

**Sales Summary**

	April Total Sales			YTD Total Sales		
	2022	2021	% change	2022	2021	% change
<b>Units</b>	1,582	1,848	-14.4%	6,076	6,381	-4.8%
<b>Median Sales Price</b>	\$215,000	\$183,850	16.9%	\$210,000	\$174,000	20.7%
<b>Average Sales Price</b>	\$256,670	\$224,443	14.4%	\$249,103	\$214,297	16.2%

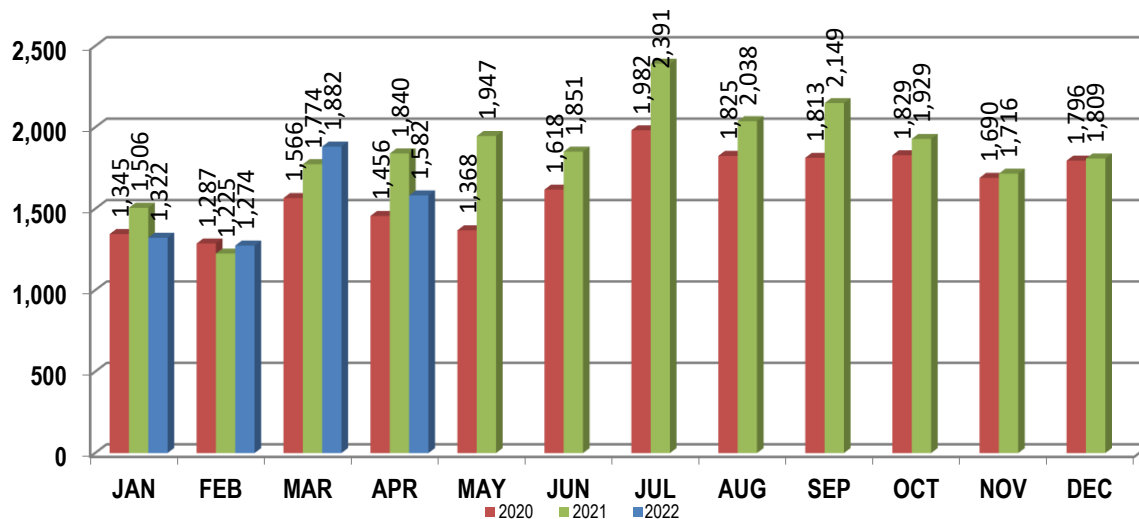
	April Existing Sales			YTD Existing Sales		
	2022	2021	% change	2022	2021	% change
<b>Units</b>	1,515	1,752	-13.5%	5,798	6,067	-4.4%
<b>Median Sales Price</b>	\$200,000	\$172,250	16.1%	\$199,000	\$165,000	20.6%
<b>Average Sales Price</b>	\$245,859	\$214,035	14.9%	\$238,108	\$204,444	16.5%

	April New Home Sales			YTD New Home Sales		
	2022	2021	% change	2022	2021	% change
<b>Units</b>	67	96	-30.2%	278	314	-11.5%
<b>Median Sales Price</b>	\$491,900	\$401,720	22.4%	\$415,875	\$378,317	9.9%
<b>Average Sales Price</b>	\$501,114	\$414,206	21.0%	\$478,419	\$404,678	18.2%

	April Bank Sales			YTD Bank Sales*		
	2022	2021	% change	2022	2021	% change
<b>Units</b>	6	10	-40.0%	22	61	-63.9%
<b>Median Sales Price</b>	\$110,000	\$111,500	-1.3%	\$99,000	\$75,000	32.0%
<b>Average Sales Price</b>	\$106,667	\$134,420	-20.6%	\$185,768	\$125,702	47.8%

	April Non-Bank Sales			YTD Non-Bank Sales		
	2022	2021	% change	2022	2021	% change
<b>Units</b>	1,576	1,838	-14.3%	6,054	6,320	-4.2%
<b>Median Sales Price</b>	\$215,000	\$184,312	16.7%	\$210,000	\$175,000	20.0%
<b>Average Sales Price</b>	\$257,241	\$224,923	14.4%	\$249,333	\$215,152	15.9%

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.

