



Multiple Listing Service Sales Report August 2019

Sales Summary

	August Total Sales			YTD Total MLS Sales		
	2019	2018	% change	2019	2018	% change
Units	1,370	1,401	-2.2%	10,285	10,160	1.2%
Average Sales Price	\$225,578	\$208,611	8.1%	\$216,134	\$211,128	2.4%
Median Sales Price	\$194,000	\$173,000	12.1%	\$185,000	\$175,000	5.7%

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	9	9	2	1	4	25	210
\$ 20,000 - 29,999	8	15	3	0	0	26	245
\$ 30,000 - 39,999	6	22	2	2	0	32	354
\$ 40,000 - 49,999	8	23	4	1	3	39	268
\$ 50,000 - 59,999	10	17	6	0	2	35	273
\$ 60,000 - 69,999	6	24	5	1	5	41	313
\$ 70,000 - 79,999	4	21	5	2	7	39	316
\$ 80,000 - 89,999	6	20	8	1	2	37	271
\$ 90,000 - 99,999	3	25	3	2	1	34	220
\$100,000 - 119,999	11	35	6	0	0	52	539
\$120,000 - 139,999	8	58	8	3	3	80	645
\$140,000 - 159,999	6	72	5	0	4	87	655
\$160,000 - 179,999	3	79	14	0	8	104	696
\$180,000 - 199,999	3	45	31	1	5	85	645
\$200,000 - 249,999	10	83	99	0	8	200	1318
\$250,000 - 299,999	3	47	88	1	5	144	1090
\$300,000 - 399,999	2	35	122	0	2	161	1132
\$400,000 - 499,999	0	7	56	0	2	65	519
\$500,000 - 749,999	0	7	55	0	1	63	445
\$750,000 - 999,999	0	1	11	0	1	13	88
\$1,000,000 and over	0	0	8	0	0	8	43
Total Types	106	645	541	15	63	1,370	10,285
Average Sale Price	\$101,387	\$163,755	\$333,406	\$98,780	\$171,718	\$225,578	\$216,134
Median Sale Price	\$84,750	\$155,000	\$290,000	\$89,500	\$160,000	\$194,000	\$185,000

Price Group	Sales	% of Total
0 - \$99,999	308	22.5%
\$100,000 - 199,999	408	29.8%
\$200,000 - 399,999	505	36.9%
\$400,000 and above	149	10.9%

Time on Market	Units
1 to 30 days	805
31 to 60 days	237
61 to 90 days	98
91 to 120 days	55
More than 120 Days	99
Average Market Time	41

Data compiled from closed transactions reported in MAAR Multiple Listing Service for month indicated as of the 15th of the following month.

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 08/01/2019 - 08/31/2019

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	9	9	2	1	4	25
20,000 to 29,999	8	15	3	0	0	26
30,000 to 39,999	6	22	2	2	0	32
40,000 to 49,999	8	23	4	1	3	39
50,000 to 59,999	10	17	6	0	2	35
60,000 to 69,999	6	24	5	1	5	41
70,000 to 79,999	4	21	5	2	7	39
80,000 to 89,999	6	20	8	1	2	37
90,000 to 99,999	3	25	3	2	1	34
100,000 to 119,999	11	35	6	0	0	52
120,000 to 139,999	8	58	8	3	3	80
140,000 to 159,999	6	72	5	0	4	87
160,000 to 179,999	3	79	14	0	8	104
180,000 to 199,999	3	45	31	1	5	85
200,000 to 249,999	10	83	99	0	8	200
250,000 to 299,999	3	47	88	1	5	144
300,000 to 399,999	2	35	122	0	2	161
400,000 to 499,999	0	7	56	0	2	65
500,000 to 749,999	0	7	55	0	1	63
750,000 to 999,999	0	1	11	0	1	13
1,000,000 and greater	0	0	8	0	0	8
Totals	106	645	541	15	63	1370
Average List Price	\$105,628	\$166,063	\$342,076	\$104,173	\$176,494	\$230,695
Median List Price	\$88,000	\$155,000	\$295,000	\$95,000	\$165,000	\$195,000
Average Sale Price	\$101,387	\$163,755	\$333,406	\$98,780	\$171,718	\$225,578
Median Sale Price	\$84,750	\$155,000	\$290,000	\$89,500	\$160,000	\$194,000

