

Sales Summary

	February Total Sales			YTD Total Sales		
	2017	2016	% change	2017	2016	% change
Units	1,130	1,072	5.4%	2,297	2,053	11.9%
Median Sales Price	\$112,114	\$103,000	8.8%	\$115,000	\$106,000	8.5%
Average Sales Price	\$147,669	\$138,088	6.9%	\$149,354	\$139,670	6.9%

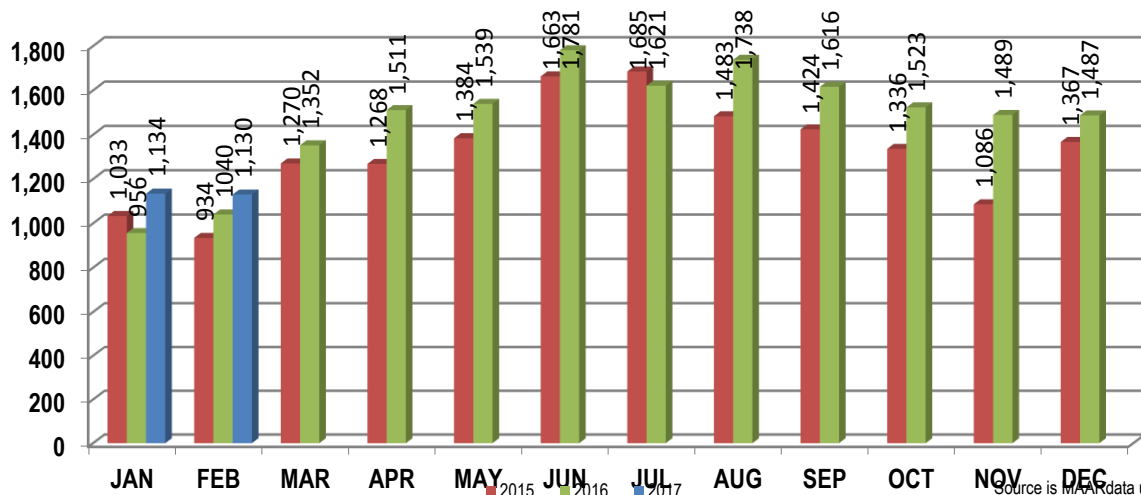
	February Existing Sales			YTD Existing Home Sales		
	2017	2016	% change	2017	2016	% change
Units	1,095	1,019	7.5%	2,202	1,951	12.9%
Median Sales Price	\$105,800	\$97,900	8.1%	\$109,900	\$99,900	10.0%
Average Sales Price	\$143,248	\$131,300	9.1%	\$143,106	\$132,277	8.2%

	February New Home Sales			YTD New Home Sales		
	2017	2016	% change	2017	2016	% change
Units	35	53	-34.0%	95	102	-6.9%
Median Sales Price	\$279,000	\$242,900	14.9%	\$269,900	\$253,013	6.7%
Average Sales Price	\$285,987	\$268,597	6.5%	\$294,196	\$281,084	4.7%

	February Bank Sales			YTD Bank Sales*		
	2017	2016	% change	2017	2016	% change
Units	105	180	-41.7%	219	325	-32.6%
Median Sales Price	\$54,670	\$36,755	48.7%	\$57,500	\$41,888	37.3%
Average Sales Price	\$73,770	\$58,396	26.3%	\$78,260	\$61,691	26.9%

	February Non-Banks Sales			YTD Non-Bank Sales		
	2017	2016	% change	2017	2016	% change
Units	1,025	892	14.9%	2,078	1,728	20.3%
Median Sales Price	\$119,000	\$122,500	-2.9%	\$123,900	\$122,750	0.9%
Average Sales Price	\$155,239	\$154,170	0.7%	\$156,847	\$154,336	1.6%

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.

