



Multiple Listing Service Sales Report April 2023

Sales Summary

	April Total Sales			YTD Total MLS Sales		
	2023	2022	% change	2023	2022	% change
Units	1,049	1,285	-18.4%	3,718	4,724	-21.3%
Average Sales Price	\$309,527	\$306,141	1.1%	\$300,752	\$290,286	3.6%
Median Sales Price	\$275,500	\$263,000	4.8%	\$265,000	\$255,000	3.9%

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	3	4	0	0	0	7	25
\$ 20,000 - 29,999	2	1	0	1	0	4	29
\$ 30,000 - 39,999	4	3	1	0	3	11	47
\$ 40,000 - 49,999	3	6	0	1	0	10	49
\$ 50,000 - 59,999	2	5	3	0	1	11	49
\$ 60,000 - 69,999	5	16	3	1	2	27	67
\$ 70,000 - 79,999	6	13	2	1	2	24	66
\$ 80,000 - 89,999	6	9	3	0	1	19	66
\$ 90,000 - 99,999	3	14	1	0	0	18	66
\$100,000 - 119,999	9	29	3	2	5	48	153
\$120,000 - 139,999	5	23	10	2	2	42	176
\$140,000 - 159,999	2	28	11	2	4	47	178
\$160,000 - 179,999	5	26	6	2	0	39	162
\$180,000 - 199,999	3	30	5	0	2	40	153
\$200,000 - 249,999	2	90	15	1	2	110	424
\$250,000 - 299,999	10	83	31	0	3	127	464
\$300,000 - 399,999	7	84	102	0	16	209	701
\$400,000 - 499,999	3	37	73	0	2	115	372
\$500,000 - 749,999	0	14	78	0	4	96	336
\$750,000 - 999,999	0	0	33	0	0	33	93
\$1,000,000 and over	0	0	12	0	0	12	42
Total Types	80	515	392	13	49	1049	3,718
Average Sale Price	\$154,297	\$234,705	\$453,262	\$117,196	\$250,502	\$309,527	\$300,752
Median Sale Price	\$110,000	\$225,000	\$399,350	\$128,250	\$253,000	\$275,500	\$265,000

Price Group	Sales	% of Total
0 - \$99,999	131	12.5%
\$100,000 - 199,999	216	20.6%
\$200,000 - 399,999	446	42.5%
\$400,000 and above	256	24.4%

Time on Market	Units
1 to 30 days	561
31 to 60 days	191
61 to 90 days	60
91 to 120 days	59
More than 120 Days	112
Average Market Time	48

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: 04/01/2023 - 04/30/2023

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	3	4	0	0	0	7
20,000 to 29,999	2	1	0	1	0	4
30,000 to 39,999	4	3	1	0	3	11
40,000 to 49,999	3	6	0	1	0	10
50,000 to 59,999	2	5	3	0	1	11
60,000 to 69,999	5	16	3	1	2	27
70,000 to 79,999	6	13	2	1	2	24
80,000 to 89,999	6	9	3	0	1	19
90,000 to 99,999	3	14	1	0	0	18
100,000 to 119,999	9	29	3	2	5	48
120,000 to 139,999	5	23	10	2	2	42
140,000 to 159,999	2	28	11	2	4	47
160,000 to 179,999	5	26	6	2	0	39
180,000 to 199,999	3	30	5	0	2	40
200,000 to 249,999	2	90	15	1	2	110
250,000 to 299,999	10	83	31	0	3	127
300,000 to 399,999	7	84	102	0	16	209
400,000 to 499,999	3	37	73	0	2	115
500,000 to 749,999	0	14	78	0	4	96
750,000 to 999,999	0	0	33	0	0	33
1,000,000 and greater	0	0	12	0	0	12
Totals	80	515	392	13	49	1049
Average List Price	\$158,123	\$238,512	\$461,890	\$119,431	\$256,132	\$315,203
Median List Price	\$122,450	\$229,000	\$399,900	\$120,000	\$258,750	\$275,900
Average Sale Price	\$154,297	\$234,705	\$453,262	\$117,196	\$250,502	\$309,527
Median Sale Price	\$110,000	\$225,000	\$399,350	\$128,250	\$253,000	\$275,500

