

**Sales Summary**

	March Total Sales			YTD Total Sales		
	2024	2023	% change	2024	2023	% change
Units	1,241	1,367	-9.2%	3,601	3,353	7.4%
Median Sales Price	\$205,000	\$215,000	-4.7%	\$189,000	\$196,000	-3.6%
Average Sales Price	\$255,511	\$265,446	-3.7%	\$240,225	\$246,181	-2.4%

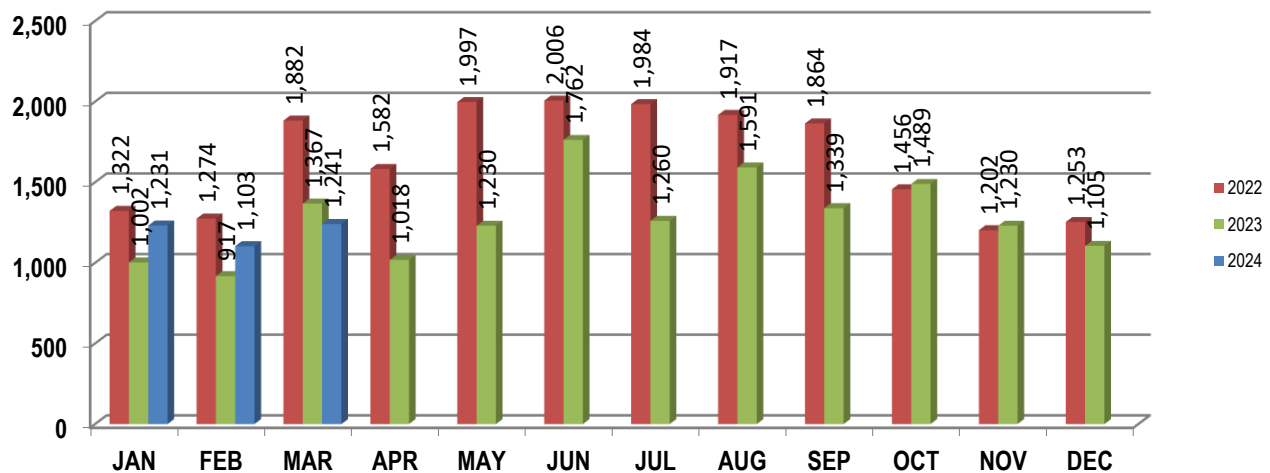
	March Existing Sales			YTD Existing Sales		
	2024	2023	% change	2024	2023	% change
Units	1,170	1,257	-6.9%	3,408	3,126	9.0%
Median Sales Price	\$190,000	\$197,000	-3.6%	\$176,350	\$180,000	-2.0%
Average Sales Price	\$241,300	\$244,035	-1.1%	\$225,408	\$228,796	-1.5%

	March New Home Sales			YTD New Home Sales		
	2024	2023	% change	2024	2023	% change
Units	71	110	-35.5%	193	227	-15.0%
Median Sales Price	\$458,753	\$482,427	-4.9%	\$489,175	\$450,000	8.7%
Average Sales Price	\$489,690	\$510,110	-4.0%	\$501,866	\$485,589	3.4%

	March Bank Sales			YTD Bank Sales*		
	2024	2023	% change	2024	2023	% change
Units	11	12	-8.3%	33	30	10.0%
Median Sales Price	\$151,100	\$53,000	185.1%	\$147,500	\$65,000	126.9%
Average Sales Price	\$187,332	\$67,583	177.2%	\$150,299	\$117,553	27.9%

	March Non-Bank Sales			YTD Non-Bank Sales		
	2024	2023	% change	2024	2023	% change
Units	1,230	1,355	-9.2%	3,568	3,323	7.4%
Median Sales Price	\$206,250	\$215,500	-4.3%	\$190,000	\$198,900	-4.5%
Average Sales Price	\$256,120	\$267,198	-4.1%	\$241,057	\$247,342	-2.5%

