

Sales Summary

	December Total Sales			YTD Total Sales		
	2024	2023	% change	2024	2023	% change
Units	1,108	1,112	-0.4%	15,669	15,657	0.1%
Median Sales Price	\$194,393	\$200,500	-3.0%	\$210,000	\$215,000	-2.3%
Average Sales Price	\$249,317	\$263,028	-5.2%	\$268,042	\$267,380	0.2%

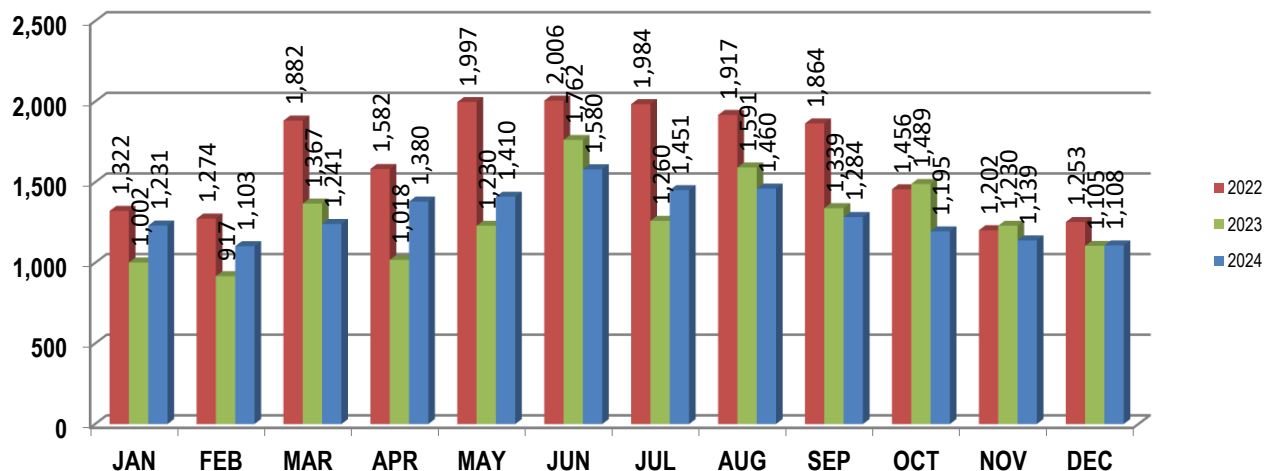
	December Existing Sales			YTD Existing Sales		
	2024	2023	% change	2024	2023	% change
Units	1,052	1,045	0.7%	14,803	14,790	0.1%
Median Sales Price	\$185,000	\$185,000	0.0%	\$197,800	\$202,500	-2.3%
Average Sales Price	\$236,019	\$250,619	-5.8%	\$255,721	\$254,318	0.6%

	December New Home Sales			YTD New Home Sales		
	2024	2023	% change	2024	2023	% change
Units	56	67	-16.4%	866	867	-0.1%
Median Sales Price	\$468,676	\$399,540	17.3%	\$435,000	\$429,900	1.2%
Average Sales Price	\$499,125	\$456,576	9.3%	\$478,649	\$490,213	-2.4%

	December Bank Sales			YTD Bank Sales*		
	2024	2023	% change	2024	2023	% change
Units	7	6	16.7%	132	112	17.9%
Median Sales Price	\$146,000	\$63,500	129.9%	\$131,000	\$76,100	72.1%
Average Sales Price	\$153,326	\$111,438	37.6%	\$158,707	\$137,870	15.1%

	December Non-Bank Sales			YTD Non-Bank Sales		
	2024	2023	% change	2024	2023	% change
Units	1,101	1,106	-0.5%	15,537	15,545	-0.1%
Median Sales Price	\$195,000	\$201,000	-3.0%	\$210,000	\$215,000	-2.3%
Average Sales Price	\$249,927	\$263,851	-5.3%	\$268,971	\$268,313	0.2%

