

Sales Summary

	September Total Sales			YTD Total Sales		
	2025	2024	% change	2025	2024	% change
Units	1,460	1,292	13.0%	11,666	12,212	-4.5%
Median Sales Price	\$230,000	\$215,000	7.0%	\$225,000	\$212,000	6.1%
Average Sales Price	\$285,488	\$288,847	-1.2%	\$275,136	\$270,501	1.7%

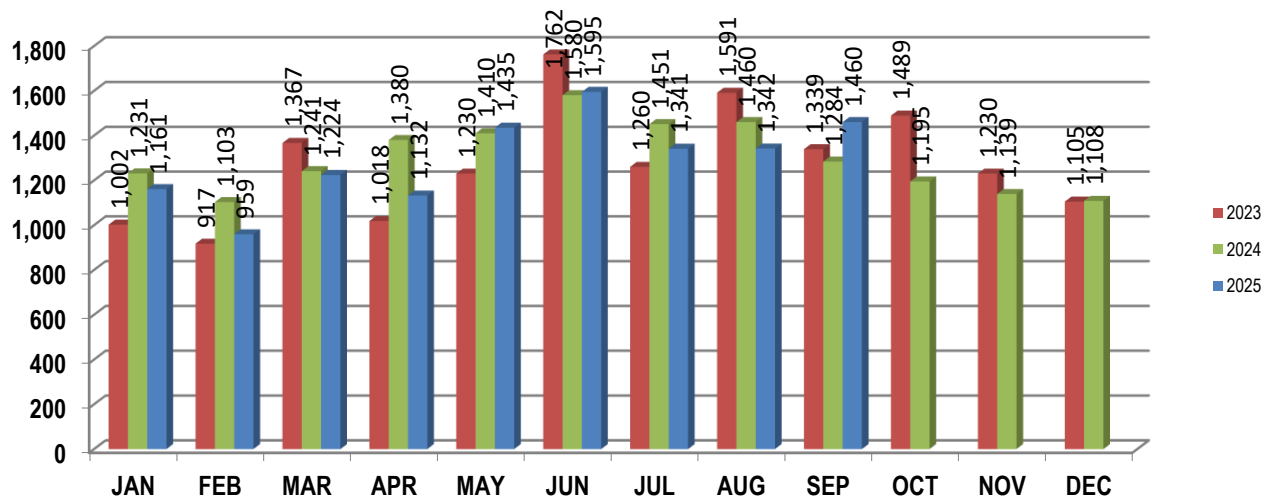
	September Existing Sales			YTD Existing Sales		
	2025	2024	% change	2025	2024	% change
Units	1,386	1,209	14.6%	11,077	11,540	-4.0%
Median Sales Price	\$223,000	\$204,000	9.3%	\$215,000	\$200,000	7.5%
Average Sales Price	\$276,998	\$278,041	-0.4%	\$264,557	\$258,235	2.4%

	September New Home Sales			YTD New Home Sales		
	2025	2024	% change	2025	2024	% change
Units	74	83	-10.8%	589	672	-12.4%
Median Sales Price	\$410,445	\$385,000	6.6%	\$429,000	\$436,937	-1.8%
Average Sales Price	\$444,492	\$446,243	-0.4%	\$474,080	\$481,138	-1.5%

	September Bank Sales			YTD Bank Sales*		
	2025	2024	% change	2025	2024	% change
Units	17	10	70.0%	127	95	33.7%
Median Sales Price	\$150,000	\$185,000	-18.9%	\$140,000	\$132,000	6.1%
Average Sales Price	\$187,635	\$182,540	2.8%	\$187,888	\$152,334	23.3%

	September Non-Bank Sales			YTD Non-Bank Sales		
	2025	2024	% change	2025	2024	% change
Units	1,443	1,282	12.6%	11,539	12,117	-4.8%
Median Sales Price	\$230,000	\$216,000	6.5%	\$225,000	\$215,000	4.7%
Average Sales Price	\$286,640	\$289,676	-1.0%	\$276,096	\$271,428	1.7%

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.