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

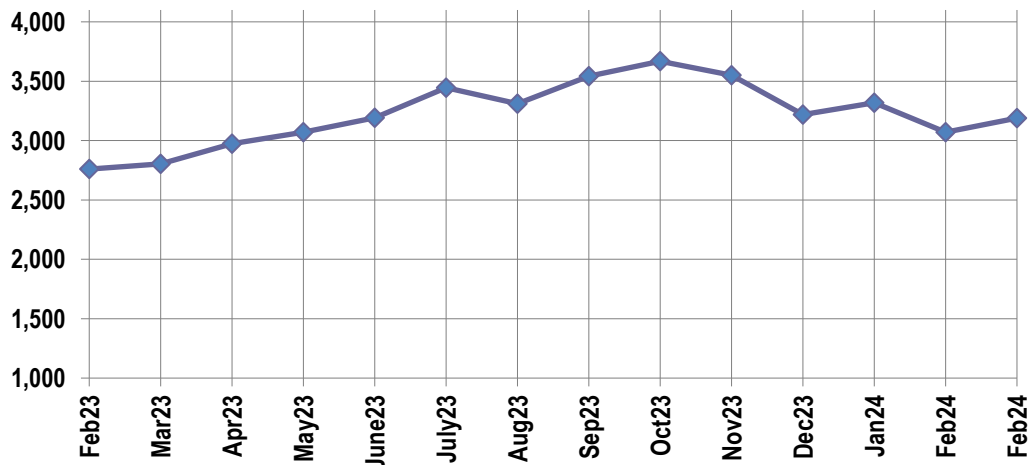
March 2024

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

Active Listings		
	Units	Ave. List Price
Single Family	2,947	\$399,913
Condo/Co-op	193	\$285,313
Duplex	49	\$193,467
Market Total	3,189	\$389,834

Pending Sales		
	Units	Ave. List Price
Single Family	1,706	\$343,357
Condo/Co-op	79	\$263,446
Duplex	26	\$135,345
Market Total	1,811	\$337,087

	March Foreclosure Actions			YTD Foreclosure Actions		
	2024	2023	% change	2024	2023	% change
Total	32	29	10.3%	101	117	-13.7%



### Inventory

Apr-22	2,016	Apr-23	2,975
May-22	2,191	May-23	3,070
Jun-22	2,380	Jun-23	3,192
Jul-22	2,839	Jul-23	3,445
Aug-22	2,871	Aug-23	3,311
Sep-22	2,935	Sep-23	3,542
Oct-22	3,054	Oct-23	3,668
Nov-22	3,106	Nov-23	3,550
Dec-22	2,934	Dec-23	3,218
Jan-23	2,690	Jan-24	3,319
Feb-23	2,760	Feb-24	3,072
Mar-23	2,804	Mar-24	3,189

