

**Sales Summary**

	April Total Sales			YTD Total Sales		
	2025	2024	% change	2025	2024	% change
Units	1,132	1,386	-18.3%	4,480	5,000	-10.4%
Median Sales Price	\$218,000	\$210,000	3.8%	\$210,000	\$195,000	7.7%
Average Sales Price	\$268,819	\$263,769	1.9%	\$257,558	\$247,002	4.3%

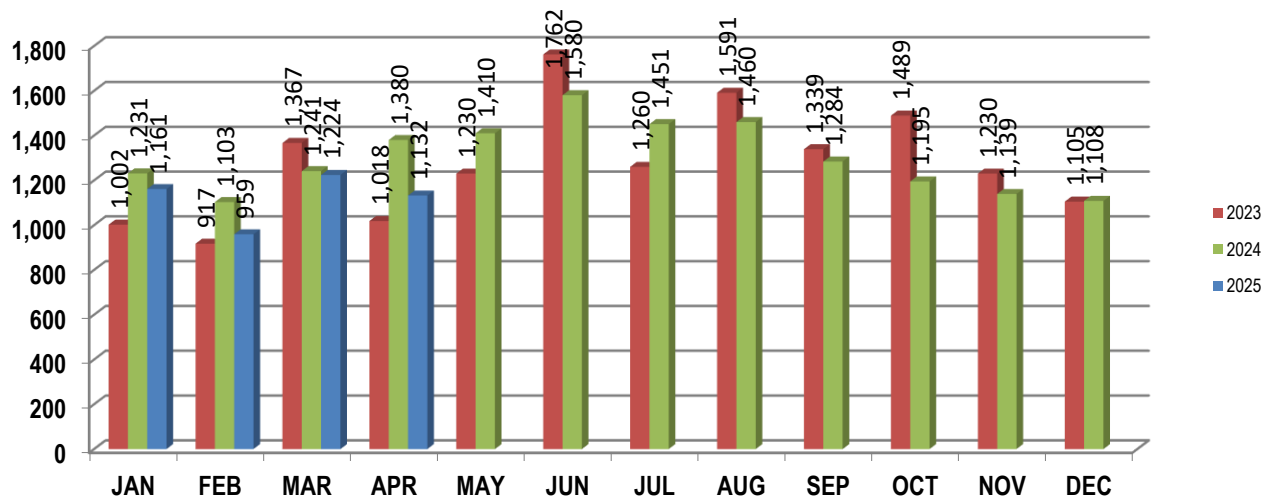
	April Existing Sales			YTD Existing Sales		
	2025	2024	% change	2025	2024	% change
Units	1,086	1,319	-17.7%	4,258	4,734	-10.1%
Median Sales Price	\$212,250	\$200,000	6.1%	\$198,500	\$182,700	8.6%
Average Sales Price	\$258,019	\$253,660	1.7%	\$246,156	\$233,307	5.5%

	April New Home Sales			YTD New Home Sales		
	2025	2024	% change	2025	2024	% change
Units	46	67	-31.3%	222	266	-16.5%
Median Sales Price	\$460,900	\$394,400	16.9%	\$433,037	\$450,774	-3.9%
Average Sales Price	\$523,793	\$462,774	13.2%	\$476,253	\$490,746	-3.0%

	April Bank Sales			YTD Bank Sales*		
	2025	2024	% change	2025	2024	% change
Units	6	10	-40.0%	49	44	11.4%
Median Sales Price	\$219,556	\$92,000	138.6%	\$171,500	\$117,500	46.0%
Average Sales Price	\$222,269	\$125,710	76.8%	\$210,470	\$142,317	47.9%

	April Non-Bank Sales			YTD Non-Bank Sales		
	2025	2024	% change	2025	2024	% change
Units	1,126	1,376	-18.2%	4,431	4,956	-10.6%
Median Sales Price	\$218,000	\$211,875	2.9%	\$210,000	\$195,000	7.7%
Average Sales Price	\$269,067	\$264,772	1.6%	\$258,079	\$247,932	4.1%

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.





