



Multiple Listing Service Sales Report March 2023

Sales Summary

	March Total Sales			YTD Total MLS Sales		
	2023	2022	% change	2023	2022	% change
Units	1,111	1,355	-18.0%	2,622	3,405	-23.0%
Average Sales Price	\$308,290	\$303,726	1.5%	\$298,259	\$284,592	4.8%
Median Sales Price	\$265,000	\$269,000	-1.5%	\$260,000	\$251,500	3.4%

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	1	2	0	0	0	3	17
\$ 20,000 - 29,999	6	4	4	0	0	14	25
\$ 30,000 - 39,999	5	4	1	0	0	10	33
\$ 40,000 - 49,999	7	3	0	0	0	10	37
\$ 50,000 - 59,999	5	11	1	0	3	20	38
\$ 60,000 - 69,999	3	6	2	0	1	12	38
\$ 70,000 - 79,999	5	15	1	0	1	22	42
\$ 80,000 - 89,999	2	12	1	0	2	17	44
\$ 90,000 - 99,999	3	6	4	0	0	13	47
\$100,000 - 119,999	7	24	7	0	3	41	104
\$120,000 - 139,999	14	33	13	0	2	62	131
\$140,000 - 159,999	5	36	10	1	4	56	128
\$160,000 - 179,999	4	37	7	1	4	53	122
\$180,000 - 199,999	2	38	10	3	0	53	113
\$200,000 - 249,999	15	88	14	0	6	123	305
\$250,000 - 299,999	6	102	37	1	4	150	331
\$300,000 - 399,999	3	76	113	2	10	204	488
\$400,000 - 499,999	0	27	75	0	0	102	255
\$500,000 - 749,999	0	12	90	0	0	102	235
\$750,000 - 999,999	0	1	24	0	0	25	59
\$1,000,000 and over	0	0	19	0	0	19	30
Total Types	93	537	433	8	40	1111	2,622
Average Sale Price	\$131,432	\$229,213	\$455,298	\$231,250	\$205,130	\$308,290	\$298,259
Median Sale Price	\$122,000	\$222,000	\$386,500	\$183,000	\$199,950	\$265,000	\$260,000

Price Group	Sales	% of Total
0 - \$99,999	121	10.9%
\$100,000 - 199,999	265	23.9%
\$200,000 - 399,999	477	42.9%
\$400,000 and above	248	22.3%

Time on Market	Units
1 to 30 days	562
31 to 60 days	154
61 to 90 days	90
91 to 120 days	87
More than 120 Days	136
Average Market Time	53

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: 03/01/2023 - 03/31/2023

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	1	2	0	0	0	3
20,000 to 29,999	6	4	4	0	0	14
30,000 to 39,999	5	4	1	0	0	10
40,000 to 49,999	7	3	0	0	0	10
50,000 to 59,999	5	11	1	0	3	20
60,000 to 69,999	3	6	2	0	1	12
70,000 to 79,999	5	15	1	0	1	22
80,000 to 89,999	2	12	1	0	2	17
90,000 to 99,999	3	6	4	0	0	13
100,000 to 119,999	7	24	7	0	3	41
120,000 to 139,999	14	33	13	0	2	62
140,000 to 159,999	5	36	10	1	4	56
160,000 to 179,999	4	37	7	1	4	53
180,000 to 199,999	2	38	10	3	0	53
200,000 to 249,999	15	88	14	0	6	123
250,000 to 299,999	6	102	37	1	4	150
300,000 to 399,999	3	76	113	2	10	204
400,000 to 499,999	0	27	75	0	0	102
500,000 to 749,999	0	12	90	0	0	102
750,000 to 999,999	0	1	24	0	0	25
1,000,000 and greater	0	0	19	0	0	19
Totals	93	537	433	8	40	1111
Average List Price	\$135,424	\$233,262	\$463,537	\$239,938	\$207,844	\$313,952
Median List Price	\$121,900	\$225,000	\$394,900	\$199,500	\$202,500	\$269,000
Average Sale Price	\$131,432	\$229,213	\$455,298	\$231,250	\$205,130	\$308,290
Median Sale Price	\$122,000	\$222,000	\$386,500	\$183,000	\$199,950	\$265,000

Time on Market	# Units
1-30	562
31-60	154
61-90	90
91-120	87
greater than 120 days	136
Total Units Sold	1029
Average Market Time	53

Type of Financing	# Units
Conventional	524
Cash	302
FHA	175
VA	68
Owner	6
Other	36

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2023 - 03/31/2023

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	11	6	0	0	0	17
20,000 to 29,999	14	6	5	0	0	25
30,000 to 39,999	16	12	1	2	2	33
40,000 to 49,999	18	16	1	0	2	37
50,000 to 59,999	12	20	2	0	4	38
60,000 to 69,999	11	20	4	0	3	38
70,000 to 79,999	12	23	3	1	3	42
80,000 to 89,999	9	25	4	1	5	44
90,000 to 99,999	6	28	8	2	3	47
100,000 to 119,999	18	65	13	2	6	104
120,000 to 139,999	19	82	22	2	6	131
140,000 to 159,999	9	82	23	5	9	128
160,000 to 179,999	17	78	16	3	8	122
180,000 to 199,999	5	82	20	3	3	113
200,000 to 249,999	29	210	44	2	20	305
250,000 to 299,999	11	211	94	1	14	331
300,000 to 399,999	10	178	275	4	21	488
400,000 to 499,999	6	69	176	1	3	255
500,000 to 749,999	1	30	202	0	2	235
750,000 to 999,999	0	1	58	0	0	59
1,000,000 and greater	0	0	30	0	0	30
Totals	234	1244	1001	29	114	2622
Average List Price	\$136,491	\$231,010	\$448,096	\$194,348	\$219,165	\$304,531
Median List Price	\$110,000	\$220,000	\$389,900	\$159,900	\$224,950	\$265,995
Average Sale Price	\$131,735	\$226,199	\$439,655	\$184,530	\$213,798	\$298,259
Median Sale Price	\$106,000	\$218,000	\$384,900	\$155,555	\$221,000	\$260,000

Time on Market	# Units
1-30	1199
31-60	451
61-90	268
91-120	200
greater than 120 days	280
Total Units Sold	2398
Average Market Time	52

Type of Financing	# Units
Conventional	1241
Cash	750
FHA	358
VA	177
Owner	7
Other	88

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 4/18/2023

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	4	0	0
20,000 to 29,999	20	0	0
30,000 to 39,999	21	1	0
40,000 to 49,999	21	0	0
50,000 to 59,999	38	0	5
60,000 to 69,999	53	2	8
70,000 to 79,999	76	1	5
80,000 to 89,999	55	3	3
90,000 to 99,999	62	3	1
100,000 to 119,999	96	10	5
120,000 to 139,999	116	5	15
140,000 to 159,999	125	5	5
160,000 to 179,999	102	7	6
180,000 to 199,999	102	1	11
200,000 to 249,999	247	3	8
250,000 to 299,999	252	2	15
300,000 to 399,999	518	6	41
400,000 to 499,999	304	3	5
500,000 to 749,999	326	1	7
750,000 to 999,999	142	1	2
1,000,000 and greater	97	1	1
Totals	2777	55	143
Average Price	\$370,785	\$217,003	\$261,214
Median Price	\$299,999	\$145,000	\$245,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,777	\$370,819
Condominium	143	\$261,213
Duplex	55	\$217,002
Total	2,975	\$362,707

PENDING	Listings	Average List Price
Residential	909	\$308,272
Condominium	29	\$256,541
Duplex	16	\$115,293
Total	954	\$303,463

4/18/2023