

**Sales Summary**

	August Total Sales			YTD Total Sales		
	2025	2024	% change	2025	2024	% change
Units	1,342	1,467	-8.5%	10,205	10,920	-6.5%
Median Sales Price	\$224,750	\$215,000	4.5%	\$222,900	\$211,325	5.5%
Average Sales Price	\$273,545	\$275,074	-0.6%	\$273,716	\$268,330	2.0%

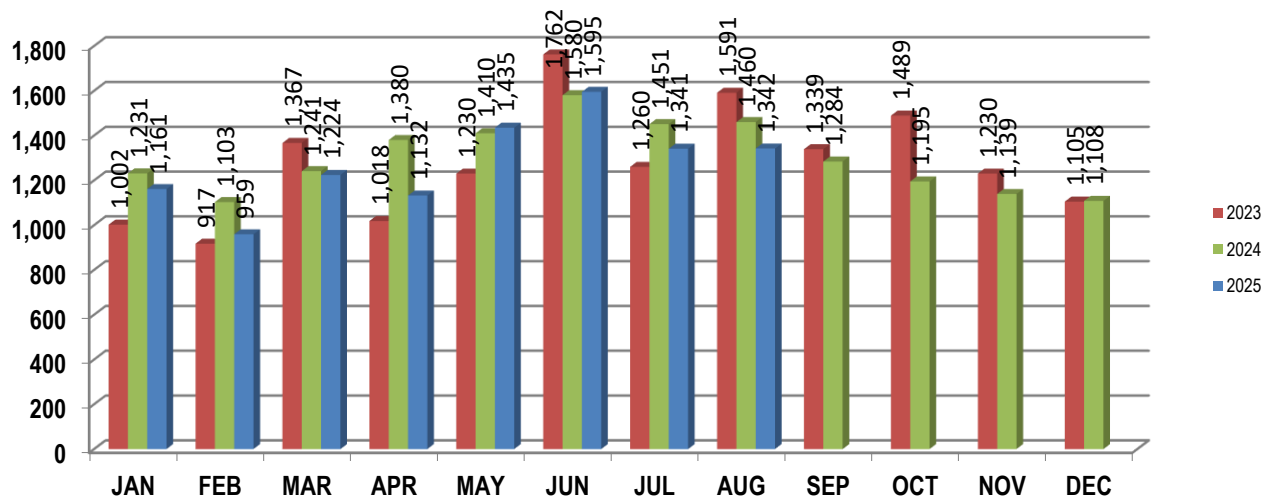
	August Existing Sales			YTD Existing Sales		
	2025	2024	% change	2025	2024	% change
Units	1,266	1,379	-8.2%	9,694	10,331	-6.2%
Median Sales Price	\$210,000	\$200,000	5.0%	\$212,000	\$200,000	6.0%
Average Sales Price	\$263,805	\$263,487	0.1%	\$262,866	\$255,917	2.7%

	August New Home Sales			YTD New Home Sales		
	2025	2024	% change	2025	2024	% change
Units	76	88	-13.6%	511	589	-13.2%
Median Sales Price	\$402,450	\$414,900	-3.0%	\$429,950	\$443,935	-3.2%
Average Sales Price	\$435,791	\$456,647	-4.6%	\$479,563	\$486,055	-1.3%

	August Bank Sales			YTD Bank Sales*		
	2025	2024	% change	2025	2024	% change
Units	17	8	112.5%	111	85	30.6%
Median Sales Price	\$87,000	\$136,000	-36.0%	\$132,000	\$125,000	5.6%
Average Sales Price	\$118,922	\$134,185	-11.4%	\$186,481	\$148,781	25.3%

	August Non-Bank Sales			YTD Non-Bank Sales		
	2025	2024	% change	2025	2024	% change
Units	1,325	1,459	-9.2%	10,094	10,835	-6.8%
Median Sales Price	\$225,000	\$215,000	4.7%	\$224,900	\$214,900	4.7%
Average Sales Price	\$275,529	\$275,846	-0.1%	\$274,676	\$269,268	2.0%

