

**Sales Summary**

	September Total Sales			YTD Total Sales		
	2024	2023	% change	2024	2023	% change
Units	1,284	1,340	-4.2%	12,197	11,814	3.2%
Median Sales Price	\$215,000	\$215,000	0.0%	\$211,900	\$220,000	-3.7%
Average Sales Price	\$288,857	\$273,373	5.7%	\$271,275	\$270,182	0.4%

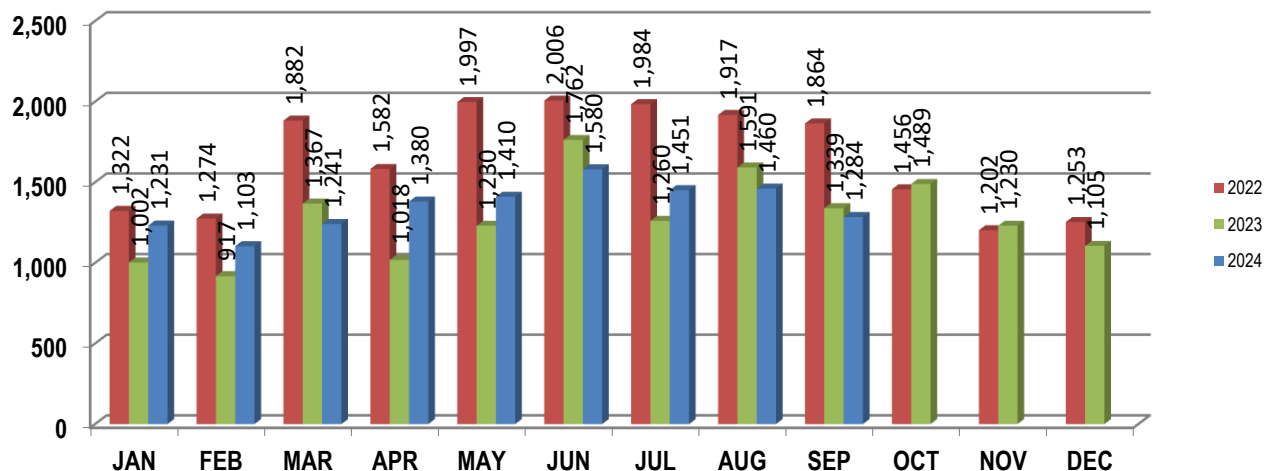
	September Existing Sales			YTD Existing Sales		
	2024	2023	% change	2024	2023	% change
Units	1,207	1,279	-5.6%	11,538	11,146	3.5%
Median Sales Price	\$204,000	\$205,000	-0.5%	\$200,000	\$208,000	-3.8%
Average Sales Price	\$278,250	\$261,074	6.6%	\$259,201	\$256,857	0.9%

	September New Home Sales			YTD New Home Sales		
	2024	2023	% change	2024	2023	% change
Units	77	61	26.2%	659	668	-1.3%
Median Sales Price	\$385,990	\$449,950	-14.2%	\$439,900	\$433,107	1.6%
Average Sales Price	\$455,131	\$531,254	-14.3%	\$482,675	\$492,513	-2.0%

	September Bank Sales			YTD Bank Sales*		
	2024	2023	% change	2024	2023	% change
Units	10	7	42.9%	95	87	9.2%
Median Sales Price	\$185,500	\$145,000	27.9%	\$132,000	\$95,000	38.9%
Average Sales Price	\$182,540	\$171,100	6.7%	\$152,334	\$150,839	1.0%

	September Non-Bank Sales			YTD Non-Bank Sales		
	2024	2023	% change	2024	2023	% change
Units	1,274	1,333	-4.4%	12,102	11,727	3.2%
Median Sales Price	\$215,500	\$215,000	0.2%	\$214,900	\$220,000	-2.3%
Average Sales Price	\$289,692	\$273,910	5.8%	\$272,209	\$271,067	0.4%

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.

