

Memphis Area Home Sales Report

August 2019

Sales Summary

	August Total Sales			YTD Total Sales		
	2019	2018	% change	2019	2018	% change
Units	1,922	1,919	0.2%	13,202	13,354	-1.1%
Median Sales Price	\$162,000	\$150,000	8.0%	\$155,000	\$150,000	3.3%
Average Sales Price	\$194,673	\$182,434	6.7%	\$189,828	\$184,588	2.8%

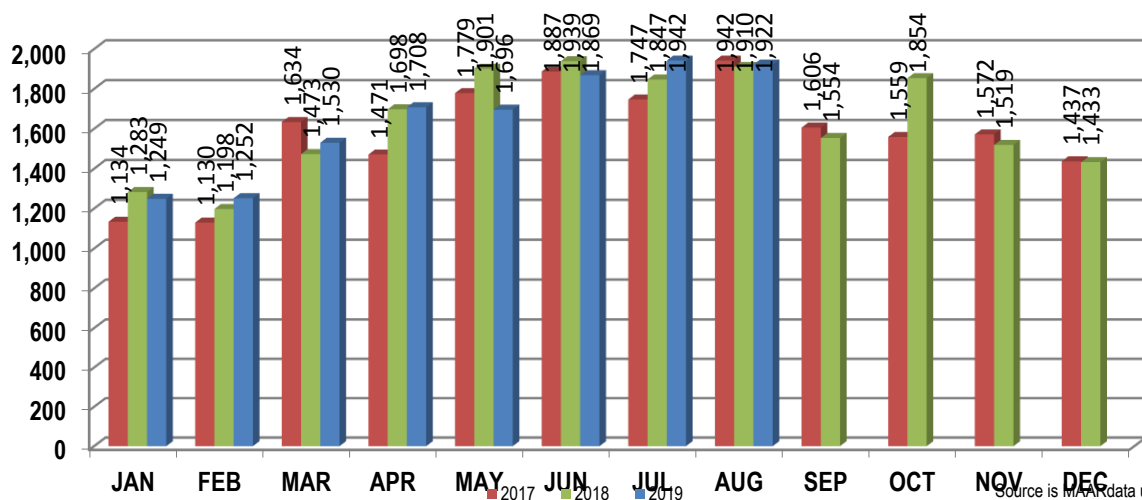
	August Existing Sales			YTD Existing Home Sales		
	2019	2018	% change	2019	2018	% change
Units	1,846	1,829	0.9%	12,624	12,708	-0.7%
Median Sales Price	\$156,000	\$141,000	10.6%	\$147,000	\$140,900	4.3%
Average Sales Price	\$186,660	\$173,173	7.8%	\$180,933	\$175,331	3.2%

	August New Home Sales			YTD New Home Sales		
	2019	2018	% change	2019	2018	% change
Units	76	90	-15.6%	578	646	-10.5%
Median Sales Price	\$362,490	\$305,608	18.6%	\$333,530	\$314,339	6.1%
Average Sales Price	\$389,295	\$370,637	5.0%	\$384,093	\$366,696	4.7%

	August Bank Sales			YTD Bank Sales*		
	2019	2018	% change	2019	2018	% change
Units	62	63	-1.6%	403	573	-29.7%
Median Sales Price	\$70,200	\$41,900	67.5%	\$60,000	\$52,500	14.3%
Average Sales Price	\$78,016	\$93,406	-16.5%	\$85,462	\$79,244	7.8%

	August Non-Bank Sales			YTD Non-Bank Sales		
	2019	2018	% change	2019	2018	% change
Units	1,860	1,856	0.2%	12,799	12,781	0.1%
Median Sales Price	\$165,500	\$155,000	6.8%	\$159,000	\$154,900	2.6%
Average Sales Price	\$198,561	\$185,456	7.1%	\$193,114	\$189,311	2.0%

Data compiled from deeds that were recorded in Shelby, Fayette and Tipton counties. *Bank sales represent all warranty deeds recorded in Shelby, Fayette and Tipton counties where the seller was a bank, REO company, or other similar institution.



Source is MCA data unless otherwise noted.

