

Sales Summary

	July Total Sales			YTD Total Sales		
	2025	2024	% change	2025	2024	% change
Units	1,341	1,460	-8.2%	8,859	9,452	-6.3%
Median Sales Price	\$239,000	\$230,000	3.9%	\$222,000	\$210,000	5.7%
Average Sales Price	\$297,521	\$285,981	4.0%	\$273,755	\$267,283	2.4%

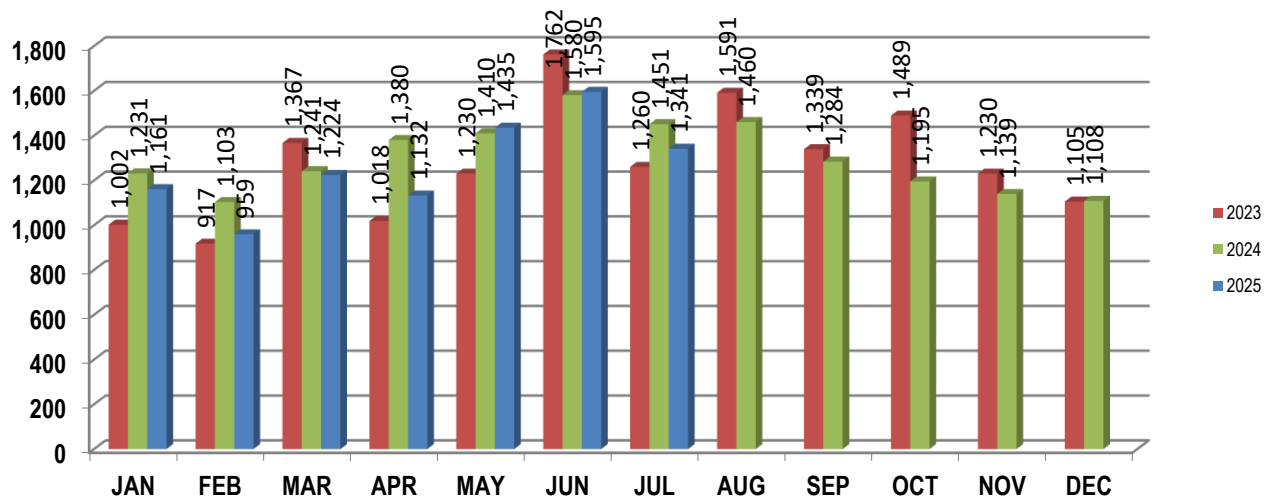
	July Existing Sales			YTD Existing Sales		
	2025	2024	% change	2025	2024	% change
Units	1,278	1,381	-7.5%	8,428	8,952	-5.9%
Median Sales Price	\$225,000	\$220,000	2.3%	\$213,250	\$199,900	6.7%
Average Sales Price	\$287,695	\$275,256	4.5%	\$262,725	\$254,765	3.1%

	July New Home Sales			YTD New Home Sales		
	2025	2024	% change	2025	2024	% change
Units	63	79	-20.3%	431	500	-13.8%
Median Sales Price	\$433,160	\$430,000	0.7%	\$439,065	\$449,925	-2.4%
Average Sales Price	\$496,855	\$473,464	4.9%	\$489,450	\$491,405	-0.4%

	July Bank Sales			YTD Bank Sales*		
	2025	2024	% change	2025	2024	% change
Units	14	12	16.7%	94	77	22.1%
Median Sales Price	\$162,500	\$112,500	44.4%	\$150,000	\$125,000	20.0%
Average Sales Price	\$222,986	\$148,446	50.2%	\$198,699	\$150,297	32.2%

	July Non-Bank Sales			YTD Non-Bank Sales		
	2025	2024	% change	2025	2024	% change
Units	1,327	1,448	-8.4%	8,765	9,375	-6.5%
Median Sales Price	\$240,000	\$231,667	3.6%	\$224,000	\$214,000	4.7%
Average Sales Price	\$298,307	\$287,121	3.9%	\$274,560	\$268,243	2.4%

