



## Multiple Listing Service Sales Report October 2020

### Sales Summary

	October Total Sales			YTD Total MLS Sales		
	2020	2019	% change	2020	2019	% change
Units	1,400	1,237	13.2%	12,818	12,886	-0.5%
Average Sales Price	\$273,304	\$218,820	24.9%	\$247,221	\$215,597	14.7%
Median Sales Price	\$230,000	\$183,000	25.7%	\$212,500	\$183,900	15.6%

### 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	4	5	1	0	1	11	165
\$ 20,000 - 29,999	7	8	4	1	1	21	262
\$ 30,000 - 39,999	11	15	4	2	2	34	297
\$ 40,000 - 49,999	6	12	3	0	1	22	282
\$ 50,000 - 59,999	8	14	4	0	1	27	256
\$ 60,000 - 69,999	5	11	3	0	3	22	305
\$ 70,000 - 79,999	7	16	6	4	0	33	328
\$ 80,000 - 89,999	5	13	4	2	2	26	281
\$ 90,000 - 99,999	5	9	1	2	3	20	262
\$100,000 - 119,999	7	32	2	3	5	49	513
\$120,000 - 139,999	4	44	11	1	5	65	677
\$140,000 - 159,999	5	51	8	1	5	70	713
\$160,000 - 179,999	6	65	18	0	6	95	841
\$180,000 - 199,999	4	58	15	2	6	85	762
\$200,000 - 249,999	7	118	53	1	10	189	1736
\$250,000 - 299,999	6	56	91	0	7	160	1482
\$300,000 - 399,999	3	52	160	1	3	219	1801
\$400,000 - 499,999	0	21	92	2	1	116	896
\$500,000 - 749,999	0	10	86	0	2	98	706
\$750,000 - 999,999	1	2	18	0	1	22	155
\$1,000,000 and over	1	3	12	0	0	16	98
Total Types	102	615	596	22	65	1400	12,818
Average Sale Price	\$129,588	\$203,041	\$384,008	\$143,932	\$192,350	\$273,304	\$247,221
Median Sale Price	\$81,250	\$185,000	\$337,567	\$102,000	\$171,900	\$230,000	\$212,500

Price Group	Sales	% of Total
0 - \$99,999	216	15.4%
\$100,000 - 199,999	364	26.0%
\$200,000 - 399,999	568	40.6%
\$400,000 and above	252	18.0%

Time on Market	Units
1 to 30 days	806
31 to 60 days	246
61 to 90 days	114
91 to 120 days	52
More than 120 Days	93
Average Market Time	
42	

## Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 10/01/2020 - 10/31/2020

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	4	5	1	0	1	11
20,000 to 29,999	7	8	4	1	1	21
30,000 to 39,999	11	15	4	2	2	34
40,000 to 49,999	6	12	3	0	1	22
50,000 to 59,999	8	14	4	0	1	27
60,000 to 69,999	5	11	3	0	3	22
70,000 to 79,999	7	16	6	4	0	33
80,000 to 89,999	5	13	4	2	2	26
90,000 to 99,999	5	9	1	2	3	20
100,000 to 119,999	7	32	2	3	5	49
120,000 to 139,999	4	44	11	1	5	65
140,000 to 159,999	5	51	8	1	5	70
160,000 to 179,999	6	65	18	0	6	95
180,000 to 199,999	4	58	15	2	6	85
200,000 to 249,999	7	118	53	1	10	189
250,000 to 299,999	6	56	91	0	7	160
300,000 to 399,999	3	52	160	1	3	219
400,000 to 499,999	0	21	92	2	1	116
500,000 to 749,999	0	10	86	0	2	98
750,000 to 999,999	1	2	18	0	1	22
1,000,000 and greater	1	3	12	0	0	16
<b>Totals</b>	<b>102</b>	<b>615</b>	<b>596</b>	<b>22</b>	<b>65</b>	<b>1400</b>
Average List Price	\$135,272	\$200,729	\$391,812	\$150,550	\$196,991	\$276,345
Median List Price	\$87,450	\$184,000	\$339,900	\$109,500	\$175,000	\$229,000
Average Sale Price	\$129,588	\$203,041	\$384,008	\$143,932	\$192,350	\$273,304
Median Sale Price	\$81,250	\$185,000	\$337,567	\$102,000	\$171,900	\$230,000

