



Multiple Listing Service Sales Report September 2023

Sales Summary

	September Total Sales			YTD Total MLS Sales		
	2023	2022	% change	2023	2022	% change
Units	1,049	1,306	-19.7%	9,795	11,884	-17.6%
Average Sales Price	\$303,058	\$305,136	-0.7%	\$313,246	\$305,610	2.5%
Median Sales Price	\$260,000	\$260,000	0.0%	\$273,000	\$267,500	2.1%

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	1	1	0	0	0	2	58
\$ 20,000 - 29,999	0	6	0	0	0	6	69
\$ 30,000 - 39,999	8	4	2	1	0	15	103
\$ 40,000 - 49,999	5	3	1	0	1	10	113
\$ 50,000 - 59,999	5	9	2	0	1	17	134
\$ 60,000 - 69,999	3	8	2	0	2	15	178
\$ 70,000 - 79,999	5	15	3	0	0	23	189
\$ 80,000 - 89,999	4	13	0	0	0	17	163
\$ 90,000 - 99,999	3	16	2	0	2	23	158
\$100,000 - 119,999	11	36	4	0	5	56	384
\$120,000 - 139,999	10	26	8	3	3	50	451
\$140,000 - 159,999	10	35	8	2	2	57	467
\$160,000 - 179,999	1	34	10	0	6	51	426
\$180,000 - 199,999	5	27	8	0	4	44	387
\$200,000 - 249,999	5	64	24	2	10	105	1087
\$250,000 - 299,999	3	79	26	0	4	112	1150
\$300,000 - 399,999	4	82	100	1	11	198	1863
\$400,000 - 499,999	2	30	78	0	3	113	1028
\$500,000 - 749,999	0	13	89	0	0	102	967
\$750,000 - 999,999	0	1	20	0	0	21	251
\$1,000,000 and over	0	0	12	0	0	12	169
Total Types	85	502	399	9	54	1049	9,795
Average Sale Price	\$130,516	\$226,606	\$450,083	\$165,744	\$221,901	\$303,058	\$313,246
Median Sale Price	\$114,400	\$215,000	\$399,900	\$140,900	\$204,000	\$260,000	\$273,000

Price Group	Sales	% of Total
0 - \$99,999	128	12.2%
\$100,000 - 199,999	258	24.6%
\$200,000 - 399,999	415	39.6%
\$400,000 and above	248	23.6%

Time on Market	Units
1 to 30 days	523
31 to 60 days	236
61 to 90 days	116
91 to 120 days	53
More than 120 Days	60
Average Market Time	43

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: 09/01/2023 - 09/30/2023

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	1	1	0	0	0	2
20,000 to 29,999	0	6	0	0	0	6
30,000 to 39,999	8	4	2	1	0	15
40,000 to 49,999	5	3	1	0	1	10
50,000 to 59,999	5	9	2	0	1	17
60,000 to 69,999	3	8	2	0	2	15
70,000 to 79,999	5	15	3	0	0	23
80,000 to 89,999	4	13	0	0	0	17
90,000 to 99,999	3	16	2	0	2	23
100,000 to 119,999	11	36	4	0	5	56
120,000 to 139,999	10	26	8	3	3	50
140,000 to 159,999	10	35	8	2	2	57
160,000 to 179,999	1	34	10	0	6	51
180,000 to 199,999	5	27	8	0	4	44
200,000 to 249,999	5	64	24	2	10	105
250,000 to 299,999	3	79	26	0	4	112
300,000 to 399,999	4	82	100	1	11	198
400,000 to 499,999	2	30	78	0	3	113
500,000 to 749,999	0	13	89	0	0	102
750,000 to 999,999	0	1	20	0	0	21
1,000,000 and greater	0	0	12	0	0	12
Totals	85	502	399	9	54	1049
Average List Price	\$136,452	\$229,027	\$457,357	\$170,067	\$228,250	\$307,828
Median List Price	\$120,000	\$212,950	\$399,900	\$149,900	\$210,000	\$264,500
Average Sale Price	\$130,516	\$226,606	\$450,083	\$165,744	\$221,901	\$303,058
Median Sale Price	\$114,400	\$215,000	\$399,900	\$140,900	\$204,000	\$260,000

