



Multiple Listing Service Sales Report July 2022

Sales Summary

| | July Total Sales | | | YTD Total MLS Sales | | |
|---------------------|------------------|-----------|----------|---------------------|-----------|----------|
| | 2022 | 2021 | % change | 2022 | 2021 | % change |
| Units | 1,281 | 1,589 | -19.4% | 8,973 | 9,429 | -4.8% |
| Average Sales Price | \$302,974 | \$284,995 | 6.3% | \$304,966 | \$268,611 | 13.5% |
| Median Sales Price | \$270,000 | \$250,000 | 8.0% | \$269,000 | \$235,000 | 14.5% |

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 | 1 | 1 | 0 | 0 | 6 | 38 |
| \$ 20,000 - 29,999 | 2 | 5 | 2 | 0 | 0 | 9 | 67 |
| \$ 30,000 - 39,999 | 4 | 5 | 4 | 0 | 1 | 14 | 89 |
| \$ 40,000 - 49,999 | 7 | 9 | 1 | 0 | 2 | 19 | 124 |
| \$ 50,000 - 59,999 | 5 | 10 | 3 | 1 | 1 | 20 | 150 |
| \$ 60,000 - 69,999 | 3 | 9 | 12 | 0 | 2 | 26 | 183 |
| \$ 70,000 - 79,999 | 2 | 11 | 4 | 4 | 3 | 24 | 179 |
| \$ 80,000 - 89,999 | 5 | 14 | 3 | 3 | 0 | 25 | 181 |
| \$ 90,000 - 99,999 | 2 | 11 | 1 | 6 | 2 | 22 | 169 |
| \$100,000 - 119,999 | 10 | 35 | 7 | 1 | 6 | 59 | 365 |
| \$120,000 - 139,999 | 13 | 32 | 6 | 1 | 3 | 55 | 383 |
| \$140,000 - 159,999 | 11 | 41 | 7 | 0 | 4 | 63 | 405 |
| \$160,000 - 179,999 | 6 | 34 | 14 | 0 | 4 | 58 | 411 |
| \$180,000 - 199,999 | 11 | 32 | 8 | 0 | 4 | 55 | 372 |
| \$200,000 - 249,999 | 11 | 86 | 20 | 2 | 5 | 124 | 928 |
| \$250,000 - 299,999 | 7 | 111 | 40 | 0 | 6 | 164 | 1087 |
| \$300,000 - 399,999 | 6 | 113 | 106 | 0 | 12 | 237 | 1717 |
| \$400,000 - 499,999 | 1 | 27 | 115 | 0 | 2 | 145 | 963 |
| \$500,000 - 749,999 | 0 | 15 | 97 | 0 | 0 | 112 | 829 |
| \$750,000 - 999,999 | 0 | 1 | 27 | 0 | 0 | 28 | 204 |
| \$1,000,000 and over | 0 | 0 | 16 | 0 | 0 | 16 | 129 |
| Total Types | 110 | 602 | 494 | 18 | 57 | 1281 | 8,973 |
| Average Sale Price | \$147,273 | \$233,630 | \$440,879 | \$100,217 | \$204,677 | \$302,974 | \$304,966 |
| Median Sale Price | \$135,000 | \$228,500 | \$401,500 | \$90,000 | \$181,000 | \$270,000 | \$269,000 |

| Price Group | Sales | % of Total |
|---------------------|-------|------------|
| 0 - \$99,999 | 165 | 12.9% |
| \$100,000 - 199,999 | 290 | 22.6% |
| \$200,000 - 399,999 | 525 | 41.0% |
| \$400,000 and above | 301 | 23.5% |

| Time on Market | Units |
|---------------------|-------|
| 1 to 30 days | 834 |
| 31 to 60 days | 191 |
| 61 to 90 days | 64 |
| 91 to 120 days | 21 |
| More than 120 Days | 59 |
| Average Market Time | 29 |