Time on Market	# Units
1-30	806
31-60	246
61-90	114
91-120	52
greater than 120 days	93
Total Units Sold	1311
Average Market Time	42

Type of Financing	# Units
Conventional	719
Cash	342
FHA	205
VA	83
Owner	1
Other	50

## 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 - 10/31/2020

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	59	70	22	8	6	165
20,000 to 29,999	81	123	28	10	20	262
30,000 to 39,999	71	169	26	15	16	297
40,000 to 49,999	50	175	39	10	8	282
50,000 to 59,999	54	158	19	15	10	256
60,000 to 69,999	47	197	34	10	17	305
70,000 to 79,999	50	188	52	24	14	328
80,000 to 89,999	25	185	39	16	16	281
90,000 to 99,999	35	161	31	10	25	262
100,000 to 119,999	66	341	60	7	39	513
120,000 to 139,999	68	477	80	7	45	677
140,000 to 159,999	44	516	113	2	38	713
160,000 to 179,999	35	609	140	4	53	841
180,000 to 199,999	39	511	165	5	42	762
200,000 to 249,999	58	934	678	2	64	1736
250,000 to 299,999	38	501	884	4	55	1482
300,000 to 399,999	39	415	1301	7	39	1801
400,000 to 499,999	5	139	733	2	17	896
500,000 to 749,999	1	58	640	1	6	706
750,000 to 999,999	3	11	139	0	2	155
1,000,000 and greater	1	6	91	0	0	98
<b>Totals</b>	<b>869</b>	<b>5944</b>	<b>5314</b>	<b>159</b>	<b>532</b>	<b>12818</b>
Average List Price	\$118,919	\$179,035	\$364,102	\$103,810	\$183,278	\$250,926
Median List Price	\$89,000	\$166,050	\$319,650	\$79,900	\$167,250	\$214,900
Average Sale Price	\$116,907	\$177,502	\$357,801	\$98,496	\$178,951	\$247,221
Median Sale Price	\$87,400	\$166,500	\$315,000	\$74,000	\$165,000	\$212,500

Time on Market	# Units
1-30	7071
31-60	1992
61-90	964
91-120	578
greater than 120 days	1286
Total Units Sold	11891
Average Market Time	50

Type of Financing	# Units
Conventional	6237
Cash	3125
FHA	2058
VA	870
Owner	15
Other	512

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 11/23/2020

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	25	0	1
20,000 to 29,999	31	2	2
30,000 to 39,999	54	3	2
40,000 to 49,999	60	5	7
50,000 to 59,999	124	6	7
60,000 to 69,999	119	4	5
70,000 to 79,999	77	4	7
80,000 to 89,999	46	5	3
90,000 to 99,999	43	1	2
100,000 to 119,999	86	8	3
120,000 to 139,999	114	1	2
140,000 to 159,999	99	3	8
160,000 to 179,999	99	2	8
180,000 to 199,999	108	0	6
200,000 to 249,999	258	1	16
250,000 to 299,999	233	2	16
300,000 to 399,999	313	3	20
400,000 to 499,999	173	1	9
500,000 to 749,999	230	1	4
750,000 to 999,999	84	0	3
1,000,000 and greater	85	0	0
<b>Totals</b>	<b>2461</b>	<b>52</b>	<b>131</b>
Average Price	\$313,828	\$127,442	\$232,576
Median Price	\$234,900	\$85,000	\$212,000

## Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,461	\$313,827
Condominium	131	\$232,575
Duplex	52	\$127,442
<b>Total</b>	2,644	\$306,136

PENDING	Listings	Average List Price
Residential	1,382	\$250,277
Condominium	33	\$178,189
Duplex	7	\$94,114
<b>Total</b>	1,422	\$247,836

11/23/2020