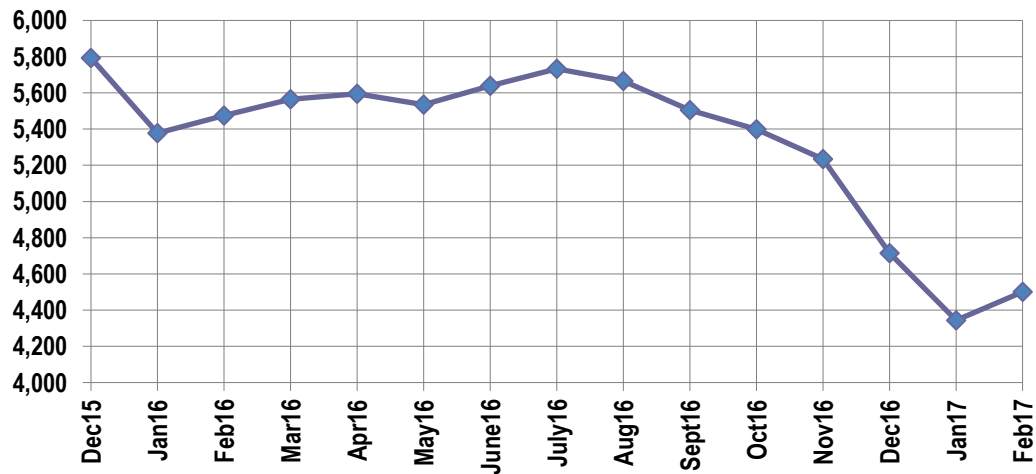
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 02-14-17)		
	Units	Ave. List Price
Single Family	4,265	\$247,771
Condo/Co-op	174	\$181,152
Duplex	61	\$95,896
Market Total	4,500	\$243,136

Pending Sales (as of 02-14-17)		
	Units	Ave. List Price
Single Family	1,296	\$176,340
Condo/Co-op	66	\$236,868
Duplex	8	\$106,287
Market Total	1,370	\$178,846

	February Foreclosure Actions			YTD Foreclosure Actions		
	2017	2016	% change	2017	2016	% change
Total	143	188	-23.9%	334	388	-13.9%

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



Inventory

Mar-15	5,847	Mar-16	5,564
Apr-15	6,057	Apr-16	5,595
May-15	6,338	May-16	5,535
Jun-15	6,472	Jun-16	5,639
Jul-15	6,539	Jul-16	5,732
Aug-15	6,374	Aug-16	5,666
Sep-15	6,404	Sep-16	5,504
Oct-15	6,291	Oct-16	5,399
Nov-15	6,086	Nov-16	5,235
Dec-15	5,793	Dec-17	4,715
Jan-16	5,377	Jan-17	4,344
Feb-16	5,474	17-Feb	4,500



		February Total Sales			February Existings Sales			February New Home Sales			February Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Frayser	Units	61	61	0.0%	61	60	1.7%		1		6	12	-50.0%
	Median Sales Price	\$26,000	\$25,000	4.0%	\$26,000	\$25,000	4.0%				\$21,000	\$17,100	22.8%
	Ave. Sales Price	\$40,207	\$36,321	10.7%	\$40,207	\$35,877	12.1%		\$63,000		\$23,044	\$21,827	5.6%
Raleigh/ Cov. Pike	Units	82	68	20.6%	82	61	34.4%		7		8	15	-46.7%
	Median Sales Price	\$79,000	\$57,750	36.8%	\$79,000	\$54,700	44.4%		\$153,900		\$44,663	\$45,234	-1.3%
	Ave. Sales Price	\$82,268	\$65,546	25.5%	\$82,268	\$56,668	45.2%		\$142,914		\$54,208	\$52,497	3.3%
Downtown	Units	28	28	0.0%	28	26	7.7%		2		1	3	-66.7%
	Median Sales Price	\$192,750	\$130,250	48.0%	\$192,750	\$130,250	48.0%					\$14,900	
	Ave. Sales Price	\$228,022	\$159,548	42.9%	\$228,022	\$153,205	48.8%		\$242,000		\$65,033	\$21,833	197.2%
Midtown	Units	47	48	-2.1%	47	48	-2.1%		1		2	7	-71.4%
	Median Sales Price	\$105,000	\$102,500	2.4%	\$105,000	\$102,500	2.4%					\$19,000	
