

Memphis Area Home Sales Report

September 2019

Sales Summary

	September Total Sales			YTD Total Sales		
	2019	2018	% change	2019	2018	% change
Units	1,669	1,571	6.2%	14,882	14,926	-0.3%
Median Sales Price	\$161,000	\$152,000	5.9%	\$155,000	\$150,000	3.3%
Average Sales Price	\$194,158	\$184,596	5.2%	\$190,360	\$184,594	3.1%

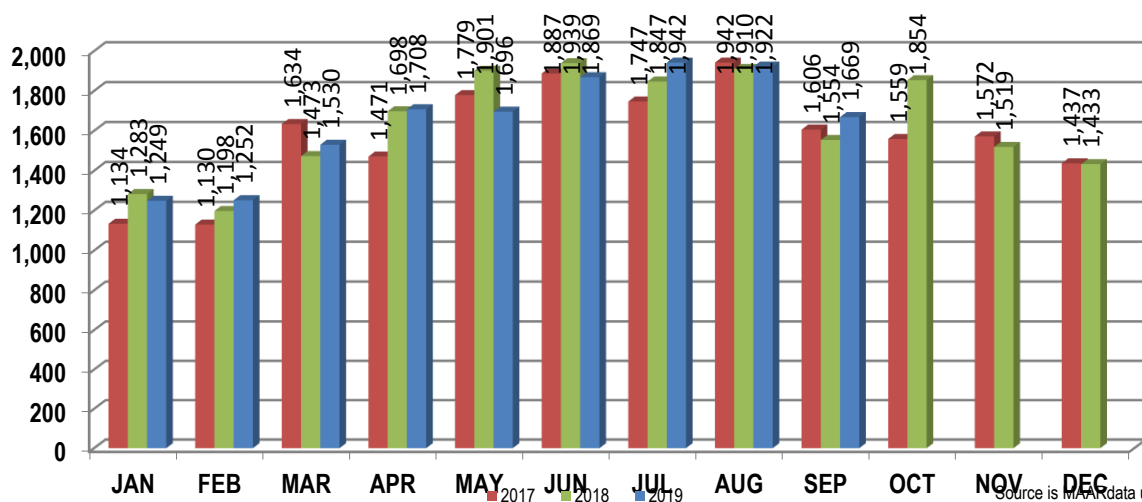
	September Existing Home Sales			YTD Existing Home Sales		
	2019	2018	% change	2019	2018	% change
Units	1,618	1,495	8.2%	14,239	14,203	0.2%
Median Sales Price	\$157,000	\$145,000	8.3%	\$149,000	\$141,900	5.0%
Average Sales Price	\$188,906	\$176,203	7.2%	\$181,733	\$175,423	3.6%

	September New Home Sales			YTD New Home Sales		
	2019	2018	% change	2019	2018	% change
Units	51	76	-32.9%	643	723	-11.1%
Median Sales Price	\$329,900	\$305,800	7.9%	\$330,000	\$311,664	5.9%
Average Sales Price	\$360,774	\$349,713	3.2%	\$381,399	\$364,764	4.6%

	September Bank Sales			YTD Bank Sales*		
	2019	2018	% change	2019	2018	% change
Units	40	49	-18.4%	445	622	-28.5%
Median Sales Price	\$65,500	\$63,000	4.0%	\$60,500	\$54,000	12.0%
Average Sales Price	\$84,946	\$92,296	-8.0%	\$85,715	\$80,272	6.8%

	September Non-Bank Sales			YTD Non-Bank Sales		
	2019	2018	% change	2019	2018	% change
Units	1,629	1,522	7.0%	14,437	14,304	0.9%
Median Sales Price	\$165,000	\$155,000	6.5%	\$159,900	\$155,000	3.2%
Average Sales Price	\$196,839	\$187,568	4.9%	\$193,585	\$189,131	2.4%

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.