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

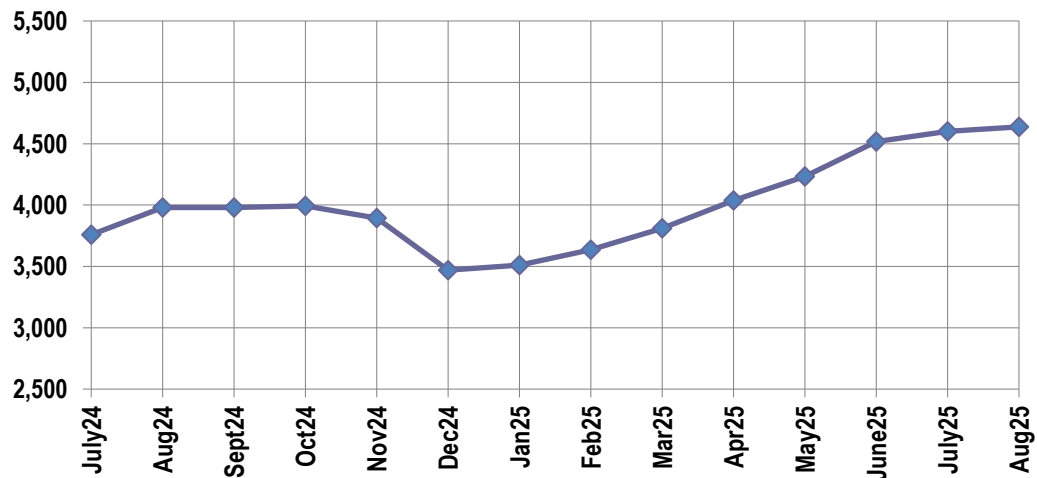
August 2025

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

Active Listings		
	Units	Ave. List Price
Single Family	4,204	\$404,543
Condo/Co-op	374	\$230,192
Duplex	59	\$210,777
Market Total	4,637	\$388,015

Pending Sales		
	Units	Ave. List Price
Single Family	1,384	\$338,834
Condo/Co-op	52	\$212,198
Duplex	23	\$164,500
Market Total	1,459	\$331,559

	August Foreclosure Actions			YTD Foreclosure Actions		
	2025	2024	% change	2025	2024	% change
Total	44	44	0.0%	352	288	22.2%



### Inventory

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
Aug-24	3,981	Aug-25	4,637

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Fraser	Units	93	88	5.7%	92	86	7.0%	1	2	-50.0%	1		
	Median Sales Price	\$98,000	\$92,222	6.3%	\$98,000	\$92,222	6.3%						
	Ave. Sales Price	\$119,146	\$100,492	18.6%	\$118,647	\$98,992	19.9%	\$165,000	\$165,000	0.0%	\$98,000		
Raleigh/ Cov. Pike	Units	51	68	-25.0%	51	68	-25.0%				1	1	0.0%
	Median Sales Price	\$160,000	127,500	25.5%	\$160,000	127,500	25.5%						
	Ave. Sales Price	\$156,651	\$142,257	10.1%	\$156,651	\$142,257	10.1%				\$225,000	\$140,000	60.7%
Downtown	Units	26	23	13.0%	26	22	18.2%		1			1	
	Median Sales Price	\$256,000	\$148,000	73.0%	\$256,000	\$125,750	103.6%						
	Ave. Sales Price	\$260,981	\$172,273	51.5%	\$260,981	\$170,763	52.8%		\$205,000			\$20,000	
Midtown	Units	69	76	-9.2%	69	75	-8.0%		1				
	Median Sales Price	\$180,000	\$166,000	8.4%	\$180,000	\$165,000	9.1%						
	Ave. Sales Price	\$200,687	\$192,617	4.2%	\$200,687	\$192,579	4.2%		\$195,599				
S. Memphis	Units	86	88	-2.3%	83	86	-3.5%	3	2	50.0%	6		
	Median Sales Price	\$76,500	\$69,049	10.8%	\$72,000	\$66,549	8.2%	\$203,635			\$60,000		
	Ave. Sales Price	\$86,756	\$82,333	5.4%	\$82,293	\$80,282	2.5%	\$210,212	\$170,500	23.3%	\$58,500		
Berclair/ Highland Heights	Units	53	60	-11.7%	53	60	-11.7%						
	Median Sales Price	\$110,000	\$103,500	6.3%	\$110,000	\$103,500	6.3%						
	Ave. Sales Price	\$114,038	\$101,581	12.3%	\$114,038	\$101,581	12.3%						
E. Memphis	Units	203	246	-17.5%	201	244	-17.6%	2	2	0.0%		2	
	Median Sales Price	\$205,500	\$214,000	-4.0%	\$205,000	\$214,000	-4.2%						
	Ave. Sales Price	\$265,733	\$307,070	-13.5%	\$262,413	\$305,918	-14.2%	\$599,450	\$447,499	34.0%		\$169,640	
Whitehaven	Units	72	98	-26.5%	72	96	-25.0%		2		4		
	Median Sales Price	\$117,250	\$115,000	2.0%	\$117,250	\$115,000	2.0%				\$89,500		
	Ave. Sales Price	\$122,629	\$122,360	0.2%	\$122,629	\$122,607	0.0%		\$110,500		\$82,475		
Parkway Village/ Oakhaven	Units	41	36	13.9%	40	35	14.3%	1	1	0.0%			
	Median Sales Price	\$120,000	\$115,700	3.7%	\$119,000	\$113,500	4.8%						
	Ave. Sales Price	\$121,585	\$124,070	-2.0%	\$119,875	\$123,329	-2.8%	\$190,000	\$149,999	26.7%			
Hickory Hill	Units	74	89	-16.9%	69	86	-19.8%	5	3	66.7%		1	
	Median Sales Price	\$203,500	\$177,000	15.0%	\$189,900	\$176,000	7.9%	\$389,900	\$387,500	0.6%			
	Ave. Sales Price	\$214,622	\$192,644	11.4%	\$202,773	\$185,720	9.2%	\$378,140	\$391,117	-3.3%		\$177,000	
Southwind	Units	11	5	120.0%	10	5	100.0%	1					
	Median Sales Price	\$300,000	\$232,000	29.3%	\$298,500	\$232,000	28.7%						
	Ave. Sales Price	\$460,518	\$346,500	32.9%	\$453,180	\$346,500	30.8%	\$533,895					

