



Multiple Listing Service Sales Report December 2021

Sales Summary

	December Total Sales			YTD Total MLS Sales		
	2021	2020	% change	2021	2020	% change
Units	1,334	1,407	-5.2%	16,897	15,516	8.9%
Average Sales Price	\$307,432	\$250,738	22.6%	\$276,568	\$247,857	11.6%
Median Sales Price	\$265,000	\$221,000	19.9%	\$241,000	\$215,000	12.1%

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	3	0	0	0	0	3	87
\$ 20,000 - 29,999	2	7	0	0	4	13	145
\$ 30,000 - 39,999	8	6	1	0	1	16	212
\$ 40,000 - 49,999	1	10	0	1	2	14	296
\$ 50,000 - 59,999	4	9	2	0	0	15	313
\$ 60,000 - 69,999	6	11	2	0	2	21	390
\$ 70,000 - 79,999	4	13	3	2	0	22	400
\$ 80,000 - 89,999	9	20	2	0	3	34	423
\$ 90,000 - 99,999	2	19	1	0	0	22	364
\$100,000 - 119,999	7	37	4	0	3	51	697
\$120,000 - 139,999	14	42	4	2	7	69	781
\$140,000 - 159,999	8	42	10	1	3	64	783
\$160,000 - 179,999	6	31	13	1	4	55	892
\$180,000 - 199,999	4	46	15	0	6	71	800
\$200,000 - 249,999	12	93	26	1	6	138	2148
\$250,000 - 299,999	3	103	57	1	4	168	2143
\$300,000 - 399,999	3	96	144	2	6	251	2888
\$400,000 - 499,999	3	26	93	1	1	124	1380
\$500,000 - 749,999	1	16	111	0	1	129	1297
\$750,000 - 999,999	0	1	35	0	0	36	292
\$1,000,000 and over	0	2	16	0	0	18	166
Total Types	100	630	539	12	53	1334	16,897
Average Sale Price	\$141,214	\$225,011	\$449,273	\$191,667	\$184,497	\$307,432	\$276,568
Median Sale Price	\$128,250	\$210,500	\$385,000	\$160,000	\$165,000	\$265,000	\$241,000

Price Group	Sales	% of Total
0 - \$99,999	160	12.0%
\$100,000 - 199,999	310	23.2%
\$200,000 - 399,999	557	41.8%
\$400,000 and above	307	23.0%

Time on Market	Units
1 to 30 days	822
31 to 60 days	203
61 to 90 days	80
91 to 120 days	55
More than 120 Days	49
Average Market Time	33

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: 12/01/2021 - 12/31/2021

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	3	0	0	0	0	3
20,000 to 29,999	2	7	0	0	4	13
30,000 to 39,999	8	6	1	0	1	16
40,000 to 49,999	1	10	0	1	2	14
50,000 to 59,999	4	9	2	0	0	15
60,000 to 69,999	6	11	2	0	2	21
70,000 to 79,999	4	13	3	2	0	22
80,000 to 89,999	9	20	2	0	3	34
90,000 to 99,999	2	19	1	0	0	22
100,000 to 119,999	7	37	4	0	3	51
120,000 to 139,999	14	42	4	2	7	69
140,000 to 159,999	8	42	10	1	3	64
160,000 to 179,999	6	31	13	1	4	55
180,000 to 199,999	4	46	15	0	6	71
200,000 to 249,999	12	93	26	1	6	138
250,000 to 299,999	3	103	57	1	4	168
300,000 to 399,999	3	96	144	2	6	251
400,000 to 499,999	3	26	93	1	1	124
500,000 to 749,999	1	16	111	0	1	129
750,000 to 999,999	0	1	35	0	0	36
1,000,000 and greater	0	2	16	0	0	18
Totals	100	630	539	12	53	1334
Average List Price	\$144,529	\$221,098	\$450,343	\$195,242	\$185,820	\$306,350
Median List Price	\$127,250	\$205,000	\$385,000	\$160,000	\$165,000	\$259,900
Average Sale Price	\$141,214	\$225,011	\$449,273	\$191,667	\$184,497	\$307,432
Median Sale Price	\$128,250	\$210,500	\$385,000	\$160,000	\$165,000	\$265,000

