



Multiple Listing Service Sales Report April 2021

Sales Summary

	April Total Sales			YTD Total MLS Sales		
	2021	2020	% change	2021	2020	% change
Units	1,308	1,120	16.8%	4,619	4,224	9.4%
Average Sales Price	\$266,397	\$250,798	6.2%	\$255,799	\$228,256	12.1%
Median Sales Price	\$234,525	\$210,000	11.7%	\$220,000	\$193,000	14.0%

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	4	5	0	0	0	9	37
\$ 20,000 - 29,999	7	11	0	2	0	20	59
\$ 30,000 - 39,999	6	5	1	0	1	13	64
\$ 40,000 - 49,999	11	10	2	3	3	29	114
\$ 50,000 - 59,999	6	21	0	1	1	29	111
\$ 60,000 - 69,999	9	20	4	0	1	34	135
\$ 70,000 - 79,999	1	25	2	0	3	31	111
\$ 80,000 - 89,999	4	30	6	5	2	47	140
\$ 90,000 - 99,999	3	14	4	2	1	24	116
\$100,000 - 119,999	8	34	7	1	5	55	210
\$120,000 - 139,999	7	45	6	1	3	62	236
\$140,000 - 159,999	8	40	7	0	4	59	242
\$160,000 - 179,999	5	47	7	0	4	63	265
\$180,000 - 199,999	3	39	8	0	4	54	222
\$200,000 - 249,999	17	115	34	4	13	183	603
\$250,000 - 299,999	8	81	70	1	4	164	561
\$300,000 - 399,999	4	65	139	1	7	216	669
\$400,000 - 499,999	0	14	68	0	5	87	305
\$500,000 - 749,999	0	13	84	0	1	98	313
\$750,000 - 999,999	0	1	16	0	0	17	58
\$1,000,000 and over	0	1	13	0	0	14	48
Total Types	111	636	478	21	62	1308	4619
Average Sale Price	\$128,227	\$197,058	\$404,736	\$124,669	\$206,498	\$266,397	\$255,799
Median Sale Price	\$103,000	\$180,800	\$352,846	\$89,500	\$192,250	\$234,525	\$220,000

Price Group	Sales	% of Total
0 - \$99,999	236	18.0%
\$100,000 - 199,999	293	22.4%
\$200,000 - 399,999	563	43.0%
\$400,000 and above	216	16.5%

Time on Market	Units
1 to 30 days	835
31 to 60 days	134
61 to 90 days	69
91 to 120 days	31
More than 120 Days	94
Average Market Time	40

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: 04/01/2021 - 04/30/2021

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	4	5	0	0	0	9
20,000 to 29,999	7	11	0	2	0	20
30,000 to 39,999	6	5	1	0	1	13
40,000 to 49,999	11	10	2	3	3	29
50,000 to 59,999	6	21	0	1	1	29
60,000 to 69,999	9	20	4	0	1	34
70,000 to 79,999	1	25	2	0	3	31
80,000 to 89,999	4	30	6	5	2	47
90,000 to 99,999	3	14	4	2	1	24
100,000 to 119,999	8	34	7	1	5	55
120,000 to 139,999	7	45	6	1	3	62
140,000 to 159,999	8	40	7	0	4	59
160,000 to 179,999	5	47	7	0	4	63
180,000 to 199,999	3	39	8	0	4	54
200,000 to 249,999	17	115	34	4	13	183
250,000 to 299,999	8	81	70	1	4	164
300,000 to 399,999	4	65	139	1	7	216
400,000 to 499,999	0	14	68	0	5	87
500,000 to 749,999	0	13	84	0	1	98
750,000 to 999,999	0	1	16	0	0	17
1,000,000 and greater	0	1	13	0	0	14
Totals	111	636	478	21	62	1308
Average List Price	\$131,892	\$193,518	\$403,925	\$125,814	\$209,093	\$264,831
Median List Price	\$119,247	\$179,900	\$350,000	\$94,900	\$196,950	\$227,500
Average Sale Price	\$128,227	\$197,058	\$404,736	\$124,669	\$206,498	\$266,397
Median Sale Price	\$103,000	\$180,800	\$352,846	\$89,500	\$195,250	\$234,525

Time on Market	# Units
1-30	835
31-60	134
61-90	69
91-120	31
greater than 120 days	94
Total Units Sold	1163
Average Market Time	40

Type of Financing	# Units
Conventional	610
Cash	434
FHA	147
VA	59
Owner	2
Other	56

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 - 04/30/2021

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	16	18	2	1	0	37
20,000 to 29,999	22	27	4	3	3	59
30,000 to 39,999	21	30	7	3	3	64
40,000 to 49,999	34	55	7	5	13	114
50,000 to 59,999	20	72	9	6	4	111
60,000 to 69,999	28	87	14	1	5	135
70,000 to 79,999	16	68	13	6	8	111
80,000 to 89,999	15	89	22	7	7	140
90,000 to 99,999	8	70	19	8	11	116
100,000 to 119,999	36	121	27	4	22	210
120,000 to 139,999	30	165	22	7	12	236
140,000 to 159,999	24	171	36	1	10	242
160,000 to 179,999	16	194	34	4	17	265
180,000 to 199,999	6	167	36	1	12	222
200,000 to 249,999	34	361	169	7	32	603
250,000 to 299,999	13	260	268	3	17	561
300,000 to 399,999	12	181	448	3	25	669
400,000 to 499,999	1	62	235	0	7	305
500,000 to 749,999	0	31	277	1	4	313
750,000 to 999,999	0	3	53	0	2	58
1,000,000 and greater	0	1	47	0	0	48
Totals	352	2233	1749	71	214	4619
Average List Price	\$116,154	\$186,532	\$387,386	\$129,612	\$198,300	\$256,893
Median List Price	\$96,000	\$170,000	\$330,000	\$94,900	\$175,000	\$219,900
Average Sale Price	\$114,269	\$187,295	\$384,477	\$126,416	\$194,651	\$255,799
Median Sale Price	\$95,000	\$175,000	\$335,000	\$93,500	\$171,750	\$220,000

Time on Market	# Units
1-30	2698
31-60	627
61-90	310
91-120	159
greater than 120 days	342
Total Units Sold	4136
Average Market Time	42

Type of Financing	# Units
Conventional	2181
Cash	1474
FHA	539
VA	245
Owner	2
Other	178

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 5/17/2021

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	16	0	0
20,000 to 29,999	14	1	1
30,000 to 39,999	33	2	1
40,000 to 49,999	47	1	4
50,000 to 59,999	53	3	4
60,000 to 69,999	105	5	2
70,000 to 79,999	58	4	4
80,000 to 89,999	60	4	2
90,000 to 99,999	49	5	3
100,000 to 119,999	62	2	6
120,000 to 139,999	71	2	5
140,000 to 159,999	93	1	3
160,000 to 179,999	110	1	4
180,000 to 199,999	93	0	7
200,000 to 249,999	197	2	15
250,000 to 299,999	217	3	7
300,000 to 399,999	315	3	20
400,000 to 499,999	152	2	5
500,000 to 749,999	168	0	2
750,000 to 999,999	76	0	1
1,000,000 and greater	75	1	0
Totals	2064	42	96
Average Price	\$324,446	\$167,595	\$225,454
Median Price	\$245,000	\$96,200	\$214,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,064	\$324,446
Condominium	96	\$225,453
Duplex	42	\$167,595
Total	2,202	\$317,138

PENDING	Listings	Average List Price
Residential	1,643	\$287,844
Condominium	44	\$209,945
Duplex	17	\$130,411
Total	1,704	\$284,262

5/17/2021