



## Multiple Listing Service Sales Report January 2021

### Sales Summary

	January Total Sales			YTD Total MLS Sales		
	2021	2020	% change	2021	2020	% change
Units	957	906	5.6%	957	906	5.6%
Average Sales Price	\$247,158	\$218,106	13.3%	\$247,158	\$218,106	13.3%
Median Sales Price	\$215,000	\$185,450	15.9%	\$215,000	\$185,450	15.9%

### 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	5	2	0	0	10	10
\$ 20,000 - 29,999	6	7	0	1	0	14	14
\$ 30,000 - 39,999	6	9	2	2	1	20	20
\$ 40,000 - 49,999	2	9	2	1	3	17	17
\$ 50,000 - 59,999	3	17	5	3	0	28	28
\$ 60,000 - 69,999	5	18	6	0	0	29	29
\$ 70,000 - 79,999	4	14	2	0	0	20	20
\$ 80,000 - 89,999	4	16	0	0	0	20	20
\$ 90,000 - 99,999	2	14	2	2	1	21	21
\$100,000 - 119,999	4	22	5	0	3	34	34
\$120,000 - 139,999	7	47	4	2	3	63	63
\$140,000 - 159,999	4	34	8	0	4	50	50
\$160,000 - 179,999	2	53	10	1	4	70	70
\$180,000 - 199,999	0	35	10	0	2	47	47
\$200,000 - 249,999	3	80	48	0	3	134	134
\$250,000 - 299,999	0	55	62	1	2	120	120
\$300,000 - 399,999	2	29	89	2	3	125	125
\$400,000 - 499,999	0	18	38	0	0	56	56
\$500,000 - 749,999	0	4	50	0	1	55	55
\$750,000 - 999,999	0	1	12	0	1	14	14
\$1,000,000 and over	0	0	10	0	0	10	10
Total Types	57	487	367	15	31	957	957
Average Sale Price	\$97,078	\$183,642	\$363,135	\$121,273	\$208,835	\$247,158	\$247,158
Median Sale Price	\$79,500	\$170,000	\$309,900	\$90,000	\$160,000	\$215,000	\$215,000

Price Group	Sales	% of Total
0 - \$99,999	179	18.7%
\$100,000 - 199,999	264	27.6%
\$200,000 - 399,999	379	39.6%
\$400,000 and above	135	14.1%

Time on Market	Units
1 to 30 days	522
31 to 60 days	158
61 to 90 days	95
91 to 120 days	36
More than 120 Days	65
Average Market Time	43

## Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

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

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	3	5	2	0	0	10
20,000 to 29,999	6	7	0	1	0	14
30,000 to 39,999	6	9	2	2	1	20
40,000 to 49,999	2	9	2	1	3	17
50,000 to 59,999	3	17	5	3	0	28
60,000 to 69,999	5	18	6	0	0	29
70,000 to 79,999	4	14	2	0	0	20
80,000 to 89,999	4	16	0	0	0	20
90,000 to 99,999	2	14	2	2	1	21
100,000 to 119,999	4	22	5	0	3	34
120,000 to 139,999	7	47	4	2	3	63
140,000 to 159,999	4	34	8	0	4	50
160,000 to 179,999	2	53	10	1	4	70
180,000 to 199,999	0	35	10	0	2	47
200,000 to 249,999	3	80	48	0	3	134
250,000 to 299,999	0	55	62	1	2	120
300,000 to 399,999	2	29	89	2	3	125
400,000 to 499,999	0	18	38	0	0	56
500,000 to 749,999	0	4	50	0	1	55
750,000 to 999,999	0	1	12	0	1	14
1,000,000 and greater	0	0	10	0	0	10
<b>Totals</b>	<b>57</b>	<b>487</b>	<b>367</b>	<b>15</b>	<b>31</b>	<b>957</b>
Average List Price	\$99,204	\$185,369	\$369,906	\$121,113	\$211,318	\$250,838
Median List Price	\$79,000	\$169,900	\$309,900	\$90,000	\$169,900	\$214,000
Average Sale Price	\$97,078	\$183,642	\$363,135	\$121,273	\$208,835	\$247,158
Median Sale Price	\$79,500	\$170,000	\$309,900	\$90,000	\$160,000	\$215,000

Time on Market	# Units
1-30	522
31-60	158
61-90	95
91-120	36
greater than 120 days	65
Total Units Sold	876
Average Market Time	43

Type of Financing	# Units
Conventional	453
Cash	280
FHA	130
VA	50
Owner	0
Other	44

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 2/21/2021

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	14	0	0
20,000 to 29,999	26	2	1
30,000 to 39,999	45	3	2
40,000 to 49,999	56	0	12
50,000 to 59,999	90	8	4
60,000 to 69,999	80	4	4
70,000 to 79,999	54	4	5
80,000 to 89,999	42	2	7
90,000 to 99,999	39	3	4
100,000 to 119,999	52	4	7
120,000 to 139,999	84	0	3
140,000 to 159,999	82	2	4
160,000 to 179,999	94	1	10
180,000 to 199,999	85	0	7
200,000 to 249,999	166	3	10
250,000 to 299,999	179	2	4
300,000 to 399,999	218	1	19
400,000 to 499,999	119	0	6
500,000 to 749,999	172	0	5
750,000 to 999,999	57	0	0
1,000,000 and greater	69	0	0
<b>Totals</b>	<b>1823</b>	<b>39</b>	<b>114</b>
Average Price	\$316,981	\$103,846	\$204,724
Median Price	\$227,990	\$75,000	\$169,700

## Inventory Totals

ACTIVE	Listings	Average List Price
Residential	1,823	\$316,980
Condominium	114	\$204,724
Duplex	39	\$103,846
<b>Total</b>	1,976	\$306,297

PENDING	Listings	Average List Price
Residential	1,433	\$259,025
Condominium	53	\$200,239
Duplex	18	\$94,666
<b>Total</b>	1,504	\$254,986

2/21/2021