

**Sales Summary**

	January Total Sales			YTD Total Sales		
	2025	2024	% change	2025	2024	% change
Units	1,161	1,249	-7.0%	1,161	1,249	-7.0%
Median Sales Price	\$190,000	\$168,000	13.1%	\$190,000	\$168,000	13.1%
Average Sales Price	\$247,876	\$220,648	12.3%	\$247,876	\$220,648	12.3%

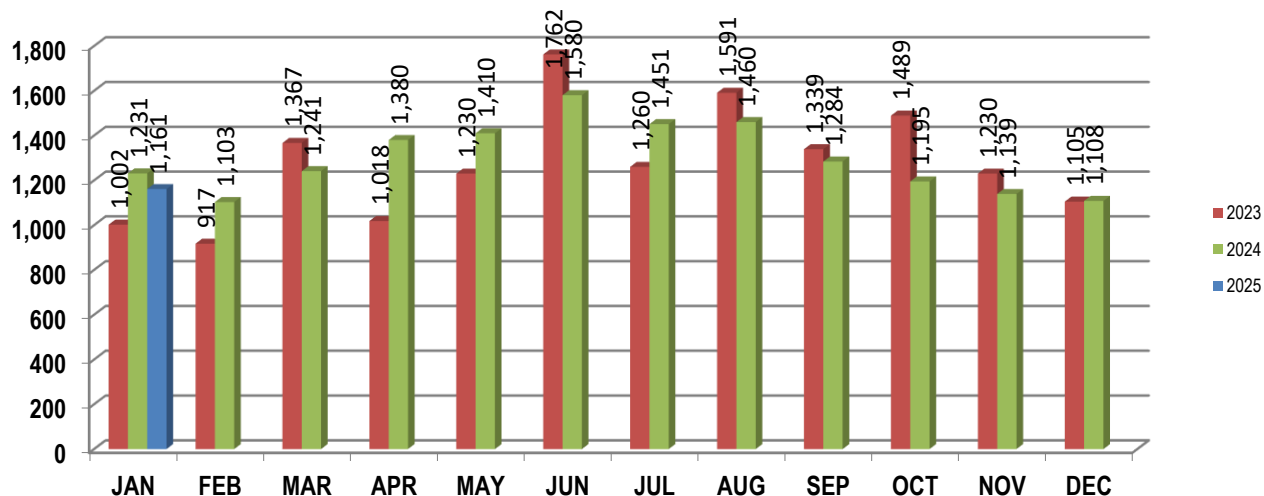
	January Existing Sales			YTD Existing Sales		
	2025	2024	% change	2025	2024	% change
Units	1,114	1,180	-5.6%	1,114	1,180	-5.6%
Median Sales Price	\$184,150	\$156,500	17.7%	\$184,150	\$156,500	17.7%
Average Sales Price	\$238,897	\$203,144	17.6%	\$238,897	\$203,144	17.6%

	January New Home Sales			YTD New Home Sales		
	2025	2024	% change	2025	2024	% change
Units	47	69	-31.9%	47	69	-31.9%
Median Sales Price	\$432,900	\$524,950	-17.5%	\$432,900	\$524,950	-17.5%
Average Sales Price	\$460,715	\$519,990	-11.4%	\$460,715	\$519,990	-11.4%

	January Bank Sales			YTD Bank Sales*		
	2025	2024	% change	2025	2024	% change
Units	14	13	7.7%	14	13	7.7%
Median Sales Price	\$161,750	\$147,500	9.7%	\$161,750	\$147,500	9.7%
Average Sales Price	\$246,225	\$142,935	72.3%	\$246,225	\$142,935	72.3%

	January Non-Bank Sales			YTD Non-Bank Sales		
	2025	2024	% change	2025	2024	% change
Units	1,147	1,236	-7.2%	1,147	1,236	-7.2%
Median Sales Price	\$190,000	\$169,894	11.8%	\$190,000	\$169,894	11.8%
Average Sales Price	\$247,896	\$221,465	11.9%	\$247,896	\$221,465	11.9%

