



Multiple Listing Service Sales Report September 2020

Sales Summary

	September Total Sales			YTD Total MLS Sales		
	2020	2019	% change	2020	2019	% change
Units	1,325	1,229	7.8%	11,335	11,577	-2.1%
Average Sales Price	\$268,190	\$211,080	27.1%	\$244,340	\$215,462	13.4%
Median Sales Price	\$237,490	\$179,900	32.0%	\$210,000	\$184,000	14.1%

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	7	5	2	0	0	14	152
\$ 20,000 - 29,999	6	8	1	1	1	17	238
\$ 30,000 - 39,999	12	14	1	0	1	28	260
\$ 40,000 - 49,999	6	13	5	0	0	24	259
\$ 50,000 - 59,999	12	14	2	1	0	29	228
\$ 60,000 - 69,999	3	17	1	0	2	23	279
\$ 70,000 - 79,999	2	16	1	0	1	20	293
\$ 80,000 - 89,999	4	14	2	0	0	20	252
\$ 90,000 - 99,999	4	18	2	1	2	27	239
\$100,000 - 119,999	7	35	6	0	1	49	457
\$120,000 - 139,999	15	48	10	0	3	76	607
\$140,000 - 159,999	8	51	10	0	3	72	641
\$160,000 - 179,999	3	58	16	0	7	84	742
\$180,000 - 199,999	3	52	11	0	6	72	669
\$200,000 - 249,999	5	93	54	0	4	156	1538
\$250,000 - 299,999	8	60	91	1	4	164	1311
\$300,000 - 399,999	3	51	164	0	3	221	1575
\$400,000 - 499,999	0	27	80	0	2	109	774
\$500,000 - 749,999	0	10	74	0	1	85	607
\$750,000 - 999,999	0	2	18	0	0	20	132
\$1,000,000 and over	0	1	14	0	0	15	82
Total Types	108	607	565	4	41	1325	11,335
Average Sale Price	\$110,052	\$195,414	\$382,818	\$106,407	\$198,349	\$268,190	\$244,340
Median Sale Price	\$94,950	\$176,000	\$335,000	\$73,565	\$179,500	\$237,490	\$210,000

Price Group	Sales	% of Total
0 - \$99,999	202	15.2%
\$100,000 - 199,999	353	26.6%
\$200,000 - 399,999	541	40.8%
\$400,000 and above	229	17.3%

Time on Market	Units
1 to 30 days	827
31 to 60 days	179
61 to 90 days	78
91 to 120 days	40
More than 120 Days	101
Average Market Time	43

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 09/01/2020 - 09/30/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	7	5	2	0	0	14
20,000 to 29,999	6	8	1	1	1	17
30,000 to 39,999	12	14	1	0	1	28
40,000 to 49,999	6	13	5	0	0	24
50,000 to 59,999	12	14	2	1	0	29
60,000 to 69,999	3	17	1	0	2	23
70,000 to 79,999	2	16	1	0	1	20
80,000 to 89,999	4	14	2	0	0	20
90,000 to 99,999	4	18	2	1	2	27
100,000 to 119,999	7	35	6	0	1	49
120,000 to 139,999	15	48	10	0	3	76
140,000 to 159,999	8	51	10	0	3	72
160,000 to 179,999	3	58	16	0	7	84
180,000 to 199,999	3	52	11	0	6	72
200,000 to 249,999	5	93	54	0	4	156
250,000 to 299,999	8	60	91	1	4	164
300,000 to 399,999	3	51	164	0	3	221
400,000 to 499,999	0	27	80	0	2	109
500,000 to 749,999	0	10	74	0	1	85
750,000 to 999,999	0	2	18	0	0	20
1,000,000 and greater	0	1	14	0	0	15
Totals	108	607	565	4	41	1325
Average List Price	\$111,279	\$196,118	\$387,058	\$111,950	\$201,341	\$270,530
Median List Price	\$91,200	\$178,900	\$330,000	\$76,450	\$180,000	\$235,000
Average Sale Price	\$110,052	\$195,414	\$382,818	\$106,407	\$198,349	\$268,190
Median Sale Price	\$94,950	\$176,000	\$335,000	\$73,565	\$179,500	\$237,490

Time on Market	# Units
1-30	827
31-60	179
61-90	78
91-120	40
greater than 120 days	101
Total Units Sold	1225
Average Market Time	43

Type of Financing	# Units
Conventional	676
Cash	311
FHA	197
VA	89
Owner	1
Other	51

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2020 - 09/30/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	54	64	21	8	5	152
20,000 to 29,999	73	113	24	9	19	238
30,000 to 39,999	60	151	22	13	14	260
40,000 to 49,999	44	162	36	10	7	259
50,000 to 59,999	46	143	15	15	9	228
60,000 to 69,999	41	184	31	10	13	279
70,000 to 79,999	43	171	46	19	14	293
80,000 to 89,999	20	171	34	14	13	252
90,000 to 99,999	30	149	30	8	22	239
100,000 to 119,999	59	305	55	4	34	457
120,000 to 139,999	64	429	68	6	40	607
140,000 to 159,999	39	463	105	1	33	641
160,000 to 179,999	29	541	122	4	46	742
180,000 to 199,999	35	447	148	3	36	669
200,000 to 249,999	50	811	622	1	54	1538
250,000 to 299,999	30	441	788	4	48	1311
300,000 to 399,999	35	363	1135	6	36	1575
400,000 to 499,999	5	118	635	0	16	774
500,000 to 749,999	1	48	553	1	4	607
750,000 to 999,999	2	9	120	0	1	132
1,000,000 and greater	0	3	79	0	0	82
Totals	760	5286	4689	136	464	11335
Average List Price	\$116,253	\$176,811	\$360,873	\$96,498	\$181,842	\$248,134
Median List Price	\$88,750	\$165,000	\$315,000	\$75,000	\$166,450	\$210,000
Average Sale Price	\$114,763	\$174,838	\$354,741	\$91,304	\$177,547	\$244,340
Median Sale Price	\$87,500	\$165,000	\$314,900	\$71,125	\$164,000	\$210,000

Time on Market	# Units
1-30	6221
31-60	1731
61-90	848
91-120	523
greater than 120 days	1184
Total Units Sold	10507
Average Market Time	51

Type of Financing	# Units
Conventional	5485
Cash	2759
FHA	1833
VA	784
Owner	14
Other	459

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 10/16/2020

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	23	0	1
20,000 to 29,999	32	2	0
30,000 to 39,999	65	14	2
40,000 to 49,999	68	6	4
50,000 to 59,999	88	8	9
60,000 to 69,999	93	7	4
70,000 to 79,999	77	2	4
80,000 to 89,999	53	5	2
90,000 to 99,999	50	3	3
100,000 to 119,999	62	11	4
120,000 to 139,999	108	1	5
140,000 to 159,999	110	5	7
160,000 to 179,999	104	0	12
180,000 to 199,999	125	0	15
200,000 to 249,999	290	0	13
250,000 to 299,999	244	1	14
300,000 to 399,999	343	2	19
400,000 to 499,999	219	2	6
500,000 to 749,999	256	1	4
750,000 to 999,999	99	0	3
1,000,000 and greater	94	0	1
Totals	2603	70	132
Average Price	\$331,728	\$104,356	\$235,085
Median Price	\$244,900	\$65,500	\$194,500

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,603	\$331,727
Condominium	132	\$235,084
Duplex	70	\$104,355
Total	2,805	\$321,505

PENDING	Listings	Average List Price
Residential	1,418	\$244,571
Condominium	35	\$169,641
Duplex	10	\$131,780
Total	1,463	\$242,007

10/16/2020