



**Multiple Listing Service Sales Report
April 2019**

Sales Summary

	April Total Sales			YTD Total MLS Sales		
	2019	2018	% change	2019	2018	% change
Units	1,307	1,239	5.5%	4,366	4,311	1.3%
Average Sales Price	\$199,851	\$204,640	-2.3%	\$197,659	\$199,346	-0.8%
Median Sales Price	\$174,000	\$165,000	5.5%	\$168,000	\$162,900	3.1%

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	7	11	2	1	2	23	103
\$ 20,000 - 29,999	14	20	3	5	2	44	125
\$ 30,000 - 39,999	10	40	6	4	1	61	180
\$ 40,000 - 49,999	2	23	5	6	1	37	134
\$ 50,000 - 59,999	5	24	4	4	2	39	133
\$ 60,000 - 69,999	6	25	1	0	4	36	147
\$ 70,000 - 79,999	5	29	7	1	5	47	162
\$ 80,000 - 89,999	3	22	4	0	4	33	124
\$ 90,000 - 99,999	5	25	2	0	1	33	106
\$100,000 - 119,999	4	45	7	0	3	59	261
\$120,000 - 139,999	4	60	12	1	7	84	284
\$140,000 - 159,999	2	63	20	1	4	90	290
\$160,000 - 179,999	1	70	13	1	3	88	307
\$180,000 - 199,999	3	56	29	0	4	92	271
\$200,000 - 249,999	7	56	89	0	12	164	516
\$250,000 - 299,999	6	41	77	0	8	132	451
\$300,000 - 399,999	1	22	109	0	2	134	410
\$400,000 - 499,999	0	7	45	0	1	53	177
\$500,000 - 749,999	0	1	46	0	1	48	137
\$750,000 - 999,999	0	0	9	0	0	9	35
\$1,000,000 and over	0	0	1	0	0	1	13
Total Types	85	640	491	24	67	1,307	4,366
Average Sale Price	\$95,473	\$143,194	\$304,089	\$52,063	\$162,515	\$199,851	\$197,659
Median Sale Price	\$65,500	\$137,450	\$275,615	\$42,500	\$145,000	\$174,000	\$168,000

Price Group	Sales	% of Total
0 - \$99,999	353	27.0%
\$100,000 - 199,999	413	31.6%
\$200,000 - 399,999	430	32.9%
\$400,000 and above	111	8.5%

Time on Market	Units
1 to 30 days	575
31 to 60 days	179
61 to 90 days	79
91 to 120 days	75
More than 120 Days	144
Average Market Time	59

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: 04/01/2019 - 04/30/2019

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	7	11	2	1	2	23
20,000 to 29,999	14	20	3	5	2	44
30,000 to 39,999	10	40	6	4	1	61
40,000 to 49,999	2	23	5	6	1	37
50,000 to 59,999	5	24	4	4	2	39
60,000 to 69,999	6	25	1	0	4	36
70,000 to 79,999	5	29	7	1	5	47
80,000 to 89,999	3	22	4	0	4	33
90,000 to 99,999	5	25	2	0	1	33
100,000 to 119,999	4	45	7	0	3	59
120,000 to 139,999	4	60	12	1	7	84
140,000 to 159,999	2	63	20	1	4	90
160,000 to 179,999	1	70	13	1	3	88
180,000 to 199,999	3	56	29	0	4	92
200,000 to 249,999	7	56	89	0	12	164
250,000 to 299,999	6	41	77	0	8	132
300,000 to 399,999	1	22	109	0	2	134
400,000 to 499,999	0	7	45	0	1	53
500,000 to 749,999	0	1	46	0	1	48
750,000 to 999,999	0	0	9	0	0	9
1,000,000 and greater	0	0	1	0	0	1
Totals	85	640	491	24	67	1307
Average List Price	\$98,359	\$145,412	\$309,607	\$58,196	\$166,004	\$203,489
Median List Price	\$69,000	\$139,900	\$279,000	\$42,250	\$150,000	\$178,500
Average Sale Price	\$95,473	\$143,194	\$304,089	\$52,063	\$162,515	\$199,851
Median Sale Price	\$65,500	\$137,450	\$275,615	\$42,500	\$145,000	\$174,000

Time on Market	# Units
1-30	722
31-60	188
61-90	76
91-120	70
greater than 120 days	160
Total Units Sold	1216
Average Market Time	54

Type of Financing	# Units
Conventional	563
Cash	351
FHA	244
VA	95
Owner	4
Other	50

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2019 - 04/30/2019

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	37	49	9	4	4	103
20,000 to 29,999	33	62	16	9	5	125
30,000 to 39,999	34	118	18	6	4	180
40,000 to 49,999	26	80	17	7	4	134
50,000 to 59,999	20	79	17	8	9	133
60,000 to 69,999	21	88	15	8	15	147
70,000 to 79,999	22	97	23	3	17	162
80,000 to 89,999	8	85	14	2	15	124
90,000 to 99,999	14	76	11	1	4	106
100,000 to 119,999	23	190	31	5	12	261
120,000 to 139,999	16	211	39	1	17	284
140,000 to 159,999	8	211	58	1	12	290
160,000 to 179,999	9	209	67	3	19	307
180,000 to 199,999	6	151	104	1	9	271
200,000 to 249,999	23	186	276	0	31	516
250,000 to 299,999	9	121	302	0	19	451
300,000 to 399,999	5	80	314	2	9	410
400,000 to 499,999	0	20	155	0	2	177
500,000 to 749,999	0	5	130	0	2	137
750,000 to 999,999	1	0	34	0	0	35
1,000,000 and greater	0	0	13	0	0	13
Totals	315	2118	1663	61	209	4366
Average List Price	\$92,958	\$144,336	\$307,429	\$77,721	\$158,288	\$202,488
Median List Price	\$69,000	\$135,000	\$274,307	\$65,000	\$143,000	\$169,900
Average Sale Price	\$88,985	\$141,144	\$300,252	\$71,667	\$154,627	\$197,659
Median Sale Price	\$63,000	\$132,001	\$270,000	\$55,000	\$138,000	\$168,000

Time on Market	# Units
1-30	2133
31-60	700
61-90	376
91-120	273
greater than 120 days	576
Total Units Sold	4058
Average Market Time	59

Type of Financing	# Units
Conventional	1735
Cash	1292
FHA	831
VA	306
Owner	10
Other	192

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 5/15/2019

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	72	3	3
20,000 to 29,999	98	4	5
30,000 to 39,999	147	5	3
40,000 to 49,999	187	4	4
50,000 to 59,999	189	5	5
60,000 to 69,999	135	6	7
70,000 to 79,999	125	9	3
80,000 to 89,999	103	0	6
90,000 to 99,999	75	3	3
100,000 to 119,999	124	1	5
120,000 to 139,999	141	2	8
140,000 to 159,999	160	3	10
160,000 to 179,999	171	0	5
180,000 to 199,999	150	3	5
200,000 to 249,999	374	1	24
250,000 to 299,999	391	2	10
300,000 to 399,999	429	0	13
400,000 to 499,999	315	0	4
500,000 to 749,999	326	0	2
750,000 to 999,999	120	0	2
1,000,000 and greater	104	0	0
Totals	3936	51	127
Average Price	\$288,874	\$83,094	\$193,689
Median Price	\$217,750	\$65,000	\$165,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,936	\$288,874
Condominium	127	\$193,689
Duplex	51	\$83,094
Total	4,114	\$283,385

PENDING	Listings	Average List Price
Residential	1,378	\$222,347
Condominium	52	\$183,437
Duplex	9	\$108,666
Total	1,439	\$220,229

5/15/2019