## Memphis Area Home Sales Report

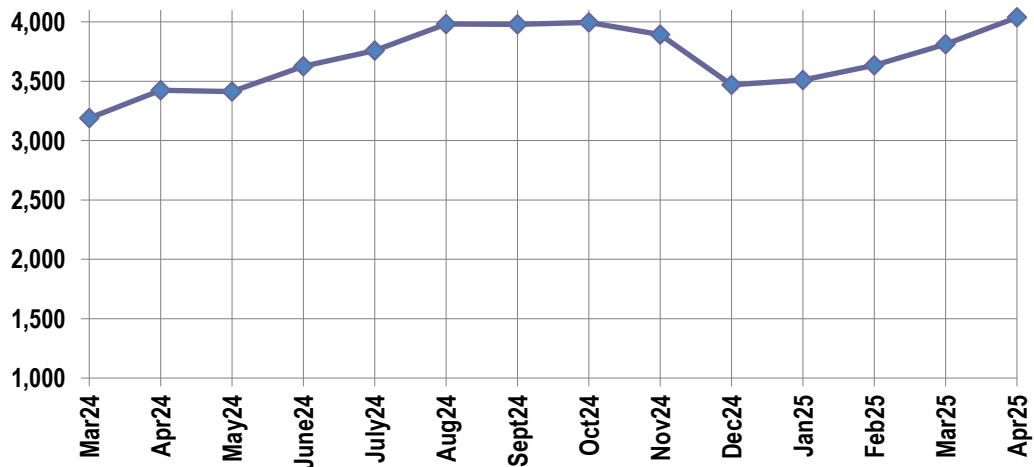
April 2025

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

Active Listings		
	Units	Ave. List Price
Single Family	3,687	\$419,644
Condo/Co-op	294	\$260,579
Duplex	56	\$194,959
Market Total	4,037	\$404,919

Pending Sales		
	Units	Ave. List Price
Single Family	1,523	\$373,874
Condo/Co-op	70	\$208,857
Duplex	30	\$145,146
Market Total	1,623	\$362,529

	April Foreclosure Actions			YTD Foreclosure Actions		
	2025	2024	% change	2025	2024	% change
Total	36	39	-7.7%	144	145	-0.7%



### Inventory

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
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

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Frayer	Units	63	98	-35.7%	63	97	-35.1%	1			1		
	Median Sales Price	\$81,000	\$105,150	-23.0%	\$81,000	\$105,000	-22.9%						
	Ave. Sales Price	\$98,182	\$125,030	-21.5%	\$98,182	\$124,690	-21.3%	\$158,000			\$20,000		
Raleigh/ Cov. Pike	Units	49	65	-24.6%	49	65	-24.6%						
	Median Sales Price	\$164,000	132,500	23.8%	\$164,000	132,500	23.8%						
	Ave. Sales Price	\$176,994	\$137,358	28.9%	\$176,994	\$137,358	28.9%						
Downtown	Units	31	41	-24.4%	29	41	-29.3%	2					
	Median Sales Price	\$235,000	\$250,000	-6.0%	\$225,000	\$250,000	-10.0%						
	Ave. Sales Price	\$240,172	\$262,712	-8.6%	\$240,236	\$262,712	-8.6%	\$239,250					
Midtown	Units	53	76	-30.3%	53	76	-30.3%					1	
	Median Sales Price	\$239,000	\$139,500	71.3%	\$239,000	\$139,500	71.3%						
	Ave. Sales Price	\$235,979	\$198,536	18.9%	\$235,979	\$198,536	18.9%					\$206,000	
S. Memphis	Units	59	100	-41.0%	58	100	-42.0%	1				4	
	Median Sales Price	\$85,000	\$58,375	45.6%	\$85,000	\$58,375	45.6%					\$91,642	
	Ave. Sales Price	\$92,034	\$72,614	26.7%	\$89,333	\$72,614	23.0%	\$248,700				\$142,046	
Berclair/ Highland Heights	Units	43	55	-21.8%	43	55	-21.8%						
	Median Sales Price	\$87,000	\$92,500	-5.9%	\$87,000	\$92,500	-5.9%						
	Ave. Sales Price	\$94,321	\$97,348	-3.1%	\$94,321	\$97,348	-3.1%						
E. Memphis	Units	192	214	-10.3%	192	213	-9.9%		1			1	
	Median Sales Price	\$209,000	\$235,000	-11.1%	\$209,000	\$235,000	-11.1%						
	Ave. Sales Price	\$268,417	\$306,097	-12.3%	\$268,417	\$303,832	-11.7%		\$788,500			\$55,912	
Whitehaven	Units	77	69	11.6%	77	69	11.6%					2	
	Median Sales Price	\$118,000	\$129,700	-9.0%	\$118,000	\$129,700	-9.0%						
	Ave. Sales Price	\$122,752	\$128,733	-4.6%	\$122,752	\$128,733	-4.6%					\$103,000	
Parkway Village/ Oakhaven	Units	41	45	-8.9%	41	45	-8.9%				1	1	0.0%
	Median Sales Price	\$119,000	\$126,000	-5.6%	\$119,000	\$126,000	-5.6%						
	Ave. Sales Price	\$121,185	\$126,711	-4.4%	\$121,185	\$126,711	-4.4%				\$87,000	\$76,000	14.5%
Hickory Hill	Units	64	83	-22.9%	63	79	-20.3%	1	4	-75.0%	1		
	Median Sales Price	\$166,450	\$177,000	-6.0%	\$165,000	\$175,000	-5.7%		\$385,747				
	Ave. Sales Price	\$162,013	\$194,411	-16.7%	\$158,554	\$184,144	-13.9%	\$379,900	\$397,199	-4.4%	\$108,002		
Southwind	Units	2	5	-60.0%	2	5	-60.0%						
	Median Sales Price	\$358,500	\$615,000	-41.7%	\$358,500	\$615,000	-41.7%						
	Ave. Sales Price	\$358,500	\$664,480	-46.0%	\$358,500	\$664,480	-46.0%						

