



Multiple Listing Service Sales Report September 2021

Sales Summary

	September Total Sales			YTD Total MLS Sales		
	2021	2020	% change	2021	2020	% change
Units	1,461	1,325	10.3%	12,710	11,335	12.1%
Average Sales Price	\$276,758	\$268,190	3.2%	\$271,221	\$244,340	11.0%
Median Sales Price	\$245,000	\$237,490	3.2%	\$237,000	\$210,000	12.9%

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	1	1	0	0	0	2	75
\$ 20,000 - 29,999	5	2	0	0	2	9	112
\$ 30,000 - 39,999	6	4	1	1	3	15	168
\$ 40,000 - 49,999	6	9	2	0	10	27	238
\$ 50,000 - 59,999	8	8	0	1	1	18	250
\$ 60,000 - 69,999	5	15	1	4	1	26	303
\$ 70,000 - 79,999	7	21	5	2	1	36	326
\$ 80,000 - 89,999	6	21	2	0	1	30	324
\$ 90,000 - 99,999	6	20	2	1	0	29	284
\$100,000 - 119,999	9	40	6	2	5	62	519
\$120,000 - 139,999	12	39	7	2	6	66	591
\$140,000 - 159,999	9	45	7	0	4	65	589
\$160,000 - 179,999	4	62	9	2	2	79	695
\$180,000 - 199,999	6	39	10	0	9	64	577
\$200,000 - 249,999	13	157	43	2	9	224	1698
\$250,000 - 299,999	7	114	65	2	4	192	1576
\$300,000 - 399,999	5	85	172	1	6	269	2149
\$400,000 - 499,999	0	25	78	0	3	106	991
\$500,000 - 749,999	0	15	89	0	2	106	913
\$750,000 - 999,999	0	1	29	0	0	30	214
\$1,000,000 and over	0	0	6	0	0	6	118
Total Types	115	723	534	20	69	1461	12,710
Average Sale Price	\$132,349	\$216,432	\$406,947	\$138,935	\$181,945	\$276,758	\$271,221
Median Sale Price	\$115,000	\$210,000	\$359,500	\$114,000	\$170,000	\$245,000	\$237,000

Price Group	Sales	% of Total
0 - \$99,999	192	13.1%
\$100,000 - 199,999	336	23.0%
\$200,000 - 399,999	685	46.9%
\$400,000 and above	248	17.0%

Time on Market	Units
1 to 30 days	994
31 to 60 days	237
61 to 90 days	77
91 to 120 days	20
More than 120 Days	30
Average Market Time	25

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: 09/01/2021 - 09/30/2021

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	1	1	0	0	0	2
20,000 to 29,999	5	2	0	0	2	9
30,000 to 39,999	6	4	1	1	3	15
40,000 to 49,999	6	9	2	0	10	27
50,000 to 59,999	8	8	0	1	1	18
60,000 to 69,999	5	15	1	4	1	26
70,000 to 79,999	7	21	5	2	1	36
80,000 to 89,999	6	21	2	0	1	30
90,000 to 99,999	6	20	2	1	0	29
100,000 to 119,999	9	40	6	2	5	62
120,000 to 139,999	12	39	7	2	6	66
140,000 to 159,999	9	45	7	0	4	65
160,000 to 179,999	4	62	9	2	2	79
180,000 to 199,999	6	39	10	0	9	64
200,000 to 249,999	13	157	43	2	9	224
250,000 to 299,999	7	114	65	2	4	192
300,000 to 399,999	5	85	172	1	6	269
400,000 to 499,999	0	25	78	0	3	106
500,000 to 749,999	0	15	89	0	2	106
750,000 to 999,999	0	1	29	0	0	30
1,000,000 and greater	0	0	6	0	0	6
Totals	115	723	534	20	69	1461
Average List Price	\$135,550	\$214,061	\$406,885	\$141,875	\$182,858	\$275,897
Median List Price	\$119,000	\$200,000	\$358,613	\$114,500	\$179,900	\$240,000
Average Sale Price	\$132,349	\$216,432	\$406,947	\$138,935	\$181,945	\$276,758
Median Sale Price	\$115,000	\$210,000	\$359,500	\$114,000	\$170,000	\$245,000

