



**Multiple Listing Service Sales Report
February 2018**

Sales Summary

	February Total Sales			YTD Total MLS Sales		
	2018	2017	% change	2018	2017	% change
Units	911	863	5.6%	1,806	1,781	1.4%
Average Sales Price	\$190,906	\$189,413	0.8%	\$194,184	\$176,582	10.0%
Median Sales Price	\$157,500	\$150,000	5.0%	\$157,000	\$142,000	10.6%

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	24	5	1	0	41	74
\$ 20,000 - 29,999	8	18	4	1	0	31	67
\$ 30,000 - 39,999	8	18	2	0	0	28	62
\$ 40,000 - 49,999	2	14	3	0	3	22	49
\$ 50,000 - 59,999	4	20	5	0	2	31	46
\$ 60,000 - 69,999	2	24	3	2	1	32	55
\$ 70,000 - 79,999	2	19	5	0	1	27	61
\$ 80,000 - 89,999	4	24	2	0	1	31	60
\$ 90,000 - 99,999	3	29	1	1	3	37	67
\$100,000 - 119,999	3	42	14	0	0	59	125
\$120,000 - 139,999	3	40	11	0	1	55	129
\$140,000 - 159,999	1	51	17	0	4	73	126
\$160,000 - 179,999	2	27	18	0	4	51	114
\$180,000 - 199,999	1	19	21	0	3	44	95
\$200,000 - 249,999	5	32	61	1	10	109	202
\$250,000 - 299,999	1	17	60	0	3	81	168
\$300,000 - 399,999	0	14	70	0	1	85	157
\$400,000 - 499,999	0	5	31	0	0	36	63
\$500,000 - 749,999	0	1	31	0	0	32	60
\$750,000 - 999,999	0	0	4	0	0	4	17
\$1,000,000 and over	0	0	2	0	0	2	9
Total Types	60	438	370	6	37	911	1,806
Average Sale Price	\$76,132	\$127,254	\$288,983	\$81,592	\$167,486	\$190,906	\$194,184
Median Sale Price	\$53,125	\$115,450	\$258,657	\$63,250	\$170,000	\$157,500	\$157,000

Price Group	Sales	% of Total
0 - \$99,999	280	30.7%
\$100,000 - 199,999	282	31.0%
\$200,000 - 399,999	275	30.2%
\$400,000 and above	74	8.1%

Time on Market	Units
1 to 30 days	419
31 to 60 days	134
61 to 90 days	90
91 to 120 days	57
More than 120 Days	135
Average Market Time	63

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: 02/01/2018 - 02/28/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	11	24	5	1	0	41
20,000 to 29,999	8	18	4	1	0	31
30,000 to 39,999	8	18	2	0	0	28
40,000 to 49,999	2	14	3	0	3	22
50,000 to 59,999	4	20	5	0	2	31
60,000 to 69,999	2	24	3	2	1	32
70,000 to 79,999	2	19	5	0	1	27
80,000 to 89,999	4	24	2	0	1	31
90,000 to 99,999	3	29	1	1	3	37
100,000 to 119,999	3	42	14	0	0	59
120,000 to 139,999	3	40	11	0	1	55
140,000 to 159,999	1	51	17	0	4	73
160,000 to 179,999	2	27	18	0	4	51
180,000 to 199,999	1	19	21	0	3	44
200,000 to 249,999	5	32	61	1	10	109
250,000 to 299,999	1	17	60	0	3	81
300,000 to 399,999	0	14	70	0	1	85
400,000 to 499,999	0	5	31	0	0	36
500,000 to 749,999	0	1	31	0	0	32
750,000 to 999,999	0	0	4	0	0	4
1,000,000 and greater	0	0	2	0	0	2
Totals	60	438	370	6	37	911
Average List Price	\$80,511	\$130,606	\$296,697	\$85,150	\$172,268	\$196,157
Median List Price	\$57,200	\$118,250	\$259,700	\$68,000	\$175,000	\$159,900
Average Sale Price	\$76,132	\$127,254	\$288,983	\$81,592	\$167,486	\$190,906
Median Sale Price	\$53,125	\$115,450	\$258,657	\$63,250	\$170,000	\$157,500

Time on Market	# Units
1-30	419
31-60	134
61-90	90
91-120	57
greater than 120 days	135
Total Units Sold	835
Average Market Time	63

Type of Financing	# Units
Conventional	345
Cash	282
FHA	187
VA	44
Owner	2
Other	51

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 - 02/28/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	23	37	6	5	3	74
20,000 to 29,999	16	40	10	1	0	67
30,000 to 39,999	15	37	7	1	2	62
40,000 to 49,999	5	35	5	1	3	49
50,000 to 59,999	7	32	5	0	2	46
60,000 to 69,999	4	39	7	2	3	55
70,000 to 79,999	7	40	10	0	4	61
80,000 to 89,999	8	46	5	0	1	60
90,000 to 99,999	5	50	5	2	5	67
100,000 to 119,999	9	90	24	0	2	125
120,000 to 139,999	7	95	18	0	9	129
140,000 to 159,999	4	91	24	0	7	126
160,000 to 179,999	4	72	31	0	7	114
180,000 to 199,999	2	41	47	0	5	95
200,000 to 249,999	8	70	108	1	15	202
250,000 to 299,999	1	34	127	2	4	168
300,000 to 399,999	0	26	126	0	5	157
400,000 to 499,999	0	7	55	0	1	63
500,000 to 749,999	0	1	58	0	1	60
750,000 to 999,999	0	0	17	0	0	17
1,000,000 and greater	0	0	9	0	0	9
Totals	125	883	704	15	79	1806
Average List Price	\$78,100	\$131,900	\$312,045	\$90,413	\$176,243	\$199,994
Median List Price	\$60,000	\$120,000	\$269,000	\$45,000	\$160,000	\$159,900
Average Sale Price	\$74,347	\$128,463	\$303,175	\$84,970	\$167,856	\$194,184
Median Sale Price	\$55,000	\$119,900	\$265,000	\$40,000	\$157,500	\$157,000

Time on Market	# Units
1-30	802
31-60	289
61-90	204
91-120	115
greater than 120 days	264
Total Units Sold	1674
Average Market Time	64

Type of Financing	# Units
Conventional	692
Cash	586
FHA	341
VA	97
Owner	3
Other	87

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 3/15/2018

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	107	4	0
20,000 to 29,999	115	9	2
30,000 to 39,999	171	7	7
40,000 to 49,999	133	4	6
50,000 to 59,999	131	6	3
60,000 to 69,999	188	10	6
70,000 to 79,999	145	9	3
80,000 to 89,999	127	3	4
90,000 to 99,999	96	4	10
100,000 to 119,999	151	1	10
120,000 to 139,999	187	0	12
140,000 to 159,999	163	2	16
160,000 to 179,999	160	5	15
180,000 to 199,999	119	1	7
200,000 to 249,999	281	1	21
250,000 to 299,999	336	1	12
300,000 to 399,999	403	0	8
400,000 to 499,999	220	0	5
500,000 to 749,999	231	0	3
750,000 to 999,999	105	0	1
1,000,000 and greater	96	0	0
Totals	3665	67	151
Average Price	\$264,346	\$72,984	\$180,180
Median Price	\$175,000	\$62,900	\$155,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,665	\$264,345
Condominium	151	\$180,180
Duplex	67	\$72,983
Total	3,883	\$257,770

PENDING	Listings	Average List Price
Residential	1,413	\$187,110
Condominium	48	\$135,732
Duplex	22	\$72,854
Total	1,483	\$183,753

3/15/2018