	Ave. Sales Price	\$131,098	\$122,454	7.1%	\$131,098	\$122,454	7.1%		\$293,500		\$37,171	\$31,671	17.4%
S. Memphis	Units	41	38	7.9%	41	38	7.9%				10	8	25.0%
	Median Sales Price	\$17,000	\$20,100	-15.4%	\$17,000	\$20,100	-15.4%				\$11,250	\$10,750	4.6%
	Ave. Sales Price	\$17,818	\$25,736	-30.8%	\$17,818	\$25,736	-30.8%				\$12,571	\$12,450	1.0%
Berclair/ Highland Heights	Units	39	49	-20.4%	39	49	-20.4%				7	12	-41.7%
	Median Sales Price	\$35,000	\$24,900	40.6%	\$35,000	\$24,900	40.6%				\$35,000	\$17,366	101.5%
	Ave. Sales Price	\$39,697	\$28,515	39.2%	\$39,697	\$28,515	39.2%				\$37,951	\$19,327	96.4%
E. Memphis	Units	208	190	9.5%	208	190	9.5%				11	22	-50.0%
	Median Sales Price	\$103,450	\$108,750	-4.9%	\$103,450	\$108,750	-4.9%				\$43,890	\$27,053	62.2%
	Ave. Sales Price	\$159,403	\$166,424	-4.2%	\$159,403	\$166,424	-4.2%				\$96,305	\$35,161	173.9%
Whitehaven	Units	58	66	-12.1%	58	66	-12.1%				10	17	-41.2%
	Median Sales Price	\$50,050	\$50,750	-1.4%	\$50,050	\$50,750	-1.4%				\$39,850	\$17,900	122.6%
	Ave. Sales Price	\$55,874	\$54,277	2.9%	\$55,874	\$54,277	2.9%				\$47,584	\$30,394	56.6%
Parkway Village/ Oakhaven	Units	43	44	-2.3%	43	43	0.0%		1		4	13	-69.2%
	Median Sales Price	\$67,900	\$36,100	88.1%	\$67,900	\$35,200	92.9%				\$42,341	\$28,000	51.2%
	Ave. Sales Price	\$60,730	\$42,651	42.4%	\$60,730	\$41,527	46.2%		\$91,000		\$44,395	\$27,906	59.1%
Hickory Hill	Units	82	75	9.3%	82	71	15.5%		4		10	23	-56.5%
	Median Sales Price	\$78,000	\$80,764	-3.4%	\$78,000	\$72,900	7.0%		\$190,900		\$57,762	\$49,777	16.0%
	Ave. Sales Price	\$90,831	\$80,337	13.1%	\$90,831	\$74,352	22.2%		\$186,568		\$59,803	\$55,748	7.3%
Southwind	Units	14	7	100.0%	13	7	85.7%	1			4		
	Median Sales Price	\$169,950	\$150,000	13.3%	\$159,900	\$150,000	6.6%				\$103,875		
	Ave. Sales Price	\$235,730	\$284,250	-17.1%	\$227,640	\$284,250	-19.9%	\$340,898			\$117,526		

