



Multiple Listing Service Sales Report August 2021

Sales Summary

	August Total Sales			YTD Total MLS Sales		
	2021	2020	% change	2021	2020	% change
Units	1,685	1,409	19.6%	11,180	9,932	12.6%
Average Sales Price	\$283,235	\$265,175	6.8%	\$270,626	\$241,666	12.0%
Median Sales Price	\$247,000	\$230,000	7.4%	\$235,000	\$209,900	12.0%

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	1	1	0	0	6	73
\$ 20,000 - 29,999	5	3	2	1	0	11	100
\$ 30,000 - 39,999	7	8	1	1	2	19	152
\$ 40,000 - 49,999	9	9	1	0	2	21	207
\$ 50,000 - 59,999	6	9	2	1	3	21	231
\$ 60,000 - 69,999	7	12	6	4	1	30	273
\$ 70,000 - 79,999	12	49	5	0	1	67	288
\$ 80,000 - 89,999	4	27	6	4	2	43	294
\$ 90,000 - 99,999	10	23	1	1	2	37	255
\$100,000 - 119,999	5	37	8	2	5	57	451
\$120,000 - 139,999	13	52	7	3	6	81	523
\$140,000 - 159,999	10	45	7	2	3	67	523
\$160,000 - 179,999	16	58	14	1	3	92	612
\$180,000 - 199,999	2	56	16	0	1	75	512
\$200,000 - 249,999	16	158	35	3	12	224	1468
\$250,000 - 299,999	10	104	99	1	7	221	1373
\$300,000 - 399,999	6	83	208	2	9	308	1868
\$400,000 - 499,999	0	13	110	0	2	125	880
\$500,000 - 749,999	0	16	108	0	1	125	803
\$750,000 - 999,999	0	0	37	1	0	38	182
\$1,000,000 and over	0	2	15	0	0	17	112
Total Types	142	765	689	27	62	1685	11,180
Average Sale Price	\$132,663	\$206,142	\$412,342	\$155,457	\$200,202	\$283,235	\$270,626
Median Sale Price	\$125,500	\$197,500	\$360,000	\$110,000	\$202,500	\$247,000	\$235,000

Price Group	Sales	% of Total
0 - \$99,999	255	15.1%
\$100,000 - 199,999	372	22.1%
\$200,000 - 399,999	753	44.7%
\$400,000 and above	305	18.1%

Time on Market	Units
1 to 30 days	1159
31 to 60 days	253
61 to 90 days	66
91 to 120 days	27
More than 120 Days	42
Average Market Time	25

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: 08/01/2021 - 08/31/2021

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	4	1	1	0	0	6
20,000 to 29,999	5	3	2	1	0	11
30,000 to 39,999	7	8	1	1	2	19
40,000 to 49,999	9	9	1	0	2	21
50,000 to 59,999	6	9	2	1	3	21
60,000 to 69,999	7	12	6	4	1	30
70,000 to 79,999	12	49	5	0	1	67
80,000 to 89,999	4	27	6	4	2	43
90,000 to 99,999	10	23	1	1	2	37
100,000 to 119,999	5	37	8	2	5	57
120,000 to 139,999	13	52	7	3	6	81
140,000 to 159,999	10	45	7	2	3	67
160,000 to 179,999	16	58	14	1	3	92
180,000 to 199,999	2	56	16	0	1	75
200,000 to 249,999	16	158	35	3	12	224
250,000 to 299,999	10	104	99	1	7	221
300,000 to 399,999	6	83	208	2	9	308
400,000 to 499,999	0	13	110	0	2	125
500,000 to 749,999	0	16	108	0	1	125
750,000 to 999,999	0	0	37	1	0	38
1,000,000 and greater	0	2	15	0	0	17
Totals	142	765	689	27	62	1685
Average List Price	\$133,655	\$204,308	\$411,877	\$159,470	\$200,084	\$282,356
Median List Price	\$125,750	\$191,000	\$355,000	\$110,000	\$189,900	\$239,900
Average Sale Price	\$132,663	\$206,142	\$412,342	\$155,457	\$200,202	\$283,235
Median Sale Price	\$125,500	\$197,500	\$360,000	\$110,000	\$202,500	\$247,000

