



Multiple Listing Service Sales Report December 2020

Sales Summary

	December Total Sales			YTD Total MLS Sales		
	2020	2019	% change	2020	2019	% change
Units	1,407	1,088	29.3%	15,516	15,173	2.3%
Average Sales Price	\$250,738	\$220,292	13.8%	\$247,857	\$215,765	14.9%
Median Sales Price	\$221,000	\$192,500	14.8%	\$215,000	\$184,900	16.3%

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	6	1	0	0	11	193
\$ 20,000 - 29,999	9	4	0	0	2	15	293
\$ 30,000 - 39,999	8	15	3	2	1	29	360
\$ 40,000 - 49,999	9	13	1	0	2	25	339
\$ 50,000 - 59,999	14	24	5	1	2	46	337
\$ 60,000 - 69,999	7	24	20	2	1	54	399
\$ 70,000 - 79,999	2	28	7	1	2	40	406
\$ 80,000 - 89,999	3	21	4	1	1	30	341
\$ 90,000 - 99,999	6	11	3	1	2	23	316
\$100,000 - 119,999	8	40	4	5	1	58	617
\$120,000 - 139,999	12	51	4	0	3	70	814
\$140,000 - 159,999	6	52	13	0	5	76	844
\$160,000 - 179,999	5	53	14	1	4	77	988
\$180,000 - 199,999	0	47	15	0	2	64	898
\$200,000 - 249,999	8	122	63	1	9	203	2128
\$250,000 - 299,999	4	69	88	0	3	164	1791
\$300,000 - 399,999	4	59	161	2	5	231	2216
\$400,000 - 499,999	0	14	63	0	0	77	1048
\$500,000 - 749,999	0	4	77	0	0	81	869
\$750,000 - 999,999	0	0	23	0	1	24	199
\$1,000,000 and over	0	2	7	0	0	9	120
Total Types	109	659	576	17	46	1407	15,516
Average Sale Price	\$105,145	\$187,379	\$359,650	\$125,912	\$185,787	\$250,738	\$247,857
Median Sale Price	\$87,000	\$175,000	\$320,000	\$110,000	\$163,500	\$221,000	\$215,000

Price Group	Sales	% of Total
0 - \$99,999	273	19.4%
\$100,000 - 199,999	345	24.5%
\$200,000 - 399,999	598	42.5%
\$400,000 and above	191	13.6%

Time on Market	Units
1 to 30 days	821
31 to 60 days	241
61 to 90 days	97
91 to 120 days	59
More than 120 Days	82
Average Market Time	
41	

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 12/01/2020 - 12/31/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	4	6	1	0	0	11
20,000 to 29,999	9	4	0	0	2	15
30,000 to 39,999	8	15	3	2	1	29
40,000 to 49,999	9	13	1	0	2	25
50,000 to 59,999	14	24	5	1	2	46
60,000 to 69,999	7	24	20	2	1	54
70,000 to 79,999	2	28	7	1	2	40
80,000 to 89,999	3	21	4	1	1	30
90,000 to 99,999	6	11	3	1	2	23
100,000 to 119,999	8	40	4	5	1	58
120,000 to 139,999	12	51	4	0	3	70
140,000 to 159,999	6	52	13	0	5	76
160,000 to 179,999	5	53	14	1	4	77
180,000 to 199,999	0	47	15	0	2	64
200,000 to 249,999	8	122	63	1	9	203
250,000 to 299,999	4	69	88	0	3	164
300,000 to 399,999	4	59	161	2	5	231
400,000 to 499,999	0	14	63	0	0	77
500,000 to 749,999	0	4	77	0	0	81
750,000 to 999,999	0	0	23	0	1	24
1,000,000 and greater	0	2	7	0	0	9
Totals	109	659	576	17	46	1407
Average List Price	\$107,486	\$188,707	\$364,644	\$130,924	\$195,552	\$253,966
Median List Price	\$89,000	\$175,000	\$324,900	\$115,000	\$169,450	\$220,000
Average Sale Price	\$105,145	\$187,379	\$359,650	\$125,912	\$185,787	\$250,738
Median Sale Price	\$87,000	\$175,000	\$320,000	\$110,000	\$163,500	\$221,000