Time on Market	# Units
1-30	822
31-60	203
61-90	80
91-120	55
greater than 120 days	49
Total Units Sold	1209
Average Market Time	33

Type of Financing	# Units
Conventional	662
Cash	389
FHA	141
VA	87
Owner	2
Other	53

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 - 12/31/2021

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	46	33	4	2	2	87
20,000 to 29,999	64	50	11	4	16	145
30,000 to 39,999	75	98	15	7	17	212
40,000 to 49,999	90	141	22	7	36	296
50,000 to 59,999	78	173	26	18	18	313
60,000 to 69,999	88	228	40	20	14	390
70,000 to 79,999	73	252	44	15	16	400
80,000 to 89,999	73	262	49	18	21	423
90,000 to 99,999	55	228	47	18	16	364
100,000 to 119,999	103	449	72	20	53	697
120,000 to 139,999	120	497	78	26	60	781
140,000 to 159,999	91	548	95	6	43	783
160,000 to 179,999	75	630	125	9	53	892
180,000 to 199,999	48	558	139	2	53	800
200,000 to 249,999	142	1435	441	17	113	2148
250,000 to 299,999	74	1120	876	11	62	2143
300,000 to 399,999	44	905	1837	12	90	2888
400,000 to 499,999	10	259	1086	2	23	1380
500,000 to 749,999	1	141	1138	1	16	1297
750,000 to 999,999	1	11	276	1	3	292
1,000,000 and greater	1	7	155	1	2	166
Totals	1352	8025	6576	217	727	16897
Average List Price	\$128,306	\$202,794	\$407,221	\$143,626	\$200,428	\$275,531
Median List Price	\$106,900	\$189,900	\$355,000	\$104,000	\$179,000	\$238,500
Average Sale Price	\$126,409	\$205,335	\$407,525	\$137,253	\$199,146	\$276,568
Median Sale Price	\$105,000	\$195,000	\$360,000	\$99,900	\$178,825	\$241,000

Time on Market	# Units
1-30	10970
31-60	2309
61-90	894
91-120	391
greater than 120 days	743
Total Units Sold	15307
Average Market Time	32

Type of Financing	# Units
Conventional	8025
Cash	5453
FHA	1798
VA	998
Owner	15
Other	606

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 1/19/2022

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	2	1	0
20,000 to 29,999	13	0	0
30,000 to 39,999	15	1	1
40,000 to 49,999	42	4	7
50,000 to 59,999	58	0	2
60,000 to 69,999	84	4	24
70,000 to 79,999	87	1	2
80,000 to 89,999	56	5	6
90,000 to 99,999	41	5	4
100,000 to 119,999	62	4	6
120,000 to 139,999	93	5	3
140,000 to 159,999	90	0	4
160,000 to 179,999	95	0	6
180,000 to 199,999	67	0	7
200,000 to 249,999	129	1	16
250,000 to 299,999	158	1	8
300,000 to 399,999	253	1	11
400,000 to 499,999	125	0	6
500,000 to 749,999	129	0	4
750,000 to 999,999	59	1	2
1,000,000 and greater	69	1	1
Totals	1727	35	120
Average Price	\$321,440	\$152,893	\$213,661
Median Price	\$225,000	\$96,000	\$168,500

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	1,727	\$321,302
Condominium	121	\$212,845
Duplex	34	\$153,422
Total	1,882	\$311,296

PENDING	Listings	Average List Price
Residential	1,198	\$278,577
Condominium	27	\$221,413
Duplex	17	\$118,517
Total	1,242	\$275,144

1/19/2022