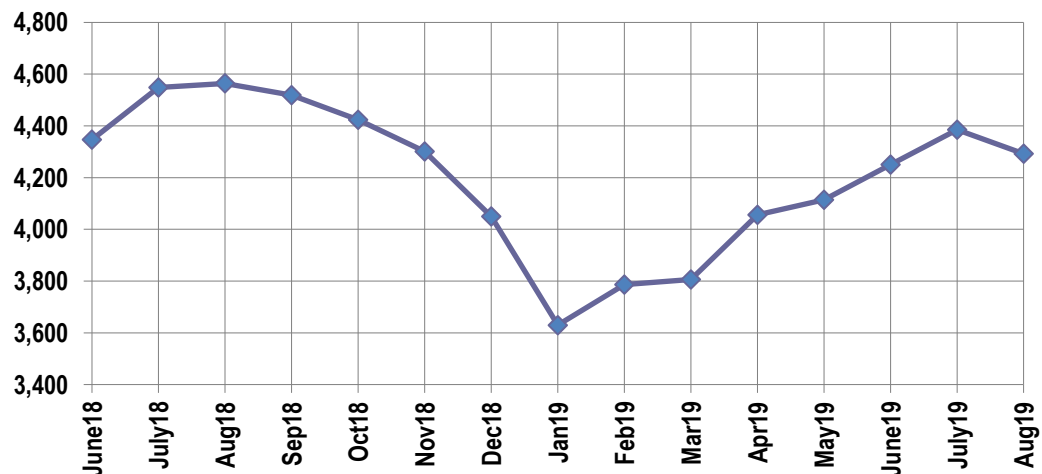
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 08-16-19)		
	Units	Ave. List Price
Single Family	4,068	\$298,033
Condo/Co-op	161	\$185,151
Duplex	64	\$88,754
Market Total	4,293	\$290,680

Pending Sales (as of 08-16-19)		
	Units	Ave. List Price
Single Family	1,221	\$210,128
Condo/Co-op	31	\$172,103
Duplex	17	\$101,764
Market Total	1,269	\$207,748

	August Foreclosure Actions			YTD Foreclosure Actions		
	2019	2018	% change	2019	2018	% change
Total	103	118	-12.7%	763	1,029	-25.8%

Compiled from trustee deeds recorded in Shelby, Fayette and Tipton counties.



Inventory

Sep-17	4,627	Sep-18	4,519
Oct-17	4,634	Oct-18	4,424
Nov-17	4,538	Nov-18	4,301
Dec-17	4,190	Dec-18	4,050
Jan-18	3,796	Jan-19	3,630
Feb-18	3,854	Feb-19	3,786
Mar-18	3,883	Mar-19	3,806
Apr-18	4,070	Apr-19	4,056
May-18	4,172	May-19	4,114
Jun-18	4,347	Jun-19	4,251
Jul-18	4,548	Jul-19	4,385
Aug-18	4,564	Aug-19	4,293

