



**Multiple Listing Service Sales Report
November 2018**

Sales Summary

	November Total Sales			YTD Total MLS Sales		
	2018	2017	% change	2018	2017	% change
Units	1,031	1,177	-12.4%	13,899	13,919	-0.1%
Average Sales Price	\$204,858	\$203,038	0.9%	\$208,979	\$195,554	6.9%
Median Sales Price	\$175,000	\$165,000	6.1%	\$174,900	\$162,500	7.6%

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	6	12	3	2	0	23	392
\$ 20,000 - 29,999	10	20	5	0	1	36	387
\$ 30,000 - 39,999	8	14	1	0	2	25	348
\$ 40,000 - 49,999	0	25	1	1	1	28	321
\$ 50,000 - 59,999	8	17	0	4	1	30	379
\$ 60,000 - 69,999	5	22	6	1	4	38	434
\$ 70,000 - 79,999	4	14	3	1	2	24	414
\$ 80,000 - 89,999	3	15	5	1	3	27	381
\$ 90,000 - 99,999	2	21	5	2	3	33	399
\$100,000 - 119,999	5	36	7	0	1	49	792
\$120,000 - 139,999	3	59	12	0	5	79	1010
\$140,000 - 159,999	1	60	14	0	3	78	995
\$160,000 - 179,999	4	40	18	0	2	64	941
\$180,000 - 199,999	2	48	21	1	2	74	880
\$200,000 - 249,999	6	47	58	0	8	119	1,676
\$250,000 - 299,999	2	27	66	4	2	101	1411
\$300,000 - 399,999	0	21	82	0	4	107	1382
\$400,000 - 499,999	0	9	35	0	0	44	673
\$500,000 - 749,999	1	2	38	0	1	42	474
\$750,000 - 999,999	0	1	7	0	0	8	145
\$1,000,000 and over	0	0	2	0	0	4	65
Total Types	70	510	389	17	45	1,031	13,899
Average Sale Price	\$96,410	\$148,840	\$306,598	\$120,265	\$160,902	\$204,858	\$208,979
Median Sale Price	\$67,000	\$139,950	\$280,000	\$77,000	\$130,000	\$175,000	\$174,900

Price Group	Sales	% of Total
0 - \$99,999	264	25.6%
\$100,000 - 199,999	344	33.4%
\$200,000 - 399,999	327	31.7%
\$400,000 and above	98	9.5%

Time on Market	Units
1 to 30 days	513
31 to 60 days	186
61 to 90 days	104
91 to 120 days	70
More than 120 Days	95
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: 11/01/2018 - 11/30/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	6	12	3	2	0	23
20,000 to 29,999	10	20	5	0	1	36
30,000 to 39,999	8	14	1	0	2	25
40,000 to 49,999	0	25	1	1	1	28
50,000 to 59,999	8	17	0	4	1	30
60,000 to 69,999	5	22	6	1	4	38
70,000 to 79,999	4	14	3	1	2	24
80,000 to 89,999	3	15	5	1	3	27
90,000 to 99,999	2	21	5	2	3	33
100,000 to 119,999	5	36	7	0	1	49
120,000 to 139,999	3	59	12	0	5	79
140,000 to 159,999	1	60	14	0	3	78
160,000 to 179,999	4	40	18	0	2	64
180,000 to 199,999	2	48	21	1	2	74
200,000 to 249,999	6	47	58	0	8	119
250,000 to 299,999	2	27	66	4	2	101
300,000 to 399,999	0	21	82	0	4	107
400,000 to 499,999	0	9	35	0	0	44
500,000 to 749,999	1	2	38	0	1	42
750,000 to 999,999	0	1	7	0	0	8
1,000,000 and greater	0	0	2	0	0	2
Totals	70	510	389	17	45	1031
Average List Price	\$99,424	\$152,725	\$314,473	\$125,776	\$165,238	\$210,236
Median List Price	\$69,900	\$142,500	\$279,900	\$85,000	\$133,900	\$175,000
Average Sale Price	\$96,410	\$148,840	\$306,598	\$120,265	\$160,902	\$204,858
Median Sale Price	\$67,000	\$139,950	\$280,000	\$77,000	\$130,000	\$175,000