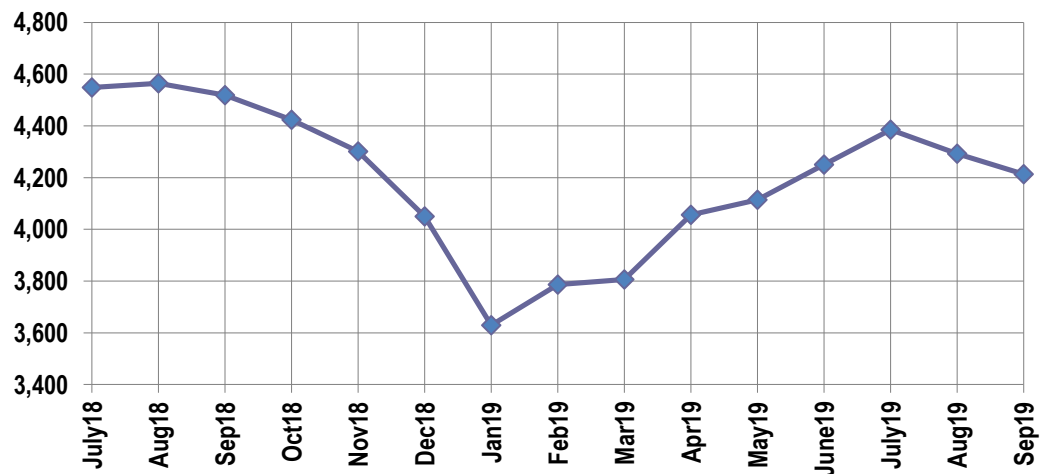
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 09-16-19)		
	Units	Ave. List Price
Single Family	3,995	\$297,993
Condo/Co-op	146	\$177,025
Duplex	72	\$80,890
Market Total	4,213	\$290,090

Pending Sales (as of 09-16-19)		
	Units	Ave. List Price
Single Family	1,231	\$202,982
Condo/Co-op	41	\$153,297
Duplex	12	\$119,150
Market Total	1,284	\$200,612

	September Foreclosure Actions			YTD Foreclosure Actions		
	2019	2018	% change	2019	2018	% change
Total	88	105	-16.2%	854	1,134	-24.7%

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



Inventory

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
Sep-18	4,519	Sep-19	4,213

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	66	82	-19.5%	66	82	-19.5%				2	4	-50.0%
	Median Sales Price	\$48,750	\$43,950	10.9%	\$48,750	\$43,950	10.9%					\$33,500	
	Ave. Sales Price	\$55,493	\$47,265	17.4%	\$55,493	\$47,265	17.4%				\$39,375	\$37,765	4.3%
Raleigh/ Cov. Pike	Units	88	71	23.9%	87	70	24.3%	1	1	0.0%	5	4	25.0%
	Median Sales Price	\$90,000	\$75,000	20.0%	\$90,000	\$74,500	20.8%				\$52,780	\$65,450	-19.4%
	Ave. Sales Price	\$95,538	\$76,341	25.1%	\$94,798	\$75,147	26.2%	\$159,900	\$159,900	0.0%	\$58,096	\$61,975	-6.3%
Downtown	Units	43	41	4.9%	43	41	4.9%				1		
	Median Sales Price	\$260,000	\$170,000	52.9%	\$260,000	\$170,000	52.9%						
	Ave. Sales Price	\$257,776	\$197,026	30.8%	\$257,776	\$197,026	30.8%				\$258,500		
Midtown	Units	115	97	18.6%	115	97	18.6%				3	2	50.0%
	Median Sales Price	\$160,500	\$165,000	-2.7%	\$160,500	\$165,000	-2.7%				\$12,000		
	Ave. Sales Price	\$159,118	\$185,937	-14.4%	\$159,118	\$185,937	-14.4%				\$12,333	\$33,150	-62.8%
S. Memphis	Units	52	54	-3.7%	52	54	-3.7%				1	5	-80.0%
