



## Multiple Listing Service Sales Report February 2019

### Sales Summary

	February Total Sales			YTD Total MLS Sales		
	2019	2018	% change	2019	2018	% change
Units	970	911	6.5%	1,832	1,806	1.4%
Average Sales Price	\$204,753	\$190,906	7.3%	\$197,146	\$194,184	1.5%
Median Sales Price	\$168,000	\$157,500	6.7%	\$164,950	\$157,000	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	9	9	1	0	0	19	46
\$ 20,000 - 29,999	6	9	2	1	0	18	43
\$ 30,000 - 39,999	6	25	5	1	0	37	70
\$ 40,000 - 49,999	13	20	4	0	0	37	68
\$ 50,000 - 59,999	2	16	5	3	2	28	59
\$ 60,000 - 69,999	4	13	7	3	4	31	69
\$ 70,000 - 79,999	5	22	6	1	4	38	71
\$ 80,000 - 89,999	0	26	5	1	5	37	56
\$ 90,000 - 99,999	4	15	3	0	0	22	45
\$100,000 - 119,999	7	43	5	1	6	62	119
\$120,000 - 139,999	4	47	9	0	1	61	119
\$140,000 - 159,999	3	52	13	0	4	72	128
\$160,000 - 179,999	5	41	14	1	2	63	122
\$180,000 - 199,999	3	24	27	1	1	56	96
\$200,000 - 249,999	7	33	60	0	7	107	215
\$250,000 - 299,999	0	27	73	0	2	102	191
\$300,000 - 399,999	0	18	63	0	2	83	158
\$400,000 - 499,999	0	4	48	0	0	52	80
\$500,000 - 749,999	0	2	27	0	0	29	51
\$750,000 - 999,999	1	0	10	0	0	11	18
\$1,000,000 and over	0	0	5	0	0	3	8
Total Types	79	446	392	13	40	970	1,832
Average Sale Price	\$98,167	\$141,448	\$308,391	\$80,748	\$145,754	\$204,753	\$197,146
Median Sale Price	\$68,000	\$129,900	\$275,000	\$64,000	\$111,950	\$168,000	\$164,950

Price Group	Sales	% of Total
0 - \$99,999	267	27.5%
\$100,000 - 199,999	314	32.4%
\$200,000 - 399,999	292	30.1%
\$400,000 and above	95	9.8%

Time on Market	Units
1 to 30 days	422
31 to 60 days	163
61 to 90 days	107
91 to 120 days	67
More than 120 Days	139
Average Market Time	60

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: 02/01/2019 - 02/28/2019

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	9	9	1	0	0	19
20,000 to 29,999	6	9	2	1	0	18
30,000 to 39,999	6	25	5	1	0	37
40,000 to 49,999	13	20	4	0	0	37
50,000 to 59,999	2	16	5	3	2	28
60,000 to 69,999	4	13	7	3	4	31
70,000 to 79,999	5	22	6	1	4	38
80,000 to 89,999	0	26	5	1	5	37
90,000 to 99,999	4	15	3	0	0	22
100,000 to 119,999	7	43	5	1	6	62
120,000 to 139,999	4	47	9	0	1	61
140,000 to 159,999	3	52	13	0	4	72
160,000 to 179,999	5	41	14	1	2	63
180,000 to 199,999	3	24	27	1	1	56
200,000 to 249,999	7	33	60	0	7	107
250,000 to 299,999	0	27	73	0	2	102
300,000 to 399,999	0	18	63	0	2	83
400,000 to 499,999	0	4	48	0	0	52
500,000 to 749,999	0	2	27	0	0	29
750,000 to 999,999	1	0	10	0	0	11
1,000,000 and greater	0	0	5	0	0	5
<b>Totals</b>	<b>79</b>	<b>446</b>	<b>392</b>	<b>13</b>	<b>40</b>	<b>970</b>
Average List Price	\$103,013	\$144,730	\$316,198	\$84,392	\$149,892	\$210,031
Median List Price	\$69,900	\$134,950	\$275,000	\$70,000	\$118,900	\$169,900
Average Sale Price	\$98,167	\$141,448	\$308,391	\$80,748	\$145,754	\$204,753
Median Sale Price	\$68,000	\$129,900	\$275,000	\$64,000	\$111,950	\$168,000