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	92	103	-10.7%	92	103	-10.7%				6	5	20.0%
	Median Sales Price	\$39,250	\$33,500	17.2%	\$39,250	\$33,500	17.2%				\$30,878	\$32,000	-3.5%
	Ave. Sales Price	\$48,656	\$46,014	5.7%	\$48,656	\$46,014	5.7%				\$37,619	\$31,940	17.8%
Raleigh/ Cov. Pike	Units	97	107	-9.3%	94	107	-12.1%	3			5	3	66.7%
	Median Sales Price	\$102,900	\$88,500	16.3%	\$99,950	\$88,500	12.9%	\$154,900			\$67,000	\$38,500	74.0%
	Ave. Sales Price	\$100,398	\$90,872	10.5%	\$98,605	\$90,872	8.5%	\$156,566			\$63,580	\$47,500	33.9%
Downtown	Units	45	46	-2.2%	45	46	-2.2%						
	Median Sales Price	\$257,500	\$147,500	74.6%	\$257,500	\$147,500	74.6%						
	Ave. Sales Price	\$260,410	\$201,691	29.1%	\$260,410	\$201,691	29.1%						
Midtown	Units	117	101	15.8%	116	98	18.4%	1	3	-66.7%	2	4	-50.0%
	Median Sales Price	\$156,000	\$130,000	20.0%	\$154,500	\$127,375	21.3%		\$385,000			\$16,390	
	Ave. Sales Price	\$167,969	\$162,198	3.6%	\$166,400	\$154,562	7.7%	\$350,000	\$411,666	-15.0%	\$28,860	\$17,195	67.8%
S. Memphis	Units	68	62	9.7%	68	62	9.7%				3	5	-40.0%
	Median Sales Price	\$25,500	\$19,550	30.4%	\$25,500	\$19,550	30.4%				\$15,000	\$14,000	7.1%
	Ave. Sales Price	\$36,226	\$24,103	50.3%	\$36,226	\$24,103	50.3%				\$18,500	\$12,399	49.2%
Berclair/ Highland Heights	Units	80	58	37.9%	80	58	37.9%				3	4	-25.0%
	Median Sales Price	\$44,500	\$51,250	-13.2%	\$44,500	\$51,250	-13.2%				\$66,500	\$26,388	152.0%
	Ave. Sales Price	\$50,018	\$52,467	-4.7%	\$50,018	\$52,467	-4.7%				\$63,916	\$23,306	174.2%
E. Memphis	Units	321	294	9.2%	320	291	10.0%	1	3	-66.7%	4	5	-20.0%
	Median Sales Price	\$165,000	\$155,750	5.9%	\$165,000	\$155,000	6.5%		\$787,450		\$59,725	\$40,000	49.3%
	Ave. Sales Price	\$206,354	\$196,046	5.3%	\$208,888	\$191,138	9.3%	\$1,315,656	\$672,150	95.7%	\$64,237	\$37,902	69.5%
Whitehaven	Units	80	97	-17.5%	79	94	-16.0%	1	3	-66.7%	5	6	-16.7%
	Median Sales Price	\$64,250	\$64,000	0.4%	\$64,000	\$63,450	0.9%		\$150,000		\$28,000	\$53,867	-48.0%
	Ave. Sales Price	\$72,484	\$67,585	7.2%	\$71,693	\$65,091	10.1%	\$135,000	\$145,750	-7.4%	\$30,680	\$65,422	-53.1%
Parkway Village/ Oakhaven	Units	63	62	1.6%	63	62	1.6%				4	7	-42.9%
	Median Sales Price	\$65,000	\$57,000	14.0%	\$65,000	\$57,000	14.0%				\$52,120	\$45,000	15.8%
	Ave. Sales Price	\$67,463	\$61,674	9.4%	\$67,463	\$61,674	9.4%				\$56,535	\$47,585	18.8%
Hickory Hill	Units	119	120	-0.8%	117	115	1.7%	2	5	-60.0%	13	5	160.0%
	Median Sales Price	\$128,000	\$114,950	11.4%	\$125,000	\$111,900	11.7%		\$234,000		\$78,000	\$76,505	2.0%
	Ave. Sales Price	\$125,340	\$115,619	8.4%	\$123,603	\$111,041	11.3%	\$226,950	\$220,922	2.7%	\$86,583	\$76,356	13.4%
Southwind	Units	13	22	-40.9%	10	16	-37.5%	3	6	-50.0%		3	
	Median Sales Price	\$240,000	\$241,550	-0.6%	\$189,000	\$201,500	-6.2%	\$271,110	\$241,600	12.2%		\$218,000	
	Ave. Sales Price	\$256,795	\$259,706	-1.1%	\$253,350	\$263,940	-4.0%	\$268,280	\$248,415	8.0%		\$232,600	