	Median Sales Price	\$24,450	\$22,600	8.2%	\$24,450	\$22,600	8.2%					\$15,000	
	Ave. Sales Price	\$33,978	\$28,448	19.4%	\$33,978	\$28,448	19.4%				\$16,000	\$21,000	-23.8%
Berclair/ Highland Heights	Units	54	50	8.0%	54	50	8.0%				2	3	-33.3%
	Median Sales Price	\$55,000	\$50,950	7.9%	\$55,000	\$50,950	7.9%					\$23,500	
	Ave. Sales Price	\$57,463	\$53,976	6.5%	\$57,463	\$53,976	6.5%				\$69,450	\$26,751	159.6%
E. Memphis	Units	265	229	15.7%	264	229	15.3%	1			5	3	66.7%
	Median Sales Price	\$159,900	\$140,000	14.2%	\$158,950	\$140,000	13.5%				\$44,025	\$23,500	87.3%
	Ave. Sales Price	\$216,215	\$194,620	11.1%	\$213,747	\$194,620	9.8%	\$867,750			\$52,985	\$27,825	90.4%
Whitehaven	Units	83	75	10.7%	82	71	15.5%	1	4	-75.0%	2	4	-50.0%
	Median Sales Price	\$62,000	\$53,000	17.0%	\$62,000	\$50,000	24.0%		\$143,625			\$35,925	
	Ave. Sales Price	\$81,564	\$60,574	34.7%	\$79,925	\$55,747	43.4%	\$216,000	\$146,250	47.7%	\$33,500	\$34,587	-3.1%
Parkway Village/ Oakhaven	Units	45	42	7.1%	45	42	7.1%				2		
	Median Sales Price	\$62,500	\$55,000	13.6%	\$62,500	\$55,000	13.6%						
	Ave. Sales Price	\$73,511	\$56,654	29.8%	\$73,511	\$56,654	29.8%				\$40,150		
Hickory Hill	Units	123	107	15.0%	121	103	17.5%	2	4	-50.0%	9	4	125.0%
	Median Sales Price	\$115,000	\$119,900	-4.1%	\$115,000	\$115,000	0.0%		\$229,764		\$75,000	\$123,375	-39.2%
	Ave. Sales Price	\$127,570	\$117,856	8.2%	\$124,528	\$113,245	10.0%	\$311,614	\$236,581	31.7%	\$75,777	\$126,187	-39.9%
Southwind	Units	13	14	-7.1%	13	13	0.0%		1		1	1	0.0%
	Median Sales Price	\$229,000	\$230,250	-0.5%	\$229,000	\$190,000	20.5%						
	Ave. Sales Price	\$271,773	\$305,621	-11.1%	\$271,773	\$308,323	-11.8%		\$270,500		\$152,500	\$389,000	-60.8%