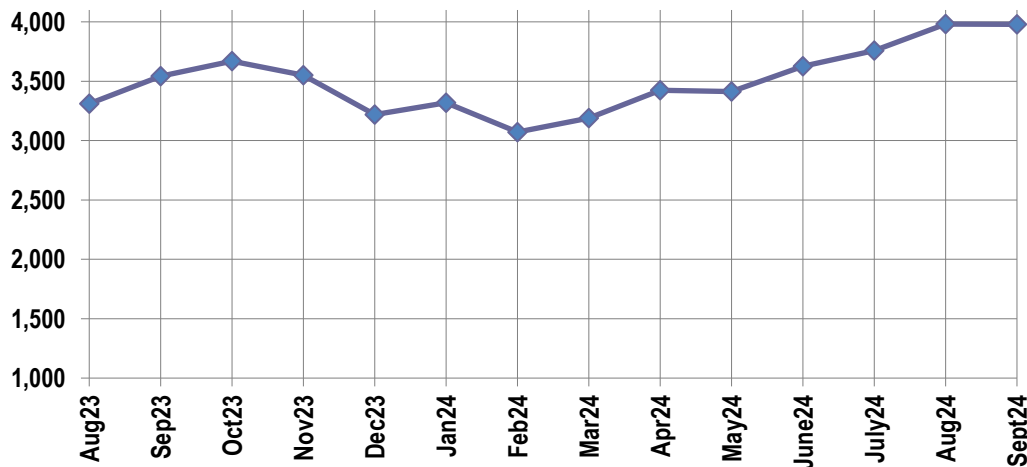


### Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	3,632	\$405,628
Condo/Co-op	279	\$265,373
Duplex	69	\$227,521
<b>Market Total</b>	<b>3,980</b>	<b>\$392,709</b>

Pending Sales		
	Units	Ave. List Price
Single Family	1,271	\$359,807
Condo/Co-op	41	\$263,855
Duplex	13	\$157,630
<b>Market Total</b>	<b>1,325</b>	<b>\$354,711</b>

	September Foreclosure Actions			YTD Foreclosure Actions		
	2024	2023	% change	2024	2023	% change
<b>Total</b>	36	23	56.5%	324	292	11.0%



### Inventory

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
Apr-23	2,975	Apr-24	3,425
May-23	3,070	May-24	3,412
Jun-23	3,192	Jun-24	3,627
Jul-23	3,445	Jul-24	3,759
Aug-23	3,311	Aug-24	3,981
Sep-23	3,542	Sep-24	3,980

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2024	2023	% change	2024	2023	% change	2024	2023	% change	2024	2023	% change
Fraser	Units	81	78	3.8%	81	75	8.0%		3			1	
	Median Sales Price	\$95,400	\$85,075	12.1%	\$95,400	\$81,250	17.4%		\$155,000				
	Ave. Sales Price	\$114,624	\$109,989	4.2%	\$114,624	\$108,348	5.8%		\$151,000			\$64,000	
Raleigh/ Cov. Pike	Units	77	60	28.3%	77	60	28.3%				1		
	Median Sales Price	\$140,000	\$159,050	-12.0%	\$140,000	\$159,050	-12.0%						
	Ave. Sales Price	\$148,199	\$156,241	-5.1%	\$148,199	\$156,241	-5.1%				\$189,500		
Downtown	Units	30	33	-9.1%	30	32	-6.3%		1				
	Median Sales Price	\$195,950	\$245,000	-20.0%	\$195,950	\$256,000	-23.5%						
	Ave. Sales Price	\$223,635	\$298,161	-25.0%	\$223,635	\$303,259	-26.3%		\$135,000				
Midtown	Units	61	78	-21.8%	61	78	-21.8%						
	Median Sales Price	\$132,500	\$155,000	-14.5%	\$132,500	\$155,000	-14.5%						
	Ave. Sales Price	\$197,555	\$202,441	-2.4%	\$197,555	\$202,441	-2.4%						
S. Memphis	Units	79	80	-1.3%	70	80	-12.5%		9				
	Median Sales Price	\$98,000	\$72,000	36.1%	\$86,500	\$72,000	20.1%		\$149,000				
	Ave. Sales Price	\$93,259	\$83,579	11.6%	\$85,343	\$83,579	2.1%		\$154,833				
Berclair/ Highland Heights	Units	53	53	0.0%	53	53	0.0%					1	
	Median Sales Price	\$90,000	\$111,429	-19.2%	\$90,000	\$111,429	-19.2%						
	Ave. Sales Price	\$101,923	\$110,343	-7.6%	\$101,923	\$110,343	-7.6%					\$145,000	
E. Memphis	Units	193	210	-8.1%	192	209	-8.1%	1	1	0.0%	2	2	0.0%
	Median Sales Price	\$212,000	\$235,000	-9.8%	\$210,000	\$235,000	-10.6%						
	Ave. Sales Price	\$280,638	\$298,856	-6.1%	\$277,594	\$297,655	-6.7%	\$865,000	\$550,000	57.3%	\$178,200	\$141,500	25.9%
Whitehaven	Units	70	68	2.9%	69	68	1.5%	1					
	Median Sales Price	\$119,800	\$117,450	2.0%	\$119,800	\$117,450	2.0%						
	Ave. Sales Price	\$124,819	\$115,831	7.8%	\$123,657	\$115,831	6.8%	\$191,000					
Parkway Village/ Oakhaven	Units	33	45	-26.7%	32	45	-28.9%	1			1		
	Median Sales Price	\$139,000	\$125,000	11.2%	\$137,000	\$125,000	9.6%						
	Ave. Sales Price	\$135,115	\$128,233	5.4%	\$133,566	\$128,233	4.2%	\$185,000			\$114,500		
Hickory Hill	Units	69	90	-23.3%	65	89	-27.0%	4	1	300.0%	2	1	100.0%
	Median Sales Price	\$193,500	\$170,000	13.8%	\$189,900	\$170,000	11.7%	\$383,575					
	Ave. Sales Price	\$193,261	\$173,693	11.3%	\$181,816	\$171,375	6.1%	\$379,238	\$380,000	-0.2%	\$46,250	\$260,000	-82.2%
Southwind	Units	9	10	-10.0%	9	9	0.0%		1				
	Median Sales Price	\$420,000	\$333,392	26.0%	\$420,000	\$330,000	27.3%						
	Ave. Sales Price	\$478,267	\$384,836	24.3%	\$478,267	\$388,687	23.0%		\$350,171				