Time on Market	# Units
1-30	1159
31-60	253
61-90	66
91-120	27
greater than 120 days	42
Total Units Sold	1547
Average Market Time	25

Type of Financing	# Units
Conventional	765
Cash	587
FHA	154
VA	118
Owner	2
Other	58

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2021 - 08/31/2021

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	38	28	4	2	1	73
20,000 to 29,999	42	37	8	4	9	100
30,000 to 39,999	52	73	11	6	10	152
40,000 to 49,999	63	102	15	5	22	207
50,000 to 59,999	51	131	21	16	12	231
60,000 to 69,999	58	166	29	10	10	273
70,000 to 79,999	46	190	29	10	13	288
80,000 to 89,999	43	183	36	17	15	294
90,000 to 99,999	39	157	34	11	14	255
100,000 to 119,999	63	287	53	14	34	451
120,000 to 139,999	77	335	53	16	42	523
140,000 to 159,999	56	369	69	5	24	523
160,000 to 179,999	53	434	83	6	36	612
180,000 to 199,999	28	355	96	2	31	512
200,000 to 249,999	91	959	321	12	85	1468
250,000 to 299,999	51	668	605	6	43	1373
300,000 to 399,999	30	556	1207	8	67	1868
400,000 to 499,999	4	163	696	1	16	880
500,000 to 749,999	0	76	717	1	9	803
750,000 to 999,999	0	9	169	1	3	182
1,000,000 and greater	1	4	105	1	1	112
Totals	886	5282	4361	154	497	11180
Average List Price	\$125,226	\$196,780	\$399,190	\$142,250	\$203,142	\$269,596
Median List Price	\$102,750	\$180,000	\$349,900	\$97,750	\$179,900	\$230,000
Average Sale Price	\$123,943	\$199,238	\$399,526	\$136,190	\$201,418	\$270,626
Median Sale Price	\$101,000	\$186,000	\$350,000	\$94,500	\$181,500	\$235,000

Time on Market	# Units
1-30	7282
31-60	1430
61-90	556
91-120	262
greater than 120 days	560
Total Units Sold	10090
Average Market Time	33

Type of Financing	# Units
Conventional	5253
Cash	3667
FHA	1189
VA	641
Owner	8
Other	421

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 9/15/2021

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	7	0	0
20,000 to 29,999	25	0	3
30,000 to 39,999	30	0	3
40,000 to 49,999	41	2	11
50,000 to 59,999	64	1	9
60,000 to 69,999	109	8	3
70,000 to 79,999	71	6	4
80,000 to 89,999	84	3	1
90,000 to 99,999	56	4	2
100,000 to 119,999	76	2	7
120,000 to 139,999	118	13	7
140,000 to 159,999	102	1	5
160,000 to 179,999	105	0	7
180,000 to 199,999	103	1	7
200,000 to 249,999	224	6	12
250,000 to 299,999	264	4	3
300,000 to 399,999	336	2	11
400,000 to 499,999	171	0	3
500,000 to 749,999	220	0	5
750,000 to 999,999	97	0	2
1,000,000 and greater	68	0	0
Totals	2371	53	105
Average Price	\$322,229	\$133,089	\$193,087
Median Price	\$245,000	\$124,900	\$155,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,371	\$322,229
Condominium	105	\$193,087
Duplex	53	\$133,088
Total	2,529	\$312,903

PENDING	Listings	Average List Price
Residential	1,490	\$285,962
Condominium	45	\$196,273
Duplex	17	\$144,164
Total	1,553	\$281,794

9/15/2021