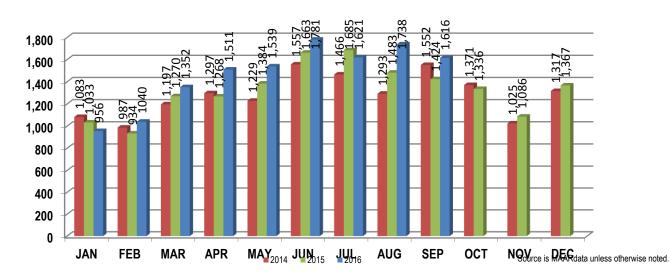


Memphis Area Home Sales Report September 2016

Sales Summary										
	September Total Sales YTD Total Sales									
	2016 2015 % change 2016 2015 % change									
Units	1,616	1,451	11.4%	13,511	12,503	8.1%				
Median Sales Price	\$130,000	\$125,500	3.6%	\$133,000	\$127,000	4.7%				
Average Sales Price	\$163,770	\$161,362	1.5%	\$164,473	\$159,374	3.2%				

	Septe	ember Existing	Sales	YTD	Existing Home	Sales
	2016	2015	% change	2016	2015	% change
Units	1,565	1,400	11.8%	12,950	11,991	8.0%
Median Sales Price	\$126,500	\$123,000	2.8%	\$128,000	\$122,500	4.5%
Average Sales Price	\$159,255	\$156,115	2.0%	\$158,291	\$153,570	3.1%
	Septer	nber New Hom	e Sales	YTI	D New Home Sa	ales
	2016	2015	% change	2016	2015	% change
Units	51	51	0.0%	561	512	9.6%
Median Sales Price	\$269,000	\$269,500	-0.2%	\$273,035	\$267,900	1.9%
Average Sales Price	\$302,322	\$305,385	-1.0%	\$307,164	\$295,308	4.0%
	Sep	September Bank Sales			(TD Bank Sales	\$*
	2016	2015	% change	2016	2015	% change
Units	138	184	-25.0%	1,450	1,670	-13.2%
Median Sales Price	\$48,925	\$45,000	8.7%	\$48,000	\$50,080	-4.2%
Average Sales Price	\$79,438	\$70,956	12.0%	\$73,852	\$72,244	2.2%
	Septe	mber Non-Banl	< Sales	YT	D Non-Bank Sa	iles
	2016	2015	% change	2016	2015	% change
Units	1,478	1,267	16.7%	12,061	10,833	11.3%
Median Sales Price	\$140,000	\$140,000	0.0%	\$145,000	\$140,000	3.6%
Average Sales Price	\$171,644	\$174,491	-1.6%	\$175,367	\$172,806	1.5%

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.



S



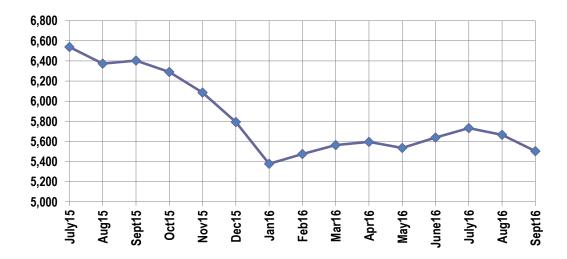
Active Listings (as of 09-15-16)								
	Units	Ave. List Price						
Single Family	5,202	\$251,382						
Condo/Co-op	226	\$183,324						
Duplex	76	\$93,145						
Market Total	5,504	\$246,403						

Active Listings, Pending Sales and Foreclosure Action Summary

Pending Sales (as of 09-15-16)									
Units Ave. List Price									
Single Family	1,602	\$172,891							
Condo/Co-op	113	\$212,464							
Duplex	7	\$44,971							
Market Total	1,722	\$174,968							

	Septem	ber Foreclosure	Actions	YTD Foreclosure Actions			
	2016	2015	% change	2016	% change		
Total	154	253	-39.1%	1,735	2,375	-26.9%	

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



Inventory

Oct-14	6,579	Oct-15	6,291
Nov-14	6,443	Nov-15	6,086
Dec-14	6,131	Dec-15	5,793
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