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2024	2023	% change	2024	2023	% change	2024	2023	% change	2024	2023	% change
Cordova	Units	128	110	16.4%	115	107	7.5%	13	3	333.3%	1	1	0.0%
	Median Sales Price	\$282,350	\$269,750	4.7%	\$268,000	\$269,500	-0.6%	\$355,000	\$376,900	-5.8%			
	Ave. Sales Price	\$298,708	\$281,570	6.1%	\$290,991	\$278,660	4.4%	\$366,967	\$385,367	-4.8%	\$181,500	\$215,000	-15.6%
Bartlett	Units	72	76	-5.3%	69	75	-8.0%	3	1	200.0%			
	Median Sales Price	\$297,000	\$311,000	-4.5%	\$295,000	\$310,000	-4.8%	\$364,900					
	Ave. Sales Price	\$303,205	\$322,051	-5.9%	\$300,542	\$321,786	-6.6%	\$364,453	\$341,900	6.6%			
G'town	Units	51	65	-21.5%	51	63	-19.0%		2				
	Median Sales Price	\$439,900	\$483,000	-8.9%	\$439,900	\$480,000	-8.4%						
	Ave. Sales Price	\$458,279	\$547,577	-16.3%	\$458,279	\$530,503	-13.6%		\$1,085,396				
Collierville	Units	87	95	-8.4%	77	84	-8.3%	10	11	-9.1%			
	Median Sales Price	\$540,000	\$505,000	6.9%	\$530,000	\$457,500	15.8%	\$649,987	\$939,999	-30.9%			
	Ave. Sales Price	\$643,445	\$601,248	7.0%	\$625,327	\$549,043	13.9%	\$782,952	\$999,908	-21.7%			
Lakeland	Units	20	10	100.0%	14	9	55.6%	6	1	500.0%	2		
	Median Sales Price	\$504,500	\$520,000	-3.0%	\$422,500	\$490,000	-13.8%	\$604,950					
	Ave. Sales Price	\$488,241	\$513,600	-4.9%	\$440,994	\$490,667	-10.1%	\$598,483	\$720,000	-16.9%	\$265,500		
Arlington	Units	16	23	-30.4%	10	12	-16.7%	6	11	-45.5%			
	Median Sales Price	\$460,982	\$478,105	-3.6%	\$374,950	\$422,500	-11.3%	\$534,950	\$493,083	8.5%			
	Ave. Sales Price	\$477,625	\$445,282	7.3%	\$427,090	\$398,333	7.2%	\$561,851	\$496,498	13.2%			
Millington	Units	24	25	-4.0%	21	25	-16.0%	3					
	Median Sales Price	\$209,500	\$194,770	7.6%	\$200,000	\$194,770	2.7%	\$335,990					
	Ave. Sales Price	\$227,151	\$189,292	20.0%	\$212,126	\$189,292	12.1%	\$332,327					
Shelby County	Units	1,136	1,197	-5.1%	1,079	1,161	-7.1%	57	36	58.3%	9	5	80.0%
	Median Sales Price	\$199,900	\$202,900	-1.5%	\$190,000	\$198,000	-4.0%	\$387,520	\$505,540	-23.3%	\$181,500	\$145,000	25.2%
	Ave. Sales Price	\$263,580	\$266,623	-1.1%	\$253,590	\$255,324	-0.7%	\$452,700	\$631,040	-28.3%	\$162,822	\$164,400	-1.0%
Fayette County	Units	74	70	5.7%	56	52	7.7%	18	18	0.0%	1	1	0.0%
	Median Sales Price	\$360,000	\$343,490	4.8%	\$355,600	\$332,450	7.0%	\$371,990	\$346,990	7.2%			
	Ave. Sales Price	\$701,091	\$395,357	77.3%	\$781,877	\$396,957	97.0%	\$449,756	\$390,734	15.1%	\$360,000	\$310,700	15.9%
Tipton County	Units	74	73	1.4%	72	66	9.1%	2	7	-71.4%		1	
	Median Sales Price	\$256,250	\$265,000	-3.3%	\$252,700	\$250,000	1.1%		\$371,990				
	Ave. Sales Price	\$264,663	\$267,075	-0.9%	\$256,103	\$255,161	0.4%	\$572,790	\$379,409	51.0%		\$65,000	