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2024	2023	% change	2024	2023	% change	2024	2023	% change	2024	2023	% change
Fraser	Units	75	97	-22.7%	75	95	-21.1%		2		1		
	Median Sales Price	\$86,000	\$95,500	-9.9%	\$86,000	\$95,000	-9.5%						
	Ave. Sales Price	\$91,464	\$104,839	-12.8%	\$91,464	\$103,651	-11.8%		\$161,250		\$268,800		
Raleigh/ Cov. Pike	Units	54	61	-11.5%	53	61	-13.1%	1				2	
	Median Sales Price	\$157,600	155,000	1.7%	\$155,900	155,000	0.6%						
	Ave. Sales Price	\$156,726	\$160,125	-2.1%	\$156,570	\$160,125	-2.2%	\$165,000				\$159,950	
Downtown	Units	32	37	-13.5%	32	36	-11.1%		1			1	
	Median Sales Price	\$211,400	\$309,000	-31.6%	\$211,400	\$312,000	-32.2%						
	Ave. Sales Price	\$239,023	\$326,745	-26.8%	\$239,023	\$333,321	-28.3%		\$126,000			\$20,000	
Midtown	Units	73	79	-7.6%	71	79	-10.1%	2			1	1	0.0%
	Median Sales Price	\$162,000	\$210,000	-22.9%	\$169,000	\$210,000	-19.5%						
	Ave. Sales Price	\$209,732	\$226,123	-7.2%	\$211,837	\$226,123	-6.3%	\$135,000			\$90,250	\$30,000	200.8%
S. Memphis	Units	108	92	17.4%	107	92	16.3%	1			1	2	-50.0%
	Median Sales Price	\$78,049	\$68,369	14.2%	\$77,000	\$68,369	12.6%						
	Ave. Sales Price	\$80,686	\$74,511	8.3%	\$80,211	\$74,511	7.6%	\$131,500			\$30,501	\$18,550	64.4%
Berclair/ Highland Heights	Units	54	64	-15.6%	53	64	-17.2%	1			1	2	-50.0%
	Median Sales Price	\$86,750	\$94,950	-8.6%	\$85,000	\$94,950	-10.5%						
	Ave. Sales Price	\$99,944	\$100,133	-0.2%	\$95,226	\$100,133	-4.9%	\$350,000			\$187,500	\$59,000	217.8%
E. Memphis	Units	182	221	-17.6%	179	218	-17.9%	3	3	0.0%	1	1	0.0%
	Median Sales Price	\$225,000	\$228,000	-1.3%	\$223,000	\$225,000	-0.9%	\$525,000	\$790,000	-33.5%			
	Ave. Sales Price	\$264,673	\$282,484	-6.3%	\$260,590	\$276,918	-5.9%	\$508,300	\$687,000	-26.0%	\$187,500	\$95,000	97.4%
Whitehaven	Units	63	59	6.8%	63	58	8.6%		1		1		
	Median Sales Price	\$105,000	\$130,000	-19.2%	\$105,000	\$130,000	-19.2%						
	Ave. Sales Price	\$113,849	\$130,632	-12.8%	\$113,849	\$130,039	-12.5%		\$165,000		\$155,000		
Parkway Village/ Oakhaven	Units	34	48	-29.2%	34	48	-29.2%						
	Median Sales Price	\$136,700	\$120,000	13.9%	\$136,700	\$120,000	13.9%						
	Ave. Sales Price	\$135,936	\$121,596	11.8%	\$135,936	\$121,596	11.8%						
Hickory Hill	Units	79	69	14.5%	77	65	18.5%	2	4	-50.0%	1		
	Median Sales Price	\$160,000	\$153,000	4.6%	\$160,000	\$148,500	7.7%		\$364,450				
	Ave. Sales Price	\$179,591	\$172,767	3.9%	\$173,229	\$161,110	7.5%	\$424,500	\$362,200	17.2%	\$287,500		
Southwind	Units	5	10	-50.0%	5	5	0.0%		5				
	Median Sales Price	\$375,000	\$317,740	18.0%	\$375,000	\$309,000	21.4%		\$322,075				
	Ave. Sales Price	\$709,800	\$344,473	106.1%	\$709,800	\$367,900	92.9%		\$321,046				

