



Memphis Area Home Sales Report

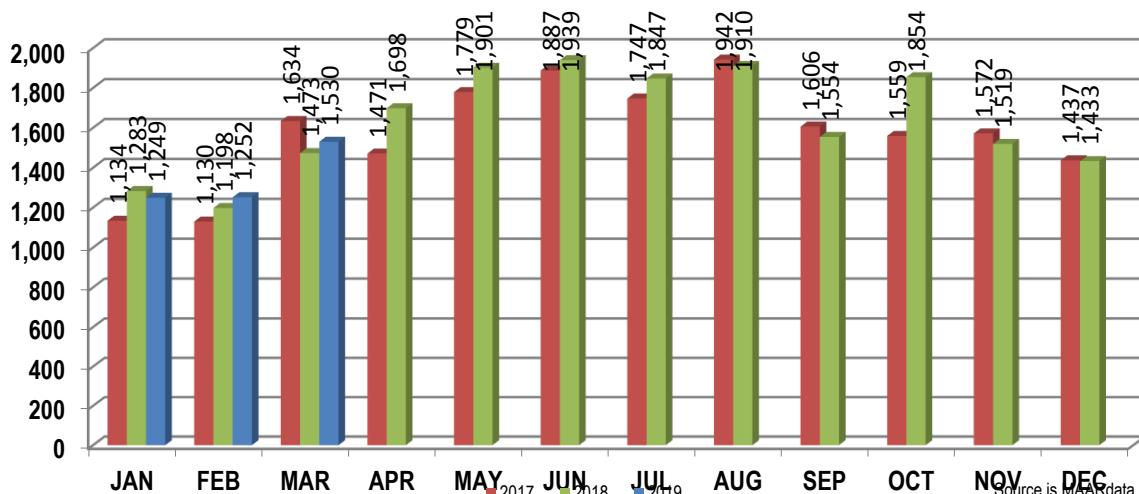
March 2019

Sales Summary

	March Total Sales			YTD Total Sales		
	2019	2018	% change	2019	2018	% change
Units	1,530	1,484	3.1%	4,032	3,982	1.3%
Median Sales Price	\$135,250	\$135,000	0.2%	\$131,000	\$130,000	0.8%
Average Sales Price	\$173,814	\$173,505	0.2%	\$170,016	\$167,627	1.4%

	March Existing Sales			YTD Existing Home Sales		
	2019	2018	% change	2019	2018	% change
Units	1,452	1,397	3.9%	3,828	3,771	1.5%
Median Sales Price	\$130,000	\$127,000	2.4%	\$124,900	\$122,000	2.4%
Average Sales Price	\$163,395	\$161,020	1.5%	\$159,543	\$156,559	1.8%
	March New Home Sales			YTD New Home Sales		
	2019	2018	% change	2019	2018	% change
Units	78	87	-10.3%	204	211	-3.3%
Median Sales Price	\$318,800	\$299,900	6.3%	\$318,800	\$306,304	4.1%
Average Sales Price	\$367,759	\$374,013	-1.7%	\$368,238	\$365,431	0.8%
	March Bank Sales			YTD Bank Sales*		
	2019	2018	% change	2019	2018	% change
Units	52	85	-38.8%	157	236	-33.5%
Median Sales Price	\$70,000	\$60,000	16.7%	\$52,000	\$55,500	-6.3%
Average Sales Price	\$106,687	\$85,714	24.5%	\$86,649	\$81,736	6.0%
	March Non-Bank Sales			YTD Non-Bank Sales		
	2019	2018	% change	2019	2018	% change
Units	1,478	1,399	5.6%	3,875	3,746	3.4%
Median Sales Price	\$139,900	\$141,000	-0.8%	\$135,000	\$135,000	0.0%
Average Sales Price	\$176,175	\$178,840	-1.5%	\$173,394	\$173,038	0.2%

Data compiled from deeds that were recorded in Shelby, Fayette and Tipton counties. *Bank sales represent all warranty deeds recorded in Shelby, Fayette and Tipton counties where the seller was a bank, REO company, or other similar institution.



Source is MAAR data unless otherwise noted.



