



**Multiple Listing Service Sales Report
January 2018**

Sales Summary

	January Total Sales			YTD Total MLS Sales		
	2018	2017	% change	2018	2017	% change
Units	866	878	-1.4%	866	878	-1.4%
Average Sales Price	\$198,743	\$165,440	20.1%	\$198,743	\$165,440	20.1%
Median Sales Price	\$157,500	\$135,000	16.7%	\$157,500	\$135,000	16.7%

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	12	13	1	4	3	33	33
\$ 20,000 - 29,999	8	21	6	0	0	35	35
\$ 30,000 - 39,999	7	15	4	1	2	29	29
\$ 40,000 - 49,999	3	20	2	1	0	26	26
\$ 50,000 - 59,999	3	12	0	0	0	15	15
\$ 60,000 - 69,999	2	15	4	0	2	23	23
\$ 70,000 - 79,999	5	21	5	0	2	33	33
\$ 80,000 - 89,999	4	20	3	0	0	27	27
\$ 90,000 - 99,999	2	20	4	1	2	29	29
\$100,000 - 119,999	6	46	10	0	2	64	64
\$120,000 - 139,999	4	52	7	0	8	71	71
\$140,000 - 159,999	3	40	6	0	3	52	52
\$160,000 - 179,999	2	43	13	0	3	61	61
\$180,000 - 199,999	1	21	25	0	2	49	49
\$200,000 - 249,999	3	37	47	0	4	91	91
\$250,000 - 299,999	0	17	66	2	1	86	86
\$300,000 - 399,999	0	12	53	0	4	69	69
\$400,000 - 499,999	0	2	22	0	1	25	25
\$500,000 - 749,999	0	0	27	0	1	28	28
\$750,000 - 999,999	0	0	13	0	0	13	13
\$1,000,000 and over	0	0	7	0	0	7	7
Total Types	65	427	325	9	40	866	866
Average Sale Price	\$72,699	\$130,874	\$319,864	\$87,222	\$169,053	\$198,743	\$198,743
Median Sale Price	\$59,000	\$123,500	\$266,500	\$35,000	\$138,350	\$157,500	\$157,500

Price Group	Sales	% of Total
0 - \$99,999	250	28.9%
\$100,000 - 199,999	297	34.3%
\$200,000 - 399,999	246	28.4%
\$400,000 and above	73	8.4%

Time on Market	Units
1 to 30 days	373
31 to 60 days	152
61 to 90 days	109
91 to 120 days	58
More than 120 Days	122
Average Market Time	65

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

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	12	13	1	4	3	33
20,000 to 29,999	8	21	6	0	0	35
30,000 to 39,999	7	15	4	1	2	29
40,000 to 49,999	3	20	2	1	0	26
50,000 to 59,999	3	12	0	0	0	15
60,000 to 69,999	2	15	4	0	2	23
70,000 to 79,999	5	21	5	0	2	33
80,000 to 89,999	4	20	3	0	0	27
90,000 to 99,999	2	20	4	1	2	29
100,000 to 119,999	6	46	10	0	2	64
120,000 to 139,999	4	52	7	0	8	71
140,000 to 159,999	3	40	6	0	3	52
160,000 to 179,999	2	43	13	0	3	61
180,000 to 199,999	1	21	25	0	2	49
200,000 to 249,999	3	37	47	0	4	91
250,000 to 299,999	0	17	66	2	1	86
300,000 to 399,999	0	12	53	0	4	69
400,000 to 499,999	0	2	22	0	1	25
500,000 to 749,999	0	0	27	0	1	28
750,000 to 999,999	0	0	13	0	0	13
1,000,000 and greater	0	0	7	0	0	7
Totals	65	427	325	9	40	866
Average List Price	\$75,874	\$134,331	\$330,098	\$93,922	\$181,108	\$205,153
Median List Price	\$65,000	\$124,900	\$274,900	\$40,500	\$149,950	\$159,950
Average Sale Price	\$72,699	\$130,874	\$319,864	\$87,222	\$169,053	\$198,743
Median Sale Price	\$59,000	\$123,500	\$266,500	\$35,000	\$138,350	\$157,500

Time on Market	# Units
1-30	373
31-60	152
61-90	109
91-120	58
greater than 120 days	122
Total Units Sold	814
Average Market Time	65

Type of Financing	# Units
Conventional	338
Cash	291
FHA	149
VA	52
Owner	1
Other	35

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 2/14/2018

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	109	5	1
20,000 to 29,999	121	9	3
30,000 to 39,999	194	6	7
40,000 to 49,999	131	5	6
50,000 to 59,999	152	5	3
60,000 to 69,999	200	11	7
70,000 to 79,999	139	10	4
80,000 to 89,999	134	3	3
90,000 to 99,999	99	4	5
100,000 to 119,999	153	1	10
120,000 to 139,999	171	0	13
140,000 to 159,999	142	2	16
160,000 to 179,999	146	5	9
180,000 to 199,999	107	0	9
200,000 to 249,999	276	0	21
250,000 to 299,999	355	0	15
300,000 to 399,999	386	0	10
400,000 to 499,999	226	1	3
500,000 to 749,999	209	0	3
750,000 to 999,999	97	0	1
1,000,000 and greater	91	0	0
Totals	3638	67	149
Average Price	\$257,184	\$71,637	\$182,049
Median Price	\$170,000	\$65,000	\$158,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,638	\$257,183
Condominium	149	\$182,048
Duplex	67	\$71,636
Total	3,854	\$251,053

PENDING	Listings	Average List Price
Residential	1,294	\$187,434
Condominium	41	\$146,023
Duplex	18	\$69,133
Total	1,353	\$184,606

2/14/2018