

Sales Summary

	November Total Sales			YTD Total Sales		
	2025	2024	% change	2025	2024	% change
Units	983	1,154	-14.8%	13,887	14,571	-4.7%
Median Sales Price	\$226,500	\$210,000	7.9%	\$223,500	\$210,000	6.4%
Average Sales Price	\$272,414	\$260,528	4.6%	\$274,747	\$269,086	2.1%

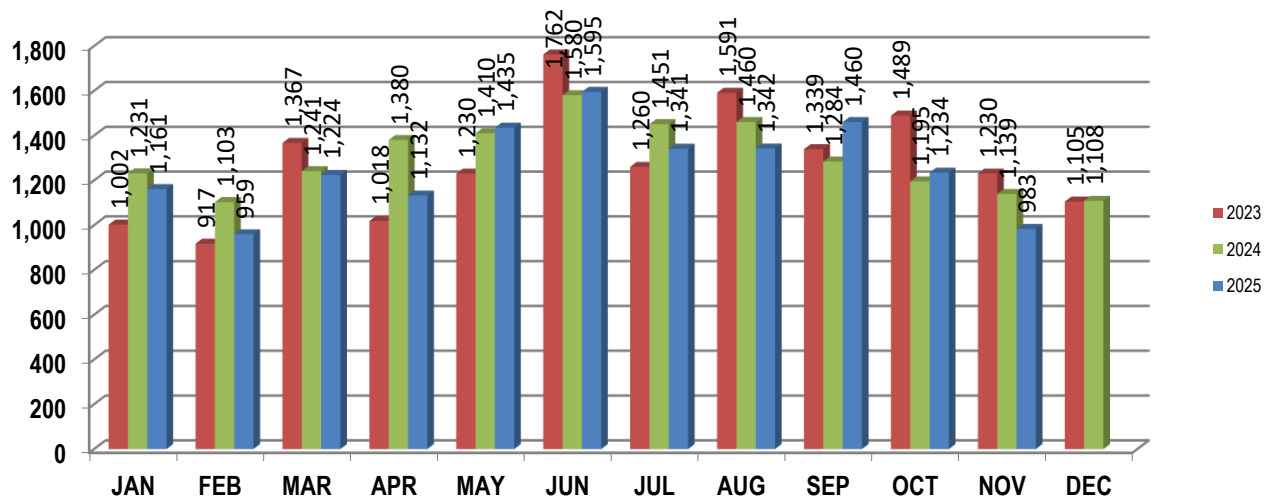
	November Existing Sales			YTD Existing Sales		
	2025	2024	% change	2025	2024	% change
Units	933	1,081	-13.7%	13,172	13,754	-4.2%
Median Sales Price	\$217,000	\$193,500	12.1%	\$214,900	\$199,500	7.7%
Average Sales Price	\$261,364	\$247,970	5.4%	\$264,151	\$256,755	2.9%

	November New Home Sales			YTD New Home Sales		
	2025	2024	% change	2025	2024	% change
Units	50	73	-31.5%	715	817	-12.5%
Median Sales Price	\$419,342	\$382,990	9.5%	\$425,319	\$430,000	-1.1%
Average Sales Price	\$478,612	\$446,495	7.2%	\$469,953	\$476,672	-1.4%

	November Bank Sales			YTD Bank Sales*		
	2025	2024	% change	2025	2024	% change
Units	10	11	-9.1%	158	125	26.4%
Median Sales Price	\$61,319	\$250,000	-75.5%	\$129,750	\$130,000	-0.2%
Average Sales Price	\$142,014	\$273,931	-48.2%	\$182,474	\$159,008	14.8%

	November Non-Bank Sales			YTD Non-Bank Sales		
	2025	2024	% change	2025	2024	% change
Units	973	1,143	-14.9%	13,729	14,446	-5.0%
Median Sales Price	\$228,000	\$207,000	10.1%	\$225,000	\$212,500	5.9%
Average Sales Price	\$273,754	\$260,400	5.1%	\$275,809	\$270,038	2.1%

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.

