



**Multiple Listing Service Sales Report
October 2021**

Sales Summary

	October Total Sales			YTD Total MLS Sales		
	2021	2020	% change	2021	2020	% change
Units	1,330	1,400	-5.0%	14,096	12,818	10.0%
Average Sales Price	\$287,375	\$273,304	5.1%	\$272,855	\$247,221	10.4%
Median Sales Price	\$254,722	\$230,000	10.7%	\$239,900	\$212,500	12.9%

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	4	0	0	0	0	4	79
\$ 20,000 - 29,999	7	3	0	0	0	10	122
\$ 30,000 - 39,999	4	6	1	0	1	12	181
\$ 40,000 - 49,999	7	10	2	0	0	19	257
\$ 50,000 - 59,999	8	6	0	1	2	17	267
\$ 60,000 - 69,999	8	7	4	0	1	20	329
\$ 70,000 - 79,999	4	13	2	0	1	20	346
\$ 80,000 - 89,999	7	16	4	0	1	28	353
\$ 90,000 - 99,999	4	16	5	1	1	27	311
\$100,000 - 119,999	10	42	5	3	5	65	586
\$120,000 - 139,999	11	34	8	4	2	59	652
\$140,000 - 159,999	12	37	5	0	7	61	652
\$160,000 - 179,999	4	54	8	0	6	72	769
\$180,000 - 199,999	6	57	9	0	3	75	654
\$200,000 - 249,999	13	110	23	1	6	153	1855
\$250,000 - 299,999	6	104	67	2	3	182	1765
\$300,000 - 399,999	2	85	147	1	5	240	2399
\$400,000 - 499,999	1	19	94	0	1	115	1115
\$500,000 - 749,999	0	17	101	0	2	120	1041
\$750,000 - 999,999	0	0	16	0	0	16	230
\$1,000,000 and over	0	1	14	0	0	15	133
Total Types	118	637	515	13	47	1330	14,096
Average Sale Price	\$123,554	\$219,494	\$419,991	\$158,854	\$201,084	\$287,375	\$272,855
Median Sale Price	\$112,450	\$206,250	\$375,000	\$123,500	\$166,150	\$254,722	\$239,900

Price Group	Sales	% of Total
0 - \$99,999	157	11.8%
\$100,000 - 199,999	332	25.0%
\$200,000 - 399,999	575	43.2%
\$400,000 and above	266	20.0%

Time on Market	Units
1 to 30 days	857
31 to 60 days	213
61 to 90 days	71
91 to 120 days	25
More than 120 Days	44
Average Market Time	30

Residential Home Sales Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date Range: 10/01/2021 - 10/31/2021

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	4	0	0	0	0	4
20,000 to 29,999	7	3	0	0	0	10
30,000 to 39,999	4	6	1	0	1	12
40,000 to 49,999	7	10	2	0	0	19
50,000 to 59,999	8	6	0	1	2	17
60,000 to 69,999	8	7	4	0	1	20
70,000 to 79,999	4	13	2	0	1	20
80,000 to 89,999	7	16	4	0	1	28
90,000 to 99,999	4	16	5	1	1	27
100,000 to 119,999	10	42	5	3	5	65
120,000 to 139,999	11	34	8	4	2	59
140,000 to 159,999	12	37	5	0	7	61
160,000 to 179,999	4	54	8	0	6	72
180,000 to 199,999	6	57	9	0	3	75
200,000 to 249,999	13	110	23	1	6	153
250,000 to 299,999	6	104	67	2	3	182
300,000 to 399,999	2	85	147	1	5	240
400,000 to 499,999	1	19	94	0	1	115
500,000 to 749,999	0	17	101	0	2	120
750,000 to 999,999	0	0	16	0	0	16
1,000,000 and greater	0	1	14	0	0	15
Totals	118	637	515	13	47	1330
Average List Price	\$125,342	\$216,566	\$418,295	\$164,123	\$204,013	\$285,629
Median List Price	\$116,950	\$199,000	\$374,900	\$135,000	\$165,000	\$250,000
Average Sale Price	\$123,554	\$219,494	\$419,991	\$158,854	\$201,084	\$287,375
Median Sale Price	\$112,450	\$206,250	\$375,000	\$123,500	\$166,150	\$254,722

