



**Multiple Listing Service Sales Report
March 2018**

Sales Summary

	March Total Sales			YTD Total MLS Sales		
	2018	2017	% change	2018	2017	% change
Units	1,182	1,168	1.2%	3,025	2,996	1.0%
Average Sales Price	\$202,661	\$185,929	9.0%	\$197,528	\$179,622	10.0%
Median Sales Price	\$167,000	\$158,600	5.3%	\$161,900	\$147,950	9.4%

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	20	10	2	3	42	117
\$ 20,000 - 29,999	5	20	3	1	0	29	98
\$ 30,000 - 39,999	6	18	3	3	2	32	94
\$ 40,000 - 49,999	4	13	0	1	1	19	68
\$ 50,000 - 59,999	6	21	5	1	1	34	80
\$ 60,000 - 69,999	6	40	6	2	3	57	114
\$ 70,000 - 79,999	3	18	6	2	2	31	94
\$ 80,000 - 89,999	6	22	5	3	2	38	100
\$ 90,000 - 99,999	8	31	3	0	4	46	114
\$100,000 - 119,999	7	42	7	0	3	59	185
\$120,000 - 139,999	3	69	13	0	6	91	223
\$140,000 - 159,999	4	53	13	0	5	75	203
\$160,000 - 179,999	6	53	23	0	3	85	202
\$180,000 - 199,999	4	27	21	1	1	54	154
\$200,000 - 249,999	2	55	72	0	6	135	340
\$250,000 - 299,999	2	27	94	0	5	128	299
\$300,000 - 399,999	1	23	89	0	7	120	282
\$400,000 - 499,999	0	4	51	0	0	55	119
\$500,000 - 749,999	1	2	32	0	0	35	96
\$750,000 - 999,999	0	2	8	0	0	10	27
\$1,000,000 and over	0	2	5	0	0	7	16
Total Types	81	562	469	16	54	1,182	3,025
Average Sale Price	\$102,021	\$145,163	\$298,641	\$60,428	\$160,572	\$202,661	\$197,528
Median Sale Price	\$82,000	\$130,000	\$273,000	\$59,500	\$140,500	\$167,000	\$161,900

Price Group	Sales	% of Total
0 - \$99,999	328	27.7%
\$100,000 - 199,999	364	30.8%
\$200,000 - 399,999	383	32.4%
\$400,000 and above	107	9.1%

Time on Market	Units
1 to 30 days	566
31 to 60 days	170
61 to 90 days	93
91 to 120 days	88
More than 120 Days	190
Average Market Time	64

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: 03/01/2018 - 03/31/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	7	20	10	2	3	42
20,000 to 29,999	5	20	3	1	0	29
30,000 to 39,999	6	18	3	3	2	32
40,000 to 49,999	4	13	0	1	1	19
50,000 to 59,999	6	21	5	1	1	34
60,000 to 69,999	6	40	6	2	3	57
70,000 to 79,999	3	18	6	2	2	31
80,000 to 89,999	6	22	5	3	2	38
90,000 to 99,999	8	31	3	0	4	46
100,000 to 119,999	7	42	7	0	3	59
120,000 to 139,999	3	69	13	0	6	91
140,000 to 159,999	4	53	13	0	5	75
160,000 to 179,999	6	53	23	0	3	85
180,000 to 199,999	4	27	21	1	1	54
200,000 to 249,999	2	55	72	0	6	135
250,000 to 299,999	2	27	94	0	5	128
300,000 to 399,999	1	23	89	0	7	120
400,000 to 499,999	0	4	51	0	0	55
500,000 to 749,999	1	2	32	0	0	35
750,000 to 999,999	0	2	8	0	0	10
1,000,000 and greater	0	2	5	0	0	7
Totals	81	562	469	16	54	1182
Average List Price	\$104,247	\$148,578	\$305,074	\$63,722	\$164,743	\$207,225
Median List Price	\$84,900	\$132,250	\$279,000	\$61,050	\$149,950	\$169,650
Average Sale Price	\$102,021	\$145,163	\$298,641	\$60,428	\$160,572	\$202,661
Median Sale Price	\$82,000	\$130,000	\$273,000	\$59,500	\$140,500	\$167,000

Time on Market	# Units
1-30	566
31-60	170
61-90	93
91-120	88
greater than 120 days	190
Total Units Sold	1107
Average Market Time	64

Type of Financing	# Units
Conventional	492
Cash	303
FHA	246
VA	86
Owner	1
Other	54

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 - 03/31/2018

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	31	57	16	7	6	117
20,000 to 29,999	22	61	13	2	0	98
30,000 to 39,999	21	55	10	4	4	94
40,000 to 49,999	9	48	5	2	4	68
50,000 to 59,999	13	53	10	1	3	80
60,000 to 69,999	11	80	13	4	6	114
70,000 to 79,999	10	60	16	2	6	94
80,000 to 89,999	14	69	11	3	3	100
90,000 to 99,999	13	81	9	2	9	114
100,000 to 119,999	16	133	31	0	5	185
120,000 to 139,999	10	166	32	0	15	223
140,000 to 159,999	8	145	38	0	12	203
160,000 to 179,999	10	126	56	0	10	202
180,000 to 199,999	6	69	71	1	7	154
200,000 to 249,999	10	126	182	1	21	340
250,000 to 299,999	3	61	224	2	9	299
300,000 to 399,999	1	50	219	0	12	282
400,000 to 499,999	0	11	107	0	1	119
500,000 to 749,999	1	3	91	0	1	96
750,000 to 999,999	0	2	25	0	0	27
1,000,000 and greater	0	2	14	0	0	16
Totals	209	1458	1193	31	134	3025
Average List Price	\$87,643	\$138,435	\$308,566	\$76,637	\$171,651	\$202,860
Median List Price	\$70,000	\$125,000	\$270,191	\$57,200	\$158,250	\$164,900
Average Sale Price	\$84,498	\$135,012	\$300,627	\$72,303	\$165,109	\$197,528
Median Sale Price	\$65,000	\$124,950	\$268,000	\$58,000	\$152,000	\$161,900

Time on Market	# Units
1-30	1386
31-60	466
61-90	300
91-120	204
greater than 120 days	461
Total Units Sold	2817
Average Market Time	64

Type of Financing	# Units
Conventional	1203
Cash	898
FHA	593
VA	186
Owner	4
Other	141

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 4/17/2018

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	111	3	0
20,000 to 29,999	121	8	5
30,000 to 39,999	169	11	8
40,000 to 49,999	141	4	6
50,000 to 59,999	133	6	6
60,000 to 69,999	184	13	7
70,000 to 79,999	144	8	0
80,000 to 89,999	122	3	6
90,000 to 99,999	91	2	6
100,000 to 119,999	145	2	8
120,000 to 139,999	191	2	12
140,000 to 159,999	158	1	15
160,000 to 179,999	157	6	15
180,000 to 199,999	139	0	10
200,000 to 249,999	310	4	19
250,000 to 299,999	379	2	10
300,000 to 399,999	432	0	8
400,000 to 499,999	241	0	7
500,000 to 749,999	261	0	6
750,000 to 999,999	107	0	2
1,000,000 and greater	103	0	0
Totals	3839	75	156
Average Price	\$270,494	\$82,220	\$193,134
Median Price	\$189,900	\$64,800	\$159,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,839	\$270,493
Condominium	156	\$193,133
Duplex	75	\$82,220
Total	4,070	\$264,059

PENDING	Listings	Average List Price
Residential	1,501	\$190,478
Condominium	49	\$160,910
Duplex	26	\$68,588
Total	1,576	\$187,549

4/17/2018