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

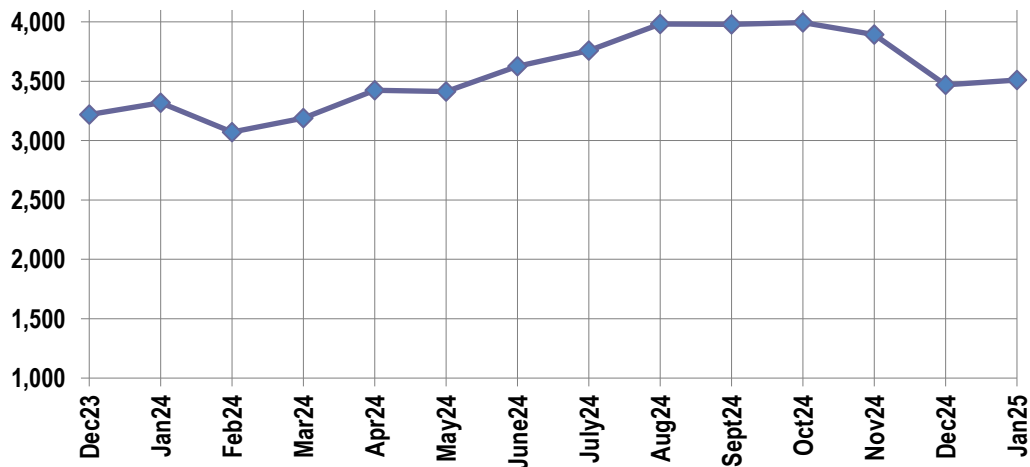
January 2025

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

Active Listings		
	Units	Ave. List Price
Single Family	3,235	\$396,113
Condo/Co-op	229	\$242,630
Duplex	47	\$200,936
Market Total	3,511	\$383,490

Pending Sales		
	Units	Ave. List Price
Single Family	1,144	\$343,481
Condo/Co-op	44	\$243,307
Duplex	30	\$128,693
Market Total	1,219	\$334,583

	January Foreclosure Actions			YTD Foreclosure Actions		
	2025	2024	% change	2025	2024	% change
Total	33	36	-8.3%	33	36	-8.3%