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

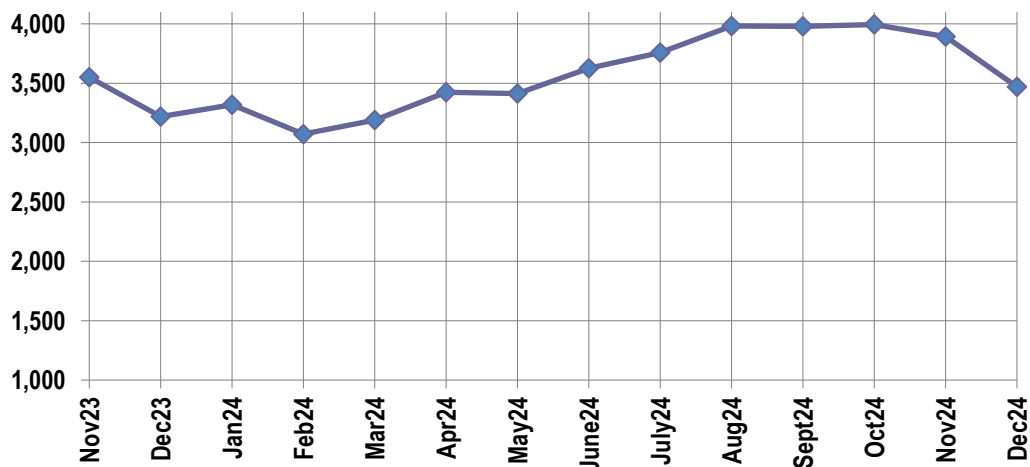
December 2024

Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	3,184	\$398,381
Condo/Co-op	230	\$265,919
Duplex	55	\$210,602
Market Total	3,469	\$386,621

Pending Sales		
	Units	Ave. List Price
Single Family	977	\$361,307
Condo/Co-op	37	\$236,015
Duplex	24	\$131,658
Market Total	1,038	\$351,531

	December Foreclosure Actions			YTD Foreclosure Actions		
	2024	2023	% change	2024	2023	% change
Total	33	29	13.8%	420	386	8.8%



Inventory

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
Oct-23	3,668	Oct-24	3,994
Nov-23	3,550	Nov-24	3,893
Dec-23	3,218	Dec-24	3,469

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2024	2023	% change	2024	2023	% change	2024	2023	% change	2024	2023	% change
Fraser	Units	70	77	-9.1%	70	76	-7.9%		1		1		
	Median Sales Price	\$92,000	\$104,500	-12.0%	\$92,000	\$102,950	-10.6%						
	Ave. Sales Price	\$102,366	\$130,457	-21.5%	\$102,366	\$130,095	-21.3%		\$158,000		\$20,000		
Raleigh/ Cov. Pike	Units	58	68	-14.7%	58	67	-13.4%		1		1		
	Median Sales Price	\$141,750	145,750	-2.7%	\$141,750	144,900	-2.2%						
	Ave. Sales Price	\$148,679	\$159,808	-7.0%	\$148,679	\$158,315	-6.1%		\$259,900		\$165,000		
Downtown	Units	30	28	7.1%	28	28	0.0%	2					
	Median Sales Price	\$96,000	\$211,000	-54.5%	\$80,000	\$211,000	-62.1%						
	Ave. Sales Price	\$260,727	\$197,854	31.8%	\$270,172	\$197,854	36.6%	\$128,500					
Midtown	Units	74	45	64.4%	74	44	68.2%		1		1		
	Median Sales Price	\$122,500	\$220,000	-44.3%	\$122,500	\$217,500	-43.7%						
	Ave. Sales Price	\$160,197	\$234,826	-31.8%	\$160,197	\$225,958	-29.1%		\$625,000		\$9,000		
S. Memphis	Units	82	63	30.2%	80	63	27.0%	2				2	
	Median Sales Price	\$76,568	\$60,000	27.6%	\$75,000	\$60,000	25.0%						
	Ave. Sales Price	\$108,161	\$79,223	36.5%	\$104,865	\$79,223	32.4%	\$240,000				\$47,600	
Berclair/ Highland Heights	Units	51	53	-3.8%	51	52	-1.9%		1			1	
	Median Sales Price	\$100,000	\$99,000	1.0%	\$100,000	\$99,000	1.0%						
	Ave. Sales Price	\$112,495	\$104,325	7.8%	\$112,495	\$103,438	8.8%		\$150,500			\$36,500	
E. Memphis	Units	175	163	7.4%	174	162	7.4%	1	1	0.0%		2	
	Median Sales Price	\$180,000	\$180,000	0.0%	\$179,950	\$180,000	0.0%						
	Ave. Sales Price	\$242,092	\$267,098	-9.4%	\$241,874	\$267,818	-9.7%	\$280,000	\$150,500	86.0%		\$213,214	
Whitehaven	Units	70	61	14.8%	69	60	15.0%	1	1	0.0%		1	
	Median Sales Price	\$112,500	\$114,400	-1.7%	\$111,000	\$114,400	-3.0%						
	Ave. Sales Price	\$120,954	\$116,215	4.1%	\$117,127	\$112,652	4.0%	\$385,000	\$330,000	16.7%		\$72,001	
Parkway Village/ Oakhaven	Units	39	52	-25.0%	37	51	-27.5%	2	1	100.0%		1	
	Median Sales Price	\$121,000	\$99,000	22.2%	\$120,000	\$98,000	22.4%						
	Ave. Sales Price	\$125,715	\$115,310	9.0%	\$122,511	\$112,923	8.5%	\$185,000	\$237,050	-22.0%		\$75,000	
Hickory Hill	Units	75	61	23.0%	73	61	19.7%	2					
	Median Sales Price	\$185,000	\$185,000	0.0%	\$185,000	\$185,000	0.0%						
	Ave. Sales Price	\$193,390	\$179,560	7.7%	\$187,595	\$179,560	4.5%	\$404,920					
Southwind	Units	8	6	33.3%	8	6	33.3%						
	Median Sales Price	\$272,500	\$381,450	-28.6%	\$272,500	\$381,450	-28.6%						
	Ave. Sales Price	\$335,364	\$454,733	-26.3%	\$335,364	\$454,733	-26.3%						

