

Sales Summary

	February Total Sales			YTD Total Sales		
	2025	2024	% change	2025	2024	% change
Units	959	1,058	-9.4%	2,124	2,307	-7.9%
Median Sales Price	\$185,000	\$198,950	-7.0%	\$187,500	\$181,900	3.1%
Average Sales Price	\$236,899	\$246,032	-3.7%	\$243,908	\$232,289	5.0%

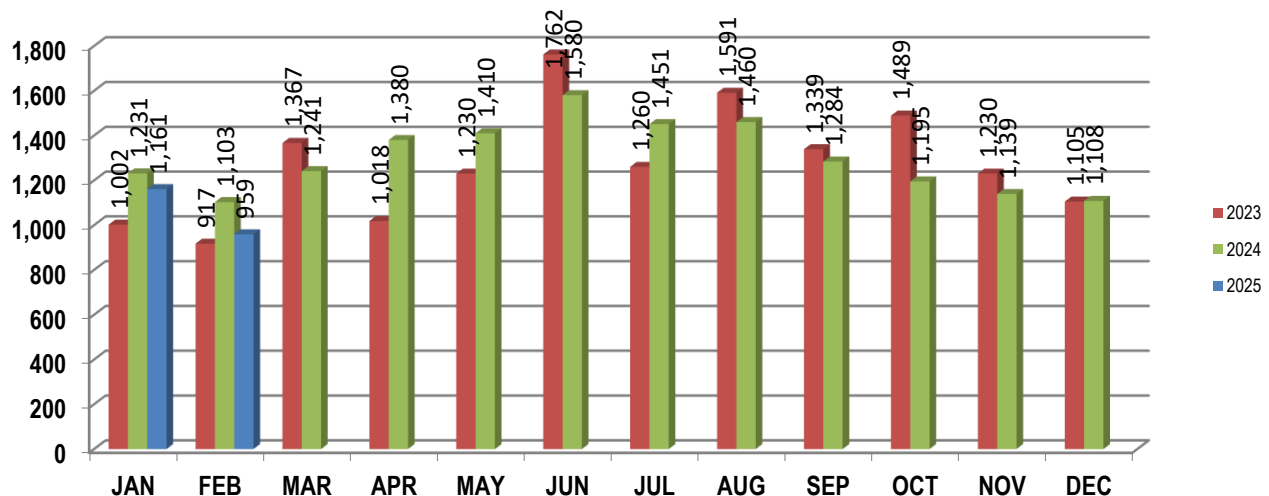
	February Existing Sales			YTD Existing Sales		
	2025	2024	% change	2025	2024	% change
Units	903	1,003	-10.0%	2,016	2,183	-7.7%
Median Sales Price	\$175,000	\$187,000	-6.4%	\$180,000	\$170,000	5.9%
Average Sales Price	\$227,624	\$232,393	-2.1%	\$233,966	\$216,583	8.0%

	February New Home Sales			YTD New Home Sales		
	2025	2024	% change	2025	2024	% change
Units	56	55	1.8%	108	124	-12.9%
Median Sales Price	\$351,490	\$439,950	-20.1%	\$389,900	\$489,587	-20.4%
Average Sales Price	\$386,455	\$494,762	-21.9%	\$429,502	\$508,800	-15.6%

	February Bank Sales			YTD Bank Sales*		
	2025	2024	% change	2025	2024	% change
Units	14	10	40.0%	28	23	21.7%
Median Sales Price	\$152,500	\$74,500	104.7%	\$161,750	\$115,000	40.7%
Average Sales Price	\$165,736	\$108,607	52.6%	\$205,980	\$128,010	60.9%

	February Non-Bank Sales			YTD Non-Bank Sales		
	2025	2024	% change	2025	2024	% change
Units	945	1,048	-9.8%	2,096	2,284	-8.2%
Median Sales Price	\$185,000	\$199,950	-7.5%	\$188,045	\$183,587	2.4%
Average Sales Price	\$237,953	\$247,343	-3.8%	\$244,415	\$233,339	4.7%