		February Total Sales			February Existings Sales			February New Home Sales			February Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Cordova	Units	132	124	6.5%	124	115	7.8%	8	9	-11.1%	12	17	-29.4%
	Median Sales Price	\$139,450	\$135,250	3.1%	\$137,950	\$130,000	6.1%	\$226,102	\$206,000	9.8%	\$101,628	\$90,001	12.9%
	Ave. Sales Price	\$151,356	\$149,746	1.1%	\$147,115	\$144,591	1.7%	\$217,090	\$215,620	0.7%	\$109,506	\$93,453	17.2%
Bartlett	Units	68	57	19.3%	58	49	18.4%	10	8	25.0%	3	7	-57.1%
	Median Sales Price	\$183,750	\$191,000	-3.8%	\$179,400	\$170,000	5.5%	\$257,968	\$245,302	5.2%	\$115,000	\$135,975	-15.4%
	Ave. Sales Price	\$194,421	\$187,808	3.5%	\$181,667	\$174,862	3.9%	\$268,397	\$267,101	0.5%	\$142,666	\$144,082	-1.0%
G'town	Units	38	44	-13.6%	38	44	-13.6%					2	
	Median Sales Price	\$318,750	\$251,750	26.6%	\$318,750	\$251,750	26.6%						
	Ave. Sales Price	\$355,113	\$257,844	37.7%	\$355,113	\$257,844	37.7%					\$151,884	
Collierville	Units	53	62	-14.5%	50	52	-3.8%	3	10	-70.0%	4	4	0.0%
	Median Sales Price	\$279,900	\$310,000	-9.7%	\$274,250	\$270,450	1.4%	\$359,000	\$505,333	-29.0%	\$209,900	\$208,660	0.6%
	Ave. Sales Price	\$298,254	\$321,169	-7.1%	\$288,361	\$290,588	-0.8%	\$463,142	\$480,190	-3.5%	\$182,827	\$211,112	-13.4%
Lateland	Units	24	15	60.0%	24	15	60.0%				3	1	200.0%
	Median Sales Price	\$217,500	\$351,626	-38.1%	\$217,500	\$351,626	-38.1%				\$150,000		
	Ave. Sales Price	\$241,772	\$313,268	-22.8%	\$241,772	\$315,268	-23.3%				\$139,372	\$155,000	-10.1%
Arlington	Units	18	20	-10.0%	15	16	-6.3%	3	4	-25.0%	1	4	-75.0%
	Median Sales Price	\$253,500	\$221,500	14.4%	\$242,000	\$191,500	26.4%	\$306,550	\$293,326	4.5%		\$180,750	
	Ave. Sales Price	\$249,331	\$231,773	7.6%	\$237,056	\$215,384	10.1%	\$310,706	\$297,329	4.5%	\$81,050	\$179,000	-54.7%
Millington	Units	12	14	-14.3%	12	14	-14.3%				4	5	-20.0%
	Median Sales Price	\$86,250	\$102,500	-15.8%	\$86,250	\$102,500	-15.8%				\$67,250	\$76,000	-11.5%
	Ave. Sales Price	\$94,958	\$109,359	-13.2%	\$94,958	\$109,359	-13.2%				\$116,750	\$97,397	19.9%
Shelby County	Units	1,030	988	4.3%	1,005	942	6.7%	25	46	-45.7%	95	165	-42.4%
	Median Sales Price	\$105,000	\$99,450	5.6%	\$101,500	\$95,000	6.8%	\$259,035	\$234,750	10.3%	\$54,670	\$35,000	56.2%
	Ave. Sales Price	\$143,202	\$137,402	4.2%	\$139,716	\$130,892	6.7%	\$283,325	\$270,723	4.7%	\$75,134	\$57,904	29.8%
Fayette County	Units	44	31	41.9%	41	26	57.7%	3	5	-40.0%	3	3	0.0%
	Median Sales Price	\$171,000	\$162,000	5.6%	\$156,300	\$147,600	5.9%	\$270,000	\$249,900	8.0%	\$85,000	\$140,329	-39.4%
	Ave. Sales Price	\$241,086	\$191,434	25.9%	\$235,979	\$178,952	31.9%	\$310,878	\$256,340	21.3%	\$83,666	\$121,951	-31.4%
Tipton County	Units	56	53	5.7%	49	51	-3.9%	7	2	250.0%	7	12	-41.7%
	Median Sales Price	\$149,950	\$125,000	20.0%	\$135,500	\$123,000	10.2%	\$289,000			\$36,000	\$37,378	-3.7%
	Ave. Sales Price	\$156,423	\$119,671	30.7%	\$138,079	\$114,546	20.5%	\$284,828	\$250,350	13.8%	\$51,021	\$49,268	3.6%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Frayser	Units	123	118	4.2%	123	117	5.1%		1		11	28	-60.7%
	Median Sales Price	\$26,000	\$20,000	30.0%	\$26,000	\$20,000	30.0%				\$15,000	\$15,750	-4.8%
	Ave. Sales Price	\$38,639	\$35,685	8.3%	\$38,639	\$35,451	9.0%		\$63,000		\$18,501	\$27,710	-33.2%
Raleigh/ Cov. Pike	Units	160	130	23.1%	160	123	30.1%		7		17	29	-41.4%
	Median Sales Price	\$76,250	\$61,750	23.5%	\$76,250	\$58,140	31.1%		\$153,900		\$43,000	\$47,324	-9.1%