Memphis Area Home Sales Report

March 2019

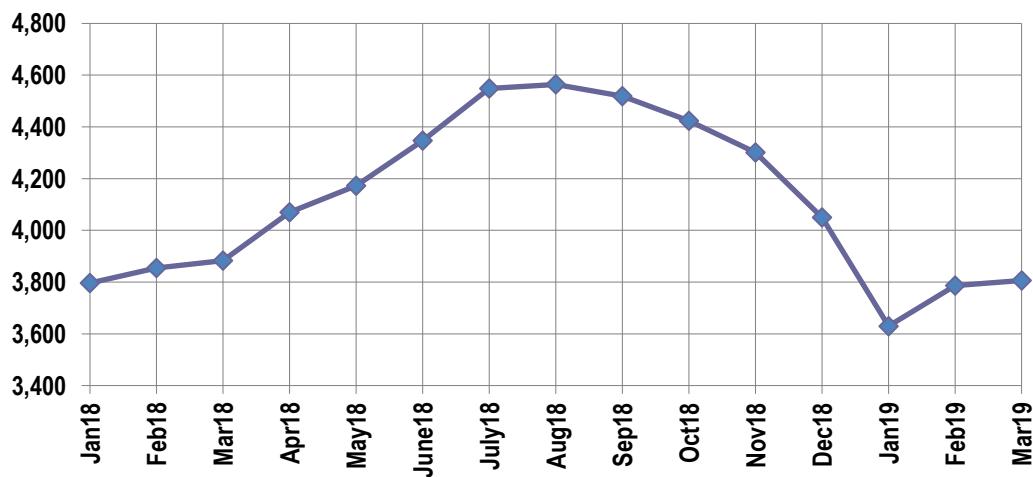
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 03-18-19)		
	Units	Ave. List Price
Single Family	3,627	\$274,532
Condo/Co-op	126	\$190,471
Duplex	53	\$85,472
Market Total	3,806	\$269,116

Pending Sales (as of 03-18-19)		
	Units	Ave. List Price
Single Family	1,242	\$187,687
Condo/Co-op	42	\$153,233
Duplex	21	\$82,780
Market Total	1,305	\$184,890

	March Foreclosure Actions			YTD Foreclosure Actions		
	2019	2018	% change	2019	2018	% change
Total	119	131	-9.2%	314	437	-28.1%

Compiled from trustee deeds recorded in Shelby, Fayette and Tipton counties.



Inventory

Apr-17	4,681	Apr-18	4,070
May-17	4,697	May-18	4,172
Jun-17	4,777	Jun-18	4,347
Jul-17	4,815	Jul-18	4,548
Aug-17	4,713	Aug-18	4,564
Sep-17	4,627	Sep-18	4,519
Oct-17	4,634	Oct-18	4,424
Nov-17	4,538	Nov-18	4,301
Dec-17	4,190	Dec-18	4,050
Jan-18	3,796	Jan-19	3,630
Feb-18	3,854	Feb-19	3,786
Mar-18	3,883	Mar-19	3,806