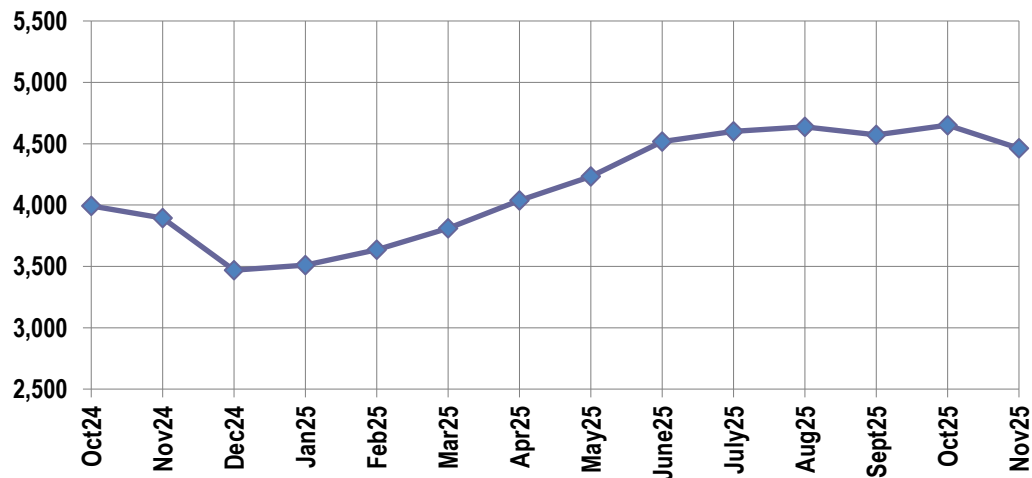


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	4,073	\$385,932
Condo/Co-op	329	\$226,287
Duplex	60	\$195,290
Market Total	4,462	\$371,597

Pending Sales		
	Units	Ave. List Price
Single Family	1,187	\$330,290
Condo/Co-op	49	\$174,985
Duplex	26	\$157,901
Market Total	1,262	\$320,708

	November Foreclosure Actions			YTD Foreclosure Actions		
	2025	2024	% change	2025	2024	% change
Total	33	27	22.2%	467	388	20.4%



Inventory

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
Oct-24	3,994	Oct-25	4,651
Nov-24	3,893	Nov-25	4,462

		November Total Sales			November Existing Sales			November New Home Sales			November Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Frayser	Units	59	71	-16.9%	58	70	-17.1%	1	1	0.0%			
	Median Sales Price	\$109,000	\$77,000	41.6%	\$107,000	\$77,000	39.0%						
	Ave. Sales Price	\$128,106	\$94,026	36.2%	\$126,935	\$93,798	35.3%	\$196,000	\$110,000	78.2%			
Raleigh/ Cov. Pike	Units	53	63	-15.9%	53	63	-15.9%				1		
	Median Sales Price	\$162,000	122,000	32.8%	\$162,000	122,000	32.8%						
	Ave. Sales Price	\$167,413	\$137,639	21.6%	\$167,413	\$137,639	21.6%				\$129,500		
Downtown	Units	18	32	-43.8%	17	32	-46.9%	1					
	Median Sales Price	\$129,000	\$191,000	-32.5%	\$110,000	\$191,000	-42.4%						
	Ave. Sales Price	\$158,050	\$268,223	-41.1%	\$155,141	\$268,223	-42.2%	\$207,500					
Midtown	Units	58	68	-14.7%	57	67	-14.9%	1	1	0.0%	1		
	Median Sales Price	\$137,500	\$222,500	-38.2%	\$135,000	\$230,000	-41.3%						
	Ave. Sales Price	\$205,439	\$223,681	-8.2%	\$205,973	\$224,184	-8.1%	\$175,000	\$190,000	-7.9%	\$47,000		
S. Memphis	Units	50	83	-39.8%	49	79	-38.0%	1	4	-75.0%	3	2	50.0%
	Median Sales Price	\$72,819	\$80,000	-9.0%	\$70,000	\$75,000	-6.7%		\$161,000		\$44,000		
	Ave. Sales Price	\$85,862	\$78,655	9.2%	\$83,458	\$74,194	12.5%	\$203,635	\$166,750	22.1%	\$53,880	\$37,450	43.9%
Berclair/ Highland Heights	Units	35	46	-23.9%	35	45	-22.2%		1				
	Median Sales Price	\$115,700	\$111,500	3.8%	\$115,700	\$110,000	5.2%						
	Ave. Sales Price	\$124,934	\$115,066	8.6%	\$124,934	\$114,178	9.4%		\$155,000				
E. Memphis	Units	139	183	-24.0%	138	181	-23.8%	1	2	-50.0%		2	
	Median Sales Price	\$249,900	\$176,000	42.0%	\$248,950	\$176,000	41.4%						
	Ave. Sales Price	\$340,663	\$279,606	21.8%	\$334,225	\$277,641	20.4%	\$1,229,000	\$457,450	168.7%		\$500,000	
Whitehaven	Units	43	64	-32.8%	43	63	-31.7%		1			1	
	Median Sales Price	\$109,000	\$108,400	0.6%	\$109,000	\$108,400	0.6%						
	Ave. Sales Price	\$116,102	\$128,391	-9.6%	\$116,102	\$127,334	-8.8%		\$195,000			\$266,438	
Parkway Village/ Oakhaven	Units	39	44	-11.4%	38	43	-11.6%	1	1	0.0%		1	
	Median Sales Price	\$110,000	\$135,250	-18.7%	\$109,000	\$134,000	-18.7%						
	Ave. Sales Price	\$121,286	\$128,413	-5.6%	\$119,083	\$126,980	-6.2%	\$205,000	\$190,000	7.9%		\$101,000	
Hickory Hill	Units	62	51	21.6%	62	47	31.9%		4		2		
	Median Sales Price	\$180,000	\$210,000	-14.3%	\$180,000	\$189,000	-4.8%		\$379,900				
	Ave. Sales Price	\$180,598	\$199,380	-9.4%	\$180,598	\$183,482	-1.6%		\$386,175		\$36,000		
Southwind	Units	4	4	0.0%	4	4	0.0%						
	Median Sales Price	\$343,000	\$500,000	-31.4%	\$343,000	\$500,000	-31.4%						
	Ave. Sales Price	\$440,000	\$468,750	-6.1%	\$440,000	\$468,750	-6.1%						

