



Multiple Listing Service Sales Report February 2020

Sales Summary

	February Total Sales			YTD Total MLS Sales		
	2020	2019	% change	2020	2019	% change
Units	982	970	1.2%	1,921	1,832	4.9%
Average Sales Price	\$217,147	\$204,753	6.1%	\$216,395	\$197,146	9.8%
Median Sales Price	\$182,500	\$168,000	8.6%	\$182,500	\$164,950	10.6%

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	6	6	5	1	0	18	33
\$ 20,000 - 29,999	7	8	5	1	0	21	53
\$ 30,000 - 39,999	11	24	1	1	1	38	72
\$ 40,000 - 49,999	0	23	3	1	0	27	61
\$ 50,000 - 59,999	7	10	1	1	0	19	42
\$ 60,000 - 69,999	3	13	3	0	1	20	48
\$ 70,000 - 79,999	4	15	10	3	4	35	72
\$ 80,000 - 89,999	1	18	3	3	0	25	44
\$ 90,000 - 99,999	0	13	3	0	3	19	43
\$100,000 - 119,999	5	35	6	0	2	48	84
\$120,000 - 139,999	6	49	8	0	6	69	124
\$140,000 - 159,999	2	37	15	0	4	58	116
\$160,000 - 179,999	1	53	17	0	4	75	142
\$180,000 - 199,999	2	41	18	0	1	62	117
\$200,000 - 249,999	4	54	62	0	4	124	241
\$250,000 - 299,999	1	35	67	1	5	109	210
\$300,000 - 399,999	5	22	78	1	4	110	220
\$400,000 - 499,999	0	4	45	0	0	49	91
\$500,000 - 749,999	0	2	43	0	0	45	86
\$750,000 - 999,999	0	1	5	0	0	6	13
\$1,000,000 and over	0	0	4	0	0	4	9
Total Types	65	463	402	13	39	982	1,921
Average Sale Price	\$103,507	\$157,479	\$312,337	\$94,769	\$174,527	\$217,147	\$216,395
Median Sale Price	\$65,000	\$150,000	\$275,970	\$78,000	\$159,250	\$182,500	\$182,500

Price Group	Sales	% of Total
0 - \$99,999	222	22.6%
\$100,000 - 199,999	312	31.8%
\$200,000 - 399,999	343	34.9%
\$400,000 and above	104	10.6%

Time on Market	Units
1 to 30 days	447
31 to 60 days	166
61 to 90 days	112
91 to 120 days	58
More than 120 Days	122
Average Market Time	54

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: 02/01/2020 - 02/29/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	6	6	5	1	0	18
20,000 to 29,999	7	8	5	1	0	21
30,000 to 39,999	11	24	1	1	1	38
40,000 to 49,999	0	23	3	1	0	27
50,000 to 59,999	7	10	1	1	0	19
60,000 to 69,999	3	13	3	0	1	20
70,000 to 79,999	4	15	10	3	4	36
80,000 to 89,999	1	18	3	3	0	25
90,000 to 99,999	0	13	3	0	3	19
100,000 to 119,999	5	35	6	0	2	48
120,000 to 139,999	6	49	8	0	6	69
140,000 to 159,999	2	37	15	0	4	58
160,000 to 179,999	1	53	17	0	4	75
180,000 to 199,999	2	41	18	0	1	62
200,000 to 249,999	4	54	62	0	4	124
250,000 to 299,999	1	35	67	1	5	109
300,000 to 399,999	5	22	78	1	4	110
400,000 to 499,999	0	4	45	0	0	49
500,000 to 749,999	0	2	43	0	0	45
750,000 to 999,999	0	1	5	0	0	6
1,000,000 and greater	0	0	4	0	0	4
Totals	65	463	402	13	39	982
Average List Price	\$106,956	\$160,208	\$320,006	\$106,246	\$179,517	\$222,152
Median List Price	\$69,900	\$150,000	\$279,900	\$85,000	\$155,000	\$185,000
Average Sale Price	\$103,507	\$157,479	\$312,337	\$94,769	\$174,527	\$217,147
Median Sale Price	\$65,000	\$150,000	\$275,970	\$78,000	\$159,250	\$182,500

Time on Market	# Units
1-30	447
31-60	166
61-90	112
91-120	58
greater than 120 days	122
Total Units Sold	905
Average Market Time	54

Type of Financing	# Units
Conventional	425
Cash	280
FHA	151
VA	77
Owner	1
Other	48

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2020 - 02/29/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	12	12	6	3	0	33
20,000 to 29,999	13	28	7	3	2	53
30,000 to 39,999	15	47	5	2	3	72
40,000 to 49,999	5	41	8	7	0	61
50,000 to 59,999	13	25	2	1	1	42
60,000 to 69,999	8	30	6	1	3	48
70,000 to 79,999	5	40	17	6	4	72
80,000 to 89,999	2	31	5	3	3	44
90,000 to 99,999	4	30	4	0	5	43
100,000 to 119,999	10	61	7	0	6	84
120,000 to 139,999	11	87	17	0	9	124
140,000 to 159,999	5	81	23	1	6	116
160,000 to 179,999	3	95	33	1	10	142
180,000 to 199,999	2	84	27	1	3	117
200,000 to 249,999	8	111	114	0	8	241
250,000 to 299,999	1	58	140	1	10	210
300,000 to 399,999	8	41	162	2	7	220
400,000 to 499,999	1	8	81	0	1	91
500,000 to 749,999	0	3	82	0	1	86
750,000 to 999,999	0	2	11	0	0	13
1,000,000 and greater	0	0	9	0	0	9
Totals	126	915	766	32	82	1921
Average List Price	\$107,074	\$156,238	\$329,657	\$92,612	\$179,504	\$222,097
Median List Price	\$69,900	\$149,000	\$287,223	\$59,500	\$159,450	\$185,000
Average Sale Price	\$102,995	\$152,728	\$321,180	\$85,475	\$173,330	\$216,395
Median Sale Price	\$66,000	\$146,000	\$285,000	\$59,500	\$159,575	\$182,500

Time on Market	# Units
1-30	841
31-60	370
61-90	211
91-120	124
greater than 120 days	237
Total Units Sold	1783
Average Market Time	59

Type of Financing	# Units
Conventional	801
Cash	581
FHA	291
VA	167
Owner	2
Other	79

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 3/18/2020

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	57	3	1
20,000 to 29,999	70	3	6
30,000 to 39,999	103	15	10
40,000 to 49,999	109	5	9
50,000 to 59,999	112	9	4
60,000 to 69,999	111	3	4
70,000 to 79,999	106	5	2
80,000 to 89,999	67	3	7
90,000 to 99,999	57	6	3
100,000 to 119,999	100	4	7
120,000 to 139,999	154	2	11
140,000 to 159,999	142	1	3
160,000 to 179,999	138	0	14
180,000 to 199,999	130	1	5
200,000 to 249,999	329	0	12
250,000 to 299,999	278	1	8
300,000 to 399,999	377	2	14
400,000 to 499,999	266	0	8
500,000 to 749,999	250	1	0
750,000 to 999,999	111	0	0
1,000,000 and greater	106	0	0
Totals	3173	64	128
Average Price	\$307,028	\$82,481	\$169,608
Median Price	\$224,900	\$55,000	\$143,688

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,173	\$307,027
Condominium	128	\$169,607
Duplex	64	\$82,480
Total	3,365	\$297,529

PENDING	Listings	Average List Price
Residential	1,166	\$227,134
Condominium	46	\$163,908
Duplex	16	\$86,749
Total	1,228	\$222,937

3/18/2020