



## Multiple Listing Service Sales Report August 2023

### Sales Summary

	August Total Sales			YTD Total MLS Sales		
	2023	2022	% change	2023	2022	% change
Units	1,236	1,379	-10.4%	8,714	10,520	-17.2%
Average Sales Price	\$319,667	\$322,683	-0.9%	\$314,432	\$305,858	2.8%
Median Sales Price	\$275,000	\$280,000	-1.8%	\$275,000	\$269,000	2.2%

### 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	4	1	0	0	9	56
\$ 20,000 - 29,999	2	2	2	0	0	6	63
\$ 30,000 - 39,999	2	7	1	1	0	11	88
\$ 40,000 - 49,999	9	5	1	1	0	16	103
\$ 50,000 - 59,999	8	10	0	0	3	21	116
\$ 60,000 - 69,999	7	19	3	1	0	30	162
\$ 70,000 - 79,999	13	24	2	1	1	41	166
\$ 80,000 - 89,999	9	5	2	1	0	17	146
\$ 90,000 - 99,999	0	11	2	2	0	15	134
\$100,000 - 119,999	4	29	7	2	3	45	328
\$120,000 - 139,999	5	31	4	1	7	48	398
\$140,000 - 159,999	10	27	11	0	3	51	409
\$160,000 - 179,999	6	39	15	0	4	64	373
\$180,000 - 199,999	5	35	7	1	4	52	340
\$200,000 - 249,999	15	73	24	1	6	119	977
\$250,000 - 299,999	6	106	30	0	5	147	1035
\$300,000 - 399,999	2	94	123	1	2	222	1659
\$400,000 - 499,999	0	32	92	0	2	126	915
\$500,000 - 749,999	2	22	111	0	0	135	862
\$750,000 - 999,999	0	2	29	0	0	31	228
\$1,000,000 and over	0	3	27	0	0	30	156
Total Types	109	580	494	13	40	1,236	8,714
Average Sale Price	\$132,905	\$239,470	\$470,704	\$121,392	\$190,569	\$319,667	\$314,432
Median Sale Price	\$100,000	\$225,000	\$415,000	\$92,500	\$170,500	\$275,000	\$275,000

Price Group	Sales	% of Total
0 - \$99,999	166	13.4%
\$100,000 - 199,999	260	21.0%
\$200,000 - 399,999	488	39.5%
\$400,000 and above	322	26.1%

Time on Market	Units
1 to 30 days	633
31 to 60 days	255
61 to 90 days	112
91 to 120 days	57
More than 120 Days	76
Average Market Time	43

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: 08/01/2023 - 08/31/2023

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	4	4	1	0	0	9
20,000 to 29,999	2	2	2	0	0	6
30,000 to 39,999	2	7	1	1	0	11
40,000 to 49,999	9	5	1	1	0	16
50,000 to 59,999	8	10	0	0	3	21
60,000 to 69,999	7	19	3	1	0	30
70,000 to 79,999	13	24	2	1	1	41
80,000 to 89,999	9	5	2	1	0	17
90,000 to 99,999	0	11	2	2	0	15
100,000 to 119,999	4	29	7	2	3	45
120,000 to 139,999	5	31	4	1	7	48
140,000 to 159,999	10	27	11	0	3	51
160,000 to 179,999	6	39	15	0	4	64
180,000 to 199,999	5	35	7	1	4	52
200,000 to 249,999	15	73	24	1	6	119
250,000 to 299,999	6	106	30	0	5	147
300,000 to 399,999	2	94	123	1	2	222
400,000 to 499,999	0	32	92	0	2	126
500,000 to 749,999	2	22	111	0	0	135
750,000 to 999,999	0	2	29	0	0	31
1,000,000 and greater	0	3	27	0	0	30
<b>Totals</b>	<b>109</b>	<b>580</b>	<b>494</b>	<b>13</b>	<b>40</b>	<b>1236</b>
Average List Price	\$136,479	\$243,840	\$477,416	\$126,127	\$196,392	\$324,953
Median List Price	\$110,000	\$229,950	\$413,900	\$104,250	\$177,200	\$279,950
Average Sale Price	\$132,905	\$239,470	\$470,704	\$121,392	\$190,569	\$319,667
Median Sale Price	\$100,000	\$225,000	\$415,000	\$92,500	\$170,500	\$275,000

