



**Multiple Listing Service Sales Report
May 2018**

Sales Summary

	May Total Sales			YTD Total MLS Sales		
	2018	2017	% change	2018	2017	% change
Units	1,410	1,329	6.1%	5,779	5,609	3.0%
Average Sales Price	\$221,255	\$199,260	11.0%	\$204,390	\$185,946	9.9%
Median Sales Price	\$188,725	\$165,000	14.4%	\$169,000	\$155,000	9.0%

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	22	1	4	1	37	208
\$ 20,000 - 29,999	7	19	6	1	4	37	172
\$ 30,000 - 39,999	4	21	1	3	1	30	161
\$ 40,000 - 49,999	6	16	5	1	1	29	128
\$ 50,000 - 59,999	6	17	3	1	0	27	164
\$ 60,000 - 69,999	7	25	5	2	3	42	195
\$ 70,000 - 79,999	5	35	4	0	0	44	180
\$ 80,000 - 89,999	5	17	0	1	0	23	158
\$ 90,000 - 99,999	2	19	5	0	6	32	191
\$100,000 - 119,999	7	54	11	0	1	73	339
\$120,000 - 139,999	3	77	10	0	4	94	393
\$140,000 - 159,999	6	77	8	1	6	98	417
\$160,000 - 179,999	4	67	20	1	8	100	387
\$180,000 - 199,999	4	45	30	0	6	85	305
\$200,000 - 249,999	8	70	93	1	12	184	686
\$250,000 - 299,999	1	39	102	0	12	154	597
\$300,000 - 399,999	2	30	133	0	4	169	557
\$400,000 - 499,999	0	7	70	0	0	77	259
\$500,000 - 749,999	0	4	50	0	0	54	194
\$750,000 - 999,999	0	0	16	0	0	16	62
\$1,000,000 and over	0	0	5	0	0	5	26
Total Types	86	661	578	16	69	1,410	5,779
Average Sale Price	\$100,981	\$150,793	\$329,298	\$64,406	\$177,488	\$221,255	\$204,390
Median Sale Price	\$76,250	\$142,950	\$290,850	\$43,000	\$179,000	\$188,725	\$169,000

Price Group	Sales	% of Total
0 - \$99,999	301	21.3%
\$100,000 - 199,999	450	31.9%
\$200,000 - 399,999	507	36.0%
\$400,000 and above	152	10.8%

Time on Market	Units
1 to 30 days	816
31 to 60 days	224
61 to 90 days	97
91 to 120 days	41
More than 120 Days	166
Average Market Time	52

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: 05/01/2018 - 05/31/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	9	22	1	4	1	37
20,000 to 29,999	7	19	6	1	4	37
30,000 to 39,999	4	21	1	3	1	30
40,000 to 49,999	6	16	5	1	1	29
50,000 to 59,999	6	17	3	1	0	27
60,000 to 69,999	7	25	5	2	3	42
70,000 to 79,999	5	35	4	0	0	44
80,000 to 89,999	5	17	0	1	0	23
90,000 to 99,999	2	19	5	0	6	32
100,000 to 119,999	7	54	11	0	1	73
120,000 to 139,999	3	77	10	0	4	94
140,000 to 159,999	6	77	8	1	6	98
160,000 to 179,999	4	67	20	1	8	100
180,000 to 199,999	4	45	30	0	6	85
200,000 to 249,999	8	70	93	1	12	184
250,000 to 299,999	1	39	102	0	12	154
300,000 to 399,999	2	30	133	0	4	169
400,000 to 499,999	0	7	70	0	0	77
500,000 to 749,999	0	4	50	0	0	54
750,000 to 999,999	0	0	16	0	0	16
1,000,000 and greater	0	0	5	0	0	5
Totals	86	661	578	16	69	1410
Average List Price	\$103,281	\$153,188	\$337,643	\$70,734	\$180,104	\$226,139
Median List Price	\$79,700	\$142,000	\$295,000	\$48,900	\$182,900	\$189,900
Average Sale Price	\$100,981	\$150,793	\$329,298	\$64,406	\$177,488	\$221,255
Median Sale Price	\$76,250	\$142,950	\$290,850	\$43,000	\$179,000	\$188,725

Time on Market	# Units
1-30	816
31-60	224
61-90	97
91-120	41
greater than 120 days	166
Total Units Sold	1344
Average Market Time	52

Type of Financing	# Units
Conventional	660
Cash	337
FHA	251
VA	85
Owner	1
Other	76

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 - 05/31/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	56	108	21	15	8	208
20,000 to 29,999	36	105	21	6	4	172
30,000 to 39,999	33	99	14	8	7	161
40,000 to 49,999	19	85	14	4	6	128
50,000 to 59,999	23	112	19	2	8	164
60,000 to 69,999	26	135	19	6	9	195
70,000 to 79,999	25	116	28	3	8	180
80,000 to 89,999	24	111	13	4	6	158
90,000 to 99,999	19	132	20	3	17	191
100,000 to 119,999	30	244	54	0	11	339
120,000 to 139,999	19	297	52	2	23	393
140,000 to 159,999	21	308	64	1	23	417
160,000 to 179,999	19	252	90	2	24	387
180,000 to 199,999	13	146	130	1	15	305
200,000 to 249,999	23	261	359	3	40	686
250,000 to 299,999	8	134	425	2	28	597
300,000 to 399,999	3	102	436	0	16	557
400,000 to 499,999	0	25	233	0	1	259
500,000 to 749,999	1	11	181	0	1	194
750,000 to 999,999	0	2	59	0	1	62
1,000,000 and greater	0	2	24	0	0	26
Totals	398	2787	2276	62	256	5779
Average List Price	\$92,789	\$142,563	\$319,601	\$74,136	\$173,012	\$209,474
Median List Price	\$75,000	\$130,000	\$279,900	\$53,700	\$160,000	\$169,900
Average Sale Price	\$89,503	\$139,547	\$311,659	\$68,933	\$168,048	\$204,390
Median Sale Price	\$72,750	\$130,000	\$275,000	\$42,500	\$157,500	\$169,000

Time on Market	# Units
1-30	2921
31-60	899
61-90	490
91-120	316
greater than 120 days	804
Total Units Sold	5430
Average Market Time	59

Type of Financing	# Units
Conventional	2415
Cash	1586
FHA	1133
VA	356
Owner	9
Other	279

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 6/14/2018

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	85	4	1
20,000 to 29,999	99	7	3
30,000 to 39,999	176	15	4
40,000 to 49,999	143	3	3
50,000 to 59,999	135	5	5
60,000 to 69,999	180	10	4
70,000 to 79,999	162	7	6
80,000 to 89,999	115	3	5
90,000 to 99,999	104	0	6
100,000 to 119,999	150	3	4
120,000 to 139,999	176	3	16
140,000 to 159,999	167	2	15
160,000 to 179,999	193	2	18
180,000 to 199,999	192	2	3
200,000 to 249,999	377	5	17
250,000 to 299,999	425	4	6
300,000 to 399,999	470	0	14
400,000 to 499,999	273	1	4
500,000 to 749,999	288	0	5
750,000 to 999,999	114	0	3
1,000,000 and greater	105	0	0
Totals	4129	76	142
Average Price	\$276,093	\$93,385	\$202,260
Median Price	\$199,900	\$63,900	\$159,999

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,129	\$276,093
Condominium	142	\$202,259
Duplex	76	\$93,384
Total	4,347	\$270,486

PENDING	Listings	Average List Price
Residential	1,452	\$206,783
Condominium	44	\$156,718
Duplex	18	\$70,352
Total	1,514	\$203,706

6/14/2018