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: 07/01/2022 - 07/31/2022

Sold Residential Listings

| Price Class/Type | < 3 Bed | 3 Bed | > 3 Bed | Duplex | Condo | Total Units |
|-----------------------|------------|------------|------------|-----------|-----------|-------------|
| 19,999 and below | 4 | 1 | 1 | 0 | 0 | 6 |
| 20,000 to 29,999 | 2 | 5 | 2 | 0 | 0 | 9 |
| 30,000 to 39,999 | 4 | 5 | 4 | 0 | 1 | 14 |
| 40,000 to 49,999 | 7 | 9 | 1 | 0 | 2 | 19 |
| 50,000 to 59,999 | 5 | 10 | 3 | 1 | 1 | 20 |
| 60,000 to 69,999 | 3 | 9 | 12 | 0 | 2 | 26 |
| 70,000 to 79,999 | 2 | 11 | 4 | 4 | 3 | 24 |
| 80,000 to 89,999 | 5 | 14 | 3 | 3 | 0 | 25 |
| 90,000 to 99,999 | 2 | 11 | 1 | 6 | 2 | 22 |
| 100,000 to 119,999 | 10 | 35 | 7 | 1 | 6 | 59 |
| 120,000 to 139,999 | 13 | 32 | 6 | 1 | 3 | 55 |
| 140,000 to 159,999 | 11 | 41 | 7 | 0 | 4 | 63 |
| 160,000 to 179,999 | 6 | 34 | 14 | 0 | 4 | 58 |
| 180,000 to 199,999 | 11 | 32 | 8 | 0 | 4 | 55 |
| 200,000 to 249,999 | 11 | 86 | 20 | 2 | 5 | 124 |
| 250,000 to 299,999 | 7 | 111 | 40 | 0 | 6 | 164 |
| 300,000 to 399,999 | 6 | 113 | 106 | 0 | 12 | 237 |
| 400,000 to 499,999 | 1 | 27 | 115 | 0 | 2 | 145 |
| 500,000 to 749,999 | 0 | 15 | 97 | 0 | 0 | 112 |
| 750,000 to 999,999 | 0 | 1 | 27 | 0 | 0 | 28 |
| 1,000,000 and greater | 0 | 0 | 16 | 0 | 0 | 16 |
| Totals | 110 | 602 | 494 | 18 | 57 | 1281 |
| Average List Price | \$149,723 | \$232,493 | \$442,956 | \$107,272 | \$205,672 | \$303,595 |
| Median List Price | \$139,200 | \$225,000 | \$399,900 | \$99,000 | \$178,000 | \$265,000 |
| Average Sale Price | \$147,273 | \$233,630 | \$440,879 | \$100,217 | \$204,677 | \$302,974 |
| Median Sale Price | \$135,000 | \$228,500 | \$401,500 | \$90,000 | \$181,000 | \$270,000 |

| Time on Market | # Units |
|-----------------------|---------|
| 1-30 | 834 |
| 31-60 | 191 |
| 61-90 | 64 |
| 91-120 | 21 |
| greater than 120 days | 59 |
| Total Units Sold | 1169 |
| Average Market Time | 29 |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional | 608 |
| Cash | 429 |
| FHA | 138 |
| VA | 75 |
| Owner | 0 |
| Other | 31 |

