



**Multiple Listing Service Sales Report
September 2018**

Sales Summary

	September Total Sales			YTD Total MLS Sales		
	2018	2017	% change	2018	2017	% change
Units	1,188	1,163	2.5%	11,448	11,418	0.3%
Average Sales Price	\$209,877	\$205,636	2.1%	\$210,733	\$195,345	7.9%
Median Sales Price	\$174,950	\$173,500	0.8%	\$175,000	\$163,000	7.4%

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	10	16	2	0	0	28	332
\$ 20,000 - 29,999	14	23	3	1	1	42	322
\$ 30,000 - 39,999	6	17	3	1	0	27	292
\$ 40,000 - 49,999	5	15	2	2	2	26	246
\$ 50,000 - 59,999	4	24	3	2	4	37	306
\$ 60,000 - 69,999	7	24	4	0	2	37	343
\$ 70,000 - 79,999	3	26	3	0	4	36	333
\$ 80,000 - 89,999	8	10	6	0	4	28	316
\$ 90,000 - 99,999	1	27	6	0	3	37	326
\$100,000 - 119,999	5	45	8	1	0	59	652
\$120,000 - 139,999	4	58	9	1	5	77	820
\$140,000 - 159,999	7	65	15	1	4	92	825
\$160,000 - 179,999	6	59	16	1	8	90	784
\$180,000 - 199,999	3	35	31	0	2	71	703
\$200,000 - 249,999	4	50	82	1	6	143	1,376
\$250,000 - 299,999	1	35	83	1	2	122	1178
\$300,000 - 399,999	1	23	88	0	7	119	1147
\$400,000 - 499,999	0	10	51	0	0	61	570
\$500,000 - 749,999	0	3	34	0	0	37	397
\$750,000 - 999,999	0	1	8	0	1	10	121
\$1,000,000 and over	0	1	8	0	0	9	59
Total Types	89	567	465	12	55	1,188	11,448
Average Sale Price	\$87,664	\$151,264	\$311,822	\$107,700	\$172,275	\$209,877	\$210,733
Median Sale Price	\$66,900	\$139,900	\$275,000	\$79,250	\$158,250	\$174,950	\$175,000

Price Group	Sales	% of Total
0 - \$99,999	298	25.1%
\$100,000 - 199,999	389	32.7%
\$200,000 - 399,999	384	32.3%
\$400,000 and above	117	9.8%

Time on Market	Units
1 to 30 days	619
31 to 60 days	215
61 to 90 days	102
91 to 120 days	56
More than 120 Days	120
Average Market Time	54

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: 09/01/2018 - 09/30/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	10	16	2	0	0	28
20,000 to 29,999	14	23	3	1	1	42
30,000 to 39,999	6	17	3	1	0	27
40,000 to 49,999	5	15	2	2	2	26
50,000 to 59,999	4	24	3	2	4	37
60,000 to 69,999	7	24	4	0	2	37
70,000 to 79,999	3	26	3	0	4	36
80,000 to 89,999	8	10	6	0	4	28
90,000 to 99,999	1	27	6	0	3	37
100,000 to 119,999	5	45	8	1	0	59
120,000 to 139,999	4	58	9	1	5	77
140,000 to 159,999	7	65	15	1	4	92
160,000 to 179,999	6	59	16	1	8	90
180,000 to 199,999	3	35	31	0	2	71
200,000 to 249,999	4	50	82	1	6	143
250,000 to 299,999	1	35	83	1	2	122
300,000 to 399,999	1	23	88	0	7	119
400,000 to 499,999	0	10	51	0	0	61
500,000 to 749,999	0	3	34	0	0	37
750,000 to 999,999	0	1	8	0	1	10
1,000,000 and greater	0	1	8	0	0	9
Totals	89	567	465	12	55	1188
Average List Price	\$91,763	\$154,882	\$317,662	\$117,300	\$176,115	\$214,471
Median List Price	\$73,500	\$142,000	\$276,000	\$89,750	\$159,000	\$175,000
Average Sale Price	\$87,664	\$151,264	\$311,822	\$107,700	\$172,275	\$209,877
Median Sale Price	\$66,900	\$139,900	\$275,000	\$79,250	\$158,250	\$174,950

Time on Market	# Units
1-30	619
31-60	215
61-90	102
91-120	56
greater than 120 days	120
Total Units Sold	1112
Average Market Time	54

Type of Financing	# Units
Conventional	495
Cash	326
FHA	225
VA	93
Owner	4
Other	45

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 - 09/30/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	95	175	34	18	10	332
20,000 to 29,999	80	194	33	8	7	322
30,000 to 39,999	57	179	27	17	12	292
40,000 to 49,999	40	162	24	7	13	246
50,000 to 59,999	41	202	39	7	17	306
60,000 to 69,999	48	235	37	7	16	343
70,000 to 79,999	35	231	41	4	22	333
80,000 to 89,999	49	210	34	4	19	316
90,000 to 99,999	31	224	41	3	27	326
100,000 to 119,999	59	468	101	6	18	652
120,000 to 139,999	49	604	117	5	45	820
140,000 to 159,999	38	607	130	3	47	825
160,000 to 179,999	38	501	191	5	49	784
180,000 to 199,999	32	345	300	1	25	703
200,000 to 249,999	44	540	718	5	69	1376
250,000 to 299,999	23	291	818	5	41	1178
300,000 to 399,999	8	222	885	0	32	1147
400,000 to 499,999	3	61	501	0	5	570
500,000 to 749,999	1	25	366	0	5	397
750,000 to 999,999	0	4	115	0	2	121
1,000,000 and greater	2	4	53	0	0	59
Totals	773	5484	4605	105	481	11448
Average List Price	\$102,399	\$148,311	\$321,894	\$85,292	\$173,802	\$215,528
Median List Price	\$79,900	\$135,900	\$279,900	\$62,500	\$159,900	\$176,838
Average Sale Price	\$98,177	\$145,534	\$314,585	\$78,906	\$169,492	\$210,733
Median Sale Price	\$76,000	\$135,000	\$276,800	\$53,000	\$157,000	\$175,000

Time on Market	# Units
1-30	6090
31-60	1891
61-90	916
91-120	560
greater than 120 days	1302
Total Units Sold	10759
Average Market Time	54

Type of Financing	# Units
Conventional	4890
Cash	3028
FHA	2203
VA	767
Owner	19
Other	535

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 10/15/2018

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	90	5	5
20,000 to 29,999	83	7	2
30,000 to 39,999	176	9	1
40,000 to 49,999	158	7	3
50,000 to 59,999	161	6	1
60,000 to 69,999	182	6	9
70,000 to 79,999	139	8	6
80,000 to 89,999	118	5	7
90,000 to 99,999	96	3	9
100,000 to 119,999	142	1	7
120,000 to 139,999	190	1	14
140,000 to 159,999	180	0	11
160,000 to 179,999	189	3	15
180,000 to 199,999	215	3	4
200,000 to 249,999	386	0	20
250,000 to 299,999	435	7	13
300,000 to 399,999	449	1	12
400,000 to 499,999	291	0	4
500,000 to 749,999	312	0	4
750,000 to 999,999	112	0	2
1,000,000 and greater	99	0	0
Totals	4203	72	149
Average Price	\$275,967	\$92,144	\$191,100
Median Price	\$199,900	\$64,950	\$159,500

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,203	\$275,966
Condominium	149	\$191,100
Duplex	72	\$92,143
Total	4,424	\$270,116

PENDING	Listings	Average List Price
Residential	1,241	\$192,602
Condominium	41	\$186,026
Duplex	20	\$86,090
Total	1,302	\$190,758

10/15/2018