Time on Market	# Units
1-30	805
31-60	237
61-90	98
91-120	55
greater than 120 days	99
Total Units Sold	1294
Average Market Time	41

Type of Financing	# Units
Conventional	600
Cash	386
FHA	223
VA	98
Owner	3
Other	60

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2019 - 08/31/2019

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	72	104	19	6	9	210
20,000 to 29,999	67	131	29	13	5	245
30,000 to 39,999	74	231	32	10	7	354
40,000 to 49,999	53	165	30	11	9	268
50,000 to 59,999	46	162	34	12	19	273
60,000 to 69,999	54	184	36	10	29	313
70,000 to 79,999	42	198	38	7	31	316
80,000 to 89,999	33	169	37	3	29	271
90,000 to 99,999	30	145	24	6	15	220
100,000 to 119,999	62	381	66	7	23	539
120,000 to 139,999	46	469	86	6	38	645
140,000 to 159,999	25	492	101	3	34	655
160,000 to 179,999	34	473	137	3	49	696
180,000 to 199,999	24	356	228	5	32	645
200,000 to 249,999	71	528	654	0	65	1318
250,000 to 299,999	21	335	695	2	37	1090
300,000 to 399,999	18	220	861	4	29	1132
400,000 to 499,999	1	57	450	0	11	519
500,000 to 749,999	0	21	420	0	4	445
750,000 to 999,999	1	2	83	0	2	88
1,000,000 and greater	0	2	41	0	0	43
Totals	774	4825	4101	108	477	10285
Average List Price	\$103,259	\$154,335	\$329,778	\$89,625	\$171,867	\$220,581
Median List Price	\$79,000	\$142,900	\$288,900	\$70,000	\$155,000	\$185,000
Average Sale Price	\$100,021	\$151,718	\$322,886	\$84,653	\$168,102	\$216,134
Median Sale Price	\$75,000	\$143,000	\$285,000	\$61,500	\$154,000	\$185,000

Time on Market	# Units
1-30	5524
31-60	1671
61-90	841
91-120	487
greater than 120 days	1057
Total Units Sold	9580
Average Market Time	51

Type of Financing	# Units
Conventional	4475
Cash	2792
FHA	1863
VA	709
Owner	22
Other	424

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 9/16/2019

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	68	2	4
20,000 to 29,999	82	6	5
30,000 to 39,999	137	8	8
40,000 to 49,999	155	8	1
50,000 to 59,999	164	11	4
60,000 to 69,999	142	8	7
70,000 to 79,999	114	8	9
80,000 to 89,999	101	5	5
90,000 to 99,999	77	4	3
100,000 to 119,999	140	1	8
120,000 to 139,999	172	4	14
140,000 to 159,999	160	2	9
160,000 to 179,999	188	1	11
180,000 to 199,999	160	0	4
200,000 to 249,999	415	1	23
250,000 to 299,999	369	0	10
300,000 to 399,999	469	2	14
400,000 to 499,999	318	1	4
500,000 to 749,999	320	0	3
750,000 to 999,999	123	0	0
1,000,000 and greater	121	0	0
Totals	3995	72	146
Average Price	\$297,993	\$80,890	\$177,025
Median Price	\$219,900	\$62,450	\$151,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,995	\$297,993
Condominium	146	\$177,025
Duplex	72	\$80,890
Total	4,213	\$290,090

PENDING	Listings	Average List Price
Residential	1,231	\$202,982
Condominium	41	\$153,297
Duplex	12	\$119,150
Total	1,284	\$200,612

9/16/2019