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2022 - 07/31/2022

Sold Residential Listings

| Price Class/Type | < 3 Bed | 3 Bed | > 3 Bed | Duplex | Condo | Total Units |
|-----------------------|------------|-------------|-------------|-----------|------------|-------------|
| 19,999 and below | 22 | 13 | 3 | 0 | 0 | 38 |
| 20,000 to 29,999 | 26 | 31 | 8 | 0 | 2 | 67 |
| 30,000 to 39,999 | 33 | 40 | 10 | 0 | 6 | 89 |
| 40,000 to 49,999 | 39 | 64 | 8 | 0 | 13 | 124 |
| 50,000 to 59,999 | 46 | 80 | 12 | 1 | 11 | 150 |
| 60,000 to 69,999 | 56 | 91 | 28 | 0 | 8 | 183 |
| 70,000 to 79,999 | 42 | 101 | 19 | 4 | 13 | 179 |
| 80,000 to 89,999 | 44 | 95 | 31 | 3 | 8 | 181 |
| 90,000 to 99,999 | 25 | 110 | 17 | 6 | 11 | 169 |
| 100,000 to 119,999 | 68 | 236 | 39 | 1 | 21 | 365 |
| 120,000 to 139,999 | 63 | 255 | 41 | 1 | 23 | 383 |
| 140,000 to 159,999 | 75 | 251 | 52 | 0 | 27 | 405 |
| 160,000 to 179,999 | 41 | 292 | 56 | 0 | 22 | 411 |
| 180,000 to 199,999 | 35 | 252 | 57 | 0 | 28 | 372 |
| 200,000 to 249,999 | 73 | 631 | 162 | 2 | 60 | 928 |
| 250,000 to 299,999 | 66 | 686 | 283 | 0 | 52 | 1087 |
| 300,000 to 399,999 | 49 | 756 | 844 | 0 | 68 | 1717 |
| 400,000 to 499,999 | 12 | 200 | 737 | 0 | 14 | 963 |
| 500,000 to 749,999 | 1 | 109 | 709 | 0 | 10 | 829 |
| 750,000 to 999,999 | 1 | 8 | 194 | 0 | 1 | 204 |
| 1,000,000 and greater | 0 | 4 | 123 | 0 | 2 | 129 |
| Totals | 817 | 4305 | 3433 | 18 | 400 | 8973 |
| Average List Price | \$142,991 | \$225,235 | \$448,293 | \$107,272 | \$222,676 | \$302,736 |
| Median List Price | \$120,000 | \$214,000 | \$398,000 | \$99,000 | \$199,900 | \$264,900 |
| Average Sale Price | \$143,008 | \$228,145 | \$450,547 | \$100,217 | \$222,324 | \$304,966 |
| Median Sale Price | \$121,000 | \$219,900 | \$402,000 | \$90,000 | \$205,000 | \$269,000 |

| Time on Market | # Units |
|-----------------------|---------|
| 1-30 | 5963 |
| 31-60 | 1187 |
| 61-90 | 420 |
| 91-120 | 193 |
| greater than 120 days | 367 |
| Total Units Sold | 8130 |
| Average Market Time | 29 |

| Type of Financing | # Units |
|-------------------|---------|
| Conventional | 4271 |
| Cash | 3146 |
| FHA | 791 |
| VA | 495 |
| Owner | 9 |
| Other | 260 |

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.
State: Tennessee
Date: 8/15/2022

Current Active Listings

| Price Class/Type | Single Family | Duplex | Condo |
|-----------------------|---------------|-----------|-----------|
| 19,999 and below | 5 | 0 | 1 |
| 20,000 to 29,999 | 9 | 0 | 0 |
| 30,000 to 39,999 | 11 | 0 | 0 |
| 40,000 to 49,999 | 35 | 2 | 2 |
| 50,000 to 59,999 | 31 | 1 | 5 |
| 60,000 to 69,999 | 56 | 1 | 18 |
| 70,000 to 79,999 | 59 | 1 | 1 |
| 80,000 to 89,999 | 53 | 3 | 1 |
| 90,000 to 99,999 | 70 | 1 | 2 |
| 100,000 to 119,999 | 98 | 2 | 9 |
| 120,000 to 139,999 | 130 | 2 | 4 |
| 140,000 to 159,999 | 129 | 4 | 2 |
| 160,000 to 179,999 | 108 | 2 | 9 |
| 180,000 to 199,999 | 101 | 3 | 11 |
| 200,000 to 249,999 | 223 | 3 | 18 |
| 250,000 to 299,999 | 302 | 3 | 10 |
| 300,000 to 399,999 | 472 | 2 | 32 |
| 400,000 to 499,999 | 279 | 2 | 2 |
| 500,000 to 749,999 | 300 | 0 | 0 |
| 750,000 to 999,999 | 124 | 0 | 0 |
| 1,000,000 and greater | 114 | 1 | 2 |
| Totals | 2709 | 33 | 129 |
| Average Price | \$374,940 | \$251,630 | \$223,086 |
| Median Price | \$294,900 | \$159,999 | \$199,900 |

Inventory Totals

| ACTIVE | Listings | Average List Price |
|--------------|--------------|--------------------|
| Residential | 2,708 | \$375,010 |
| Condominium | 129 | \$223,085 |
| Duplex | 33 | \$251,630 |
| Total | 2,871 | \$366,699 |

| PENDING | Listings | Average List Price |
|--------------|--------------|--------------------|
| Residential | 1,289 | \$322,326 |
| Condominium | 40 | \$198,157 |
| Duplex | 20 | \$181,479 |
| Total | 1,349 | \$316,556 |

8/15/2022