



Multiple Listing Service Sales Report November 2022

Sales Summary

	November Total Sales			YTD Total MLS Sales		
	2022	2021	% change	2022	2021	% change
Units	938	1,302	-28.0%	13,974	15,486	-9.8%
Average Sales Price	\$305,972	\$290,176	5.4%	\$304,236	\$274,187	11.0%
Median Sales Price	\$248,000	\$255,000	-2.7%	\$265,000	\$240,000	10.4%

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	2	0	0	0	4	56
\$ 20,000 - 29,999	3	5	0	0	0	8	102
\$ 30,000 - 39,999	3	8	2	0	2	15	131
\$ 40,000 - 49,999	4	10	2	1	3	20	181
\$ 50,000 - 59,999	7	11	1	0	0	19	213
\$ 60,000 - 69,999	7	9	1	1	2	20	278
\$ 70,000 - 79,999	4	6	4	0	5	19	285
\$ 80,000 - 89,999	5	16	2	0	0	23	296
\$ 90,000 - 99,999	1	6	3	0	2	12	270
\$100,000 - 119,999	9	16	2	1	2	30	572
\$120,000 - 139,999	7	41	0	0	4	52	633
\$140,000 - 159,999	4	26	13	0	8	51	652
\$160,000 - 179,999	5	25	11	1	0	42	661
\$180,000 - 199,999	2	26	3	0	3	34	556
\$200,000 - 249,999	4	90	20	1	7	122	1541
\$250,000 - 299,999	3	67	19	1	4	94	1646
\$300,000 - 399,999	4	60	80	0	9	153	2621
\$400,000 - 499,999	1	19	59	1	0	80	1472
\$500,000 - 749,999	0	9	79	0	2	90	1266
\$750,000 - 999,999	0	0	29	0	0	29	329
\$1,000,000 and over	1	0	20	0	0	21	203
Total Types	76	452	350	7	53	938	13,974
Average Sale Price	\$151,991	\$214,984	\$476,378	\$192,971	\$192,349	\$305,972	\$304,236
Median Sale Price	\$107,000	\$210,000	\$425,000	\$172,000	\$155,000	\$248,000	\$265,000

Price Group	Sales	% of Total
0 - \$99,999	140	14.9%
\$100,000 - 199,999	209	22.3%
\$200,000 - 399,999	369	39.3%
\$400,000 and above	220	23.5%

Time on Market	Units
1 to 30 days	468
31 to 60 days	196
61 to 90 days	83
91 to 120 days	40
More than 120 Days	57
Average Market Time	42

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: 11/01/2022 - 11/30/2022

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	2	2	0	0	0	4
20,000 to 29,999	3	5	0	0	0	8
30,000 to 39,999	3	8	2	0	2	15
40,000 to 49,999	4	10	2	1	3	20
50,000 to 59,999	7	11	1	0	0	19
60,000 to 69,999	7	9	1	1	2	20
70,000 to 79,999	4	6	4	0	5	19
80,000 to 89,999	5	16	2	0	0	23
90,000 to 99,999	1	6	3	0	2	12
100,000 to 119,999	9	16	2	1	2	30
120,000 to 139,999	7	41	0	0	4	52
140,000 to 159,999	4	26	13	0	8	51
160,000 to 179,999	5	25	11	1	0	42
180,000 to 199,999	2	26	3	0	3	34
200,000 to 249,999	4	90	20	1	7	122
250,000 to 299,999	3	67	19	1	4	94
300,000 to 399,999	4	60	80	0	9	153
400,000 to 499,999	1	19	59	1	0	80
500,000 to 749,999	0	9	79	0	2	90
750,000 to 999,999	0	0	29	0	0	29
1,000,000 and greater	1	0	20	0	0	21
Totals	76	452	350	7	53	938
Average List Price	\$156,145	\$223,345	\$483,409	\$199,786	\$203,995	\$313,670
Median List Price	\$110,000	\$214,450	\$424,950	\$195,000	\$156,950	\$259,450
Average Sale Price	\$151,991	\$214,984	\$476,378	\$192,971	\$192,349	\$305,972
Median Sale Price	\$107,000	\$210,000	\$425,000	\$172,000	\$155,000	\$248,000