Time on Market	# Units
1-30	994
31-60	237
61-90	77
91-120	20
greater than 120 days	30
Total Units Sold	1358
Average Market Time	25

Type of Financing	# Units
Conventional	650
Cash	496
FHA	176
VA	91
Owner	0
Other	47

Residential Home Sales Report

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Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2021 - 09/30/2021

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	39	29	4	2	1	75
20,000 to 29,999	50	39	8	4	11	112
30,000 to 39,999	58	78	12	7	13	168
40,000 to 49,999	70	114	17	5	32	238
50,000 to 59,999	59	140	21	17	13	250
60,000 to 69,999	64	183	31	14	11	303
70,000 to 79,999	55	211	34	12	14	326
80,000 to 89,999	49	204	38	17	16	324
90,000 to 99,999	45	177	36	12	14	284
100,000 to 119,999	74	330	59	16	40	519
120,000 to 139,999	89	376	60	18	48	591
140,000 to 159,999	65	415	75	5	29	589
160,000 to 179,999	57	498	94	8	38	695
180,000 to 199,999	34	395	106	2	40	577
200,000 to 249,999	105	1119	365	14	95	1698
250,000 to 299,999	58	788	675	8	47	1576
300,000 to 399,999	36	646	1386	8	73	2149
400,000 to 499,999	5	189	777	1	19	991
500,000 to 749,999	0	91	810	1	11	913
750,000 to 999,999	0	10	200	1	3	214
1,000,000 and greater	1	4	111	1	1	118
Totals	1013	6036	4919	173	569	12710
Average List Price	\$126,456	\$198,811	\$400,039	\$141,138	\$200,459	\$270,212
Median List Price	\$104,900	\$185,000	\$349,900	\$98,000	\$179,900	\$231,245
Average Sale Price	\$124,899	\$201,269	\$400,341	\$135,405	\$198,826	\$271,221
Median Sale Price	\$102,000	\$190,000	\$351,900	\$95,000	\$180,000	\$237,000

Time on Market	# Units
1-30	8322
31-60	1675
61-90	638
91-120	284
greater than 120 days	595
Total Units Sold	11514
Average Market Time	32

Type of Financing	# Units
Conventional	5933
Cash	4186
FHA	1375
VA	737
Owner	8
Other	469

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 10/17/2021

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	3	0	1
20,000 to 29,999	16	1	1
30,000 to 39,999	22	0	1
40,000 to 49,999	40	2	2
50,000 to 59,999	57	1	1
60,000 to 69,999	66	2	2
70,000 to 79,999	76	6	4
80,000 to 89,999	76	2	4
90,000 to 99,999	48	2	3
100,000 to 119,999	70	1	5
120,000 to 139,999	111	15	7
140,000 to 159,999	118	0	7
160,000 to 179,999	94	0	9
180,000 to 199,999	109	0	5
200,000 to 249,999	205	1	10
250,000 to 299,999	266	3	6
300,000 to 399,999	296	1	19
400,000 to 499,999	194	1	2
500,000 to 749,999	217	0	4
750,000 to 999,999	91	0	1
1,000,000 and greater	75	0	2
Totals	2250	38	96
Average Price	\$335,856	\$129,176	\$251,632
Median Price	\$250,000	\$125,000	\$196,900

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,250	\$333,856
Condominium	96	\$251,632
Duplex	38	\$129,176
Total	2,384	\$329,170

PENDING	Listings	Average List Price
Residential	1,435	\$283,073
Condominium	33	\$174,093
Duplex	15	\$122,666
Total	1,483	\$279,026

10/17/2021