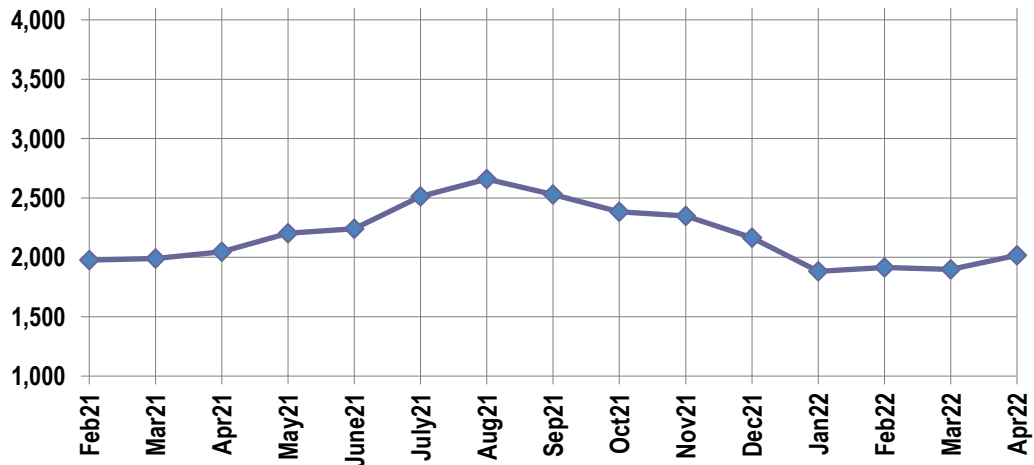


**Active Listings, Pending Sales and Foreclosure Action Summary**

Active Listings		
	Units	Ave. List Price
Single Family	1,871	\$356,356
Condo/Co-op	103	\$198,616
Duplex	42	\$234,976
<b>Market Total</b>	<b>2,016</b>	<b>\$345,768</b>

Pending Sales		
	Units	Ave. List Price
Single Family	1,433	\$301,005
Condo/Co-op	48	\$183,091
Duplex	35	\$149,482
<b>Market Total</b>	<b>1,516</b>	<b>\$293,774</b>

	April Foreclosure Actions			YTD Foreclosure Actions		
	2022	2021	% change	2022	2021	% change
<b>Total</b>	39	28	39.3%	106	97	9.3%


**Inventory**

May-20	3,268	May-21	2,202
Jun-20	3,171	Jun-21	2,242
Jul-20	2,938	Jul-21	2,514
Aug-20	2,876	Aug-21	2,659
Sep-20	2,863	Sep-21	2,529
Oct-20	2,805	Oct-21	2,384
Nov-20	2,644	Nov-21	2,348
Dec-20	2,403	Dec-21	2,165
Jan-21	2,105	Jan-22	1,882
Feb-21	1,976	Feb-22	1,914
Mar-21	1,990	Mar-22	1,898
Apr-21	2,048	Apr-22	2,016

