



Multiple Listing Service Sales Report March 2022

Sales Summary

	March Total Sales			YTD Total MLS Sales		
	2022	2021	% change	2022	2021	% change
Units	1,355	1,283	5.6%	3,405	3,258	4.5%
Average Sales Price	\$303,726	\$266,973	13.8%	\$284,592	\$252,730	12.6%
Median Sales Price	\$269,000	\$225,000	19.6%	\$251,500	\$215,000	17.0%

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	1	3	0	0	0	4	10
\$ 20,000 - 29,999	3	4	0	1	0	8	30
\$ 30,000 - 39,999	3	5	1	0	2	11	42
\$ 40,000 - 49,999	6	16	3	0	1	26	60
\$ 50,000 - 59,999	3	7	2	0	0	12	61
\$ 60,000 - 69,999	11	13	3	0	4	31	91
\$ 70,000 - 79,999	7	17	6	2	0	32	84
\$ 80,000 - 89,999	10	10	4	1	1	26	70
\$ 90,000 - 99,999	5	17	2	1	2	27	71
\$100,000 - 119,999	9	31	4	1	2	47	139
\$120,000 - 139,999	7	37	8	2	3	57	158
\$140,000 - 159,999	9	33	8	4	4	58	174
\$160,000 - 179,999	5	55	3	1	7	71	172
\$180,000 - 199,999	6	25	5	0	8	44	139
\$200,000 - 249,999	16	102	21	1	14	154	367
\$250,000 - 299,999	13	104	47	0	13	177	407
\$300,000 - 399,999	9	113	136	1	11	270	640
\$400,000 - 499,999	1	30	95	0	3	129	321
\$500,000 - 749,999	1	14	101	1	4	121	267
\$750,000 - 999,999	0	2	27	0	1	30	60
\$1,000,000 and over	0	1	19	0	0	20	42
Total Types	125	639	495	16	80	1355	3,405
Average Sale Price	\$156,749	\$228,605	\$452,323	\$166,312	\$241,440	\$303,726	\$284,592
Median Sale Price	\$135,000	\$217,500	\$395,000	\$137,500	\$218,000	\$269,000	\$251,500

Price Group	Sales	% of Total
0 - \$99,999	177	13.1%
\$100,000 - 199,999	277	20.4%
\$200,000 - 399,999	601	44.4%
\$400,000 and above	300	22.1%

Time on Market	Units
1 to 30 days	895
31 to 60 days	160
61 to 90 days	64
91 to 120 days	38
More than 120 Days	66
Average Market Time	31

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: 03/01/2022 - 03/31/2022

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	1	3	0	0	0	4
20,000 to 29,999	3	4	0	1	0	8
30,000 to 39,999	3	5	1	0	2	11
40,000 to 49,999	6	16	3	0	1	26
50,000 to 59,999	3	7	2	0	0	12
60,000 to 69,999	11	13	3	0	4	31
70,000 to 79,999	7	17	6	2	0	32
80,000 to 89,999	10	10	4	1	1	26
90,000 to 99,999	5	17	2	1	2	27
100,000 to 119,999	9	31	4	1	2	47
120,000 to 139,999	7	37	8	2	3	57
140,000 to 159,999	9	33	8	4	4	58
160,000 to 179,999	5	55	3	1	7	71
180,000 to 199,999	6	25	5	0	8	44
200,000 to 249,999	16	102	21	1	14	154
250,000 to 299,999	13	104	47	0	13	177
300,000 to 399,999	9	113	136	1	11	270
400,000 to 499,999	1	30	95	0	3	129
500,000 to 749,999	1	14	101	1	4	121
750,000 to 999,999	0	2	27	0	1	30
1,000,000 and greater	0	1	19	0	0	20
Totals	125	639	495	16	80	1355
Average List Price	\$154,576	\$224,925	\$449,046	\$167,034	\$242,898	\$300,687
Median List Price	\$128,000	\$210,000	\$385,000	\$134,900	\$219,950	\$260,000
Average Sale Price	\$156,749	\$228,605	\$452,323	\$166,312	\$241,440	\$303,726
Median Sale Price	\$135,000	\$217,500	\$395,000	\$137,500	\$218,000	\$269,000

Time on Market	# Units
1-30	895
31-60	160
61-90	64
91-120	38
greater than 120 days	66
Total Units Sold	1223
Average Market Time	31

Type of Financing	# Units
Conventional	641
Cash	479
FHA	109
VA	76
Owner	2
Other	48

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2022 - 03/31/2022

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	5	5	0	0	0	10
20,000 to 29,999	12	15	2	1	0	30
30,000 to 39,999	21	14	3	1	3	42
40,000 to 49,999	15	33	6	2	4	60
50,000 to 59,999	17	35	4	1	4	61
60,000 to 69,999	26	48	9	3	5	91
70,000 to 79,999	17	47	9	7	4	84
80,000 to 89,999	20	35	7	3	5	70
90,000 to 99,999	15	45	4	3	4	71
100,000 to 119,999	28	88	15	2	6	139
120,000 to 139,999	26	99	19	4	10	158
140,000 to 159,999	29	105	25	5	10	174
160,000 to 179,999	19	124	17	1	11	172
180,000 to 199,999	10	88	25	2	14	139
200,000 to 249,999	30	254	59	3	21	367
250,000 to 299,999	22	237	127	2	19	407
300,000 to 399,999	18	257	338	1	26	640
400,000 to 499,999	2	60	253	0	6	321
500,000 to 749,999	1	33	226	1	6	267
750,000 to 999,999	0	3	56	0	1	60
1,000,000 and greater	0	1	38	1	2	42
Totals	333	1626	1242	43	161	3405
Average List Price	\$133,864	\$212,678	\$425,826	\$159,048	\$235,234	\$283,107
Median List Price	\$114,000	\$199,900	\$375,000	\$99,900	\$195,000	\$246,900
Average Sale Price	\$134,236	\$215,244	\$426,864	\$155,728	\$232,833	\$284,592
Median Sale Price	\$112,000	\$205,000	\$381,000	\$100,000	\$200,000	\$251,500

Time on Market	# Units
1-30	2140
31-60	474
61-90	213
91-120	98
greater than 120 days	171
Total Units Sold	3096
Average Market Time	33

Type of Financing	# Units
Conventional	1548
Cash	1274
FHA	280
VA	196
Owner	5
Other	101

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 4/20/2022

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	10	0	1
20,000 to 29,999	16	0	0
30,000 to 39,999	25	0	1
40,000 to 49,999	25	1	6
50,000 to 59,999	43	0	7
60,000 to 69,999	90	2	15
70,000 to 79,999	72	2	2
80,000 to 89,999	59	8	4
90,000 to 99,999	55	4	2
100,000 to 119,999	61	5	3
120,000 to 139,999	88	2	1
140,000 to 159,999	86	4	4
160,000 to 179,999	82	1	5
180,000 to 199,999	70	1	5
200,000 to 249,999	131	2	14
250,000 to 299,999	155	5	9
300,000 to 399,999	258	1	18
400,000 to 499,999	183	1	3
500,000 to 749,999	195	1	3
750,000 to 999,999	84	1	0
1,000,000 and greater	83	1	0
Totals	1871	42	103
Average Price	\$356,474	\$234,976	\$198,617
Median Price	\$255,000	\$117,451	\$180,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	1,871	\$356,356
Condominium	103	\$198,616
Duplex	42	\$234,976
Total	2,016	\$345,768

PENDING	Listings	Average List Price
Residential	1,433	\$301,005
Condominium	48	\$183,091
Duplex	35	\$149,482
Total	1,516	\$293,774

4/20/2022