



**Multiple Listing Service Sales Report
August 2018**

Sales Summary

	August Total Sales			YTD Total MLS Sales		
	2018	2017	% change	2018	2017	% change
Units	1,401	1,499	-6.6%	10,160	10,199	-0.4%
Average Sales Price	\$208,611	\$206,120	1.2%	\$211,128	\$194,319	8.7%
Median Sales Price	\$173,000	\$166,500	3.9%	\$175,000	\$162,000	8.0%

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	9	12	4	1	0	26	302
\$ 20,000 - 29,999	13	25	4	0	0	42	278
\$ 30,000 - 39,999	9	22	5	6	3	45	261
\$ 40,000 - 49,999	7	26	0	1	0	34	220
\$ 50,000 - 59,999	2	20	7	1	2	32	265
\$ 60,000 - 69,999	5	31	3	0	0	39	302
\$ 70,000 - 79,999	2	32	2	0	2	38	296
\$ 80,000 - 89,999	7	26	3	0	4	40	279
\$ 90,000 - 99,999	4	27	5	0	3	39	281
\$100,000 - 119,999	11	65	16	3	3	98	588
\$120,000 - 139,999	5	78	15	1	3	102	729
\$140,000 - 159,999	2	81	18	0	3	104	727
\$160,000 - 179,999	3	53	29	0	4	89	691
\$180,000 - 199,999	6	53	42	0	3	104	624
\$200,000 - 249,999	5	75	86	0	8	174	1,224
\$250,000 - 299,999	4	30	86	0	3	123	1049
\$300,000 - 399,999	0	26	106	0	2	134	1020
\$400,000 - 499,999	1	8	71	0	1	81	504
\$500,000 - 749,999	0	1	35	0	1	37	360
\$750,000 - 999,999	0	1	10	0	0	11	111
\$1,000,000 and over	0	1	8	0	0	9	49
Total Types	95	693	555	13	45	1,401	10,160
Average Sale Price	\$95,128	\$145,307	\$313,705	\$58,069	\$170,389	\$208,611	\$211,128
Median Sale Price	\$82,900	\$135,000	\$276,000	\$32,500	\$159,000	\$173,000	\$175,000

Price Group	Sales	% of Total
0 - \$99,999	335	23.9%
\$100,000 - 199,999	497	35.5%
\$200,000 - 399,999	431	30.8%
\$400,000 and above	138	9.9%

Time on Market	Units
1 to 30 days	775
31 to 60 days	261
61 to 90 days	100
91 to 120 days	60
More than 120 Days	117
Average Market Time	47

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: 08/01/2018 - 08/31/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	9	12	4	1	0	26
20,000 to 29,999	13	25	4	0	0	42
30,000 to 39,999	9	22	5	6	3	45
40,000 to 49,999	7	26	0	1	0	34
50,000 to 59,999	2	20	7	1	2	32
60,000 to 69,999	5	31	3	0	0	39
70,000 to 79,999	2	32	2	0	2	38
80,000 to 89,999	7	26	3	0	4	40
90,000 to 99,999	4	27	5	0	3	39
100,000 to 119,999	11	65	16	3	3	98
120,000 to 139,999	5	78	15	1	3	102
140,000 to 159,999	2	81	18	0	3	104
160,000 to 179,999	3	53	29	0	4	89
180,000 to 199,999	6	53	42	0	3	104
200,000 to 249,999	5	75	86	0	8	174
250,000 to 299,999	4	30	86	0	3	123
300,000 to 399,999	0	26	106	0	2	134
400,000 to 499,999	1	8	71	0	1	81
500,000 to 749,999	0	1	35	0	1	37
750,000 to 999,999	0	1	10	0	0	11
1,000,000 and greater	0	1	8	0	0	9
Totals	95	693	555	13	45	1401
Average List Price	\$98,998	\$146,893	\$321,933	\$68,162	\$175,416	\$213,172
Median List Price	\$89,000	\$135,000	\$279,900	\$37,900	\$165,000	\$175,000
Average Sale Price	\$95,128	\$145,307	\$313,705	\$58,069	\$170,389	\$208,611
Median Sale Price	\$82,900	\$135,000	\$276,000	\$32,500	\$159,000	\$173,000

