

**Sales Summary**

	January Total Sales			YTD Total Sales		
	2024	2023	% change	2024	2023	% change
Units	1,231	1,015	21.3%	1,231	1,015	21.3%
Median Sales Price	\$167,000	\$179,000	-6.7%	\$167,000	\$179,000	-6.7%
Average Sales Price	\$218,369	\$226,040	-3.4%	\$218,369	\$226,040	-3.4%

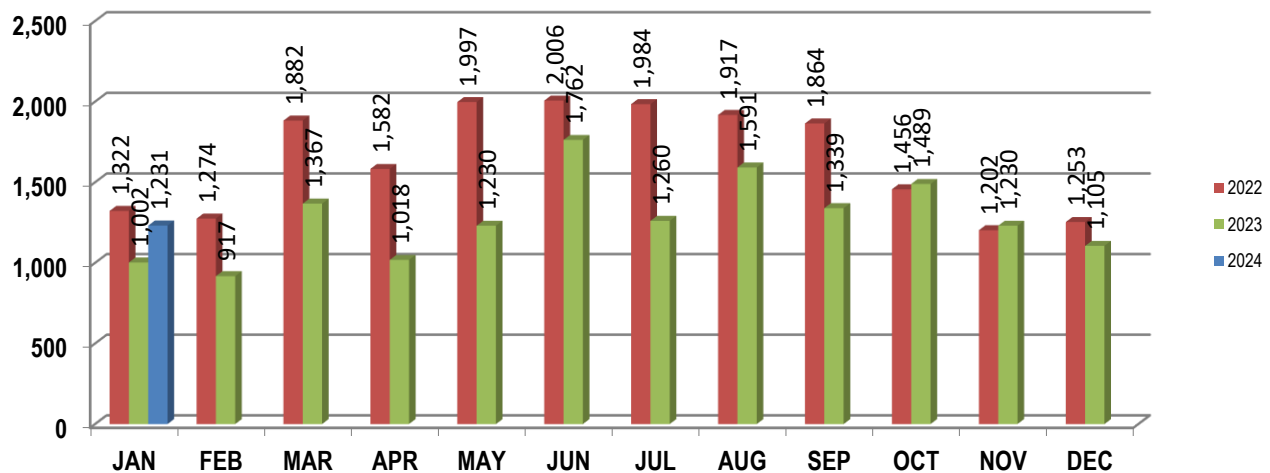
	January Existing Sales			YTD Existing Sales		
	2024	2023	% change	2024	2023	% change
Units	1,175	963	22.0%	1,175	963	22.0%
Median Sales Price	\$157,000	\$165,000	-4.8%	\$157,000	\$165,000	-4.8%
Average Sales Price	\$203,795	\$211,487	-3.6%	\$203,795	\$211,487	-3.6%

	January New Home Sales			YTD New Home Sales		
	2024	2023	% change	2024	2023	% change
Units	56	52	7.7%	56	52	7.7%
Median Sales Price	\$526,467	\$452,732	16.3%	\$526,467	\$452,732	16.3%
Average Sales Price	\$524,169	\$495,493	5.8%	\$524,169	\$495,493	5.8%

	January Bank Sales			YTD Bank Sales*		
	2024	2023	% change	2024	2023	% change
Units	13	5	160.0%	13	5	160.0%
Median Sales Price	\$149,500	\$71,400	109.4%	\$149,500	\$71,400	109.4%
Average Sales Price	\$142,739	\$139,160	2.6%	\$142,739	\$139,160	2.6%

	January Non-Bank Sales			YTD Non-Bank Sales		
	2024	2023	% change	2024	2023	% change
Units	1,218	1,010	20.6%	1,218	1,010	20.6%
Median Sales Price	\$167,500	\$179,000	-6.4%	\$167,500	\$179,000	-6.4%
Average Sales Price	\$219,176	\$226,470	-3.2%	\$219,176	\$226,470	-3.2%

Data compiled from deeds that were recorded in Shelby, Fayette and Tipton counties. \*Bank sales represent all warranty deeds recorded in Shelby, Fayette and Tipton counties where the seller was a bank, REO company, or other similar institution.





