



**Multiple Listing Service Sales Report
July 2018**

Sales Summary

	July Total Sales			YTD Total MLS Sales		
	2018	2017	% change	2018	2017	% change
Units	1,362	1,384	-1.6%	8,695	8,647	0.6%
Average Sales Price	\$222,438	\$202,525	9.8%	\$211,944	\$192,619	10.0%
Median Sales Price	\$186,000	\$170,000	9.4%	\$175,000	\$160,900	8.8%

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	6	15	4	1	0	26	274
\$ 20,000 - 29,999	7	16	2	1	0	26	234
\$ 30,000 - 39,999	1	20	2	1	0	24	212
\$ 40,000 - 49,999	4	20	5	0	2	31	183
\$ 50,000 - 59,999	3	21	3	1	1	29	231
\$ 60,000 - 69,999	4	18	7	0	1	30	260
\$ 70,000 - 79,999	2	24	6	0	2	34	254
\$ 80,000 - 89,999	4	32	5	0	3	44	236
\$ 90,000 - 99,999	2	14	6	0	0	22	241
\$100,000 - 119,999	9	47	10	1	1	68	488
\$120,000 - 139,999	9	77	13	0	7	106	620
\$140,000 - 159,999	6	70	12	0	10	98	617
\$160,000 - 179,999	6	73	30	1	7	117	600
\$180,000 - 199,999	4	54	42	0	5	105	516
\$200,000 - 249,999	7	65	81	0	9	162	1,044
\$250,000 - 299,999	3	35	97	1	5	141	919
\$300,000 - 399,999	3	36	105	0	1	145	881
\$400,000 - 499,999	2	10	61	0	2	75	422
\$500,000 - 749,999	0	1	55	0	1	57	323
\$750,000 - 999,999	0	0	16	0	0	16	100
\$1,000,000 and over	1	0	5	0	0	6	40
Total Types	83	648	567	7	57	1,362	8,695
Average Sale Price	\$141,345	\$154,142	\$317,852	\$95,986	\$183,358	\$222,438	\$211,944
Median Sale Price	\$119,000	\$145,600	\$275,000	\$53,000	\$165,000	\$186,000	\$175,000

Price Group	Sales	% of Total
0 - \$99,999	266	19.5%
\$100,000 - 199,999	494	36.3%
\$200,000 - 399,999	448	32.9%
\$400,000 and above	154	11.3%

Time on Market	Units
1 to 30 days	797
31 to 60 days	226
61 to 90 days	94
91 to 120 days	56
More than 120 Days	110
Average Market Time	45

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: 07/01/2018 - 07/31/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	6	15	4	1	0	26
20,000 to 29,999	7	16	2	1	0	26
30,000 to 39,999	1	20	2	1	0	24
40,000 to 49,999	4	20	5	0	2	31
50,000 to 59,999	3	21	3	1	1	29
60,000 to 69,999	4	18	7	0	1	30
70,000 to 79,999	2	24	6	0	2	34
80,000 to 89,999	4	32	5	0	3	44
90,000 to 99,999	2	14	6	0	0	22
100,000 to 119,999	9	47	10	1	1	68
120,000 to 139,999	9	77	13	0	7	106
140,000 to 159,999	6	70	12	0	10	98
160,000 to 179,999	6	73	30	1	7	117
180,000 to 199,999	4	54	42	0	5	105
200,000 to 249,999	7	65	81	0	9	162
250,000 to 299,999	3	35	97	1	5	141
300,000 to 399,999	3	36	105	0	1	145
400,000 to 499,999	2	10	61	0	2	75
500,000 to 749,999	0	1	55	0	1	57
750,000 to 999,999	0	0	16	0	0	16
1,000,000 and greater	1	0	5	0	0	6
Totals	83	648	567	7	57	1362
Average List Price	\$144,249	\$156,972	\$324,066	\$103,186	\$186,191	\$226,704
Median List Price	\$122,000	\$149,000	\$279,500	\$54,900	\$165,000	\$188,750
Average Sale Price	\$141,345	\$154,142	\$317,852	\$95,986	\$183,358	\$222,438
Median Sale Price	\$119,000	\$145,600	\$275,000	\$53,000	\$165,000	\$186,000

Time on Market	# Units
1-30	797
31-60	226
61-90	94
91-120	56
greater than 120 days	110
Total Units Sold	1283
Average Market Time	45

Type of Financing	# Units
Conventional	623
Cash	324
FHA	250
VA	103
Owner	1
Other	61

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 - 07/31/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	74	145	28	17	10	274
20,000 to 29,999	51	144	26	7	6	234
30,000 to 39,999	39	137	17	10	9	212
40,000 to 49,999	28	119	21	4	11	183
50,000 to 59,999	32	155	29	4	11	231
60,000 to 69,999	36	175	29	7	13	260
70,000 to 79,999	30	168	37	4	15	254
80,000 to 89,999	33	167	21	4	11	236
90,000 to 99,999	26	164	29	3	19	241
100,000 to 119,999	43	353	75	2	15	488
120,000 to 139,999	36	455	89	3	37	620
140,000 to 159,999	29	454	93	2	39	617
160,000 to 179,999	29	384	146	4	37	600
180,000 to 199,999	23	250	222	1	20	516
200,000 to 249,999	35	409	542	3	55	1044
250,000 to 299,999	17	222	640	4	36	919
300,000 to 399,999	7	172	680	0	22	881
400,000 to 499,999	2	42	374	0	4	422
500,000 to 749,999	1	21	297	0	4	323
750,000 to 999,999	0	2	97	0	1	100
1,000,000 and greater	2	2	36	0	0	40
Totals	573	4140	3528	79	375	8695
Average List Price	\$105,252	\$147,980	\$323,449	\$81,430	\$173,660	\$216,864
Median List Price	\$81,000	\$135,000	\$280,025	\$57,200	\$159,900	\$179,000
Average Sale Price	\$100,920	\$145,057	\$316,034	\$76,111	\$169,362	\$211,944
Median Sale Price	\$77,500	\$135,000	\$278,000	\$53,000	\$157,000	\$175,000

Time on Market	# Units
1-30	4613
31-60	1390
61-90	694
91-120	438
greater than 120 days	1055
Total Units Sold	8190
Average Market Time	55

Type of Financing	# Units
Conventional	3780
Cash	2256
FHA	1659
VA	576
Owner	13
Other	407

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 8/16/2018

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	96	5	4
20,000 to 29,999	90	10	4
30,000 to 39,999	178	12	1
40,000 to 49,999	164	5	6
50,000 to 59,999	149	3	4
60,000 to 69,999	196	6	10
70,000 to 79,999	158	6	9
80,000 to 89,999	133	2	7
90,000 to 99,999	96	2	10
100,000 to 119,999	156	2	3
120,000 to 139,999	188	2	16
140,000 to 159,999	198	3	14
160,000 to 179,999	192	3	13
180,000 to 199,999	197	3	7
200,000 to 249,999	422	1	21
250,000 to 299,999	437	6	8
300,000 to 399,999	476	1	16
400,000 to 499,999	302	1	4
500,000 to 749,999	285	0	2
750,000 to 999,999	114	0	4
1,000,000 and greater	101	0	0
Totals	4328	73	163
Average Price	\$273,746	\$97,573	\$187,726
Median Price	\$199,900	\$62,500	\$153,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,328	\$273,745
Condominium	163	\$187,726
Duplex	73	\$97,572
Total	4,564	\$267,855

PENDING	Listings	Average List Price
Residential	1,381	\$190,386
Condominium	36	\$140,386
Duplex	24	\$79,970
Total	1,441	\$187,298

8/16/2018