



**Multiple Listing Service Sales Report
September 2019**

Sales Summary

| | September Total Sales | | | YTD Total MLS Sales | | |
|----------------------------|-----------------------|-----------|----------|---------------------|-----------|----------|
| | 2019 | 2018 | % change | 2019 | 2018 | % change |
| Units | 1,229 | 1,188 | 3.5% | 11,577 | 11,448 | 1.1% |
| Average Sales Price | \$211,080 | \$209,877 | 0.6% | \$215,462 | \$210,733 | 2.2% |
| Median Sales Price | \$179,900 | \$174,950 | 2.8% | \$184,000 | \$175,000 | 5.1% |

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 | 11 | 12 | 5 | 0 | 4 | 32 | 245 |
| \$ 20,000 - 29,999 | 8 | 19 | 7 | 0 | 1 | 35 | 282 |
| \$ 30,000 - 39,999 | 12 | 22 | 2 | 2 | 2 | 40 | 395 |
| \$ 40,000 - 49,999 | 7 | 21 | 5 | 0 | 0 | 33 | 304 |
| \$ 50,000 - 59,999 | 6 | 20 | 3 | 0 | 5 | 34 | 308 |
| \$ 60,000 - 69,999 | 5 | 20 | 3 | 4 | 2 | 34 | 350 |
| \$ 70,000 - 79,999 | 7 | 24 | 5 | 2 | 2 | 40 | 356 |
| \$ 80,000 - 89,999 | 6 | 18 | 5 | 0 | 1 | 30 | 301 |
| \$ 90,000 - 99,999 | 3 | 26 | 3 | 0 | 2 | 34 | 256 |
| \$100,000 - 119,999 | 10 | 44 | 6 | 0 | 6 | 66 | 608 |
| \$120,000 - 139,999 | 2 | 56 | 7 | 0 | 7 | 72 | 721 |
| \$140,000 - 159,999 | 2 | 53 | 15 | 0 | 1 | 71 | 730 |
| \$160,000 - 179,999 | 3 | 72 | 15 | 0 | 6 | 96 | 797 |
| \$180,000 - 199,999 | 0 | 51 | 24 | 0 | 1 | 76 | 726 |
| \$200,000 - 249,999 | 6 | 65 | 63 | 1 | 7 | 142 | 1471 |
| \$250,000 - 299,999 | 2 | 39 | 83 | 0 | 4 | 128 | 1224 |
| \$300,000 - 399,999 | 1 | 29 | 106 | 0 | 6 | 142 | 1281 |
| \$400,000 - 499,999 | 0 | 9 | 53 | 0 | 2 | 64 | 585 |
| \$500,000 - 749,999 | 0 | 2 | 40 | 0 | 1 | 43 | 489 |
| \$750,000 - 999,999 | 0 | 0 | 12 | 0 | 0 | 12 | 100 |
| \$1,000,000 and over | 0 | 0 | 5 | 0 | 0 | 5 | 48 |
| Total Types | 91 | 602 | 467 | 9 | 60 | 1,229 | 11,577 |
| Average Sale Price | \$81,003 | \$153,230 | \$333,406 | \$80,517 | \$166,268 | \$211,080 | \$215,462 |
| Median Sale Price | \$65,000 | \$145,000 | \$290,000 | \$65,000 | \$137,250 | \$179,900 | \$184,000 |

| Price Group | Sales | % of Total |
|---------------------|-------|------------|
| 0 - \$99,999 | 312 | 25.4% |
| \$100,000 - 199,999 | 381 | 31.0% |
| \$200,000 - 399,999 | 412 | 33.5% |
| \$400,000 and above | 124 | 10.1% |

| Time on Market | Units |
|----------------------------|-----------|
| 1 to 30 days | 669 |
| 31 to 60 days | 199 |
| 61 to 90 days | 113 |
| 91 to 120 days | 50 |
| More than 120 Days | 118 |
| Average Market Time | 53 |