		Sep	tember Total S	ales	Septe	mber Existing	Sales	September New Home Sales		Sep	tember Bank S	ales	
		2016	2015	% change	2016	2015	% change	2016	2015	% change	2016	2015	% change
*	Units	65	63	3.2%	65	63	3.2%				10	16	-37.5%
Frayser	Median Sales Price	\$23,800	\$25,000	-4.8%	\$23,800	\$25,000	-4.8%				\$18,700	\$17,500	6.9%
ш	Ave. Sales Price	\$37,436	\$40,115	-6.7%	\$37,436	\$40,115	-6.7%				\$21,780	\$16,690	30.5%
h/ ke	Units	100	83	20.5%	100	83	20.5%				11	18	-38.9%
Raleigh/ Cov. Pike	Median Sales Price	\$74,450	\$69,900	6.5%	\$74,450	\$69,900	6.5%				\$41,000	\$41,820	-2.0%
۳ö	Ave. Sales Price	\$73,018	\$66,770	9.4%	\$73,018	\$66,770	9.4%				\$35,556	\$45,577	-22.0%
uw	Units	52	39	33.3%	51	36	41.7%	1	3	-66.7%	1	2	-50.0%
Downtown	Median Sales Price	\$219,281	\$230,000	-4.7%	\$220,000	\$233,500	-5.8%		\$105,000				
Ď	Ave. Sales Price	\$213,781	\$231,424	-7.6%	\$214,787	\$235,379	-8.7%	\$162,508	\$183,966	-11.7%	\$9,700	\$12,000	-19.2%
ų	Units	80	66	21.2%	80	66	21.2%				11	9	22.2%
Midtown	Median Sales Price	\$121,833	\$116,750	4.4%	\$121,833	\$116,750	4.4%				\$44,800	\$30,303	47.8%
Σ	Ave. Sales Price	\$139,202	\$156,705	-11.2%	\$139,202	\$156,705	-11.2%				\$60,676	\$52,324	16.0%
ohis	Units	18	46	-60.9%	18	46	-60.9%				2	9	-77.8%
S. Memphis	Median Sales Price	\$20,250	\$14,500	39.7%	\$20,250	\$14,500	39.7%					\$10,000	
S.P	Ave. Sales Price	\$23,044	\$19,120	20.5%	\$23,044	\$19,120	20.5%				\$17,500	\$11,419	53.3%
ir/ Is	Units	43	41	4.9%	43	41	4.9%				4	9	-55.6%
Berclair/ Highland Heights	Median Sales Price	\$38,235	\$26,759	42.9%	\$38,235	\$26,759	42.9%				\$64,904	\$15,000	332.7%
άΞΞ	Ave. Sales Price	\$46,810	\$30,104	55.5%	\$46,810	\$30,104	55.5%				\$57,451	\$17,873	221.4%
ohis	Units	279	246	13.4%	279	245	13.9%		1		16	23	-30.4%
E. Memphis	Median Sales Price	\$115,000	\$120,500	-4.6%	\$115,000	\$120,000	-4.2%				\$41,375	\$39,500	4.7%
ц Ц	Ave. Sales Price	\$163,400	\$164,568	-0.7%	\$163,400	\$164,099	-0.4%		\$279,515		\$46,980	\$51,007	-7.9%
ven	Units	67	42	59.5%	67	42	59.5%				16	12	33.3%
Whitehaven	Median Sales Price	\$46,000	\$47,000	-2.1%	\$46,000	\$47,000	-2.1%				\$28,976	\$22,200	30.5%
ЧМ	Ave. Sales Price	\$54,226	\$53,327	1.7%	\$54,226	\$53,327	1.7%				\$32,163	\$35,041	-8.2%
ay e/ ren	Units	58	54	7.4%	58	54	7.4%				12	10	20.0%
Parkway Village/ Oakhaven	Median Sales Price	\$58,750	\$41,000	43.3%	\$58,750	\$41,000	43.3%				\$35,113	\$26,041	34.8%
a > o	Ave. Sales Price	\$59,067	\$44,231	33.5%	\$59,067	\$44,231	33.5%				\$36,348	\$27,554	31.9%
EH	Units	107	96	11.5%	104	95	9.5%	3	1	200.0%	12	19	-36.8%
Hickory Hill	Median Sales Price	\$90,000	\$80,925	11.2%	\$89,950	\$80,850	11.3%	\$257,893			\$58,000	\$67,740	-14.4%
Hic	Ave. Sales Price	\$95,844	\$86,515	10.8%	\$91,798	\$85,477	7.4%	\$236,107	\$185,135	27.5%	\$73,682	\$68,940	6.9%
ind	Units	13	10	30.0%	12	10	20.0%	1			2	2	0.0%
Southwind	Median Sales Price	\$252,900	\$151,250	67.2%	\$313,500	\$151,250	107.3%						
Sol	Ave. Sales Price	\$476,538	\$208,142	128.9%	\$495,175	\$208,142	137.9%	\$252,900			\$316,902	\$213,812	48.2%