## Memphis Area Home Sales Report

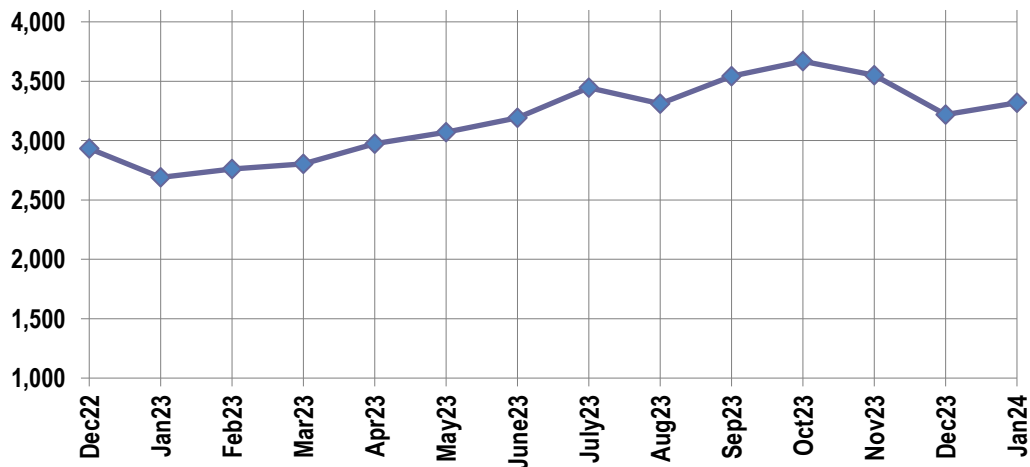
January 2024

### Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	3,078	\$371,116
Condo/Co-op	182	\$266,921
Duplex	59	\$205,820
Market Total	3,319	\$362,464

Pending Sales		
	Units	Ave. List Price
Single Family	668	\$319,537
Condo/Co-op	40	\$280,570
Duplex	11	\$180,808
Market Total	718	\$315,261

	January Foreclosure Actions			YTD Foreclosure Actions		
	2024	2023	% change	2024	2023	% change
Total	33	33	0.0%	33	33	0.0%



### Inventory

Feb-22	1,914
Mar-22	1,898
Apr-22	2,016
May-22	2,191
Jun-22	2,380
Jul-22	2,839
Aug-22	2,871
Sep-22	2,935
Oct-22	3,054
Nov-22	3,106
Dec-22	2,934
Jan-23	2,690

Feb-23	2,760
Mar-23	2,804
Apr-23	2,975
May-23	3,070
Jun-23	3,192
Jul-23	3,445
Aug-23	3,311
Sep-23	3,542
Oct-23	3,668
Nov-23	3,550
Dec-23	3,218
Jan-24	3,319

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2024	2023	% change	2024	2023	% change	2024	2023	% change	2024	2023	% change
Fraser	Units	85	71	19.7%	85	70	21.4%	1			2	2	0.0%
	Median Sales Price	\$112,400	\$76,500	46.9%	\$112,400	\$75,750	48.4%						
	Ave. Sales Price	\$111,908	\$88,971	25.8%	\$111,908	\$85,813	30.4%	\$310,000			\$111,025	\$66,200	67.7%
Raleigh/ Cov. Pike	Units	75	92	-18.5%	75	57	31.6%	1			1		
	Median Sales Price	\$145,000	\$141,000	2.8%	\$145,000	\$140,000	3.6%						
	Ave. Sales Price	\$151,569	\$149,175	1.6%	\$151,569	\$147,406	2.8%	\$250,000			\$232,502		
Downtown	Units	50	28	78.6%	50	28	78.6%						
	Median Sales Price	\$60,000	\$241,500	-75.2%	\$60,000	\$241,500	-75.2%						
	Ave. Sales Price	\$110,994	\$269,755	-58.9%	\$110,994	\$269,755	-58.9%						
Midtown	Units	76	62	22.6%	76	61	24.6%		1				
	Median Sales Price	\$148,000	\$165,750	-10.7%	\$148,000	\$169,000	-12.4%						
	Ave. Sales Price	\$197,147	\$200,586	-1.7%	\$197,147	\$201,580	-2.2%		\$140,000				
S. Memphis	Units	123	82	50.0%	122	82	48.8%	1			4	1	300.0%
	Median Sales Price	\$67,500	\$57,850	16.7%	\$67,500	\$57,850	16.7%				\$76,229		
	Ave. Sales Price	\$75,092	\$68,148	10.2%	\$73,450	\$68,148	7.8%	\$275,500			\$81,890	\$30,000	173.0%
Berclair/ Highland Heights	Units	62	39	59.0%	62	39	59.0%						
	Median Sales Price	\$94,500	\$100,000	-5.5%	\$94,500	\$100,000	-5.5%						
	Ave. Sales Price	\$103,818	\$95,135	9.1%	\$103,818	\$95,135	9.1%						
E. Memphis	Units	159	134	18.7%	159	133	19.5%		1			1	
	Median Sales Price	\$175,000	\$190,700	-8.2%	\$175,000	\$190,000	-7.9%						
	Ave. Sales Price	\$222,345	\$249,398	-10.8%	\$222,345	\$244,507	-9.1%		\$899,850			\$191,400	
Whitehaven	Units	77	63	22.2%	77	63	22.2%						
	Median Sales Price	\$130,000	\$101,400	28.2%	\$130,000	\$101,400	28.2%						
	Ave. Sales Price	\$126,665	\$106,275	19.2%	\$126,665	\$106,275	19.2%						
Parkway Village/ Oakhaven	Units	46	40	15.0%	46	39	17.9%		1				
	Median Sales Price	\$120,000	\$116,935	2.6%	\$120,000	\$106,870	12.3%						
	Ave. Sales Price	\$137,845	\$122,874	12.2%	\$137,845	\$120,512	14.4%		\$215,000				
Hickory Hill	Units	82	67	22.4%	82	67	22.4%				2		
	Median Sales Price	\$172,500	\$170,000	1.5%	\$172,500	\$170,000	1.5%						
	Ave. Sales Price	\$175,976	\$174,870	0.6%	\$175,976	\$174,870	0.6%				\$180,000		
Southwind	Units	2	9	-77.8%	2	8	-75.0%		1				
	Median Sales Price	\$589,500	\$315,000	87.1%	\$589,500	\$295,000	99.8%						
	Ave. Sales Price	\$589,500	\$358,322	64.5%	\$589,500	\$358,988	64.2%		\$353,000				