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

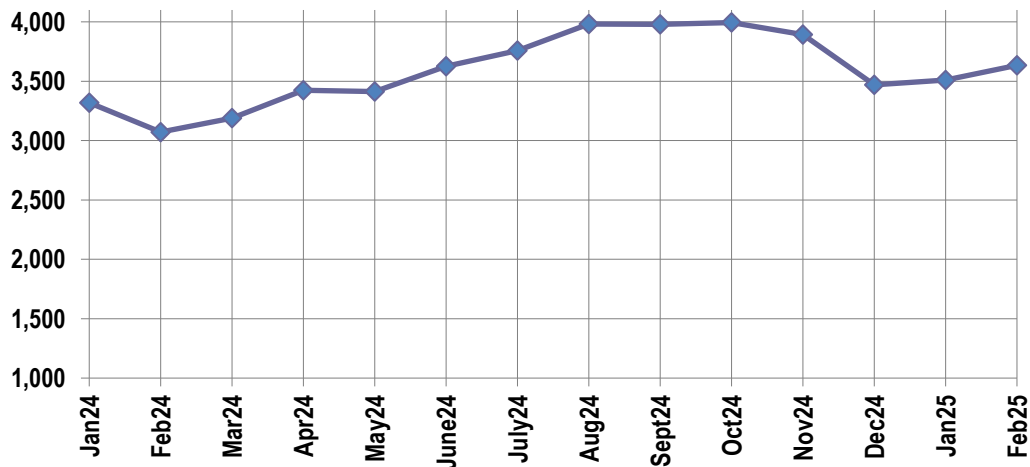
February 2025

Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	3,309	\$394,081
Condo/Co-op	269	\$248,399
Duplex	57	\$181,524
Market Total	3,635	\$379,965

Pending Sales		
	Units	Ave. List Price
Single Family	1,244	\$356,929
Condo/Co-op	42	\$198,144
Duplex	25	\$157,528
Market Total	1,311	\$348,040

	February Foreclosure Actions			YTD Foreclosure Actions		
	2025	2024	% change	2025	2024	% change
Total	31	37	-16.2%	64	73	-12.3%