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayer	Units	106	83	27.7%	106	83	27.7%				3	7	-57.1%
	Median Sales Price	\$39,950	\$30,000	33.2%	\$39,950	\$30,000	33.2%				\$10,000	\$30,000	-66.7%
	Ave. Sales Price	\$48,904	\$51,293	-4.7%	\$48,904	\$51,293	-4.7%				\$14,000	\$31,142	-55.0%
Raleigh/ Cov. Pike	Units	83	85	-2.4%	83	85	-2.4%				5	4	25.0%
	Median Sales Price	\$85,000	\$75,000	13.3%	\$85,000	\$75,000	13.3%				\$52,000	\$34,450	50.9%
	Ave. Sales Price	\$86,070	\$77,312	11.3%	\$86,070	\$77,312	11.3%				\$61,810	\$34,225	80.6%
Downtown	Units	37	47	-21.3%	37	47	-21.3%				2	1	100.0%
	Median Sales Price	\$235,500	\$215,000	9.5%	\$235,500	\$215,000	9.5%						
	Ave. Sales Price	\$237,608	\$208,167	14.1%	\$237,608	\$208,167	14.1%				\$129,155	\$88,000	46.8%
Midtown	Units	81	90	-10.0%	79	88	-10.2%	2	2	0.0%	2	6	-66.7%
	Median Sales Price	\$116,000	\$130,000	-10.8%	\$110,400	\$127,000	-13.1%					\$76,025	
	Ave. Sales Price	\$137,565	\$166,147	-17.2%	\$133,631	\$161,062	-17.0%	\$292,950	\$389,900	-24.9%	\$25,750	\$82,550	-68.8%
S. Memphis	Units	81	54	50.0%	81	54	50.0%				5	11	-54.5%
	Median Sales Price	\$32,000	\$19,000	68.4%	\$32,000	\$19,000	68.4%				\$13,500	\$20,000	-32.5%
	Ave. Sales Price	\$41,254	\$31,474	31.1%	\$41,254	\$31,474	31.1%				\$22,314	\$42,576	-47.6%
Berkclair/ Highland Heights	Units	61	56	8.9%	61	56	8.9%				2	3	-33.3%
	Median Sales Price	\$42,500	\$40,000	6.3%	\$42,500	\$40,000	6.3%					\$48,000	
	Ave. Sales Price	\$52,109	\$42,233	23.4%	\$52,109	\$42,233	23.4%				\$34,875	\$48,333	-27.8%
E. Memphis	Units	268	238	12.6%	264	237	11.4%	4	1	300.0%	3	7	-57.1%
	Median Sales Price	\$144,250	\$134,900	6.9%	\$142,600	\$134,900	5.7%	\$702,500			\$36,100	\$57,000	-36.7%
	Ave. Sales Price	\$183,442	\$192,381	-4.6%	\$176,150	\$189,543	-7.1%	\$664,750	\$865,000	-23.1%	\$59,916	\$74,892	-20.0%
Whitehaven	Units	75	65	15.4%	73	65	12.3%	2			4	3	33.3%
	Median Sales Price	\$66,000	\$48,500	36.1%	\$65,000	\$48,500	34.0%				\$51,035	\$37,500	36.1%
	Ave. Sales Price	\$68,955	\$52,171	32.2%	\$66,392	\$52,171	27.3%	\$162,500			\$45,267	\$34,500	31.2%
Parkway/ Village/ Oakhaven	Units	55	58	-5.2%	55	57	-3.5%		1		1	5	-80.0%
	Median Sales Price	\$75,000	\$69,950	7.2%	\$75,000	\$69,900	7.3%					\$39,000	
	Ave. Sales Price	\$73,846	\$68,478	7.8%	\$73,846	\$67,995	8.6%		\$96,000		\$33,300	\$30,940	7.6%
Hickory Hill	Units	95	102	-6.9%	94	96	-2.1%	1	6	-83.3%	3	10	-70.0%
	Median Sales Price	\$122,500	\$100,500	21.9%	\$121,750	\$94,450	28.9%		\$192,000		\$70,000	\$84,450	-17.1%
	Ave. Sales Price	\$121,339	\$107,354	13.0%	\$119,938	\$101,475	18.2%	\$253,090	\$201,404	25.7%	\$78,966	\$89,130	-11.4%
Southwind	Units	12	12	0.0%	11	10	10.0%	1	2	-50.0%	2	1	100.0%
	Median Sales Price	\$217,450	\$241,860	-10.1%	\$189,900	\$241,860	-21.5%						
	Ave. Sales Price	\$241,808	\$263,669	-8.3%	\$238,336	\$275,233	-13.4%	\$280,000	\$205,850	36.0%	\$217,450	\$134,610	61.5%

