



Multiple Listing Service Sales Report February 2021

Sales Summary

| | February Total Sales | | | YTD Total MLS Sales | | |
|---------------------|----------------------|-----------|----------|---------------------|-----------|----------|
| | 2021 | 2020 | % change | 2021 | 2020 | % change |
| Units | 960 | 982 | -2.2% | 1,935 | 1,921 | 0.7% |
| Average Sales Price | \$242,560 | \$217,147 | 11.7% | \$244,492 | \$216,395 | 13.0% |
| Median Sales Price | \$207,260 | \$182,500 | 13.6% | \$210,000 | \$182,500 | 15.1% |

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 | 6 | 4 | 0 | 1 | 0 | 11 | 22 |
| \$ 20,000 - 29,999 | 7 | 1 | 1 | 0 | 1 | 10 | 25 |
| \$ 30,000 - 39,999 | 3 | 6 | 0 | 1 | 1 | 11 | 31 |
| \$ 40,000 - 49,999 | 6 | 16 | 2 | 0 | 1 | 25 | 42 |
| \$ 50,000 - 59,999 | 6 | 20 | 0 | 1 | 1 | 28 | 56 |
| \$ 60,000 - 69,999 | 5 | 21 | 2 | 0 | 2 | 30 | 60 |
| \$ 70,000 - 79,999 | 5 | 13 | 4 | 1 | 3 | 26 | 46 |
| \$ 80,000 - 89,999 | 1 | 17 | 10 | 2 | 0 | 30 | 50 |
| \$ 90,000 - 99,999 | 1 | 15 | 7 | 0 | 1 | 24 | 46 |
| \$100,000 - 119,999 | 9 | 32 | 5 | 2 | 3 | 51 | 88 |
| \$120,000 - 139,999 | 4 | 36 | 7 | 2 | 4 | 53 | 116 |
| \$140,000 - 159,999 | 6 | 38 | 7 | 1 | 0 | 52 | 103 |
| \$160,000 - 179,999 | 6 | 44 | 6 | 3 | 4 | 63 | 134 |
| \$180,000 - 199,999 | 0 | 36 | 10 | 1 | 2 | 49 | 97 |
| \$200,000 - 249,999 | 3 | 66 | 39 | 2 | 4 | 114 | 251 |
| \$250,000 - 299,999 | 2 | 50 | 63 | 1 | 6 | 122 | 245 |
| \$300,000 - 399,999 | 2 | 40 | 95 | 0 | 5 | 142 | 267 |
| \$400,000 - 499,999 | 0 | 10 | 38 | 0 | 1 | 49 | 106 |
| \$500,000 - 749,999 | 0 | 4 | 44 | 0 | 0 | 48 | 104 |
| \$750,000 - 999,999 | 0 | 0 | 12 | 0 | 1 | 13 | 27 |
| \$1,000,000 and over | 0 | 0 | 9 | 0 | 0 | 9 | 19 |
| Total Types | 72 | 469 | 361 | 18 | 40 | 960 | 1935 |
| Average Sale Price | \$100,759 | \$178,569 | \$364,246 | \$130,994 | \$200,080 | \$242,560 | \$244,492 |
| Median Sale Price | \$77,500 | \$167,900 | \$319,900 | \$132,750 | \$175,000 | \$207,260 | \$210,000 |

| Price Group | Sales | % of Total |
|---------------------|-------|------------|
| 0 - \$99,999 | 195 | 20.3% |
| \$100,000 - 199,999 | 268 | 27.9% |
| \$200,000 - 399,999 | 378 | 39.4% |
| \$400,000 and above | 119 | 12.4% |

| Time on Market | Units |
|----------------------------|-----------|
| 1 to 30 days | 522 |
| 31 to 60 days | 158 |
| 61 to 90 days | 95 |
| 91 to 120 days | 36 |
| More than 120 Days | 65 |
| Average Market Time | 42 |

