482,399	\$496,590	-2.9%	\$58,277	\$66,217	-12.0%
Whitehaven	Units	696	557	25.0%	696	557	25.0%				148	156	-5.1%
	Median Sales Price	\$51,750	\$48,000	7.8%	\$51,750	\$48,000	7.8%				\$30,250	\$33,578	-9.9%
	Ave. Sales Price	\$56,273	\$53,648	4.9%	\$56,273	\$53,648	4.9%				\$35,340	\$39,568	-10.7%
Parkway Village/ Oakhaven	Units	605	516	17.2%	604	511	18.2%	1	5	-80.0%	97	103	-5.8%
	Median Sales Price	\$46,000	\$39,000	17.9%	\$46,000	\$38,500	19.5%		\$89,000		\$33,500	\$28,000	19.6%
	Ave. Sales Price	\$51,593	\$46,015	12.1%	\$51,528	\$45,644	12.9%	\$91,000	\$83,940	8.4%	\$33,396	\$28,449	17.4%
Hickory Hill	Units	1,220	1,253	-2.6%	1,177	1,220	-3.5%	43	33	30.3%	193	286	-32.5%
	Median Sales Price	\$91,000	\$85,850	6.0%	\$89,900	\$84,900	5.9%	\$208,352	\$174,900	19.1%	\$58,000	\$57,625	0.7%
	Ave. Sales Price	\$96,235	\$89,432	7.6%	\$92,041	\$87,055	5.7%	\$211,038	\$177,311	19.0%	\$69,456	\$67,779	2.5%
Southwind	Units	140	147	-4.8%	126	135	-6.7%	14	12	16.7%	17	15	13.3%
	Median Sales Price	\$189,900	\$185,000	2.6%	\$178,089	\$169,900	4.8%	\$296,703	\$277,629	6.9%	\$155,000	\$130,980	18.3%
	Ave. Sales Price	\$266,973	\$226,411	17.9%	\$263,993	\$223,381	18.2%	\$293,798	\$260,499	12.8%	\$214,307	\$167,241	28.1%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2016	2015	% change	2016	2015	% change	2016	2015	% change	2016	2015	% change
Cordova	Units	2,395	2,204	8.7%	2,267	2,101	7.9%	128	103	24.3%	196	301	-34.9%
	Median Sales Price	\$144,900	\$136,950	5.8%	\$140,000	\$133,777	4.7%	\$207,602	\$198,892	4.4%	\$110,452	\$105,000	5.2%
	Ave. Sales Price	\$158,546	\$149,472	6.1%	\$154,807	\$146,448	5.7%	\$224,766	\$211,142	6.5%	\$119,822	\$113,572	5.5%
Bartlett	Units	1,328	1,085	22.4%	1,180	909	29.8%	148	176	-15.9%	100	100	0.0%
	Median Sales Price	\$182,000	\$175,000	4.0%	\$172,000	\$163,975	4.9%	\$255,234	\$241,651	5.6%	\$135,250	\$106,650	26.8%
	Ave. Sales Price	\$190,390	\$182,510	4.3%	\$181,929	\$169,645	7.2%	\$257,855	\$248,952	3.6%	\$140,796	\$125,128	12.5%
G'town	Units	932	875	6.5%	914	849	7.7%	18	26	-30.8%	23	22	4.6%
	Median Sales Price	\$275,750	\$282,000	-2.2%	\$275,000	\$280,000	-1.8%	\$583,250	\$574,775	1.5%	\$230,000	\$176,400	30.4%
	Ave. Sales Price	\$322,447	\$334,256	-3.5%	\$316,969	\$325,549	-2.6%	\$600,600	\$618,589	-2.9%	\$295,165	\$214,312	37.7%
Collierville	Units	1,197	1,193	0.3%	1,068	1,088	-1.8%	129	105	22.9%	32	39	-17.9%
	Median Sales Price	\$312,500	\$290,000	7.8%	\$295,000	\$280,000	5.4%	\$439,900	\$420,052	4.7%	\$193,750	\$220,000	-11.9%
	Ave. Sales Price	\$333,924	\$315,917	5.7%	\$316,884	\$303,246	4.5%	\$475,004	\$447,208	6.2%	\$246,632	\$242,600	1.7%
Lateland	Units	302	313	-3.5%	292	282	3.5%	10	31	-67.7%	10	19	-47.4%
	Median Sales Price	\$260,000	\$250,000	4.0%	\$256,750	\$228,750	12.2%	\$362,450	\$414,997	-12.7%	\$143,000	\$156,200	-8.5%
	Ave. Sales Price	\$277,918	\$277,238	0.2%	\$274,426	\$262,394	4.6%	\$379,875	\$412,271	-7.9%	\$192,899	\$186,307	3.5%
Arlington	Units	395	357	10.6%	338	309	9.4%	57	48	18.8%	26	18	44.4%
	Median Sales Price	\$232,000	\$224,900	3.2%	\$220,000	\$210,000	4.8%	\$303,027	\$291,813	3.8%	\$142,550	\$157,250	-9.4%
	Ave. Sales Price	\$233,310	\$227,338	2.6%	\$219,340	\$215,413	1.8%	\$316,152	\$304,105	4.0%	\$157,438	\$167,936	-6.3%
Millington	Units	231	167	38.3%	231	166	39.2%		1		29	31	-6.5%
	Median Sales Price	\$99,900	\$85,000	17.5%	\$99,900	\$85,450	16.9%				\$62,500	\$54,000	15.7%
	Ave. Sales Price	\$115,266	\$109,700	5.1%	\$115,266	\$110,169	4.6%		\$31,999		\$78,212	\$61,862	26.4%
Shelby County	Units	16,407	15,020	9.2%	15,807	14,445	9.4%	600	575	4.3%	1,659	2,024	-18.0%
	Median Sales Price	\$129,000	\$123,000	4.9%	\$124,900	\$119,000	5.0%	\$280,651	\$269,899	4.0%	\$45,510	\$49,000	-7.1%
	Ave. Sales Price	\$163,366	\$158,446	3.1%	\$157,645	\$152,595	3.3%	\$314,110	\$305,426	2.8%	\$72,036	\$70,549	2.1%
Fayette County	Units	758	638	18.8%	641	537	19.4%	117	101	15.8%	73	84	-13.1%
	Median Sales Price	\$184,699	\$178,250	3.6%	\$174,900	\$160,000	9.3%	\$245,440	\$264,457	-7.2%	\$82,500	\$84,000	-1.8%
	Ave. Sales Price	\$213,720	\$209,263	2.1%	\$200,658	\$197,306	1.7%	\$285,279	\$272,837	4.6%	\$117,515	\$102,969	14.1%
Tipton County	Units	918	781	17.5%	855	745	14.8%	63	36	75.0%	135	140	-3.6%
	Median Sales Price	\$135,000	\$126,000	7.1%	\$132,000	\$124,000	6.5%	\$271,500	\$253,298	7.2%	\$67,000	\$66,334	1.0%
	Ave. Sales Price	\$144,079	\$133,108	8.2%	\$134,616	\$127,933	5.2%	\$272,505	\$238,976	14.0%	\$77,431	\$80,823	-4.2%



