



Multiple Listing Service Sales Report October 2019

Sales Summary

| | October Total Sales | | | YTD Total MLS Sales | | |
|---------------------|---------------------|-----------|----------|---------------------|-----------|----------|
| | 2019 | 2018 | % change | 2019 | 2018 | % change |
| Units | 1,237 | 1,256 | -1.5% | 12,886 | 12,771 | 0.9% |
| Average Sales Price | \$218,820 | \$200,632 | 9.1% | \$215,597 | \$209,586 | 2.9% |
| Median Sales Price | \$183,000 | \$171,714 | 6.6% | \$183,900 | \$175,000 | 5.1% |

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 | 14 | 14 | 4 | 2 | 1 | 35 | 283 |
| \$ 20,000 - 29,999 | 8 | 12 | 6 | 5 | 2 | 33 | 317 |
| \$ 30,000 - 39,999 | 3 | 15 | 3 | 9 | 5 | 35 | 432 |
| \$ 40,000 - 49,999 | 5 | 26 | 3 | 3 | 3 | 40 | 347 |
| \$ 50,000 - 59,999 | 3 | 11 | 4 | 2 | 4 | 24 | 335 |
| \$ 60,000 - 69,999 | 10 | 25 | 5 | 2 | 1 | 43 | 394 |
| \$ 70,000 - 79,999 | 4 | 43 | 8 | 3 | 2 | 60 | 419 |
| \$ 80,000 - 89,999 | 2 | 30 | 7 | 1 | 1 | 41 | 344 |
| \$ 90,000 - 99,999 | 0 | 26 | 3 | 0 | 0 | 29 | 285 |
| \$100,000 - 119,999 | 7 | 33 | 7 | 1 | 2 | 50 | 663 |
| \$120,000 - 139,999 | 4 | 51 | 10 | 0 | 5 | 70 | 798 |
| \$140,000 - 159,999 | 4 | 48 | 13 | 0 | 7 | 72 | 806 |
| \$160,000 - 179,999 | 2 | 52 | 14 | 0 | 2 | 70 | 870 |
| \$180,000 - 199,999 | 3 | 42 | 20 | 0 | 4 | 69 | 797 |
| \$200,000 - 249,999 | 7 | 73 | 60 | 0 | 12 | 152 | 1636 |
| \$250,000 - 299,999 | 4 | 35 | 80 | 0 | 4 | 123 | 1358 |
| \$300,000 - 399,999 | 3 | 27 | 115 | 1 | 2 | 148 | 1434 |
| \$400,000 - 499,999 | 0 | 17 | 59 | 0 | 2 | 78 | 665 |
| \$500,000 - 749,999 | 0 | 4 | 41 | 0 | 1 | 46 | 536 |
| \$750,000 - 999,999 | 0 | 1 | 10 | 0 | 0 | 11 | 111 |
| \$1,000,000 and over | 0 | 0 | 8 | 0 | 0 | 8 | 56 |
| Total Types | 83 | 585 | 480 | 29 | 60 | 1,237 | 12,886 |
| Average Sale Price | \$100,582 | \$157,438 | \$331,214 | \$54,378 | \$161,184 | \$218,820 | \$215,597 |
| Median Sale Price | \$68,000 | \$140,000 | \$297,250 | \$35,312 | \$144,500 | \$183,000 | \$183,900 |

| Price Group | Sales | % of Total |
|---------------------|-------|------------|
| 0 - \$99,999 | 340 | 27.5% |
| \$100,000 - 199,999 | 331 | 26.8% |
| \$200,000 - 399,999 | 423 | 34.2% |
| \$400,000 and above | 143 | 11.6% |

| Time on Market | Units |
|---------------------|-------|
| 1 to 30 days | 651 |
| 31 to 60 days | 227 |
| 61 to 90 days | 99 |
| 91 to 120 days | 48 |
| More than 120 Days | 130 |
| Average Market Time | 52 |