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2024	2023	% change	2024	2023	% change	2024	2023	% change	2024	2023	% change
Cordova	Units	119	121	-1.7%	117	115	1.7%	2	6	-66.7%	2		
	Median Sales Price	\$250,000	\$270,000	-7.4%	\$250,000	\$265,000	-5.7%		\$437,462				
	Ave. Sales Price	\$266,496	\$291,059	-8.4%	\$265,156	\$283,882	-6.6%	\$344,900	\$428,617	-19.5%	\$256,500		
Bartlett	Units	53	46	15.2%	49	45	8.9%	4	1	300.0%			
	Median Sales Price	\$293,500	\$308,000	-4.7%	\$285,000	\$295,000	-3.4%	\$497,458					
	Ave. Sales Price	\$303,862	\$297,199	2.2%	\$289,753	\$292,242	-0.9%	\$476,696	\$520,255	-8.4%			
G'town	Units	31	24	29.2%	31	23	34.8%		1				
	Median Sales Price	\$450,000	\$430,000	4.7%	\$450,000	\$420,000	7.1%						
	Ave. Sales Price	\$518,034	\$451,215	14.8%	\$518,034	\$423,007	22.5%		\$1,100,000				
Collierville	Units	54	43	25.6%	37	35	5.7%	17	8	112.5%			
	Median Sales Price	\$541,082	\$455,000	18.9%	\$445,000	\$397,000	12.1%	\$595,715	\$804,399	-25.9%			
	Ave. Sales Price	\$560,314	\$499,053	12.3%	\$512,238	\$434,100	18.0%	\$664,950	\$783,222	-15.1%			
Lakeland	Units	22	12	83.3%	13	8	62.5%	9	4	125.0%			
	Median Sales Price	\$412,500	\$437,000	-5.6%	\$305,000	\$302,000	1.0%	\$625,000	\$628,350	-0.5%			
	Ave. Sales Price	\$442,048	\$421,388	4.9%	\$312,577	\$315,625	-1.0%	\$629,062	\$632,912	-0.6%			
Arlington	Units	14	13	7.7%	11	9	22.2%	3	4	-25.0%			
	Median Sales Price	\$482,125	\$445,465	8.2%	\$454,900	\$399,999	13.7%	\$527,985	\$496,074	6.4%			
	Ave. Sales Price	\$423,172	\$434,868	-2.7%	\$386,832	\$397,161	-2.6%	\$556,418	\$519,707	7.1%			
Millington	Units	24	20	20.0%	22	15	46.7%	2	5	-60.0%	1		
	Median Sales Price	\$254,000	\$247,500	2.6%	\$216,500	\$200,000	8.3%		\$296,990				
	Ave. Sales Price	\$241,854	\$239,794	0.9%	\$236,387	\$224,727	5.2%	\$301,990	\$284,994	6.0%	\$141,750		
Shelby County	Units	1,139	917	24.2%	1,101	882	24.8%	38	35	8.6%	13	4	225.0%
	Median Sales Price	\$155,900	\$167,000	-6.6%	\$150,000	\$160,000	-6.3%	\$579,010	\$518,015	11.8%	\$147,500	\$66,200	122.8%
	Ave. Sales Price	\$209,439	\$217,442	-3.7%	\$196,585	\$204,913	-4.1%	\$581,869	\$533,172	9.1%	\$142,739	\$88,450	61.4%
Fayette County	Units	60	45	33.3%	44	32	37.5%	16	13	23.1%			
	Median Sales Price	\$350,556	\$375,000	-6.5%	\$293,500	\$317,500	-7.6%	\$398,945	\$410,000	-2.7%			
	Ave. Sales Price	\$369,346	\$380,156	-2.8%	\$356,324	\$361,559	-1.4%	\$405,157	\$425,932	-4.9%			
Tipton County	Units	32	53	-39.6%	30	49	-38.8%	2	4	-50.0%		1	
	Median Sales Price	\$271,000	\$229,000	18.3%	\$253,500	\$220,000	15.2%		\$372,567				
	Ave. Sales Price	\$253,128	\$243,939	3.8%	\$244,673	\$231,810	5.5%	\$379,945	\$392,521	-3.2%		\$342,000	