



**Multiple Listing Service Sales Report
January 2019**

Sales Summary

	January Total Sales			YTD Total MLS Sales		
	2019	2018	% change	2019	2018	% change
Units	843	866	-2.7%	843	866	-2.7%
Average Sales Price	\$190,691	\$198,743	-4.1%	\$190,691	\$198,743	-4.1%
Median Sales Price	\$162,000	\$157,500	2.9%	\$162,000	\$157,500	2.9%

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	13	9	0	2	1	25	25
\$ 20,000 - 29,999	5	11	4	2	2	24	24
\$ 30,000 - 39,999	9	18	2	0	2	31	31
\$ 40,000 - 49,999	5	18	4	0	2	29	29
\$ 50,000 - 59,999	7	18	3	0	2	30	30
\$ 60,000 - 69,999	5	22	4	2	4	37	37
\$ 70,000 - 79,999	5	20	1	1	5	32	32
\$ 80,000 - 89,999	1	11	2	1	2	17	33
\$ 90,000 - 99,999	3	16	2	0	2	23	43
\$100,000 - 119,999	4	42	8	2	1	57	110
\$120,000 - 139,999	1	41	9	0	5	56	111
\$140,000 - 159,999	1	35	14	0	3	53	105
\$160,000 - 179,999	0	34	15	1	7	57	114
\$180,000 - 199,999	0	23	17	0	1	41	82
\$200,000 - 249,999	3	44	56	0	5	108	213
\$250,000 - 299,999	0	21	64	0	4	89	178
\$300,000 - 399,999	0	18	55	1	1	75	150
\$400,000 - 499,999	0	1	26	0	0	27	54
\$500,000 - 749,999	0	1	21	0	0	22	44
\$750,000 - 999,999	0	0	7	0	0	7	14
\$1,000,000 and over	0	0	3	0	0	3	3
Total Types	62	403	317	12	49	843	843
Average Sale Price	\$58,817	\$139,521	\$294,651	\$88,260	\$130,932	\$190,691	\$190,691
Median Sale Price	\$45,000	\$125,000	\$265,000	\$68,500	\$122,500	\$162,000	\$162,000

Price Group	Sales	% of Total
0 - \$99,999	248	29.4%
\$100,000 - 199,999	264	31.3%
\$200,000 - 399,999	272	32.3%
\$400,000 and above	59	7.0%

Time on Market	Units
1 to 30 days	367
31 to 60 days	147
61 to 90 days	103
91 to 120 days	56
More than 120 Days	118
Average Market Time	63

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: 01/01/2019 - 1/31/2019

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	13	9	0	2	1	25
20,000 to 29,999	5	11	4	2	2	24
30,000 to 39,999	9	18	2	0	2	31
40,000 to 49,999	5	18	4	0	2	29
50,000 to 59,999	7	18	3	0	2	30
60,000 to 69,999	5	22	4	2	4	37
70,000 to 79,999	5	20	1	1	5	32
80,000 to 89,999	1	11	2	1	2	17
90,000 to 99,999	3	16	2	0	2	23
100,000 to 119,999	4	42	8	2	1	57
120,000 to 139,999	1	41	9	0	5	56
140,000 to 159,999	1	35	14	0	3	53
160,000 to 179,999	0	34	15	1	7	57
180,000 to 199,999	0	23	17	0	1	41
200,000 to 249,999	3	44	56	0	5	108
250,000 to 299,999	0	21	64	0	4	89
300,000 to 399,999	0	18	55	1	1	75
400,000 to 499,999	0	1	26	0	0	27
500,000 to 749,999	0	1	21	0	0	22
750,000 to 999,999	0	0	7	0	0	7
1,000,000 and greater	0	0	3	0	0	3
Totals	62	403	317	12	49	843
Average List Price	\$63,305	\$143,990	\$301,736	\$96,842	\$135,297	\$196,198
Median List Price	\$51,250	\$129,900	\$269,900	\$73,500	\$129,900	\$165,000
Average Sale Price	\$58,817	\$139,521	\$294,651	\$88,260	\$130,932	\$190,691
Median Sale Price	\$45,000	\$125,000	\$265,000	\$68,500	\$122,500	\$162,000

Time on Market	# Units
1-30	367
31-60	147
61-90	103
91-120	56
greater than 120 days	118
Total Units Sold	791
Average Market Time	63

Type of Financing	# Units
Conventional	337
Cash	265
FHA	152
VA	67
Owner	1
Other	21

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 2/15/2019

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	86	5	3
20,000 to 29,999	82	4	0
30,000 to 39,999	169	6	4
40,000 to 49,999	164	3	6
50,000 to 59,999	159	3	2
60,000 to 69,999	151	4	8
70,000 to 79,999	132	8	7
80,000 to 89,999	119	2	9
90,000 to 99,999	82	2	5
100,000 to 119,999	128	2	5
120,000 to 139,999	168	0	9
140,000 to 159,999	138	0	9
160,000 to 179,999	170	1	6
180,000 to 199,999	176	5	2
200,000 to 249,999	323	0	18
250,000 to 299,999	379	2	7
300,000 to 399,999	353	0	11
400,000 to 499,999	234	0	3
500,000 to 749,999	238	0	4
750,000 to 999,999	90	0	1
1,000,000 and greater	79	0	0
Totals	3620	47	119
Average Price	\$262,318	\$80,695	\$183,198
Median Price	\$189,650	\$65,000	\$141,500

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,620	\$262,317
Condominium	119	\$183,198
Duplex	47	\$80,694
Total	3,786	\$257,576

PENDING	Listings	Average List Price
Residential	1,209	\$196,868
Condominium	26	\$147,923
Duplex	25	\$69,616
Total	1,260	\$193,333

2/15/2019