



## Multiple Listing Service Sales Report July 2023

### Sales Summary

	July Total Sales			YTD Total MLS Sales		
	2023	2022	% change	2023	2022	% change
Units	1,118	1,281	-12.7%	7,468	8,973	-16.8%
Average Sales Price	\$325,643	\$302,974	7.5%	\$313,501	\$304,966	2.8%
Median Sales Price	\$279,950	\$270,000	3.7%	\$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	5	0	0	0	1	6	47
\$ 20,000 - 29,999	5	3	1	0	0	9	57
\$ 30,000 - 39,999	3	7	1	0	1	12	77
\$ 40,000 - 49,999	2	5	0	1	0	8	86
\$ 50,000 - 59,999	5	9	3	1	2	20	95
\$ 60,000 - 69,999	3	12	4	1	0	20	132
\$ 70,000 - 79,999	2	10	2	2	1	17	125
\$ 80,000 - 89,999	3	16	4	0	0	23	129
\$ 90,000 - 99,999	6	9	1	0	0	16	119
\$100,000 - 119,999	5	18	8	0	4	35	282
\$120,000 - 139,999	11	22	10	1	2	46	349
\$140,000 - 159,999	7	28	15	3	4	57	357
\$160,000 - 179,999	7	30	10	1	5	53	309
\$180,000 - 199,999	5	24	7	1	0	37	288
\$200,000 - 249,999	11	88	12	2	6	119	858
\$250,000 - 299,999	9	85	30	0	2	126	886
\$300,000 - 399,999	4	85	112	1	12	214	1435
\$400,000 - 499,999	0	38	78	1	3	120	788
\$500,000 - 749,999	0	14	107	0	3	124	727
\$750,000 - 999,999	0	2	28	0	1	31	197
\$1,000,000 and over	0	0	25	0	0	25	125
Total Types	93	505	458	15	47	1118	7,468
Average Sale Price	\$140,332	\$241,176	\$467,650	\$164,233	\$267,602	\$325,643	\$313,501
Median Sale Price	\$135,000	\$235,000	\$405,000	\$144,000	\$235,000	\$279,950	\$275,000

Price Group	Sales	% of Total
0 - \$99,999	131	11.7%
\$100,000 - 199,999	228	20.4%
\$200,000 - 399,999	459	41.1%
\$400,000 and above	300	26.8%

Time on Market	Units
1 to 30 days	626
31 to 60 days	211
61 to 90 days	84
91 to 120 days	54
More than 120 Days	79
Average Market Time	42

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: 07/01/2023 - 07/31/2023

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	5	0	0	0	1	6
20,000 to 29,999	5	3	1	0	0	9
30,000 to 39,999	3	7	1	0	1	12
40,000 to 49,999	2	5	0	1	0	8
50,000 to 59,999	5	9	3	1	2	20
60,000 to 69,999	3	12	4	1	0	20
70,000 to 79,999	2	10	2	2	1	17
80,000 to 89,999	3	16	4	0	0	23
90,000 to 99,999	6	9	1	0	0	16
100,000 to 119,999	5	18	8	0	4	35
120,000 to 139,999	11	22	10	1	2	46
140,000 to 159,999	7	28	15	3	4	57
160,000 to 179,999	7	30	10	1	5	53
180,000 to 199,999	5	24	7	1	0	37
200,000 to 249,999	11	88	12	2	6	119
250,000 to 299,999	9	85	30	0	2	126
300,000 to 399,999	4	85	112	1	12	214
400,000 to 499,999	0	38	78	1	3	120
500,000 to 749,999	0	14	107	0	3	124
750,000 to 999,999	0	2	28	0	1	31
1,000,000 and greater	0	0	25	0	0	25
<b>Totals</b>	<b>93</b>	<b>505</b>	<b>458</b>	<b>15</b>	<b>47</b>	<b>1118</b>
Average List Price	\$144,609	\$244,972	\$475,050	\$172,367	\$273,342	\$331,096
Median List Price	\$139,000	\$239,900	\$410,000	\$145,000	\$245,000	\$285,000
Average Sale Price	\$140,332	\$241,176	\$467,650	\$164,233	\$267,602	\$325,643
Median Sale Price	\$135,000	\$235,000	\$405,000	\$144,000	\$235,000	\$279,950