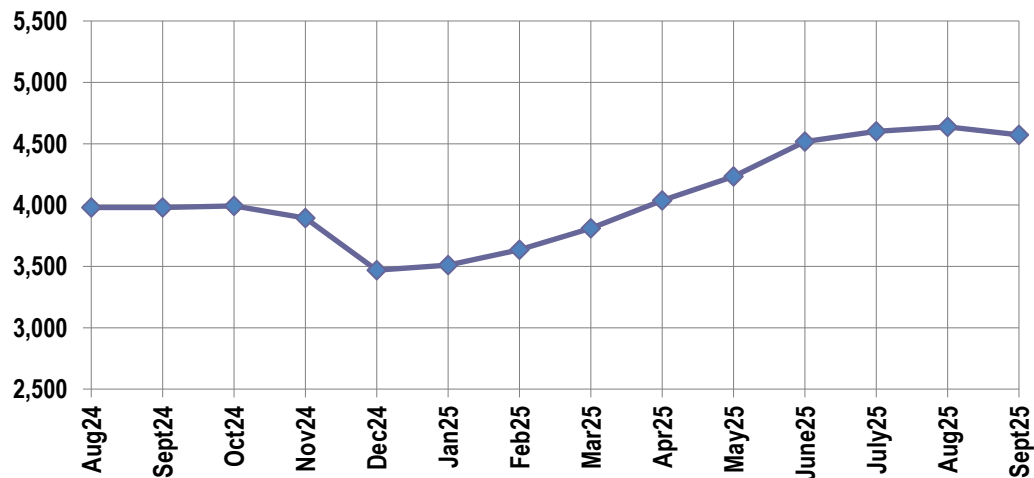
Memphis Area Home Sales Report September 2025

Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	4,142	\$396,274
Condo/Co-op	357	\$226,977
Duplex	72	\$206,736
Market Total	4,571	\$380,066

Pending Sales		
	Units	Ave. List Price
Single Family	1,276	\$342,466
Condo/Co-op	58	\$188,386
Duplex	16	\$151,775
Market Total	1,351	\$333,450

	September Foreclosure Actions			YTD Foreclosure Actions		
	2025	2024	% change	2025	2024	% change
Total	34	36	-5.6%	387	324	19.4%



Inventory

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
Sep-24	3,980	Sep-25	4,571

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Frayser	Units	92	81	13.6%	89	81	9.9%	3					
	Median Sales Price	\$97,500	\$95,400	2.2%	\$94,720	\$95,400	-0.7%	\$163,265					
	Ave. Sales Price	\$111,834	\$114,624	-2.4%	\$110,101	\$114,624	-3.9%	\$163,265					
Raleigh/ Cov. Pike	Units	62	79	-21.5%	62	78	-20.5%		1		3	1	200.0%
	Median Sales Price	\$150,000	\$140,000	7.1%	\$150,000	\$139,000	7.9%				\$90,100		
	Ave. Sales Price	\$154,254	\$149,283	3.3%	\$154,254	\$147,671	4.5%		\$275,000		\$90,600	\$189,500	-52.2%
Downtown	Units	29	31	-6.5%	29	30	-3.3%		1				
	Median Sales Price	\$270,000	\$192,000	40.6%	\$270,000	\$195,950	37.8%						
	Ave. Sales Price	\$293,828	\$221,743	32.5%	\$293,828	\$223,635	31.4%		\$165,000				
Midtown	Units	67	60	11.7%	67	60	11.7%				2		
	Median Sales Price	\$196,000	\$133,700	46.6%	\$196,000	\$133,700	46.6%						
	Ave. Sales Price	\$251,099	\$200,698	25.1%	\$251,099	\$200,698	25.1%				\$165,000		
S. Memphis	Units	91	79	15.2%	90	70	28.6%	1	9	-88.9%	2		
	Median Sales Price	\$59,000	\$98,000	-39.8%	\$57,250	\$86,500	-33.8%		\$149,000				
	Ave. Sales Price	\$75,270	\$93,259	-19.3%	\$73,844	\$85,343	-13.5%	\$203,635	\$154,833	31.5%	\$69,750		
Berclair/ Highland Heights	Units	42	53	-20.8%	41	53	-22.6%	1					
	Median Sales Price	\$98,500	\$90,000	9.4%	\$97,000	\$90,000	7.8%						
	Ave. Sales Price	\$101,330	\$101,923	-0.6%	\$99,777	\$101,923	-2.1%	\$165,000					
E. Memphis	Units	220	193	14.0%	215	192	12.0%	5	1	400.0%	2	2	0.0%
	Median Sales Price	\$210,000	\$212,000	-0.9%	\$210,000	\$210,000	0.0%	\$299,999					
	Ave. Sales Price	\$279,764	\$280,638	-0.3%	\$278,466	\$277,594	0.3%	\$335,600	\$865,000	-61.2%	\$207,500	\$178,200	16.4%
Whitehaven	Units	75	70	7.1%	75	69	8.7%		1		2		
	Median Sales Price	\$108,500	\$119,800	-9.4%	\$108,500	\$119,800	-9.4%						
	Ave. Sales Price	\$116,568	\$124,619	-6.5%	\$116,568	\$123,657	-5.7%		\$191,000		\$100,500		
Parkway Village/ Oakhaven	Units	39	34	14.7%	39	32	21.9%		2			1	
	Median Sales Price	\$125,000	\$143,450	-12.9%	\$125,000	\$137,000	-8.8%						
	Ave. Sales Price	\$122,110	\$136,288	-10.4%	\$122,110	\$133,556	-8.6%		\$180,000			\$114,500	
Hickory Hill	Units	84	70	20.0%	84	65	29.2%		5			2	
	Median Sales Price	\$194,000	\$194,250	-0.1%	\$194,000	\$189,900	2.2%		\$385,000				
	Ave. Sales Price	\$186,577	\$196,643	-5.1%	\$186,577	\$181,816	2.6%		\$389,390			\$46,250	
Southwind	Units	9	9	0.0%	9	9	0.0%						
	Median Sales Price	\$343,000	\$420,000	-18.3%	\$343,000	\$420,000	-18.3%						
	Ave. Sales Price	\$390,222	\$478,267	-18.4%	\$390,222	\$478,267	-18.4%						