		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
Frayser	Units	759	764	-0.7%	755	741	1.9%	4	23	-82.6%	6	7	-14.3%
	Median Sales Price	\$95,000	\$90,250	5.3%	\$95,000	\$86,500	9.8%	\$165,000	\$155,000	6.5%	\$79,775	\$75,750	5.3%
	Ave. Sales Price	\$110,025	\$101,669	8.2%	\$109,699	\$99,807	9.9%	\$171,650	\$161,652	6.2%	\$114,475	\$105,050	9.0%
Raleigh/ Cov. Pike	Units	650	576	12.8%	647	573	12.9%	3	3	0.0%	7	7	0.0%
	Median Sales Price	\$143,650	\$151,090	-4.9%	\$143,000	\$150,901	-5.2%	\$198,600	\$182,500	8.8%	\$125,000	\$175,000	-28.6%
	Ave. Sales Price	\$148,884	\$154,280	-3.5%	\$148,670	\$154,071	-3.5%	\$195,200	\$194,167	0.5%	\$128,557	\$162,814	-21.0%
Downtown	Units	304	294	3.4%	302	286	5.6%	2	8	-75.0%	2	1	100.0%
	Median Sales Price	\$165,000	\$268,500	-38.5%	\$165,000	\$278,500	-40.8%		\$149,000				
	Ave. Sales Price	\$220,147	\$295,290	-25.4%	\$220,097	\$297,945	-26.1%	\$227,750	\$200,375	13.7%	\$29,950	\$20,000	49.8%
Midtown	Units	652	694	-6.1%	648	692	-6.4%	4	2	100.0%	6	9	-33.3%
	Median Sales Price	\$175,075	\$209,500	-16.4%	\$175,575	\$209,500	-16.2%	\$160,000			\$98,625	\$40,000	146.6%
	Ave. Sales Price	\$220,910	\$234,727	-5.9%	\$221,293	\$234,569	-5.7%	\$158,875	\$289,500	-45.1%	\$110,262	\$51,262	115.1%
S. Memphis	Units	849	715	18.7%	833	713	16.8%	16	2	700.0%	14	15	-6.7%
	Median Sales Price	\$70,000	\$65,000	7.7%	\$70,000	\$65,000	7.7%	\$150,000			\$91,642	\$31,500	190.9%
	Ave. Sales Price	\$81,642	\$76,898	6.2%	\$79,895	\$76,609	4.3%	\$172,594	\$179,950	-4.1%	\$91,650	\$41,573	120.5%
Berclair/ Highland Heights	Units	523	425	23.1%	517	423	22.2%	6	2	200.0%	2	5	-60.0%
	Median Sales Price	\$99,000	\$101,250	-2.2%	\$99,000	\$100,000	-1.0%	\$155,000				\$95,000	
	Ave. Sales Price	\$104,386	\$105,308	-0.9%	\$103,421	\$104,990	-1.5%	\$187,500	\$172,500	8.7%	\$127,295	\$83,280	52.9%
E. Memphis	Units	1,897	1,869	1.5%	1,879	1,857	1.2%	18	12	50.0%	11	5	120.0%
	Median Sales Price	\$220,000	\$237,500	-7.4%	\$220,000	\$236,000	-6.8%	\$437,500	\$517,500	-15.5%	\$159,900	\$145,000	10.3%
	Ave. Sales Price	\$299,938	\$300,872	-0.3%	\$298,600	\$299,308	-0.2%	\$439,646	\$542,862	-19.0%	\$154,076	\$204,130	-24.5%
Whitehaven	Units	682	613	11.3%	675	609	10.8%	7	4	75.0%	7	3	133.3%
	Median Sales Price	\$115,000	\$115,000	0.0%	\$115,000	\$115,000	0.0%	\$195,500	\$147,500	32.5%	\$120,000	\$120,000	0.0%
	Ave. Sales Price	\$120,431	\$117,599	2.4%	\$119,562	\$117,419	1.8%	\$204,243	\$145,000	40.9%	\$123,915	\$115,367	7.4%
Parkway Village/ Oakhaven	Units	387	368	5.2%	383	367	4.4%	4	1	300.0%	3		
	Median Sales Price	\$127,000	\$114,825	10.6%	\$126,000	\$114,750	9.8%	\$167,499			\$114,500		
	Ave. Sales Price	\$128,356	\$119,158	7.7%	\$127,955	\$118,897	7.6%	\$166,750	\$215,000	-22.4%	\$106,833		
Hickory Hill	Units	730	709	3.0%	707	691	2.3%	23	18	27.8%	12	5	140.0%
	Median Sales Price	\$185,000	\$175,000	5.7%	\$180,250	\$175,000	3.0%	\$383,995	\$369,900	3.8%	\$186,000	\$247,879	-25.0%
	Ave. Sales Price	\$192,821	\$182,990	5.4%	\$186,654	\$178,790	4.4%	\$382,400	\$344,217	11.1%	\$188,500	\$181,876	3.6%
Southwind	Units	53	82	-35.4%	53	62	-14.5%		20			2	
	Median Sales Price	\$350,000	\$323,537	8.2%	\$350,000	\$310,000	12.9%		\$328,758				
	Ave. Sales Price	\$482,931	\$366,677	31.7%	\$482,931	\$378,651	27.5%		\$329,557			\$286,000	

