



**Multiple Listing Service Sales Report
October 2018**

Sales Summary

	October Total Sales			YTD Total MLS Sales		
	2018	2017	% change	2018	2017	% change
Units	1,256	1,154	8.8%	12,771	12,640	1.0%
Average Sales Price	\$200,632	\$195,871	2.4%	\$209,586	\$195,209	7.4%
Median Sales Price	\$171,714	\$161,250	6.5%	\$175,000	\$162,500	7.7%

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	9	20	1	0	2	32	365
\$ 20,000 - 29,999	6	12	2	3	2	25	349
\$ 30,000 - 39,999	6	17	2	3	1	29	322
\$ 40,000 - 49,999	7	23	7	1	2	40	288
\$ 50,000 - 59,999	7	20	4	1	2	34	344
\$ 60,000 - 69,999	2	30	6	1	4	43	391
\$ 70,000 - 79,999	5	32	11	0	0	48	383
\$ 80,000 - 89,999	5	18	5	0	3	31	353
\$ 90,000 - 99,999	4	22	4	0	4	34	360
\$100,000 - 119,999	8	61	10	0	3	82	735
\$120,000 - 139,999	5	70	16	1	8	100	921
\$140,000 - 159,999	4	61	8	1	5	79	912
\$160,000 - 179,999	8	58	10	0	4	80	870
\$180,000 - 199,999	5	51	35	0	2	93	803
\$200,000 - 249,999	11	56	91	0	7	165	1,547
\$250,000 - 299,999	2	41	74	1	5	123	1305
\$300,000 - 399,999	2	19	90	1	4	116	1268
\$400,000 - 499,999	0	3	49	0	1	53	627
\$500,000 - 749,999	0	4	28	0	0	32	431
\$750,000 - 999,999	0	1	11	0	1	13	134
\$1,000,000 and over	0	0	4	0	0	4	63
Total Types	96	619	468	13	60	1,256	12,771
Average Sale Price	\$110,361	\$146,080	\$298,612	\$93,008	\$166,937	\$200,632	\$209,586
Median Sale Price	\$91,500	\$135,500	\$261,500	\$43,500	\$138,200	\$171,714	\$175,000

Price Group	Sales	% of Total
0 - \$99,999	316	25.2%
\$100,000 - 199,999	434	34.6%
\$200,000 - 399,999	404	32.2%
\$400,000 and above	102	8.1%

Time on Market	Units
1 to 30 days	630
31 to 60 days	239
61 to 90 days	110
91 to 120 days	79
More than 120 Days	128
Average Market Time	51

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: 10/01/2018 - 10/31/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	9	20	1	0	2	32
20,000 to 29,999	6	12	2	3	2	25
30,000 to 39,999	6	17	2	3	1	29
40,000 to 49,999	7	23	7	1	2	40
50,000 to 59,999	7	20	4	1	2	34
60,000 to 69,999	2	30	6	1	4	43
70,000 to 79,999	5	32	11	0	0	48
80,000 to 89,999	5	18	5	0	3	31
90,000 to 99,999	4	22	4	0	4	34
100,000 to 119,999	8	61	10	0	3	82
120,000 to 139,999	5	70	16	1	8	100
140,000 to 159,999	4	61	8	1	5	79
160,000 to 179,999	8	58	10	0	4	80
180,000 to 199,999	5	51	35	0	2	93
200,000 to 249,999	11	56	91	0	7	165
250,000 to 299,999	2	41	74	1	5	123
300,000 to 399,999	2	19	90	1	4	116
400,000 to 499,999	0	3	49	0	1	53
500,000 to 749,999	0	4	28	0	0	32
750,000 to 999,999	0	1	11	0	1	13
1,000,000 and greater	0	0	4	0	0	4
Totals	96	619	468	13	60	1256
Average List Price	\$114,870	\$149,321	\$306,077	\$99,358	\$171,460	\$205,637
Median List Price	\$95,000	\$139,900	\$269,200	\$47,500	\$139,450	\$175,000
Average Sale Price	\$110,361	\$146,080	\$298,612	\$93,008	\$166,937	\$200,632
Median Sale Price	\$91,500	\$135,500	\$261,500	\$43,500	\$138,200	\$171,714