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2024	2023	% change	2024	2023	% change	2024	2023	% change	2024	2023	% change
Cordova	Units	110	129	-14.7%	107	115	-7.0%	3	14	-78.6%			
	Median Sales Price	\$266,000	\$265,000	0.4%	\$265,000	\$245,000	8.2%	\$387,500	\$395,460	-2.0%			
	Ave. Sales Price	\$287,386	\$286,941	0.2%	\$285,006	\$269,143	5.9%	\$372,267	\$433,137	-14.1%			
Bartlett	Units	68	80	-15.0%	61	80	-23.8%	7					
	Median Sales Price	\$320,000	\$289,450	10.6%	\$300,000	\$289,450	3.6%	\$355,815					
	Ave. Sales Price	\$327,540	\$306,913	6.7%	\$319,546	\$306,913	4.1%	\$397,198					
G'town	Units	52	45	15.6%	52	45	15.6%				1		
	Median Sales Price	\$441,750	\$437,000	1.1%	\$441,750	\$437,000	1.1%						
	Ave. Sales Price	\$521,897	\$660,302	-21.0%	\$521,897	\$660,302	-21.0%				\$577,500		
Collierville	Units	78	84	-7.1%	60	61	-1.6%	18	23	-21.7%			
	Median Sales Price	\$514,500	\$563,986	-8.8%	\$471,000	\$419,000	12.4%	\$723,900	\$739,900	-2.2%			
	Ave. Sales Price	\$527,647	\$566,796	-6.9%	\$474,050	\$498,041	-4.8%	\$706,303	\$749,149	-5.7%			
Lakeland	Units	17	24	-29.2%	15	17	-11.8%	2	7	-71.4%			
	Median Sales Price	\$450,000	\$525,000	-14.3%	\$400,000	\$473,000	-15.4%		\$625,000				
	Ave. Sales Price	\$438,769	\$505,285	-13.2%	\$413,187	\$463,065	-10.8%	\$629,875	\$607,819	3.6%			
Arlington	Units	22	25	-12.0%	16	11	45.5%	6	14	-57.1%			
	Median Sales Price	\$497,752	\$490,000	1.6%	\$420,000	\$386,500	8.7%	\$511,017	\$510,870	0.0%			
	Ave. Sales Price	\$482,864	\$471,710	2.4%	\$466,025	\$385,218	21.0%	\$527,769	\$539,668	-2.2%			
Millington	Units	20	24	-16.7%	17	17	0.0%	3	7	-57.1%			
	Median Sales Price	\$180,000	\$282,750	-36.3%	\$170,000	\$195,000	-12.8%	\$308,000	\$300,990	2.3%			
	Ave. Sales Price	\$229,524	\$262,615	-12.6%	\$215,912	\$225,229	-4.1%	\$306,660	\$353,407	-13.2%			
Shelby County	Units	1,107	1,222	-9.4%	1,059	1,141	-7.2%	48	81	-40.7%	7	9	-22.2%
	Median Sales Price	\$193,000	\$205,500	-6.1%	\$184,900	\$193,000	-4.2%	\$502,752	\$510,425	-1.5%	\$187,500	\$30,000	525.0%
	Ave. Sales Price	\$247,548	\$262,664	-5.8%	\$235,258	\$243,356	-3.3%	\$518,696	\$534,652	-3.0%	\$228,150	\$62,889	262.8%
Fayette County	Units	65	66	-1.5%	47	41	14.6%	18	25	-28.0%	1		
	Median Sales Price	\$374,990	\$363,995	3.0%	\$350,000	\$335,000	4.5%	\$379,900	\$396,019	-4.1%			
	Ave. Sales Price	\$406,473	\$364,252	11.6%	\$393,296	\$322,423	22.0%	\$440,878	\$432,851	1.9%	\$95,000		
Tipton County	Units	69	79	-12.7%	64	75	-14.7%	5	4	25.0%	3	3	0.0%
	Median Sales Price	\$241,600	\$240,000	0.7%	\$212,000	\$217,500	-2.5%	\$372,990	\$490,000	-23.9%	\$150,000	\$65,000	130.8%
	Ave. Sales Price	\$241,055	\$225,924	6.7%	\$229,656	\$211,520	8.6%	\$386,961	\$496,007	-22.0%	\$122,867	\$81,667	50.4%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2024	2023	% change	2024	2023	% change	2024	2023	% change	2024	2023	% change