	Ave. Sales Price	\$76,736	\$67,152	14.3%	\$76,736	\$62,840	22.1%		\$142,914		\$49,670	\$51,016	-2.6%
Downtown	Units	60	49	22.4%	59	47	25.5%	1	2	-50.0%	3	6	-50.0%
	Median Sales Price	\$229,250	\$139,000	64.9%	\$228,500	\$139,000	64.4%				\$49,500	\$28,450	74.0%
	Ave. Sales Price	\$225,297	\$169,804	32.7%	\$224,781	\$166,732	34.8%	\$255,738	\$242,000	5.7%	\$48,511	\$35,368	37.2%
Midtown	Units	105	97	8.2%	104	97	7.2%	1			5	14	-64.3%
	Median Sales Price	\$128,900	\$115,000	12.1%	\$123,450	\$115,000	7.3%				\$72,500	\$21,000	245.2%
	Ave. Sales Price	\$134,968	\$140,521	-4.0%	\$133,443	\$140,521	-5.0%	\$293,500			\$111,648	\$37,157	200.5%
S. Memphis	Units	77	68	13.2%	77	68	13.2%				13	20	-35.0%
	Median Sales Price	\$21,000	\$14,199	47.9%	\$21,000	\$14,199	47.9%				\$12,500	\$10,750	16.3%
	Ave. Sales Price	\$26,624	\$19,752	34.8%	\$26,624	\$19,752	34.8%				\$14,001	\$12,610	11.0%
Berclair/ Highland Heights	Units	70	83	-15.7%	70	83	-15.7%				9	16	-43.8%
	Median Sales Price	\$38,000	\$26,500	43.4%	\$38,000	\$26,500	43.4%				\$35,000	\$21,600	62.0%
	Ave. Sales Price	\$41,552	\$33,941	22.4%	\$41,552	\$33,941	22.4%				\$38,295	\$21,782	75.8%
E. Memphis	Units	379	351	8.0%	378	350	8.0%	1	1	0.0%	21	35	-40.0%
	Median Sales Price	\$117,500	\$112,000	4.9%	\$116,250	\$112,000	3.8%				\$43,890	\$29,000	51.3%
	Ave. Sales Price	\$165,417	\$167,060	-1.0%	\$165,000	\$167,074	-1.2%	\$323,000	\$162,000	99.4%	\$78,156	\$41,144	90.0%
Whitehaven	Units	114	112	1.8%	114	112	1.8%				23	25	-8.0%
	Median Sales Price	\$49,000	\$51,750	-5.3%	\$49,000	\$51,750	-5.3%				\$32,500	\$27,000	20.4%
	Ave. Sales Price	\$54,717	\$53,975	1.4%	\$54,717	\$53,975	1.4%				\$38,205	\$34,410	11.0%
Parkway Village/ Oakhaven	Units	93	83	12.0%	93	82	13.4%		1		12	19	-36.8%
	Median Sales Price	\$62,000	\$39,250	58.0%	\$62,000	\$39,175	58.3%				\$46,003	\$28,000	64.3%
	Ave. Sales Price	\$60,184	\$47,457	26.8%	\$60,184	\$46,926	28.3%		\$91,000		\$49,978	\$30,690	62.8%
Hickory Hill	Units	168	152	10.5%	165	146	13.0%	3	6	-50.0%	18	34	-47.1%
	Median Sales Price	\$86,239	\$88,250	-2.3%	\$85,000	\$87,250	-2.6%	\$196,000	\$180,238	8.8%	\$64,000	\$49,889	28.3%
	Ave. Sales Price	\$97,615	\$89,138	9.5%	\$95,756	\$85,909	11.5%	\$199,870	\$167,712	19.2%	\$73,834	\$55,686	32.6%
Southwind	Units	22	15	46.7%	19	15	26.7%	3			6	3	100.0%
	Median Sales Price	\$189,677	\$150,000	26.5%	\$180,000	\$150,000	20.0%	\$244,836			\$107,500	\$140,299	-23.4%
	Ave. Sales Price	\$239,157	\$227,596	5.1%	\$234,359	\$227,596	3.0%	\$269,548			\$119,100	\$143,433	-17.0%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Cordova	Units	284	258	10.1%	261	243	7.4%	23	15	53.3%	19	33	-42.4%
	Median Sales Price	\$143,500	\$135,250	6.1%	\$138,000	\$130,000	6.2%	\$178,990	\$211,900	-15.5%	\$101,300	\$93,304	8.6%
	Ave. Sales Price	\$156,716	\$153,619	2.0%	\$152,135	\$149,245	1.9%	\$208,706	\$224,489	-7.0%	\$115,507	\$95,590	20.8%
Bartlett	Units	152	127	19.7%	129	104	24.0%	23	23	0.0%	7	20	-65.0%
	Median Sales Price	\$190,000	\$185,000	2.7%	\$174,900	\$162,000	8.0%	\$262,900	\$244,250	7.6%	\$120,000	\$136,738	-12.2%
	Ave. Sales Price	\$196,102	\$182,459	7.5%	\$180,543	\$165,828	8.9%	\$283,370	\$257,664	10.0%	\$130,739	\$139,991	-6.6%
G'town	Units	76	77	-1.3%	76	75	1.3%		2		1	2	-50.0%
	Median Sales Price	\$285,000	\$242,000	17.8%	\$285,000	\$240,000	18.8%						
	Ave. Sales Price	\$331,865	\$269,983	22.9%	\$331,865	\$260,260	27.5%		\$634,599		\$232,500	\$151,884	53.1%