Time on Market	# Units
1-30	633
31-60	255
61-90	112
91-120	57
greater than 120 days	76
Total Units Sold	1133
Average Market Time	43

Type of Financing	# Units
Conventional	569
Cash	392
FHA	153
VA	81
Owner	3
Other	38

## Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2023 - 08/31/2023

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	35	19	1	0	1	56
20,000 to 29,999	33	19	10	1	0	63
30,000 to 39,999	37	36	5	3	7	88
40,000 to 49,999	41	46	4	6	6	103
50,000 to 59,999	35	58	11	2	10	116
60,000 to 69,999	40	93	19	3	7	162
70,000 to 79,999	44	96	12	5	9	166
80,000 to 89,999	40	74	22	4	6	146
90,000 to 99,999	22	84	17	6	5	134
100,000 to 119,999	52	202	43	8	23	328
120,000 to 139,999	54	243	67	10	24	398
140,000 to 159,999	44	242	83	15	25	409
160,000 to 179,999	45	237	58	8	25	373
180,000 to 199,999	32	230	59	6	13	340
200,000 to 249,999	85	686	147	7	52	977
250,000 to 299,999	48	676	272	3	36	1035
300,000 to 399,999	36	636	903	9	75	1659
400,000 to 499,999	12	249	637	3	14	915
500,000 to 749,999	6	104	741	0	11	862
750,000 to 999,999	0	8	218	0	2	228
1,000,000 and greater	1	4	151	0	0	156
<b>Totals</b>	<b>742</b>	<b>4042</b>	<b>3480</b>	<b>99</b>	<b>351</b>	<b>8714</b>
Average List Price	\$145,240	\$237,282	\$465,721	\$165,145	\$237,418	\$319,859
Median List Price	\$120,000	\$225,000	\$400,000	\$145,000	\$224,000	\$275,000
Average Sale Price	\$140,693	\$233,397	\$458,405	\$158,218	\$231,528	\$314,432
Median Sale Price	\$115,000	\$225,000	\$400,000	\$140,000	\$219,000	\$275,000

Time on Market	# Units
1-30	4533
31-60	1567
61-90	718
91-120	482
greater than 120 days	772
Total Units Sold	8072
Average Market Time	46

Type of Financing	# Units
Conventional	4066
Cash	2532
FHA	1223
VA	609
Owner	24
Other	256

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 9/20/2023

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	8	0	0
20,000 to 29,999	16	1	0
30,000 to 39,999	8	1	2
40,000 to 49,999	26	1	1
50,000 to 59,999	30	1	1
60,000 to 69,999	44	3	3
70,000 to 79,999	64	1	3
80,000 to 89,999	92	1	4
90,000 to 99,999	117	4	3
100,000 to 119,999	178	5	10
120,000 to 139,999	168	4	16
140,000 to 159,999	152	5	9
160,000 to 179,999	143	5	6
180,000 to 199,999	124	1	9
200,000 to 249,999	302	8	26
250,000 to 299,999	307	2	24
300,000 to 399,999	540	3	39
400,000 to 499,999	355	4	14
500,000 to 749,999	386	2	9
750,000 to 999,999	135	0	1
1,000,000 and greater	113	0	2
<b>Totals</b>	<b>3308</b>	<b>52</b>	<b>182</b>
Average Price	\$358,202	\$193,094	\$271,144
Median Price	\$283,000	\$152,450	\$249,450

## Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,307	\$358,261
Condominium	182	\$271,143
Duplex	52	\$193,093
<b>Total</b>	<b>3,542</b>	<b>\$351,304</b>

PENDING	Listings	Average List Price
Residential	855	\$314,346
Condominium	53	\$267,788
Duplex	14	\$173,978
<b>Total</b>	<b>922</b>	<b>\$309,538</b>

9/20/2023