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: 09/01/2019 - 09/30/2019

Sold Residential Listings

| Price Class/Type | < 3 Bed | 3 Bed | > 3 Bed | Duplex | Condo | Total Units |
|-----------------------|-----------|------------|------------|----------|-----------|-------------|
| 19,999 and below | 11 | 12 | 5 | 0 | 4 | 32 |
| 20,000 to 29,999 | 8 | 19 | 7 | 0 | 1 | 35 |
| 30,000 to 39,999 | 12 | 22 | 2 | 2 | 2 | 40 |
| 40,000 to 49,999 | 7 | 21 | 5 | 0 | 0 | 33 |
| 50,000 to 59,999 | 6 | 20 | 3 | 0 | 5 | 34 |
| 60,000 to 69,999 | 5 | 20 | 3 | 4 | 2 | 34 |
| 70,000 to 79,999 | 7 | 24 | 5 | 2 | 2 | 40 |
| 80,000 to 89,999 | 6 | 18 | 5 | 0 | 1 | 30 |
| 90,000 to 99,999 | 3 | 26 | 3 | 0 | 2 | 34 |
| 100,000 to 119,999 | 10 | 44 | 6 | 0 | 6 | 66 |
| 120,000 to 139,999 | 2 | 56 | 7 | 0 | 7 | 72 |
| 140,000 to 159,999 | 2 | 53 | 15 | 0 | 1 | 71 |
| 160,000 to 179,999 | 3 | 72 | 15 | 0 | 6 | 96 |
| 180,000 to 199,999 | 0 | 51 | 24 | 0 | 1 | 76 |
| 200,000 to 249,999 | 6 | 65 | 63 | 1 | 7 | 142 |
| 250,000 to 299,999 | 2 | 39 | 83 | 0 | 4 | 128 |
| 300,000 to 399,999 | 1 | 29 | 106 | 0 | 6 | 142 |
| 400,000 to 499,999 | 0 | 9 | 53 | 0 | 2 | 64 |
| 500,000 to 749,999 | 0 | 2 | 40 | 0 | 1 | 43 |
| 750,000 to 999,999 | 0 | 0 | 12 | 0 | 0 | 12 |
| 1,000,000 and greater | 0 | 0 | 5 | 0 | 0 | 5 |
| Totals | 91 | 602 | 467 | 9 | 60 | 1229 |
| Average List Price | \$84,891 | \$156,018 | \$325,560 | \$85,267 | \$169,172 | \$215,298 |
| Median List Price | \$65,000 | \$149,900 | \$289,900 | \$68,500 | \$139,250 | \$179,900 |
| Average Sale Price | \$81,003 | \$153,230 | \$319,274 | \$80,517 | \$166,268 | \$211,080 |
| Median Sale Price | \$65,000 | \$145,000 | \$286,500 | \$65,000 | \$137,250 | \$179,900 |

| Time on Market | # Units |
|-----------------------|---------|
| 1-30 | 669 |
| 31-60 | 199 |
| 61-90 | 113 |
| 91-120 | 50 |
| greater than 120 days | 118 |
| Total Units Sold | 1149 |
| Average Market Time | 53 |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional | 559 |
| Cash | 341 |
| FHA | 196 |
| VA | 74 |
| Owner | 3 |
| Other | 56 |