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Cordova	Units	166	128	29.7%	163	115	41.7%	3	13	-76.9%	2	1	100.0%
	Median Sales Price	\$282,500	\$282,350	0.1%	\$280,000	\$265,000	5.7%	\$376,090	\$355,000	5.9%			
	Ave. Sales Price	\$310,674	\$298,661	4.0%	\$307,973	\$290,939	5.9%	\$457,437	\$366,697	24.7%	\$314,750	\$181,500	73.4%
Bartlett	Units	85	72	18.1%	78	69	13.0%	7	3	133.3%			
	Median Sales Price	\$310,140	\$297,000	4.4%	\$311,500	\$295,000	5.6%	\$310,140	\$364,900	-15.0%			
	Ave. Sales Price	\$341,083	\$303,205	12.5%	\$342,706	\$300,542	14.0%	\$323,004	\$364,453	-11.4%			
G'town	Units	81	51	58.8%	80	51	56.9%	1					
	Median Sales Price	\$480,000	\$439,900	9.1%	\$479,950	\$439,900	9.1%						
	Ave. Sales Price	\$582,063	\$458,279	27.0%	\$577,402	\$458,279	26.0%	\$954,900					
Collierville	Units	89	88	1.1%	80	77	3.9%	9	11	-18.2%	1		
	Median Sales Price	\$485,000	\$549,685	-11.8%	\$477,500	\$530,000	-9.9%	\$590,000	\$643,095	-8.3%			
	Ave. Sales Price	\$576,876	\$643,100	-10.3%	\$570,303	\$625,327	-8.8%	\$635,301	\$767,511	-17.2%	\$660,000		
Lakeland	Units	26	20	30.0%	24	14	71.4%	2	6	-66.7%		2	
	Median Sales Price	\$530,000	\$504,500	5.1%	\$512,500	\$422,500	21.3%		\$604,950				
	Ave. Sales Price	\$523,458	\$488,241	7.2%	\$510,833	\$440,994	15.8%	\$674,950	\$598,483	12.8%		\$265,500	
Arlington	Units	22	16	37.5%	16	10	60.0%	6	6	0.0%			
	Median Sales Price	\$446,750	\$460,982	-3.1%	\$419,975	\$374,950	12.0%	\$608,500	\$534,950	13.7%			
	Ave. Sales Price	\$474,163	\$477,625	-0.7%	\$433,709	\$427,090	1.5%	\$582,038	\$561,851	3.6%			
Millington	Units	34	24	41.7%	25	21	19.0%	9	3	200.0%	2		
	Median Sales Price	\$292,490	\$209,500	39.6%	\$224,000	\$200,000	12.0%	\$306,990	\$335,990	-8.6%			
	Ave. Sales Price	\$273,952	\$227,151	20.6%	\$258,458	\$212,196	21.8%	\$316,991	\$332,327	-4.6%	\$146,500		
Shelby County	Units	1,303	1,141	14.2%	1,257	1,079	16.5%	46	62	-25.8%	16	9	77.8%
	Median Sales Price	\$220,000	\$199,900	10.1%	\$215,000	\$190,000	13.2%	\$357,475	\$386,260	-7.5%	\$132,500	\$181,500	-27.0%
	Ave. Sales Price	\$278,424	\$263,959	5.5%	\$272,406	\$253,675	7.4%	\$442,857	\$442,935	0.0%	\$183,738	\$162,822	12.8%
Fayette County	Units	78	76	2.6%	56	57	-1.8%	22	19	15.8%		1	
	Median Sales Price	\$376,995	\$358,500	5.2%	\$347,750	\$354,200	-1.8%	\$437,425	\$368,990	18.5%			
	Ave. Sales Price	\$404,806	\$685,166	-40.9%	\$386,809	\$765,649	-49.5%	\$450,616	\$443,716	1.6%		\$360,000	
Tipton County	Units	79	75	5.3%	73	73	0.0%	6	2	200.0%	1		
	Median Sales Price	\$260,000	\$257,500	1.0%	\$248,000	\$255,000	-2.7%	\$414,900					
	Ave. Sales Price	\$284,187	\$265,867	6.9%	\$271,841	\$257,458	5.6%	\$434,402	\$572,790	-24.2%	\$250,000		

