



**Multiple Listing Service Sales Report  
July 2020**

**Sales Summary**

	July Total Sales			YTD Total MLS Sales		
	2020	2019	% change	2020	2019	% change
<b>Units</b>	1,615	1,438	12.3%	8,482	8,866	-4.3%
<b>Average Sales Price</b>	\$254,139	\$236,002	7.7%	\$238,029	\$215,428	10.5%
<b>Median Sales Price</b>	\$218,000	\$200,000	9.0%	\$205,000	\$183,000	12.0%

**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	4	7	5	1	1	18	123
\$ 20,000 - 29,999	11	17	1	0	9	38	191
\$ 30,000 - 39,999	12	15	3	5	1	36	204
\$ 40,000 - 49,999	8	23	4	0	4	39	191
\$ 50,000 - 59,999	2	28	0	0	2	32	160
\$ 60,000 - 69,999	5	30	2	1	0	38	226
\$ 70,000 - 79,999	7	17	3	3	2	32	232
\$ 80,000 - 89,999	2	29	4	0	2	37	204
\$ 90,000 - 99,999	4	23	4	1	2	34	181
\$100,000 - 119,999	10	43	6	1	1	61	356
\$120,000 - 139,999	9	51	6	2	6	74	468
\$140,000 - 159,999	7	62	17	0	8	94	501
\$160,000 - 179,999	2	69	10	0	3	84	550
\$180,000 - 199,999	6	64	20	1	7	98	517
\$200,000 - 249,999	7	133	79	1	8	228	1176
\$250,000 - 299,999	6	74	103	0	6	189	955
\$300,000 - 399,999	5	54	155	1	5	220	1127
\$400,000 - 499,999	0	16	119	0	1	136	549
\$500,000 - 749,999	0	11	80	0	0	91	429
\$750,000 - 999,999	0	1	22	0	0	23	89
\$1,000,000 and over	0	0	13	0	0	13	53
<b>Total Types</b>	107	767	656	17	68	1615	8,482
<b>Average Sale Price</b>	\$113,603	\$179,317	\$378,769	\$99,218	\$155,639	\$254,139	\$238,029
<b>Median Sale Price</b>	\$97,000	\$169,900	\$332,500	\$76,000	\$150,450	\$218,000	\$205,000

Price Group	Sales	% of Total
0 - \$99,999	304	18.8%
\$100,000 - 199,999	411	25.4%
\$200,000 - 399,999	637	39.4%
\$400,000 and above	263	16.3%

Time on Market	Units
1 to 30 days	937
31 to 60 days	234
61 to 90 days	111
91 to 120 days	75
More than 120 Days	150
<b>Average Market Time</b>	<b>48</b>

## Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 07/01/2020 - 07/31/2020

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	4	7	5	1	1	18
20,000 to 29,999	11	17	1	0	9	38
30,000 to 39,999	12	15	3	5	1	36
40,000 to 49,999	8	23	4	0	4	39
50,000 to 59,999	2	28	0	0	2	32
60,000 to 69,999	5	30	2	1	0	38
70,000 to 79,999	7	17	3	3	2	32
80,000 to 89,999	2	29	4	0	2	37
90,000 to 99,999	4	23	4	1	2	34
100,000 to 119,999	10	43	6	1	1	61
120,000 to 139,999	9	51	6	2	6	74
140,000 to 159,999	7	62	17	0	8	94
160,000 to 179,999	2	69	10	0	3	84
180,000 to 199,999	6	64	20	1	7	98
200,000 to 249,999	7	133	79	1	8	228
250,000 to 299,999	6	74	103	0	6	189
300,000 to 399,999	5	54	155	1	5	220
400,000 to 499,999	0	16	119	0	1	136
500,000 to 749,999	0	11	80	0	0	91
750,000 to 999,999	0	1	22	0	0	23
1,000,000 and greater	0	0	13	0	0	13
<b>Totals</b>	<b>107</b>	<b>767</b>	<b>656</b>	<b>17</b>	<b>68</b>	<b>1615</b>
Average List Price	\$115,776	\$180,700	\$385,025	\$105,683	\$158,412	\$257,666
Median List Price	\$99,900	\$169,900	\$333,450	\$79,900	\$150,500	\$219,000
Average Sale Price	\$113,603	\$179,317	\$378,769	\$99,218	\$155,639	\$254,139
Median Sale Price	\$97,000	\$169,900	\$332,500	\$76,000	\$150,450	\$218,000