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Cordova	Units	123	119	3.4%	119	111	7.2%	4	8	-50.0%			
	Median Sales Price	\$265,000	\$285,000	-7.0%	\$260,000	\$282,000	-7.8%	\$373,455	\$347,430	7.5%			
	Ave. Sales Price	\$297,514	\$306,200	-2.8%	\$292,658	\$301,275	-2.9%	\$441,976	\$374,531	18.0%			
Bartlett	Units	83	94	-11.7%	79	93	-15.1%	4	1	300.0%	1	1	0.0%
	Median Sales Price	\$331,000	\$295,000	12.2%	\$330,000	\$295,000	11.9%	\$344,900					
	Ave. Sales Price	\$331,624	\$302,575	9.6%	\$331,416	\$301,958	9.8%	\$335,740	\$359,900	-6.7%	\$289,275	\$261,200	10.7%
G'town	Units	63	58	8.6%	63	58	8.6%						
	Median Sales Price	\$456,000	\$520,000	-12.3%	\$456,000	\$520,000	-12.3%						
	Ave. Sales Price	\$614,974	\$606,380	1.4%	\$614,974	\$606,380	1.4%						
Collierville	Units	81	92	-12.0%	72	77	-6.5%	9	15	-40.0%			
	Median Sales Price	\$514,300	\$514,500	0.0%	\$492,450	\$480,000	2.6%	\$534,950	\$713,015	-25.0%			
	Ave. Sales Price	\$552,617	\$586,868	-5.8%	\$541,512	\$562,438	-3.7%	\$641,461	\$712,275	-9.9%			
Lakeland	Units	23	28	-17.9%	23	23	0.0%		5				
	Median Sales Price	\$435,000	\$405,000	7.4%	\$435,000	\$373,000	16.6%		\$635,000				
	Ave. Sales Price	\$476,052	\$426,662	11.6%	\$476,052	\$398,326	19.5%		\$557,006				
Arlington	Units	31	34	-8.8%	20	25	-20.0%	11	9	22.2%			
	Median Sales Price	\$459,826	\$456,725	0.7%	\$453,200	\$430,000	5.4%	\$463,025	\$487,586	-5.0%			
	Ave. Sales Price	\$477,984	\$446,323	7.1%	\$440,377	\$419,190	5.1%	\$546,361	\$521,692	4.7%			
Millington	Units	35	27	29.6%	25	19	31.6%	10	8	25.0%	1		
	Median Sales Price	\$273,000	\$245,000	11.4%	\$210,000	\$210,000	0.0%	\$306,990	\$316,990	-3.2%			
	Ave. Sales Price	\$254,620	\$235,210	8.3%	\$233,152	\$200,039	16.6%	\$308,290	\$318,741	-3.3%	\$210,000		
Shelby County	Units	1,305	1,441	-9.4%	1,245	1,384	-10.0%	60	57	5.3%	6	9	-33.3%
	Median Sales Price	\$195,000	\$216,000	-9.7%	\$185,000	\$210,000	-11.9%	\$424,450	\$475,182	-10.7%	\$158,500	\$119,000	33.2%
	Ave. Sales Price	\$266,127	\$274,671	-3.1%	\$256,798	\$263,983	-2.7%	\$459,697	\$534,188	-13.9%	\$156,247	\$153,578	1.7%
Fayette County	Units	62	88	-29.5%	47	64	-26.6%	15	24	-37.5%	1	2	-50.0%
	Median Sales Price	\$360,322	\$392,995	-8.3%	\$340,000	\$366,611	-7.3%	\$379,950	\$436,548	-13.0%			
	Ave. Sales Price	\$370,939	\$415,813	-10.8%	\$361,191	\$397,100	-9.0%	\$401,482	\$465,713	-13.8%	\$393,000	\$68,000	477.9%
Tipton County	Units	79	74	6.8%	69	70	-1.4%	10	4	150.0%	1		
	Median Sales Price	\$270,000	\$265,450	1.7%	\$250,000	\$261,250	-4.3%	\$449,450	\$377,500	19.1%			
	Ave. Sales Price	\$281,818	\$265,490	6.2%	\$257,272	\$260,289	-1.2%	\$451,185	\$356,500	26.6%	\$10,500		