		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	728	759	-4.1%	715	755	-5.3%	13	4	225.0%	5	6	-16.7%
	Median Sales Price	\$99,050	\$95,000	4.3%	\$97,500	\$95,000	2.6%	\$165,000			\$56,000	\$79,775	-29.8%
	Ave. Sales Price	\$108,980	\$110,025	-0.9%	\$107,919	\$109,699	-1.6%	\$167,338	\$171,650	-2.5%	\$57,700	\$114,475	-49.6%
Raleigh/ Cov. Pike	Units	543	652	-16.7%	543	648	-16.2%		4		10	7	42.9%
	Median Sales Price	\$160,000	\$143,650	11.4%	\$160,000	\$142,500	12.3%		\$210,300		\$171,000	\$125,000	36.8%
	Ave. Sales Price	\$158,965	\$149,040	6.7%	\$158,965	\$148,631	7.0%		\$215,150		\$158,580	\$128,557	23.4%
Downtown	Units	285	303	-5.9%	276	300	-8.0%	9	3	200.0%	6	2	200.0%
	Median Sales Price	\$239,500	\$165,000	45.2%	\$246,000	\$165,000	49.1%	\$230,000	\$205,500	11.9%	\$109,100		
	Ave. Sales Price	\$264,436	\$221,278	19.5%	\$266,214	\$221,422	20.2%	\$209,889	\$206,833	1.5%	\$152,533	\$29,950	409.3%
Midtown	Units	618	651	-5.1%	616	647	-4.8%	2	4	-50.0%	11	6	83.3%
	Median Sales Price	\$172,000	\$175,150	-1.8%	\$170,750	\$176,000	-3.0%		\$160,000		\$120,000	\$98,625	21.7%
	Ave. Sales Price	\$214,772	\$221,235	-2.9%	\$214,025	\$221,621	-3.4%	\$445,000	\$158,875	180.1%	\$142,655	\$110,262	29.4%
S. Memphis	Units	733	850	-13.8%	721	834	-13.5%	12	16	-25.0%	15	14	7.1%
	Median Sales Price	\$67,500	\$70,000	-3.6%	\$66,000	\$70,000	-5.7%	\$203,635	\$150,000	35.8%	\$80,000	\$91,642	-12.7%
	Ave. Sales Price	\$82,437	\$81,666	0.9%	\$80,338	\$79,921	0.5%	\$208,556	\$172,594	20.8%	\$78,707	\$91,650	-14.1%
Berclair/ Highland Heights	Units	442	522	-15.3%	439	516	-14.9%	3	6	-50.0%	3	2	50.0%
	Median Sales Price	\$100,000	\$99,000	1.0%	\$100,000	\$99,000	1.0%	\$165,000	\$155,000	6.5%	\$100,000		
	Ave. Sales Price	\$109,732	\$104,440	5.1%	\$109,286	\$103,474	5.6%	\$175,000	\$187,500	-6.7%	\$106,500	\$127,295	-16.3%
E. Memphis	Units	1,859	1,896	-2.0%	1,840	1,878	-2.0%	19	18	5.6%	13	11	18.2%
	Median Sales Price	\$221,450	\$220,000	0.7%	\$220,000	\$220,000	0.0%	\$447,500	\$437,500	2.3%	\$117,900	\$159,900	-26.3%
	Ave. Sales Price	\$289,528	\$294,223	-1.6%	\$287,395	\$292,829	-1.9%	\$496,068	\$439,646	12.8%	\$179,381	\$154,076	16.4%
Whitehaven	Units	665	682	-2.5%	658	675	-2.5%	7	7	0.0%	15	7	114.3%
	Median Sales Price	\$118,900	\$115,000	3.4%	\$118,000	\$115,000	2.6%	\$195,500	\$195,500	0.0%	\$87,000	\$120,000	-27.5%
	Ave. Sales Price	\$122,307	\$120,431	1.6%	\$121,628	\$119,562	1.7%	\$186,071	\$204,243	-8.9%	\$87,114	\$123,915	-29.7%
Parkway Village/ Oakhaven	Units	330	389	-15.2%	326	384	-15.1%	4	5	-20.0%	2	3	-33.3%
	Median Sales Price	\$124,500	\$127,000	-2.0%	\$123,000	\$125,500	-2.0%	\$187,500	\$175,000	7.1%		\$114,500	
	Ave. Sales Price	\$126,105	\$128,288	-1.7%	\$125,245	\$127,765	-2.0%	\$196,250	\$168,400	16.5%	\$102,500	\$106,833	-4.1%
Hickory Hill	Units	663	731	-9.3%	644	706	-8.8%	19	25	-24.0%	8	12	-33.3%
	Median Sales Price	\$195,000	\$185,000	5.4%	\$191,000	\$180,125	6.0%	\$389,900	\$385,000	1.3%	\$153,500	\$186,000	-17.5%
	Ave. Sales Price	\$194,820	\$193,072	0.9%	\$188,847	\$186,277	1.4%	\$397,300	\$384,968	3.2%	\$171,397	\$188,500	-9.1%
Southwind	Units	69	53	30.2%	67	53	26.4%	2			2		