		November Total Sales			November Existing Sales			November New Home Sales			November Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Cordova	Units	104	107	-2.8%	98	101	-3.0%	6	6	0.0%	2		
	Median Sales Price	\$260,000	\$260,000	0.0%	\$259,450	\$253,500	2.3%	\$380,815					
	Ave. Sales Price	\$286,157	\$287,607	-0.5%	\$277,443	\$277,109	0.1%	\$428,492	\$464,325	-7.7%	\$215,000		
Bartlett	Units	52	57	-8.8%	51	55	-7.3%	1	2	-50.0%		1	
	Median Sales Price	\$295,347	\$305,000	-3.2%	\$295,000	\$300,000	-1.7%						
	Ave. Sales Price	\$308,527	\$314,581	-1.9%	\$308,778	\$313,060	-1.4%	\$295,695	\$356,400	-17.0%		\$230,000	
G'town	Units	42	43	-2.3%	41	42	-2.4%	1	1	0.0%	1	1	0.0%
	Median Sales Price	\$465,000	\$443,200	4.9%	\$460,000	\$439,100	4.8%						
	Ave. Sales Price	\$504,990	\$553,391	-8.7%	\$494,502	\$539,710	-8.4%	\$935,000	\$1,128,000	-17.1%	\$580,000	\$321,000	80.7%
Collierville	Units	55	63	-12.7%	50	50	0.0%	5	13	-61.5%			
	Median Sales Price	\$495,000	\$525,000	-5.7%	\$482,000	\$482,750	-0.2%	\$599,950	\$679,316	-11.7%			
	Ave. Sales Price	\$541,225	\$570,225	-5.1%	\$529,953	\$539,538	-1.8%	\$653,950	\$688,251	-5.0%			
Lakeland	Units	10	23	-56.5%	8	23	-65.2%	2					
	Median Sales Price	\$412,000	\$444,000	-7.2%	\$399,000	\$444,000	-10.1%						
	Ave. Sales Price	\$475,328	\$507,007	-6.2%	\$415,448	\$507,007	-18.1%	\$714,850					
Arlington	Units	24	20	20.0%	17	10	70.0%	7	10	-30.0%		1	
	Median Sales Price	\$474,570	\$442,780	7.2%	\$385,000	\$407,500	-5.5%	\$549,950	\$501,877	9.6%			
	Ave. Sales Price	\$452,269	\$467,201	-3.2%	\$412,988	\$420,400	-1.8%	\$547,665	\$514,003	6.5%		\$395,000	
Millington	Units	15	19	-21.1%	8	13	-38.5%	7	6	16.7%			
	Median Sales Price	\$307,990	\$260,000	18.5%	\$214,000	\$213,800	0.1%	\$331,990	\$321,990	3.1%			
	Ave. Sales Price	\$253,939	\$242,134	4.9%	\$190,395	\$204,123	-6.7%	\$326,651	\$324,490	0.7%			
Shelby County	Units	858	1,029	-16.6%	823	977	-15.8%	35	52	-32.7%	10	9	11.1%
	Median Sales Price	\$211,400	\$190,000	11.3%	\$202,500	\$181,000	11.9%	\$423,785	\$425,000	-0.3%	\$61,319	\$250,000	-75.5%
	Ave. Sales Price	\$263,317	\$253,928	3.7%	\$254,057	\$242,395	4.8%	\$481,052	\$470,626	2.2%	\$142,014	\$265,371	-46.5%
Fayette County	Units	62	54	14.8%	48	37	29.7%	14	17	-17.6%		1	
	Median Sales Price	\$382,000	\$352,495	8.4%	\$372,000	\$365,000	1.9%	\$429,675	\$339,900	26.4%			
	Ave. Sales Price	\$421,962	\$378,279	11.5%	\$403,079	\$374,601	7.6%	\$486,706	\$386,285	26.0%		\$395,000	
Tipton County	Units	63	71	-11.3%	62	67	-7.5%	1	4	-75.0%		1	
	Median Sales Price	\$255,000	\$267,000	-4.5%	\$252,500	\$262,500	-3.8%		\$365,000				
	Ave. Sales Price	\$249,129	\$266,627	-6.6%	\$248,632	\$259,340	-4.1%	\$279,900	\$388,677	-28.0%		\$229,900	