		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
Frayser	Units	636	678	-6.2%	626	674	-7.1%	10	4	150.0%	5	6	-16.7%
	Median Sales Price	\$99,050	\$95,000	4.3%	\$98,000	\$95,000	3.2%	\$165,000			\$56,000	\$79,775	-29.8%
	Ave. Sales Price	\$108,567	\$109,476	-0.8%	\$107,609	\$109,107	-1.4%	\$168,560	\$171,650	-1.8%	\$57,700	\$114,475	-49.6%
Raleigh/ Cov. Pike	Units	481	573	-16.1%	481	570	-15.6%		3		7	6	16.7%
	Median Sales Price	\$160,000	145,000	10.3%	\$160,000	\$145,000	10.3%		\$198,600		\$197,000	\$120,000	64.2%
	Ave. Sales Price	\$159,572	\$149,006	7.1%	\$159,572	\$148,783	7.3%		\$195,200		\$187,714	\$118,400	58.5%
Downtown	Units	256	272	-5.9%	247	270	-8.5%	9	2	350.0%	6	2	200.0%
	Median Sales Price	\$237,000	\$162,450	45.9%	\$245,000	\$154,500	58.6%	\$230,000			\$109,100		
	Ave. Sales Price	\$261,106	\$221,225	18.0%	\$262,972	\$221,176	18.9%	\$209,889	\$227,750	-7.8%	\$152,533	\$29,950	409.3%
Midtown	Units	551	591	-6.8%	549	587	-6.5%	2	4	-50.0%	9	6	50.0%
	Median Sales Price	\$166,600	\$180,000	-7.4%	\$165,000	\$180,000	-8.3%		\$160,000		\$120,000	\$98,625	21.7%
	Ave. Sales Price	\$210,355	\$223,320	-5.8%	\$209,500	\$223,760	-6.4%	\$445,000	\$158,875	180.1%	\$137,689	\$110,262	24.9%
S. Memphis	Units	643	771	-16.6%	632	764	-17.3%	11	7	57.1%	14	14	0.0%
	Median Sales Price	\$70,000	\$69,900	0.1%	\$67,200	\$68,049	-1.2%	\$203,635	\$180,000	13.1%	\$70,500	\$91,642	-23.1%
	Ave. Sales Price	\$83,386	\$80,478	3.6%	\$81,179	\$79,425	2.2%	\$209,003	\$195,429	6.9%	\$76,329	\$91,650	-16.7%
Berclair/ Highland Heights	Units	400	469	-14.7%	398	463	-14.0%	2	6	-66.7%	3	2	50.0%
	Median Sales Price	\$100,500	\$100,000	0.5%	\$100,000	\$99,000	1.0%		\$155,000		\$100,000		
	Ave. Sales Price	\$110,614	\$104,725	5.6%	\$110,265	\$103,652	6.4%	\$180,000	\$187,500	-4.0%	\$106,500	\$127,295	-16.3%
E. Memphis	Units	1,639	1,703	-3.8%	1,625	1,686	-3.6%	14	17	-17.6%	11	9	22.2%
	Median Sales Price	\$223,500	\$220,000	1.6%	\$221,450	\$220,000	0.7%	\$510,000	\$350,000	45.7%	\$117,900	\$159,900	-26.3%
	Ave. Sales Price	\$290,838	\$295,762	-1.7%	\$288,576	\$294,564	-2.0%	\$553,378	\$414,625	33.5%	\$174,269	\$148,715	17.2%
Whitehaven	Units	589	612	-3.8%	583	606	-3.8%	6	6	0.0%	13	7	85.7%
	Median Sales Price	\$119,400	\$114,950	3.9%	\$118,000	\$114,500	3.1%	\$187,750	\$212,250	-11.5%	\$87,000	\$120,000	-27.5%
	Ave. Sales Price	\$122,863	\$119,952	2.4%	\$122,279	\$119,096	2.7%	\$179,583	\$206,450	-13.0%	\$85,055	\$123,915	-31.4%
Parkway Village/ Oakhaven	Units	291	355	-18.0%	287	352	-18.5%	4	3	33.3%	2	2	0.0%
	Median Sales Price	\$123,000	\$125,000	-1.6%	\$122,000	\$125,000	-2.4%	\$187,500	\$149,999	25.0%			
	Ave. Sales Price	\$126,641	\$127,521	-0.7%	\$125,671	\$127,239	-1.2%	\$196,250	\$160,666	22.1%	\$102,500	\$103,000	-0.5%
Hickory Hill	Units	579	661	-12.4%	560	641	-12.6%	19	20	-5.0%	8	10	-20.0%
	Median Sales Price	\$195,000	\$185,000	5.4%	\$190,000	\$180,000	5.6%	\$389,900	\$385,747	1.1%	\$153,500	\$197,000	-22.1%
	Ave. Sales Price	\$196,016	\$192,694	1.7%	\$189,187	\$186,729	1.3%	\$397,300	\$383,862	3.5%	\$171,397	\$216,950	-21.0%
Southwind	Units	60	44	36.4%	58	44	31.8%	2			2		