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

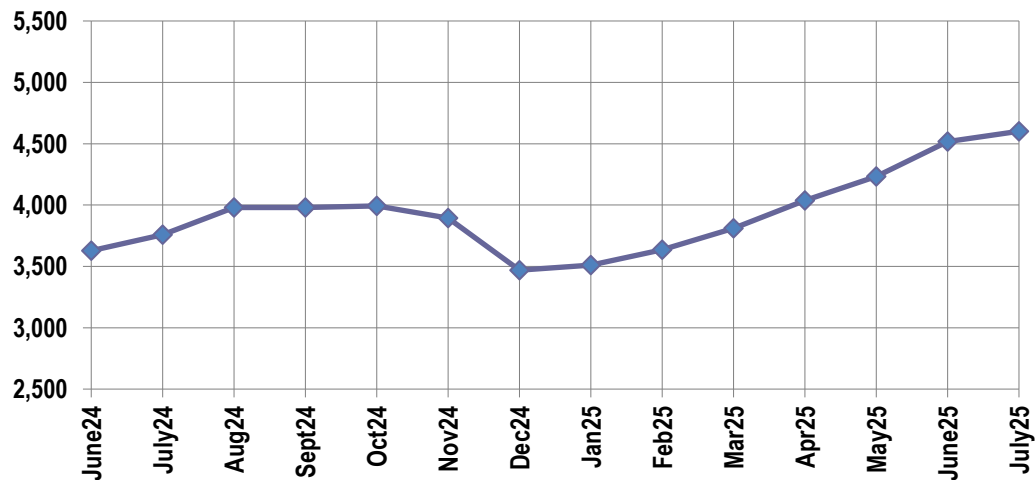
July 2025

Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	4,192	\$414,182
Condo/Co-op	352	\$236,698
Duplex	57	\$186,841
Market Total	4,601	\$397,796

Pending Sales		
	Units	Ave. List Price
Single Family	1,389	\$350,479
Condo/Co-op	47	\$214,903
Duplex	28	\$166,214
Market Total	1,464	\$342,602

	July Foreclosure Actions			YTD Foreclosure Actions		
	2025	2024	% change	2025	2024	% change
Total	42	38	10.5%	307	244	25.8%



Inventory

Aug-23	3,311	Aug-24	3,981
Sep-23	3,542	Sep-24	3,980
Oct-23	3,668	Oct-24	3,994
Nov-23	3,550	Nov-24	3,893
Dec-23	3,218	Dec-24	3,469
Jan-24	3,319	Jan-25	3,511
Feb-24	3,072	Feb-25	3,635
Mar-24	3,189	Mar-25	3,811
Apr-24	3,425	Apr-25	4,037
May-24	3,412	May-25	4,231
Jun-24	3,627	Jun-25	4,518
Jul-24	3,759	Jul-25	4,601