	September Total Sales September Existing Sales September New Home		e Sales	Sep	tember Bank S	ales							
		2016	2015	% change	2016	2015	% change	2016	2015	% change	2016	2015	% change
/a	Units	211	197	7.1%	204	188	8.5%	7	9	-22.2%	19	24	-20.8%
Cordova	Median Sales Price	\$135,000	\$134,500	0.4%	\$131,750	\$133,000	-0.9%	\$229,069	\$187,800	22.0%	\$97,601	\$113,000	-13.6%
ŏ	Ave. Sales Price	\$148,403	\$159,481	-6.9%	\$145,386	\$156,849	-7.3%	\$236,349	\$214,470	10.2%	\$103,788	\$123,669	-16.1%
Ħ	Units	135	107	26.2%	127	95	33.7%	8	12	-33.3%	7	9	-22.2%
Bartlett	Median Sales Price	\$194,700	\$178,000	9.4%	\$188,000	\$170,000	10.6%	\$262,221	\$266,584	-1.6%	\$168,544	\$150,000	12.4%
•	Ave. Sales Price	\$201,828	\$185,596	8.7%	\$198,003	\$175,100	13.1%	\$262,548	\$268,691	-2.3%	\$169,088	\$148,030	14.2%
	Units	82	89	-7.9%	82	87	-5.7%		2			2	
G'town	Median Sales Price	\$276,000	\$289,000	-4.5%	\$276,000	\$285,000	-3.2%						
0	Ave. Sales Price	\$311,650	\$351,141	-11.2%	\$311,650	\$339,731	-8.3%		\$847,450			\$279,950	
ille	Units	106	91	16.5%	98	84	16.7%	8	7	14.3%	3	5	-40.0%
Collierville	Median Sales Price	\$312,500	\$300,000	4.2%	\$299,000	\$282,000	6.0%	\$487,625	\$380,000	28.3%	\$170,634	\$255,050	-33.1%
රි	Ave. Sales Price	\$332,925	\$313,429	6.2%	\$321,328	\$306,072	5.0%	\$474,997	\$401,707	18.2%	\$209,211	\$238,410	-12.2%
P	Units	24	29	-17.2%	24	25	-4.0%		4		1		
Lakeland	Median Sales Price	\$218,500	\$282,000	-22.5%	\$218,500	\$279,900	-21.9%		\$366,925				
Га	Ave. Sales Price	\$240,354	\$309,193	-22.3%	\$240,354	\$299,284	-19.7%		\$371,131		\$125,000		
ы	Units	29	28	3.6%	25	26	-3.8%	4	2	100.0%	2		
Arlington	Median Sales Price	\$230,000	\$205,000	12.2%	\$216,000	\$198,000	9.1%	\$300,111					
Ar	Ave. Sales Price	\$238,447	\$218,787	9.0%	\$229,052	\$210,128	9.0%	\$297,164	\$331,350	-10.3%	\$135,000		
uo	Units	17	18	-5.6%	17	18	-5.6%				1	2	-50.0%
Millington	Median Sales Price	\$65,000	\$92,700	-29.9%	\$65,000	\$92,700	-29.9%						
Ξ	Ave. Sales Price	\$93,139	\$105,955	-12.1%	\$93,139	\$105,955	-12.1%				\$57,774	\$37,000	56.1%
<u>م د</u>	Units	1,472	1,325	11.1%	1,440	1,284	12.1%	32	41	-22.0%	128	167	-23.4%
Shelby County	Median Sales Price	\$125,000	\$123,750	1.0%	\$120,000	\$120,000	0.0%	\$275,010	\$279,515	-1.6%	\$45,000	\$44,000	2.3%
<i>w</i> 0	Ave. Sales Price	\$161,381	\$160,537	0.5%	\$158,115	\$155,674	1.6%	\$308,350	\$312,808	-1.4%	\$68,374	\$68,925	-0.8%
e v	Units	64	68	-5.9%	50	61	-18.0%	14	7	100.0%	5	7	-28.6%
Fayette County	Median Sales Price	\$179,650	\$171,500	4.8%	\$160,950	\$154,000	4.5%	\$235,179	\$234,900	0.1%	\$157,000	\$105,500	48.8%
шo	Ave. Sales Price	\$224,890	\$186,875	20.3%	\$205,315	\$174,978	17.3%	\$294,799	\$290,544	1.5%	\$327,340	\$105,021	211.7%
د ک ^ر	Units	80	58	37.9%	75	55	36.4%	5	3	66.7%	5	10	-50.0%
Tipton County	Median Sales Price	\$143,500	\$137,500	4.4%	\$139,500	\$134,000	4.1%	\$272,468	\$250,900	8.6%	\$105,000	\$46,000	128.3%
-0	Ave. Sales Price	\$158,836	\$150,306	5.7%	\$150,437	\$145,491	3.4%	\$284,813	\$238,566	19.4%	\$114,786	\$81,035	41.6%