Frayser	Units	234	243	-3.7%	234	235	-0.4%		8		4	2	100.0%
	Median Sales Price	\$91,000	\$90,000	1.1%	\$91,000	\$82,500	10.3%		\$158,500		\$111,025		
	Ave. Sales Price	\$103,670	\$97,774	6.0%	\$103,670	\$95,053	9.1%		\$177,688		\$140,212	\$66,200	111.8%
Raleigh/ Cov. Pike	Units	205	167	22.8%	204	166	22.9%	1	1	0.0%	3	3	0.0%
	Median Sales Price	\$145,000	148,000	-2.0%	\$145,000	146,900	-1.3%				\$115,000	\$130,000	-11.5%
	Ave. Sales Price	\$149,450	\$154,630	-3.3%	\$149,374	\$154,056	-3.0%	\$165,000	\$250,000	-34.0%	\$142,167	\$133,898	6.2%
Downtown	Units	112	88	27.3%	112	86	30.2%		2		1	1	0.0%
	Median Sales Price	\$85,625	\$292,450	-70.7%	\$85,625	\$292,450	-70.7%						
	Ave. Sales Price	\$170,298	\$306,463	-44.4%	\$170,298	\$305,741	-44.3%		\$337,500		\$39,900	\$20,000	99.5%
Midtown	Units	208	196	6.1%	206	195	5.6%	2	1	100.0%	2	3	-33.3%
	Median Sales Price	\$169,900	\$164,250	3.4%	\$170,000	\$166,000	2.4%					\$16,600	
	Ave. Sales Price	\$216,979	\$202,436	7.2%	\$217,774	\$202,756	7.4%	\$135,000	\$140,000	-3.6%	\$55,303	\$18,700	195.7%
S. Memphis	Units	312	235	32.8%	309	234	32.1%	3	1	200.0%	5	5	0.0%
	Median Sales Price	\$72,750	\$65,000	11.9%	\$72,000	\$64,000	12.5%	\$180,000			\$30,501	\$30,000	1.7%
	Ave. Sales Price	\$79,589	\$72,559	9.7%	\$78,462	\$72,036	8.9%	\$195,667	\$194,900	0.4%	\$63,483	\$27,920	127.4%
Berclair/ Highland Heights	Units	169	139	21.6%	168	138	21.7%	1	1	0.0%	1	2	-50.0%
	Median Sales Price	\$89,000	\$95,000	-6.3%	\$89,000	\$95,000	-6.3%						
	Ave. Sales Price	\$102,311	\$101,629	0.7%	\$100,837	\$101,315	-0.5%	\$350,000	\$145,000	141.4%	\$187,500	\$59,000	217.8%
E. Memphis	Units	512	530	-3.4%	508	523	-2.9%	4	7	-42.9%	1	2	-50.0%
	Median Sales Price	\$200,000	\$205,000	-2.4%	\$200,000	\$202,500	-1.2%	\$437,500	\$790,000	-44.6%			
	Ave. Sales Price	\$247,796	\$253,427	-2.2%	\$246,322	\$248,437	-0.9%	\$434,975	\$626,264	-30.5%	\$187,500	\$143,200	30.9%
Whitehaven	Units	208	167	24.6%	207	165	25.5%	1	2	-50.0%	2		
	Median Sales Price	\$114,750	\$116,300	-1.3%	\$114,600	\$115,000	-0.3%						
	Ave. Sales Price	\$120,684	\$114,728	5.2%	\$120,161	\$114,331	5.1%	\$229,000	\$147,500	55.3%	\$197,500		
Parkway Village/ Oakhaven	Units	126	116	8.6%	126	115	9.6%		1				
	Median Sales Price	\$120,450	\$120,000	0.4%	\$120,450	\$120,000	0.4%						
	Ave. Sales Price	\$130,205	\$119,841	8.6%	\$130,205	\$119,013	9.4%		\$215,000				
Hickory Hill	Units	232	184	26.1%	225	178	26.4%	7	6	16.7%	5	1	400.0%
	Median Sales Price	\$175,000	\$172,250	1.6%	\$170,000	\$170,000	0.0%	\$379,900	\$354,950	7.0%	\$199,000		
	Ave. Sales Price	\$180,712	\$178,789	1.1%	\$174,773	\$172,801	1.1%	\$371,614	\$356,450	4.3%	\$221,300	\$35,500	523.4%
Southwind	Units	12	25	-52.0%	12	12	0.0%		8			1	
	Median Sales Price	\$346,000	\$321,905	7.5%	\$346,000	\$310,000	11.6%		\$322,825				
	Ave. Sales Price	\$547,225	\$386,733	41.5%	\$547,225	\$416,024	31.5%		\$324,490			\$310,000	

