



Multiple Listing Service Sales Report November 2020

Sales Summary

	November Total Sales			YTD Total MLS Sales		
	2020	2019	% change	2020	2019	% change
Units	1,187	1,072	10.7%	14,041	14,026	0.1%
Average Sales Price	\$256,030	\$215,509	18.8%	\$247,844	\$215,476	15.0%
Median Sales Price	\$220,000	\$180,000	22.2%	\$214,000	\$183,000	16.9%

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	7	6	1	0	0	14	180
\$ 20,000 - 29,999	6	4	0	0	2	12	276
\$ 30,000 - 39,999	7	13	2	9	0	31	330
\$ 40,000 - 49,999	11	16	2	1	0	30	312
\$ 50,000 - 59,999	5	20	0	1	3	29	285
\$ 60,000 - 69,999	5	22	3	1	2	33	339
\$ 70,000 - 79,999	2	26	3	0	1	32	363
\$ 80,000 - 89,999	5	16	3	1	3	28	310
\$ 90,000 - 99,999	2	19	6	0	1	28	292
\$100,000 - 119,999	7	24	6	2	0	39	553
\$120,000 - 139,999	10	43	7	0	1	61	742
\$140,000 - 159,999	3	36	7	0	1	47	764
\$160,000 - 179,999	6	46	10	0	8	70	911
\$180,000 - 199,999	2	49	15	0	3	69	832
\$200,000 - 249,999	9	104	54	0	9	176	1917
\$250,000 - 299,999	3	58	70	0	4	135	1619
\$300,000 - 399,999	4	39	127	0	3	173	1977
\$400,000 - 499,999	1	11	58	1	0	71	968
\$500,000 - 749,999	1	8	67	0	0	76	785
\$750,000 - 999,999	0	0	20	0	0	20	175
\$1,000,000 and over	1	2	10	0	0	13	111
Total Types	97	562	471	16	41	1187	14,041
Average Sale Price	\$131,455	\$184,762	\$379,841	\$75,458	\$174,640	\$256,030	\$247,844
Median Sale Price	\$90,000	\$174,000	\$327,000	\$35,416	\$176,500	\$220,000	\$214,000

Price Group	Sales	% of Total
0 - \$99,999	237	20.0%
\$100,000 - 199,999	286	24.1%
\$200,000 - 399,999	484	40.8%
\$400,000 and above	180	15.2%

Time on Market	Units
1 to 30 days	693
31 to 60 days	218
61 to 90 days	73
91 to 120 days	36
More than 120 Days	84
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: 11/01/2020 - 11/30/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	7	6	1	0	0	14
20,000 to 29,999	6	4	0	0	2	12
30,000 to 39,999	7	13	2	9	0	31
40,000 to 49,999	11	16	2	1	0	30
50,000 to 59,999	5	20	0	1	3	29
60,000 to 69,999	5	22	3	1	2	33
70,000 to 79,999	2	26	3	0	1	32
80,000 to 89,999	5	16	3	1	3	28
90,000 to 99,999	2	19	6	0	1	28
100,000 to 119,999	7	24	6	2	0	39
120,000 to 139,999	10	43	7	0	1	61
140,000 to 159,999	3	36	7	0	1	47
160,000 to 179,999	6	46	10	0	8	70
180,000 to 199,999	2	49	15	0	3	69
200,000 to 249,999	9	104	54	0	9	176
250,000 to 299,999	3	58	70	0	4	135
300,000 to 399,999	4	39	127	0	3	173
400,000 to 499,999	1	11	58	1	0	71
500,000 to 749,999	1	8	67	0	0	76
750,000 to 999,999	0	0	20	0	0	20
1,000,000 and greater	1	2	10	0	0	13
Totals	97	562	471	16	41	1187
Average List Price	\$134,584	\$185,325	\$383,766	\$79,488	\$178,270	\$258,249
Median List Price	\$90,000	\$171,750	\$327,500	\$37,000	\$181,000	\$216,900
Average Sale Price	\$131,455	\$184,762	\$379,841	\$78,458	\$174,640	\$256,030
Median Sale Price	\$90,000	\$174,000	\$327,000	\$35,416	\$176,500	\$220,000

Time on Market	# Units
1-30	693
31-60	218
61-90	73
91-120	36
greater than 120 days	84
Total Units Sold	1104
Average Market Time	41

Type of Financing	# Units
Conventional	569
Cash	304
FHA	170
VA	91
Owner	10
Other	43

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2020 - 11/30/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	67	76	23	8	6	180
20,000 to 29,999	87	128	29	10	22	276
30,000 to 39,999	78	184	28	24	16	330
40,000 to 49,999	61	191	41	11	8	312
50,000 to 59,999	59	178	19	16	13	285
60,000 to 69,999	52	219	38	11	19	339
70,000 to 79,999	52	217	55	24	15	363
80,000 to 89,999	30	202	42	17	19	310
90,000 to 99,999	37	182	37	10	26	292
100,000 to 119,999	73	366	66	9	39	553
120,000 to 139,999	79	523	87	7	46	742
140,000 to 159,999	47	554	121	2	40	764
160,000 to 179,999	41	655	150	4	61	911
180,000 to 199,999	41	560	181	5	45	832
200,000 to 249,999	67	1042	733	2	73	1917
250,000 to 299,999	41	560	955	4	59	1619
300,000 to 399,999	43	454	1431	7	42	1977
400,000 to 499,999	6	150	792	3	17	968
500,000 to 749,999	2	66	710	1	6	785
750,000 to 999,999	3	11	159	0	2	175
1,000,000 and greater	2	8	101	0	0	111
Totals	968	6526	5798	175	574	14041
Average List Price	\$120,389	\$179,430	\$365,636	\$101,586	\$182,862	\$251,420
Median List Price	\$89,250	\$167,500	\$319,900	\$75,000	\$169,000	\$214,900
Average Sale Price	\$118,269	\$177,976	\$359,538	\$96,664	\$178,575	\$247,844
Median Sale Price	\$87,450	\$167,000	\$316,000	\$71,250	\$165,000	\$214,000

Time on Market	# Units
1-30	7776
31-60	2217
61-90	1046
91-120	617
greater than 120 days	1373
Total Units Sold	13029
Average Market Time	49

Type of Financing	# Units
Conventional	6823
Cash	3442
FHA	2231
VA	962
Owner	25
Other	557

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 12/18/2020

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	20	0	1
20,000 to 29,999	29	2	1
30,000 to 39,999	49	5	1
40,000 to 49,999	54	3	10
50,000 to 59,999	111	5	6
60,000 to 69,999	96	3	6
70,000 to 79,999	62	3	8
80,000 to 89,999	49	5	4
90,000 to 99,999	46	1	1
100,000 to 119,999	75	2	9
120,000 to 139,999	117	0	5
140,000 to 159,999	116	4	9
160,000 to 179,999	106	3	8
180,000 to 199,999	88	0	5
200,000 to 249,999	219	2	15
250,000 to 299,999	208	2	17
300,000 to 399,999	279	3	20
400,000 to 499,999	143	0	8
500,000 to 749,999	207	1	3
750,000 to 999,999	67	0	2
1,000,000 and greater	79	0	0
Totals	2220	44	139
Average Price	\$310,275	\$128,330	\$215,373
Median Price	\$225,000	\$82,500	\$185,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,220	\$310,274
Condominium	139	\$215,372
Duplex	44	\$128,329
Total	2,403	\$301,453

PENDING	Listings	Average List Price
Residential	1,277	\$233,134
Condominium	26	\$178,863
Duplex	12	\$92,850
Total	1,315	\$230,781

12/18/2020