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	188	161	16.8%	175	151	15.9%	13	10	30.0%	5	7	-28.6%
	Median Sales Price	\$182,750	\$164,500	11.1%	\$175,500	\$159,900	9.8%	\$285,198	\$259,152	10.0%	\$162,100	\$115,000	41.0%
	Ave. Sales Price	\$208,124	\$184,036	13.1%	\$203,090	\$179,212	13.3%	\$275,898	\$256,885	7.4%	\$240,620	\$151,271	59.1%
Bartlett	Units	87	81	7.4%	80	70	14.3%	7	11	-36.4%	2	3	-33.3%
	Median Sales Price	\$225,000	\$200,000	12.5%	\$215,000	\$178,000	20.8%	\$289,900	\$289,900	0.0%		\$199,900	
	Ave. Sales Price	\$223,721	\$211,729	5.7%	\$217,952	\$193,499	12.6%	\$289,657	\$327,737	-11.6%	\$214,750	\$190,749	12.6%
Gtown	Units	50	60	-16.7%	50	51	-2.0%		9		1	1	0.0%
	Median Sales Price	\$315,000	\$366,500	-14.1%	\$315,000	\$305,000	3.3%		\$681,327				
	Ave. Sales Price	\$385,775	\$410,179	-5.9%	\$385,775	\$336,772	14.6%		\$826,148		\$336,000	\$206,000	63.1%
Collierville	Units	78	73	6.8%	65	64	1.6%	13	9	44.4%	1	1	0.0%
	Median Sales Price	\$382,000	\$332,000	15.1%	\$365,000	\$317,000	15.1%	\$487,020	\$454,431	7.2%			
	Ave. Sales Price	\$376,542	\$353,426	6.5%	\$352,568	\$329,006	7.2%	\$496,411	\$527,084	-5.8%	\$358,488	\$81,060	342.2%
Lakeland	Units	15	18	-16.7%	13	18	-27.8%	2			1	1	0.0%
	Median Sales Price	\$369,500	\$284,250	30.0%	\$359,900	\$284,250	26.6%						
	Ave. Sales Price	\$382,045	\$276,230	38.3%	\$372,169	\$276,230	34.7%	\$446,240			\$149,900	\$134,250	11.7%
Arlington	Units	30	38	-21.1%	21	30	-30.0%	9	8	12.5%			
	Median Sales Price	\$257,500	\$249,000	3.4%	\$245,000	\$243,250	0.7%	\$384,900	\$342,770	12.3%		\$1	
	Ave. Sales Price	\$295,414	\$277,161	6.6%	\$264,771	\$257,256	2.9%	\$366,914	\$351,806	4.3%		\$310,000	
Millington	Units	25	19	31.6%	25	19	31.6%				2	1	100.0%
	Median Sales Price	\$125,000	\$101,000	23.8%	\$125,000	\$101,000	23.8%						
	Ave. Sales Price	\$122,672	\$138,231	-11.3%	\$122,672	\$138,231	-11.3%				\$128,000	\$168,000	-23.8%
Shelby County	Units	1,399	1,318	6.1%	1,345	1,259	6.8%	54	59	-8.5%	42	72	-41.7%
	Median Sales Price	\$129,900	\$125,750	3.3%	\$123,500	\$118,000	4.7%	\$324,401	\$344,900	-5.9%	\$56,250	\$54,876	2.5%
	Ave. Sales Price	\$168,015	\$168,345	-0.2%	\$159,619	\$156,752	1.8%	\$377,135	\$415,736	-9.3%	\$108,841	\$81,324	33.8%
Fayette County	Units	52	68	-23.5%	38	52	-26.9%	14	16	-12.5%	4	3	33.3%
	Median Sales Price	\$269,950	\$237,000	13.9%	\$239,250	\$228,450	4.7%	\$302,222	\$260,900	15.8%	\$127,000	\$38,222	232.3%
	Ave. Sales Price	\$304,756	\$272,904	11.7%	\$287,444	\$265,392	8.3%	\$351,748	\$297,316	18.3%	\$147,500	\$103,374	42.7%
Tipton County	Units	79	98	-19.4%	69	86	-19.8%	10	12	-16.7%	6	10	-40.0%
	Median Sales Price	\$181,500	\$159,500	13.8%	\$169,900	\$150,000	13.3%	\$315,704	\$284,000	11.7%	\$70,700	\$97,250	-27.3%
	Ave. Sales Price	\$190,302	\$173,950	9.4%	\$168,673	\$160,389	5.2%	\$339,540	\$271,136	25.2%	\$64,400	\$112,025	-42.5%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2019	2018	%change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayer	Units	275	233	18.0%	275	233	18.0%				10	24	-58.3%