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2024	2023	% change	2024	2023	% change	2024	2023	% change	2024	2023	% change
Cordova	Units	108	109	-0.9%	106	103	2.9%	2	6	-66.7%			
	Median Sales Price	\$265,500	\$270,000	-1.7%	\$265,000	\$260,000	1.9%		\$377,400				
	Ave. Sales Price	\$294,994	\$277,743	6.2%	\$289,772	\$270,844	7.0%	\$571,721	\$396,167	44.3%			
Bartlett	Units	70	49	42.9%	65	48	35.4%	5	1	400.0%	1		
	Median Sales Price	\$323,000	\$270,000	19.6%	\$299,999	\$270,000	11.1%	\$478,539					
	Ave. Sales Price	\$317,282	\$289,120	9.7%	\$308,056	\$284,493	8.3%	\$437,228	\$511,225	-14.5%	\$320,283		
G'town	Units	46	55	-16.4%	46	54	-14.8%		1				
	Median Sales Price	\$445,000	\$437,500	1.7%	\$445,000	\$431,250	3.2%						
	Ave. Sales Price	\$535,479	\$524,237	2.1%	\$535,479	\$511,208	4.7%		\$1,227,800				
Collierville	Units	48	58	-17.2%	32	51	-37.3%	16	7	128.6%			
	Median Sales Price	\$519,975	\$508,999	2.2%	\$457,450	\$461,000	-0.8%	\$575,163	\$819,000	-29.8%			
	Ave. Sales Price	\$564,498	\$575,057	-1.8%	\$488,994	\$552,753	-11.5%	\$715,508	\$737,558	-3.0%			
Lakeland	Units	7	16	-56.3%	6	15	-60.0%	1	1	0.0%			
	Median Sales Price	\$745,000	\$454,710	63.8%	\$632,500	\$440,000	43.8%						
	Ave. Sales Price	\$681,143	\$467,739	45.6%	\$653,000	\$456,921	42.9%	\$850,000	\$630,000	34.9%			
Arlington	Units	21	19	10.5%	17	10	70.0%	4	9	-55.6%			
	Median Sales Price	\$445,500	\$459,950	-3.1%	\$429,900	\$387,450	11.0%	\$515,735	\$548,163	-5.9%			
	Ave. Sales Price	\$437,532	\$436,263	0.3%	\$418,594	\$362,160	15.6%	\$518,020	\$518,599	-0.1%			
Millington	Units	8	22	-63.6%	6	18	-66.7%	2	4	-50.0%	1		
	Median Sales Price	\$319,990	\$235,000	36.2%	\$261,750	\$204,950	27.7%		\$307,490				
	Ave. Sales Price	\$333,060	\$229,596	45.1%	\$337,417	\$212,842	58.5%	\$319,990	\$304,990	4.9%	\$323,500		
Shelby County	Units	1,010	982	2.9%	970	947	2.4%	40	35	14.3%	5	6	-16.7%
	Median Sales Price	\$180,000	\$185,000	-2.7%	\$175,000	\$180,000	-2.8%	\$504,925	\$504,900	0.0%	\$165,000	\$63,500	159.8%
	Ave. Sales Price	\$239,564	\$248,172	-3.5%	\$227,874	\$238,805	-4.6%	\$523,040	\$501,621	4.3%	\$167,557	\$111,438	50.4%
Fayette County	Units	52	57	-8.8%	38	41	-7.3%	14	16	-12.5%	1		
	Median Sales Price	\$334,750	\$350,000	-4.4%	\$314,000	\$321,900	-2.5%	\$410,063	\$410,645	-0.1%			
	Ave. Sales Price	\$378,356	\$449,023	-15.7%	\$357,213	\$452,007	-21.0%	\$435,744	\$441,377	-1.3%	\$89,500		
Tipton County	Units	46	73	-37.0%	44	57	-22.8%	2	16	-87.5%	1		
	Median Sales Price	\$299,000	\$255,550	17.0%	\$291,500	\$190,000	53.4%		\$363,950				
	Ave. Sales Price	\$317,589	\$317,653	0.0%	\$310,911	\$302,050	2.9%	\$464,487	\$373,240	24.4%	\$146,000		