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2024	2023	% change	2024	2023	% change	2024	2023	% change	2024	2023	% change
Cordova	Units	338	349	-3.2%	333	319	4.4%	5	30	-83.3%	2		
	Median Sales Price	\$262,500	\$265,000	-0.9%	\$260,000	\$253,000	2.8%	\$349,900	\$381,010	-8.2%			
	Ave. Sales Price	\$279,046	\$288,907	-3.4%	\$277,811	\$276,434	0.5%	\$361,320	\$421,538	-14.3%	\$256,500		
Bartlett	Units	174	169	3.0%	161	167	-3.6%	13	2	550.0%		1	
	Median Sales Price	\$300,000	\$289,000	3.8%	\$295,000	\$289,000	2.1%	\$389,900					
	Ave. Sales Price	\$315,431	\$299,906	5.2%	\$306,322	\$297,538	3.0%	\$428,236	\$497,602	-13.9%		\$235,900	
G'town	Units	124	117	6.0%	124	116	6.9%		1		1	1	0.0%
	Median Sales Price	\$450,000	\$445,000	1.1%	\$450,000	\$442,500	1.7%						
	Ave. Sales Price	\$512,721	\$555,683	-7.7%	\$512,721	\$550,991	-6.9%		\$1,100,000		\$577,500	\$498,000	16.0%
Collierville	Units	185	163	13.5%	136	130	4.6%	49	33	48.5%			
	Median Sales Price	\$523,310	\$499,500	4.8%	\$465,000	\$432,500	7.5%	\$616,025	\$761,908	-19.1%			
	Ave. Sales Price	\$549,404	\$530,708	3.5%	\$493,114	\$472,892	4.3%	\$705,639	\$758,470	-7.0%			
Lakeland	Units	56	55	1.8%	42	39	7.7%	14	16	-12.5%			
	Median Sales Price	\$440,000	\$525,000	-16.2%	\$364,950	\$430,000	-15.1%	\$634,900	\$650,440	-2.4%			
	Ave. Sales Price	\$465,106	\$503,886	-7.7%	\$407,112	\$443,644	-8.2%	\$639,086	\$650,728	-1.8%			
Arlington	Units	60	63	-4.8%	39	37	5.4%	21	26	-19.2%			
	Median Sales Price	\$505,002	\$464,950	8.6%	\$430,000	\$375,000	14.7%	\$540,305	\$510,870	5.8%			
	Ave. Sales Price	\$480,797	\$447,356	7.5%	\$442,153	\$386,493	14.4%	\$552,564	\$533,968	3.5%			
Millington	Units	63	60	5.0%	51	45	13.3%	12	15	-20.0%	1		
	Median Sales Price	\$225,000	\$232,000	-3.0%	\$180,000	\$190,000	-5.3%	\$306,990	\$299,990	2.3%			
	Ave. Sales Price	\$236,433	\$238,351	-0.8%	\$220,459	\$211,184	4.4%	\$304,324	\$319,853	-4.9%	\$141,750		
Shelby County	Units	3,271	3,021	8.3%	3,139	2,860	9.8%	132	161	-18.0%	28	22	27.3%
	Median Sales Price	\$175,200	\$185,000	-5.3%	\$169,500	\$175,000	-3.1%	\$524,950	\$484,548	8.3%	\$148,750	\$41,000	262.8%
	Ave. Sales Price	\$231,804	\$240,425	-3.6%	\$218,696	\$225,522	-3.0%	\$543,524	\$505,160	7.6%	\$158,402	\$99,072	59.9%
Fayette County	Units	172	153	12.4%	126	98	28.6%	46	55	-16.4%	2	1	100.0%
	Median Sales Price	\$363,945	\$365,000	-0.3%	\$325,000	\$315,000	3.2%	\$391,798	\$400,000	-2.1%			
	Ave. Sales Price	\$376,111	\$369,530	1.8%	\$361,084	\$332,400	8.6%	\$417,273	\$435,690	-4.2%	\$78,000	\$35,000	122.9%
Tipton County	Units	158	179	-11.7%	143	168	-14.9%	15	11	36.4%	3	7	-57.1%
	Median Sales Price	\$261,500	\$240,000	9.0%	\$250,000	\$229,500	8.9%	\$372,990	\$439,950	-15.2%	\$150,000	\$115,000	30.4%
	Ave. Sales Price	\$266,647	\$237,903	12.1%	\$253,215	\$224,105	13.0%	\$394,699	\$448,639	-12.0%	\$122,867	\$187,429	-34.4%