Time on Market	# Units
1-30	523
31-60	236
61-90	116
91-120	53
greater than 120 days	60
Total Units Sold	988
Average Market Time	43

Type of Financing	# Units
Conventional	425
Cash	369
FHA	155
VA	62
Owner	2
Other	36

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 - 09/30/2023

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	36	20	1	0	1	58
20,000 to 29,999	33	25	10	1	0	69
30,000 to 39,999	45	40	7	4	7	103
40,000 to 49,999	46	49	5	6	7	113
50,000 to 59,999	41	67	13	2	11	134
60,000 to 69,999	43	102	21	3	9	178
70,000 to 79,999	49	111	15	5	9	189
80,000 to 89,999	44	87	22	4	6	163
90,000 to 99,999	25	100	20	6	7	158
100,000 to 119,999	63	238	47	8	28	384
120,000 to 139,999	65	270	75	13	28	451
140,000 to 159,999	54	278	91	17	27	467
160,000 to 179,999	46	272	68	9	31	426
180,000 to 199,999	37	260	67	6	17	387
200,000 to 249,999	90	755	171	9	62	1087
250,000 to 299,999	51	757	299	3	40	1150
300,000 to 399,999	40	720	1007	10	86	1863
400,000 to 499,999	14	279	715	3	17	1028
500,000 to 749,999	6	117	833	0	11	967
750,000 to 999,999	0	9	240	0	2	251
1,000,000 and greater	1	4	164	0	0	169
Totals	829	4560	3891	109	406	9795
Average List Price	\$144,242	\$236,309	\$465,070	\$165,549	\$235,939	\$318,588
Median List Price	\$120,000	\$225,000	\$400,000	\$145,000	\$222,250	\$275,000
Average Sale Price	\$139,533	\$232,594	\$457,784	\$158,925	\$230,002	\$313,246
Median Sale Price	\$115,000	\$225,000	\$400,000	\$140,000	\$215,500	\$273,000

Time on Market	# Units
1-30	5075
31-60	1808
61-90	836
91-120	535
greater than 120 days	836
Total Units Sold	9090
Average Market Time	46

Type of Financing	# Units
Conventional	4500
Cash	2911
FHA	1382
VA	677
Owner	26
Other	295

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 10/16/2023

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	6	0	0
20,000 to 29,999	15	1	0
30,000 to 39,999	22	2	2
40,000 to 49,999	23	1	1
50,000 to 59,999	34	1	1
60,000 to 69,999	50	2	6
70,000 to 79,999	68	1	5
80,000 to 89,999	96	2	4
90,000 to 99,999	120	2	1
100,000 to 119,999	173	3	11
120,000 to 139,999	166	4	19
140,000 to 159,999	134	8	11
160,000 to 179,999	135	4	8
180,000 to 199,999	115	3	7
200,000 to 249,999	332	5	31
250,000 to 299,999	316	3	22
300,000 to 399,999	569	2	50
400,000 to 499,999	362	5	12
500,000 to 749,999	420	1	8
750,000 to 999,999	144	0	1
1,000,000 and greater	116	0	2
Totals	3416	50	202
Average Price	\$363,994	\$191,301	\$263,098
Median Price	\$289,000	\$149,500	\$239,450

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	3,416	\$363,994
Condominium	202	\$263,097
Duplex	50	\$191,300
Total	3,668	\$356,083

PENDING	Listings	Average List Price
Residential	809	\$309,454
Condominium	44	\$280,527
Duplex	16	\$203,680
Total	869	\$306,042

10/16/2023