		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	1,004	1,027	-2.2%	998	1,001	-0.3%	6	26	-76.9%	8	9	-11.1%
	Median Sales Price	\$94,250	\$93,000	1.3%	\$94,000	\$90,500	3.9%	\$165,000	\$155,000	6.5%	\$72,275	\$71,400	1.2%
	Ave. Sales Price	\$107,265	\$105,116	2.0%	\$106,946	\$103,665	3.2%	\$160,267	\$161,000	-0.5%	\$95,106	\$92,594	2.7%
Raleigh/ Cov. Pike	Units	821	814	0.9%	817	809	1.0%	4	5	-20.0%	9	8	12.5%
	Median Sales Price	\$143,500	\$150,000	-4.3%	\$143,000	\$150,000	-4.7%	\$210,300	\$250,000	-15.9%	\$140,000	\$166,000	-15.7%
	Ave. Sales Price	\$148,619	\$154,484	-3.8%	\$148,294	\$153,655	-3.5%	\$215,150	\$285,460	-24.6%	\$135,545	\$156,462	-13.4%
Downtown	Units	388	381	1.8%	384	373	2.9%	4	8	-50.0%	2	1	100.0%
	Median Sales Price	\$170,000	\$253,000	-32.8%	\$170,000	\$256,000	-33.6%	\$175,250	\$149,000	17.6%			
	Ave. Sales Price	\$232,611	\$286,333	-18.8%	\$233,179	\$288,177	-19.1%	\$178,125	\$200,375	-11.1%	\$29,950	\$20,000	49.8%
Midtown	Units	856	868	-1.4%	851	865	-1.6%	5	3	66.7%	9	12	-25.0%
	Median Sales Price	\$175,075	\$207,250	-15.5%	\$175,150	\$207,000	-15.4%	\$170,000	\$439,000	-61.3%	\$107,000	\$66,780	60.2%
	Ave. Sales Price	\$214,645	\$234,397	-8.4%	\$214,936	\$233,818	-8.1%	\$165,100	\$401,333	-58.9%	\$127,830	\$60,097	112.7%
S. Memphis	Units	1,103	974	13.2%	1,077	972	10.8%	26	2	1200.0%	20	20	0.0%
	Median Sales Price	\$71,000	\$65,000	9.2%	\$70,000	\$65,000	7.7%	\$161,000			\$55,000	\$38,850	41.6%
	Ave. Sales Price	\$83,539	\$77,197	8.2%	\$81,268	\$76,986	5.6%	\$177,612	\$179,950	-1.3%	\$75,400	\$46,790	61.1%
Berclair/ Highland Heights	Units	671	582	15.3%	660	579	14.0%	11	3	266.7%	5	7	-28.6%
	Median Sales Price	\$100,000	\$99,750	0.3%	\$100,000	\$99,000	1.0%	\$155,000	\$150,500	3.0%	\$69,000	\$64,575	6.9%
	Ave. Sales Price	\$106,286	\$104,035	2.2%	\$105,126	\$103,718	1.4%	\$175,850	\$165,167	6.5%	\$84,838	\$73,925	14.8%
E. Memphis	Units	2,436	2,405	1.3%	2,411	2,392	0.8%	25	13	92.3%	15	8	87.5%
	Median Sales Price	\$215,000	\$230,000	-6.5%	\$215,000	\$230,000	-6.5%	\$195,500	\$495,000	-60.5%	\$159,900	\$141,500	13.0%
	Ave. Sales Price	\$290,600	\$295,783	-1.8%	\$289,798	\$294,604	-1.6%	\$367,939	\$512,681	-28.2%	\$189,162	\$188,957	0.1%
Whitehaven	Units	897	827	8.5%	886	818	8.3%	11	9	22.2%	9	6	50.0%
	Median Sales Price	\$115,000	\$115,000	0.0%	\$114,400	\$115,000	-0.5%	\$195,500	\$167,000	17.1%	\$120,000	\$70,250	70.8%
	Ave. Sales Price	\$121,592	\$116,445	4.4%	\$120,314	\$115,580	4.1%	\$224,509	\$195,000	15.1%	\$135,427	\$86,934	55.8%
Parkway Village/ Oakhaven	Units	509	533	-4.5%	501	530	-5.5%	8	3	166.7%	4	2	100.0%
	Median Sales Price	\$125,000	\$110,000	13.6%	\$122,900	\$110,000	11.7%	\$185,000	\$215,000	-14.0%	\$107,750		
	Ave. Sales Price	\$127,100	\$117,695	8.0%	\$126,331	\$117,197	7.8%	\$175,250	\$205,683	-14.8%	\$105,375	\$82,500	27.7%
Hickory Hill	Units	929	957	-2.9%	897	935	-4.1%	32	22	45.5%	13	8	62.5%
	Median Sales Price	\$185,000	\$178,000	3.9%	\$180,250	\$175,000	3.0%	\$384,497	\$369,900	3.9%	\$177,000	\$115,500	53.2%
	Ave. Sales Price	\$193,124	\$184,468	4.7%	\$186,302	\$180,680	3.1%	\$384,361	\$345,443	11.3%	\$175,923	\$146,547	20.0%
Southwind	Units	67	104	-35.6%	67	83	-19.3%		21			3	
	Median Sales Price	\$345,012	\$322,787	6.9%	\$345,012	\$311,599	10.7%		\$328,758			\$310,000	
	Ave. Sales Price	\$460,228	\$372,499	23.6%	\$460,228	\$383,420	20.0%		\$329,336			\$294,533	

