



## Multiple Listing Service Sales Report March 2021

### Sales Summary

	March Total Sales			YTD Total MLS Sales		
	2021	2020	% change	2021	2020	% change
Units	1,283	1,098	16.8%	3,258	3,056	6.6%
Average Sales Price	\$266,973	\$227,051	17.6%	\$252,730	\$220,658	14.5%
Median Sales Price	\$225,000	\$195,000	15.4%	\$215,000	\$188,000	14.4%

### 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	2	4	0	0	0	6	28
\$ 20,000 - 29,999	2	6	3	0	2	13	39
\$ 30,000 - 39,999	6	8	4	0	0	18	50
\$ 40,000 - 49,999	14	17	2	1	6	40	82
\$ 50,000 - 59,999	5	14	4	1	2	26	82
\$ 60,000 - 69,999	7	24	2	1	1	35	97
\$ 70,000 - 79,999	6	14	4	4	2	30	78
\$ 80,000 - 89,999	6	23	5	0	4	38	90
\$ 90,000 - 99,999	2	23	6	3	7	41	88
\$100,000 - 119,999	13	31	9	1	9	63	152
\$120,000 - 139,999	12	34	4	2	1	53	171
\$140,000 - 159,999	6	54	11	0	1	72	181
\$160,000 - 179,999	3	44	9	0	4	60	197
\$180,000 - 199,999	3	52	7	0	4	66	165
\$200,000 - 249,999	11	92	42	1	10	156	415
\$250,000 - 299,999	3	64	68	0	4	139	388
\$300,000 - 399,999	4	46	122	0	10	182	450
\$400,000 - 499,999	1	20	85	0	1	107	216
\$500,000 - 749,999	0	10	97	0	2	109	214
\$750,000 - 999,999	0	1	13	0	0	14	41
\$1,000,000 and over	0	0	15	0	0	15	34
Total Types	106	581	512	14	70	1283	3258
Average Sale Price	\$120,737	\$190,019	\$400,974	\$95,179	\$181,376	\$266,973	\$252,730
Median Sale Price	\$100,000	\$178,000	\$357,000	\$86,500	\$162,000	\$225,000	\$215,000

Price Group	Sales	% of Total
0 - \$99,999	247	19.3%
\$100,000 - 199,999	314	24.5%
\$200,000 - 399,999	477	37.2%
\$400,000 and above	245	19.1%

Time on Market	Units
1 to 30 days	724
31 to 60 days	178
61 to 90 days	75
91 to 120 days	54
More than 120 Days	108
Average Market Time	47

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: 03/01/2021 - 03/31/2021

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	2	4	0	0	0	6
20,000 to 29,999	2	6	3	0	2	13
30,000 to 39,999	6	8	4	0	0	18
40,000 to 49,999	14	17	2	1	6	40
50,000 to 59,999	5	14	4	1	2	26
60,000 to 69,999	7	24	2	1	1	35
70,000 to 79,999	6	14	4	4	2	30
80,000 to 89,999	6	23	5	0	4	38
90,000 to 99,999	2	23	6	3	7	41
100,000 to 119,999	13	31	9	1	9	63
120,000 to 139,999	12	34	4	2	1	53
140,000 to 159,999	6	54	11	0	1	72
160,000 to 179,999	3	44	9	0	4	60
180,000 to 199,999	3	52	7	0	4	66
200,000 to 249,999	11	92	42	1	10	156
250,000 to 299,999	3	64	68	0	4	139
300,000 to 399,999	4	46	122	0	10	182
400,000 to 499,999	1	20	85	0	1	107
500,000 to 749,999	0	10	97	0	2	109
750,000 to 999,999	0	1	13	0	0	14
1,000,000 and greater	0	0	15	0	0	15
<b>Totals</b>	<b>106</b>	<b>581</b>	<b>512</b>	<b>14</b>	<b>70</b>	<b>1283</b>
Average List Price	\$120,122	\$189,184	\$404,564	\$98,461	\$184,866	\$268,203
Median List Price	\$98,700	\$175,000	\$357,000	\$92,400	\$162,000	\$225,000
Average Sale Price	\$120,737	\$190,019	\$400,974	\$95,179	\$181,376	\$266,973
Median Sale Price	\$100,000	\$178,000	\$357,000	\$86,500	\$162,000	\$225,000