		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	1,132	1,201	-5.7%	1,087	1,122	-3.1%	45	79	-43.0%	5	2	150.0%
	Median Sales Price	\$274,000	\$274,900	-0.3%	\$269,900	\$265,000	1.8%	\$376,734	\$385,000	-2.1%	\$215,000		
	Ave. Sales Price	\$304,468	\$290,599	4.8%	\$300,403	\$282,444	6.4%	\$402,673	\$406,432	-0.9%	\$221,800	\$242,500	-8.5%
Bartlett	Units	645	627	2.9%	611	618	-1.1%	34	9	277.8%	2	1	100.0%
	Median Sales Price	\$314,000	\$304,900	3.0%	\$305,000	\$300,000	1.7%	\$363,154	\$345,900	5.0%			
	Ave. Sales Price	\$321,387	\$311,289	3.2%	\$316,765	\$310,325	2.1%	\$404,464	\$377,501	7.1%	\$285,600	\$235,900	21.1%
G'town	Units	511	491	4.1%	508	480	5.8%	3	11	-72.7%	1	1	0.0%
	Median Sales Price	\$459,000	\$475,000	-3.4%	\$459,000	\$466,000	-1.5%	\$1,250,000	\$1,315,000	-4.9%			
	Ave. Sales Price	\$539,915	\$573,184	-5.8%	\$535,493	\$557,292	-3.9%	\$1,288,667	\$1,266,667	1.7%	\$577,500	\$498,000	16.0%
Collierville	Units	715	729	-1.9%	590	621	-5.0%	125	108	15.7%	2	2	0.0%
	Median Sales Price	\$525,000	\$520,000	1.0%	\$488,500	\$482,000	1.3%	\$659,900	\$777,597	-15.1%			
	Ave. Sales Price	\$575,961	\$569,439	1.1%	\$545,069	\$527,486	3.3%	\$721,768	\$808,594	-10.7%	\$553,950	\$464,669	19.2%
Lakeland	Units	220	162	35.8%	178	125	42.4%	42	37	13.5%	2	2	0.0%
	Median Sales Price	\$449,950	\$519,500	-13.4%	\$392,500	\$450,000	-12.8%	\$635,000	\$667,811	-4.9%			
	Ave. Sales Price	\$473,172	\$505,594	-6.4%	\$434,755	\$459,455	-5.4%	\$635,987	\$661,502	-3.9%	\$265,500	\$567,900	-53.2%
Arlington	Units	217	213	1.9%	156	144	8.3%	61	69	-11.6%			
	Median Sales Price	\$489,000	\$470,000	4.0%	\$441,450	\$405,000	9.0%	\$525,065	\$508,805	3.2%			
	Ave. Sales Price	\$489,261	\$449,005	9.0%	\$470,257	\$409,199	14.9%	\$537,861	\$532,080	1.1%			
Millington	Units	212	188	12.8%	165	166	-0.6%	47	22	113.6%	2	1	100.0%
	Median Sales Price	\$244,500	\$206,000	18.7%	\$200,000	\$194,885	2.6%	\$310,990	\$300,990	3.3%			
	Ave. Sales Price	\$244,010	\$220,903	10.5%	\$223,512	\$208,004	7.5%	\$315,969	\$318,231	-0.7%	\$105,875	\$44,000	140.6%
Shelby County	Units	10,956	10,606	3.3%	10,518	10,176	3.4%	438	430	1.9%	84	67	25.4%
	Median Sales Price	\$198,400	\$208,000	-4.6%	\$189,950	\$200,000	-5.0%	\$499,475	\$484,774	3.0%	\$136,000	\$81,795	66.3%
	Ave. Sales Price	\$262,262	\$264,650	-0.9%	\$251,862	\$253,009	-0.5%	\$512,011	\$540,125	-5.2%	\$154,621	\$139,904	10.5%
Fayette County	Units	642	544	18.0%	474	370	28.1%	168	174	-3.4%	6	8	-25.0%
	Median Sales Price	\$365,000	\$354,445	3.0%	\$349,000	\$322,500	8.2%	\$385,990	\$374,900	3.0%	\$82,000	\$247,750	-66.9%
	Ave. Sales Price	\$432,799	\$389,270	11.2%	\$433,381	\$376,915	15.0%	\$431,156	\$415,543	3.8%	\$132,833	\$186,025	-28.6%
Tipton County	Units	599	664	-9.8%	546	600	-9.0%	53	64	-17.2%	5	12	-58.3%
	Median Sales Price	\$264,000	\$258,000	2.3%	\$255,000	\$242,500	5.2%	\$385,000	\$369,945	4.1%	\$150,000	\$112,638	33.2%
	Ave. Sales Price	\$262,998	\$260,982	0.8%	\$249,356	\$248,086	0.5%	\$403,536	\$381,885	5.7%	\$137,320	\$188,431	-27.1%



