



Multiple Listing Service Sales Report November 2021

Sales Summary

	November Total Sales			YTD Total MLS Sales		
	2021	2020	% change	2021	2020	% change
Units	1,302	1,187	9.7%	15,486	14,041	10.3%
Average Sales Price	\$290,176	\$256,030	13.3%	\$274,187	\$247,844	10.6%
Median Sales Price	\$255,000	\$220,000	15.9%	\$240,000	\$214,000	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	0	3	0	0	1	4	84
\$ 20,000 - 29,999	5	1	2	0	1	9	132
\$ 30,000 - 39,999	3	5	1	0	1	10	193
\$ 40,000 - 49,999	10	7	2	0	1	20	278
\$ 50,000 - 59,999	6	12	3	0	3	24	291
\$ 60,000 - 69,999	7	21	3	1	0	32	367
\$ 70,000 - 79,999	9	14	4	1	0	28	378
\$ 80,000 - 89,999	8	17	5	1	1	32	387
\$ 90,000 - 99,999	4	13	4	5	1	27	340
\$100,000 - 119,999	10	34	4	1	5	54	645
\$120,000 - 139,999	4	36	5	2	3	50	706
\$140,000 - 159,999	6	44	3	0	4	57	716
\$160,000 - 179,999	8	41	7	0	5	61	833
\$180,000 - 199,999	4	53	10	0	4	71	728
\$200,000 - 249,999	12	101	20	1	6	140	2001
\$250,000 - 299,999	6	111	61	0	7	185	1962
\$300,000 - 399,999	3	71	135	1	6	216	2625
\$400,000 - 499,999	1	23	99	0	2	125	1250
\$500,000 - 749,999	0	16	98	0	2	116	1166
\$750,000 - 999,999	1	0	25	0	0	26	256
\$1,000,000 and over	0	0	14	0	1	15	148
Total Types	107	623	505	13	54	1302	15,486
Average Sale Price	\$135,139	\$214,851	\$427,458	\$125,100	\$222,310	\$290,176	\$274,187
Median Sale Price	\$101,000	\$205,000	\$385,000	\$95,000	\$181,450	\$255,000	\$240,000

Price Group	Sales	% of Total
0 - \$99,999	186	14.3%
\$100,000 - 199,999	293	22.5%
\$200,000 - 399,999	541	41.6%
\$400,000 and above	282	21.7%

Time on Market	Units
1 to 30 days	835
31 to 60 days	205
61 to 90 days	87
91 to 120 days	24
More than 120 Days	47
Average Market Time	30

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: 11/01/2021 - 11/30/2021

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	0	3	0	0	1	4
20,000 to 29,999	5	1	2	0	1	9
30,000 to 39,999	3	5	1	0	1	10
40,000 to 49,999	10	7	2	0	1	20
50,000 to 59,999	6	12	3	0	3	24
60,000 to 69,999	7	21	3	1	0	32
70,000 to 79,999	9	14	4	1	0	28
80,000 to 89,999	8	17	5	1	1	32
90,000 to 99,999	4	13	4	5	1	27
100,000 to 119,999	10	34	4	1	5	54
120,000 to 139,999	4	36	5	2	3	50
140,000 to 159,999	6	44	3	0	4	57
160,000 to 179,999	8	41	7	0	5	61
180,000 to 199,999	4	53	10	0	4	71
200,000 to 249,999	12	101	20	1	6	140
250,000 to 299,999	6	111	61	0	7	185
300,000 to 399,999	3	71	135	1	6	216
400,000 to 499,999	1	23	99	0	2	125
500,000 to 749,999	0	16	98	0	2	116
750,000 to 999,999	1	0	25	0	0	26
1,000,000 and greater	0	0	14	0	1	15
Totals	107	623	505	13	54	1302
Average List Price	\$139,152	\$213,283	\$427,600	\$139,485	\$218,520	\$289,797
Median List Price	\$100,000	\$199,900	\$382,058	\$119,000	\$177,400	\$250,000
Average Sale Price	\$135,139	\$214,851	\$427,458	\$125,100	\$222,310	\$290,176
Median Sale Price	\$101,000	\$205,000	\$385,000	\$95,000	\$181,450	\$255,000