	Median Sales Price	\$298,500	\$347,506	-14.1%	\$297,000	\$347,506	-14.5%						
	Ave. Sales Price	\$372,932	\$483,886	-22.9%	\$369,174	\$483,886	-23.7%	\$481,922			\$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	946	1,007	-6.1%	926	975	-5.0%	20	32	-37.5%	9	4	125.0%
	Median Sales Price	\$268,850	\$273,000	-1.5%	\$265,000	\$269,900	-1.8%	\$449,950	\$379,950	18.4%	\$232,900	\$234,000	-0.5%
	Ave. Sales Price	\$293,407	\$304,962	-3.8%	\$289,564	\$301,279	-3.9%	\$471,314	\$417,179	13.0%	\$283,298	\$231,875	22.2%
Bartlett	Units	569	573	-0.7%	550	542	1.5%	19	31	-38.7%	5	2	150.0%
	Median Sales Price	\$315,000	\$315,000	0.0%	\$314,750	\$309,450	1.7%	\$344,900	\$362,948	-5.0%	\$365,000		
	Ave. Sales Price	\$327,314	\$323,672	1.1%	\$325,621	\$318,830	2.1%	\$376,317	\$408,336	-7.8%	\$355,435	\$285,600	24.5%
G'town	Units	499	460	8.5%	488	457	6.8%	11	3	266.7%	3	1	200.0%
	Median Sales Price	\$460,000	\$460,000	0.0%	\$451,000	\$459,000	-1.7%	\$1,270,000	\$1,250,000	1.6%	\$405,000		
	Ave. Sales Price	\$543,001	\$548,966	-1.1%	\$527,184	\$544,110	-3.1%	\$1,244,713	\$1,288,667	-3.4%	\$445,370	\$577,500	-22.9%
Collierville	Units	559	628	-11.0%	488	513	-4.9%	71	115	-38.3%	4	2	100.0%
	Median Sales Price	\$527,000	\$522,655	0.8%	\$510,000	\$480,000	6.3%	\$611,280	\$662,311	-7.7%	\$406,000		
	Ave. Sales Price	\$568,940	\$567,168	0.3%	\$546,785	\$533,704	2.5%	\$721,219	\$716,448	0.7%	\$536,125	\$553,950	-3.2%
Lakeland	Units	168	201	-16.4%	157	164	-4.3%	11	37	-70.3%			
	Median Sales Price	\$450,000	\$445,000	1.1%	\$440,000	\$387,500	13.5%	\$637,800	\$644,800	-1.1%			
	Ave. Sales Price	\$503,679	\$469,713	7.2%	\$493,820	\$430,904	14.6%	\$644,399	\$641,731	0.4%			
Arlington	Units	204	201	1.5%	146	146	0.0%	58	55	5.5%			
	Median Sales Price	\$454,200	\$489,830	-7.3%	\$425,000	\$451,750	-5.9%	\$523,955	\$525,065	-0.2%			
	Ave. Sales Price	\$459,745	\$490,187	-6.2%	\$432,017	\$473,214	-8.7%	\$535,244	\$529,545	1.1%			
Millington	Units	171	188	-9.0%	123	143	-14.0%	48	45	6.7%	1	2	-50.0%
	Median Sales Price	\$256,500	\$245,000	4.7%	\$220,000	\$200,000	10.0%	\$324,490	\$309,990	4.7%			
	Ave. Sales Price	\$262,373	\$246,233	6.6%	\$236,318	\$224,646	5.2%	\$329,140	\$314,835	4.5%	\$210,000	\$105,875	98.3%
Shelby County	Units	9,823	9,413	4.4%	9,439	9,019	4.7%	384	394	-2.5%	75	62	21.0%
	Median Sales Price	\$198,000	\$209,900	-5.7%	\$189,900	\$200,000	-5.1%	\$505,002	\$482,192	4.7%	\$130,000	\$75,975	71.1%
	Ave. Sales Price	\$261,018	\$264,395	-1.3%	\$250,470	\$252,712	-0.9%	\$520,296	\$531,818	-2.2%	\$153,637	\$137,929	11.4%
Fayette County	Units	556	570	-2.5%	396	418	-5.3%	160	152	5.3%	1	5	-80.0%
	Median Sales Price	\$365,000	\$365,000	0.0%	\$335,000	\$346,450	-3.3%	\$384,445	\$389,900	-1.4%		\$69,000	
	Ave. Sales Price	\$405,456	\$398,097	1.8%	\$393,955	\$386,952	1.8%	\$433,923	\$428,708	1.2%	\$393,000	\$87,400	349.7%
Tipton County	Units	549	527	4.2%	515	474	8.6%	34	53	-35.8%	9	5	80.0%
	Median Sales Price	\$265,000	\$266,000	-0.4%	\$256,000	\$255,500	0.2%	\$457,950	\$385,000	18.9%	\$125,000	\$150,000	-16.7%
	Ave. Sales Price	\$278,011	\$264,294	5.2%	\$266,716	\$248,847	7.2%	\$449,086	\$402,439	11.6%	\$181,344	\$137,320	32.1%