Inventory

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
Feb-24	3,072	Feb-25	3,635

		February Total Sales			February Existing Sales			February New Home Sales			February Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Fraser	Units	60	70	-14.3%	54	70	-22.9%	6				1	
	Median Sales Price	\$95,000	\$86,000	10.5%	\$91,500	\$86,000	6.4%	\$165,000					
	Ave. Sales Price	\$110,433	\$108,226	2.0%	\$104,398	\$108,226	-3.5%	\$164,750				\$70,000	
Raleigh/ Cov. Pike	Units	58	66	-12.1%	58	66	-12.1%					2	
	Median Sales Price	\$146,750	\$136,750	7.3%	\$146,750	\$136,750	7.3%						
	Ave. Sales Price	\$151,710	\$140,766	7.8%	\$151,710	\$140,766	7.8%					\$97,000	
Downtown	Units	30	31	-3.2%	30	31	-3.2%					1	
	Median Sales Price	\$300,000	\$170,000	76.5%	\$300,000	\$170,000	76.5%						
	Ave. Sales Price	\$318,150	\$189,902	67.5%	\$318,150	\$189,902	67.5%					\$39,900	
Midtown	Units	62	55	12.7%	62	55	12.7%				3	1	200.0%
	Median Sales Price	\$100,000	\$220,000	-54.5%	\$100,000	\$220,000	-54.5%				\$194,500		
	Ave. Sales Price	\$137,281	\$260,637	-47.3%	\$137,281	\$260,637	-47.3%				\$172,833	\$20,357	749.0%
S. Memphis	Units	79	81	-2.5%	78	80	-2.5%	1	1	0.0%	1	1	0.0%
	Median Sales Price	\$52,400	\$80,000	-34.5%	\$51,450	\$79,950	-35.6%						
	Ave. Sales Price	\$69,346	\$84,493	-17.9%	\$67,864	\$83,299	-18.5%	\$185,000	\$180,000	2.8%	\$45,100	\$1,812	2389.0%
Berclair/ Highland Heights	Units	35	49	-28.6%	35	49	-28.6%				1		
	Median Sales Price	\$95,000	\$89,000	6.7%	\$95,000	\$89,000	6.7%						
	Ave. Sales Price	\$93,404	\$102,130	-8.5%	\$93,404	\$102,130	-8.5%				\$77,000		
E. Memphis	Units	131	156	-16.0%	129	155	-16.8%	2	1	100.0%	2		
	Median Sales Price	\$166,901	\$205,000	-18.6%	\$166,000	\$200,000	-17.0%						
	Ave. Sales Price	\$252,897	\$250,681	0.9%	\$250,461	\$250,911	-0.2%	\$410,000	\$215,000	90.7%	\$98,500		
Whitehaven	Units	73	65	12.3%	70	64	9.4%	3	1	200.0%	3	1	200.0%
	Median Sales Price	\$119,800	\$106,200	12.8%	\$118,100	\$105,600	11.8%	\$200,000			\$60,000		
	Ave. Sales Price	\$118,456	\$120,039	-1.3%	\$115,176	\$118,336	-2.7%	\$195,000	\$229,000	-14.8%	\$84,000	\$240,000	-65.0%
Parkway Village/ Oakhaven	Units	29	45	-35.6%	29	45	-35.6%						
	Median Sales Price	\$126,000	\$113,150	11.4%	\$126,000	\$113,150	11.4%						
	Ave. Sales Price	\$135,195	\$117,738	14.8%	\$135,195	\$117,738	14.8%						
Hickory Hill	Units	58	68	-14.7%	55	63	-12.7%	3	5	-40.0%		2	
	Median Sales Price	\$187,650	\$185,500	1.2%	\$180,000	\$185,000	-2.7%	\$389,900	\$375,000	4.0%			
	Ave. Sales Price	\$197,897	\$188,960	4.7%	\$186,767	\$176,143	6.0%	\$401,933	\$350,460	14.7%		\$229,500	
Southwind	Units	4	5	-20.0%	4	5	-20.0%						
	Median Sales Price	\$348,950	\$317,000	10.1%	\$348,950	\$317,000	10.1%						
	Ave. Sales Price	\$379,475	\$367,740	3.2%	\$379,475	\$367,740	3.2%						