Time on Market	# Units
1-30	937
31-60	234
61-90	111
91-120	75
greater than 120 days	150
Total Units Sold	1507
Average Market Time	48

Type of Financing	# Units
Conventional	811
Cash	389
FHA	252
VA	102
Owner	0
Other	60

## Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2020 - 07/31/2020

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	40	52	18	8	5	123
20,000 to 29,999	58	89	20	7	17	191
30,000 to 39,999	42	122	16	12	12	204
40,000 to 49,999	28	122	26	9	6	191
50,000 to 59,999	27	112	9	4	8	160
60,000 to 69,999	33	155	24	7	7	226
70,000 to 79,999	35	130	37	18	12	232
80,000 to 89,999	14	137	29	12	12	204
90,000 to 99,999	22	111	24	7	17	181
100,000 to 119,999	44	238	40	4	30	356
120,000 to 139,999	43	334	53	6	32	468
140,000 to 159,999	29	357	86	1	28	501
160,000 to 179,999	21	404	90	3	32	550
180,000 to 199,999	26	344	117	3	27	517
200,000 to 249,999	39	597	497	1	42	1176
250,000 to 299,999	18	320	577	3	37	955
300,000 to 399,999	27	261	814	3	22	1127
400,000 to 499,999	5	75	456	0	13	549
500,000 to 749,999	1	32	393	1	2	429
750,000 to 999,999	2	6	81	0	0	89
1,000,000 and greater	0	1	52	0	0	53
<b>Totals</b>	<b>554</b>	<b>3999</b>	<b>3459</b>	<b>109</b>	<b>361</b>	<b>8482</b>
Average List Price	\$117,926	\$172,882	\$353,721	\$94,352	\$173,707	\$242,066
Median List Price	\$89,250	\$162,900	\$309,900	\$77,500	\$157,900	\$205,000
Average Sale Price	\$116,396	\$170,716	\$347,177	\$89,203	\$169,459	\$238,029
Median Sale Price	\$88,850	\$161,800	\$307,500	\$72,000	\$158,000	\$205,000

Time on Market	# Units
1-30	4494
31-60	1341
61-90	668
91-120	429
greater than 120 days	940
Total Units Sold	7872
Average Market Time	53

Type of Financing	# Units
Conventional	4052
Cash	2082
FHA	1382
VA	596
Owner	9
Other	360

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 8/17/2020

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	22	0	0
20,000 to 29,999	29	1	0
30,000 to 39,999	71	14	3
40,000 to 49,999	74	10	9
50,000 to 59,999	110	12	5
60,000 to 69,999	101	5	6
70,000 to 79,999	78	3	5
80,000 to 89,999	65	2	2
90,000 to 99,999	47	3	7
100,000 to 119,999	72	7	4
120,000 to 139,999	120	0	5
140,000 to 159,999	105	2	5
160,000 to 179,999	100	1	9
180,000 to 199,999	100	0	14
200,000 to 249,999	240	3	16
250,000 to 299,999	244	1	20
300,000 to 399,999	365	3	12
400,000 to 499,999	225	0	6
500,000 to 749,999	290	0	7
750,000 to 999,999	106	0	3
1,000,000 and greater	106	0	1
<b>Totals</b>	<b>2670</b>	<b>67</b>	<b>139</b>
Average Price	\$338,309	\$89,512	\$234,253
Median Price	\$250,000	\$57,900	\$190,000

## Inventory Totals

<b>ACTIVE</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	2,670	\$338,308
Condominium	139	\$234,252
Duplex	67	\$89,511
<b>Total</b>	<b>2,876</b>	<b>\$327,483</b>

<b>PENDING</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	1,424	\$237,231
Condominium	42	\$191,147
Duplex	12	\$65,416
<b>Total</b>	<b>1,478</b>	<b>\$234,526</b>

8/17/2020