Time on Market	# Units
1-30	468
31-60	196
61-90	83
91-120	40
greater than 120 days	57
Total Units Sold	844
Average Market Time	42

Type of Financing	# Units
Conventional	428
Cash	307
FHA	108
VA	63
Owner	2
Other	30

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 1/01/2022 - 11/30/2022

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	30	19	3	0	4	56
20,000 to 29,999	40	45	12	3	2	102
30,000 to 39,999	47	57	17	2	8	131
40,000 to 49,999	53	90	11	6	21	181
50,000 to 59,999	73	110	16	3	11	213
60,000 to 69,999	83	139	32	10	14	278
70,000 to 79,999	66	147	32	19	21	285
80,000 to 89,999	65	161	43	14	13	296
90,000 to 99,999	37	172	29	14	18	270
100,000 to 119,999	111	355	55	19	32	572
120,000 to 139,999	100	416	73	10	34	633
140,000 to 159,999	97	394	100	14	47	652
160,000 to 179,999	73	452	89	9	38	661
180,000 to 199,999	52	383	80	7	44	566
200,000 to 249,999	113	1050	269	15	94	1541
250,000 to 299,999	94	1065	406	7	74	1646
300,000 to 399,999	72	1126	1317	6	100	2621
400,000 to 499,999	19	315	1108	8	22	1472
500,000 to 749,999	4	164	1078	3	17	1266
750,000 to 999,999	2	14	309	2	2	329
1,000,000 and greater	1	4	195	1	2	203
Totals	1232	6678	5274	172	618	13974
Average List Price	\$147,322	\$227,217	\$453,747	\$173,945	\$221,661	\$304,767
Median List Price	\$124,900	\$215,000	\$399,000	\$120,000	\$199,900	\$262,000
Average Sale Price	\$145,920	\$227,718	\$452,523	\$167,321	\$219,314	\$304,236
Median Sale Price	\$120,625	\$216,125	\$400,000	\$111,500	\$200,000	\$265,000

Time on Market	# Units
1-30	8917
31-60	2107
61-90	750
91-120	337
greater than 120 days	575
Total Units Sold	12686
Average Market Time	31

Type of Financing	# Units
Conventional	6578
Cash	4798
FHA	1342
VA	808
Owner	28
Other	419

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 12/15/2022

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	9	0	1
20,000 to 29,999	25	0	0
30,000 to 39,999	25	0	1
40,000 to 49,999	35	0	1
50,000 to 59,999	39	0	3
60,000 to 69,999	30	1	11
70,000 to 79,999	44	0	3
80,000 to 89,999	47	4	1
90,000 to 99,999	68	2	2
100,000 to 119,999	112	4	7
120,000 to 139,999	106	6	3
140,000 to 159,999	127	3	5
160,000 to 179,999	105	3	9
180,000 to 199,999	91	2	5
200,000 to 249,999	223	5	15
250,000 to 299,999	268	2	5
300,000 to 399,999	549	3	30
400,000 to 499,999	329	2	3
500,000 to 749,999	341	0	5
750,000 to 999,999	111	1	1
1,000,000 and greater	98	0	2
Totals	2782	38	113
Average Price	\$372,703	\$199,554	\$253,401
Median Price	\$308,000	\$157,450	\$215,000

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,783	\$372,838
Condominium	113	\$253,400
Duplex	38	\$199,553
Total	2,934	\$365,993

PENDING	Listings	Average List Price
Residential	821	\$309,109
Condominium	27	\$222,814
Duplex	14	\$134,585
Total	862	\$303,571

12/15/2022