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Cordova	Units	99	134	-26.1%	98	129	-24.0%	1	5	-80.0%			
	Median Sales Price	\$260,000	\$285,500	-8.9%	\$260,000	\$280,000	-7.1%		\$394,400				
	Ave. Sales Price	\$279,265	\$326,928	-14.6%	\$277,167	\$322,470	-14.0%	\$484,900	\$441,956	9.7%			
Bartlett	Units	51	69	-26.1%	49	63	-22.2%	2	6	-66.7%			
	Median Sales Price	\$320,000	\$338,975	-5.6%	\$310,000	\$328,000	-5.5%		\$374,900				
	Ave. Sales Price	\$330,804	\$356,920	-7.3%	\$326,981	\$353,024	-7.4%	\$424,272	\$397,828	6.6%			
G'town	Units	56	51	9.8%	55	50	10.0%	1	1	0.0%	1		
	Median Sales Price	\$469,000	\$457,000	2.6%	\$469,000	\$453,500	3.4%						
	Ave. Sales Price	\$553,839	\$522,985	5.9%	\$542,546	\$510,945	6.2%	\$1,175,000	\$1,125,000	4.4%	\$331,111		
Collierville	Units	60	61	-1.6%	52	54	-3.7%	8	7	14.3%	2		
	Median Sales Price	\$477,450	\$515,000	-7.3%	\$450,000	\$485,650	-7.3%	\$907,499	\$679,299	33.6%			
	Ave. Sales Price	\$531,873	\$570,036	-6.7%	\$476,488	\$553,788	-14.0%	\$891,874	\$695,379	28.3%	\$393,750		
Lakeland	Units	17	29	-41.4%	17	25	-32.0%		4				
	Median Sales Price	\$430,000	\$395,000	8.9%	\$430,000	\$355,000	21.1%		\$739,626				
	Ave. Sales Price	\$491,076	\$456,230	7.6%	\$491,076	\$413,554	18.7%		\$722,956				
Arlington	Units	13	19	-31.6%	9	16	-43.8%	4	3	33.3%			
	Median Sales Price	\$460,000	\$510,000	-9.8%	\$385,000	\$495,000	-22.2%	\$574,950	\$525,065	9.5%			
	Ave. Sales Price	\$459,215	\$482,105	-4.7%	\$418,889	\$477,458	-12.3%	\$549,950	\$506,885	8.5%			
Millington	Units	20	21	-4.8%	13	14	-7.1%	7	7	0.0%			
	Median Sales Price	\$301,995	\$289,990	4.1%	\$250,000	\$230,750	8.3%	\$335,990	\$299,990	12.0%			
	Ave. Sales Price	\$321,657	\$270,754	18.8%	\$304,716	\$252,350	20.8%	\$353,120	\$307,561	14.8%			
Shelby County	Units	977	1,230	-20.6%	950	1,191	-20.2%	27	39	-30.8%	6	9	-33.3%
	Median Sales Price	\$205,000	\$200,000	2.5%	\$199,700	\$190,000	5.1%	\$484,900	\$425,000	14.1%	\$219,556	\$86,000	155.3%
	Ave. Sales Price	\$254,935	\$258,882	-1.5%	\$245,947	\$250,826	-1.9%	\$571,206	\$504,874	13.1%	\$222,269	\$123,566	79.9%
Fayette County	Units	79	76	3.9%	61	54	13.0%	18	22	-18.2%		1	
	Median Sales Price	\$364,000	\$353,495	3.0%	\$334,000	\$340,250	-1.8%	\$415,811	\$397,820	4.5%			
	Ave. Sales Price	\$449,690	\$374,424	20.1%	\$448,393	\$360,117	24.5%	\$454,082	\$409,543	10.9%		\$145,000	
Tipton County	Units	76	80	-5.0%	75	74	1.4%	1	6	-83.3%			
	Median Sales Price	\$241,000	\$262,500	-8.2%	\$241,000	\$241,755	-0.3%		\$387,450				
	Ave. Sales Price	\$259,280	\$233,791	10.9%	\$256,091	\$221,587	15.6%	\$498,450	\$384,298	29.7%			

