



**Multiple Listing Service Sales Report
April 2018**

Sales Summary

	April Total Sales			YTD Total MLS Sales		
	2018	2017	% change	2018	2017	% change
Units	1,239	1,185	4.6%	4,311	4,224	2.1%
Average Sales Price	\$204,640	\$187,984	8.9%	\$199,346	\$181,924	9.6%
Median Sales Price	\$165,000	\$162,500	1.5%	\$162,900	\$151,000	7.9%

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	24	1	4	1	43	166
\$ 20,000 - 29,999	7	22	2	2	0	33	132
\$ 30,000 - 39,999	7	22	3	0	2	34	129
\$ 40,000 - 49,999	4	20	4	1	0	29	97
\$ 50,000 - 59,999	4	40	5	0	4	53	134
\$ 60,000 - 69,999	8	30	1	0	0	39	153
\$ 70,000 - 79,999	9	19	7	0	2	31	135
\$ 80,000 - 89,999	4	21	2	0	3	30	131
\$ 90,000 - 99,999	5	32	5	1	2	45	159
\$100,000 - 119,999	6	54	11	0	4	75	262
\$120,000 - 139,999	5	48	9	2	4	68	295
\$140,000 - 159,999	7	80	19	0	5	111	317
\$160,000 - 179,999	5	52	9	1	4	71	279
\$180,000 - 199,999	4	33	25	0	2	64	221
\$200,000 - 249,999	5	61	74	1	7	148	492
\$250,000 - 299,999	4	32	93	0	7	136	439
\$300,000 - 399,999	0	21	77	0	0	98	384
\$400,000 - 499,999	0	7	53	0	0	60	181
\$500,000 - 749,999	0	3	39	0	0	42	138
\$750,000 - 999,999	0	0	17	0	1	18	46
\$1,000,000 and over	0	0	5	0	0	5	21
Total Types	97	621	461	12	48	1,239	4,311
Average Sale Price	\$93,788	\$138,846	\$323,753	\$72,912	\$168,816	\$204,640	\$199,346
Median Sale Price	\$75,000	\$130,200	\$277,900	\$36,250	\$152,500	\$165,000	\$162,900

Price Group	Sales	% of Total
0 - \$99,999	337	27.2%
\$100,000 - 199,999	389	31.4%
\$200,000 - 399,999	382	30.8%
\$400,000 and above	125	10.1%

Time on Market	Units
1 to 30 days	674
31 to 60 days	186
61 to 90 days	88
91 to 120 days	64
More than 120 Days	162
Average Market Time	55

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: 04/01/2018 - 04/30/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	13	24	1	4	1	43
20,000 to 29,999	7	22	2	2	0	33
30,000 to 39,999	7	22	3	0	2	34
40,000 to 49,999	4	20	4	1	0	29
50,000 to 59,999	4	40	5	0	4	53
60,000 to 69,999	8	30	1	0	0	39
70,000 to 79,999	9	19	7	0	2	37
80,000 to 89,999	4	21	2	0	3	30
90,000 to 99,999	5	32	5	1	2	45
100,000 to 119,999	6	54	11	0	4	75
120,000 to 139,999	5	48	9	2	4	68
140,000 to 159,999	7	80	19	0	5	111
160,000 to 179,999	5	52	9	1	4	71
180,000 to 199,999	4	33	25	0	2	64
200,000 to 249,999	5	61	74	1	7	148
250,000 to 299,999	4	32	93	0	7	136
300,000 to 399,999	0	21	77	0	0	98
400,000 to 499,999	0	7	53	0	0	60
500,000 to 749,999	0	3	39	0	0	42
750,000 to 999,999	0	0	17	0	1	18
1,000,000 and greater	0	0	5	0	0	5
Totals	97	621	461	12	48	1239
Average List Price	\$96,649	\$141,540	\$331,852	\$77,708	\$173,069	\$209,439
Median List Price	\$79,000	\$130,000	\$280,000	\$47,500	\$152,450	\$168,000
Average Sale Price	\$93,788	\$138,846	\$323,753	\$72,912	\$168,816	\$204,640
Median Sale Price	\$75,000	\$130,200	\$277,900	\$36,250	\$152,500	\$165,000

Time on Market	# Units
1-30	674
31-60	186
61-90	88
91-120	64
greater than 120 days	162
Total Units Sold	1174
Average Market Time	55

Type of Financing	# Units
Conventional	515
Cash	320
FHA	266
VA	77
Owner	4
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: 01/01/2018 - 04/30/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	46	84	18	11	7	166
20,000 to 29,999	29	84	15	4	0	132
30,000 to 39,999	29	77	13	4	6	129
40,000 to 49,999	13	68	9	3	4	97
50,000 to 59,999	17	94	15	1	7	134
60,000 to 69,999	19	110	14	4	6	153
70,000 to 79,999	19	81	24	3	8	135
80,000 to 89,999	18	91	13	3	6	131
90,000 to 99,999	18	113	14	3	11	159
100,000 to 119,999	22	188	42	0	10	262
120,000 to 139,999	15	217	42	2	19	295
140,000 to 159,999	15	229	56	0	17	317
160,000 to 179,999	15	180	68	1	15	279
180,000 to 199,999	10	101	100	1	9	221
200,000 to 249,999	15	189	258	2	28	492
250,000 to 299,999	7	95	319	2	16	439
300,000 to 399,999	1	72	299	0	12	384
400,000 to 499,999	0	18	162	0	1	181
500,000 to 749,999	1	6	130	0	1	138
750,000 to 999,999	0	2	43	0	1	46
1,000,000 and greater	0	2	19	0	0	21
Totals	309	2101	1673	44	184	4311
Average List Price	\$89,904	\$139,274	\$314,534	\$76,938	\$171,730	\$204,499
Median List Price	\$74,900	\$127,900	\$275,000	\$56,100	\$155,000	\$164,900
Average Sale Price	\$86,736	\$136,066	\$306,636	\$72,462	\$165,846	\$199,346
Median Sale Price	\$70,000	\$125,000	\$270,000	\$51,500	\$152,000	\$162,900

Time on Market	# Units
1-30	2079
31-60	660
61-90	390
91-120	273
greater than 120 days	632
Total Units Sold	4034
Average Market Time	61

Type of Financing	# Units
Conventional	1734
Cash	1232
FHA	872
VA	266
Owner	8
Other	198

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 5/14/2018

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	102	2	0
20,000 to 29,999	111	8	4
30,000 to 39,999	156	15	6
40,000 to 49,999	143	4	5
50,000 to 59,999	132	4	7
60,000 to 69,999	172	13	5
70,000 to 79,999	136	7	2
80,000 to 89,999	126	4	4
90,000 to 99,999	90	1	7
100,000 to 119,999	150	3	6
120,000 to 139,999	204	3	15
140,000 to 159,999	152	1	7
160,000 to 179,999	177	3	14
180,000 to 199,999	166	0	5
200,000 to 249,999	339	4	18
250,000 to 299,999	389	3	8
300,000 to 399,999	445	0	16
400,000 to 499,999	278	0	5
500,000 to 749,999	267	0	5
750,000 to 999,999	116	0	1
1,000,000 and greater	106	0	0
Totals	3957	75	140
Average Price	\$276,552	\$81,581	\$195,662
Median Price	\$199,000	\$63,500	\$163,200

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,957	\$276,551
Condominium	140	\$195,662
Duplex	75	\$81,581
Total	4,172	\$270,332

PENDING	Listings	Average List Price
Residential	1,529	\$204,485
Condominium	64	\$178,715
Duplex	24	\$64,512
Total	1,617	\$201,388

5/14/2018