Time on Market	# Units
1-30	626
31-60	211
61-90	84
91-120	54
greater than 120 days	79
Total Units Sold	1054
Average Market Time	42

Type of Financing	# Units
Conventional	519
Cash	334
FHA	167
VA	63
Owner	3
Other	32

## 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 - 07/31/2023

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	31	15	0	0	1	47
20,000 to 29,999	31	17	8	1	0	57
30,000 to 39,999	35	29	4	2	7	77
40,000 to 49,999	31	41	3	5	6	86
50,000 to 59,999	27	48	11	2	7	95
60,000 to 69,999	33	74	16	2	7	132
70,000 to 79,999	31	72	10	4	8	125
80,000 to 89,999	31	69	20	3	6	129
90,000 to 99,999	22	73	15	4	5	119
100,000 to 119,999	48	172	36	6	20	282
120,000 to 139,999	48	212	63	9	17	349
140,000 to 159,999	34	215	71	15	22	357
160,000 to 179,999	39	198	43	8	21	309
180,000 to 199,999	27	195	52	5	9	288
200,000 to 249,999	70	613	123	6	46	858
250,000 to 299,999	42	568	242	3	31	886
300,000 to 399,999	34	542	778	8	73	1435
400,000 to 499,999	12	216	545	3	12	788
500,000 to 749,999	4	82	630	0	11	727
750,000 to 999,999	0	6	189	0	2	197
1,000,000 and greater	1	1	123	0	0	125
<b>Totals</b>	<b>631</b>	<b>3458</b>	<b>2982</b>	<b>86</b>	<b>311</b>	<b>7468</b>
Average List Price	\$146,928	\$236,129	\$463,642	\$171,043	\$242,695	\$318,963
Median List Price	\$120,000	\$225,000	\$399,900	\$145,000	\$225,000	\$275,000
Average Sale Price	\$142,207	\$232,320	\$456,204	\$163,785	\$236,796	\$313,501
Median Sale Price	\$117,000	\$225,000	\$399,900	\$144,500	\$222,000	\$275,000

Time on Market	# Units
1-30	3894
31-60	1310
61-90	605
91-120	425
greater than 120 days	696
Total Units Sold	6930
Average Market Time	47

Type of Financing	# Units
Conventional	3493
Cash	2135
FHA	1069
VA	528
Owner	21
Other	218

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 8/25/2023

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	5	0	0
20,000 to 29,999	12	0	0
30,000 to 39,999	12	1	2
40,000 to 49,999	30	1	1
50,000 to 59,999	25	0	2
60,000 to 69,999	55	2	5
70,000 to 79,999	47	3	4
80,000 to 89,999	81	2	1
90,000 to 99,999	99	3	3
100,000 to 119,999	162	4	8
120,000 to 139,999	161	6	15
140,000 to 159,999	131	4	8
160,000 to 179,999	143	5	13
180,000 to 199,999	116	1	12
200,000 to 249,999	277	4	15
250,000 to 299,999	279	0	26
300,000 to 399,999	489	3	35
400,000 to 499,999	348	2	8
500,000 to 749,999	389	2	8
750,000 to 999,999	131	0	1
1,000,000 and greater	103	1	1
<b>Totals</b>	<b>3095</b>	<b>44</b>	<b>168</b>
Average Price	\$362,856	\$199,875	\$254,918
Median Price	\$289,900	\$143,700	\$239,000

## Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,098	\$362,985
Condominium	168	\$254,918
Duplex	44	\$199,874
<b>Total</b>	<b>3,311</b>	<b>\$355,294</b>

PENDING	Listings	Average List Price
Residential	900	\$340,780
Condominium	44	\$275,154
Duplex	20	\$163,362
<b>Total</b>	<b>963</b>	<b>\$334,212</b>

8/25/2023