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	200	210	-4.8%	191	197	-3.0%	9	13	-30.8%	1	7	-85.7%
	Median Sales Price	\$172,000	\$174,000	-1.1%	\$168,500	\$171,500	-1.7%	\$277,900	\$274,900	1.1%		\$137,000	
	Ave. Sales Price	\$205,158	\$184,012	11.5%	\$201,667	\$178,131	13.2%	\$279,030	\$273,128	2.2%	\$88,000	\$153,343	-42.6%
Bartlett	Units	114	91	25.3%	109	86	26.7%	5	5	0.0%		2	
	Median Sales Price	\$207,450	\$197,000	5.3%	\$203,000	\$190,900	6.3%	\$329,900	\$315,900	4.4%			
	Ave. Sales Price	\$216,872	\$211,406	2.6%	\$212,411	\$205,535	3.3%	\$314,120	\$312,397	0.6%		\$91,075	
G'town	Units	58	74	-21.6%	57	72	-20.8%	1	2	-50.0%	1		
	Median Sales Price	\$365,000	\$309,000	18.1%	\$355,000	\$307,750	15.4%						
	Ave. Sales Price	\$421,255	\$385,182	9.4%	\$407,680	\$367,737	10.9%	\$1,195,000	\$1,013,182	17.9%	\$283,100		
Collierville	Units	111	100	11.0%	105	88	19.3%	6	12	-50.0%		1	
	Median Sales Price	\$375,000	\$335,250	11.9%	\$355,000	\$326,256	8.8%	\$511,060	\$495,461	3.1%			
	Ave. Sales Price	\$384,540	\$368,416	4.4%	\$377,276	\$343,145	9.9%	\$511,669	\$553,737	-7.6%		\$91,501	
Lakeland	Units	30	32	-6.3%	29	31	-6.5%	1	1	0.0%	1		
	Median Sales Price	\$258,595	\$311,000	-16.9%	\$252,000	\$305,000	-17.4%						
	Ave. Sales Price	\$328,043	\$353,343	-7.2%	\$323,837	\$350,290	-7.6%	\$450,000	\$448,000	40.0%	\$195,000		
Arlington	Units	40	35	14.3%	34	31	9.7%	6	4	50.0%			
	Median Sales Price	\$302,450	\$264,000	14.6%	\$269,000	\$261,000	3.1%	\$362,910	\$348,942	4.0%			
	Ave. Sales Price	\$286,096	\$276,566	3.4%	\$271,779	\$265,741	2.3%	\$367,228	\$360,460	1.2%			
Millington	Units	29	12	141.7%	29	12	141.7%				1		
	Median Sales Price	\$142,000	\$133,500	6.4%	\$142,000	\$133,500	6.4%						
	Ave. Sales Price	\$158,932	\$153,583	3.5%	\$158,932	\$153,583	3.5%				\$283,100		
Shelby County	Units	1,508	1,404	7.4%	1,475	1,357	8.7%	33	47	-29.8%	36	40	-10.0%
	Median Sales Price	\$155,000	\$145,000	6.9%	\$150,000	\$140,000	7.1%	\$339,813	\$315,671	7.6%	\$59,750	\$49,800	20.0%
	Ave. Sales Price	\$193,059	\$181,055	6.6%	\$188,655	\$174,330	8.2%	\$389,913	\$375,222	3.9%	\$74,901	\$79,541	-5.8%
Fayette County	Units	85	82	3.7%	72	59	22.0%	13	23	-43.5%	2	4	-50.0%
	Median Sales Price	\$224,900	\$249,500	-9.9%	\$200,000	\$221,000	-9.5%	\$317,000	\$279,900	13.2%		\$88,200	
	Ave. Sales Price	\$240,442	\$264,368	-9.1%	\$223,333	\$243,704	-8.4%	\$335,197	\$317,376	5.6%	\$265,817	\$162,350	63.7%
Tipton County	Units	76	85	-10.6%	71	79	-10.1%	5	6	-16.7%	2	5	-60.0%
	Median Sales Price	\$170,000	\$152,500	11.5%	\$165,000	\$150,000	10.0%	\$232,655	\$252,500	-7.9%		\$112,500	
	Ave. Sales Price	\$164,198	\$166,140	-1.2%	\$159,215	\$157,959	0.8%	\$234,958	\$273,859	-14.2%	\$84,875	\$138,300	-38.6%

