



**Multiple Listing Service Sales Report
June 2018**

Sales Summary

	June Total Sales			YTD Total MLS Sales		
	2018	2017	% change	2018	2017	% change
Units	1,403	1,445	-2.9%	7,236	7,149	1.2%
Average Sales Price	\$234,630	\$213,414	9.9%	\$210,487	\$191,254	10.1%
Median Sales Price	\$195,900	\$183,000	7.0%	\$174,900	\$160,000	9.3%

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	17	3	0	2	33	244
\$ 20,000 - 29,999	7	20	1	0	2	30	203
\$ 30,000 - 39,999	4	15	1	1	1	22	185
\$ 40,000 - 49,999	5	13	2	0	2	22	151
\$ 50,000 - 59,999	6	22	7	1	2	38	202
\$ 60,000 - 69,999	5	17	2	1	3	28	223
\$ 70,000 - 79,999	3	25	3	1	5	37	218
\$ 80,000 - 89,999	5	21	3	0	2	31	189
\$ 90,000 - 99,999	5	14	2	0	2	23	214
\$100,000 - 119,999	4	58	9	1	3	75	414
\$120,000 - 139,999	5	70	19	1	6	101	503
\$140,000 - 159,999	2	68	17	1	4	92	513
\$160,000 - 179,999	4	52	25	1	6	88	480
\$180,000 - 199,999	5	43	43	0	1	92	399
\$200,000 - 249,999	5	81	95	0	5	186	875
\$250,000 - 299,999	6	48	107	1	3	165	770
\$300,000 - 399,999	0	31	122	0	5	158	724
\$400,000 - 499,999	0	7	77	0	1	85	346
\$500,000 - 749,999	0	9	58	0	2	69	266
\$750,000 - 999,999	0	0	20	0	0	20	83
\$1,000,000 and over	1	0	7	0	0	8	34
Total Types	83	631	623	9	57	1,403	7,236
Average Sale Price	\$113,681	\$161,555	\$332,708	\$118,450	\$166,088	\$234,630	\$210,487
Median Sale Price	\$80,000	\$146,000	\$289,000	\$102,000	\$126,000	\$195,900	\$174,900

Price Group	Sales	% of Total
0 - \$99,999	264	18.8%
\$100,000 - 199,999	448	31.9%
\$200,000 - 399,999	509	36.3%
\$400,000 and above	182	13.0%

Time on Market	Units
1 to 30 days	807
31 to 60 days	240
61 to 90 days	98
91 to 120 days	60
More than 120 Days	130
Average Market Time	49

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: 06/01/2018 - 06/30/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	11	17	3	0	2	33
20,000 to 29,999	7	20	1	0	2	30
30,000 to 39,999	4	15	1	1	1	22
40,000 to 49,999	5	13	2	0	2	22
50,000 to 59,999	6	22	7	1	2	38
60,000 to 69,999	5	17	2	1	3	28
70,000 to 79,999	3	25	3	1	5	37
80,000 to 89,999	5	21	3	0	2	31
90,000 to 99,999	5	14	2	0	2	23
100,000 to 119,999	4	58	9	1	3	75
120,000 to 139,999	5	70	19	1	6	101
140,000 to 159,999	2	68	17	1	4	92
160,000 to 179,999	4	52	25	1	6	88
180,000 to 199,999	5	43	43	0	1	92
200,000 to 249,999	5	81	95	0	5	186
250,000 to 299,999	6	48	107	1	3	165
300,000 to 399,999	0	31	122	0	5	158
400,000 to 499,999	0	7	77	0	1	85
500,000 to 749,999	0	9	58	0	2	69
750,000 to 999,999	0	0	20	0	0	20
1,000,000 and greater	1	0	7	0	0	8
Totals	83	631	623	9	57	1403
Average List Price	\$124,555	\$164,141	\$339,523	\$123,700	\$169,012	\$239,616
Median List Price	\$82,000	\$149,500	\$290,000	\$113,000	\$129,900	\$199,900
Average Sale Price	\$113,681	\$161,555	\$332,708	\$118,450	\$166,088	\$234,630
Median Sale Price	\$80,000	\$146,000	\$289,000	\$102,000	\$126,000	\$195,900

Time on Market	# Units
1-30	807
31-60	240
61-90	98
91-120	60
greater than 120 days	130
Total Units Sold	1335
Average Market Time	49

Type of Financing	# Units
Conventional	678
Cash	317
FHA	237
VA	105
Owner	3
Other	60

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 - 06/30/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	67	127	24	16	10	244
20,000 to 29,999	43	125	23	6	6	203
30,000 to 39,999	37	115	15	9	9	185
40,000 to 49,999	24	99	16	4	8	151
50,000 to 59,999	29	134	26	3	10	202
60,000 to 69,999	31	152	21	7	12	223
70,000 to 79,999	28	142	31	4	13	218
80,000 to 89,999	29	132	16	4	8	189
90,000 to 99,999	24	146	22	3	19	214
100,000 to 119,999	34	302	63	1	14	414
120,000 to 139,999	26	371	73	3	30	503
140,000 to 159,999	23	379	81	2	28	513
160,000 to 179,999	23	309	115	3	30	480
180,000 to 199,999	18	190	174	1	16	399
200,000 to 249,999	28	344	455	3	45	875
250,000 to 299,999	14	184	538	3	31	770
300,000 to 399,999	4	133	566	0	21	724
400,000 to 499,999	0	32	312	0	2	346
500,000 to 749,999	1	20	242	0	3	266
750,000 to 999,999	0	2	80	0	1	83
1,000,000 and greater	1	2	31	0	0	34
Totals	484	3440	2924	72	316	7236
Average List Price	\$98,866	\$146,540	\$324,099	\$79,315	\$171,668	\$215,530
Median List Price	\$77,750	\$134,900	\$284,050	\$59,850	\$159,000	\$175,000
Average Sale Price	\$94,299	\$143,593	\$316,463	\$74,179	\$167,096	\$210,487
Median Sale Price	\$74,525	\$133,475	\$279,000	\$55,500	\$156,000	\$174,900

Time on Market	# Units
1-30	3755
31-60	1150
61-90	592
91-120	376
greater than 120 days	940
Total Units Sold	6813
Average Market Time	57

Type of Financing	# Units
Conventional	3119
Cash	1911
FHA	1381
VA	465
Owner	12
Other	344

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 7/13/2018

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	87	3	0
20,000 to 29,999	96	6	5
30,000 to 39,999	188	16	0
40,000 to 49,999	156	0	4
50,000 to 59,999	145	6	5
60,000 to 69,999	204	8	5
70,000 to 79,999	149	7	9
80,000 to 89,999	112	3	9
90,000 to 99,999	105	0	4
100,000 to 119,999	158	3	4
120,000 to 139,999	201	5	12
140,000 to 159,999	184	1	10
160,000 to 179,999	196	3	17
180,000 to 199,999	198	3	8
200,000 to 249,999	410	2	21
250,000 to 299,999	434	4	5
300,000 to 399,999	490	1	9
400,000 to 499,999	314	1	4
500,000 to 749,999	290	1	4
750,000 to 999,999	117	0	3
1,000,000 and greater	103	0	0
Totals	4337	73	138
Average Price	\$276,485	\$103,168	\$193,534
Median Price	\$199,900	\$65,000	\$162,200

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	4,337	\$276,485
Condominium	138	\$193,534
Duplex	73	\$103,167
Total	4,548	\$271,186

PENDING	Listings	Average List Price
Residential	1,396	\$196,831
Condominium	44	\$151,693
Duplex	20	\$75,137
Total	1,460	\$193,804

7/13/2018