



Multiple Listing Service Sales Report December 2019

Sales Summary

	December Total Sales			YTD Total MLS Sales		
	2019	2018	% change	2019	2018	% change
Units	1,088	1,032	5.4%	15,173	15,002	1.1%
Average Sales Price	\$220,292	\$201,631	9.3%	\$215,765	\$208,227	3.6%
Median Sales Price	\$192,500	\$165,000	16.7%	\$184,900	\$173,125	6.8%

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	14	8	0	0	2	24	334
\$ 20,000 - 29,999	7	14	4	1	2	28	377
\$ 30,000 - 39,999	3	16	3	1	0	23	485
\$ 40,000 - 49,999	8	16	3	4	3	34	415
\$ 50,000 - 59,999	2	21	1	1	2	27	402
\$ 60,000 - 69,999	4	20	4	0	1	29	459
\$ 70,000 - 79,999	7	24	4	1	4	40	496
\$ 80,000 - 89,999	1	19	6	2	1	29	400
\$ 90,000 - 99,999	1	15	4	1	1	22	334
\$100,000 - 119,999	7	33	8	0	1	49	764
\$120,000 - 139,999	6	41	13	1	1	62	930
\$140,000 - 159,999	1	50	15	0	3	69	968
\$160,000 - 179,999	0	50	11	0	5	66	1024
\$180,000 - 199,999	1	40	23	1	1	66	940
\$200,000 - 249,999	3	67	77	0	5	152	1948
\$250,000 - 299,999	9	32	83	0	3	127	1587
\$300,000 - 399,999	3	23	91	1	1	119	1700
\$400,000 - 499,999	0	10	51	0	0	61	782
\$500,000 - 749,999	0	3	45	0	1	49	635
\$750,000 - 999,999	0	0	7	0	0	7	129
\$1,000,000 and over	0	0	5	0	0	5	64
Total Types	77	502	458	14	37	1,088	15,173
Average Sale Price	\$103,069	\$157,214	\$319,256	\$89,045	\$144,705	\$220,292	\$215,765
Median Sale Price	\$70,000	\$149,950	\$288,500	\$66,950	\$145,000	\$192,500	\$184,900

Price Group	Sales	% of Total
0 - \$99,999	256	23.5%
\$100,000 - 199,999	312	28.7%
\$200,000 - 399,999	398	36.6%
\$400,000 and above	122	11.2%

Time on Market	Units
1 to 30 days	552
31 to 60 days	211
61 to 90 days	92
91 to 120 days	61
More than 120 Days	100
Average Market Time	51

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: 12/01/2019 - 12/31/2019

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	14	8	0	0	2	24
20,000 to 29,999	7	14	4	1	2	28
30,000 to 39,999	3	16	3	1	0	23
40,000 to 49,999	8	16	3	4	3	34
50,000 to 59,999	2	21	1	1	2	27
60,000 to 69,999	4	20	4	0	1	29
70,000 to 79,999	7	24	4	1	4	40
80,000 to 89,999	1	19	6	2	1	29
90,000 to 99,999	1	15	4	1	1	22
100,000 to 119,999	7	33	8	0	1	49
120,000 to 139,999	6	41	13	1	1	62
140,000 to 159,999	1	50	15	0	3	69
160,000 to 179,999	0	50	11	0	5	66
180,000 to 199,999	1	40	23	1	1	66
200,000 to 249,999	3	67	77	0	5	152
250,000 to 299,999	9	32	83	0	3	127
300,000 to 399,999	3	23	91	1	1	119
400,000 to 499,999	0	10	51	0	0	61
500,000 to 749,999	0	3	45	0	1	49
750,000 to 999,999	0	0	7	0	0	7
1,000,000 and greater	0	0	5	0	0	5
Totals	77	502	458	14	37	1088
Average List Price	\$106,275	\$160,193	\$326,353	\$100,636	\$146,907	\$225,105
Median List Price	\$75,000	\$154,995	\$290,000	\$71,950	\$142,500	\$195,000
Average Sale Price	\$103,069	\$157,214	\$319,256	\$89,045	\$144,705	\$220,292
Median Sale Price	\$70,000	\$149,950	\$288,500	\$66,950	\$145,000	\$192,500