		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	1,448	1,602	-9.6%	1,393	1,509	-7.7%	55	93	-40.9%	5	2	150.0%
	Median Sales Price	\$270,000	\$272,000	-0.7%	\$265,000	\$265,000	0.0%	\$387,500	\$384,900	0.7%	\$215,000		
	Ave. Sales Price	\$301,711	\$289,708	4.1%	\$297,174	\$282,703	5.1%	\$416,631	\$403,370	3.3%	\$221,800	\$242,500	-8.5%
Bartlett	Units	841	825	1.9%	799	808	-1.1%	42	17	147.1%	4	1	300.0%
	Median Sales Price	\$310,000	\$305,000	1.6%	\$303,950	\$303,750	0.1%	\$364,400	\$345,900	5.3%	\$285,600		
	Ave. Sales Price	\$319,819	\$310,667	2.9%	\$315,214	\$309,408	1.9%	\$407,428	\$370,509	10.0%	\$280,371	\$235,900	18.9%
G'town	Units	647	663	-2.4%	642	650	-1.2%	5	13	-61.5%	2	1	100.0%
	Median Sales Price	\$459,000	\$475,000	-3.4%	\$458,500	\$464,950	-1.4%	\$1,250,000	\$1,315,000	-4.9%			
	Ave. Sales Price	\$543,296	\$580,350	-6.4%	\$537,264	\$566,017	-5.1%	\$1,317,800	\$1,297,011	1.6%	\$449,250	\$498,000	-9.8%
Collierville	Units	875	914	-4.3%	704	774	-9.0%	171	140	22.1%	2	2	0.0%
	Median Sales Price	\$529,689	\$520,000	1.9%	\$486,250	\$475,000	2.4%	\$645,727	\$777,597	-17.0%			
	Ave. Sales Price	\$578,058	\$569,088	1.6%	\$545,724	\$525,835	3.8%	\$711,173	\$808,217	-12.0%	\$553,950	\$464,669	19.2%
Lakeland	Units	270	218	23.9%	226	176	28.4%	44	42	4.8%	2	2	0.0%
	Median Sales Price	\$444,500	\$515,500	-13.8%	\$390,000	\$450,750	-13.5%	\$635,000	\$659,905	-3.8%			
	Ave. Sales Price	\$479,604	\$504,070	-4.9%	\$448,266	\$467,138	-4.0%	\$640,567	\$658,835	-2.8%	\$265,500	\$567,900	-53.2%
Arlington	Units	292	273	7.0%	209	183	14.2%	83	90	-7.8%	3		
	Median Sales Price	\$480,000	\$470,000	2.1%	\$435,000	\$405,000	7.4%	\$527,985	\$519,667	1.6%	\$250,000		
	Ave. Sales Price	\$479,565	\$451,794	6.1%	\$456,605	\$412,405	10.7%	\$537,381	\$531,885	1.0%	\$283,300		
Millington	Units	266	251	6.0%	205	214	-4.2%	61	37	64.9%	3	1	200.0%
	Median Sales Price	\$244,500	\$210,000	16.4%	\$200,000	\$195,000	2.6%	\$314,000	\$300,990	4.3%	\$141,750		
	Ave. Sales Price	\$243,711	\$222,808	9.4%	\$221,759	\$207,223	7.0%	\$317,482	\$312,945	1.4%	\$178,417	\$44,000	305.5%
Shelby County	Units	14,075	14,042	0.2%	13,493	13,496	0.0%	582	546	6.6%	113	92	22.8%
	Median Sales Price	\$195,000	\$203,000	-3.9%	\$186,600	\$195,000	-4.3%	\$492,970	\$484,774	1.7%	\$132,000	\$75,375	75.1%
	Ave. Sales Price	\$258,557	\$261,324	-1.1%	\$247,941	\$250,139	-0.9%	\$504,687	\$537,791	-6.2%	\$157,413	\$127,088	23.9%
Fayette County	Units	827	729	13.4%	608	505	20.4%	219	224	-2.2%	11	8	37.5%
	Median Sales Price	\$365,000	\$357,900	2.0%	\$350,000	\$325,800	7.4%	\$379,950	\$384,164	-1.1%	\$129,000	\$247,750	-47.9%
	Ave. Sales Price	\$430,353	\$390,102	10.3%	\$430,806	\$376,531	14.4%	\$429,095	\$420,698	2.0%	\$188,400	\$186,025	1.3%
Tipton County	Units	767	886	-13.4%	702	789	-11.0%	65	97	-33.0%	8	12	-33.3%
	Median Sales Price	\$265,000	\$255,275	3.8%	\$257,250	\$238,417	7.9%	\$390,000	\$369,990	5.4%	\$148,000	\$112,638	31.4%
	Ave. Sales Price	\$267,086	\$262,392	1.8%	\$253,626	\$247,573	2.4%	\$412,461	\$382,933	7.7%	\$136,150	\$188,431	-27.7%