	Median Sales Price	\$35,000	\$30,500	14.8%	\$35,000	\$30,500	14.8%				\$23,750	\$23,200	2.4%
	Ave. Sales Price	\$47,442	\$47,693	-0.5%	\$47,442	\$47,693	-0.5%				\$26,350	\$30,471	-13.5%
Raleigh/ Cov. Pike	Units	239	251	-4.8%	239	248	-3.6%		3		20	17	17.6%
	Median Sales Price	\$80,000	\$77,700	3.0%	\$80,000	\$77,250	3.6%		\$149,900		\$61,003	\$35,000	74.3%
	Ave. Sales Price	\$86,238	\$80,998	6.5%	\$86,238	\$80,176	7.6%		\$148,900		\$66,031	\$56,105	17.7%
Downtown	Units	96	105	-8.6%	94	105	-10.5%	2			3	7	-57.1%
	Median Sales Price	\$228,250	\$185,900	22.8%	\$232,250	\$185,900	24.9%				\$36,500	\$32,500	12.3%
	Ave. Sales Price	\$225,448	\$191,679	17.6%	\$227,999	\$191,679	18.9%	\$107,500			\$98,270	\$61,755	59.1%
Midtown	Units	237	206	15.0%	234	201	16.4%	3	5	-40.0%	5	16	-68.8%
	Median Sales Price	\$130,000	\$132,000	-1.5%	\$127,750	\$128,750	-0.8%	\$296,900	\$355,000	-16.4%	\$31,500	\$76,025	-58.6%
	Ave. Sales Price	\$144,858	\$161,434	-10.3%	\$142,737	\$156,172	-8.6%	\$310,300	\$372,960	-16.8%	\$44,475	\$85,617	-48.1%
S. Memphis	Units	203	136	49.3%	203	136	49.3%				17	21	-19.0%
	Median Sales Price	\$25,750	\$20,001	28.7%	\$25,750	\$20,001	28.7%				\$13,500	\$18,500	-27.0%
	Ave. Sales Price	\$35,001	\$28,043	24.8%	\$35,001	\$28,043	24.8%				\$18,333	\$29,897	-38.7%
Berkclair/ Highland Heights	Units	146	136	7.4%	146	136	7.4%				8	8	0.0%
	Median Sales Price	\$40,000	\$41,500	-3.6%	\$40,000	\$41,500	-3.6%				\$32,406	\$40,000	-19.0%
	Ave. Sales Price	\$47,938	\$44,472	7.8%	\$47,938	\$44,472	7.8%				\$30,976	\$39,469	-21.5%
E. Memphis	Units	656	619	6.0%	650	617	5.3%	6	2	200.0%	9	22	-59.1%
	Median Sales Price	\$130,000	\$132,900	-2.2%	\$128,000	\$132,500	-3.4%	\$702,500			\$65,100	\$32,550	100.0%
	Ave. Sales Price	\$183,942	\$185,387	-0.8%	\$179,526	\$183,330	-2.1%	\$662,333	\$820,000	-19.2%	\$70,363	\$59,786	17.7%
Whitehaven	Units	227	195	16.4%	219	195	12.3%	8			16	23	-30.4%
	Median Sales Price	\$65,000	\$62,900	3.3%	\$64,900	\$62,900	3.2%	\$174,900			\$33,750	\$39,000	-13.5%
	Ave. Sales Price	\$71,188	\$58,267	22.2%	\$67,411	\$58,267	15.7%	\$174,606			\$42,213	\$42,324	-0.3%
Parkway/ Village/ Oakhaven	Units	140	148	-5.4%	140	147	-4.8%		1		12	11	9.1%
	Median Sales Price	\$66,750	\$69,900	-4.5%	\$66,750	\$69,900	-4.5%				\$45,250	\$39,500	14.6%
	Ave. Sales Price	\$66,205	\$65,500	1.1%	\$66,205	\$65,292	1.4%		\$96,000		\$40,368	\$34,127	18.3%
Hickory Hill	Units	263	311	-15.4%	260	293	-11.3%	3	18	-83.3%	10	20	-50.0%
	Median Sales Price	\$119,900	\$104,900	14.3%	\$118,850	\$102,000	16.5%	\$273,020	\$216,515	26.1%	\$77,750	\$75,450	3.0%
	Ave. Sales Price	\$117,827	\$111,667	5.5%	\$115,971	\$105,592	9.8%	\$278,670	\$210,552	32.3%	\$78,303	\$88,773	-11.8%
Southwind	Units	35	30	16.7%	34	24	41.7%	1	6	-83.3%	3	3	0.0%
	Median Sales Price	\$241,600	\$259,710	-7.0%	\$235,800	\$241,860	-2.5%		\$265,600		\$214,500	\$98,500	117.8%
