



Multiple Listing Service Sales Report March 2019

Sales Summary

	March Total Sales			YTD Total MLS Sales		
	2019	2018	% change	2019	2018	% change
Units	1,137	1,182	-3.8%	3,009	3,025	-0.5%
Average Sales Price	\$198,298	\$202,661	-2.2%	\$197,290	\$197,528	-0.1%
Median Sales Price	\$169,800	\$167,000	1.7%	\$165,000	\$161,900	1.9%

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	17	5	1	1	30	79
\$ 20,000 - 29,999	8	20	5	1	1	35	80
\$ 30,000 - 39,999	7	29	5	1	1	43	117
\$ 40,000 - 49,999	4	13	3	1	1	22	94
\$ 50,000 - 59,999	4	20	5	1	3	33	92
\$ 60,000 - 69,999	3	25	2	3	3	36	108
\$ 70,000 - 79,999	6	24	8	0	3	41	113
\$ 80,000 - 89,999	3	23	3	0	4	33	91
\$ 90,000 - 99,999	1	19	4	1	1	26	72
\$100,000 - 119,999	8	55	10	1	2	76	197
\$120,000 - 139,999	7	58	9	0	4	78	198
\$140,000 - 159,999	1	58	9	0	1	69	198
\$160,000 - 179,999	3	59	22	0	7	91	214
\$180,000 - 199,999	0	43	29	0	3	75	172
\$200,000 - 249,999	6	51	66	0	7	130	349
\$250,000 - 299,999	3	30	84	0	4	121	312
\$300,000 - 399,999	4	22	79	1	4	110	273
\$400,000 - 499,999	0	7	33	0	1	41	123
\$500,000 - 749,999	0	1	33	0	1	35	89
\$750,000 - 999,999	0	0	8	0	0	8	26
\$1,000,000 and over	0	0	4	0	0	4	12
Total Types	74	574	426	11	52	1,137	3,009
Average Sale Price	\$103,317	\$142,521	\$296,237	\$82,493	\$171,303	\$198,298	\$197,290
Median Sale Price	\$77,000	\$134,200	\$269,000	\$60,000	\$163,500	\$169,800	\$165,000

Price Group	Sales	% of Total
0 - \$99,999	299	26.3%
\$100,000 - 199,999	389	34.2%
\$200,000 - 399,999	361	31.8%
\$400,000 and above	88	7.7%

Time on Market	Units
1 to 30 days	575
31 to 60 days	179
61 to 90 days	79
91 to 120 days	75
More than 120 Days	144
Average Market Time	59

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: 03/01/2019 - 03/31/2019

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	6	17	5	1	1	30
20,000 to 29,999	8	20	5	1	1	35
30,000 to 39,999	7	29	5	1	1	43
40,000 to 49,999	4	13	3	1	1	22
50,000 to 59,999	4	20	5	1	3	33
60,000 to 69,999	3	25	2	3	3	36
70,000 to 79,999	6	24	8	0	3	41
80,000 to 89,999	3	23	3	0	4	33
90,000 to 99,999	1	19	4	1	1	26
100,000 to 119,999	8	55	10	1	2	76
120,000 to 139,999	7	58	9	0	4	78
140,000 to 159,999	1	58	9	0	1	69
160,000 to 179,999	3	59	22	0	7	91
180,000 to 199,999	0	43	29	0	3	75
200,000 to 249,999	6	51	66	0	7	130
250,000 to 299,999	3	30	84	0	4	121
300,000 to 399,999	4	22	79	1	4	110
400,000 to 499,999	0	7	33	0	1	41
500,000 to 749,999	0	1	33	0	1	35
750,000 to 999,999	0	0	8	0	0	8
1,000,000 and greater	0	0	4	0	0	4
Totals	74	574	426	11	52	1137
Average List Price	\$106,989	\$145,952	\$304,973	\$89,018	\$173,975	\$203,727
Median List Price	\$82,200	\$135,000	\$269,900	\$65,500	\$167,450	\$169,999
Average Sale Price	\$103,317	\$142,521	\$296,237	\$82,493	\$171,303	\$198,298
Median Sale Price	\$77,000	\$134,200	\$269,000	\$60,000	\$163,500	\$169,800