NEWS RELEASE

FOR IMMEDIATE RELEASE

Contact:

Don Wade

901.485.1653

don.wade@maar.org

Scott Bettis

901.496.5554

Scottbettis1@outlook.com

December Market Report

MEMPHIS, Tenn., January 13, 2025 – Memphis-area home sales for December decreased 0.4 percent from a year ago, with 1,108 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were down 2.7 percent from November, when there were 1,139 total sales. Average sales price from December-to-December was down 5.2 percent, at \$249,317. Inventory decreased 10.9 percent, with 3,469 units listed for sale. December average DOM was 50, a 3.8 percent decrease from the previous month. Sales volume YTD increased 0.2 percent, to \$4.20 billion.

December Comparison

	2024	2023	% Change
Total Home Sales	1,108	1,112	-0.4%
Median Sales Price	\$194,393	\$200,500	-3.0%
Average Sales Price	\$249,317	\$263,028	-5.2%
Monthly Sales Volume	\$276.2 million	\$292.5 million	-5.6%

Year-to-Date Comparison

	2024	2023	% Change
Total Home Sales	15,669	15,657	0.1%
Median Sales Price	\$210,000	\$215,000	-2.3%
Average Sales Price	\$268,042	\$267,380	0.2%
Monthly Sales Volume	\$4.20 billion	\$4.19 billion	0.2%

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

“The market finished slightly up in total sales and sales volume for the year,” said MAAR President Scott Bettis. “Once again, the Memphis market proved 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 4,800 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.

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