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	257	253	1.6%	247	238	3.8%	10	15	-33.3%	3	3	0.0%
	Median Sales Price	\$180,550	\$182,000	-0.8%	\$178,500	\$177,500	0.6%	\$233,500	\$240,159	-2.8%	\$256,500	\$132,000	94.3%
	Ave. Sales Price	\$205,323	\$198,516	3.4%	\$203,680	\$195,651	4.1%	\$245,898	\$243,987	0.8%	\$210,623	\$293,000	-28.1%
Bartlett	Units	99	147	-32.7%	98	139	-29.5%	1	8	-87.5%		2	
	Median Sales Price	\$217,500	\$194,000	12.1%	\$217,250	\$190,000	14.3%		\$301,267				
	Ave. Sales Price	\$220,454	\$201,669	9.3%	\$218,409	\$196,311	11.3%	\$420,840	\$294,766	42.8%		\$205,700	
G'town	Units	80	88	-9.1%	79	83	-4.8%	1	5	-80.0%	1	1	0.0%
	Median Sales Price	\$325,000	\$314,000	3.5%	\$320,000	\$308,000	3.9%		\$677,500				
	Ave. Sales Price	\$373,149	\$374,269	-0.3%	\$368,113	\$351,401	4.8%	\$929,000	\$753,882	23.2%	\$232,595	\$212,700	9.3%
Collierville	Units	123	121	1.7%	109	109	0.0%	14	12	16.7%	2	3	-33.3%
	Median Sales Price	\$375,500	\$340,000	10.4%	\$349,900	\$325,000	7.7%	\$561,560	\$485,328	15.7%		\$422,625	
	Ave. Sales Price	\$410,087	\$370,008	10.8%	\$387,234	\$349,610	10.8%	\$588,014	\$555,291	5.9%	\$279,250	\$434,516	-35.7%
Lakeland	Units	34	27	25.9%	26	23	13.0%	8	4	100.0%			
	Median Sales Price	\$440,218	\$365,000	20.6%	\$396,500	\$288,200	37.6%	\$494,069	\$435,807	13.4%			
	Ave. Sales Price	\$402,356	\$324,314	24.1%	\$375,446	\$304,986	23.1%	\$489,813	\$435,444	12.5%			
Arlington	Units	37	34	8.8%	28	26	7.7%	9	8	12.5%			
	Median Sales Price	\$329,000	\$234,975	40.0%	\$291,500	\$213,750	36.4%	\$375,715	\$356,721	5.3%			
	Ave. Sales Price	\$320,355	\$268,124	19.5%	\$299,882	\$239,394	25.3%	\$384,051	\$361,497	6.2%			
Millington	Units	26	30	-13.3%	26	30	-13.3%				2	1	100.0%
	Median Sales Price	\$139,950	\$106,500	31.4%	\$139,950	\$106,500	31.4%						
	Ave. Sales Price	\$167,533	\$145,473	15.2%	\$167,533	\$145,473	15.2%				\$109,750	\$189,000	-41.9%
Shelby County	Units	1,721	1,749	-1.6%	1,667	1,677	-0.6%	54	72	-25.0%	53	57	-7.0%
	Median Sales Price	\$155,000	\$145,000	6.9%	\$150,000	\$139,000	7.9%	\$407,725	\$331,157	23.1%	\$69,900	\$40,000	74.8%
	Ave. Sales Price	\$191,748	\$178,618	7.4%	\$184,196	\$169,967	8.4%	\$424,909	\$380,116	11.8%	\$80,247	\$96,742	-17.1%
Fayette County	Units	90	70	28.6%	76	60	26.7%	14	10	40.0%	2		
	Median Sales Price	\$226,621	\$267,129	-15.2%	\$209,900	\$255,000	-17.7%	\$279,450	\$267,360	4.5%			
	Ave. Sales Price	\$258,958	\$289,608	-10.6%	\$248,450	\$278,586	-10.8%	\$316,002	\$355,738	-11.2%	\$55,000		
Tipton County	Units	111	100	11.0%	103	92	12.0%	8	8	0.0%	7	6	16.7%
	Median Sales Price	\$174,000	\$162,450	7.1%	\$170,000	\$155,000	9.7%	\$282,250	\$293,247	-3.7%	\$75,500	\$49,125	53.7%
	Ave. Sales Price	\$187,893	\$174,160	7.9%	\$180,960	\$162,874	11.1%	\$277,162	\$303,949	-8.8%	\$67,700	\$61,708	9.7%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2019	2018	%change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	771	732	5.3%	771	732	5.3%				27	51	-47.1%
	Median Sales Price	\$38,793	\$33,000	17.6%	\$38,793	\$33,000	17.6%				\$28,500	\$24,500	16.3%