		February Total Sales			February Existing Sales			February New Home Sales			February Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Cordova	Units	88	102	-13.7%	86	102	-15.7%	2			2		
	Median Sales Price	\$281,000	\$257,450	9.1%	\$280,000	\$257,450	8.8%						
	Ave. Sales Price	\$297,987	\$281,931	5.7%	\$293,350	\$281,931	4.1%	\$497,400			\$250,400		
Bartlett	Units	55	51	7.8%	55	50	10.0%		1		1		
	Median Sales Price	\$320,000	\$302,000	6.0%	\$320,000	\$301,000	6.3%						
	Ave. Sales Price	\$316,317	\$307,523	2.9%	\$316,317	\$306,554	3.2%		\$356,000		\$419,900		
G'town	Units	31	38	-18.4%	31	38	-18.4%						
	Median Sales Price	\$450,000	\$442,500	1.7%	\$450,000	\$442,500	1.7%						
	Ave. Sales Price	\$467,667	\$495,689	-5.7%	\$467,667	\$495,689	-5.7%						
Collierville	Units	35	51	-31.4%	31	39	-20.5%	4	12	-66.7%			
	Median Sales Price	\$499,000	\$524,950	-4.9%	\$469,000	\$505,000	-7.1%	\$530,940	\$615,850	-13.8%			
	Ave. Sales Price	\$560,722	\$574,625	-2.4%	\$552,561	\$507,400	8.9%	\$623,970	\$793,107	-21.3%			
Lakeland	Units	9	16	-43.8%	9	14	-35.7%		2				
	Median Sales Price	\$360,000	\$456,500	-21.1%	\$360,000	\$395,000	-8.9%						
	Ave. Sales Price	\$448,989	\$516,011	-13.0%	\$448,989	\$488,386	-8.1%		\$709,385				
Arlington	Units	14	20	-30.0%	10	12	-16.7%	4	8	-50.0%			
	Median Sales Price	\$499,500	\$524,950	-4.8%	\$499,500	\$457,500	9.2%	\$548,837	\$586,490	-6.4%			
	Ave. Sales Price	\$507,287	\$501,710	1.1%	\$490,100	\$461,033	6.3%	\$550,256	\$562,725	-2.2%			
Millington	Units	22	16	37.5%	16	10	60.0%	6	6	0.0%			
	Median Sales Price	\$247,500	\$246,500	0.4%	\$211,500	\$203,250	4.1%	\$323,990	\$308,990	4.9%			
	Ave. Sales Price	\$244,580	\$239,928	1.9%	\$210,675	\$201,090	4.8%	\$334,993	\$304,657	10.0%			
Shelby County	Units	863	962	-10.3%	832	925	-10.1%	31	37	-16.2%	12	9	33.3%
	Median Sales Price	\$172,800	\$185,000	-6.6%	\$165,500	\$175,900	-5.9%	\$346,990	\$508,000	-31.7%	\$150,000	\$79,000	89.9%
	Ave. Sales Price	\$226,299	\$237,835	-4.9%	\$220,926	\$225,728	-2.1%	\$370,515	\$540,489	-31.4%	\$161,108	\$113,897	41.5%
Fayette County	Units	47	45	4.4%	24	33	-27.3%	23	12	91.7%		1	
	Median Sales Price	\$353,990	\$362,990	-2.5%	\$390,000	\$325,000	20.0%	\$348,990	\$390,437	-10.6%			
	Ave. Sales Price	\$400,802	\$352,418	13.7%	\$405,821	\$339,686	19.5%	\$395,564	\$387,430	2.1%		\$61,000	
Tipton County	Units	49	51	-3.9%	47	45	4.4%	2	6	-66.7%	2		
	Median Sales Price	\$267,500	\$300,000	-10.8%	\$265,000	\$265,000	0.0%		\$447,322				
	Ave. Sales Price	\$266,370	\$306,791	-13.2%	\$255,204	\$290,705	-12.2%	\$528,771	\$427,439	23.7%	\$193,500		