		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
Fraser	Units	873	934	-6.5%	857	928	-7.7%	16	6	166.7%	6	7	-14.3%
	Median Sales Price	\$100,000	\$94,700	5.6%	\$99,000	\$94,000	5.3%	\$165,000	\$165,000	0.0%	\$60,500	\$74,550	-18.8%
	Ave. Sales Price	\$112,085	\$107,632	4.1%	\$110,956	\$107,292	3.4%	\$172,581	\$160,267	7.7%	\$61,000	\$105,836	-42.4%
Raleigh/ Cov. Pike	Units	644	764	-15.7%	644	760	-15.3%		4		11	8	37.5%
	Median Sales Price	\$160,000	\$143,650	11.4%	\$160,000	\$143,000	11.9%		\$210,300		\$150,000	\$132,500	13.2%
	Ave. Sales Price	\$159,795	\$148,583	7.5%	\$159,795	\$148,232	7.8%		\$215,150		\$155,938	\$131,863	18.3%
Downtown	Units	329	359	-8.4%	318	356	-10.7%	11	3	266.7%	6	2	200.0%
	Median Sales Price	\$225,000	\$176,500	27.5%	\$225,000	\$175,750	28.0%	\$230,000	\$205,500	11.9%	\$109,100		
	Ave. Sales Price	\$254,613	\$230,073	10.7%	\$256,076	\$230,269	11.2%	\$212,318	\$206,833	2.7%	\$152,533	\$29,950	409.3%
Midtown	Units	746	782	-4.6%	743	777	-4.4%	3	5	-40.0%	13	8	62.5%
	Median Sales Price	\$175,000	\$180,000	-2.8%	\$175,000	\$180,000	-2.8%	\$240,000	\$170,000	41.2%	\$118,500	\$154,381	-23.2%
	Ave. Sales Price	\$216,835	\$219,797	-1.3%	\$216,277	\$220,149	-1.8%	\$355,000	\$165,100	115.0%	\$127,823	\$142,684	-10.4%
S. Memphis	Units	857	1,022	-16.1%	842	998	-15.6%	15	24	-37.5%	21	20	5.0%
	Median Sales Price	\$68,000	\$70,000	-2.9%	\$67,000	\$69,950	-4.2%	\$203,635	\$156,000	30.5%	\$59,000	\$55,000	7.3%
	Ave. Sales Price	\$82,640	\$81,524	1.4%	\$80,478	\$79,338	1.4%	\$203,996	\$172,412	18.3%	\$69,869	\$75,400	-7.3%
Berclair/ Highland Heights	Units	520	619	-16.0%	517	608	-15.0%	3	11	-72.7%	5	5	0.0%
	Median Sales Price	\$102,000	\$100,000	2.0%	\$102,000	\$100,000	2.0%	\$165,000	\$155,000	6.5%	\$92,000	\$69,000	33.3%
	Ave. Sales Price	\$111,115	\$105,823	5.0%	\$110,744	\$104,556	5.9%	\$175,000	\$175,850	-0.5%	\$85,300	\$84,838	0.5%
E. Memphis	Units	2,185	2,263	-3.4%	2,163	2,238	-3.4%	22	25	-12.0%	18	15	20.0%
	Median Sales Price	\$220,000	\$215,000	2.3%	\$220,000	\$215,000	2.3%	\$473,250	\$195,500	142.1%	\$118,950	\$159,900	-25.6%
	Ave. Sales Price	\$292,851	\$294,673	-0.6%	\$290,514	\$293,640	-1.1%	\$522,545	\$387,135	35.0%	\$180,914	\$189,162	-4.4%
Whitehaven	Units	779	828	-5.9%	769	818	-6.0%	10	10	0.0%	17	9	88.9%
	Median Sales Price	\$118,000	\$115,000	2.6%	\$117,500	\$114,400	2.7%	\$187,750	\$195,250	-3.8%	\$86,000	\$120,000	-28.3%
	Ave. Sales Price	\$121,637	\$121,506	0.1%	\$120,824	\$120,443	0.3%	\$184,150	\$208,460	-11.7%	\$86,630	\$135,427	-36.0%
Parkway Village/ Oakhaven	Units	412	471	-12.5%	406	465	-12.7%	6	6	0.0%	3	4	-25.0%
	Median Sales Price	\$120,000	\$125,000	-4.0%	\$120,000	\$123,000	-2.4%	\$195,000	\$180,000	8.3%	\$118,000	\$107,750	9.5%
	Ave. Sales Price	\$125,244	\$127,061	-1.4%	\$124,164	\$126,481	-1.8%	\$198,333	\$172,000	15.3%	\$113,333	\$105,375	7.6%
Hickory Hill	Units	799	856	-6.7%	778	825	-5.7%	21	31	-32.3%	11	13	-15.4%
	Median Sales Price	\$193,000	\$185,000	4.3%	\$189,900	\$180,000	5.5%	\$389,900	\$383,995	1.5%	\$152,000	\$177,000	-14.1%
	Ave. Sales Price	\$192,511	\$193,248	-0.4%	\$187,223	\$186,099	0.6%	\$388,414	\$383,506	1.3%	\$157,743	\$175,923	-10.3%
Southwind	Units	80	59	35.6%	78	59	32.2%	2			2		