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: 02/01/2021 - 02/28/2021

Sold Residential Listings

| Price Class/Type | < 3 Bed | 3 Bed | > 3 Bed | Duplex | Condo | Total Units |
|-----------------------|-----------|------------|------------|-----------|-----------|-------------|
| 19,999 and below | 6 | 4 | 0 | 1 | 0 | 11 |
| 20,000 to 29,999 | 7 | 1 | 1 | 0 | 1 | 10 |
| 30,000 to 39,999 | 3 | 6 | 0 | 1 | 1 | 11 |
| 40,000 to 49,999 | 6 | 16 | 2 | 0 | 1 | 25 |
| 50,000 to 59,999 | 6 | 20 | 0 | 1 | 1 | 28 |
| 60,000 to 69,999 | 5 | 21 | 2 | 0 | 2 | 30 |
| 70,000 to 79,999 | 5 | 13 | 4 | 1 | 3 | 26 |
| 80,000 to 89,999 | 1 | 17 | 10 | 2 | 0 | 30 |
| 90,000 to 99,999 | 1 | 15 | 7 | 0 | 1 | 24 |
| 100,000 to 119,999 | 9 | 32 | 5 | 2 | 3 | 51 |
| 120,000 to 139,999 | 4 | 36 | 7 | 2 | 4 | 53 |
| 140,000 to 159,999 | 6 | 38 | 7 | 1 | 0 | 52 |
| 160,000 to 179,999 | 6 | 44 | 6 | 3 | 4 | 63 |
| 180,000 to 199,999 | 0 | 36 | 10 | 1 | 2 | 49 |
| 200,000 to 249,999 | 3 | 66 | 39 | 2 | 4 | 114 |
| 250,000 to 299,999 | 2 | 50 | 63 | 1 | 6 | 122 |
| 300,000 to 399,999 | 2 | 40 | 95 | 0 | 5 | 142 |
| 400,000 to 499,999 | 0 | 10 | 38 | 0 | 1 | 49 |
| 500,000 to 749,999 | 0 | 4 | 44 | 0 | 0 | 48 |
| 750,000 to 999,999 | 0 | 0 | 12 | 0 | 1 | 13 |
| 1,000,000 and greater | 0 | 0 | 9 | 0 | 0 | 9 |
| Totals | 72 | 469 | 361 | 18 | 40 | 960 |
| Average List Price | \$103,471 | \$178,832 | \$368,057 | \$139,733 | \$206,356 | \$244,750 |
| Median List Price | \$75,000 | \$167,900 | \$319,900 | \$139,900 | \$177,450 | \$200,000 |
| Average Sale Price | \$100,759 | \$178,569 | \$364,246 | \$130,994 | \$200,080 | \$242,560 |
| Median Sale Price | \$77,500 | \$167,900 | \$319,900 | \$132,750 | \$175,000 | \$207,260 |

| Time on Market | # Units |
|-----------------------|---------|
| 1-30 | 543 |
| 31-60 | 136 |
| 61-90 | 68 |
| 91-120 | 35 |
| greater than 120 days | 73 |
| Total Units Sold | 855 |
| Average Market Time | 42 |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional | 453 |
| Cash | 315 |
| FHA | 106 |
| VA | 49 |
| Owner | 0 |
| Other | 37 |