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Frayser	Units	73	92	-20.7%	73	91	-19.8%		1		1		
	Median Sales Price	\$85,000	\$90,000	-5.6%	\$85,000	\$90,000	-5.6%						
	Ave. Sales Price	\$101,270	\$103,673	-2.3%	\$101,270	\$102,629	-1.3%		\$198,600		\$56,000		
Raleigh/ Cov. Pike	Units	52	78	-33.3%	52	76	-31.6%		2				
	Median Sales Price	\$163,000	149,360	9.1%	\$163,000	148,510	9.8%						
	Ave. Sales Price	\$157,380	\$155,102	1.5%	\$157,380	\$153,650	2.4%		\$210,300				
Downtown	Units	31	30	3.3%	30	30	0.0%	1			2		
	Median Sales Price	\$280,000	\$259,950	7.7%	\$285,000	\$259,950	9.6%						
	Ave. Sales Price	\$259,875	\$270,709	-4.0%	\$262,704	\$270,709	-3.0%	\$175,000			\$109,100		
Midtown	Units	76	74	2.7%	76	74	2.7%					2	
	Median Sales Price	\$222,000	\$231,000	-3.9%	\$222,000	\$231,000	-3.9%						
	Ave. Sales Price	\$220,022	\$272,631	-19.3%	\$220,022	\$272,631	-19.3%					\$71,600	
S. Memphis	Units	84	77	9.1%	84	76	10.5%		1			1	
	Median Sales Price	\$67,750	\$73,000	-7.2%	\$67,750	\$72,500	-6.6%						
	Ave. Sales Price	\$83,656	\$86,059	-2.8%	\$83,656	\$83,310	0.4%		\$295,000			\$118,000	
Berclair/ Highland Heights	Units	43	61	-29.5%	43	60	-28.3%		1				
	Median Sales Price	\$110,000	\$100,000	10.0%	\$110,000	\$99,500	10.6%						
	Ave. Sales Price	\$122,782	\$104,691	17.3%	\$122,782	\$103,853	18.2%		\$155,000				
E. Memphis	Units	221	237	-6.8%	219	236	-7.2%	2	1	100.0%	2	2	0.0%
	Median Sales Price	\$248,000	\$205,000	21.0%	\$240,000	\$210,000	14.3%						
	Ave. Sales Price	\$364,331	\$292,779	24.4%	\$362,407	\$293,363	23.5%	\$574,950	\$155,000	270.9%	\$344,000	\$141,875	142.5%
Whitehaven	Units	81	73	11.0%	79	70	12.9%	2	3	-33.3%		1	
	Median Sales Price	\$119,900	\$115,000	4.3%	\$117,500	\$114,400	2.7%		\$263,200				
	Ave. Sales Price	\$120,931	\$122,489	-1.3%	\$120,233	\$116,471	3.2%	\$148,500	\$262,900	-43.5%		\$76,000	
Parkway Village/ Oakhaven	Units	37	47	-21.3%	37	45	-17.8%		2			1	
	Median Sales Price	\$122,000	\$145,000	-15.9%	\$122,000	\$145,000	-15.9%						
	Ave. Sales Price	\$119,805	\$132,790	-9.8%	\$119,805	\$131,314	-8.8%		\$166,000			\$130,000	
Hickory Hill	Units	69	77	-10.4%	68	75	-9.3%	1	2	-50.0%	3	1	200.0%
	Median Sales Price	\$185,000	\$200,000	-7.5%	\$183,500	\$195,000	-5.9%				\$155,000		
	Ave. Sales Price	\$187,072	\$201,105	-7.0%	\$183,721	\$195,803	-6.2%	\$415,000	\$399,950	3.8%	\$170,567	\$200,000	-14.7%
Southwind	Units	7	6	16.7%	13	12	8.3%						
	Median Sales Price	\$292,500	\$449,500	-34.9%	\$295,000	\$332,500	-11.3%						
	Ave. Sales Price	\$301,786	\$490,267	-38.4%	\$341,269	\$465,404	-26.7%						