Time on Market	# Units
1-30	835
31-60	205
61-90	87
91-120	24
greater than 120 days	47
Total Units Sold	1198
Average Market Time	30

Type of Financing	# Units
Conventional	646
Cash	391
FHA	141
VA	83
Owner	1
Other	40

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 - 11/30/2021

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	43	33	4	2	2	84
20,000 to 29,999	62	43	11	4	12	132
30,000 to 39,999	67	89	14	7	16	193
40,000 to 49,999	88	131	21	5	33	278
50,000 to 59,999	73	158	24	18	18	291
60,000 to 69,999	81	216	38	20	12	367
70,000 to 79,999	69	239	41	13	16	378
80,000 to 89,999	64	240	47	18	18	387
90,000 to 99,999	53	207	46	18	16	340
100,000 to 119,999	96	411	68	20	50	645
120,000 to 139,999	105	451	73	24	53	706
140,000 to 159,999	83	504	84	5	40	716
160,000 to 179,999	69	597	110	8	49	833
180,000 to 199,999	44	510	125	2	47	728
200,000 to 249,999	130	1337	411	16	107	2001
250,000 to 299,999	71	1012	811	10	58	1962
300,000 to 399,999	41	803	1687	10	84	2625
400,000 to 499,999	7	232	988	1	22	1250
500,000 to 749,999	0	125	1025	1	15	1166
750,000 to 999,999	1	10	241	1	3	256
1,000,000 and greater	1	5	139	1	2	148
Totals	1248	7353	6008	204	673	15486
Average List Price	\$127,206	\$201,365	\$403,832	\$141,073	\$201,817	\$273,164
Median List Price	\$105,000	\$189,000	\$350,000	\$100,000	\$179,900	\$235,000
Average Sale Price	\$125,402	\$203,800	\$404,231	\$134,499	\$200,536	\$274,187
Median Sale Price	\$102,500	\$193,000	\$360,000	\$95,000	\$180,000	\$240,000

Time on Market	# Units
1-30	10105
31-60	2100
61-90	805
91-120	334
greater than 120 days	691
Total Units Sold	14035
Average Market Time	31

Type of Financing	# Units
Conventional	7325
Cash	5043
FHA	1647
VA	907
Owner	13
Other	549

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 12/16/2021

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	5	0	0
20,000 to 29,999	20	1	0
30,000 to 39,999	23	0	1
40,000 to 49,999	47	6	7
50,000 to 59,999	55	1	4
60,000 to 69,999	92	4	29
70,000 to 79,999	86	3	3
80,000 to 89,999	81	6	5
90,000 to 99,999	58	4	1
100,000 to 119,999	68	4	6
120,000 to 139,999	105	3	4
140,000 to 159,999	94	0	0
160,000 to 179,999	106	0	5
180,000 to 199,999	89	0	4
200,000 to 249,999	163	2	11
250,000 to 299,999	188	0	5
300,000 to 399,999	279	1	16
400,000 to 499,999	172	0	5
500,000 to 749,999	152	0	2
750,000 to 999,999	65	1	2
1,000,000 and greater	70	0	1
Totals	2018	36	111
Average Price	\$314,706	\$119,297	\$204,242
Median Price	\$229,850	\$85,000	\$115,500

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,018	\$314,706
Condominium	111	\$204,241
Duplex	36	\$119,297
Total	2,165	\$305,793

PENDING	Listings	Average List Price
Residential	1,295	\$296,624
Condominium	37	\$164,998
Duplex	11	\$167,263
Total	1,343	\$291,938

12/16/2021