



**Multiple Listing Service Sales Report  
July 2021**

**Sales Summary**

	July Total Sales			YTD Total MLS Sales		
	2021	2020	% change	2021	2020	% change
<b>Units</b>	1,589	1,615	-1.6%	9,429	8,482	11.2%
<b>Average Sales Price</b>	\$284,995	\$254,139	12.1%	\$268,611	\$238,029	12.8%
<b>Median Sales Price</b>	\$250,000	\$218,000	14.7%	\$235,000	\$205,000	14.6%

**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	6	3	0	0	1	10	67
\$ 20,000 - 29,999	5	1	1	0	1	8	89
\$ 30,000 - 39,999	1	7	2	0	3	13	133
\$ 40,000 - 49,999	6	15	2	0	4	27	185
\$ 50,000 - 59,999	10	21	3	5	0	39	208
\$ 60,000 - 69,999	10	19	2	1	0	32	241
\$ 70,000 - 79,999	6	26	4	2	2	40	220
\$ 80,000 - 89,999	10	16	2	0	1	29	247
\$ 90,000 - 99,999	10	19	4	1	0	34	217
\$100,000 - 119,999	9	52	3	0	4	68	390
\$120,000 - 139,999	15	39	6	1	10	71	439
\$140,000 - 159,999	7	51	11	0	2	71	451
\$160,000 - 179,999	7	49	14	1	8	79	514
\$180,000 - 199,999	5	47	11	0	1	64	433
\$200,000 - 249,999	11	146	30	1	10	198	1235
\$250,000 - 299,999	14	114	71	0	7	206	1142
\$300,000 - 399,999	3	87	185	1	6	282	1556
\$400,000 - 499,999	1	31	112	0	3	147	753
\$500,000 - 749,999	0	8	105	0	2	115	670
\$750,000 - 999,999	0	3	34	0	1	38	144
\$1,000,000 and over	0	0	17	1	0	18	95
<b>Total Types</b>	136	754	619	14	66	1589	9429
<b>Average Sale Price</b>	\$129,735	\$209,209	\$422,469	\$179,607	\$203,743	\$284,995	\$268,611
<b>Median Sale Price</b>	\$105,500	\$205,000	\$370,000	\$76,000	\$170,950	\$250,000	\$235,000

Price Group	Sales	% of Total
0 - \$99,999	232	14.6%
\$100,000 - 199,999	353	22.2%
\$200,000 - 399,999	686	43.2%
\$400,000 and above	318	20.0%

Time on Market	Units
1 to 30 days	1129
31 to 60 days	211
61 to 90 days	59
91 to 120 days	15
More than 120 Days	43
<b>Average Market Time</b>	<b>23</b>

## Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 07/01/2021 - 07/31/2021

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	6	3	0	0	1	10
20,000 to 29,999	5	1	1	0	1	8
30,000 to 39,999	1	7	2	0	3	13
40,000 to 49,999	6	15	2	0	4	27
50,000 to 59,999	10	21	3	5	0	39
60,000 to 69,999	10	19	2	1	0	32
70,000 to 79,999	6	26	4	2	2	40
80,000 to 89,999	10	16	2	0	1	29
90,000 to 99,999	10	19	4	1	0	34
100,000 to 119,999	9	52	3	0	4	68
120,000 to 139,999	15	39	6	1	10	71
140,000 to 159,999	7	51	11	0	2	71
160,000 to 179,999	7	49	14	1	8	79
180,000 to 199,999	5	47	11	0	1	64
200,000 to 249,999	11	146	30	1	10	198
250,000 to 299,999	14	114	71	0	7	206
300,000 to 399,999	3	87	185	1	6	282
400,000 to 499,999	1	31	112	0	3	147
500,000 to 749,999	0	8	105	0	2	115
750,000 to 999,999	0	3	34	0	1	38
1,000,000 and greater	0	0	17	1	0	18
<b>Totals</b>	<b>136</b>	<b>754</b>	<b>619</b>	<b>14</b>	<b>66</b>	<b>1589</b>
Average List Price	\$129,337	\$205,073	\$420,252	\$203,986	\$201,920	\$282,274
Median List Price	\$100,000	\$195,000	\$365,000	\$78,000	\$169,400	\$240,000
Average Sale Price	\$129,735	\$209,209	\$422,469	\$179,607	\$203,743	\$284,995
Median Sale Price	\$105,500	\$205,000	\$370,000	\$76,000	\$170,950	\$250,000