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Cordova	Units	103	137	-24.8%	100	132	-24.2%	3	5	-40.0%	1	1	0.0%
	Median Sales Price	\$265,000	\$270,000	-1.9%	\$260,000	\$267,000	-2.6%	\$369,135	\$429,900	-14.1%			
	Ave. Sales Price	\$288,335	\$323,862	-11.0%	\$285,060	\$317,610	-10.2%	\$397,495	\$488,899	-18.7%	\$222,900	\$199,500	11.7%
Bartlett	Units	69	85	-18.8%	64	82	-22.0%	5	3	66.7%			
	Median Sales Price	\$300,000	\$309,900	-3.2%	\$300,000	\$303,000	-1.0%	\$288,660	\$359,270	-19.7%			
	Ave. Sales Price	\$312,003	\$308,828	1.0%	\$310,341	\$306,966	1.1%	\$333,274	\$359,727	-7.4%			
G'town	Units	84	74	13.5%	80	74	8.1%	4			1		
	Median Sales Price	\$472,000	\$459,000	2.8%	\$447,500	\$459,000	-2.5%	\$1,205,497					
	Ave. Sales Price	\$572,309	\$543,634	5.3%	\$541,655	\$543,634	-0.4%	\$1,185,399			\$600,000		
Collierville	Units	70	109	-35.8%	63	89	-29.2%	7	20	-65.0%		1	
	Median Sales Price	\$521,150	\$535,000	-2.6%	\$515,000	\$480,000	7.3%	\$572,110	\$634,876	-9.9%			
	Ave. Sales Price	\$550,746	\$581,329	-5.3%	\$540,940	\$554,428	-2.4%	\$639,005	\$701,037	-8.8%		\$475,900	
Lakeland	Units	31	19	63.2%	29	17	70.6%	2	2	0.0%			
	Median Sales Price	\$520,000	\$516,290	0.7%	\$489,900	\$515,000	-4.9%						
	Ave. Sales Price	\$564,984	\$522,932	8.0%	\$557,821	\$505,446	10.4%	\$668,850	\$671,561	-0.4%			
Arlington	Units	28	23	21.7%	23	15	53.3%	5	8	-37.5%			
	Median Sales Price	\$425,437	\$428,000	-0.6%	\$396,000	\$346,000	14.5%	\$521,487	\$522,832	-0.3%			
	Ave. Sales Price	\$434,417	\$437,761	-0.8%	\$413,139	\$387,300	6.7%	\$532,295	\$532,376	0.0%			
Millington	Units	16	23	-30.4%	10	17	-41.2%	6	6	0.0%		1	
	Median Sales Price	\$290,995	\$245,000	18.8%	\$220,500	\$184,500	19.5%	\$335,990	\$306,990	9.4%			
	Ave. Sales Price	\$267,909	\$217,493	23.2%	\$231,190	\$184,494	25.3%	\$329,107	\$310,990	5.8%		\$70,000	
Shelby County	Units	1,157	1,298	-10.9%	1,118	1,242	-10.0%	39	56	-30.4%	10	12	-16.7%
	Median Sales Price	\$220,000	\$218,500	0.7%	\$215,000	\$205,550	4.6%	\$459,950	\$503,442	-8.6%	\$188,950	\$112,500	68.0%
	Ave. Sales Price	\$286,908	\$279,580	2.6%	\$278,769	\$269,640	3.4%	\$520,210	\$500,041	4.0%	\$229,680	\$148,446	54.7%
Fayette County	Units	100	65	53.8%	79	51	54.9%	21	14	50.0%			
	Median Sales Price	\$380,495	\$368,990	3.1%	\$370,000	\$370,000	0.0%	\$406,000	\$365,990	10.9%			
	Ave. Sales Price	\$426,194	\$437,749	-2.6%	\$416,658	\$447,159	-6.8%	\$462,070	\$403,470	14.5%			
Tipton County	Units	84	97	-13.4%	81	88	-8.0%	3	9	-66.7%	4		
	Median Sales Price	\$271,000	\$266,000	1.9%	\$265,000	\$255,000	3.9%	\$461,867	\$385,000	20.0%	\$142,500		
	Ave. Sales Price	\$290,527	\$269,938	7.6%	\$285,112	\$254,900	11.9%	\$436,739	\$416,972	4.7%	\$206,250		