	Median Sales Price	\$310,000	\$350,000	-11.4%	\$300,000	\$350,000	-14.3%						
	Ave. Sales Price	\$375,188	\$482,931	-22.3%	\$372,001	\$482,931	-23.0%	\$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	1,112	1,135	-2.0%	1,089	1,090	-0.1%	23	45	-48.9%	11	5	120.0%
	Median Sales Price	\$270,000	\$274,000	-1.5%	\$266,000	\$269,900	-1.4%	\$440,000	\$376,734	16.8%	\$232,900	\$215,000	8.3%
	Ave. Sales Price	\$295,984	\$304,251	-2.7%	\$292,319	\$300,188	-2.6%	\$469,504	\$402,673	16.6%	\$289,016	\$221,800	30.3%
Bartlett	Units	655	645	1.6%	628	611	2.8%	27	34	-20.6%	5	2	150.0%
	Median Sales Price	\$315,000	\$314,000	0.3%	\$314,750	\$305,000	3.2%	\$344,900	\$363,154	-5.0%	\$365,000		
	Ave. Sales Price	\$329,289	\$321,387	2.5%	\$327,743	\$316,765	3.5%	\$365,249	\$404,464	-9.7%	\$355,435	\$285,600	24.5%
G'town	Units	579	511	13.3%	567	508	11.6%	12	3	300.0%	3	1	200.0%
	Median Sales Price	\$460,000	\$459,000	0.2%	\$455,000	\$459,000	-0.9%	\$1,222,500	\$1,250,000	-2.2%	\$405,000		
	Ave. Sales Price	\$546,813	\$539,915	1.3%	\$532,553	\$535,493	-0.5%	\$1,220,562	\$1,288,667	-5.3%	\$445,370	\$577,500	-22.9%
Collierville	Units	648	716	-9.5%	568	590	-3.7%	80	126	-36.5%	5	2	150.0%
	Median Sales Price	\$522,400	\$525,000	-0.5%	\$504,750	\$488,500	3.3%	\$593,237	\$658,950	-10.0%	\$407,000		
	Ave. Sales Price	\$570,030	\$576,501	-1.1%	\$550,097	\$545,662	0.8%	\$711,553	\$720,906	-1.3%	\$560,900	\$553,950	1.3%
Lakeland	Units	194	221	-12.2%	181	178	1.7%	13	43	-69.8%		2	
	Median Sales Price	\$466,250	\$450,000	3.6%	\$442,000	\$392,500	12.6%	\$637,800	\$635,000	0.4%			
	Ave. Sales Price	\$506,330	\$471,390	7.4%	\$496,076	\$431,698	14.9%	\$649,099	\$635,697	2.1%		\$265,500	
Arlington	Units	226	217	4.1%	162	156	3.8%	64	61	4.9%			
	Median Sales Price	\$452,855	\$489,000	-7.4%	\$422,500	\$441,450	-4.3%	\$524,950	\$525,065	0.0%			
	Ave. Sales Price	\$461,149	\$489,261	-5.7%	\$432,184	\$470,257	-8.1%	\$534,466	\$537,861	-0.6%			
Millington	Units	206	212	-2.8%	148	164	-9.8%	58	48	20.8%	3	2	50.0%
	Median Sales Price	\$262,500	\$244,500	7.4%	\$220,000	\$200,000	10.0%	\$323,990	\$310,990	4.2%	\$208,000		
	Ave. Sales Price	\$264,603	\$244,073	8.4%	\$240,058	\$223,043	7.6%	\$327,235	\$315,928	3.6%	\$167,667	\$105,875	58.4%
Shelby County	Units	10,404	10,964	-5.1%	10,038	10,518	-4.6%	366	446	-17.9%	116	84	38.1%
	Median Sales Price	\$210,000	\$198,850	5.6%	\$202,089	\$190,000	6.4%	\$439,225	\$495,877	-11.4%	\$136,000	\$136,000	0.0%
	Ave. Sales Price	\$266,962	\$261,324	2.2%	\$258,591	\$250,798	3.1%	\$496,548	\$509,541	-2.5%	\$186,092	\$154,621	20.4%
Fayette County	Units	634	646	-1.9%	452	475	-4.8%	182	171	6.4%	1	6	-83.3%
	Median Sales Price	\$365,000	\$364,950	0.0%	\$339,450	\$349,000	-2.7%	\$388,522	\$385,990	0.7%		\$82,000	
	Ave. Sales Price	\$405,376	\$431,861	-6.1%	\$393,069	\$432,396	-9.1%	\$435,940	\$430,375	1.3%	\$393,000	\$132,833	195.9%
Tipton County	Units	628	602	4.3%	587	547	7.3%	41	55	-25.5%	10	5	100.0%
	Median Sales Price	\$265,000	\$265,000	0.0%	\$256,000	\$255,000	0.4%	\$450,000	\$389,900	15.4%	\$147,500	\$150,000	-1.7%
	Ave. Sales Price	\$279,058	\$264,490	5.5%	\$267,621	\$249,996	7.1%	\$442,811	\$408,634	8.4%	\$188,210	\$137,320	37.1%