Time on Market	# Units
1-30	1129
31-60	211
61-90	59
91-120	15
greater than 120 days	43
Total Units Sold	1457
Average Market Time	23

Type of Financing	# Units
Conventional	784
Cash	498
FHA	159
VA	85
Owner	1
Other	62

## Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 01/01/2021 - 07/31/2021

### Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	34	27	3	2	1	67
20,000 to 29,999	37	34	6	3	9	89
30,000 to 39,999	45	65	10	5	8	133
40,000 to 49,999	54	93	13	5	20	185
50,000 to 59,999	44	121	19	15	9	208
60,000 to 69,999	51	152	23	6	9	241
70,000 to 79,999	34	140	24	10	12	220
80,000 to 89,999	38	153	30	13	13	247
90,000 to 99,999	28	134	33	10	12	217
100,000 to 119,999	57	249	43	12	29	390
120,000 to 139,999	63	282	45	13	36	439
140,000 to 159,999	45	320	62	3	21	451
160,000 to 179,999	37	370	69	5	33	514
180,000 to 199,999	25	296	80	2	30	433
200,000 to 249,999	75	794	284	9	73	1235
250,000 to 299,999	41	561	500	5	35	1142
300,000 to 399,999	24	471	997	6	58	1556
400,000 to 499,999	4	149	584	1	15	753
500,000 to 749,999	0	59	602	1	8	670
750,000 to 999,999	0	9	132	0	3	144
1,000,000 and greater	1	2	90	1	1	95
<b>Totals</b>	<b>737</b>	<b>4481</b>	<b>3649</b>	<b>127</b>	<b>435</b>	<b>9429</b>
Average List Price	\$123,718	\$195,501	\$397,134	\$138,589	\$203,578	\$267,528
Median List Price	\$100,000	\$180,000	\$349,000	\$94,900	\$179,900	\$229,900
Average Sale Price	\$122,381	\$198,097	\$397,429	\$132,094	\$201,994	\$268,611
Median Sale Price	\$100,000	\$185,000	\$350,000	\$93,500	\$180,000	\$235,000

Time on Market	# Units
1-30	6078
31-60	1172
61-90	489
91-120	235
greater than 120 days	516
Total Units Sold	8490
Average Market Time	34

Type of Financing	# Units
Conventional	4462
Cash	3059
FHA	1029
VA	514
Owner	6
Other	359

## Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 8/16/2021

### Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	6	0	0
20,000 to 29,999	21	0	1
30,000 to 39,999	25	1	2
40,000 to 49,999	46	2	2
50,000 to 59,999	59	1	11
60,000 to 69,999	108	8	2
70,000 to 79,999	66	8	3
80,000 to 89,999	80	4	1
90,000 to 99,999	74	3	6
100,000 to 119,999	76	3	7
120,000 to 139,999	110	14	9
140,000 to 159,999	106	2	3
160,000 to 179,999	123	0	1
180,000 to 199,999	98	1	7
200,000 to 249,999	270	5	18
250,000 to 299,999	271	5	6
300,000 to 399,999	369	2	15
400,000 to 499,999	190	1	3
500,000 to 749,999	218	0	4
750,000 to 999,999	100	0	2
1,000,000 and greater	80	0	0
<b>Totals</b>	<b>2496</b>	<b>60</b>	<b>103</b>
Average Price	\$325,969	\$135,127	\$215,020
Median Price	\$249,500	\$117,450	\$189,000

# Inventory Totals

<b>ACTIVE</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	2,496	\$325,968
Condominium	103	\$215,020
Duplex	60	\$135,126
<b>Total</b>	<b>2,659</b>	<b>\$317,364</b>

<b>PENDING</b>	<b>Listings</b>	<b>Average List Price</b>
Residential	1,558	\$280,933
Condominium	32	\$160,369
Duplex	22	\$123,086
<b>Total</b>	<b>1,612</b>	<b>\$276,385</b>

8/16/2021