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Frayser	Units	543	590	-8.0%	534	588	-9.2%	9	2	350.0%	4	6	-33.3%
	Median Sales Price	\$99,100	\$96,400	2.8%	\$97,750	\$95,787	2.0%	\$165,000			\$52,750	\$79,775	-33.9%
	Ave. Sales Price	\$106,755	\$110,816	-3.7%	\$105,707	\$110,586	-4.4%	\$168,956	\$178,300	-5.2%	\$47,625	\$114,475	-58.4%
Raleigh/ Cov. Pike	Units	430	505	-14.9%	430	502	-14.3%		3		6	5	20.0%
	Median Sales Price	\$160,000	146,500	9.2%	\$160,000	145,000	10.3%		\$198,600		\$194,500	\$115,000	69.1%
	Ave. Sales Price	\$159,918	\$149,915	6.7%	\$159,918	\$149,644	6.9%		\$195,200		\$181,500	\$114,080	59.1%
Downtown	Units	227	249	-8.8%	221	248	-10.9%	6	1	500.0%	6	1	500.0%
	Median Sales Price	\$239,000	\$164,900	44.9%	\$242,500	\$162,450	49.3%	\$197,250			\$109,100		
	Ave. Sales Price	\$261,510	\$225,746	15.8%	\$263,207	\$225,648	16.6%	\$199,000	\$250,000	-20.4%	\$152,533	\$39,900	282.3%
Midtown	Units	482	515	-6.4%	480	512	-6.3%	2	3	-33.3%	9	6	50.0%
	Median Sales Price	\$160,000	\$184,000	-13.0%	\$160,000	\$188,000	-14.9%		\$150,000		\$120,000	\$98,625	21.7%
	Ave. Sales Price	\$211,739	\$227,851	-7.1%	\$210,787	\$228,327	-7.7%	\$445,000	\$146,667	203.4%	\$137,689	\$110,262	24.9%
S. Memphis	Units	557	682	-18.3%	549	677	-18.9%	8	5	60.0%	8	14	-42.9%
	Median Sales Price	\$68,000	\$69,900	-2.7%	\$67,000	\$69,000	-2.9%	\$200,000	\$180,000	11.1%	\$86,000	\$91,642	-6.2%
	Ave. Sales Price	\$82,842	\$80,294	3.2%	\$81,010	\$79,370	2.1%	\$208,550	\$205,400	1.5%	\$89,700	\$91,650	-2.1%
Berclair/ Highland Heights	Units	347	409	-15.2%	345	403	-14.4%	2	6	-66.7%	3	2	50.0%
	Median Sales Price	\$100,000	\$99,000	1.0%	\$100,000	\$98,700	1.3%		\$155,000		\$100,000		
	Ave. Sales Price	\$110,091	\$105,186	4.7%	\$109,686	\$103,960	5.5%	\$180,000	\$187,500	-4.0%	\$106,500	\$127,295	-16.3%
E. Memphis	Units	1,436	1,457	-1.4%	1,424	1,442	-1.2%	12	15	-20.0%	11	7	57.1%
	Median Sales Price	\$225,000	\$220,000	2.3%	\$225,000	\$220,000	2.3%	\$510,000	\$350,000	45.7%	\$117,900	\$159,900	-26.3%
	Ave. Sales Price	\$294,387	\$293,853	0.2%	\$292,269	\$292,643	-0.1%	\$545,700	\$410,242	33.0%	\$174,269	\$142,736	22.1%
Whitehaven	Units	517	514	0.6%	511	510	0.2%	6	4	50.0%	9	7	28.6%
	Median Sales Price	\$119,800	\$114,750	4.4%	\$119,800	\$114,400	4.7%	\$187,750	\$246,100	-23.7%	\$82,565	\$120,000	-31.2%
	Ave. Sales Price	\$122,895	\$119,493	2.8%	\$122,230	\$118,435	3.2%	\$179,583	\$254,425	-29.4%	\$86,202	\$123,915	-30.4%
Parkway Village/ Oakhaven	Units	250	319	-21.6%	247	317	-22.1%	3	2	50.0%	2	2	0.0%
	Median Sales Price	\$124,000	\$125,000	-0.8%	\$122,500	\$125,000	-2.0%	\$185,000					
	Ave. Sales Price	\$127,470	\$127,911	-0.3%	\$126,609	\$127,671	-0.8%	\$198,333	\$166,000	19.5%	\$102,500	\$103,000	-0.5%
Hickory Hill	Units	505	571	-11.6%	491	555	-11.5%	14	16	-12.5%	8	9	-11.1%
	Median Sales Price	\$194,000	\$186,000	4.3%	\$190,000	\$182,000	4.4%	\$394,900	\$381,947	3.4%	\$153,500	\$199,000	-22.9%
	Ave. Sales Price	\$193,290	\$192,340	0.5%	\$187,278	\$186,885	0.2%	\$404,143	\$381,556	5.9%	\$171,397	\$221,389	-22.6%
Southwind	Units	49	39	25.6%	48	39	23.1%	1			2		
	Median Sales Price	\$297,000	\$350,000	-15.1%	\$296,000	\$350,000	-15.4%						
	Ave. Sales Price	\$353,270	\$501,499	-29.6%	\$351,673	\$501,499	-29.9%	\$429,950			\$487,500		

