



**Multiple Listing Service Sales Report
June 2021**

Sales Summary

	June Total Sales			YTD Total MLS Sales		
	2021	2020	% change	2021	2020	% change
Units	1,598	1,395	14.6%	7,780	6,801	14.4%
Average Sales Price	\$289,237	\$252,272	14.7%	\$265,037	\$234,421	13.1%
Median Sales Price	\$255,950	\$215,000	19.0%	\$230,000	\$202,000	13.9%

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	5	2	0	1	0	8	56
\$ 20,000 - 29,999	7	2	0	0	5	14	81
\$ 30,000 - 39,999	6	8	1	0	1	16	120
\$ 40,000 - 49,999	7	8	3	0	2	20	157
\$ 50,000 - 59,999	2	16	5	3	3	29	168
\$ 60,000 - 69,999	4	17	5	3	3	32	208
\$ 70,000 - 79,999	8	18	4	1	0	31	178
\$ 80,000 - 89,999	7	19	4	3	1	34	218
\$ 90,000 - 99,999	4	17	2	1	0	24	183
\$100,000 - 119,999	5	48	7	3	0	63	317
\$120,000 - 139,999	6	41	12	2	6	67	367
\$140,000 - 159,999	7	47	9	1	3	67	379
\$160,000 - 179,999	7	57	7	0	4	75	433
\$180,000 - 199,999	5	40	13	0	11	69	367
\$200,000 - 249,999	18	136	46	0	19	219	1025
\$250,000 - 299,999	6	99	74	1	5	185	933
\$300,000 - 399,999	7	112	186	2	10	317	1260
\$400,000 - 499,999	2	30	121	1	3	157	600
\$500,000 - 749,999	0	6	119	0	1	126	549
\$750,000 - 999,999	0	3	25	0	0	28	104
\$1,000,000 and over	1	1	14	0	1	17	77
Total Types	114	727	657	22	78	1598	7780
Average Sale Price	\$147,986	\$216,623	\$408,675	\$136,086	\$211,693	\$289,337	\$265,037
Median Sale Price	\$130,000	\$205,000	\$370,000	\$90,500	\$199,950	\$255,950	\$230,000

Price Group	Sales	% of Total
0 - \$99,999	208	13.0%
\$100,000 - 199,999	341	21.3%
\$200,000 - 399,999	721	45.1%
\$400,000 and above	328	20.5%

Time on Market	Units
1 to 30 days	1172
31 to 60 days	163
61 to 90 days	46
91 to 120 days	22
More than 120 Days	51
Average Market Time	25

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 06/01/2021 - 06/30/2021

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	5	2	0	1	0	8
20,000 to 29,999	7	2	0	0	5	14
30,000 to 39,999	6	8	1	0	1	16
40,000 to 49,999	7	8	3	0	2	20
50,000 to 59,999	2	16	5	3	3	29
60,000 to 69,999	4	17	5	3	3	32
70,000 to 79,999	8	18	4	1	0	31
80,000 to 89,999	7	19	4	3	1	34
90,000 to 99,999	4	17	2	1	0	24
100,000 to 119,999	5	48	7	3	0	63
120,000 to 139,999	6	41	12	2	6	67
140,000 to 159,999	7	47	9	1	3	67
160,000 to 179,999	7	57	7	0	4	75
180,000 to 199,999	5	40	13	0	11	69
200,000 to 249,999	18	136	46	0	19	219
250,000 to 299,999	6	99	74	1	5	185
300,000 to 399,999	7	112	186	2	10	317
400,000 to 499,999	2	30	121	1	3	157
500,000 to 749,999	0	6	119	0	1	126
750,000 to 999,999	0	3	25	0	0	28
1,000,000 and greater	1	1	14	0	1	17
Totals	114	727	657	22	78	1598
Average List Price	\$148,715	\$212,084	\$403,949	\$141,636	\$211,799	\$285,463
Median List Price	\$122,000	\$199,000	\$360,000	\$96,450	\$197,000	\$249,990
Average Sale Price	\$147,986	\$216,623	\$408,675	\$136,086	\$211,693	\$289,337
Median Sale Price	\$130,000	\$205,000	\$370,000	\$90,500	\$199,950	\$255,950

Time on Market	# Units
1-30	1172
31-60	163
61-90	46
91-120	22
greater than 120 days	51
Total Units Sold	1454
Average Market Time	25

Type of Financing	# Units
Conventional	775
Cash	520
FHA	158
VA	92
Owner	1
Other	52

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 - 06/30/2021

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	28	23	3	2	0	56
20,000 to 29,999	32	33	5	3	8	81
30,000 to 39,999	44	58	8	5	5	120
40,000 to 49,999	48	77	11	5	16	157
50,000 to 59,999	33	100	16	10	9	168
60,000 to 69,999	41	132	21	5	9	208
70,000 to 79,999	28	112	20	8	10	178
80,000 to 89,999	28	137	28	13	12	218
90,000 to 99,999	18	115	29	9	12	183
100,000 to 119,999	48	193	39	12	25	317
120,000 to 139,999	47	243	39	12	26	367
140,000 to 159,999	38	268	51	3	19	379
160,000 to 179,999	30	319	55	4	25	433
180,000 to 199,999	20	249	67	2	29	367
200,000 to 249,999	63	643	250	8	61	1025
250,000 to 299,999	27	447	426	5	28	933
300,000 to 399,999	21	379	803	5	52	1260
400,000 to 499,999	3	118	467	1	11	600
500,000 to 749,999	0	50	492	1	6	549
750,000 to 999,999	0	6	96	0	2	104
1,000,000 and greater	1	2	73	0	1	77
Totals	598	3704	2999	113	366	7780
Average List Price	\$122,695	\$193,553	\$392,494	\$130,486	\$203,192	\$264,331
Median List Price	\$99,900	\$179,000	\$340,000	\$97,000	\$182,500	\$226,250
Average Sale Price	\$120,677	\$195,823	\$392,359	\$126,208	\$200,961	\$265,037
Median Sale Price	\$99,167	\$181,938	\$348,000	\$94,000	\$181,750	\$230,000

Time on Market	# Units
1-30	4913
31-60	950
61-90	428
91-120	218
greater than 120 days	471
Total Units Sold	6980
Average Market Time	37

Type of Financing	# Units
Conventional	3656
Cash	2540
FHA	862
VA	421
Owner	4
Other	297

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 7/15/2021

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	8	0	0
20,000 to 29,999	22	0	0
30,000 to 39,999	28	0	3
40,000 to 49,999	36	1	4
50,000 to 59,999	53	0	2
60,000 to 69,999	106	6	2
70,000 to 79,999	61	6	9
80,000 to 89,999	86	5	2
90,000 to 99,999	71	1	5
100,000 to 119,999	57	1	3
120,000 to 139,999	107	4	9
140,000 to 159,999	109	2	3
160,000 to 179,999	120	1	4
180,000 to 199,999	113	2	4
200,000 to 249,999	238	2	19
250,000 to 299,999	264	6	7
300,000 to 399,999	345	2	13
400,000 to 499,999	164	1	3
500,000 to 749,999	211	0	2
750,000 to 999,999	102	1	3
1,000,000 and greater	74	1	0
Totals	2375	42	97
Average Price	\$326,495	\$191,597	\$215,854
Median Price	\$245,000	\$121,950	\$199,900

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,375	\$326,495
Condominium	97	\$215,853
Duplex	42	\$191,597
Total	2,514	\$319,972

PENDING	Listings	Average List Price
Residential	1,606	\$290,270
Condominium	47	\$202,410
Duplex	17	\$98,817
Total	1,671	\$285,821

7/15/2021