Time on Market	# Units
1-30	422
31-60	163
61-90	107
91-120	67
greater than 120 days	139
Total Units Sold	898
Average Market Time	60

Type of Financing	# Units
Conventional	371
Cash	283
FHA	183
VA	74
Owner	2
Other	57

## Residential Home Sales Report

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State: Tennessee

Date Range: 01/01/2019 - 02/28/2019

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	23	19	1	2	1	46
20,000 to 29,999	11	20	7	3	2	43
30,000 to 39,999	16	44	7	1	2	70
40,000 to 49,999	18	39	9	0	2	68
50,000 to 59,999	9	35	8	3	4	59
60,000 to 69,999	9	36	11	5	8	69
70,000 to 79,999	10	43	7	2	9	71
80,000 to 89,999	1	39	7	2	7	56
90,000 to 99,999	7	31	5	0	2	45
100,000 to 119,999	11	85	13	3	7	119
120,000 to 139,999	5	90	18	0	6	119
140,000 to 159,999	5	89	27	0	7	128
160,000 to 179,999	5	76	30	2	9	122
180,000 to 199,999	3	47	43	1	2	96
200,000 to 249,999	10	77	116	0	12	215
250,000 to 299,999	0	48	137	0	6	191
300,000 to 399,999	0	36	118	1	3	158
400,000 to 499,999	0	5	75	0	0	80
500,000 to 749,999	0	3	48	0	0	51
750,000 to 999,999	1	0	17	0	0	18
1,000,000 and greater	0	0	8	0	0	8
<b>Totals</b>	<b>144</b>	<b>862</b>	<b>712</b>	<b>25</b>	<b>89</b>	<b>1832</b>
Average List Price	\$85,159	\$143,598	\$309,149	\$90,368	\$141,857	\$202,534
Median List Price	\$59,450	\$132,250	\$274,154	\$72,000	\$125,000	\$165,000
Average Sale Price	\$80,426	\$139,762	\$301,627	\$84,354	\$137,604	\$197,146
Median Sale Price	\$54,750	\$127,700	\$269,900	\$65,000	\$122,400	\$164,950

Time on Market	# Units
1-30	798
31-60	314
61-90	212
91-120	123
greater than 120 days	260
Total Units Sold	1707
Average Market Time	62

Type of Financing	# Units
Conventional	711
Cash	558
FHA	339
VA	142
Owner	3
Other	79

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 3/18/2019

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	92	4	3
20,000 to 29,999	94	6	3
30,000 to 39,999	163	6	4
40,000 to 49,999	164	5	4
50,000 to 59,999	176	4	1
60,000 to 69,999	126	2	6
70,000 to 79,999	140	8	7
80,000 to 89,999	95	1	6
90,000 to 99,999	82	3	5
100,000 to 119,999	107	3	5
120,000 to 139,999	159	0	14
140,000 to 159,999	142	2	7
160,000 to 179,999	160	1	8
180,000 to 199,999	150	5	5
200,000 to 249,999	317	0	16
250,000 to 299,999	364	3	9
300,000 to 399,999	378	0	16
400,000 to 499,999	259	0	2
500,000 to 749,999	273	0	4
750,000 to 999,999	97	0	1
1,000,000 and greater	89	0	0
<b>Totals</b>	<b>3627</b>	<b>53</b>	<b>126</b>
Average Price	\$274,532	\$85,473	\$190,471
Median Price	\$195,000	\$69,000	\$151,500

## Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,627	\$274,532
Condominium	126	\$190,471
Duplex	53	\$85,472
<b>Total</b>	3,806	\$269,116

PENDING	Listings	Average List Price
Residential	1,242	\$187,687
Condominium	42	\$153,233
Duplex	21	\$82,780
<b>Total</b>	1,305	\$184,890

3/18/2019