		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	287	332	-13.6%	280	331	-15.4%	7	1	600.0%	2	4	-50.0%
	Median Sales Price	\$99,800	\$96,187	3.8%	\$98,500	\$95,575	3.1%	\$165,000				\$111,025	
	Ave. Sales Price	\$106,730	\$109,975	-3.0%	\$105,284	\$109,830	-4.1%	\$164,571	\$158,000	4.2%	\$42,500	\$140,212	-69.7%
Raleigh/ Cov. Pike	Units	230	271	-15.1%	230	270	-14.8%		1		2	3	-33.3%
	Median Sales Price	\$160,000	138,500	15.5%	\$160,000	138,250	15.7%					\$115,000	
	Ave. Sales Price	\$160,858	\$146,677	9.7%	\$160,858	\$146,609	9.7%		\$165,000		\$175,000	\$142,167	23.1%
Downtown	Units	120	154	-22.1%	116	154	-24.7%	4			2	1	100.0%
	Median Sales Price	\$237,000	\$115,950	104.4%	\$237,500	\$115,950	104.8%	\$203,500					
	Ave. Sales Price	\$272,867	\$193,874	40.7%	\$275,384	\$193,874	42.0%	\$199,875			\$129,500	\$39,900	224.6%
Midtown	Units	248	284	-12.7%	247	282	-12.4%	1	2	-50.0%	7	3	133.3%
	Median Sales Price	\$137,500	\$162,250	-15.3%	\$135,000	\$163,750	-17.6%				\$171,500	\$90,250	90.0%
	Ave. Sales Price	\$188,217	\$212,043	-11.2%	\$188,007	\$212,590	-11.6%	\$240,000	\$135,000	77.8%	\$150,600	\$105,536	42.7%
S. Memphis	Units	309	415	-25.5%	303	412	-26.5%	6	3	100.0%	4	10	-60.0%
	Median Sales Price	\$66,000	\$69,500	-5.0%	\$65,000	\$68,500	-5.1%	\$216,850	\$180,000	20.5%	\$91,500	\$70,142	30.4%
	Ave. Sales Price	\$80,928	\$77,979	3.8%	\$78,345	\$77,122	1.6%	\$211,400	\$195,667	8.0%	\$109,525	\$93,060	17.7%
Berclair/ Highland Heights	Units	173	223	-22.4%	172	222	-22.5%	1	1	0.0%	1	1	0.0%
	Median Sales Price	\$99,000	\$90,000	10.0%	\$98,250	\$90,000	9.2%						
	Ave. Sales Price	\$105,548	\$99,272	6.3%	\$105,028	\$98,143	7.0%	\$195,000	\$350,000	-44.3%	\$77,000	\$187,500	-58.9%
E. Memphis	Units	720	726	-0.8%	716	721	-0.7%	4	5	-20.0%	5	2	150.0%
	Median Sales Price	\$207,500	\$212,125	-2.2%	\$207,000	\$210,000	-1.4%	\$484,250	\$525,000	-7.8%	\$107,000		
	Ave. Sales Price	\$260,941	\$264,579	-1.4%	\$259,442	\$262,907	-1.3%	\$529,375	\$505,680	4.7%	\$143,211	\$121,706	17.7%
Whitehaven	Units	294	277	6.1%	290	276	5.1%	4	1	300.0%	5	4	25.0%
	Median Sales Price	\$119,900	\$118,000	1.6%	\$119,800	\$116,500	2.8%	\$197,750			\$68,251	\$137,500	-50.4%
	Ave. Sales Price	\$121,403	\$122,689	-1.0%	\$120,386	\$122,304	-1.6%	\$195,125	\$229,000	-14.8%	\$92,050	\$150,250	-38.7%
Parkway Village/ Oakhaven	Units	149	171	-12.9%	148	171	-13.5%	1			1	1	0.0%
	Median Sales Price	\$120,000	\$121,750	-1.4%	\$120,000	\$121,750	-1.4%						
	Ave. Sales Price	\$127,920	\$129,286	-1.1%	\$127,264	\$129,286	-1.6%	\$225,000			\$87,000	\$76,000	14.5%
Hickory Hill	Units	249	316	-21.2%	241	305	-21.0%	8	11	-27.3%	4	5	-20.0%
	Median Sales Price	\$192,000	\$175,000	9.7%	\$188,300	\$171,500	9.8%	\$389,900	\$383,995	1.5%	\$130,001	\$199,000	-34.7%
	Ave. Sales Price	\$197,239	\$184,910	6.7%	\$190,531	\$177,841	7.1%	\$399,300	\$380,918	4.8%	\$149,376	\$221,300	-32.5%
Southwind	Units	19	17	11.8%	19	17	11.8%				1		
	Median Sales Price	\$320,000	\$430,000	-25.6%	\$320,000	\$430,000	-25.6%						
	Ave. Sales Price	\$346,358	\$581,712	-40.5%	\$346,358	\$581,712	-40.5%				\$600,000		