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 - 09/30/2019

Sold Residential Listings

| Price Class/Type | < 3 Bed | 3 Bed | > 3 Bed | Duplex | Condo | Total Units |
|-----------------------|------------|-------------|-------------|------------|------------|--------------|
| 19,999 and below | 84 | 117 | 24 | 7 | 13 | 245 |
| 20,000 to 29,999 | 75 | 151 | 37 | 13 | 6 | 282 |
| 30,000 to 39,999 | 86 | 254 | 34 | 12 | 9 | 395 |
| 40,000 to 49,999 | 61 | 187 | 35 | 11 | 10 | 304 |
| 50,000 to 59,999 | 52 | 183 | 37 | 12 | 24 | 308 |
| 60,000 to 69,999 | 59 | 207 | 39 | 14 | 31 | 350 |
| 70,000 to 79,999 | 49 | 222 | 43 | 9 | 33 | 356 |
| 80,000 to 89,999 | 39 | 187 | 42 | 3 | 30 | 301 |
| 90,000 to 99,999 | 33 | 173 | 27 | 6 | 17 | 256 |
| 100,000 to 119,999 | 72 | 428 | 72 | 7 | 29 | 608 |
| 120,000 to 139,999 | 48 | 529 | 93 | 6 | 45 | 721 |
| 140,000 to 159,999 | 27 | 548 | 117 | 3 | 35 | 730 |
| 160,000 to 179,999 | 37 | 548 | 154 | 3 | 55 | 797 |
| 180,000 to 199,999 | 24 | 409 | 255 | 5 | 33 | 726 |
| 200,000 to 249,999 | 77 | 599 | 721 | 1 | 73 | 1471 |
| 250,000 to 299,999 | 23 | 375 | 783 | 2 | 41 | 1224 |
| 300,000 to 399,999 | 19 | 251 | 972 | 4 | 35 | 1281 |
| 400,000 to 499,999 | 1 | 66 | 505 | 0 | 13 | 585 |
| 500,000 to 749,999 | 0 | 23 | 461 | 0 | 5 | 489 |
| 750,000 to 999,999 | 1 | 2 | 95 | 0 | 2 | 100 |
| 1,000,000 and greater | 0 | 2 | 46 | 0 | 0 | 48 |
| Totals | 867 | 5461 | 4592 | 118 | 539 | 11577 |
| Average List Price | \$101,168 | \$154,492 | \$329,119 | \$88,702 | \$171,435 | \$219,883 |
| Median List Price | \$76,500 | \$144,000 | \$288,900 | \$69,750 | \$154,000 | \$185,000 |
| Average Sale Price | \$97,855 | \$151,854 | \$322,295 | \$83,756 | \$167,766 | \$215,462 |
| Median Sale Price | \$73,900 | \$143,000 | \$285,000 | \$63,800 | \$153,000 | \$184,000 |

| Time on Market | # Units |
|-----------------------|---------|
| 1-30 | 6231 |
| 31-60 | 1880 |
| 61-90 | 958 |
| 91-120 | 538 |
| greater than 120 days | 1181 |
| Total Units Sold | 10788 |
| Average Market Time | 51 |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional | 5060 |
| Cash | 3152 |
| FHA | 2071 |
| VA | 788 |
| Owner | 25 |
| Other | 481 |

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 10/15/2019

Current Active Listings

| Price Class/Type | Single Family | Duplex | Condo |
|-----------------------|---------------|-----------|------------|
| 19,999 and below | 57 | 2 | 4 |
| 20,000 to 29,999 | 74 | 4 | 1 |
| 30,000 to 39,999 | 136 | 8 | 11 |
| 40,000 to 49,999 | 133 | 11 | 5 |
| 50,000 to 59,999 | 151 | 8 | 2 |
| 60,000 to 69,999 | 162 | 7 | 4 |
| 70,000 to 79,999 | 127 | 7 | 6 |
| 80,000 to 89,999 | 110 | 3 | 3 |
| 90,000 to 99,999 | 76 | 7 | 1 |
| 100,000 to 119,999 | 125 | 1 | 8 |
| 120,000 to 139,999 | 176 | 4 | 13 |
| 140,000 to 159,999 | 158 | 1 | 5 |
| 160,000 to 179,999 | 184 | 1 | 11 |
| 180,000 to 199,999 | 180 | 0 | 4 |
| 200,000 to 249,999 | 391 | 2 | 23 |
| 250,000 to 299,999 | 339 | 0 | 6 |
| 300,000 to 399,999 | 436 | 2 | 16 |
| 400,000 to 499,999 | 303 | 1 | 6 |
| 500,000 to 749,999 | 315 | 0 | 4 |
| 750,000 to 999,999 | 122 | 0 | 0 |
| 1,000,000 and greater | 126 | 0 | 0 |
| Totals | 3881 | 69 | 133 |
| Average Price | \$301,094 | \$83,202 | \$190,235 |
| Median Price | \$217,375 | \$64,900 | \$167,000 |

Inventory Totals

| ACTIVE | Listings | Average List Price |
|---------------|-----------------|---------------------------|
| Residential | 3,881 | \$301,094 |
| Condominium | 133 | \$190,234 |
| Duplex | 69 | \$83,201 |
| Total | 4,083 | \$293,800 |

| PENDING | Listings | Average List Price |
|----------------|-----------------|---------------------------|
| Residential | 1,145 | \$205,653 |
| Condominium | 30 | \$149,067 |
| Duplex | 31 | \$83,083 |
| Total | 1,206 | \$201,095 |

10/15/2019