## ***NEWS RELEASE***

**FOR IMMEDIATE RELEASE**

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### **September Market Report**

MEMPHIS, Tenn., October 8, 2024 – Memphis-area home sales for September decreased 4.2 percent from a year ago, with 1,284 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were down 12.1 percent from August, when there were 1,460 total sales. Average sales price from September-to-September was up 5.7 percent, at \$288,857. Inventory remained flat, with 3,980 units listed for sale. September average DOM was 47. Sales volume YTD increased 3.4 percent, to \$3.31 billion.

### **September Comparison**

	<b>2024</b>	<b>2023</b>	<b>% Change</b>
<b>Total Home Sales</b>	1,284	1,340	-4.2%
<b>Median Sales Price</b>	\$215,000	\$215,000	0.0%
<b>Average Sales Price</b>	\$288,857	\$273,373	5.7%
<b>Monthly Sales Volume</b>	\$370.9 million	\$366.3 million	1.3%

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

	<b>2024</b>	<b>2023</b>	<b>% Change</b>
<b>Total Home Sales</b>	12,197	11,814	3.2%
<b>Median Sales Price</b>	\$211,900	\$220,000	-3.7%
<b>Average Sales Price</b>	\$271,275	\$270,182	0.4%
<b>Monthly Sales Volume</b>	\$3.31 billion	\$3.20 billion	3.4%

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

“It was a strong month for new home sales, which were up 26 percent from September of 2023,” said MAAR President Scott Bettis. “The market is still active as we go deeper into autumn.”

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 4,800 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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