		,	YTD Total Sale	S	Y	TD Existing Sal	es	YTI	O New Home Sa	ales	YTD Bank Sales		
		2016	2015	% change	2016	2015	% change	2016	2015	% change	2016	2015	% change
*	Units	570	530	7.5%	569	529	7.6%	1	1	0	128	125	2.4%
Frayser	Median Sales Price	\$22,122	\$22,500	-1.7%	\$22,000	\$22,500	-2.2%			-	\$17,010	\$16,000	6.3%
ш	Ave. Sales Price	\$37,994	\$36,832	3.2%	\$37,950	\$36,684	3.5%	\$63,000	\$115,000	-45.2%	\$23,316	\$21,557	8.2%
h/ ke	Units	721	737	-2.2%	710	737	-3.7%	11			115	158	-27.2%
Raleigh/ Cov. Pike	Median Sales Price	\$67,000	\$59,900	11.8%	\$66,117	\$59,900	10.4%	\$153,900			\$43,500	\$45,000	-3.3%
۳Ω	Ave. Sales Price	\$69,295	\$63,403	9.3%	\$68,084	\$63,403	7.4%	\$147,454			\$44,386	\$46,973	-5.5%
uw	Units	387	324	19.4%	371	315	17.8%	16	9	77.8%	22	21	4.8%
Downtown	Median Sales Price	\$218,000	\$199,900	9.1%	\$212,000	\$199,900	6.1%	\$313,540	\$116,000	170.3%	\$17,715	\$36,500	-51.5%
°	Ave. Sales Price	\$221,360	\$205,242	7.9%	\$217,109	\$205,119	5.8%	\$319,932	\$209,544	52.7%	\$46,770	\$74,195	-37.0%
Ę	Units	667	627	6.4%	666	624	6.7%	1	3	-66.7%	63	75	-16.0%
Midtown	Median Sales Price	\$137,500	\$125,000	10.0%	\$137,500	\$125,000	10.0%		\$94,500		\$34,900	\$36,000	-3.1%
Σ	Ave. Sales Price	\$160,457	\$152,540	5.2%	\$160,037	\$152,835	4.7%	\$440,000	\$91,166	382.6%	\$74,991	\$57,626	30.1%
shis	Units	274	307	-10.7%	274	306	-10.5%		1	-	73	81	-9.9%
S. Memphis	Median Sales Price	\$15,000	\$15,000	0.0%	\$15,000	\$15,000	0.0%		-		\$12,000	\$12,000	0.0%
s.1	Ave. Sales Price	\$21,222	\$20,782	2.1%	\$21,222	\$20,687	2.6%		\$49,800	-	\$18,086	\$13,766	31.4%
ts ud	Units	490	397	23.4%	490	396	23.7%		1	-	71	66	7.6%
Berclair/ Highland Heights	Median Sales Price	\$31,750	\$31,000	2.4%	\$31,750	\$31,000	2.4%		-	-	\$24,900	\$24,970	-0.3%
± ± ∞	Ave. Sales Price	\$37,231	\$35,778	4.1%	\$37,231	\$35,730	4.2%		\$54,900	-	\$29,617	\$25,307	17.0%
phis	Units	2,304	2,049	12.4%	2,294	2,040	12.5%	10	9	11.1%	164	183	-10.4%
E. Memphis	Median Sales Price	\$131,450	\$129,000	1.9%	\$130,000	\$128,800	0.9%	\$393,250	\$419,000	-6.1%	\$36,950	\$37,500	-1.5%
ш.	Ave. Sales Price	\$178,519	\$172,607	3.4%	\$177,195	\$171,323	3.4%	\$482,399	\$463,640	4.1%	\$59,235	\$65,659	-9.8%
ven	Units	524	404	29.7%	524	404	29.7%				121	114	6.1%
Whitehaven	Median Sales Price	\$50,000	\$47,030	6.3%	\$50,000	\$47,030	6.3%				\$28,120	\$29,500	-4.7%
Å	Ave. Sales Price	\$55,082	\$52,848	4.2%	\$55,082	\$52,848	4.2%				\$34,709	\$38,709	-10.3%
ay e/ ven	Units	448	394	13.7%	447	392	14.0%	1	2	-50.0%	76	77	-1.3%
Parkway Village/ Oakhaven	Median Sales Price	\$42,850	\$39,531	8.4%	\$42,700	\$39,281	8.7%				\$30,403	\$27,900	9.0%
	Ave. Sales Price	\$49,965	\$45,560	9.7%	\$49,783	\$45,426	9.6%	\$91,000	\$71,850	26.6%	\$31,909	\$28,401	12.4%
Ē	Units	893	939	-4.9%	865	918	-5.8%	28	21	33.3%	160	215	-25.6%
Hickory Hill	Median Sales Price	\$89,000	\$86,000	3.5%	\$86,900	\$85,000	2.2%	\$209,176	\$154,850	35.1%	\$58,000	\$58,000	0.0%
	Ave. Sales Price	\$92,966	\$89,318	4.1%	\$89,217	\$87,501	2.0%	\$208,781	\$168,740	23.7%	\$68,715	\$69,133	-0.6%
/ind	Units	105	106	-0.9%	97	95	2.1%	8	11	-27.3%	11	11	0.0%
Southwind	Median Sales Price	\$185,000	\$187,250	-1.2%	\$175,000	\$167,900	4.2%	\$270,640	\$277,000	-2.3%	\$189,900	\$133,000	42.8%
ŝ	Ave. Sales Price	\$265,485	\$222,731	19.2%	\$264,320	\$218,695	20.9%	\$279,611	\$257,590	8.5%	\$248,681	\$184,775	34.6%