Time on Market	# Units
1-30	724
31-60	178
61-90	75
91-120	54
greater than 120 days	108
Total Units Sold	1139
Average Market Time	47

Type of Financing	# Units
Conventional	623
Cash	402
FHA	140
VA	84
Owner	0
Other	34

## Residential Home Sales Report

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Real Estate Trend Indicator

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State: Tennessee

Date Range: 01/01/2021 - 03/31/2021

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	12	13	2	1	0	28
20,000 to 29,999	15	16	4	1	3	39
30,000 to 39,999	15	24	6	3	2	50
40,000 to 49,999	22	43	5	2	10	82
50,000 to 59,999	14	51	9	5	3	82
60,000 to 69,999	18	64	10	1	4	97
70,000 to 79,999	15	42	10	6	5	78
80,000 to 89,999	11	57	16	2	4	90
90,000 to 99,999	5	53	15	5	10	88
100,000 to 119,999	26	87	20	3	16	152
120,000 to 139,999	23	119	15	6	8	171
140,000 to 159,999	16	130	28	1	6	181
160,000 to 179,999	11	144	26	4	12	197
180,000 to 199,999	3	126	27	1	8	165
200,000 to 249,999	17	242	134	3	19	415
250,000 to 299,999	5	174	195	2	12	388
300,000 to 399,999	8	116	306	2	18	450
400,000 to 499,999	1	48	165	0	2	216
500,000 to 749,999	0	18	192	1	3	214
750,000 to 999,999	0	2	37	0	2	41
1,000,000 and greater	0	0	34	0	0	34
<b>Totals</b>	<b>237</b>	<b>1569</b>	<b>1256</b>	<b>49</b>	<b>147</b>	<b>3258</b>
Average List Price	\$109,360	\$184,436	\$382,260	\$132,048	\$195,045	\$254,929
Median List Price	\$84,900	\$169,900	\$325,000	\$94,900	\$169,900	\$215,000
Average Sale Price	\$108,289	\$184,046	\$377,873	\$127,908	\$191,047	\$252,730
Median Sale Price	\$83,900	\$170,000	\$330,000	\$95,000	\$165,000	\$215,000

Time on Market	# Units
1-30	1825
31-60	484
61-90	241
91-120	127
greater than 120 days	247
Total Units Sold	2924
Average Market Time	44

Type of Financing	# Units
Conventional	1550
Cash	1016
FHA	389
VA	186
Owner	0
Other	117

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 4/15/2021

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	12	0	0
20,000 to 29,999	19	2	0
30,000 to 39,999	39	3	0
40,000 to 49,999	57	1	4
50,000 to 59,999	80	5	2
60,000 to 69,999	85	8	0
70,000 to 79,999	54	3	3
80,000 to 89,999	41	5	3
90,000 to 99,999	42	5	1
100,000 to 119,999	58	4	6
120,000 to 139,999	72	1	6
140,000 to 159,999	82	4	5
160,000 to 179,999	109	0	5
180,000 to 199,999	84	1	6
200,000 to 249,999	207	4	14
250,000 to 299,999	179	4	7
300,000 to 399,999	247	2	19
400,000 to 499,999	129	1	7
500,000 to 749,999	176	0	3
750,000 to 999,999	62	0	1
1,000,000 and greater	69	0	0
<b>Totals</b>	<b>1903</b>	<b>53</b>	<b>92</b>
Average Price	\$321,392	\$125,762	\$243,930
Median Price	\$234,900	\$89,900	\$212,500

## Inventory Totals

ACTIVE	Listings	Average List Price
Residential	1,903	\$321,392
Condominium	92	\$243,930
Duplex	53	\$125,762
<b>Total</b>	2,048	\$312,849

PENDING	Listings	Average List Price
Residential	1,501	\$280,683
Condominium	46	\$198,397
Duplex	10	\$128,260
<b>Total</b>	1,557	\$277,273

4/15/2021