



Multiple Listing Service Sales Report December 2022

Sales Summary

	December Total Sales			YTD Total MLS Sales		
	2022	2021	% change	2022	2021	% change
Units	918	1,334	-31.2%	14,980	16,897	-11.3%
Average Sales Price	\$283,745	\$307,432	-7.7%	\$303,175	\$276,568	9.6%
Median Sales Price	\$235,250	\$265,000	-11.2%	\$264,900	\$241,000	9.9%

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	0	1	0	0	0	1	57
\$ 20,000 - 29,999	0	0	3	0	0	3	105
\$ 30,000 - 39,999	8	2	2	0	0	12	143
\$ 40,000 - 49,999	1	3	1	1	0	6	187
\$ 50,000 - 59,999	5	8	0	0	2	15	229
\$ 60,000 - 69,999	3	10	3	1	0	17	296
\$ 70,000 - 79,999	15	31	2	0	3	51	336
\$ 80,000 - 89,999	4	7	1	0	3	15	311
\$ 90,000 - 99,999	2	12	5	0	4	23	296
\$100,000 - 119,999	9	27	4	1	1	42	614
\$120,000 - 139,999	4	30	5	3	3	45	679
\$140,000 - 159,999	5	44	3	3	1	56	712
\$160,000 - 179,999	4	41	14	0	3	62	727
\$180,000 - 199,999	4	24	9	2	3	42	609
\$200,000 - 249,999	7	58	21	0	7	93	1643
\$250,000 - 299,999	3	55	30	0	1	89	1765
\$300,000 - 399,999	1	52	92	0	8	153	2780
\$400,000 - 499,999	0	17	67	0	0	84	1572
\$500,000 - 749,999	1	7	67	1	1	77	1353
\$750,000 - 999,999	0	2	20	0	1	23	353
\$1,000,000 and over	0	0	9	0	0	9	213
Total Types	76	431	358	12	41	918	14,980
Average Sale Price	\$121,399	\$206,161	\$423,527	\$175,064	\$211,538	\$283,745	\$303,175
Median Sale Price	\$98,000	\$179,000	\$382,950	\$138,500	\$180,000	\$235,250	\$264,900

Price Group	Sales	% of Total
0 - \$99,999	143	15.6%
\$100,000 - 199,999	247	26.9%
\$200,000 - 399,999	335	36.5%
\$400,000 and above	193	21.0%

Time on Market	Units
1 to 30 days	429
31 to 60 days	222
61 to 90 days	91
91 to 120 days	46
More than 120 Days	64
Average Market Time	45

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: 12/01/2022 - 12/31/2022

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	0	1	0	0	0	1
20,000 to 29,999	0	0	3	0	0	3
30,000 to 39,999	8	2	2	0	0	12
40,000 to 49,999	1	3	1	1	0	6
50,000 to 59,999	5	8	0	0	2	15
60,000 to 69,999	3	10	3	1	0	17
70,000 to 79,999	15	31	2	0	3	51
80,000 to 89,999	4	7	1	0	3	15
90,000 to 99,999	2	12	5	0	4	23
100,000 to 119,999	9	27	4	1	1	42
120,000 to 139,999	4	30	5	3	3	45
140,000 to 159,999	5	44	3	3	1	56
160,000 to 179,999	4	41	14	0	3	62
180,000 to 199,999	4	24	9	2	3	42
200,000 to 249,999	7	58	21	0	7	93
250,000 to 299,999	3	55	30	0	1	89
300,000 to 399,999	1	52	92	0	8	153
400,000 to 499,999	0	17	67	0	0	84
500,000 to 749,999	1	7	67	1	1	77
750,000 to 999,999	0	2	20	0	1	23
1,000,000 and greater	0	0	9	0	0	9
Totals	76	431	358	12	41	918
Average List Price	\$126,173	\$210,653	\$433,086	\$195,533	\$215,145	\$290,406
Median List Price	\$99,000	\$185,000	\$389,000	\$152,450	\$179,500	\$239,950
Average Sale Price	\$121,399	\$206,161	\$423,527	\$175,064	\$211,538	\$283,745
Median Sale Price	\$98,000	\$179,000	\$382,950	\$138,500	\$180,000	\$235,250