## ***NEWS RELEASE***

**FOR IMMEDIATE RELEASE**

**Contact:**

Don Wade  
901.485.1653  
[don.wade@maar.org](mailto:don.wade@maar.org)

Tommie Criswell  
901.230.7653  
[tommie@crye-leike.com](mailto:tommie@crye-leike.com)

### **December Market Report**

MEMPHIS, Tenn., Jan. 7, 2017 – Memphis-area home sales for December increased 4.6 percent from a year ago, with 1,487 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were flat from November, when there were 1,489 total sales. Average sales price from December-to-December was up 4.1 percent, at \$165,630. Inventory decreased 9.9 percent, with 4,715 units listed for sale. YTD sales volume increased by 13.4 percent, at \$2.97 billion.

#### **December Comparison**

	<b>2016</b>	<b>2015</b>	<b>% Change</b>
<b>Total Home Sales</b>	1,487	1,421	4.6%
<b>Median Sales Price</b>	\$133,000	\$124,000	7.3%
<b>Average Sales Price</b>	\$165,630	\$159,087	4.1%
<b>Monthly Sales Volume</b>	\$246.3 million	\$226.1 million	8.9%

#### **Year-to-Date Comparison**

	<b>2016</b>	<b>2015</b>	<b>% Change</b>
<b>Total Home Sales</b>	18,083	16,439	10.0%
<b>Median Sales Price</b>	\$132,350	\$125,000	5.9%
<b>Average Sales Price</b>	\$164,498	\$159,214	3.3%
<b>Monthly Sales Volume</b>	\$2.97 billion	\$2.62 billion	13.4%

Historical home sales statistics are located at [www.maar.org/marketreports](http://www.maar.org/marketreports).

“It was a strong year,” said MAAR President Tommie Criswell, who took office in January. “With sales up 10 percent over 2015, there is momentum as we start 2017.”

Serving the Mid-South for more than 100 years as the Voice for Local Real Estate, the Memphis Area Association of REALTORS® serves and represents real estate professionals as well as provides real estate information to the general public. About 3,400 members unite to make up one of Tennessee’s largest local REALTOR® organizations with real estate expertise stretching throughout the greater Memphis area. The MAARdata system includes records of all property transactions in Shelby, Fayette and Tipton counties. The MLS includes listings in Shelby, Fayette, Tipton, Hardeman, Hardin, McNairy, and Lauderdale counties in Tennessee; DeSoto County in Mississippi; and Crittenden County in Arkansas.

MAAR members subscribe to the National Association of REALTORS® Code of Ethics. For more information, visit MAAR’s Web site at [www.maar.org](http://www.maar.org).

###