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Cordova	Units	823	888	-7.3%	807	864	-6.6%	16	24	-33.3%	9	4	125.0%
	Median Sales Price	\$270,000	\$270,000	0.0%	\$266,000	\$268,000	-0.7%	\$472,400	\$394,700	19.7%	\$232,900	\$234,000	-0.5%
	Ave. Sales Price	\$292,783	\$304,796	-3.9%	\$289,108	\$301,279	-4.0%	\$478,648	\$431,395	11.0%	\$283,298	\$231,875	22.2%
Bartlett	Units	486	479	1.5%	471	449	4.9%	15	30	-50.0%	4	1	300.0%
	Median Sales Price	\$315,000	\$320,000	-1.6%	\$312,000	\$311,000	0.3%	\$349,900	\$363,154	-3.6%	\$386,500		
	Ave. Sales Price	\$326,577	\$327,812	-0.4%	\$324,649	\$322,324	0.7%	\$387,137	\$409,951	-5.6%	\$371,975	\$310,000	20.0%
G'town	Units	436	402	8.5%	425	399	6.5%	11	3	266.7%	3	1	200.0%
	Median Sales Price	\$460,000	\$454,750	1.2%	\$450,000	\$450,000	0.0%	\$1,270,000	\$1,250,000	1.6%	\$405,000		
	Ave. Sales Price	\$532,601	\$540,682	-1.5%	\$514,170	\$535,058	-3.9%	\$1,244,713	\$1,288,667	-3.4%	\$445,370	\$577,500	-22.9%
Collierville	Units	478	536	-10.8%	416	436	-4.6%	62	100	-38.0%	4	2	100.0%
	Median Sales Price	\$528,250	\$523,405	0.9%	\$512,500	\$479,950	6.8%	\$649,950	\$658,950	-1.4%	\$406,000		
	Ave. Sales Price	\$571,706	\$563,787	1.4%	\$547,698	\$528,629	3.6%	\$732,797	\$717,074	2.2%	\$536,125	\$553,950	-3.2%
Lakeland	Units	145	173	-16.2%	134	141	-5.0%	11	32	-65.6%			
	Median Sales Price	\$450,000	\$455,000	-1.1%	\$440,000	\$390,000	12.8%	\$637,800	\$644,850	-1.1%			
	Ave. Sales Price	\$508,061	\$476,681	6.6%	\$496,869	\$436,218	13.9%	\$644,399	\$654,970	-1.6%			
Arlington	Units	173	167	3.6%	126	121	4.1%	47	46	2.2%			
	Median Sales Price	\$450,000	\$494,490	-9.0%	\$416,150	\$460,000	-9.5%	\$524,950	\$532,417	-1.4%			
	Ave. Sales Price	\$456,477	\$499,118	-8.5%	\$430,689	\$484,376	-11.1%	\$525,609	\$537,896	-2.3%			
Millington	Units	135	161	-16.1%	98	124	-21.0%	37	37	0.0%		2	
	Median Sales Price	\$255,000	\$245,000	4.1%	\$220,000	\$199,950	10.0%	\$335,990	\$308,990	8.7%			
	Ave. Sales Price	\$264,186	\$248,082	6.5%	\$237,125	\$228,416	3.8%	\$335,860	\$313,990	7.0%		\$105,875	
Shelby County	Units	7,895	8,516	-7.3%	7,633	8,193	-6.8%	262	323	-18.9%	86	69	24.6%
	Median Sales Price	\$209,000	\$199,000	5.0%	\$200,000	\$190,000	5.3%	\$477,400	\$520,149	-8.2%	\$150,000	\$120,000	25.0%
	Ave. Sales Price	\$265,028	\$260,244	1.8%	\$256,204	\$249,533	2.7%	\$522,101	\$531,928	-1.8%	\$198,327	\$153,410	29.3%
Fayette County	Units	494	483	2.3%	349	355	-1.7%	145	128	13.3%		3	
	Median Sales Price	\$365,000	\$364,500	0.1%	\$335,000	\$340,000	-1.5%	\$389,950	\$385,879	1.1%		\$95,000	
	Ave. Sales Price	\$409,788	\$394,369	3.9%	\$398,367	\$384,489	3.6%	\$437,278	\$421,769	3.7%		\$100,333	
Tipton County	Units	470	453	3.8%	446	404	10.4%	24	49	-51.0%	8	5	60.0%
	Median Sales Price	\$265,000	\$266,000	-0.4%	\$260,000	\$255,000	2.0%	\$460,933	\$385,000	19.7%	\$147,500	\$150,000	-1.7%
	Ave. Sales Price	\$277,371	\$264,098	5.0%	\$268,178	\$246,864	8.6%	\$448,212	\$406,189	10.3%	\$202,700	\$137,320	47.6%



