



**Multiple Listing Service Sales Report
December 2018**

Sales Summary

	December Total Sales			YTD Total MLS Sales		
	2018	2017	% change	2018	2017	% change
Units	1,032	1,109	-6.9%	15,002	15,120	-0.8%
Average Sales Price	\$201,631	\$200,744	0.4%	\$208,227	\$195,646	6.4%
Median Sales Price	\$165,000	\$165,000	0.0%	\$173,125	\$162,500	6.5%

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	11	12	2	0	0	25	420
\$ 20,000 - 29,999	1	12	5	1	1	20	411
\$ 30,000 - 39,999	7	20	4	2	3	36	388
\$ 40,000 - 49,999	5	23	1	3	1	33	355
\$ 50,000 - 59,999	2	17	6	1	0	26	407
\$ 60,000 - 69,999	6	34	6	0	3	49	486
\$ 70,000 - 79,999	5	24	3	1	0	33	449
\$ 80,000 - 89,999	2	26	7	0	0	35	417
\$ 90,000 - 99,999	3	19	2	0	0	24	426
\$100,000 - 119,999	4	35	7	2	4	52	847
\$120,000 - 139,999	10	55	13	1	3	82	1100
\$140,000 - 159,999	4	51	19	0	4	78	1078
\$160,000 - 179,999	2	43	22	1	4	72	1018
\$180,000 - 199,999	3	33	24	0	1	61	945
\$200,000 - 249,999	3	48	66	0	1	118	1,800
\$250,000 - 299,999	2	23	65	0	5	95	1516
\$300,000 - 399,999	2	18	78	1	0	99	1485
\$400,000 - 499,999	0	4	40	0	1	45	720
\$500,000 - 749,999	0	1	38	0	1	40	516
\$750,000 - 999,999	0	0	5	0	0	5	150
\$1,000,000 and over	0	0	4	0	0	4	68
Total Types	72	498	417	13	32	1,032	15,002
Average Sale Price	\$99,177	\$138,187	\$301,571	\$91,423	\$161,944	\$201,631	\$208,227
Median Sale Price	\$79,700	\$129,900	\$265,000	\$55,000	\$144,500	\$165,000	\$173,125

Price Group	Sales	% of Total
0 - \$99,999	281	27.2%
\$100,000 - 199,999	345	33.4%
\$200,000 - 399,999	312	30.2%
\$400,000 and above	94	9.1%

Time on Market	Units
1 to 30 days	472
31 to 60 days	207
61 to 90 days	119
91 to 120 days	47
More than 120 Days	116
Average Market Time	58

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: 12/01/2018 - 12/31/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	11	12	2	0	0	25
20,000 to 29,999	1	12	5	1	1	20
30,000 to 39,999	7	20	4	2	3	36
40,000 to 49,999	5	23	1	3	1	33
50,000 to 59,999	2	17	6	1	0	26
60,000 to 69,999	6	34	6	0	3	49
70,000 to 79,999	5	24	3	1	0	33
80,000 to 89,999	2	26	7	0	0	35
90,000 to 99,999	3	19	2	0	0	24
100,000 to 119,999	4	35	7	2	4	52
120,000 to 139,999	10	55	13	1	3	82
140,000 to 159,999	4	51	19	0	4	78
160,000 to 179,999	2	43	22	1	4	72
180,000 to 199,999	3	33	24	0	1	61
200,000 to 249,999	3	48	66	0	1	118
250,000 to 299,999	2	23	65	0	5	95
300,000 to 399,999	2	18	78	1	0	99
400,000 to 499,999	0	4	40	0	1	45
500,000 to 749,999	0	1	38	0	1	40
750,000 to 999,999	0	0	5	0	0	5
1,000,000 and greater	0	0	4	0	0	4
Totals	72	498	417	13	32	1032
Average List Price	\$103,145	\$141,778	\$309,186	\$92,115	\$166,444	\$206,866
Median List Price	\$82,450	\$129,900	\$269,900	\$69,500	\$144,500	\$169,700
Average Sale Price	\$99,177	\$138,187	\$301,571	\$91,423	\$161,944	\$201,631
Median Sale Price	\$79,700	\$129,900	\$265,000	\$55,000	\$144,500	\$165,000