			YTD Total Sales	S	Y	TD Existing Sal	es	YTI	D New Home Sa	ales	٢	TD Bank Sale	S
		2016	2015	% change	2016	2015	% change	2016	2015	% change	2016	2015	% change
/a	Units	1,778	1,668	6.6%	1,693	1,590	6.5%	85	78	9.0%	152	221	-31.2%
Cordova	Median Sales Price	\$143,000	\$135,800	5.3%	\$139,900	\$133,000	5.2%	\$208,000	\$190,925	8.9%	\$108,944	\$104,000	4.7%
ŏ	Ave. Sales Price	\$158,108	\$148,134	6.7%	\$154,635	\$145,332	6.4%	\$227,276	\$205,251	10.7%	\$119,343	\$110,684	7.8%
Ħ	Units	1,006	850	18.4%	896	727	23.2%	110	123	-10.6%	81	82	-1.2%
Bartlett	Median Sales Price	\$179,900	\$173,250	3.8%	\$170,000	\$162,000	4.9%	\$252,957	\$246,983	2.4%	\$137,500	\$112,050	22.7%
	Ave. Sales Price	\$188,008	\$181,036	3.9%	\$179,474	\$169,760	5.7%	\$257,517	\$247,688	4.0%	\$141,181	\$129,073	9.4%
=	Units	693	684	1.3%	682	666	2.4%	11	18	-38.9%	14	18	-22.2%
G'town	Median Sales Price	\$270,000	\$280,000	-3.6%	\$269,750	\$275,900	-2.2%	\$579,000	\$558,464	3.7%	\$233,750	\$186,250	22.5%
0	Ave. Sales Price	\$316,916	\$328,560	-3.5%	\$312,352	\$321,469	-2.8%	\$599,858	\$590,918	1.5%	\$306,480	\$222,412	37.8%
ille	Units	911	947	-3.8%	817	871	-6.2%	94	76	23.7%	23	32	-28.1%
Collierville	Median Sales Price	\$315,000	\$290,000	8.6%	\$295,900	\$280,000	5.7%	\$438,132	\$419,940	4.3%	\$201,750	\$222,500	-9.3%
ပိ	Ave. Sales Price	\$336,476	\$315,911	6.5%	\$321,711	\$304,938	5.5%	\$464,801	\$441,663	5.2%	\$265,145	\$235,556	12.6%
臣	Units	230	238	-3.4%	223	214	4.2%	7	24	-70.8%	8	12	-33.3%
Lakeland	Median Sales Price	\$255,000	\$250,000	2.0%	\$255,000	\$226,250	12.7%	\$349,999	\$424,077	-17.5%	\$128,000	\$169,600	-24.5%
Ľ	Ave. Sales Price	\$266,560	\$277,848	-4.1%	\$263,968	\$262,131	0.7%	\$349,128	\$417,993	-16.5%	\$168,249	\$195,391	-13.9%
5	Units	313	272	15.1%	273	235	16.2%	40	37	8.1%	20	11	81.8%
Arlington	Median Sales Price	\$230,000	\$229,925	0.0%	\$218,250	\$210,000	3.9%	\$297,798	\$295,000	0.9%	\$166,500	\$152,000	9.5%
Ar	Ave. Sales Price	\$232,961	\$228,115	2.1%	\$220,982	\$215,921	2.3%	\$314,723	\$305,565	3.0%	\$169,889	\$158,218	7.4%
u u	Units	172	129	33.3%	172	129	33.3%				25	21	19.0%
Millington	Median Sales Price	\$100,000	\$97,000	3.1%	\$100,000	\$97,000	3.1%				\$61,985	\$42,200	46.9%
Ξ	Ave. Sales Price	\$117,127	\$114,599	2.2%	\$117,127	\$114,599	2.2%				\$78,726	\$65,081	21.0%
~ 2	Units	12,300	11,436	7.6%	11,877	11,022	7.8%	423	414	2.2%	1,309	1,502	-12.8%
Shelby County	Median Sales Price	\$129,900	\$125,000	3.9%	\$125,000	\$120,000	4.1%	\$281,443	\$270,450	4.1%	\$45,234	\$48,900	-7.5%
000	Ave. Sales Price	\$163,418	\$158,703	3.0%	\$158,023	\$153,302	3.1%	\$314,916	\$302,496	4.1%	\$71,602	\$70,428	1.7%
a P	Units	541	477	13.4%	448	407	10.1%	93	70	32.9%	46	66	-30.3%
Fayette County	Median Sales Price	\$182,500	\$175,000	4.3%	\$165,000	\$160,000	3.1%	\$245,900	\$266,591	-7.8%	\$90,715	\$75,375	20.3%
10	Ave. Sales Price	\$212,611	\$209,795	1.3%	\$196,757	\$197,921	-0.6%	\$288,982	\$278,837	3.6%	\$135,991	\$94,162	44.4%
∊⋧	Units	670	590	13.6%	625	562	11.2%	45	28	60.7%	95	102	-6.7%
Tipton County	Median Sales Price	\$136,250	\$126,000	8.1%	\$132,500	\$124,950	6.0%	\$269,900	\$248,556	8.6%	\$65,000	\$70,450	-7.7%
- 0	Ave. Sales Price	\$144,964	\$131,634	10.1%	\$135,826	\$126,723	7.2%	\$271,870	\$230,204	18.1%	\$74,766	\$84,805	-11.8%