Time on Market	# Units
1-30	857
31-60	213
61-90	71
91-120	25
greater than 120 days	44
Total Units Sold	1210
Average Market Time	30

Type of Financing	# Units
Conventional	671
Cash	424
FHA	120
VA	78
Owner	4
Other	33

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 - 10/31/2021

Sold Residential Listings

Price Class/Type	< 3 Bed	3 Bed	> 3 Bed	Duplex	Condo	Total Units
19,999 and below	43	29	4	2	1	79
20,000 to 29,999	57	42	8	4	11	122
30,000 to 39,999	62	84	13	7	15	181
40,000 to 49,999	77	124	19	5	32	257
50,000 to 59,999	67	146	21	18	15	267
60,000 to 69,999	72	192	35	18	12	329
70,000 to 79,999	59	224	36	12	15	346
80,000 to 89,999	56	221	42	17	17	353
90,000 to 99,999	49	193	41	13	15	311
100,000 to 119,999	85	373	64	19	45	586
120,000 to 139,999	100	412	68	22	50	652
140,000 to 159,999	77	454	80	5	36	652
160,000 to 179,999	61	553	103	8	44	769
180,000 to 199,999	40	454	115	2	43	654
200,000 to 249,999	118	1232	389	15	101	1855
250,000 to 299,999	65	897	743	10	50	1765
300,000 to 399,999	38	732	1542	9	78	2399
400,000 to 499,999	6	208	880	1	20	1115
500,000 to 749,999	0	109	918	1	13	1041
750,000 to 999,999	0	10	216	1	3	230
1,000,000 and greater	1	5	125	1	1	133
Totals	1133	6694	5462	190	617	14096
Average List Price	\$126,451	\$200,509	\$401,844	\$141,529	\$200,460	\$271,774
Median List Price	\$105,000	\$185,950	\$350,000	\$99,900	\$179,900	\$235,000
Average Sale Price	\$124,869	\$203,018	\$402,292	\$135,527	\$198,731	\$272,855
Median Sale Price	\$103,101	\$191,550	\$355,000	\$96,000	\$180,000	\$239,900

Time on Market	# Units
1-30	9219
31-60	1890
61-90	713
91-120	310
greater than 120 days	641
Total Units Sold	12773
Average Market Time	32

Type of Financing	# Units
Conventional	6634
Cash	4624
FHA	1499
VA	818
Owner	12
Other	507

Residential Home Listings Report

National Association of REALTORS®

Real Estate Trend Indicator

Board: Memphis Area Association of REALTORS®, Inc.

State: Tennessee

Date: 11/15/2021

Current Active Listings

Price Class/Type	Single Family	Duplex	Condo
19,999 and below	3	0	0
20,000 to 29,999	12	0	0
30,000 to 39,999	15	0	2
40,000 to 49,999	44	4	1
50,000 to 59,999	48	1	3
60,000 to 69,999	98	5	2
70,000 to 79,999	72	6	3
80,000 to 89,999	80	4	4
90,000 to 99,999	51	4	1
100,000 to 119,999	74	8	3
120,000 to 139,999	107	12	8
140,000 to 159,999	112	1	4
160,000 to 179,999	115	0	6
180,000 to 199,999	96	0	8
200,000 to 249,999	205	2	13
250,000 to 299,999	215	1	4
300,000 to 399,999	317	1	24
400,000 to 499,999	181	0	3
500,000 to 749,999	193	0	4
750,000 to 999,999	87	0	1
1,000,000 and greater	78	0	2
Totals	2203	49	96
Average Price	\$333,602	\$111,057	\$269,393
Median Price	\$245,000	\$114,900	\$212,500

Inventory Totals

ACTIVE	Listings	Average List Price
Residential	2,203	\$333,602
Condominium	96	\$269,393
Duplex	49	\$111,057
Total	2,348	\$326,332

PENDING	Listings	Average List Price
Residential	1,438	\$282,493
Condominium	38	\$147,960
Duplex	13	\$142,607
Total	1,489	\$277,838

11/15/2021