



Multiple Listing Service Sales Report August 2020

Sales Summary

	August Total Sales			YTD Total MLS Sales		
	2020	2019	% change	2020	2019	% change
Units	1,409	1,370	2.8%	9,932	10,285	-3.4%
Average Sales Price	\$265,175	\$225,578	17.6%	\$241,666	\$216,134	11.8%
Median Sales Price	\$230,000	\$194,000	18.6%	\$209,900	\$185,000	13.5%

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	6	5	1	0	0	12	135
\$ 20,000 - 29,999	9	16	3	1	0	29	220
\$ 30,000 - 39,999	5	13	3	1	1	23	228
\$ 40,000 - 49,999	7	24	4	1	1	37	234
\$ 50,000 - 59,999	6	12	4	10	1	33	194
\$ 60,000 - 69,999	4	11	5	3	4	27	253
\$ 70,000 - 79,999	5	20	8	1	1	35	269
\$ 80,000 - 89,999	2	15	3	2	1	23	230
\$ 90,000 - 99,999	4	16	4	0	3	27	209
\$100,000 - 119,999	7	27	8	0	3	45	403
\$120,000 - 139,999	6	38	5	0	5	54	525
\$140,000 - 159,999	2	53	8	0	2	65	569
\$160,000 - 179,999	4	75	13	1	7	100	652
\$180,000 - 199,999	5	45	18	0	3	71	590
\$200,000 - 249,999	6	109	67	0	6	188	1369
\$250,000 - 299,999	3	57	118	0	6	184	1142
\$300,000 - 399,999	5	47	154	2	10	218	1349
\$400,000 - 499,999	0	16	97	0	1	114	664
\$500,000 - 749,999	0	6	81	0	1	88	519
\$750,000 - 999,999	0	1	20	0	1	22	111
\$1,000,000 and over	0	1	13	0	0	14	67
Total Types	86	607	637	22	57	1409	9,932
Average Sale Price	\$113,084	\$185,030	\$373,133	\$86,798	\$210,493	\$265,175	\$241,666
Median Sale Price	\$83,700	\$174,000	\$330,000	\$53,000	\$179,500	\$230,000	\$209,900

Price Group	Sales	% of Total
0 - \$99,999	246	17.5%
\$100,000 - 199,999	335	23.8%
\$200,000 - 399,999	590	41.9%
\$400,000 and above	238	16.9%

Time on Market	Units
1 to 30 days	841
31 to 60 days	187
61 to 90 days	91
91 to 120 days	50
More than 120 Days	137
Average Market Time	
52	

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 08/01/2020 - 08/31/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	6	5	1	0	0	12
20,000 to 29,999	9	16	3	1	0	29
30,000 to 39,999	5	13	3	1	1	23
40,000 to 49,999	7	24	4	1	1	37
50,000 to 59,999	6	12	4	10	1	33
60,000 to 69,999	4	11	5	3	4	27
70,000 to 79,999	5	20	8	1	1	35
80,000 to 89,999	2	15	3	2	1	23
90,000 to 99,999	4	16	4	0	3	27
100,000 to 119,999	7	27	8	0	3	45
120,000 to 139,999	6	38	5	0	5	54
140,000 to 159,999	2	53	8	0	2	65
160,000 to 179,999	4	75	13	1	7	100
180,000 to 199,999	5	45	18	0	3	71
200,000 to 249,999	6	109	67	0	6	188
250,000 to 299,999	3	57	118	0	6	184
300,000 to 399,999	5	47	154	2	10	218
400,000 to 499,999	0	16	97	0	1	114
500,000 to 749,999	0	6	81	0	1	88
750,000 to 999,999	0	1	20	0	1	22
1,000,000 and greater	0	1	13	0	0	14
Totals	86	607	637	22	57	1409
Average List Price	\$114,548	\$186,986	\$378,920	\$92,118	\$215,893	\$269,025
Median List Price	\$87,500	\$174,900	\$330,000	\$59,900	\$175,000	\$229,900
Average Sale Price	\$113,084	\$185,030	\$373,133	\$86,798	\$210,493	\$265,175
Median Sale Price	\$83,700	\$174,000	\$330,000	\$53,000	\$179,500	\$230,000

Time on Market	# Units
1-30	841
31-60	187
61-90	91
91-120	50
greater than 120 days	137
Total Units Sold	1306
Average Market Time	52

Type of Financing	# Units
Conventional	703
Cash	332
FHA	237
VA	91
Owner	3
Other	43

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 - 08/31/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	46	57	19	8	5	135
20,000 to 29,999	67	105	23	8	17	220
30,000 to 39,999	47	136	19	13	13	228
40,000 to 49,999	38	148	31	10	7	234
50,000 to 59,999	33	125	13	14	9	194
60,000 to 69,999	37	166	29	10	11	253
70,000 to 79,999	40	152	45	19	13	269
80,000 to 89,999	16	155	32	14	13	230
90,000 to 99,999	26	128	28	7	20	209
100,000 to 119,999	52	266	48	4	33	403
120,000 to 139,999	49	375	58	6	37	525
140,000 to 159,999	31	412	95	1	30	569
160,000 to 179,999	26	480	103	4	39	652
180,000 to 199,999	32	390	135	3	30	590
200,000 to 249,999	45	711	564	1	48	1369
250,000 to 299,999	22	378	695	3	44	1142
300,000 to 399,999	32	310	968	6	33	1349
400,000 to 499,999	5	91	554	0	14	664
500,000 to 749,999	1	38	476	1	3	519
750,000 to 999,999	2	7	101	0	1	111
1,000,000 and greater	0	2	65	0	0	67
Totals	647	4632	4101	132	420	9932
Average List Price	\$117,582	\$174,597	\$357,683	\$96,029	\$180,102	\$245,669
Median List Price	\$89,500	\$165,000	\$311,500	\$75,000	\$163,450	\$209,950
Average Sale Price	\$116,058	\$172,462	\$351,261	\$90,846	\$175,685	\$241,666
Median Sale Price	\$87,400	\$164,758	\$310,000	\$71,125	\$160,000	\$209,900

Time on Market	# Units
1-30	5361
31-60	1536
61-90	763
91-120	479
greater than 120 days	1078
Total Units Sold	9217
Average Market Time	52

Type of Financing	# Units
Conventional	4776
Cash	2426
FHA	1624
VA	688
Owner	12
Other	405

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 9/16/2020

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	19	0	0
20,000 to 29,999	33	0	0
30,000 to 39,999	76	13	2
40,000 to 49,999	85	6	9
50,000 to 59,999	95	7	4
60,000 to 69,999	116	7	5
70,000 to 79,999	70	2	3
80,000 to 89,999	63	4	0
90,000 to 99,999	51	1	7
100,000 to 119,999	76	11	4
120,000 to 139,999	109	0	4
140,000 to 159,999	122	4	8
160,000 to 179,999	104	0	8
180,000 to 199,999	114	0	20
200,000 to 249,999	251	1	18
250,000 to 299,999	244	2	20
300,000 to 399,999	347	1	14
400,000 to 499,999	213	0	8
500,000 to 749,999	260	1	4
750,000 to 999,999	114	0	3
1,000,000 and greater	99	0	1
Totals	2661	60	142
Average Price	\$331,144	\$94,393	\$237,233
Median Price	\$240,000	\$65,500	\$199,450

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,661	\$331,144
Condominium	142	\$237,233
Duplex	60	\$94,393
Total	2,863	\$321,525

PENDING	Listings	Average List Price
Residential	1,419	\$242,733
Condominium	28	\$161,257
Duplex	11	\$77,009
Total	1,458	\$239,918

9/16/2020