		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
Fraser	Units	149	155	-3.9%	143	155	-7.7%		6		1	3	-66.7%
	Median Sales Price	\$103,000	\$100,000	3.0%	\$100,000	\$100,000	0.0%		\$165,000			\$74,550	
	Ave. Sales Price	\$109,979	\$110,245	-0.2%	\$107,681	\$110,245	-2.3%		\$164,750		\$65,000	\$97,350	-33.2%
Raleigh/ Cov. Pike	Units	120	143	-16.1%	120	143	-16.1%				1	3	-66.7%
	Median Sales Price	\$146,000	\$139,500	4.7%	\$146,000	\$139,500	4.7%					\$115,000	
	Ave. Sales Price	\$151,080	\$147,079	2.7%	\$151,080	\$147,079	2.7%				\$245,000	\$142,167	72.3%
Downtown	Units	55	81	-32.1%	53	81	-34.6%	2				1	
	Median Sales Price	\$254,000	\$60,000	323.3%	\$265,000	\$60,000	341.7%						
	Ave. Sales Price	\$249,683	\$141,193	76.8%	\$253,048	\$141,193	79.2%	\$160,500				\$39,900	
Midtown	Units	126	131	-3.8%	125	131	-4.6%	1			5	1	400.0%
	Median Sales Price	\$116,750	\$180,000	-35.1%	\$115,000	\$180,000	-36.1%				\$171,500		
	Ave. Sales Price	\$162,833	\$223,803	-27.2%	\$162,215	\$223,803	-27.5%	\$240,000			\$159,380	\$20,357	682.9%
S. Memphis	Units	164	206	-20.4%	159	204	-22.1%	5	2	150.0%	2	5	-60.0%
	Median Sales Price	\$62,500	\$70,000	-10.7%	\$62,000	\$69,750	-11.1%	\$185,000				\$45,000	
	Ave. Sales Price	\$80,290	\$78,868	1.8%	\$76,402	\$77,409	-1.3%	\$203,940	\$227,750	-10.5%	\$74,050	\$66,382	11.6%
Berclair/ Highland Heights	Units	85	110	-22.7%	84	110	-23.6%	1			1		
	Median Sales Price	\$99,000	\$91,500	8.2%	\$97,500	\$91,500	6.6%						
	Ave. Sales Price	\$104,237	\$99,401	4.9%	\$103,156	\$99,401	3.8%	\$195,000			\$77,000		
E. Memphis	Units	337	316	6.6%	334	315	6.0%	3	1	200.0%	2		
	Median Sales Price	\$187,000	\$190,000	-1.6%	\$185,500	\$190,000	-2.4%	\$521,000					
	Ave. Sales Price	\$256,000	\$235,054	8.9%	\$253,300	\$235,118	7.7%	\$556,667	\$215,000	158.9%	\$98,500		
Whitehaven	Units	154	142	8.5%	150	141	6.4%	4	1	300.0%	5	1	400.0%
	Median Sales Price	\$118,100	\$119,950	-1.5%	\$112,500	\$119,900	-6.2%	\$197,750			\$68,251		
	Ave. Sales Price	\$119,469	\$123,632	-3.4%	\$117,451	\$122,885	-4.4%	\$195,125	\$229,000	-14.8%	\$92,050	\$240,000	-61.6%
Parkway Village/ Oakhaven	Units	69	91	-24.2%	68	91	-25.3%	1					
	Median Sales Price	\$126,000	\$115,000	9.6%	\$125,500	\$115,000	9.1%						
	Ave. Sales Price	\$132,175	\$127,902	3.3%	\$130,810	\$127,902	2.3%	\$225,000					
Hickory Hill	Units	120	150	-20.0%	115	145	-20.7%	5	5	0.0%	3	4	-25.0%
	Median Sales Price	\$192,500	\$182,750	5.3%	\$190,000	\$180,250	5.4%	\$389,900	\$375,000		\$152,000	\$197,000	-22.8%
	Ave. Sales Price	\$202,959	\$181,862	11.6%	\$194,517	\$176,049	10.5%	\$397,120	\$350,460	13.3%	\$163,167	\$204,750	-20.3%
Southwind	Units	11	7	57.1%	11	7	57.1%						
	Median Sales Price	\$335,000	\$317,000	5.7%	\$335,000	\$317,000	5.7%						
	Ave. Sales Price	\$323,436	\$431,100	-25.0%	\$323,436	\$431,100	-25.0%						