	Ave. Sales Price	\$49,192	\$48,178	2.1%	\$49,192	\$48,178	2.1%				\$34,071	\$30,500	11.7%
Raleigh/ Cov. Pike	Units	692	771	-10.2%	686	761	-9.9%	6	10	-40.0%	47	38	23.7%
	Median Sales Price	\$85,750	\$80,000	7.2%	\$85,000	\$79,900	6.4%	\$154,900	\$151,400	2.3%	\$72,500	\$54,804	32.3%
	Ave. Sales Price	\$90,923	\$85,069	6.9%	\$90,414	\$84,183	7.4%	\$149,083	\$152,470	-2.2%	\$71,274	\$58,991	20.8%
Downtown	Units	363	392	-7.4%	360	391	-7.9%	3	1	200.0%	4	12	-66.7%
	Median Sales Price	\$235,500	\$219,250	7.4%	\$239,500	\$220,000	8.9%	\$105,000			\$27,000	\$31,724	-14.9%
	Ave. Sales Price	\$243,624	\$220,412	10.5%	\$244,813	\$220,681	10.9%	\$101,000	\$115,000	-12.2%	\$78,077	\$80,107	-2.5%
Midtown	Units	763	706	8.1%	752	692	8.7%	11	14	-21.4%	16	29	-44.8%
	Median Sales Price	\$149,500	\$155,000	-3.5%	\$145,000	\$153,500	-5.5%	\$317,000	\$378,950	-16.3%	\$45,750	\$54,000	-15.3%
	Ave. Sales Price	\$167,634	\$179,379	-6.5%	\$165,771	\$175,361	-5.5%	\$295,018	\$377,964	-21.9%	\$75,755	\$68,625	10.4%
S. Memphis	Units	501	399	25.6%	501	399	25.6%				36	51	-29.4%
	Median Sales Price	\$25,500	\$21,000	21.4%	\$25,500	\$21,000	21.4%				\$16,925	\$17,288	-2.1%
	Ave. Sales Price	\$35,418	\$27,479	28.9%	\$35,418	\$27,479	28.9%				\$20,653	\$23,623	-12.6%
Berclair/ Highland Heights	Units	475	397	19.6%	475	397	19.6%				21	22	-4.5%
	Median Sales Price	\$42,500	\$42,000	1.2%	\$42,500	\$42,000	1.2%				\$35,000	\$31,750	10.2%
	Ave. Sales Price	\$50,653	\$46,291	9.4%	\$50,653	\$46,291	9.4%				\$40,270	\$32,380	24.4%
E. Memphis	Units	2,245	2,168	3.6%	2,228	2,154	3.4%	17	14	21.4%	27	54	-50.0%
	Median Sales Price	\$150,000	\$155,000	-3.2%	\$149,900	\$154,575	-3.0%	\$775,000	\$778,500	-0.4%	\$57,855	\$31,875	81.5%
	Ave. Sales Price	\$205,208	\$203,661	0.8%	\$200,933	\$200,555	0.2%	\$765,487	\$681,553	12.3%	\$64,115	\$55,226	16.1%
Whitehaven	Units	592	597	-0.8%	576	591	-2.5%	16	3	166.7%	38	62	-38.7%
	Median Sales Price	\$67,000	\$64,000	4.7%	\$66,750	\$64,000	4.3%	\$174,900	\$140,125	24.8%	\$39,000	\$42,164	-7.5%
	Ave. Sales Price	\$74,032	\$64,781	14.3%	\$71,302	\$63,996	11.4%	\$172,287	\$142,125	21.2%	\$48,798	\$49,937	-2.3%
Parkway Village/ Oakhaven	Units	393	393	0.0%	392	392	0.0%	1	1	0.0%	27	31	-12.9%
	Median Sales Price	\$68,000	\$64,000	6.3%	\$68,000	\$63,700	6.8%				\$47,000	\$40,201	16.9%
	Ave. Sales Price	\$68,731	\$62,901	9.3%	\$68,672	\$62,816	9.3%	\$92,000	\$96,000	-4.2%	\$46,368	\$42,974	7.9%
Hickory Hill	Units	820	880	-6.8%	808	851	-5.0%	12	29	-58.6%	41	57	-28.1%
	Median Sales Price	\$119,800	\$104,900	14.2%	\$117,950	\$102,000	15.6%	\$262,000	\$229,500	14.2%	\$81,150	\$80,000	1.4%
	Ave. Sales Price	\$120,548	\$108,584	11.0%	\$118,484	\$104,994	12.8%	\$259,540	\$213,941	21.3%	\$85,415	\$88,889	-3.9%
Southwind	Units	93	123	-24.4%	83	100	-17.0%	10	23	-56.5%	6	12	-50.0%
	Median Sales Price	\$242,000	\$249,900	-3.2%	\$230,000	\$235,000	-2.1%	\$268,655	\$260,700	3.0%	\$202,200	\$134,805	50.0%
	Ave. Sales Price	\$279,537	\$287,871	-2.9%	\$280,908	\$292,585	-4.0%	\$268,155	\$267,374	0.3%	\$206,176	\$173,118	19.1%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	1,618	1,659	-2.5%	1,533	1,570	-2.4%	85	89	-4.5%	32	49	-34.7%