Time on Market	# Units
1-30	513
31-60	186
61-90	104
91-120	70
greater than 120 days	95
Total Units Sold	968
Average Market Time	52

Type of Financing	# Units
Conventional	388
Cash	316
FHA	208
VA	62
Owner	2
Other	55

Residential Home Sales Report

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Real Estate Trend Indicator

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State: Tennessee

Date Range: 01/01/2018 - 11/30/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	112	208	38	20	14	392
20,000 to 29,999	97	229	40	11	10	387
30,000 to 39,999	71	212	30	20	15	348
40,000 to 49,999	47	216	32	9	17	321
50,000 to 59,999	56	242	45	12	24	379
60,000 to 69,999	55	296	50	9	24	434
70,000 to 79,999	44	285	56	5	24	414
80,000 to 89,999	59	247	45	5	25	381
90,000 to 99,999	37	272	50	6	34	399
100,000 to 119,999	74	572	118	6	22	792
120,000 to 139,999	57	742	147	6	58	1010
140,000 to 159,999	44	738	154	4	55	995
160,000 to 179,999	50	608	223	5	55	941
180,000 to 199,999	39	450	360	2	29	880
200,000 to 249,999	61	647	878	5	85	1676
250,000 to 299,999	27	362	964	10	48	1411
300,000 to 399,999	11	262	1068	1	40	1382
400,000 to 499,999	3	73	591	0	6	673
500,000 to 749,999	2	31	435	0	6	474
750,000 to 999,999	0	6	135	0	4	145
1,000,000 and greater	2	4	59	0	0	65
Totals	948	6702	5518	136	595	13899
Average List Price	\$103,454	\$148,343	\$319,733	\$91,790	\$172,707	\$213,814
Median List Price	\$80,000	\$137,000	\$279,900	\$65,000	\$157,000	\$175,000
Average Sale Price	\$99,310	\$145,449	\$312,403	\$85,563	\$168,359	\$208,979
Median Sale Price	\$77,250	\$135,000	\$275,000	\$57,500	\$154,000	\$174,900

Time on Market	# Units
1-30	7331
31-60	2341
61-90	1145
91-120	712
greater than 120 days	1536
Total Units Sold	13065
Average Market Time	53

Type of Financing	# Units
Conventional	5849
Cash	3756
FHA	2678
VA	928
Owner	22
Other	660

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 12/16/2018

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	101	5	2
20,000 to 29,999	89	5	1
30,000 to 39,999	170	9	3
40,000 to 49,999	165	3	6
50,000 to 59,999	145	8	2
60,000 to 69,999	164	3	10
70,000 to 79,999	149	9	5
80,000 to 89,999	121	1	9
90,000 to 99,999	87	4	4
100,000 to 119,999	138	3	8
120,000 to 139,999	173	0	7
140,000 to 159,999	166	1	14
160,000 to 179,999	196	2	8
180,000 to 199,999	173	4	2
200,000 to 249,999	354	0	17
250,000 to 299,999	428	2	14
300,000 to 399,999	385	1	11
400,000 to 499,999	249	0	3
500,000 to 749,999	241	0	3
750,000 to 999,999	86	0	1
1,000,000 and greater	80	0	0
Totals	3860	60	130
Average Price	\$259,011	\$81,453	\$183,233
Median Price	\$189,900	\$62,200	\$150,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,860	\$259,010
Condominium	130	\$183,233
Duplex	60	\$81,453
Total	4,050	\$253,947

PENDING	Listings	Average List Price
Residential	1,090	\$180,404
Condominium	30	\$126,176
Duplex	26	\$90,680
Total	1,146	\$176,949

12/16/2018