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 - 02/28/2021

Sold Residential Listings

| Price Class/Type | < 3 Bed | 3 Bed | > 3 Bed | Duplex | Condo | Total Units |
|-----------------------|------------|------------|------------|-----------|-----------|-------------|
| 19,999 and below | 10 | 9 | 2 | 1 | 0 | 22 |
| 20,000 to 29,999 | 13 | 9 | 1 | 1 | 1 | 25 |
| 30,000 to 39,999 | 9 | 15 | 2 | 3 | 2 | 31 |
| 40,000 to 49,999 | 8 | 25 | 4 | 1 | 4 | 42 |
| 50,000 to 59,999 | 9 | 37 | 5 | 4 | 1 | 56 |
| 60,000 to 69,999 | 10 | 39 | 8 | 0 | 3 | 60 |
| 70,000 to 79,999 | 9 | 27 | 6 | 1 | 3 | 46 |
| 80,000 to 89,999 | 5 | 33 | 10 | 2 | 0 | 50 |
| 90,000 to 99,999 | 3 | 29 | 9 | 2 | 3 | 46 |
| 100,000 to 119,999 | 13 | 55 | 11 | 2 | 7 | 88 |
| 120,000 to 139,999 | 11 | 83 | 11 | 4 | 7 | 116 |
| 140,000 to 159,999 | 10 | 73 | 15 | 1 | 4 | 103 |
| 160,000 to 179,999 | 8 | 97 | 17 | 4 | 8 | 134 |
| 180,000 to 199,999 | 0 | 72 | 20 | 1 | 4 | 97 |
| 200,000 to 249,999 | 6 | 147 | 88 | 2 | 8 | 251 |
| 250,000 to 299,999 | 2 | 108 | 125 | 2 | 8 | 245 |
| 300,000 to 399,999 | 4 | 69 | 184 | 2 | 8 | 267 |
| 400,000 to 499,999 | 0 | 28 | 77 | 0 | 1 | 106 |
| 500,000 to 749,999 | 0 | 8 | 94 | 1 | 1 | 104 |
| 750,000 to 999,999 | 0 | 1 | 24 | 0 | 2 | 27 |
| 1,000,000 and greater | 0 | 0 | 19 | 0 | 0 | 19 |
| Totals | 130 | 964 | 732 | 34 | 75 | 1935 |
| Average List Price | \$100,888 | \$182,264 | \$368,284 | \$147,409 | \$204,614 | \$247,421 |
| Median List Price | \$77,700 | \$169,700 | \$310,000 | \$117,450 | \$169,900 | \$209,900 |
| Average Sale Price | \$98,435 | \$181,222 | \$363,036 | \$142,853 | \$199,981 | \$244,492 |
| Median Sale Price | \$77,950 | \$169,900 | \$313,000 | \$116,500 | \$171,000 | \$210,000 |

| Time on Market | # Units |
|-----------------------|---------|
| 1-30 | 1076 |
| 31-60 | 299 |
| 61-90 | 164 |
| 91-120 | 71 |
| greater than 120 days | 138 |
| Total Units Sold | 1748 |
| Average Market Time | 42 |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional | 910 |
| Cash | 603 |
| FHA | 238 |
| VA | 101 |
| Owner | 0 |
| Other | 83 |

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 3/15/2021

Current Active Listings

| Price Class/Type | Single Family | Duplex | Condo |
|-----------------------|---------------|-----------|------------|
| 19,999 and below | 11 | 0 | 0 |
| 20,000 to 29,999 | 17 | 1 | 1 |
| 30,000 to 39,999 | 43 | 3 | 0 |
| 40,000 to 49,999 | 51 | 0 | 11 |
| 50,000 to 59,999 | 80 | 5 | 3 |
| 60,000 to 69,999 | 92 | 7 | 4 |
| 70,000 to 79,999 | 58 | 4 | 4 |
| 80,000 to 89,999 | 39 | 5 | 3 |
| 90,000 to 99,999 | 42 | 4 | 1 |
| 100,000 to 119,999 | 55 | 3 | 6 |
| 120,000 to 139,999 | 80 | 3 | 3 |
| 140,000 to 159,999 | 85 | 2 | 4 |
| 160,000 to 179,999 | 97 | 0 | 5 |
| 180,000 to 199,999 | 86 | 0 | 7 |
| 200,000 to 249,999 | 180 | 5 | 12 |
| 250,000 to 299,999 | 161 | 1 | 5 |
| 300,000 to 399,999 | 222 | 1 | 25 |
| 400,000 to 499,999 | 118 | 0 | 8 |
| 500,000 to 749,999 | 177 | 0 | 3 |
| 750,000 to 999,999 | 65 | 0 | 1 |
| 1,000,000 and greater | 81 | 0 | 0 |
| Totals | 1840 | 44 | 106 |
| Average Price | \$331,613 | \$107,260 | \$230,235 |
| Median Price | \$230,000 | \$80,000 | \$200,000 |

Inventory Totals

| ACTIVE | Listings | Average List Price |
|---------------|-----------------|---------------------------|
| Residential | 1,840 | \$331,613 |
| Condominium | 106 | \$230,234 |
| Duplex | 44 | \$107,260 |
| Total | 1,990 | \$321,252 |

| PENDING | Listings | Average List Price |
|----------------|-----------------|---------------------------|
| Residential | 1,295 | \$256,944 |
| Condominium | 42 | \$161,078 |
| Duplex | 12 | \$86,300 |
| Total | 1,349 | \$252,441 |

3/15/2021