	Ave. Sales Price	\$256,225	\$254,317	0.7%	\$255,526	\$253,902	0.6%	\$280,000	\$255,978	9.4%	\$216,466	\$109,036	98.5%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	494	475	4.0%	454	454	0.0%	40	21	90.5%	16	23	-30.4%
	Median Sales Price	\$180,000	\$160,000	12.5%	\$172,000	\$157,300	9.3%	\$275,722	\$250,954	9.9%	\$174,600	\$155,138	12.5%
	Ave. Sales Price	\$198,340	\$175,710	12.9%	\$192,187	\$172,216	11.6%	\$268,168	\$251,250	6.7%	\$212,984	\$162,864	30.8%
Bartlett	Units	213	219	-2.7%	196	187	4.8%	17	32	-46.9%	3	4	-25.0%
	Median Sales Price	\$210,000	\$215,000	-2.3%	\$199,000	\$196,500	1.3%	\$289,900	\$290,543	-0.2%	\$170,000	\$159,700	6.4%
	Ave. Sales Price	\$217,478	\$211,168	3.0%	\$210,988	\$195,112	8.1%	\$292,303	\$304,990	-4.2%	\$199,833	\$165,562	20.7%
Gtown	Units	150	154	-2.6%	146	140	4.3%	4	14	-71.4%	2	2	0.0%
	Median Sales Price	\$306,500	\$330,000	-7.1%	\$301,000	\$302,000	-0.3%	\$692,988	\$772,896	-10.3%			
	Ave. Sales Price	\$360,470	\$375,064	-3.9%	\$350,967	\$329,732	6.4%	\$707,320	\$828,379	-14.6%	\$431,025	\$212,500	102.8%
Collierville	Units	221	208	6.3%	183	175	4.6%	38	33	15.1%	2	4	-50.0%
	Median Sales Price	\$379,000	\$332,000	14.2%	\$338,000	\$313,000	8.0%	\$488,460	\$467,934	4.4%		\$190,780	
	Ave. Sales Price	\$376,643	\$372,841	1.0%	\$345,818	\$343,554	0.7%	\$525,091	\$528,146	-0.6%	\$348,244	\$190,674	82.6%
Lakeland	Units	43	55	-21.8%	36	54	-33.3%	7	1	600.0%	1	1	0.0%
	Median Sales Price	\$266,000	\$285,000	-6.7%	\$251,200	\$289,500	-13.2%	\$433,800					
	Ave. Sales Price	\$305,279	\$295,033	3.5%	\$281,965	\$295,313	-4.5%	\$425,184	\$279,900	51.9%	\$149,900	\$134,250	11.7%
Arlington	Units	77	96	-19.8%	55	76	-27.6%	22	20	10.0%	1	2	-50.0%
	Median Sales Price	\$289,900	\$255,000	13.7%	\$255,000	\$240,000	6.3%	\$369,589	\$334,034	10.6%			
	Ave. Sales Price	\$303,505	\$265,909	14.1%	\$279,159	\$246,353	13.3%	\$364,367	\$340,224	7.1%	\$262,000	\$297,500	-11.9%
Millington	Units	46	45	2.2%	46	45	2.2%				2	2	0.0%
	Median Sales Price	\$112,500	\$99,900	12.6%	\$112,500	\$99,900	12.6%						
	Ave. Sales Price	\$124,458	\$123,838	0.5%	\$124,458	\$123,838	0.5%				\$128,000	\$176,750	-27.6%
Shelby County	Units	3,699	3,591	3.0%	3,548	3,435	3.3%	151	156	-3.2%	137	207	-33.8%
	Median Sales Price	\$125,000	\$122,400	2.1%	\$119,900	\$115,000	4.3%	\$335,000	\$324,540	3.2%	\$52,000	\$47,500	9.5%
	Ave. Sales Price	\$165,177	\$163,095	1.3%	\$156,112	\$152,884	2.1%	\$378,170	\$387,947	-2.5%	\$87,727	\$77,111	13.8%
Fayette County	Units	157	160	-1.9%	122	126	-3.2%	35	34	2.9%	10	7	42.9%
	Median Sales Price	\$255,000	\$252,984	0.8%	\$234,000	\$228,450	2.4%	\$289,000	\$271,500	6.4%	\$81,855	\$145,000	-43.5%
	Ave. Sales Price	\$282,143	\$282,036	0.0%	\$260,555	\$270,807	-3.8%	\$357,393	\$323,648	10.4%	\$104,285	\$141,024	-26.0%
Tipton County	Units	176	231	-23.8%	158	210	-24.8%	18	21	-14.3%	10	22	-54.5%
	Median Sales Price	\$167,250	\$150,000	11.5%	\$159,500	\$140,000	13.9%	\$305,773	\$282,900	8.1%	\$47,750	\$93,500	-48.9%
	Ave. Sales Price	\$171,700	\$158,825	8.1%	\$156,399	\$148,126	5.6%	\$306,007	\$265,814	15.1%	\$54,240	\$106,397	-49.0%