		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	195	223	-12.6%	193	220	-12.3%	2	3	-33.3%	2	2	0.0%
	Median Sales Price	\$270,000	\$252,000	7.1%	\$268,000	\$250,500	7.0%		\$349,900				
	Ave. Sales Price	\$299,877	\$274,765	9.1%	\$297,830	\$273,217	9.0%	\$497,400	\$388,267	28.1%	\$250,400	\$256,500	-2.4%
Bartlett	Units	113	105	7.6%	112	99	13.1%	1	6	-83.3%	3		
	Median Sales Price	\$305,000	\$296,000	3.0%	\$303,500	\$293,500	3.4%		\$497,458		\$408,000		
	Ave. Sales Price	\$314,044	\$307,736	2.0%	\$313,634	\$298,238	5.2%	\$359,900	\$464,447	-22.5%	\$374,300		
G'town	Units	72	69	4.3%	72	69	4.3%				1		
	Median Sales Price	\$442,500	\$450,000	-1.7%	\$442,500	\$450,000	-1.7%						
	Ave. Sales Price	\$459,598	\$505,728	-9.1%	\$459,598	\$505,728	-9.1%				\$405,000		
Collierville	Units	83	107	-22.4%	68	76	-10.5%	15	31	-51.6%	1		
	Median Sales Price	\$522,040	\$535,000	-2.4%	\$496,200	\$470,000	5.6%	\$588,885	\$608,855	-3.3%			
	Ave. Sales Price	\$599,877	\$566,518	5.9%	\$577,013	\$508,901	13.4%	\$703,525	\$707,772	-0.6%	\$950,000		
Lakeland	Units	29	39	-25.6%	27	27	0.0%	2	12	-83.3%			
	Median Sales Price	\$350,000	\$430,000	-18.6%	\$348,500	\$320,000	8.9%		\$634,900				
	Ave. Sales Price	\$444,121	\$476,625	-6.8%	\$431,663	\$403,737	6.9%	\$612,300	\$640,622	-4.4%			
Arlington	Units	36	38	-5.3%	27	23	17.4%	9	15	-40.0%			
	Median Sales Price	\$499,500	\$507,225	-1.5%	\$485,000	\$454,900	6.6%	\$568,285	\$582,905	-2.5%			
	Ave. Sales Price	\$497,636	\$479,600	3.8%	\$474,519	\$425,546	11.5%	\$563,986	\$562,482	0.3%			
Millington	Units	34	42	-19.0%	26	32	-18.8%	8	10	-20.0%	1		
	Median Sales Price	\$216,500	\$256,500	-15.6%	\$186,250	\$203,750	-8.6%	\$327,770	\$306,990	6.8%			
	Ave. Sales Price	\$231,861	\$244,222	-5.1%	\$200,684	\$225,357	-10.9%	\$333,188	\$304,590	9.4%	\$141,750		
Shelby County	Units	1,926	2,118	-9.1%	1,861	2,032	-8.4%	65	86	-24.4%	26	22	18.2%
	Median Sales Price	\$175,000	\$170,000	2.9%	\$172,800	\$162,000	6.7%	\$389,900	\$550,225	-29.1%	\$161,750	\$128,375	26.0%
	Ave. Sales Price	\$233,657	\$223,595	4.5%	\$226,612	\$209,577	8.1%	\$435,367	\$554,823	-21.5%	\$206,940	\$131,055	57.9%
Fayette County	Units	105	105	0.0%	67	57	17.5%	38	29	31.0%		1	
	Median Sales Price	\$374,000	\$351,113	6.5%	\$370,700	\$312,325	18.7%	\$379,900	\$399,900	-5.0%			
	Ave. Sales Price	\$414,887	\$364,177	13.9%	\$414,003	\$348,920	18.7%	\$416,446	\$404,162	3.0%		\$61,000	
Tipton County	Units	93	84	10.7%	88	75	17.3%	5	9	-44.4%	2		
	Median Sales Price	\$265,000	\$285,000	-7.0%	\$260,000	\$262,000	-0.8%	\$460,000	\$438,975	4.8%			
	Ave. Sales Price	\$263,172	\$286,638	-8.2%	\$252,415	\$272,292	-7.3%	\$452,488	\$406,188	11.4%	\$193,500		



NEWS RELEASE

FOR IMMEDIATE RELEASE

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February Market Report

MEMPHIS, Tenn., March 7, 2025 – Memphis-area home sales for February decreased 9.4 percent from a year ago, with 959 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were down 17.4 percent from January, when there were 1,161 total sales. The average sales price from February-to-February went down 3.7 percent, at \$236,899. Inventory increased 3.5 percent, with 3,635 units listed for sale. February average DOM was 56, a 3.4 percent decrease from the previous month. Sales volume YTD decreased 3.3 percent, to \$518.1 million.

February Comparison

	2025	2024	% Change
Total Home Sales	959	1,058	-9.4%
Median Sales Price	\$185,000	\$198,950	-7.0%
Average Sales Price	\$236,899	\$246,032	-3.7%
Monthly Sales Volume	\$227.2 million	\$260.3 million	-12.7%

Year-to-Date Comparison

	2025	2024	% Change
Total Home Sales	2,124	2,307	-7.9%
Median Sales Price	\$187,500	\$181,900	3.1%
Average Sales Price	\$243,908	\$232,289	5.0%
Monthly Sales Volume	\$518.1 million	\$535.9 million	-3.3%

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

“February was a slower month, and the snow did not help,” said MAAR President Greg Renfrow. “But inventory took another jump, so the market should be picking 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.

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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