Time on Market	# Units
1-30	630
31-60	239
61-90	110
91-120	79
greater than 120 days	128
Total Units Sold	1186
Average Market Time	51

Type of Financing	# Units
Conventional	507
Cash	363
FHA	238
VA	88
Owner	1
Other	59

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 - 10/31/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	104	195	36	18	12	365
20,000 to 29,999	87	207	35	11	9	349
30,000 to 39,999	63	197	29	20	13	322
40,000 to 49,999	47	186	31	8	16	288
50,000 to 59,999	48	225	43	8	20	344
60,000 to 69,999	50	269	44	8	20	391
70,000 to 79,999	40	265	52	4	22	383
80,000 to 89,999	56	231	40	4	22	353
90,000 to 99,999	35	247	44	3	31	360
100,000 to 119,999	68	529	111	6	21	735
120,000 to 139,999	54	675	133	6	53	921
140,000 to 159,999	43	673	140	4	52	912
160,000 to 179,999	46	564	202	5	53	870
180,000 to 199,999	37	400	338	1	27	803
200,000 to 249,999	55	597	814	5	76	1547
250,000 to 299,999	25	335	893	6	46	1305
300,000 to 399,999	10	241	980	1	36	1268
400,000 to 499,999	3	64	554	0	6	627
500,000 to 749,999	1	29	396	0	5	431
750,000 to 999,999	0	5	126	0	3	134
1,000,000 and greater	2	4	57	0	0	63
Totals	874	6138	5098	118	543	12771
Average List Price	\$103,711	\$148,324	\$320,255	\$86,842	\$173,087	\$214,388
Median List Price	\$83,450	\$136,900	\$279,900	\$56,100	\$159,000	\$175,500
Average Sale Price	\$99,471	\$145,501	\$312,961	\$80,459	\$168,762	\$209,586
Median Sale Price	\$79,900	\$135,000	\$275,000	\$52,500	\$155,000	\$175,000

Time on Market	# Units
1-30	6757
31-60	2144
61-90	1029
91-120	640
greater than 120 days	1436
Total Units Sold	12006
Average Market Time	53

Type of Financing	# Units
Conventional	5423
Cash	3412
FHA	2452
VA	860
Owner	20
Other	598

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 11/15/2018

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	99	4	3
20,000 to 29,999	98	5	2
30,000 to 39,999	184	7	3
40,000 to 49,999	160	5	5
50,000 to 59,999	167	5	3
60,000 to 69,999	169	4	7
70,000 to 79,999	145	8	2
80,000 to 89,999	115	3	7
90,000 to 99,999	93	4	9
100,000 to 119,999	124	1	7
120,000 to 139,999	191	1	8
140,000 to 159,999	172	0	12
160,000 to 179,999	188	3	9
180,000 to 199,999	191	2	6
200,000 to 249,999	384	1	18
250,000 to 299,999	435	4	13
300,000 to 399,999	434	1	13
400,000 to 499,999	281	0	4
500,000 to 749,999	280	0	5
750,000 to 999,999	102	0	2
1,000,000 and greater	93	0	0
Totals	4105	58	138
Average Price	\$269,113	\$91,372	\$198,412
Median Price	\$198,500	\$67,000	\$162,950

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,105	\$269,113
Condominium	138	\$198,411
Duplex	58	\$91,371
Total	4,301	\$264,447

PENDING	Listings	Average List Price
Residential	1,172	\$183,607
Condominium	32	\$138,106
Duplex	32	\$87,690
Total	1,236	\$179,945

11/15/2018