NEWS RELEASE

FOR IMMEDIATE RELEASE

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July Market Report

MEMPHIS, Tenn., Aug. 12, 2025 – Memphis-area home sales for July decreased 8.2 percent from a year ago, with 1,341 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were down 15.9 percent from June, when there were 1,595 total sales. The average sales price from July-to-July increased 4.0 percent, to \$297,521. Inventory increased 1.8 percent, with 4,601 units listed for sale. July average DOM was 46, a 7.0 percent increase from the previous month. Sales volume YTD decreased 4.0 percent, to \$2.43 billion.

July Comparison

	2025	2024	% Change
Total Home Sales	1,341	1,460	-8.2%
Median Sales Price	\$239,000	\$230,000	3.9%
Average Sales Price	\$297,521	\$285,981	4.0%
Monthly Sales Volume	\$399.0 million	\$417.5 million	-4.4%

Year-to-Date Comparison

	2025	2024	% Change
Total Home Sales	8,859	9,452	-6.3%
Median Sales Price	\$222,000	\$210,000	5.7%
Average Sales Price	\$273,755	\$267,283	2.4%
Monthly Sales Volume	\$2.43 billion	\$2.53 billion	-4.0%

Historical home sales statistics are located at <https://www.maar.org/news-events/market-statistics/>.

“We are past the spring rush, there is ample inventory, and so buyers have opportunities,” said MAAR President Greg Renfrow. “But the market is balanced because average sales price was up 4 percent in July, so sellers are still getting good return.”

Serving the Mid-South for more than 100 years as the Voice for Local Real Estate, the Memphis Area Association of REALTORS® serves and represents real estate professionals as well as provides real estate information to the general public. About 4,500 members unite to make up one of Tennessee’s largest local REALTOR® organizations with real estate expertise stretching throughout the greater Memphis area. The MAARdata system includes records of all single-property transactions in Shelby, Fayette, and Tipton counties. The MLS includes listings in Shelby, Fayette, Tipton, Hardeman, Hardin, McNairy, and Lauderdale counties in Tennessee; DeSoto County in Mississippi; and Crittenden County in Arkansas.

MAAR members subscribe to the National Association of REALTORS® Code of Ethics. For more information, visit MAAR’s Web site at www.maar.org.

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