		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	836	814	2.7%	836	814	2.7%				29	55	-47.3%
	Median Sales Price	\$38,793	\$34,000	14.1%	\$38,793	\$34,000	14.1%				\$29,500	\$24,500	20.4%
	Ave. Sales Price	\$48,378	\$48,086	0.6%	\$48,378	\$48,086	0.6%				\$34,437	\$31,028	11.0%
Raleigh/ Cov. Pike	Units	781	842	-7.2%	773	831	-7.0%	8	11	-27.3%	52	42	23.8%
	Median Sales Price	\$87,000	\$79,900	8.9%	\$86,500	\$79,000	9.5%	\$154,900	\$152,900	1.3%	\$71,175	\$54,804	29.9%
	Ave. Sales Price	\$91,562	\$84,333	8.6%	\$90,939	\$83,422	9.0%	\$151,787	\$153,145	-0.9%	\$70,006	\$59,275	18.1%
Downtown	Units	406	433	-6.2%	403	432	-6.7%	3	1	200.0%	5	12	-58.3%
	Median Sales Price	\$240,000	\$215,000	11.6%	\$241,000	\$216,748	11.2%	\$105,000			\$36,500	\$31,724	15.0%
	Ave. Sales Price	\$245,123	\$218,197	12.3%	\$246,196	\$218,436	12.7%	\$101,000	\$115,000	-12.2%	\$114,162	\$80,107	42.5%
Midtown	Units	878	803	9.3%	867	789	9.9%	11	14	-21.4%	19	31	-38.7%
	Median Sales Price	\$150,000	\$157,500	-4.8%	\$147,000	\$155,000	-5.2%	\$317,000	\$378,950	-16.3%	\$37,500	\$50,000	-25.0%
	Ave. Sales Price	\$166,519	\$180,171	-7.6%	\$164,888	\$176,661	-6.7%	\$295,018	\$377,964	-21.9%	\$65,741	\$66,337	-0.9%
S. Memphis	Units	553	453	22.1%	553	453	22.1%				37	56	-33.9%
	Median Sales Price	\$25,250	\$21,000	20.2%	\$25,250	\$21,000	20.2%				\$16,100	\$17,144	-6.1%
	Ave. Sales Price	\$35,282	\$27,594	27.9%	\$35,282	\$27,594	27.9%				\$20,527	\$23,389	-12.2%
Berclair/ Highland Heights	Units	528	447	18.1%	528	447	18.1%				23	25	-8.0%
	Median Sales Price	\$44,450	\$43,000	3.4%	\$44,450	\$43,000	3.4%				\$36,100	\$31,250	15.5%
	Ave. Sales Price	\$51,350	\$47,150	8.9%	\$51,350	\$47,150	8.9%				\$42,808	\$31,705	35.0%
E. Memphis	Units	2,510	2,397	4.7%	2,492	2,383	4.6%	18	14	28.6%	32	57	-43.9%
	Median Sales Price	\$152,000	\$154,250	-1.5%	\$150,000	\$153,000	-2.0%	\$802,500	\$778,500	3.1%	\$50,940	\$31,500	61.7%
	Ave. Sales Price	\$206,370	\$202,797	1.8%	\$202,291	\$199,985	1.2%	\$771,168	\$681,553	13.1%	\$62,376	\$53,784	16.0%
Whitehaven	Units	675	672	0.4%	658	662	-0.6%	17	10	70.0%	40	66	-39.4%
	Median Sales Price	\$67,000	\$62,250	7.6%	\$66,000	\$61,000	8.2%	\$174,900	\$140,125	24.8%	\$37,750	\$42,164	-10.5%
	Ave. Sales Price	\$74,958	\$64,311	16.6%	\$72,377	\$63,111	14.7%	\$174,858	\$143,775	21.2%	\$48,033	\$49,007	-2.0%
Parkway Village/ Oakhaven	Units	438	435	0.7%	437	434	0.7%	1	1	0.0%	29	31	-6.4%
	Median Sales Price	\$68,000	\$61,500	10.6%	\$68,000	\$61,250	11.0%				\$47,000	\$40,201	16.9%
	Ave. Sales Price	\$69,222	\$62,298	11.1%	\$69,170	\$62,220	11.2%	\$92,000	\$96,000	-4.2%	\$45,939	\$42,974	6.9%
Hickory Hill	Units	944	987	-4.4%	929	954	-2.6%	15	33	-54.5%	50	61	-18.0%
	Median Sales Price	\$119,000	\$105,000	13.3%	\$117,075	\$104,000	12.6%	\$264,000	\$229,500	15.0%	\$80,575	\$80,000	0.7%
	Ave. Sales Price	\$121,536	\$109,590	10.9%	\$119,271	\$105,885	12.6%	\$261,840	\$216,686	20.8%	\$83,680	\$91,335	-8.4%
Southwind	Units	106	137	-22.6%	96	113	-15.0%	10	24	-58.3%	8	13	-38.5%
	Median Sales Price	\$241,050	\$249,900	-3.5%	\$229,500	\$230,000	-0.2%	\$268,655	\$262,650	2.2%	\$182,450	\$135,000	35.1%
	Ave. Sales Price	\$278,585	\$289,685	-3.8%	\$279,671	\$294,396	-5.0%	\$268,155	\$267,505	0.2%	\$195,570	\$189,724	3.1%