Time on Market	# Units
1-30	472
31-60	207
61-90	119
91-120	47
greater than 120 days	116
Total Units Sold	961
Average Market Time	58

Type of Financing	# Units
Conventional	409
Cash	296
FHA	215
VA	71
Owner	2
Other	39

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 - 12/31/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	124	222	40	20	14	420
20,000 to 29,999	100	243	45	12	11	411
30,000 to 39,999	79	233	36	22	18	388
40,000 to 49,999	52	239	33	13	18	355
50,000 to 59,999	58	260	51	14	24	407
60,000 to 69,999	63	331	56	9	27	486
70,000 to 79,999	49	311	59	6	24	449
80,000 to 89,999	61	273	52	5	26	417
90,000 to 99,999	40	293	53	6	34	426
100,000 to 119,999	78	609	126	8	26	847
120,000 to 139,999	67	804	161	7	61	1100
140,000 to 159,999	48	792	175	4	59	1078
160,000 to 179,999	52	655	246	6	59	1018
180,000 to 199,999	42	485	386	2	30	945
200,000 to 249,999	64	698	947	5	86	1800
250,000 to 299,999	29	388	1036	10	53	1516
300,000 to 399,999	13	280	1150	2	40	1485
400,000 to 499,999	3	77	633	0	7	720
500,000 to 749,999	2	32	475	0	7	516
750,000 to 999,999	0	6	140	0	4	150
1,000,000 and greater	2	3	63	0	0	68
Totals	1026	7234	5963	151	628	15002
Average List Price	\$103,065	\$147,836	\$318,722	\$91,296	\$172,256	\$213,151
Median List Price	\$79,900	\$135,900	\$279,000	\$65,000	\$156,500	\$175,000
Average Sale Price	\$98,936	\$144,755	\$311,383	\$85,603	\$167,903	\$208,227
Median Sale Price	\$77,000	\$135,000	\$275,000	\$57,000	\$151,000	\$173,125

Time on Market	# Units
1-30	7840
31-60	2561
61-90	1271
91-120	763
greater than 120 days	1660
Total Units Sold	14095
Average Market Time	53

Type of Financing	# Units
Conventional	6280
Cash	4071
FHA	2914
VA	1003
Owner	24
Other	704

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 1/16/2019

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	89	5	0
20,000 to 29,999	72	8	0
30,000 to 39,999	162	7	4
40,000 to 49,999	134	4	5
50,000 to 59,999	125	4	2
60,000 to 69,999	139	3	7
70,000 to 79,999	138	8	7
80,000 to 89,999	123	2	9
90,000 to 99,999	78	3	5
100,000 to 119,999	131	2	6
120,000 to 139,999	151	1	8
140,000 to 159,999	152	1	12
160,000 to 179,999	164	1	6
180,000 to 199,999	159	4	3
200,000 to 249,999	317	0	17
250,000 to 299,999	387	2	6
300,000 to 399,999	338	0	9
400,000 to 499,999	228	0	5
500,000 to 749,999	216	0	3
750,000 to 999,999	82	0	1
1,000,000 and greater	75	0	0
Totals	3460	55	115
Average Price	\$262,860	\$75,317	\$184,959
Median Price	\$189,950	\$58,000	\$149,500

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,460	\$262,859
Condominium	115	\$184,959
Duplex	55	\$75,317
Total	3,630	\$257,550

PENDING	Listings	Average List Price
Residential	966	\$180,830
Condominium	34	\$129,291
Duplex	17	\$87,182
Total	1,017	\$177,542

1/16/2019