NEWS RELEASE

FOR IMMEDIATE RELEASE

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September Market Report

MEMPHIS, Tenn., Oct. 13, 2025 – Memphis-area home sales for September increased 13.0 percent from a year ago, with 1,460 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were up 8.8 percent from August, when there were 1,342 total sales. The average sales price from September to September decreased 1.2 percent, to \$285,488. Inventory decreased 1.4 percent, with 4,571 units listed for sale. September average DOM was 57, a 9.6 percent increase from the previous month. Sales volume YTD decreased 2.7 percent, to \$3.21 billion.

September Comparison

	2025	2024	% Change
Total Home Sales	1,460	1,292	13.0%
Median Sales Price	\$230,000	\$215,000	7.0%
Average Sales Price	\$285,488	\$288,847	-1.2%
Monthly Sales Volume	\$416.8 million	\$373.2 million	11.7%

Year-to-Date Comparison

	2025	2024	% Change
Total Home Sales	11,666	12,212	-4.5%
Median Sales Price	\$225,000	\$212,000	6.1%
Average Sales Price	\$275,136	\$270,501	1.7%
Monthly Sales Volume	\$3.21 billion	\$3.30 billion	-2.7%

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

“We saw a nice jump in total sales from August to September,” said MAAR President Greg Renfrow. “Anytime you have a 13 percent increase, that’s noteworthy.”

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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