Collierville	Units	105	112	-6.3%	95	98	-3.1%	10	14	-28.6%	5	6	-16.7%
	Median Sales Price	\$316,000	\$297,950	6.1%	\$289,900	\$285,500	1.5%	\$448,765	\$491,095	-8.6%	\$189,900	\$208,660	-9.0%
	Ave. Sales Price	\$327,015	\$313,139	4.4%	\$313,506	\$291,409	7.6%	\$455,350	\$465,247	-2.1%	\$175,766	\$222,908	-21.1%
Lateland	Units	47	31	51.6%	45	31	45.2%	2			5	2	150.0%
	Median Sales Price	\$227,000	\$260,000	-12.7%	\$220,000	\$260,000	-15.4%				\$207,500		
	Ave. Sales Price	\$254,517	\$266,844	-4.6%	\$252,872	\$266,844	-5.2%	\$291,544			\$205,103	\$127,250	61.2%
Arlington	Units	47	33	42.4%	42	26	61.5%	5	7	-28.6%	2	5	-60.0%
	Median Sales Price	\$255,000	\$204,900	24.5%	\$238,500	\$193,500	23.3%	\$320,900	\$295,950	8.4%		\$170,500	
	Ave. Sales Price	\$247,798	\$219,300	13.0%	\$237,605	\$198,023	20.0%	\$333,424	\$298,328	11.8%	\$123,025	\$161,800	-24.0%
Millington	Units	28	30	-6.7%	16	16	0.0%				7	9	-22.2%
	Median Sales Price	\$80,000	\$86,000	-7.0%	\$76,250	\$71,750	6.3%				\$67,500	\$65,000	3.8%
	Ave. Sales Price	\$91,053	\$101,253	-10.1%	\$88,125	\$94,160	-6.4%				\$103,357	\$79,951	29.3%
Shelby County	Units	2,088	1,894	10.2%	2,016	1,815	11.1%	72	79	-8.9%	181	300	-39.7%
	Median Sales Price	\$111,400	\$100,000	11.4%	\$105,400	\$97,000	8.7%	\$259,878	\$247,704	4.9%	\$53,000	\$40,005	32.5%
	Ave. Sales Price	\$146,268	\$138,059	5.9%	\$141,372	\$131,963	7.1%	\$283,360	\$278,117	1.9%	\$74,787	\$61,373	21.9%
Fayette County	Units	97	73	32.9%	84	57	47.4%	13	16	-18.8%	10	9	11.1%
	Median Sales Price	\$194,000	\$167,000	16.2%	\$168,950	\$145,200	16.4%	\$324,237	\$252,400	28.5%	\$114,950	\$76,000	51.2%
	Ave. Sales Price	\$231,997	\$190,811	21.6%	\$210,760	\$158,427	33.0%	\$369,222	\$306,180	20.6%	\$176,840	\$82,872	113.4%
Tipton County	Units	112	86	30.2%	102	79	29.1%	10	7	42.9%	28	16	75.0%
	Median Sales Price	\$131,000	\$130,750	0.2%	\$121,500	\$125,000	-2.8%	\$289,000	\$255,900	12.9%	\$60,313	\$39,000	54.6%
	Ave. Sales Price	\$135,310	\$131,734	2.7%	\$121,647	\$120,615	0.9%	\$274,680	\$257,214	6.8%	\$65,497	\$55,739	17.5%



NEWS RELEASE

FOR IMMEDIATE RELEASE

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February Market Report

MEMPHIS, Tenn., March 6, 2017 – Memphis-area home sales for February increased 5.4 percent from a year ago, with 1,130 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were flat from January, when there were 1,134 total sales. Average sales price from February-to-February was up 6.9 percent, at \$147,669. Inventory increased 3.6 percent, with 4,500 units listed for sale. Year-to-Date sales volume was up 19.7 percent at \$343.1 million.

February Comparison

	2017	2016	% Change
Total Home Sales	1,130	1,072	5.4%
Median Sales Price	\$112,114	\$103,000	8.8%
Average Sales Price	\$147,669	\$138,088	6.9%
Monthly Sales Volume	\$166.9 million	\$148.0 million	12.8%

Year-to-Date Comparison

	2017	2016	% Change
Total Home Sales	2,297	2,053	11.9%
Median Sales Price	\$115,000	\$106,000	8.5%
Average Sales Price	\$149,354	\$139,670	6.9%
Monthly Sales Volume	\$343.1 million	\$286.7 million	19.7%

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

“The 2017 market is off to a really good start, with numbers up across the board,” said MAAR President Tommie Criswell. “And we saw some inventory gains, which should help buyers.”

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.

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