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: 10/01/2019 - 10/31/2019

Sold Residential Listings

| Price Class/Type | < 3 Bed | 3 Bed | > 3 Bed | Duplex | Condo | Total Units |
|-----------------------|-----------|------------|------------|-----------|-----------|-------------|
| 19,999 and below | 14 | 14 | 4 | 2 | 1 | 35 |
| 20,000 to 29,999 | 8 | 12 | 6 | 5 | 2 | 33 |
| 30,000 to 39,999 | 3 | 15 | 3 | 9 | 5 | 35 |
| 40,000 to 49,999 | 5 | 26 | 3 | 3 | 3 | 40 |
| 50,000 to 59,999 | 3 | 11 | 4 | 2 | 4 | 24 |
| 60,000 to 69,999 | 10 | 25 | 5 | 2 | 1 | 43 |
| 70,000 to 79,999 | 4 | 43 | 8 | 3 | 2 | 60 |
| 80,000 to 89,999 | 2 | 30 | 7 | 1 | 1 | 41 |
| 90,000 to 99,999 | 0 | 26 | 3 | 0 | 0 | 29 |
| 100,000 to 119,999 | 7 | 33 | 7 | 1 | 2 | 50 |
| 120,000 to 139,999 | 4 | 51 | 10 | 0 | 5 | 70 |
| 140,000 to 159,999 | 4 | 48 | 13 | 0 | 7 | 72 |
| 160,000 to 179,999 | 2 | 52 | 14 | 0 | 2 | 70 |
| 180,000 to 199,999 | 3 | 42 | 20 | 0 | 4 | 69 |
| 200,000 to 249,999 | 7 | 73 | 60 | 0 | 12 | 152 |
| 250,000 to 299,999 | 4 | 35 | 80 | 0 | 4 | 123 |
| 300,000 to 399,999 | 3 | 27 | 115 | 1 | 2 | 148 |
| 400,000 to 499,999 | 0 | 17 | 59 | 0 | 2 | 78 |
| 500,000 to 749,999 | 0 | 4 | 41 | 0 | 1 | 46 |
| 750,000 to 999,999 | 0 | 1 | 10 | 0 | 0 | 11 |
| 1,000,000 and greater | 0 | 0 | 8 | 0 | 0 | 8 |
| Totals | 83 | 585 | 480 | 29 | 60 | 1237 |
| Average List Price | \$104,093 | \$160,741 | \$338,729 | \$59,769 | \$163,909 | \$223,792 |
| Median List Price | \$70,000 | \$144,000 | \$299,500 | \$40,000 | \$152,500 | \$185,000 |
| Average Sale Price | \$100,582 | \$157,438 | \$331,214 | \$54,378 | \$161,184 | \$218,820 |
| Median Sale Price | \$68,000 | \$140,000 | \$297,250 | \$35,312 | \$144,500 | \$183,000 |

| Time on Market | # Units |
|-----------------------|---------|
| 1-30 | 651 |
| 31-60 | 227 |
| 61-90 | 99 |
| 91-120 | 48 |
| greater than 120 days | 130 |
| Total Units Sold | 1155 |
| Average Market Time | 52 |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional | 573 |
| Cash | 342 |
| FHA | 177 |
| VA | 90 |
| Owner | 0 |
| Other | 55 |