## ***NEWS RELEASE***

**FOR IMMEDIATE RELEASE**

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### **August Market Report**

MEMPHIS, Tenn., Sept. 10, 2025 – Memphis-area home sales for August decreased 8.5 percent from a year ago, with 1,342 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were flat from July, when there were 1,341 total sales. The average sales price from August-to-August decreased 0.6 percent, to \$273,545. Inventory increased 0.8 percent, with 4,637 units listed for sale. August average DOM was 52, a 13 percent increase from the previous month. Sales volume YTD decreased 4.4 percent, to \$2.80 billion.

### **August Comparison**

	<b>2025</b>	<b>2024</b>	<b>% Change</b>
<b>Total Home Sales</b>	1,342	1,467	-8.5%
<b>Median Sales Price</b>	\$224,750	\$215,000	4.5%
<b>Average Sales Price</b>	\$273,545	\$275,074	-0.6%
<b>Monthly Sales Volume</b>	\$367.1 million	\$403.5 million	-9.0%

### **Year-to-Date Comparison**

	<b>2025</b>	<b>2024</b>	<b>% Change</b>
<b>Total Home Sales</b>	10,205	10,920	-6.5%
<b>Median Sales Price</b>	\$222,900	\$211,325	5.5%
<b>Average Sales Price</b>	\$273,716	\$268,330	2.0%
<b>Monthly Sales Volume</b>	\$2.80 billion	\$2.93 billion	-4.4%

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

“The market remains pretty stable as summer draws to a close,” said MAAR President Greg Renfrow. “Buyers have choices and sellers need to have their homes move-in ready.”

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](http://www.maar.org).

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