



Multiple Listing Service Sales Report March 2020

Sales Summary

	March Total Sales			YTD Total MLS Sales		
	2020	2019	% change	2020	2019	% change
Units	1,098	1,137	-3.4%	3,056	3,009	1.6%
Average Sales Price	\$227,051	\$198,298	14.5%	\$220,658	\$197,290	11.8%
Median Sales Price	\$195,000	\$169,800	14.8%	\$188,000	\$165,000	13.9%

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	9	12	3	0	0	24	57
\$ 20,000 - 29,999	10	9	2	4	0	25	80
\$ 30,000 - 39,999	5	17	1	1	2	26	98
\$ 40,000 - 49,999	3	8	3	0	1	15	77
\$ 50,000 - 59,999	6	11	4	3	2	26	68
\$ 60,000 - 69,999	6	16	4	0	0	26	74
\$ 70,000 - 79,999	8	19	6	6	1	40	113
\$ 80,000 - 89,999	3	21	3	0	2	29	74
\$ 90,000 - 99,999	3	17	8	1	5	34	77
\$100,000 - 119,999	6	31	1	2	6	46	134
\$120,000 - 139,999	4	46	10	1	7	68	194
\$140,000 - 159,999	3	38	9	0	6	56	174
\$160,000 - 179,999	1	69	10	1	1	82	227
\$180,000 - 199,999	1	36	21	0	4	62	182
\$200,000 - 249,999	3	64	72	0	8	147	393
\$250,000 - 299,999	2	31	81	0	4	118	332
\$300,000 - 399,999	4	37	102	0	2	145	368
\$400,000 - 499,999	0	10	55	0	3	68	160
\$500,000 - 749,999	1	3	41	0	1	46	137
\$750,000 - 999,999	0	1	7	0	0	8	21
\$1,000,000 and over	0	1	6	0	0	7	16
Total Types	78	497	449	19	55	1098	3,056
Average Sale Price	\$97,087	\$170,193	\$325,430	\$69,625	\$176,408	\$227,051	\$220,658
Median Sale Price	\$68,250	\$160,000	\$287,500	\$71,250	\$150,000	\$195,000	\$188,000

Price Group	Sales	% of Total
0 - \$99,999	245	22.3%
\$100,000 - 199,999	314	28.6%
\$200,000 - 399,999	410	37.3%
\$400,000 and above	129	11.7%

Time on Market	Units
1 to 30 days	586
31 to 60 days	145
61 to 90 days	76
91 to 120 days	66
More than 120 Days	148
Average Market Time	58

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: 03/01/2020 - 03/31/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	9	12	3	0	0	24
20,000 to 29,999	10	9	2	4	0	25
30,000 to 39,999	5	17	1	1	2	26
40,000 to 49,999	3	8	3	0	1	15
50,000 to 59,999	6	11	4	3	2	26
60,000 to 69,999	6	16	4	0	0	26
70,000 to 79,999	8	19	6	6	1	40
80,000 to 89,999	3	21	3	0	2	29
90,000 to 99,999	3	17	8	1	5	34
100,000 to 119,999	6	31	1	2	6	46
120,000 to 139,999	4	46	10	1	7	68
140,000 to 159,999	3	38	9	0	6	56
160,000 to 179,999	1	69	10	1	1	82
180,000 to 199,999	1	36	21	0	4	62
200,000 to 249,999	3	64	72	0	8	147
250,000 to 299,999	2	31	81	0	4	118
300,000 to 399,999	4	37	102	0	2	145
400,000 to 499,999	0	10	55	0	3	68
500,000 to 749,999	1	3	41	0	1	46
750,000 to 999,999	0	1	7	0	0	8
1,000,000 and greater	0	1	6	0	0	7
Totals	78	497	449	19	55	1098
Average List Price	\$101,763	\$172,200	\$330,611	\$72,442	\$182,279	\$230,753
Median List Price	\$75,000	\$159,900	\$290,000	\$75,000	\$150,000	\$199,250
Average Sale Price	\$97,087	\$170,193	\$325,430	\$69,625	\$176,408	\$227,051
Median Sale Price	\$68,250	\$160,000	\$287,500	\$71,250	\$150,000	\$195,000

Time on Market	# Units
1-30	586
31-60	145
61-90	76
91-120	66
greater than 120 days	148
Total Units Sold	1021
Average Market Time	58

Type of Financing	# Units
Conventional	510
Cash	279
FHA	200
VA	58
Owner	2
Other	49

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2020 - 03/31/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	21	24	9	3	0	57
20,000 to 29,999	24	37	9	7	3	80
30,000 to 39,999	20	64	6	3	5	98
40,000 to 49,999	9	49	11	7	1	77
50,000 to 59,999	19	36	6	4	3	68
60,000 to 69,999	14	46	10	1	3	74
70,000 to 79,999	13	60	23	12	5	113
80,000 to 89,999	5	53	8	3	5	74
90,000 to 99,999	7	47	12	1	10	77
100,000 to 119,999	16	95	9	2	12	134
120,000 to 139,999	15	134	28	1	16	194
140,000 to 159,999	8	119	34	1	12	174
160,000 to 179,999	4	165	44	2	12	227
180,000 to 199,999	3	122	48	1	8	182
200,000 to 249,999	11	177	189	0	16	393
250,000 to 299,999	3	91	223	1	14	332
300,000 to 399,999	12	78	267	2	9	368
400,000 to 499,999	1	18	137	0	4	160
500,000 to 749,999	1	7	127	0	2	137
750,000 to 999,999	0	3	18	0	0	21
1,000,000 and greater	0	1	15	0	0	16
Totals	206	1426	1233	51	140	3056
Average List Price	\$104,314	\$162,263	\$330,145	\$85,098	\$179,611	\$225,599
Median List Price	\$71,250	\$151,000	\$289,900	\$69,900	\$155,000	\$189,900
Average Sale Price	\$100,054	\$159,286	\$322,962	\$79,570	\$173,638	\$220,658
Median Sale Price	\$65,500	\$151,000	\$285,000	\$70,000	\$152,250	\$188,000

Time on Market	# Units
1-30	1446
31-60	521
61-90	290
91-120	194
greater than 120 days	387
Total Units Sold	2838
Average Market Time	58

Type of Financing	# Units
Conventional	1331
Cash	868
FHA	496
VA	226
Owner	4
Other	131

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 4/17/2020

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	46	3	0
20,000 to 29,999	66	3	4
30,000 to 39,999	104	15	9
40,000 to 49,999	94	4	8
50,000 to 59,999	105	5	3
60,000 to 69,999	105	3	4
70,000 to 79,999	93	3	2
80,000 to 89,999	69	5	5
90,000 to 99,999	65	6	3
100,000 to 119,999	115	6	5
120,000 to 139,999	148	2	10
140,000 to 159,999	155	1	8
160,000 to 179,999	148	0	11
180,000 to 199,999	136	1	5
200,000 to 249,999	304	2	17
250,000 to 299,999	285	1	12
300,000 to 399,999	376	2	22
400,000 to 499,999	262	0	5
500,000 to 749,999	246	1	2
750,000 to 999,999	114	0	1
1,000,000 and greater	105	0	0
Totals	3141	63	136
Average Price	\$308,762	\$90,414	\$196,369
Median Price	\$225,000	\$66,000	\$175,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,141	\$308,762
Condominium	136	\$196,368
Duplex	63	\$90,413
Total	3,340	\$300,067

PENDING	Listings	Average List Price
Residential	1,127	\$231,324
Condominium	40	\$159,480
Duplex	9	\$82,233
Total	1,176	\$227,739

4/17/2020