### Inventory

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
Jan-24	3,319	Jan-25	3,511

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Frayser	Units	89	85	4.7%	89	85	4.7%				1	2	-50.0%
	Median Sales Price	\$106,000	\$112,400	-5.7%	\$106,000	\$112,400	-5.7%						
	Ave. Sales Price	\$109,673	\$111,908	-2.0%	\$109,673	\$111,908	-2.0%				\$65,000	\$111,025	-41.5%
Raleigh/ Cov. Pike	Units	62	77	-19.5%	62	77	-19.5%				1	1	0.0%
	Median Sales Price	\$146,000	\$153,000	-4.6%	\$146,000	\$153,000	-4.6%						
	Ave. Sales Price	\$150,490	\$152,489	-1.3%	\$150,490	\$152,489	-1.3%				\$245,000	\$232,502	5.4%
Downtown	Units	25	50	-50.0%	23	50	-54.0%	2					
	Median Sales Price	\$110,000	\$60,000	83.3%	\$109,000	\$60,000	81.7%						
	Ave. Sales Price	\$167,522	\$110,994	50.9%	\$168,133	\$110,994	51.5%	\$160,500					
Midtown	Units	64	76	-15.8%	63	76	-17.1%	1			2		
	Median Sales Price	\$165,750	\$148,000	12.0%	\$160,000	\$148,000	8.1%						
	Ave. Sales Price	\$187,585	\$197,147	-4.9%	\$186,753	\$197,147	-5.3%	\$240,000			\$139,200		
S. Memphis	Units	85	125	-32.0%	81	124	-34.7%	4	1	300.0%	1	4	-75.0%
	Median Sales Price	\$82,500	\$67,500	22.2%	\$67,000	\$67,500	-0.7%	\$206,850				\$77,500	
	Ave. Sales Price	\$90,462	\$75,223	20.3%	\$84,624	\$73,608	15.0%	\$208,675	\$275,500	-24.3%	\$103,000	\$82,525	24.8%
Berclair/ Highland Heights	Units	50	61	-18.0%	49	61	-19.7%	1					
	Median Sales Price	\$120,000	\$94,000	27.7%	\$120,000	\$94,000	27.7%						
	Ave. Sales Price	\$111,819	\$97,208	15.0%	\$110,122	\$97,208	13.3%	\$195,000					
E. Memphis	Units	206	160	28.8%	205	160	28.1%	1					
	Median Sales Price	\$208,250	\$175,000	19.0%	\$208,000	\$175,000	18.9%						
	Ave. Sales Price	\$257,974	\$219,818	17.4%	\$255,086	\$219,818	16.0%	\$850,000					
Whitehaven	Units	81	77	5.2%	80	77	3.9%	1			2		
	Median Sales Price	\$110,000	\$130,000	-15.4%	\$109,900	\$130,000	-15.5%						
	Ave. Sales Price	\$120,381	\$126,665	-5.0%	\$119,442	\$126,665	-5.7%	\$195,500			\$104,125		
Parkway Village/ Oakhaven	Units	40	46	-13.0%	39	48	-18.8%	1					
	Median Sales Price	\$126,900	\$120,000	5.8%	\$125,000	\$120,000	4.2%						
	Ave. Sales Price	\$129,986	\$137,845	-5.7%	\$127,550	\$137,845	-7.5%	\$225,000					
Hickory Hill	Units	62	82	-24.4%	60	82	-26.8%	2			3	2	50.0%
	Median Sales Price	\$200,950	\$172,500	16.5%	\$197,950	\$172,500	14.8%				\$152,000		
	Ave. Sales Price	\$207,694	\$175,976	18.0%	\$201,621	\$175,976	14.6%	\$389,900			\$163,167	\$180,000	-9.4%
Southwind	Units	7	2	250.0%	7	2	250.0%						
	Median Sales Price	\$280,000			\$280,000								
	Ave. Sales Price	\$291,414	\$589,500	-50.6%	\$291,414	\$589,500	-50.6%						