		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
Cordova	Units	418	474	-11.8%	413	463	-10.8%	5	11	-54.5%	2	2	0.0%
	Median Sales Price	\$270,000	\$270,000	0.0%	\$268,000	\$267,000	0.4%	\$484,900	\$387,500	25.1%			
	Ave. Sales Price	\$292,163	\$293,098	-0.3%	\$289,646	\$290,361	-0.2%	\$500,120	\$408,307	22.5%	\$250,400	\$256,500	-2.4%
Bartlett	Units	236	243	-2.9%	231	223	3.6%	5	20	-75.0%	4		
	Median Sales Price	\$315,500	\$312,000	1.1%	\$315,000	\$300,750	4.7%	\$499,045	\$376,630	32.5%	\$386,500		
	Ave. Sales Price	\$327,257	\$327,212	0.0%	\$324,480	\$319,262	1.6%	\$455,549	\$415,849	9.5%	\$371,975		
G'town	Units	184	174	5.7%	180	173	4.0%	4	1	300.0%	2	1	100.0%
	Median Sales Price	\$451,000	\$450,000	0.2%	\$450,000	\$450,000	0.0%	\$1,101,405					
	Ave. Sales Price	\$518,356	\$518,015	0.1%	\$504,318	\$514,507	-2.0%	\$1,150,061	\$1,125,000	2.2%	\$368,055	\$577,500	-36.3%
Collierville	Units	213	249	-14.5%	178	192	-7.3%	35	57	-38.6%	4		
	Median Sales Price	\$519,000	\$520,000	-0.2%	\$497,450	\$470,150	5.8%	\$730,000	\$616,025	18.5%	\$406,000		
	Ave. Sales Price	\$571,022	\$553,751	3.1%	\$534,704	\$509,742	4.9%	\$755,724	\$701,991	7.7%	\$536,125		
Lakeland	Units	64	85	-24.7%	60	67	-10.4%	4	18	-77.8%			
	Median Sales Price	\$435,000	\$421,700	3.2%	\$422,450	\$359,900	17.4%	\$624,400	\$644,850	-3.2%			
	Ave. Sales Price	\$475,555	\$462,077	2.9%	\$466,035	\$409,516	13.8%	\$618,350	\$657,724	-6.0%			
Arlington	Units	73	79	-7.6%	51	55	-7.3%	22	24	-8.3%			
	Median Sales Price	\$465,000	\$505,555	-8.0%	\$450,000	\$460,000	-2.2%	\$523,005	\$533,442	-2.0%			
	Ave. Sales Price	\$475,015	\$481,111	-1.3%	\$451,399	\$452,423	-0.2%	\$529,761	\$546,854	-3.1%			
Millington	Units	69	85	-18.8%	51	65	-21.5%	18	20	-10.0%		1	
	Median Sales Price	\$250,000	\$245,000	2.0%	\$213,000	\$185,000	15.1%	\$329,770	\$306,490	7.6%			
	Ave. Sales Price	\$261,830	\$245,825	6.5%	\$234,862	\$227,318	3.3%	\$338,240	\$305,940	10.6%		\$141,750	
Shelby County	Units	3,997	4,512	-11.4%	3,868	4,337	-10.8%	129	175	-26.3%	45	38	18.4%
	Median Sales Price	\$192,400	\$182,700	5.3%	\$186,500	\$175,000	6.6%	\$451,900	\$521,969	-13.4%	\$171,500	\$117,500	46.0%
	Ave. Sales Price	\$247,125	\$239,289	3.3%	\$238,299	\$227,465	4.8%	\$511,765	\$532,324	-3.9%	\$211,476	\$147,168	43.7%
Fayette County	Units	255	250	2.0%	171	181	-5.5%	84	69	21.7%		3	
	Median Sales Price	\$359,900	\$362,990	-0.9%	\$335,000	\$330,000	1.5%	\$379,900	\$397,606	-4.5%		\$95,000	
	Ave. Sales Price	\$415,865	\$376,249	10.5%	\$412,484	\$361,303	14.2%	\$422,746	\$415,456	1.8%		\$100,333	
Tipton County	Units	228	238	-4.2%	219	216	1.4%	9	22	-59.1%	4	3	33.3%
	Median Sales Price	\$258,500	\$262,500	-1.5%	\$250,000	\$250,000	0.0%	\$470,000	\$387,450	21.3%	\$193,500	\$150,000	29.0%
	Ave. Sales Price	\$263,407	\$257,477	2.3%	\$255,054	\$243,353	4.8%	\$466,655	\$396,149	17.8%	\$199,150	\$122,867	62.1%



