



Multiple Listing Service Sales Report June 2019

Sales Summary

	June Total Sales			YTD Total MLS Sales		
	2019	2018	% change	2019	2018	% change
Units	1,372	1,403	-2.2%	7,348	7,236	1.5%
Average Sales Price	\$240,404	\$234,630	2.5%	\$211,576	\$210,487	0.5%
Median Sales Price	\$205,000	\$195,900	4.6%	\$179,250	\$174,900	2.5%

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	10	3	0	0	18	158
\$ 20,000 - 29,999	5	19	2	1	0	27	190
\$ 30,000 - 39,999	13	49	7	1	1	71	288
\$ 40,000 - 49,999	3	26	2	0	1	32	201
\$ 50,000 - 59,999	6	22	1	2	4	35	213
\$ 60,000 - 69,999	8	17	5	0	3	33	223
\$ 70,000 - 79,999	2	21	3	1	0	27	232
\$ 80,000 - 89,999	6	16	2	0	5	29	202
\$ 90,000 - 99,999	3	9	2	2	4	20	152
\$100,000 - 119,999	8	44	10	0	3	65	404
\$120,000 - 139,999	6	50	13	1	2	72	465
\$140,000 - 159,999	4	69	14	0	6	93	475
\$160,000 - 179,999	2	52	19	0	6	79	487
\$180,000 - 199,999	3	37	19	0	6	65	454
\$200,000 - 249,999	5	75	77	0	12	169	898
\$250,000 - 299,999	2	61	99	1	3	166	776
\$300,000 - 399,999	2	31	139	0	6	178	767
\$400,000 - 499,999	0	11	70	0	3	84	368
\$500,000 - 749,999	0	4	85	0	0	89	308
\$750,000 - 999,999	0	0	11	0	0	11	58
\$1,000,000 and over	0	1	8	0	0	9	29
Total Types	83	624	591	9	65	1,372	7,348
Average Sale Price	\$96,913	\$159,507	\$354,702	\$89,739	\$181,865	\$240,404	\$211,576
Median Sale Price	\$79,500	\$150,000	\$309,500	\$70,000	\$167,500	\$205,000	\$179,250

Price Group	Sales	% of Total
0 - \$99,999	292	21.3%
\$100,000 - 199,999	374	27.3%
\$200,000 - 399,999	513	37.4%
\$400,000 and above	193	14.1%

Time on Market	Units
1 to 30 days	789
31 to 60 days	213
61 to 90 days	145
91 to 120 days	38
More than 120 Days	97
Average Market Time	43

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: 06/01/2019 - 06/30/2019

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	5	10	3	0	0	18
20,000 to 29,999	5	19	2	1	0	27
30,000 to 39,999	13	49	7	1	1	71
40,000 to 49,999	3	26	2	0	1	32
50,000 to 59,999	6	22	1	2	4	35
60,000 to 69,999	8	17	5	0	3	33
70,000 to 79,999	2	21	3	1	0	27
80,000 to 89,999	6	16	2	0	5	29
90,000 to 99,999	3	9	2	2	4	20
100,000 to 119,999	8	44	10	0	3	65
120,000 to 139,999	6	50	13	1	2	72
140,000 to 159,999	4	69	14	0	6	93
160,000 to 179,999	2	52	19	0	6	79
180,000 to 199,999	3	37	19	0	6	65
200,000 to 249,999	5	75	77	0	12	169
250,000 to 299,999	2	61	99	1	3	166
300,000 to 399,999	2	31	139	0	6	178
400,000 to 499,999	0	11	70	0	3	84
500,000 to 749,999	0	4	85	0	0	89
750,000 to 999,999	0	0	11	0	0	11
1,000,000 and greater	0	1	8	0	0	9
Totals	83	624	591	9	65	1372
Average List Price	\$98,700	\$161,505	\$360,655	\$93,517	\$185,297	\$244,172
Median List Price	\$75,000	\$149,900	\$319,500	\$75,000	\$174,000	\$208,250
Average Sale Price	\$96,913	\$159,507	\$354,702	\$89,739	\$181,865	\$240,404
Median Sale Price	\$79,500	\$150,000	\$309,500	\$70,000	\$167,500	\$205,000

Time on Market	# Units
1-30	789
31-60	213
61-90	145
91-120	38
greater than 120 days	97
Total Units Sold	1282
Average Market Time	43

Type of Financing	# Units
Conventional	667
Cash	333
FHA	229
VA	102
Owner	3
Other	38

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 - 06/30/2019

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	57	76	16	4	5	158
20,000 to 29,999	50	102	23	10	5	190
30,000 to 39,999	59	185	29	8	7	288
40,000 to 49,999	41	123	23	8	6	201
50,000 to 59,999	31	135	23	11	13	213
60,000 to 69,999	36	132	24	9	22	223
70,000 to 79,999	27	150	29	4	22	232
80,000 to 89,999	21	131	24	2	24	202
90,000 to 99,999	18	102	18	4	10	152
100,000 to 119,999	41	286	50	5	22	404
120,000 to 139,999	31	335	68	2	29	465
140,000 to 159,999	14	348	86	3	24	475
160,000 to 179,999	24	317	109	3	34	487
180,000 to 199,999	13	250	167	3	21	454
200,000 to 249,999	44	351	452	0	51	898
250,000 to 299,999	14	238	495	1	28	776
300,000 to 399,999	11	147	589	2	18	767
400,000 to 499,999	0	43	318	0	7	368
500,000 to 749,999	0	12	293	0	3	308
750,000 to 999,999	1	1	55	0	1	58
1,000,000 and greater	0	2	27	0	0	29
Totals	533	3466	2918	79	352	7348
Average List Price	\$97,368	\$150,834	\$324,564	\$83,433	\$168,246	\$216,056
Median List Price	\$70,000	\$139,900	\$284,900	\$69,000	\$150,000	\$179,900
Average Sale Price	\$94,240	\$148,078	\$317,712	\$78,011	\$164,610	\$211,576
Median Sale Price	\$67,500	\$137,000	\$281,000	\$58,150	\$149,500	\$179,250

Time on Market	# Units
1-30	3844
31-60	1174
61-90	619
91-120	359
greater than 120 days	851
Total Units Sold	6847
Average Market Time	54

Type of Financing	# Units
Conventional	3144
Cash	2035
FHA	1350
VA	497
Owner	17
Other	305

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 7/15/2019

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	72	0	4
20,000 to 29,999	87	5	5
30,000 to 39,999	145	3	3
40,000 to 49,999	171	7	1
50,000 to 59,999	170	10	3
60,000 to 69,999	149	5	10
70,000 to 79,999	128	5	9
80,000 to 89,999	89	2	9
90,000 to 99,999	88	5	8
100,000 to 119,999	136	2	3
120,000 to 139,999	181	0	9
140,000 to 159,999	159	1	7
160,000 to 179,999	195	0	10
180,000 to 199,999	174	1	8
200,000 to 249,999	438	1	21
250,000 to 299,999	387	1	7
300,000 to 399,999	519	1	11
400,000 to 499,999	341	1	8
500,000 to 749,999	323	0	1
750,000 to 999,999	123	0	2
1,000,000 and greater	121	0	0
Totals	4196	50	139
Average Price	\$294,041	\$87,288	\$185,252
Median Price	\$222,000	\$57,500	\$155,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,196	\$294,041
Condominium	139	\$185,251
Duplex	50	\$87,288
Total	4,385	\$288,235

PENDING	Listings	Average List Price
Residential	1,264	\$212,448
Condominium	32	\$173,150
Duplex	16	\$91,356
Total	1,312	\$210,013

7/15/2019