Time on Market	# Units
1-30	821
31-60	241
61-90	97
91-120	59
greater than 120 days	82
Total Units Sold	1300
Average Market Time	41

Type of Financing	# Units
Conventional	648
Cash	388
FHA	216
VA	97
Owner	0
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: 01/01/2020 - 12/31/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	71	83	25	8	6	193
20,000 to 29,999	96	134	29	10	24	293
30,000 to 39,999	87	199	31	26	17	360
40,000 to 49,999	70	206	42	11	10	339
50,000 to 59,999	74	207	24	17	15	337
60,000 to 69,999	60	247	59	13	20	399
70,000 to 79,999	54	247	62	25	18	406
80,000 to 89,999	33	223	47	18	20	341
90,000 to 99,999	43	194	40	11	28	316
100,000 to 119,999	83	408	70	14	42	617
120,000 to 139,999	90	577	91	7	49	814
140,000 to 159,999	54	610	133	2	45	844
160,000 to 179,999	46	708	164	5	65	988
180,000 to 199,999	41	609	196	5	47	898
200,000 to 249,999	75	1168	800	3	82	2128
250,000 to 299,999	45	631	1048	4	63	1791
300,000 to 399,999	47	513	1599	9	48	2216
400,000 to 499,999	6	164	858	3	17	1048
500,000 to 749,999	2	70	790	1	6	869
750,000 to 999,999	3	11	182	0	3	199
1,000,000 and greater	2	10	108	0	0	120
Totals	1082	7219	6398	192	625	15516
Average List Price	\$118,919	\$179,981	\$365,329	\$104,184	\$183,816	\$251,367
Median List Price	\$89,000	\$168,000	\$319,900	\$79,900	\$169,000	\$215,000
Average Sale Price	\$116,754	\$178,544	\$359,410	\$99,253	\$179,129	\$247,857
Median Sale Price	\$87,200	\$168,000	\$317,000	\$74,000	\$165,000	\$215,000

Time on Market	# Units
1-30	8636
31-60	2464
61-90	1150
91-120	679
greater than 120 days	1458
Total Units Sold	14387
Average Market Time	49

Type of Financing	# Units
Conventional	7493
Cash	3850
FHA	2461
VA	1063
Owner	26
Other	622

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 1/19/2021

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	13	0	0
20,000 to 29,999	37	2	0
30,000 to 39,999	39	2	1
40,000 to 49,999	48	4	10
50,000 to 59,999	94	5	7
60,000 to 69,999	75	4	3
70,000 to 79,999	58	4	8
80,000 to 89,999	38	6	3
90,000 to 99,999	39	0	2
100,000 to 119,999	68	4	12
120,000 to 139,999	104	0	4
140,000 to 159,999	82	5	4
160,000 to 179,999	97	2	9
180,000 to 199,999	86	1	6
200,000 to 249,999	188	2	12
250,000 to 299,999	203	4	16
300,000 to 399,999	222	1	18
400,000 to 499,999	114	0	6
500,000 to 749,999	189	0	3
750,000 to 999,999	66	0	0
1,000,000 and greater	75	0	0
Totals	1935	46	124
Average Price	\$319,981	\$114,254	\$206,760
Median Price	\$229,900	\$85,000	\$179,900

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	1,935	\$319,981
Condominium	124	\$206,760
Duplex	46	\$114,254
Total	2,105	\$308,816

PENDING	Listings	Average List Price
Residential	1,217	\$236,504
Condominium	34	\$209,075
Duplex	11	\$85,045
Total	1,262	\$234,445

12/19/2020