



Multiple Listing Service Sales Report April 2020

Sales Summary

	April Total Sales			YTD Total MLS Sales		
	2020	2019	% change	2020	2019	% change
Units	1,120	1,307	-14.3%	4,224	4,366	-3.3%
Average Sales Price	\$250,798	\$199,851	25.5%	\$228,256	\$197,659	15.5%
Median Sales Price	\$210,000	\$174,000	20.7%	\$193,000	\$168,000	14.9%

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	4	5	0	1	4	14	72
\$ 20,000 - 29,999	7	8	5	0	2	22	102
\$ 30,000 - 39,999	0	8	5	0	2	15	114
\$ 40,000 - 49,999	4	13	2	0	0	19	97
\$ 50,000 - 59,999	2	14	1	0	0	17	85
\$ 60,000 - 69,999	4	17	4	1	1	27	105
\$ 70,000 - 79,999	5	20	2	1	2	30	143
\$ 80,000 - 89,999	2	17	6	6	2	33	109
\$ 90,000 - 99,999	4	12	3	2	3	24	103
\$100,000 - 119,999	8	33	7	1	5	54	191
\$120,000 - 139,999	6	44	3	1	2	56	252
\$140,000 - 159,999	3	54	12	0	2	71	251
\$160,000 - 179,999	8	44	13	0	8	73	304
\$180,000 - 199,999	5	38	18	1	2	64	248
\$200,000 - 249,999	5	75	69	0	1	150	552
\$250,000 - 299,999	5	51	77	1	4	138	475
\$300,000 - 399,999	3	39	115	0	2	159	531
\$400,000 - 499,999	1	9	57	0	2	69	230
\$500,000 - 749,999	0	4	55	0	0	59	197
\$750,000 - 999,999	0	1	14	0	0	15	36
\$1,000,000 and over	0	0	11	0	0	11	27
Total Types	76	506	479	15	44	1120	4,224
Average Sale Price	\$132,574	\$178,499	\$359,990	\$101,933	\$148,471	\$250,798	\$228,256
Median Sale Price	\$117,650	\$164,250	\$314,000	\$83,600	\$123,500	\$210,000	\$193,000

Price Group	Sales	% of Total
0 - \$99,999	201	17.9%
\$100,000 - 199,999	318	28.4%
\$200,000 - 399,999	447	39.9%
\$400,000 and above	154	13.8%

Time on Market	Units
1 to 30 days	630
31 to 60 days	158
61 to 90 days	68
91 to 120 days	50
More than 120 Days	144
Average Market Time	53

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: 04/01/2020 - 04/30/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	4	5	0	1	4	14
20,000 to 29,999	7	8	5	0	2	22
30,000 to 39,999	0	8	5	0	2	15
40,000 to 49,999	4	13	2	0	0	19
50,000 to 59,999	2	14	1	0	0	17
60,000 to 69,999	4	17	4	1	1	27
70,000 to 79,999	5	20	2	1	2	30
80,000 to 89,999	2	17	6	6	2	33
90,000 to 99,999	4	12	3	2	3	24
100,000 to 119,999	8	33	7	1	5	54
120,000 to 139,999	6	44	3	1	2	56
140,000 to 159,999	3	54	12	0	2	71
160,000 to 179,999	8	44	13	0	8	73
180,000 to 199,999	5	38	18	1	2	64
200,000 to 249,999	5	75	69	0	1	150
250,000 to 299,999	5	51	77	1	4	138
300,000 to 399,999	3	39	115	0	2	159
400,000 to 499,999	1	9	57	0	2	69
500,000 to 749,999	0	4	55	0	0	59
750,000 to 999,999	0	1	14	0	0	15
1,000,000 and greater	0	0	11	0	0	11
Totals	76	506	479	15	44	1120
Average List Price	\$132,123	\$179,511	\$366,414	\$103,833	\$151,459	\$254,114
Median List Price	\$117,450	\$164,400	\$312,000	\$90,000	\$126,000	\$212,250
Average Sale Price	\$132,574	\$178,499	\$359,990	\$101,933	\$148,471	\$250,798
Median Sale Price	\$117,650	\$164,250	\$314,000	\$83,600	\$123,500	\$210,000

Time on Market	# Units
1-30	630
31-60	158
61-90	68
91-120	50
greater than 120 days	144
Total Units Sold	1050
Average Market Time	53

Type of Financing	# Units
Conventional	567
Cash	230
FHA	188
VA	85
Owner	2
Other	48

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 - 04/30/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	25	30	9	4	4	72
20,000 to 29,999	31	45	14	7	5	102
30,000 to 39,999	21	72	11	3	7	114
40,000 to 49,999	13	62	14	7	1	97
50,000 to 59,999	21	50	7	4	3	85
60,000 to 69,999	19	64	16	2	4	105
70,000 to 79,999	18	80	25	13	7	143
80,000 to 89,999	7	71	15	9	7	109
90,000 to 99,999	12	60	15	3	13	103
100,000 to 119,999	25	130	16	3	17	191
120,000 to 139,999	21	180	31	2	18	252
140,000 to 159,999	11	179	46	1	14	251
160,000 to 179,999	12	213	57	2	20	304
180,000 to 199,999	9	161	66	2	10	248
200,000 to 249,999	16	258	260	0	18	552
250,000 to 299,999	8	142	305	2	18	475
300,000 to 399,999	16	118	384	2	11	531
400,000 to 499,999	2	27	195	0	6	230
500,000 to 749,999	1	11	183	0	2	197
750,000 to 999,999	0	4	32	0	0	36
1,000,000 and greater	0	1	26	0	0	27
Totals	288	1958	1727	66	185	4224
Average List Price	\$112,409	\$166,680	\$339,562	\$89,356	\$173,220	\$232,741
Median List Price	\$79,700	\$155,000	\$295,500	\$77,000	\$155,000	\$196,950
Average Sale Price	\$109,468	\$164,219	\$332,610	\$84,653	\$168,011	\$228,256
Median Sale Price	\$78,950	\$154,900	\$290,000	\$71,250	\$151,000	\$193,000

Time on Market	# Units
1-30	2103
31-60	690
61-90	358
91-120	247
greater than 120 days	534
Total Units Sold	3932
Average Market Time	57

Type of Financing	# Units
Conventional	1918
Cash	1110
FHA	698
VA	312
Owner	7
Other	179

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 5/15/2020

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	42	1	0
20,000 to 29,999	50	2	1
30,000 to 39,999	97	15	9
40,000 to 49,999	90	4	7
50,000 to 59,999	86	5	5
60,000 to 69,999	94	3	3
70,000 to 79,999	92	1	3
80,000 to 89,999	78	4	4
90,000 to 99,999	63	0	4
100,000 to 119,999	108	5	4
120,000 to 139,999	136	2	5
140,000 to 159,999	133	1	11
160,000 to 179,999	134	0	11
180,000 to 199,999	131	1	9
200,000 to 249,999	306	2	14
250,000 to 299,999	285	1	18
300,000 to 399,999	377	3	19
400,000 to 499,999	282	0	6
500,000 to 749,999	276	1	3
750,000 to 999,999	114	0	2
1,000,000 and greater	105	0	0
Totals	3079	51	138
Average Price	\$321,109	\$100,142	\$210,268
Median Price	\$234,900	\$55,000	\$189,950

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,079	\$321,109
Condominium	138	\$210,268
Duplex	51	\$100,142
Total	3,268	\$312,980

PENDING	Listings	Average List Price
Residential	1,190	\$228,304
Condominium	50	\$176,405
Duplex	17	\$79,588
Total	1,257	\$224,228

5/15/2020