	Median Sales Price	\$315,000	\$350,000	-10.0%	\$312,500	\$350,000	-10.7%						
	Ave. Sales Price	\$376,786	\$477,159	-21.0%	\$374,090	\$477,159	-21.6%	\$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	1,349	1,341	0.6%	1,315	1,288	2.1%	34	53	-35.8%	15	5	200.0%
	Median Sales Price	\$268,000	\$270,000	-0.7%	\$265,000	\$265,000	0.0%	\$395,389	\$380,000	4.0%	\$232,900	\$215,000	8.3%
	Ave. Sales Price	\$296,276	\$302,128	-1.9%	\$292,324	\$297,657	-1.8%	\$449,090	\$410,778	9.3%	\$274,745	\$221,800	23.9%
Bartlett	Units	768	773	-0.6%	733	734	-0.1%	35	39	-10.3%	7	3	133.3%
	Median Sales Price	\$312,250	\$310,000	0.7%	\$310,000	\$304,050	2.0%	\$344,900	\$362,948	-5.0%	\$365,000	\$261,200	39.7%
	Ave. Sales Price	\$325,972	\$320,144	1.8%	\$324,009	\$315,848	2.6%	\$367,099	\$400,991	-8.5%	\$339,239	\$267,067	27.0%
G'town	Units	666	600	11.0%	652	595	9.6%	14	5	180.0%	4	2	100.0%
	Median Sales Price	\$460,000	\$459,500	0.1%	\$455,000	\$459,000	-0.9%	\$1,130,247	\$1,250,000	-9.6%	\$492,500		
	Ave. Sales Price	\$545,083	\$544,118	0.2%	\$531,359	\$537,616	-1.2%	\$1,184,260	\$1,317,800	-10.1%	\$479,028	\$449,250	6.6%
Collierville	Units	779	826	-5.7%	686	671	2.2%	93	155	-40.0%	5	2	150.0%
	Median Sales Price	\$522,000	\$529,975	-1.5%	\$500,000	\$490,000	2.0%	\$596,475	\$655,514	-9.0%	\$407,000		
	Ave. Sales Price	\$565,848	\$579,369	-2.3%	\$546,459	\$549,026	-0.5%	\$708,869	\$710,725	-0.3%	\$560,900	\$553,950	1.3%
Lakeland	Units	230	263	-12.5%	214	220	-2.7%	16	43	-62.8%		2	
	Median Sales Price	\$466,250	\$437,000	6.7%	\$441,000	\$383,500	15.0%	\$633,850	\$635,000	-0.2%			
	Ave. Sales Price	\$506,669	\$472,171	7.3%	\$495,692	\$440,209	12.6%	\$653,487	\$635,697	2.8%		\$265,500	
Arlington	Units	272	271	0.4%	194	192	1.0%	78	79	-1.3%		3	
	Median Sales Price	\$454,405	\$480,000	-5.3%	\$425,000	\$435,000	-2.3%	\$544,000	\$527,985	3.0%		\$250,000	
	Ave. Sales Price	\$460,836	\$482,822	-4.6%	\$430,283	\$459,970	-6.5%	\$536,827	\$538,361	-0.3%		\$283,300	
Millington	Units	244	257	-5.1%	172	198	-13.1%	72	59	22.0%	3	2	50.0%
	Median Sales Price	\$262,500	\$244,000	7.6%	\$220,000	\$199,950	10.0%	\$326,490	\$313,990	4.0%	\$208,000		
	Ave. Sales Price	\$263,547	\$240,708	9.5%	\$236,661	\$217,857	8.6%	\$327,728	\$317,397	3.3%	\$167,667	\$105,875	58.4%
Shelby County	Units	12,360	13,074	-5.5%	11,910	12,527	-4.9%	450	547	-17.7%	145	108	34.3%
	Median Sales Price	\$210,000	\$195,000	7.7%	\$200,854	\$188,500	6.6%	\$431,707	\$489,950	-11.9%	\$121,700	\$131,000	-7.1%
	Ave. Sales Price	\$266,479	\$259,974	2.5%	\$258,091	\$249,386	3.5%	\$488,479	\$502,455	-2.8%	\$178,598	\$156,944	13.8%
Fayette County	Units	768	775	-0.9%	547	570	-4.0%	221	205	7.8%	1	10	-90.0%
	Median Sales Price	\$365,000	\$365,000	0.0%	\$344,500	\$355,600	-3.1%	\$389,950	\$379,900	2.6%		\$129,450	
	Ave. Sales Price	\$406,301	\$426,755	-4.8%	\$393,388	\$426,379	-7.7%	\$438,263	\$427,799	2.4%	\$393,000	\$198,290	98.2%
Tipton County	Units	759	722	5.1%	715	657	8.8%	44	65	-32.3%	12	7	71.4%
	Median Sales Price	\$260,500	\$265,000	-1.7%	\$250,000	\$255,000	-2.0%	\$449,950	\$390,000	15.4%	\$195,000	\$150,000	30.0%
	Ave. Sales Price	\$276,268	\$264,850	4.3%	\$266,214	\$250,110	6.4%	\$439,650	\$413,835	6.2%	\$211,758	\$134,743	57.2%