Time on Market	# Units
1-30	429
31-60	222
61-90	91
91-120	46
greater than 120 days	64
Total Units Sold	852
Average Market Time	45

Type of Financing	# Units
Conventional	403
Cash	297
FHA	111
VA	65
Owner	4
Other	38

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 - 12/31/2022

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	30	20	3	0	4	57
20,000 to 29,999	40	45	15	3	2	105
30,000 to 39,999	55	59	19	2	8	143
40,000 to 49,999	54	93	12	7	21	187
50,000 to 59,999	78	118	16	3	14	229
60,000 to 69,999	86	150	35	11	14	296
70,000 to 79,999	81	178	34	19	24	336
80,000 to 89,999	69	168	44	14	16	311
90,000 to 99,999	41	184	34	14	23	296
100,000 to 119,999	120	382	59	20	33	614
120,000 to 139,999	104	447	78	13	37	679
140,000 to 159,999	102	441	103	17	49	712
160,000 to 179,999	78	495	104	9	41	727
180,000 to 199,999	56	408	89	9	47	609
200,000 to 249,999	120	1115	292	15	101	1643
250,000 to 299,999	97	1138	448	7	75	1765
300,000 to 399,999	73	1179	1414	6	108	2780
400,000 to 499,999	19	340	1183	8	22	1572
500,000 to 749,999	5	174	1152	4	18	1353
750,000 to 999,999	2	16	330	2	3	353
1,000,000 and greater	1	4	205	1	2	213
Totals	1311	7154	5669	184	662	14980
Average List Price	\$146,026	\$226,643	\$452,306	\$175,353	\$220,700	\$304,095
Median List Price	\$120,000	\$214,900	\$399,000	\$125,000	\$199,000	\$260,000
Average Sale Price	\$144,435	\$226,831	\$450,534	\$167,826	\$218,283	\$303,175
Median Sale Price	\$120,000	\$215,000	\$400,000	\$117,750	\$199,450	\$264,900

Time on Market	# Units
1-30	9390
31-60	2337
61-90	846
91-120	384
greater than 120 days	642
Total Units Sold	13599
Average Market Time	32

Type of Financing	# Units
Conventional	7020
Cash	5108
FHA	1480
VA	878
Owner	33
Other	460

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 1/13/2023

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	4	0	1
20,000 to 29,999	24	0	0
30,000 to 39,999	29	0	1
40,000 to 49,999	33	0	1
50,000 to 59,999	30	0	3
60,000 to 69,999	26	1	9
70,000 to 79,999	35	1	4
80,000 to 89,999	47	3	2
90,000 to 99,999	51	1	1
100,000 to 119,999	88	3	3
120,000 to 139,999	116	4	4
140,000 to 159,999	108	2	5
160,000 to 179,999	86	6	6
180,000 to 199,999	92	1	5
200,000 to 249,999	238	5	17
250,000 to 299,999	245	1	8
300,000 to 399,999	506	6	27
400,000 to 499,999	297	1	4
500,000 to 749,999	298	0	7
750,000 to 999,999	102	0	1
1,000,000 and greater	89	0	2
Totals	2544	35	111
Average Price	\$369,888	\$190,587	\$266,004
Median Price	\$305,000	\$162,500	\$235,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,544	\$369,888
Condominium	111	\$266,003
Duplex	35	\$190,587
Total	2,690	\$363,268

PENDING	Listings	Average List Price
Residential	715	\$316,252
Condominium	14	\$197,385
Duplex	15	\$152,239
Total	744	\$310,708

1/13/2023