



## Multiple Listing Service Sales Report January 2020

### Sales Summary

	January Total Sales			YTD Total MLS Sales		
	2020	2019	% change	2020	2019	% change
Units	906	843	7.5%	906	843	7.5%
Average Sales Price	\$218,106	\$190,691	14.4%	\$218,106	\$190,691	14.4%
Median Sales Price	\$185,450	\$162,000	14.5%	\$185,450	\$162,000	14.5%

### 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	5	5	1	2	0	13	13
\$ 20,000 - 29,999	3	20	2	1	2	28	28
\$ 30,000 - 39,999	4	20	4	0	1	29	29
\$ 40,000 - 49,999	5	17	5	6	0	33	33
\$ 50,000 - 59,999	6	13	1	0	1	21	21
\$ 60,000 - 69,999	5	17	3	1	2	28	28
\$ 70,000 - 79,999	1	25	6	3	0	35	35
\$ 80,000 - 89,999	1	13	1	0	3	18	35
\$ 90,000 - 99,999	4	16	1	0	2	23	42
\$100,000 - 119,999	4	22	1	0	4	31	58
\$120,000 - 139,999	5	38	9	0	3	55	105
\$140,000 - 159,999	3	43	5	1	2	54	105
\$160,000 - 179,999	2	39	16	1	6	64	126
\$180,000 - 199,999	0	42	9	1	2	54	108
\$200,000 - 249,999	4	55	50	0	4	113	222
\$250,000 - 299,999	4	25	70	2	5	106	208
\$300,000 - 399,999	3	19	83	1	3	109	215
\$400,000 - 499,999	1	4	34	0	1	40	79
\$500,000 - 749,999	0	1	39	0	1	41	82
\$750,000 - 999,999	0	1	6	0	0	7	14
\$1,000,000 and over	0	0	4	0	0	4	4
Total Types	60	435	350	19	42	906	906
Average Sale Price	\$119,970	\$150,129	\$330,577	\$106,737	\$175,464	\$218,106	\$218,106
Median Sale Price	\$88,850	\$145,000	\$290,000	\$64,000	\$161,250	\$185,450	\$185,450

Price Group	Sales	% of Total
0 - \$99,999	228	25.2%
\$100,000 - 199,999	258	28.5%
\$200,000 - 399,999	328	36.2%
\$400,000 and above	92	10.2%

Time on Market	Units
1 to 30 days	378
31 to 60 days	193
61 to 90 days	96
91 to 120 days	65
More than 120 Days	114
Average Market Time	64

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: 01/01/2020 - 01/31/2020

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	5	5	1	2	0	13
20,000 to 29,999	3	20	2	1	2	28
30,000 to 39,999	4	20	4	0	1	29
40,000 to 49,999	5	17	5	6	0	33
50,000 to 59,999	6	13	1	0	1	21
60,000 to 69,999	5	17	3	1	2	28
70,000 to 79,999	1	25	6	3	0	35
80,000 to 89,999	1	13	1	0	3	18
90,000 to 99,999	4	16	1	0	2	23
100,000 to 119,999	4	22	1	0	4	31
120,000 to 139,999	5	38	9	0	3	55
140,000 to 159,999	3	43	5	1	2	54
160,000 to 179,999	2	39	16	1	6	64
180,000 to 199,999	0	42	9	1	2	54
200,000 to 249,999	4	55	50	0	4	113
250,000 to 299,999	4	25	70	2	5	106
300,000 to 399,999	3	19	83	1	3	109
400,000 to 499,999	1	4	34	0	1	40
500,000 to 749,999	0	1	39	0	1	41
750,000 to 999,999	0	1	6	0	0	7
1,000,000 and greater	0	0	4	0	0	4
<b>Totals</b>	<b>60</b>	<b>435</b>	<b>350</b>	<b>19</b>	<b>42</b>	<b>906</b>
Average List Price	\$107,104	\$152,727	\$339,495	\$83,284	\$182,718	\$221,791
Median List Price	\$71,650	\$147,000	\$299,250	\$49,900	\$168,750	\$186,950
Average Sale Price	\$119,970	\$150,129	\$330,577	\$106,737	\$175,464	\$218,106
Median Sale Price	\$88,850	\$145,000	\$290,000	\$64,000	\$161,250	\$185,450

Time on Market	# Units
1-30	378
31-60	193
61-90	96
91-120	65
greater than 120 days	114
Total Units Sold	846
Average Market Time	64

Type of Financing	# Units
Conventional	360
Cash	295
FHA	136
VA	85
Owner	1
Other	29

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 2/18/2020

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	64	3	0
20,000 to 29,999	63	4	3
30,000 to 39,999	108	16	8
40,000 to 49,999	100	5	10
50,000 to 59,999	115	7	4
60,000 to 69,999	114	4	5
70,000 to 79,999	103	5	3
80,000 to 89,999	85	6	4
90,000 to 99,999	64	7	5
100,000 to 119,999	105	1	5
120,000 to 139,999	158	2	15
140,000 to 159,999	137	1	8
160,000 to 179,999	140	1	11
180,000 to 199,999	130	0	6
200,000 to 249,999	313	2	14
250,000 to 299,999	280	1	8
300,000 to 399,999	357	3	13
400,000 to 499,999	241	0	6
500,000 to 749,999	249	0	2
750,000 to 999,999	108	0	0
1,000,000 and greater	101	0	0
<b>Totals</b>	<b>3135</b>	<b>68</b>	<b>130</b>
Average Price	\$300,756	\$82,679	\$176,125
Median Price	\$219,000	\$57,450	\$154,888

## Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,135	\$300,756
Condominium	130	\$176,125
Duplex	68	\$82,678
<b>Total</b>	<b>3,333</b>	<b>\$291,446</b>

PENDING	Listings	Average List Price
Residential	1,179	\$214,722
Condominium	41	\$186,974
Duplex	17	\$99,058
<b>Total</b>	<b>1,237</b>	<b>\$212,213</b>

2/18/2020