Time on Market	# Units
1-30	775
31-60	261
61-90	100
91-120	60
greater than 120 days	117
Total Units Sold	1313
Average Market Time	47

Type of Financing	# Units
Conventional	552
Cash	401
FHA	282
VA	88
Owner	2
Other	74

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2018 - 08/31/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	84	158	32	18	10	302
20,000 to 29,999	66	169	30	7	6	278
30,000 to 39,999	49	161	23	16	12	261
40,000 to 49,999	35	147	22	5	11	220
50,000 to 59,999	34	177	36	5	13	265
60,000 to 69,999	41	208	32	7	14	302
70,000 to 79,999	32	204	39	4	17	296
80,000 to 89,999	41	195	24	4	15	279
90,000 to 99,999	30	191	34	3	23	281
100,000 to 119,999	54	420	91	5	18	588
120,000 to 139,999	42	538	105	4	40	729
140,000 to 159,999	31	538	113	2	43	727
160,000 to 179,999	32	439	175	4	41	691
180,000 to 199,999	29	305	266	1	23	624
200,000 to 249,999	40	486	631	4	63	1224
250,000 to 299,999	21	254	731	4	39	1049
300,000 to 399,999	7	198	790	0	25	1020
400,000 to 499,999	3	50	446	0	5	504
500,000 to 749,999	1	22	332	0	5	360
750,000 to 999,999	0	3	107	0	1	111
1,000,000 and greater	2	3	44	0	0	49
Totals	674	4866	4103	93	424	10160
Average List Price	\$103,897	\$147,635	\$322,876	\$81,162	\$173,891	\$215,990
Median List Price	\$80,500	\$135,000	\$280,000	\$55,000	\$159,950	\$178,000
Average Sale Price	\$99,673	\$144,910	\$315,348	\$75,190	\$169,515	\$211,128
Median Sale Price	\$77,500	\$135,000	\$277,500	\$50,000	\$157,250	\$175,000

Time on Market	# Units
1-30	5419
31-60	1662
61-90	798
91-120	502
greater than 120 days	1181
Total Units Sold	9562
Average Market Time	54

Type of Financing	# Units
Conventional	4352
Cash	2682
FHA	1955
VA	666
Owner	15
Other	484

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 9/17/2018

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	94	6	4
20,000 to 29,999	87	8	2
30,000 to 39,999	166	11	1
40,000 to 49,999	166	8	3
50,000 to 59,999	154	2	4
60,000 to 69,999	181	6	10
70,000 to 79,999	154	6	6
80,000 to 89,999	121	3	5
90,000 to 99,999	93	1	10
100,000 to 119,999	163	2	5
120,000 to 139,999	194	1	12
140,000 to 159,999	183	3	12
160,000 to 179,999	198	4	15
180,000 to 199,999	218	2	6
200,000 to 249,999	403	1	23
250,000 to 299,999	453	5	11
300,000 to 399,999	467	3	18
400,000 to 499,999	293	0	5
500,000 to 749,999	287	1	5
750,000 to 999,999	109	0	4
1,000,000 and greater	101	0	0
Totals	4285	73	161
Average Price	\$271,950	\$102,327	\$208,278
Median Price	\$199,900	\$62,500	\$169,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,285	\$271,950
Condominium	161	\$208,277
Duplex	73	\$102,326
Total	4,519	\$266,941

PENDING	Listings	Average List Price
Residential	1,340	\$190,806
Condominium	51	\$150,989
Duplex	18	\$75,000
Total	1,409	\$188,207

9/17/2018