NEWS RELEASE

FOR IMMEDIATE RELEASE

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November Market Report

MEMPHIS, Tenn., Dec. 8, 2025 – Memphis-area home sales for November decreased 14.8 percent from a year ago, with 983 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were down 20.3 percent from October, when there were 1,234 total sales. The average sales price from November to November increased 4.6 percent, to \$272,414. Inventory decreased 4.1 percent, with 4,462 units listed for sale. November average DOM was 55, a 1.9 percent increase from the previous month. Sales volume YTD decreased 2.6 percent, to \$3.82 billion.

November Comparison

	2025	2024	% Change
Total Home Sales	983	1,154	-14.8%
Median Sales Price	\$226,500	\$210,000	7.9%
Average Sales Price	\$272,414	\$260,528	4.6%
Monthly Sales Volume	\$267.8 million	\$300.6 million	-10.9%

Year-to-Date Comparison

	2025	2024	% Change
Total Home Sales	13,887	14,571	-4.7%
Median Sales Price	\$223,500	\$210,000	6.4%
Average Sales Price	\$274,747	\$269,086	2.1%
Sales Volume	\$3.82 billion	\$3.92 billion	-2.6%

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

“Things slowed down a little bit, but that’s not unusual this time of year,” said MAAR President Greg Renfrow. “DOM (days on market) and inventory held steady.”

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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