## ***NEWS RELEASE***

**FOR IMMEDIATE RELEASE**

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### **April Market Report**

MEMPHIS, Tenn., May 12, 2025 – Memphis-area home sales for April decreased 18.3 percent from a year ago, with 1,132 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were down 7.5 percent from March, when there were 1,224 total sales. The average sales price from April-to-April increased 1.9 percent, at \$268,819. Inventory increased 5.9 percent, with 4,037 units listed for sale. April average DOM was 51, a 16.4 percent decrease from the previous month. Sales volume YTD decreased 6.5 percent, to \$1.23 billion.

### **April Comparison**

	<b>2025</b>	<b>2024</b>	<b>% Change</b>
<b>Total Home Sales</b>	1,132	1,386	-18.3%
<b>Median Sales Price</b>	\$218,000	\$210,000	3.8%
<b>Average Sales Price</b>	\$268,819	\$263,769	1.9%
<b>Monthly Sales Volume</b>	\$304.3 million	\$365.6 million	-16.8%

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

	<b>2025</b>	<b>2024</b>	<b>% Change</b>
<b>Total Home Sales</b>	4,480	5,000	-10.4%
<b>Median Sales Price</b>	\$210,000	\$195,000	7.7%
<b>Average Sales Price</b>	\$257,558	\$247,002	4.3%
<b>Monthly Sales Volume</b>	\$1.15 billion	\$1.23 billion	-6.5%

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

“Sales were higher in April 2024, but there was an 8.3 percent jump in pending sales at the close of the month,” said MAAR President Greg Renfrow. “Inventory increased in April while DOM dropped, suggesting more activity to come.”

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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