		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	1,819	1,869	-2.7%	1,723	1,767	-2.5%	96	102	-5.9%	33	56	-41.1%
	Median Sales Price	\$180,000	\$167,000	7.8%	\$175,000	\$164,000	6.7%	\$266,350	\$252,865	5.3%	\$162,100	\$136,156	19.1%
	Ave. Sales Price	\$198,776	\$183,986	8.0%	\$195,622	\$179,900	8.7%	\$255,381	\$254,769	0.2%	\$186,065	\$157,780	17.9%
Bartlett	Units	909	947	-4.0%	869	848	2.5%	40	99	-59.6%	7	16	-56.3%
	Median Sales Price	\$214,900	\$205,000	4.8%	\$210,000	\$195,000	7.7%	\$303,475	\$303,900	-0.1%	\$260,000	\$120,750	115.3%
	Ave. Sales Price	\$221,865	\$212,415	4.4%	\$218,140	\$201,169	8.4%	\$302,788	\$308,745	-1.9%	\$240,589	\$154,814	55.4%
G'town	Units	643	734	-12.4%	626	698	-10.3%	17	36	-52.8%	4	7	-42.9%
	Median Sales Price	\$336,890	\$327,950	2.7%	\$333,000	\$318,500	4.6%	\$715,976	\$823,496	-13.1%	\$309,550	\$212,700	45.5%
	Ave. Sales Price	\$383,741	\$387,359	-0.9%	\$372,457	\$364,380	2.2%	\$799,264	\$832,888	-4.0%	\$244,435	\$289,114	19.1%
Collierville	Units	929	930	-0.1%	812	815	-0.4%	117	115	1.7%	6	8	-25.0%
	Median Sales Price	\$379,900	\$351,500	8.1%	\$350,000	\$325,500	7.5%	\$518,621	\$474,900	9.2%	\$331,500	\$397,750	7.7%
	Ave. Sales Price	\$394,680	\$376,806	4.7%	\$371,232	\$355,558	4.4%	\$557,416	\$527,388	5.7%	\$319,148	\$269,718	18.3%
Lakeland	Units	246	241	2.1%	221	232	-4.7%	25	9	177.8%	3	1	200.0%
	Median Sales Price	\$295,000	\$299,000	-1.3%	\$279,500	\$294,500	-5.1%	\$444,800	\$431,300	3.1%	\$195,000		
	Ave. Sales Price	\$325,382	\$321,598	1.2%	\$311,141	\$317,382	-2.0%	\$451,264	\$430,275	4.9%	\$181,466	\$134,250	35.2%
Arlington	Units	335	322	4.0%	221	232	-4.7%	75	56	33.9%	3	3	0.0%
	Median Sales Price	\$294,900	\$265,200	11.2%	\$279,500	\$294,500	-5.1%	\$370,235	\$345,198	7.2%	\$212,000	\$307,500	-31.1%
	Ave. Sales Price	\$298,412	\$271,075	10.1%	\$311,141	\$317,382	-2.0%	\$373,106	\$350,734	6.4%	\$181,666	\$300,833	-39.6%
Millington	Units	181	169	7.1%	181	169	7.1%				8	5	60.0%
	Median Sales Price	\$130,000	\$112,000	16.1%	\$130,000	\$112,000	16.1%				\$109,750	\$168,000	-34.7%
	Ave. Sales Price	\$150,247	\$134,768	11.5%	\$150,247	\$134,768	11.5%				\$115,397	\$129,950	-11.2%
Shelby County	Units	13,495	13,503	-0.1%	13,042	12,978	0.5%	453	525	-13.7%	384	543	-29.3%
	Median Sales Price	\$149,000	\$143,900	3.5%	\$142,000	\$137,000	3.6%	\$362,490	\$327,047	10.8%	\$60,000	\$47,500	26.3%
	Ave. Sales Price	\$187,084	\$181,807	2.9%	\$179,550	\$173,563	3.4%	\$404,007	\$385,594	4.8%	\$83,915	\$78,007	7.6%
Fayette County	Units	652	663	-1.7%	526	529	-0.6%	126	134	-6.0%	19	34	-20.8%
	Median Sales Price	\$250,000	\$239,000	4.6%	\$229,450	\$215,000	6.7%	\$304,290	\$277,825	9.5%	\$115,000	\$82,750	39.0%
	Ave. Sales Price	\$273,740	\$261,630	4.6%	\$256,940	\$245,671	4.6%	\$343,875	\$324,631	5.9%	\$134,818	\$112,581	19.7%
Tipton County	Units	735	760	-3.3%	671	696	-3.6%	64	64	0.0%	42	55	-23.6%
	Median Sales Price	\$169,900	\$157,000	8.2%	\$164,000	\$151,328	8.4%	\$287,950	\$282,700	1.9%	\$64,500	\$66,000	-2.3%
	Ave. Sales Price	\$176,531	\$166,908	5.8%	\$165,207	\$156,700	5.4%	\$295,251	\$277,927	6.2%	\$79,959	\$88,536	-9.7%