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 - 10/31/2019

Sold Residential Listings

| Price Class/Type | < 3 Bed | 3 Bed | > 3 Bed | Duplex | Condo | Total Units |
|-----------------------|------------|-------------|-------------|------------|------------|--------------|
| 19,999 and below | 99 | 133 | 28 | 9 | 14 | 283 |
| 20,000 to 29,999 | 84 | 163 | 43 | 19 | 8 | 317 |
| 30,000 to 39,999 | 89 | 271 | 37 | 21 | 14 | 432 |
| 40,000 to 49,999 | 66 | 215 | 39 | 14 | 13 | 347 |
| 50,000 to 59,999 | 56 | 195 | 42 | 14 | 28 | 335 |
| 60,000 to 69,999 | 69 | 233 | 44 | 16 | 32 | 394 |
| 70,000 to 79,999 | 54 | 265 | 53 | 12 | 35 | 419 |
| 80,000 to 89,999 | 41 | 218 | 50 | 4 | 31 | 344 |
| 90,000 to 99,999 | 33 | 199 | 30 | 6 | 17 | 285 |
| 100,000 to 119,999 | 79 | 466 | 79 | 8 | 31 | 663 |
| 120,000 to 139,999 | 53 | 584 | 105 | 6 | 50 | 798 |
| 140,000 to 159,999 | 31 | 600 | 130 | 3 | 42 | 806 |
| 160,000 to 179,999 | 39 | 602 | 169 | 3 | 57 | 870 |
| 180,000 to 199,999 | 27 | 453 | 275 | 5 | 37 | 797 |
| 200,000 to 249,999 | 84 | 677 | 789 | 1 | 85 | 1636 |
| 250,000 to 299,999 | 27 | 413 | 871 | 2 | 45 | 1358 |
| 300,000 to 399,999 | 22 | 278 | 1092 | 5 | 37 | 1434 |
| 400,000 to 499,999 | 1 | 83 | 566 | 0 | 15 | 665 |
| 500,000 to 749,999 | 0 | 27 | 503 | 0 | 6 | 536 |
| 750,000 to 999,999 | 1 | 3 | 105 | 0 | 2 | 111 |
| 1,000,000 and greater | 0 | 2 | 54 | 0 | 0 | 56 |
| Totals | 955 | 6080 | 5104 | 148 | 599 | 12886 |
| Average List Price | \$101,190 | \$155,015 | \$329,552 | \$82,650 | \$170,682 | \$220,055 |
| Median List Price | \$75,000 | \$143,500 | \$289,000 | \$64,900 | \$154,000 | \$185,000 |
| Average Sale Price | \$97,872 | \$152,328 | \$322,683 | \$77,596 | \$167,106 | \$215,597 |
| Median Sale Price | \$72,650 | \$143,000 | \$285,000 | \$58,075 | \$152,000 | \$183,900 |

| Time on Market | # Units |
|-----------------------|---------|
| 1-30 | 6925 |
| 31-60 | 2117 |
| 61-90 | 1062 |
| 91-120 | 587 |
| greater than 120 days | 1315 |
| Total Units Sold | 12006 |
| Average Market Time | 51 |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional | 5671 |
| Cash | 3512 |
| FHA | 2263 |
| VA | 880 |
| Owner | 25 |
| Other | 535 |

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 11/18/2019

Current Active Listings

| Price Class/Type | Single Family | Duplex | Condo |
|-----------------------|---------------|-----------|------------|
| 19,999 and below | 60 | 2 | 6 |
| 20,000 to 29,999 | 70 | 3 | 3 |
| 30,000 to 39,999 | 141 | 10 | 7 |
| 40,000 to 49,999 | 131 | 9 | 8 |
| 50,000 to 59,999 | 126 | 6 | 3 |
| 60,000 to 69,999 | 131 | 5 | 5 |
| 70,000 to 79,999 | 128 | 4 | 8 |
| 80,000 to 89,999 | 85 | 4 | 3 |
| 90,000 to 99,999 | 78 | 9 | 2 |
| 100,000 to 119,999 | 114 | 1 | 4 |
| 120,000 to 139,999 | 173 | 4 | 11 |
| 140,000 to 159,999 | 170 | 1 | 8 |
| 160,000 to 179,999 | 193 | 2 | 11 |
| 180,000 to 199,999 | 195 | 1 | 7 |
| 200,000 to 249,999 | 414 | 1 | 22 |
| 250,000 to 299,999 | 354 | 1 | 13 |
| 300,000 to 399,999 | 413 | 3 | 14 |
| 400,000 to 499,999 | 278 | 1 | 6 |
| 500,000 to 749,999 | 294 | 0 | 5 |
| 750,000 to 999,999 | 126 | 0 | 0 |
| 1,000,000 and greater | 125 | 0 | 0 |
| Totals | 3799 | 67 | 146 |
| Average Price | \$301,076 | \$95,443 | \$189,169 |
| Median Price | \$217,000 | \$65,000 | \$169,900 |

Inventory Totals

| ACTIVE | Listings | Average List Price |
|--------------|----------|--------------------|
| Residential | 3,799 | \$301,075 |
| Condominium | 146 | \$189,168 |
| Duplex | 67 | \$95,443 |
| Total | 4,012 | \$293,569 |

| PENDING | Listings | Average List Price |
|--------------|----------|--------------------|
| Residential | 1,127 | \$196,734 |
| Condominium | 33 | \$176,236 |
| Duplex | 20 | \$119,594 |
| Total | 1,180 | \$194,853 |

11/18/2019