



Multiple Listing Service Sales Report November 2019

Sales Summary

	November Total Sales			YTD Total MLS Sales		
	2019	2018	% change	2019	2018	% change
Units	1,072	1,031	4.0%	14,026	13,899	0.9%
Average Sales Price	\$215,509	\$204,858	5.2%	\$215,476	\$208,979	3.1%
Median Sales Price	\$180,000	\$175,000	2.9%	\$183,000	\$174,900	4.6%

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	14	3	0	0	24	309
\$ 20,000 - 29,999	12	12	3	1	0	28	348
\$ 30,000 - 39,999	6	16	2	3	0	27	460
\$ 40,000 - 49,999	7	13	2	9	1	32	381
\$ 50,000 - 59,999	9	14	6	1	1	31	370
\$ 60,000 - 69,999	8	20	5	0	1	34	429
\$ 70,000 - 79,999	6	19	5	2	1	33	455
\$ 80,000 - 89,999	4	17	2	1	1	25	370
\$ 90,000 - 99,999	2	17	2	0	1	22	308
\$100,000 - 119,999	5	30	8	0	1	44	714
\$120,000 - 139,999	6	39	15	0	4	64	864
\$140,000 - 159,999	2	60	21	0	3	86	896
\$160,000 - 179,999	4	51	25	0	3	83	957
\$180,000 - 199,999	1	44	22	0	0	67	869
\$200,000 - 249,999	6	64	65	2	7	144	1786
\$250,000 - 299,999	1	23	55	1	2	82	1451
\$300,000 - 399,999	5	33	91	2	2	133	1574
\$400,000 - 499,999	0	7	44	0	0	51	719
\$500,000 - 749,999	1	4	42	0	1	48	585
\$750,000 - 999,999	0	1	9	0	1	11	122
\$1,000,000 and over	0	0	3	0	0	3	59
Total Types	92	498	430	22	30	1,072	14,026
Average Sale Price	\$100,489	\$161,317	\$309,045	\$96,450	\$214,428	\$215,509	\$215,476
Median Sale Price	\$64,000	\$150,000	\$279,500	\$41,250	\$175,125	\$180,000	\$183,000

Price Group	Sales	% of Total
0 - \$99,999	256	23.9%
\$100,000 - 199,999	344	32.1%
\$200,000 - 399,999	359	33.5%
\$400,000 and above	113	10.5%

Time on Market	Units
1 to 30 days	527
31 to 60 days	189
61 to 90 days	83
91 to 120 days	54
More than 120 Days	128
Average Market Time	57

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: 11/01/2019 - 11/30/2019

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	7	14	3	0	0	24
20,000 to 29,999	12	12	3	1	0	28
30,000 to 39,999	6	16	2	3	0	27
40,000 to 49,999	7	13	2	9	1	32
50,000 to 59,999	9	14	6	1	1	31
60,000 to 69,999	8	20	5	0	1	34
70,000 to 79,999	6	19	5	2	1	33
80,000 to 89,999	4	17	2	1	1	25
90,000 to 99,999	2	17	2	0	1	22
100,000 to 119,999	5	30	8	0	1	44
120,000 to 139,999	6	39	15	0	4	64
140,000 to 159,999	2	60	21	0	3	86
160,000 to 179,999	4	51	25	0	3	83
180,000 to 199,999	1	44	22	0	0	67
200,000 to 249,999	6	64	65	2	7	144
250,000 to 299,999	1	23	55	1	2	82
300,000 to 399,999	5	33	91	2	2	133
400,000 to 499,999	0	7	44	0	0	51
500,000 to 749,999	1	4	42	0	1	48
750,000 to 999,999	0	1	9	0	1	11
1,000,000 and greater	0	0	3	0	0	3
Totals	92	498	430	22	30	1072
Average List Price	\$105,049	\$164,653	\$316,715	\$98,759	\$220,968	\$220,757
Median List Price	\$67,750	\$150,750	\$285,125	\$41,675	\$174,950	\$184,950
Average Sale Price	\$100,489	\$161,317	\$309,045	\$96,450	\$214,428	\$215,509
Median Sale Price	\$64,000	\$150,000	\$279,500	\$41,250	\$175,125	\$180,000

