



**Multiple Listing Service Sales Report
June 2020**

Sales Summary

	June Total Sales			YTD Total MLS Sales		
	2020	2019	% change	2020	2019	% change
Units	1,395	1,372	1.7%	6,801	7,348	-7.4%
Average Sales Price	\$252,572	\$240,404	5.1%	\$234,421	\$211,576	10.8%
Median Sales Price	\$215,000	\$205,000	4.9%	\$202,000	\$179,250	12.7%

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	0	1	0	12	105
\$ 20,000 - 29,999	7	7	1	0	2	17	149
\$ 30,000 - 39,999	4	20	0	1	3	28	167
\$ 40,000 - 49,999	3	13	4	1	1	22	150
\$ 50,000 - 59,999	3	23	1	0	1	28	126
\$ 60,000 - 69,999	5	37	2	2	1	47	187
\$ 70,000 - 79,999	5	17	4	0	2	28	199
\$ 80,000 - 89,999	3	17	4	2	0	26	164
\$ 90,000 - 99,999	2	16	3	0	1	22	145
\$100,000 - 119,999	6	41	9	0	7	63	293
\$120,000 - 139,999	5	61	9	0	5	80	389
\$140,000 - 159,999	6	63	18	0	4	91	403
\$160,000 - 179,999	2	57	10	1	5	75	465
\$180,000 - 199,999	8	66	10	0	5	89	414
\$200,000 - 249,999	9	107	87	0	8	211	935
\$250,000 - 299,999	2	58	77	1	2	140	762
\$300,000 - 399,999	4	48	141	0	3	196	901
\$400,000 - 499,999	2	18	77	0	4	101	406
\$500,000 - 749,999	0	7	80	1	0	88	335
\$750,000 - 999,999	2	1	19	0	0	22	66
\$1,000,000 and over	0	0	9	0	0	9	40
Total Types	82	684	565	10	54	1395	6,801
Average Sale Price	\$148,530	\$178,320	\$367,291	\$136,740	\$172,241	\$252,572	\$234,421
Median Sale Price	\$107,750	\$168,500	\$325,000	\$75,250	\$160,250	\$215,000	\$202,000

Price Group	Sales	% of Total
0 - \$99,999	230	16.5%
\$100,000 - 199,999	398	28.5%
\$200,000 - 399,999	547	39.2%
\$400,000 and above	220	15.8%

Time on Market	Units
1 to 30 days	734
31 to 60 days	235
61 to 90 days	105
91 to 120 days	57
More than 120 Days	142
Average Market Time	51

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 06/01/2020 - 06/30/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	4	7	0	1	0	12
20,000 to 29,999	7	7	1	0	2	17
30,000 to 39,999	4	20	0	1	3	28
40,000 to 49,999	3	13	4	1	1	22
50,000 to 59,999	3	23	1	0	1	28
60,000 to 69,999	5	37	2	2	1	47
70,000 to 79,999	5	17	4	0	2	28
80,000 to 89,999	3	17	4	2	0	26
90,000 to 99,999	2	16	3	0	1	22
100,000 to 119,999	6	41	9	0	7	63
120,000 to 139,999	5	61	9	0	5	80
140,000 to 159,999	6	63	18	0	4	91
160,000 to 179,999	2	57	10	1	5	75
180,000 to 199,999	8	66	10	0	5	89
200,000 to 249,999	9	107	87	0	8	211
250,000 to 299,999	2	58	77	1	2	140
300,000 to 399,999	4	48	141	0	3	196
400,000 to 499,999	2	18	77	0	4	101
500,000 to 749,999	0	7	80	1	0	88
750,000 to 999,999	2	1	19	0	0	22
1,000,000 and greater	0	0	9	0	0	9
Totals	82	684	565	10	54	1395
Average List Price	\$144,106	\$180,947	\$374,700	\$142,920	\$175,493	\$256,771
Median List Price	\$112,000	\$169,000	\$325,000	\$84,450	\$162,450	\$215,000
Average Sale Price	\$148,530	\$178,320	\$367,291	\$136,740	\$172,241	\$252,572
Median Sale Price	\$107,750	\$168,500	\$325,000	\$75,250	\$160,250	\$215,000

Time on Market	# Units
1-30	734
31-60	235
61-90	105
91-120	57
greater than 120 days	142
Total Units Sold	1273
Average Market Time	51

Type of Financing	# Units
Conventional	719
Cash	302
FHA	208
VA	93
Owner	1
Other	72

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 - 06/30/2020

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	36	45	13	7	4	105
20,000 to 29,999	46	69	19	7	8	149
30,000 to 39,999	30	106	13	7	11	167
40,000 to 49,999	20	98	21	9	2	150
50,000 to 59,999	25	84	9	4	4	126
60,000 to 69,999	28	125	21	6	7	187
70,000 to 79,999	28	112	34	15	10	199
80,000 to 89,999	12	105	25	12	10	164
90,000 to 99,999	18	87	20	5	15	145
100,000 to 119,999	34	194	33	3	29	293
120,000 to 139,999	33	279	47	4	26	389
140,000 to 159,999	22	291	69	1	20	403
160,000 to 179,999	19	334	80	3	29	465
180,000 to 199,999	20	278	95	2	19	414
200,000 to 249,999	30	455	416	0	34	935
250,000 to 299,999	12	245	471	3	31	762
300,000 to 399,999	22	206	655	2	16	901
400,000 to 499,999	5	59	330	0	12	406
500,000 to 749,999	1	20	311	1	2	335
750,000 to 999,999	2	5	59	0	0	66
1,000,000 and greater	0	1	39	0	0	40
Totals	443	3198	2780	91	289	6801
Average List Price	\$118,153	\$171,156	\$346,504	\$92,119	\$177,478	\$238,590
Median List Price	\$85,500	\$160,000	\$300,000	\$75,000	\$159,000	\$200,000
Average Sale Price	\$116,774	\$168,793	\$339,885	\$87,241	\$172,814	\$234,421
Median Sale Price	\$82,500	\$160,000	\$300,000	\$71,250	\$159,250	\$202,000

Time on Market	# Units
1-30	3515
31-60	1098
61-90	550
91-120	352
greater than 120 days	787
Total Units Sold	6302
Average Market Time	54

Type of Financing	# Units
Conventional	3213
Cash	1673
FHA	1120
VA	487
Owner	9
Other	299

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 7/16/2020

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	31	0	1
20,000 to 29,999	35	0	1
30,000 to 39,999	74	14	5
40,000 to 49,999	91	3	9
50,000 to 59,999	77	4	3
60,000 to 69,999	85	3	3
70,000 to 79,999	83	3	0
80,000 to 89,999	52	3	4
90,000 to 99,999	48	1	8
100,000 to 119,999	75	7	3
120,000 to 139,999	118	0	9
140,000 to 159,999	114	1	7
160,000 to 179,999	129	0	7
180,000 to 199,999	137	0	13
200,000 to 249,999	274	3	15
250,000 to 299,999	243	1	19
300,000 to 399,999	334	3	18
400,000 to 499,999	249	0	3
500,000 to 749,999	290	0	4
750,000 to 999,999	110	0	3
1,000,000 and greater	107	0	1
Totals	2756	46	136
Average Price	\$337,017	\$99,774	\$222,917
Median Price	\$240,000	\$65,450	\$191,500

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,756	\$337,017
Condominium	136	\$222,916
Duplex	46	\$99,773
Total	2,938	\$328,021

PENDING	Listings	Average List Price
Residential	1,452	\$240,766
Condominium	47	\$194,140
Duplex	13	\$122,623
Total	1,512	\$238,301

7/16/2020