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Cordova	Units	107	121	-11.6%	107	118	-9.3%		3			2	
	Median Sales Price	\$264,750	\$251,000	5.5%	\$264,750	\$250,000	5.9%		\$349,900				
	Ave. Sales Price	\$301,431	\$268,724	12.2%	\$301,431	\$265,684	13.5%		\$388,267			\$256,500	
Bartlett	Units	58	54	7.4%	57	49	16.3%	1	5	-80.0%	2		
	Median Sales Price	\$295,000	\$294,250	0.3%	\$295,000	\$285,000	3.5%		\$505,742				
	Ave. Sales Price	\$311,888	\$307,937	1.3%	\$311,046	\$289,753	7.3%	\$359,900	\$486,137	-26.0%	\$351,500		
G'town	Units	41	31	32.3%	41	31	32.3%				1		
	Median Sales Price	\$415,000	\$450,000	-7.8%	\$415,000	\$450,000	-7.8%						
	Ave. Sales Price	\$453,496	\$518,034	-12.5%	\$453,496	\$518,034	-12.5%				\$405,000		
Collierville	Units	47	56	-16.1%	38	37	2.7%	9	19	-52.6%	1		
	Median Sales Price	\$549,000	\$541,082	1.5%	\$499,950	\$445,000	12.3%	\$699,900	\$591,330	18.4%			
	Ave. Sales Price	\$610,123	\$559,134	9.1%	\$581,777	\$510,483	14.0%	\$729,805	\$653,876	11.6%	\$950,000		
Lakeland	Units	20	23	-13.0%	18	13	38.5%	2	10	-80.0%			
	Median Sales Price	\$346,750	\$430,000	-19.4%	\$332,500	\$305,000	9.0%		\$622,450				
	Ave. Sales Price	\$441,930	\$449,226	-1.6%	\$423,000	\$312,577	35.3%	\$612,300	\$626,869	-2.3%			
Arlington	Units	21	18	16.7%	17	11	54.5%	4	7	-42.9%			
	Median Sales Price	\$495,000	\$502,200	-1.4%	\$465,000	\$454,900	2.2%	\$579,142	\$527,985	9.7%			
	Ave. Sales Price	\$490,357	\$455,032	7.8%	\$466,943	\$386,832	20.7%	\$589,870	\$562,205	4.9%			
Millington	Units	12	26	-53.8%	10	22	-54.5%	2	4	-50.0%	1		
	Median Sales Price	\$186,250	\$265,000	-29.7%	\$182,500	\$216,500	-15.7%		\$305,990				
	Ave. Sales Price	\$208,543	\$246,864	-15.5%	\$184,697	\$236,387	-21.9%	\$327,770	\$304,490	7.6%	\$141,750		
Shelby County	Units	1,061	1,156	-8.2%	1,030	1,107	-7.0%	31	49	-36.7%	14	13	7.7%
	Median Sales Price	\$179,900	\$158,500	13.5%	\$175,000	\$150,000	16.7%	\$429,000	\$568,900	-24.6%	\$161,750	\$147,500	9.7%
	Ave. Sales Price	\$238,193	\$211,746	12.5%	\$230,985	\$196,081	17.8%	\$477,702	\$565,647	-15.5%	\$246,225	\$142,935	72.3%
Fayette County	Units	56	60	-6.7%	43	43	0.0%	13	17	-23.5%			
	Median Sales Price	\$382,450	\$350,556	9.1%	\$360,000	\$292,000	23.3%	\$447,559	\$399,900	11.9%			
	Ave. Sales Price	\$422,115	\$372,996	13.2%	\$418,570	\$356,006	17.6%	\$433,840	\$415,972	4.3%			
Tipton County	Units	44	33	33.3%	41	30	36.7%	3	3	0.0%			
	Median Sales Price	\$247,500	\$285,000	-13.2%	\$240,000	\$253,500	-5.3%	\$399,900	\$331,170	20.8%			
	Ave. Sales Price	\$259,610	\$255,493	1.6%	\$249,218	\$244,673	1.9%	\$401,633	\$363,687	10.4%			



## ***NEWS RELEASE***

**FOR IMMEDIATE RELEASE**

**Contact:**

Don Wade

901.485.1653

[don.wade@maar.org](mailto:don.wade@maar.org)

Greg Renfrow

901.283.2899

[gregrenfrow@gmail.com](mailto:gregrenfrow@gmail.com)

### **January Market Report**

MEMPHIS, Tenn., February 12, 2025 – Memphis-area home sales for January decreased 7.0 percent from a year ago, with 1,161 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were up 4.8 percent from December, when there were 1,108 total sales. The average sales price from January-to-January went up 12.3 percent, at \$247,876. Inventory increased 1.2 percent, with 3,511 units listed for sale. January average DOM was 58, a 16 percent increase from the previous month. Sales volume YTD increased 4.4 percent, to \$287.8 million.

### **January Comparison**

	<b>2025</b>	<b>2024</b>	<b>% Change</b>
<b>Total Home Sales</b>	1,161	1,249	-7.0%
<b>Median Sales Price</b>	\$190,000	\$168,000	13.1%
<b>Average Sales Price</b>	\$247,876	\$220,648	12.3%
<b>Monthly Sales Volume</b>	\$287.8 million	\$275.6 million	4.4%

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

	<b>2025</b>	<b>2024</b>	<b>% Change</b>
<b>Total Home Sales</b>	1,161	1,249	-7.0%
<b>Median Sales Price</b>	\$190,000	\$168,000	13.1%
<b>Average Sales Price</b>	\$247,876	\$220,648	12.3%
<b>Monthly Sales Volume</b>	\$287.8 million	\$275.6 million	4.4%

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

“Sales went up almost five percent from December,” said 2025 MAAR President Greg Renfrow. “And by volume, the market is ahead of January 2024. Inventory also ticked up.”

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.

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