Time on Market	# Units
1-30	561
31-60	191
61-90	60
91-120	59
greater than 120 days	112
Total Units Sold	983
Average Market Time	48

Type of Financing	# Units
Conventional	464
Cash	335
FHA	154
VA	67
Owner	4
Other	25

Residential Home Sales Report

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Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2023 - 04/30/2023

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	14	11	0	0	0	25
20,000 to 29,999	16	7	5	1	0	29
30,000 to 39,999	23	15	2	2	5	47
40,000 to 49,999	21	22	1	2	3	49
50,000 to 59,999	14	25	5	0	5	49
60,000 to 69,999	16	38	7	1	5	67
70,000 to 79,999	17	37	5	2	5	66
80,000 to 89,999	16	35	8	1	6	66
90,000 to 99,999	10	42	9	2	3	66
100,000 to 119,999	27	94	17	4	11	153
120,000 to 139,999	24	105	34	4	9	176
140,000 to 159,999	12	111	35	7	13	178
160,000 to 179,999	22	105	22	5	8	162
180,000 to 199,999	8	112	25	3	5	153
200,000 to 249,999	31	305	63	3	22	424
250,000 to 299,999	21	298	127	1	17	464
300,000 to 399,999	17	262	381	4	37	701
400,000 to 499,999	9	107	249	1	6	372
500,000 to 749,999	1	45	284	0	6	336
750,000 to 999,999	0	1	92	0	0	93
1,000,000 and greater	0	0	42	0	0	42
Totals	319	1777	1413	43	166	3718
Average List Price	\$140,850	\$232,999	\$450,346	\$168,342	\$229,936	\$306,809
Median List Price	\$110,000	\$225,000	\$389,900	\$145,000	\$224,950	\$269,900
Average Sale Price	\$136,433	\$228,494	\$441,941	\$160,858	\$224,470	\$300,752
Median Sale Price	\$109,089	\$220,000	\$385,000	\$145,000	\$221,000	\$265,000

Time on Market	# Units
1-30	1780
31-60	649
61-90	329
91-120	263
greater than 120 days	398
Total Units Sold	3419
Average Market Time	51

Type of Financing	# Units
Conventional	1723
Cash	1104
FHA	517
VA	248
Owner	11
Other	114

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 5/15/2023

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	7	0	0
20,000 to 29,999	25	0	0
30,000 to 39,999	29	1	0
40,000 to 49,999	29	0	3
50,000 to 59,999	38	0	2
60,000 to 69,999	77	5	9
70,000 to 79,999	62	0	3
80,000 to 89,999	49	5	1
90,000 to 99,999	56	6	1
100,000 to 119,999	97	4	5
120,000 to 139,999	111	4	13
140,000 to 159,999	110	7	6
160,000 to 179,999	108	4	10
180,000 to 199,999	103	1	11
200,000 to 249,999	226	3	15
250,000 to 299,999	256	1	15
300,000 to 399,999	535	4	30
400,000 to 499,999	331	3	8
500,000 to 749,999	377	1	9
750,000 to 999,999	145	1	2
1,000,000 and greater	104	1	1
Totals	2875	51	144
Average Price	\$376,885	\$207,745	\$263,202
Median Price	\$315,000	\$145,000	\$224,750

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,875	\$376,884
Condominium	144	\$263,202
Duplex	51	\$207,745
Total	3,070	\$368,742

PENDING	Listings	Average List Price
Residential	964	\$316,566
Condominium	36	\$277,233
Duplex	18	\$165,838
Total	1,018	\$312,510

5/15/2023