



Multiple Listing Service Sales Report July 2019

Sales Summary

	July Total Sales			YTD Total MLS Sales		
	2019	2018	% change	2019	2018	% change
Units	1,438	1,362	5.6%	8,866	8,695	2.0%
Average Sales Price	\$236,002	\$222,438	6.1%	\$215,428	\$211,944	1.6%
Median Sales Price	\$200,000	\$186,000	7.5%	\$183,000	\$175,000	4.6%

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	5	17	1	1	0	24	183
\$ 20,000 - 29,999	8	13	2	3	0	26	218
\$ 30,000 - 39,999	7	18	1	0	0	26	319
\$ 40,000 - 49,999	3	17	3	2	0	25	228
\$ 50,000 - 59,999	5	8	5	1	4	23	237
\$ 60,000 - 69,999	9	25	6	0	2	42	269
\$ 70,000 - 79,999	11	25	4	1	2	43	276
\$ 80,000 - 89,999	4	17	5	0	2	28	232
\$ 90,000 - 99,999	8	17	3	0	3	31	183
\$100,000 - 119,999	10	53	7	1	1	72	484
\$120,000 - 139,999	7	64	9	1	4	85	561
\$140,000 - 159,999	4	68	10	0	6	88	567
\$160,000 - 179,999	6	71	14	0	7	98	589
\$180,000 - 199,999	7	59	26	1	6	99	559
\$200,000 - 249,999	15	85	99	0	6	205	1110
\$250,000 - 299,999	3	42	104	0	4	153	941
\$300,000 - 399,999	5	37	141	2	9	194	966
\$400,000 - 499,999	1	7	74	0	1	83	452
\$500,000 - 749,999	0	2	69	0	0	71	381
\$750,000 - 999,999	0	0	16	0	0	16	75
\$1,000,000 and over	1	0	5	0	0	6	36
Total Types	119	645	604	13	57	1,438	8,866
Average Sale Price	\$164,493	\$160,213	\$338,607	\$107,000	\$185,067	\$236,002	\$215,428
Median Sale Price	\$99,500	\$154,250	\$300,000	\$51,000	\$167,000	\$200,000	\$183,000

Price Group	Sales	% of Total
0 - \$99,999	268	18.6%
\$100,000 - 199,999	442	30.7%
\$200,000 - 399,999	552	38.4%
\$400,000 and above	176	12.2%

Time on Market	Units
1 to 30 days	805
31 to 60 days	243
61 to 90 days	115
91 to 120 days	69
More than 120 Days	91
Average Market Time	44

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: 07/01/2019 - 07/31/2019

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	5	17	1	1	0	24
20,000 to 29,999	8	13	2	3	0	26
30,000 to 39,999	7	18	1	0	0	26
40,000 to 49,999	3	17	3	2	0	25
50,000 to 59,999	5	8	5	1	4	23
60,000 to 69,999	9	25	6	0	2	42
70,000 to 79,999	11	25	4	1	2	43
80,000 to 89,999	4	17	5	0	2	28
90,000 to 99,999	8	17	3	0	3	31
100,000 to 119,999	10	53	7	1	1	72
120,000 to 139,999	7	64	9	1	4	85
140,000 to 159,999	4	68	10	0	6	88
160,000 to 179,999	6	71	14	0	7	98
180,000 to 199,999	7	59	26	1	6	99
200,000 to 249,999	15	85	99	0	6	205
250,000 to 299,999	3	42	104	0	4	153
300,000 to 399,999	5	37	141	2	9	194
400,000 to 499,999	1	7	74	0	1	83
500,000 to 749,999	0	2	69	0	0	71
750,000 to 999,999	0	0	16	0	0	16
1,000,000 and greater	1	0	5	0	0	6
Totals	119	645	604	13	57	1438
Average List Price	\$125,748	\$162,354	\$344,462	\$109,131	\$188,704	\$236,379
Median List Price	\$96,900	\$154,900	\$299,950	\$55,000	\$168,000	\$200,000
Average Sale Price	\$164,493	\$160,213	\$338,607	\$107,000	\$185,067	\$236,002
Median Sale Price	\$99,500	\$154,250	\$300,000	\$51,000	\$167,000	\$200,000

Time on Market	# Units
1-30	805
31-60	243
61-90	115
91-120	69
greater than 120 days	91
Total Units Sold	1323
Average Market Time	44

Type of Financing	# Units
Conventional	683
Cash	335
FHA	260
VA	104
Owner	2
Other	54

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 - 07/31/2019

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	62	94	17	5	5	183
20,000 to 29,999	59	116	25	13	5	218
30,000 to 39,999	67	207	30	8	7	319
40,000 to 49,999	44	142	26	10	6	228
50,000 to 59,999	36	144	28	12	17	237
60,000 to 69,999	47	158	31	9	24	269
70,000 to 79,999	38	176	33	5	24	276
80,000 to 89,999	26	149	29	2	26	232
90,000 to 99,999	26	119	21	4	13	183
100,000 to 119,999	51	345	58	7	23	484
120,000 to 139,999	38	408	77	3	35	561
140,000 to 159,999	19	419	96	3	30	567
160,000 to 179,999	30	393	122	3	41	589
180,000 to 199,999	20	311	197	4	27	559
200,000 to 249,999	61	440	552	0	57	1110
250,000 to 299,999	18	285	605	1	32	941
300,000 to 399,999	16	184	735	4	27	966
400,000 to 499,999	1	50	392	0	9	452
500,000 to 749,999	0	14	364	0	3	381
750,000 to 999,999	1	1	72	0	1	75
1,000,000 and greater	1	2	33	0	0	36
Totals	661	4157	3543	93	412	8866
Average List Price	\$102,913	\$152,488	\$328,191	\$87,279	\$171,538	\$219,207
Median List Price	\$76,500	\$140,000	\$286,900	\$69,000	\$154,950	\$184,900
Average Sale Price	\$107,382	\$149,833	\$321,566	\$82,375	\$167,916	\$215,428
Median Sale Price	\$75,000	\$140,000	\$284,900	\$58,150	\$153,735	\$183,000

Time on Market	# Units
1-30	4693
31-60	1429
61-90	739
91-120	430
greater than 120 days	952
Total Units Sold	8243
Average Market Time	52

Type of Financing	# Units
Conventional	3857
Cash	2395
FHA	1626
VA	606
Owner	19
Other	363

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 8/16/2019

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	68	2	8
20,000 to 29,999	84	4	8
30,000 to 39,999	142	7	3
40,000 to 49,999	164	9	4
50,000 to 59,999	154	6	1
60,000 to 69,999	160	6	6
70,000 to 79,999	119	6	8
80,000 to 89,999	101	5	8
90,000 to 99,999	83	5	6
100,000 to 119,999	122	2	7
120,000 to 139,999	172	4	10
140,000 to 159,999	167	2	12
160,000 to 179,999	187	1	16
180,000 to 199,999	172	1	7
200,000 to 249,999	420	1	21
250,000 to 299,999	386	0	8
300,000 to 399,999	467	2	16
400,000 to 499,999	340	1	7
500,000 to 749,999	307	0	3
750,000 to 999,999	128	0	2
1,000,000 and greater	125	0	0
Totals	4068	64	161
Average Price	\$298,034	\$88,755	\$185,151
Median Price	\$220,000	\$65,250	\$159,900

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,068	\$298,033
Condominium	161	\$185,151
Duplex	64	\$88,754
Total	4,293	\$290,680

PENDING	Listings	Average List Price
Residential	1,221	\$210,128
Condominium	31	\$172,103
Duplex	17	\$101,764
Total	1,269	\$207,748

8/16/2019