	Median Sales Price	\$180,000	\$165,500	8.8%	\$175,500	\$163,000	7.7%	\$265,000	\$250,670	5.7%	\$162,800	\$135,511	20.1%
	Ave. Sales Price	\$198,010	\$183,983	7.6%	\$194,893	\$180,122	8.2%	\$254,229	\$252,087	0.8%	\$189,129	\$158,413	19.4%
Bartlett	Units	795	856	-7.1%	760	762	-0.3%	35	94	-62.8%	7	14	-50.0%
	Median Sales Price	\$215,000	\$207,050	3.8%	\$210,000	\$195,000	7.7%	\$302,950	\$303,149	-0.1%	\$260,000	\$123,500	110.5%
	Ave. Sales Price	\$222,580	\$212,522	4.7%	\$218,961	\$200,676	9.1%	\$301,169	\$308,551	-2.4%	\$240,589	\$163,919	46.8%
G'town	Units	585	660	-11.4%	569	626	-9.1%	16	34	-52.9%	3	7	-57.1%
	Median Sales Price	\$335,000	\$330,000	1.5%	\$330,000	\$322,750	2.2%	\$705,488	\$814,470	-13.4%	\$336,000	\$212,700	58.0%
	Ave. Sales Price	\$380,022	\$387,603	-2.0%	\$368,928	\$363,994	1.4%	\$774,531	\$822,283	-5.8%	\$364,881	\$289,114	26.2%
Collierville	Units	817	830	-1.6%	708	727	-2.6%	109	103	5.8%	6	7	-14.3%
	Median Sales Price	\$380,000	\$356,050	6.7%	\$350,000	\$325,500	7.5%	\$518,774	\$471,069	10.1%	\$331,500	\$315,000	5.2%
	Ave. Sales Price	\$395,914	\$377,816	4.8%	\$370,619	\$357,060	3.8%	\$560,217	\$524,318	6.8%	\$319,148	\$295,178	8.1%
Lakeland	Units	216	209	3.3%	192	201	-4.5%	24	8	200.0%	2	1	100.0%
	Median Sales Price	\$298,000	\$295,000	1.0%	\$280,500	\$290,000	-3.3%	\$444,602	\$421,400	3.2%			
	Ave. Sales Price	\$325,012	\$316,737	2.6%	\$309,224	\$312,306	-1.0%	\$451,316	\$428,059	5.4%	\$174,700	\$134,250	30.1%
Arlington	Units	295	287	2.8%	226	235	-3.8%	69	52	32.7%	3	3	0.0%
	Median Sales Price	\$293,000	\$265,400	10.4%	\$267,750	\$245,000	9.3%	\$372,475	\$345,198	7.9%	\$212,000	\$307,500	-31.1%
	Ave. Sales Price	\$300,082	\$270,406	11.0%	\$277,631	\$252,797	9.8%	\$373,617	\$349,986	6.7%	\$181,666	\$300,833	-39.6%
Millington	Units	152	157	-3.2%	152	157	-3.2%				7	5	40.0%
	Median Sales Price	\$128,000	\$109,900	16.5%	\$128,000	\$109,900	16.5%				\$82,000	\$168,000	-51.2%
	Ave. Sales Price	\$148,590	\$133,330	11.4%	\$148,590	\$133,330	11.4%				\$110,597	\$129,950	-14.9%
Shelby County	Units	11,985	12,099	-0.9%	11,571	11,621	-0.4%	414	478	-13.4%	347	503	-31.0%
	Median Sales Price	\$147,000	\$143,000	2.8%	\$140,000	\$137,000	2.2%	\$369,325	\$329,352	12.1%	\$60,000	\$47,500	26.3%
	Ave. Sales Price	\$186,376	\$181,895	2.5%	\$178,498	\$173,474	2.9%	\$406,566	\$386,613	5.2%	\$84,587	\$77,885	8.6%
Fayette County	Units	561	581	-3.4%	453	470	-3.6%	108	111	-2.7%	16	20	-20.0%
	Median Sales Price	\$250,000	\$235,000	6.4%	\$233,000	\$215,000	8.4%	\$301,198	\$277,750	8.4%	\$98,000	\$82,750	18.4%
	Ave. Sales Price	\$278,480	\$261,243	6.6%	\$263,028	\$245,918	7.0%	\$343,295	\$326,134	5.3%	\$118,806	\$102,627	15.8%
Tipton County	Units	656	674	-2.7%	600	617	-2.8%	56	57	-1.7%	40	50	-20.0%
	Median Sales Price	\$169,450	\$157,750	7.4%	\$162,750	\$152,000	7.1%	\$290,933	\$284,000	2.4%	\$58,000	\$64,500	-10.1%
	Ave. Sales Price	\$177,075	\$166,866	6.1%	\$165,916	\$156,538	6.0%	\$296,637	\$278,660	6.4%	\$79,714	\$83,560	-4.6%