NEWS RELEASE

FOR IMMEDIATE RELEASE

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September Market Report

MEMPHIS, Tenn., Oct. 7, 2016 – Memphis-area home sales for September increased 11.4 percent from a year ago, with 1,616 total sales recorded in the Memphis Area Association of REALTORS[®] MAARdata property records database. Sales were down 7 percent from August, when there were 1,738 total sales. Average sales price from September-to-September was up 1.5 percent, at \$163,770. Inventory decreased 2.9 percent, with 5,504 units listed for sale. YTD sales volume increased by 11.6 percent, at \$2.22 billion.

September Comparison

			%
	2016	2015	Change
Total Home Sales	1,616	1,451	11.4%
Median Sales Price	\$130,000	\$125,500	3.6%
Average Sales Price	\$163,770	\$161,362	1.5%
Monthly Sales Volume	\$264.7 million	\$234.1 million	13.1%

Year-to-Date Comparison

			%
	2016	2015	Change
Total Home Sales	13,511	12,503	8.1%
Median Sales Price	\$133,000	\$127,000	4.7%
Average Sales Price	\$164,473	\$159,374	3.2%
Monthly Sales Volume	\$2.22 billion	\$1.99 billion	11.6%

Historical home sales statistics are located at <u>www.maar.org/marketreports</u>.

"The market keeps rolling along," said MAAR President Joe Steffner. "Very healthy as we move into autumn."

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 3,100 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 <u>www.maar.org</u>.

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