Time on Market	# Units
1-30	552
31-60	211
61-90	92
91-120	61
greater than 120 days	100
Total Units Sold	1016
Average Market Time	51

Type of Financing	# Units
Conventional	505
Cash	270
FHA	184
VA	72
Owner	6
Other	51

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 - 12/31/2019

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	122	156	31	9	16	334
20,000 to 29,999	105	191	50	21	10	377
30,000 to 39,999	98	305	42	25	15	485
40,000 to 49,999	81	246	44	27	17	415
50,000 to 59,999	69	235	50	17	31	402
60,000 to 69,999	81	274	53	16	35	459
70,000 to 79,999	67	312	62	15	40	496
80,000 to 89,999	47	254	58	7	34	400
90,000 to 99,999	37	235	36	7	19	334
100,000 to 119,999	91	536	96	8	33	764
120,000 to 139,999	66	667	135	7	55	930
140,000 to 159,999	34	715	167	3	49	968
160,000 to 179,999	43	708	205	3	65	1024
180,000 to 199,999	29	542	325	6	38	940
200,000 to 249,999	93	812	942	3	98	1948
250,000 to 299,999	38	469	1027	3	50	1587
300,000 to 399,999	30	335	1287	8	40	1700
400,000 to 499,999	1	100	666	0	15	782
500,000 to 749,999	1	34	592	0	8	635
750,000 to 999,999	1	4	121	0	3	129
1,000,000 and greater	0	2	62	0	0	64
Totals	1134	7132	6051	185	671	15173
Average List Price	\$101,663	\$155,852	\$328,057	\$85,777	\$171,208	\$220,302
Median List Price	\$74,900	\$145,000	\$289,000	\$60,000	\$153,470	\$185,000
Average Sale Price	\$98,258	\$153,099	\$321,124	\$80,555	\$167,580	\$215,765
Median Sale Price	\$70,650	\$145,000	\$285,000	\$55,000	\$150,000	\$184,900

Time on Market	# Units
1-30	8066
31-60	2537
61-90	1246
91-120	706
greater than 120 days	1562
Total Units Sold	14117
Average Market Time	51

Type of Financing	# Units
Conventional	6696
Cash	4136
FHA	2633
VA	1024
Owner	31
Other	653

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 1/15/2020

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	59	2	0
20,000 to 29,999	66	2	3
30,000 to 39,999	120	16	8
40,000 to 49,999	108	6	9
50,000 to 59,999	121	5	3
60,000 to 69,999	119	5	5
70,000 to 79,999	104	5	4
80,000 to 89,999	86	4	7
90,000 to 99,999	68	11	2
100,000 to 119,999	108	3	8
120,000 to 139,999	146	4	14
140,000 to 159,999	123	1	10
160,000 to 179,999	150	1	13
180,000 to 199,999	151	0	5
200,000 to 249,999	325	1	13
250,000 to 299,999	292	2	6
300,000 to 399,999	335	2	11
400,000 to 499,999	229	0	6
500,000 to 749,999	251	0	3
750,000 to 999,999	98	0	0
1,000,000 and greater	101	0	0
Totals	3160	70	130
Average Price	\$295,905	\$84,887	\$174,197
Median Price	\$215,000	\$69,700	\$150,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,160	\$295,904
Condominium	130	\$174,196
Duplex	70	\$84,887
Total	3,360	\$286,799

PENDING	Listings	Average List Price
Residential	1,010	\$204,029
Condominium	31	\$179,045
Duplex	16	\$67,987
Total	1,057	\$201,237

1/15/2020