Time on Market	# Units
1-30	575
31-60	179
61-90	79
91-120	75
greater than 120 days	144
Total Units Sold	1052
Average Market Time	59

Type of Financing	# Units
Conventional	438
Cash	343
FHA	224
VA	67
Owner	3
Other	62

Residential Home Sales Report

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Date Range: 01/01/2019 - 03/31/2019

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	30	37	7	3	2	79
20,000 to 29,999	19	41	13	4	3	80
30,000 to 39,999	24	76	12	2	3	117
40,000 to 49,999	23	55	12	1	3	94
50,000 to 59,999	13	55	13	4	7	92
60,000 to 69,999	13	63	13	8	11	108
70,000 to 79,999	16	67	16	2	12	113
80,000 to 89,999	5	63	10	2	11	91
90,000 to 99,999	8	51	9	1	3	72
100,000 to 119,999	19	141	24	4	9	197
120,000 to 139,999	12	149	27	0	10	198
140,000 to 159,999	6	148	36	0	8	198
160,000 to 179,999	8	135	53	2	16	214
180,000 to 199,999	3	90	73	1	5	172
200,000 to 249,999	16	129	185	0	19	349
250,000 to 299,999	3	79	220	0	10	312
300,000 to 399,999	4	58	202	2	7	273
400,000 to 499,999	0	13	109	0	1	123
500,000 to 749,999	0	4	84	0	1	89
750,000 to 999,999	1	0	25	0	0	26
1,000,000 and greater	0	0	12	0	0	12
Totals	223	1454	1155	36	141	3009
Average List Price	\$91,567	\$144,144	\$307,290	\$89,956	\$153,702	\$202,670
Median List Price	\$65,000	\$134,900	\$270,000	\$71,000	\$139,500	\$169,000
Average Sale Price	\$87,259	\$140,459	\$299,383	\$83,785	\$150,032	\$197,290
Median Sale Price	\$61,250	\$130,000	\$269,900	\$64,500	\$135,000	\$165,000

Time on Market	# Units
1-30	1388
31-60	499
61-90	295
91-120	201
greater than 120 days	412
Total Units Sold	2795
Average Market Time	61

Type of Financing	# Units
Conventional	1159
Cash	923
FHA	570
VA	210
Owner	6
Other	141

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 4/15/2019

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	84	4	4
20,000 to 29,999	107	5	4
30,000 to 39,999	156	4	3
40,000 to 49,999	189	6	5
50,000 to 59,999	199	2	2
60,000 to 69,999	137	4	6
70,000 to 79,999	125	7	4
80,000 to 89,999	102	0	8
90,000 to 99,999	87	2	3
100,000 to 119,999	135	3	7
120,000 to 139,999	147	0	11
140,000 to 159,999	159	1	6
160,000 to 179,999	156	1	8
180,000 to 199,999	166	5	8
200,000 to 249,999	334	1	21
250,000 to 299,999	376	2	10
300,000 to 399,999	400	0	12
400,000 to 499,999	284	0	3
500,000 to 749,999	320	0	1
750,000 to 999,999	116	0	3
1,000,000 and greater	101	0	0
Totals	3880	47	129
Average Price	\$281,938	\$85,802	\$189,715
Median Price	\$199,900	\$65,000	\$164,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,880	\$281,937
Condominium	129	\$189,715
Duplex	47	\$85,802
Total	4,056	\$276,731

PENDING	Listings	Average List Price
Residential	1,330	\$200,372
Condominium	55	\$175,196
Duplex	22	\$78,268
Total	1,407	\$197,479

4/15/2019