Time on Market	# Units
1-30	527
31-60	189
61-90	83
91-120	54
greater than 120 days	128
Total Units Sold	981
Average Market Time	57

Type of Financing	# Units
Conventional	471
Cash	321
FHA	160
VA	63
Owner	0
Other	57

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 - 11/30/2019

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	107	148	31	9	14	309
20,000 to 29,999	97	177	46	20	8	348
30,000 to 39,999	95	288	39	24	14	460
40,000 to 49,999	73	230	41	23	14	381
50,000 to 59,999	66	211	49	15	29	370
60,000 to 69,999	77	253	49	16	34	429
70,000 to 79,999	60	287	58	14	36	455
80,000 to 89,999	45	235	52	5	33	370
90,000 to 99,999	35	217	32	6	18	308
100,000 to 119,999	84	502	88	8	32	714
120,000 to 139,999	59	624	121	6	54	864
140,000 to 159,999	33	664	151	3	45	896
160,000 to 179,999	43	657	194	3	60	957
180,000 to 199,999	28	499	300	5	37	869
200,000 to 249,999	90	743	857	3	93	1786
250,000 to 299,999	29	436	936	3	47	1451
300,000 to 399,999	27	311	1190	7	39	1574
400,000 to 499,999	1	90	613	0	15	719
500,000 to 749,999	1	31	546	0	7	585
750,000 to 999,999	1	4	114	0	3	122
1,000,000 and greater	0	2	57	0	0	59
Totals	1051	6609	5564	170	632	14026
Average List Price	\$101,504	\$155,560	\$328,408	\$84,734	\$172,888	\$219,999
Median List Price	\$74,900	\$144,900	\$289,000	\$59,950	\$154,950	\$185,000
Average Sale Price	\$98,080	\$152,822	\$321,470	\$80,036	\$169,173	\$215,476
Median Sale Price	\$71,000	\$144,200	\$285,000	\$55,000	\$152,000	\$183,000

Time on Market	# Units
1-30	7484
31-60	2318
61-90	1151
91-120	644
greater than 120 days	1451
Total Units Sold	13048
Average Market Time	51

Type of Financing	# Units
Conventional	6170
Cash	3854
FHA	2434
VA	947
Owner	25
Other	596

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 12/16/2019

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	68	2	1
20,000 to 29,999	72	3	2
30,000 to 39,999	133	6	10
40,000 to 49,999	119	9	11
50,000 to 59,999	132	15	2
60,000 to 69,999	131	6	5
70,000 to 79,999	116	4	6
80,000 to 89,999	89	5	4
90,000 to 99,999	76	9	1
100,000 to 119,999	103	2	7
120,000 to 139,999	166	4	20
140,000 to 159,999	161	2	4
160,000 to 179,999	166	1	13
180,000 to 199,999	140	0	7
200,000 to 249,999	341	1	13
250,000 to 299,999	350	2	6
300,000 to 399,999	371	2	11
400,000 to 499,999	248	0	7
500,000 to 749,999	269	0	3
750,000 to 999,999	110	0	0
1,000,000 and greater	115	0	0
Totals	3476	73	133
Average Price	\$297,558	\$86,325	\$173,318
Median Price	\$215,000	\$65,000	\$139,500

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,476	\$297,558
Condominium	133	\$173,317
Duplex	73	\$86,325
Total	3,682	\$288,882

PENDING	Listings	Average List Price
Residential	1,077	\$203,166
Condominium	32	\$158,464
Duplex	21	\$109,690
Total	1,130	\$200,163

12/16/2019