



Multiple Listing Service Sales Report May 2020

Sales Summary

	May Total Sales			YTD Total MLS Sales		
	2020	2019	% change	2020	2019	% change
Units	1,084	1,489	-27.2%	5,370	5,931	-9.5%
Average Sales Price	\$240,035	\$226,260	6.1%	\$230,186	\$204,919	12.3%
Median Sales Price	\$217,250	\$192,000	13.2%	\$199,000	\$173,500	14.7%

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	5	3	2	0	16	90
\$ 20,000 - 29,999	7	14	4	0	1	26	131
\$ 30,000 - 39,999	4	11	2	3	0	20	135
\$ 40,000 - 49,999	4	20	3	1	0	28	128
\$ 50,000 - 59,999	1	10	1	0	0	12	98
\$ 60,000 - 69,999	4	21	3	2	1	31	138
\$ 70,000 - 79,999	5	12	4	2	1	24	171
\$ 80,000 - 89,999	2	15	6	1	2	26	138
\$ 90,000 - 99,999	3	10	2	2	1	18	123
\$100,000 - 119,999	2	22	4	0	5	33	227
\$120,000 - 139,999	7	34	6	2	2	51	306
\$140,000 - 159,999	4	43	4	0	2	53	308
\$160,000 - 179,999	5	59	12	0	3	79	386
\$180,000 - 199,999	3	48	19	0	4	74	324
\$200,000 - 249,999	5	85	61	0	8	159	720
\$250,000 - 299,999	2	44	83	0	10	139	619
\$300,000 - 399,999	2	39	123	0	2	166	703
\$400,000 - 499,999	1	13	54	0	2	70	303
\$500,000 - 749,999	0	2	45	0	0	47	247
\$750,000 - 999,999	0	0	8	0	0	8	44
\$1,000,000 and over	0	0	4	0	0	4	31
Total Types	67	507	451	15	44	1084	5,370
Average Sale Price	\$113,805	\$177,666	\$338,608	\$65,630	\$200,005	\$240,035	\$230,186
Median Sale Price	\$93,500	\$173,500	\$309,000	\$65,000	\$203,200	\$203,200	\$199,000

Price Group	Sales	% of Total
0 - \$99,999	201	18.5%
\$100,000 - 199,999	290	26.8%
\$200,000 - 399,999	464	42.8%
\$400,000 and above	129	11.9%

Time on Market	Units
1 to 30 days	626
31 to 60 days	159
61 to 90 days	78
91 to 120 days	42
More than 120 Days	99
Average Market Time	47

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 05/01/2020 - 05/31/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	6	5	3	2	0	16
20,000 to 29,999	7	14	4	0	1	26
30,000 to 39,999	4	11	2	3	0	20
40,000 to 49,999	4	20	3	1	0	28
50,000 to 59,999	1	10	1	0	0	12
60,000 to 69,999	4	21	3	2	1	31
70,000 to 79,999	5	12	4	2	1	24
80,000 to 89,999	2	15	6	1	2	26
90,000 to 99,999	3	10	2	2	1	18
100,000 to 119,999	2	22	4	0	5	33
120,000 to 139,999	7	34	6	2	2	51
140,000 to 159,999	4	43	4	0	2	53
160,000 to 179,999	5	59	12	0	3	79
180,000 to 199,999	3	48	19	0	4	74
200,000 to 249,999	5	85	61	0	8	159
250,000 to 299,999	2	44	83	0	10	139
300,000 to 399,999	2	39	123	0	2	166
400,000 to 499,999	1	13	54	0	2	70
500,000 to 749,999	0	2	45	0	0	47
750,000 to 999,999	0	0	8	0	0	8
1,000,000 and greater	0	0	4	0	0	4
Totals	67	507	451	15	44	1084
Average List Price	\$115,247	\$179,338	\$342,956	\$70,407	\$203,756	\$242,934
Median List Price	\$93,500	\$174,900	\$305,000	\$75,000	\$199,450	\$215,000
Average Sale Price	\$113,805	\$177,666	\$338,608	\$65,630	\$200,005	\$240,035
Median Sale Price	\$93,500	\$173,500	\$309,000	\$65,000	\$203,200	\$217,250

Time on Market	# Units
1-30	626
31-60	159
61-90	78
91-120	42
greater than 120 days	99
Total Units Sold	1004
Average Market Time	47

Type of Financing	# Units
Conventional	540
Cash	226
FHA	193
VA	80
Owner	1
Other	44

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 - 05/31/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	31	37	12	6	4	90
20,000 to 29,999	39	61	18	7	6	131
30,000 to 39,999	25	83	13	6	8	135
40,000 to 49,999	17	85	17	8	1	128
50,000 to 59,999	22	61	8	4	3	98
60,000 to 69,999	23	87	19	4	5	138
70,000 to 79,999	23	95	30	15	8	171
80,000 to 89,999	9	88	21	10	10	138
90,000 to 99,999	16	71	17	5	14	123
100,000 to 119,999	28	153	21	3	22	227
120,000 to 139,999	28	217	37	4	20	306
140,000 to 159,999	15	225	51	1	16	308
160,000 to 179,999	17	274	69	2	24	386
180,000 to 199,999	12	211	85	2	14	324
200,000 to 249,999	21	347	326	0	26	720
250,000 to 299,999	10	186	392	2	29	619
300,000 to 399,999	18	158	512	2	13	703
400,000 to 499,999	3	40	252	0	8	303
500,000 to 749,999	1	13	231	0	2	247
750,000 to 999,999	0	4	40	0	0	44
1,000,000 and greater	0	1	30	0	0	31
Totals	358	2497	2201	81	233	5370
Average List Price	\$112,668	\$168,628	\$340,055	\$85,847	\$178,558	\$234,342
Median List Price	\$79,900	\$159,900	\$299,000	\$75,000	\$159,000	\$199,900
Average Sale Price	\$109,965	\$166,345	\$333,644	\$81,130	\$173,593	\$230,186
Median Sale Price	\$79,900	\$158,900	\$295,000	\$71,250	\$159,900	\$199,000

Time on Market	# Units
1-30	2766
31-60	856
61-90	442
91-120	291
greater than 120 days	640
Total Units Sold	4995
Average Market Time	55

Type of Financing	# Units
Conventional	2481
Cash	1358
FHA	906
VA	394
Owner	8
Other	223

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 6/17/2020

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	35	0	0
20,000 to 29,999	45	3	3
30,000 to 39,999	91	13	10
40,000 to 49,999	87	5	13
50,000 to 59,999	94	5	4
60,000 to 69,999	97	4	5
70,000 to 79,999	84	0	2
80,000 to 89,999	71	3	5
90,000 to 99,999	53	1	5
100,000 to 119,999	85	5	5
120,000 to 139,999	132	3	7
140,000 to 159,999	128	1	10
160,000 to 179,999	135	0	9
180,000 to 199,999	128	0	12
200,000 to 249,999	322	3	15
250,000 to 299,999	268	1	16
300,000 to 399,999	335	4	14
400,000 to 499,999	278	0	5
500,000 to 749,999	291	1	2
750,000 to 999,999	111	0	1
1,000,000 and greater	105	0	1
Totals	2975	52	144
Average Price	\$324,725	\$108,297	\$190,938
Median Price	\$234,999	\$59,950	\$169,950

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,975	\$324,725
Condominium	144	\$190,938
Duplex	52	\$108,297
Total	3,171	\$315,100

PENDING	Listings	Average List Price
Residential	1,364	\$243,605
Condominium	45	\$204,784
Duplex	16	\$84,056
Total	1,425	\$240,588

6/17/2020