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Frayser	Units	85	132	-35.6%	85	132	-35.6%				2		
	Median Sales Price	\$70,000	\$60,200	16.3%	\$70,000	\$60,200	16.3%						
	Ave. Sales Price	\$87,579	\$70,975	23.4%	\$87,579	\$70,975	23.4%				\$113,000		
Raleigh/ Cov. Pike	Units	98	100	-2.0%	98	100	-2.0%						
	Median Sales Price	\$142,075	110,000	29.2%	\$142,075	110,000	29.2%						
	Ave. Sales Price	\$142,975	\$117,541	21.6%	\$142,975	\$117,541	21.6%						
Downtown	Units	46	46	0.0%	45	45	0.0%	1	1	0.0%			
	Median Sales Price	\$255,000	\$227,500	12.1%	\$255,000	\$225,000	13.3%						
	Ave. Sales Price	\$294,817	\$262,539	12.3%	\$298,257	\$256,484	16.3%	\$140,000	\$535,000	-73.8%			
Midtown	Units	89	104	-14.4%	89	104	-14.4%						
	Median Sales Price	\$195,000	\$202,500	-3.7%	\$195,000	\$202,500	-3.7%						
	Ave. Sales Price	\$229,808	\$223,843	2.7%	\$229,808	\$223,843	2.7%						
S. Memphis	Units	77	84	-8.3%	77	83	-7.2%		1		1		
	Median Sales Price	\$68,213	\$48,750	39.9%	\$68,213	\$48,000	42.1%						
	Ave. Sales Price	\$73,865	\$55,960	32.0%	\$73,865	\$53,984	36.8%		\$220,000		\$20,000		
Bercclair/ Highland Heights	Units	68	74	-8.1%	68	74	-8.1%				1		
	Median Sales Price	\$93,850	\$65,000	44.4%	\$93,850	\$65,000	44.4%						
	Ave. Sales Price	\$95,375	\$72,017	32.4%	\$95,375	\$72,017	32.4%				\$44,000		
E. Memphis	Units	260	305	-14.8%	256	305	-16.1%	4			1	1	0.0%
	Median Sales Price	\$217,000	\$180,000	20.6%	\$215,000	\$180,000	19.4%	\$778,500					
	Ave. Sales Price	\$272,868	\$242,884	12.3%	\$265,311	\$242,884	9.2%	\$756,500			\$44,000	\$250,000	-82.4%
Whitehaven	Units	66	91	-27.5%	66	89	-25.8%		2		1	3	-66.7%
	Median Sales Price	\$102,250	\$90,000	13.6%	\$102,250	\$87,900	16.3%					\$71,000	
	Ave. Sales Price	\$110,852	\$101,481	9.2%	\$110,852	\$99,443	11.5%		\$192,182		\$160,000	\$66,000	142.4%
Parkway Village/ Oakhaven	Units	48	50	-4.0%	48	50	-4.0%						
	Median Sales Price	\$105,000	\$83,450	25.8%	\$105,000	\$83,450	25.8%						
	Ave. Sales Price	\$107,406	\$80,837	32.9%	\$107,406	\$80,837	32.9%						
Hickory Hill	Units	107	98	9.2%	105	97	8.2%	2	1	100.0%		2	
	Median Sales Price	\$177,000	\$142,250	24.4%	\$176,000	\$142,000	23.9%						
	Ave. Sales Price	\$241,529	\$145,783	65.7%	\$238,932	\$145,637	64.1%	\$377,900	\$159,900	136.3%		\$165,250	
Southwind	Units	13	15	-13.3%	12	14	-14.3%	1	1	0.0%		1	
	Median Sales Price	\$265,000	\$262,500	1.0%	\$262,500	\$268,400	-2.2%						
	Ave. Sales Price	\$296,849	\$310,767	-4.5%	\$293,833	\$315,675	-6.9%	\$333,036	\$242,060	37.6%		\$262,500	

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Cordova	Units	174	201	-13.4%	170	190	-10.5%	4	11	-63.6%		1	
	Median Sales Price	\$272,500	\$235,000	16.0%	\$272,000	\$226,500	20.1%	\$387,400	\$351,380	10.3%			
	Ave. Sales Price	\$279,135	\$241,587	15.5%	\$276,439	\$235,312	17.5%	\$393,700	\$349,969	12.5%		\$235,000	
Bartlett	Units	88	104	-15.4%	86	103	-16.5%	2	1	100.0%			
	Median Sales Price	\$280,000	\$250,000	12.0%	\$279,000	\$250,000	11.6%						
	Ave. Sales Price	\$325,391	\$255,751	27.2%	\$320,693	\$254,992	25.8%	\$527,389	\$333,900	57.9%			
G'town	Units	59	79	-25.3%	58	78	-25.6%	1	1	0.0%			
	Median Sales Price	\$415,000	\$375,000	10.7%	\$410,000	\$370,000	10.8%						
	Ave. Sales Price	\$497,573	\$415,527	19.7%	\$480,290	\$409,252	17.4%	\$1,500,000	\$905,000	65.7%			
Collierville	Units	98	127	-22.8%	82	109	-24.8%	16	18	-11.1%			
	Median Sales Price	\$488,250	\$427,500	14.2%	\$443,500	\$400,000	10.9%	\$647,214	\$565,000	14.6%			
	Ave. Sales Price	\$525,452	\$451,548	16.4%	\$500,380	\$428,896	16.7%	\$653,943	\$588,719	11.1%			
Lateland	Units	26	29	-10.3%	17	24	-29.2%	9	5	80.0%			
	Median Sales Price	\$483,144	\$375,000	28.8%	\$340,000	\$320,000	6.3%	\$523,500	\$494,900	5.8%			
	Ave. Sales Price	\$457,052	\$403,601	13.2%	\$403,000	\$385,979	4.4%	\$559,151	\$488,185	14.5%			
Arlington	Units	17	47	-63.8%	16	30	-46.7%	1	17	-94.1%			
	Median Sales Price	\$365,000	\$385,000	-5.2%	\$360,700	\$315,000	14.5%		\$431,665				
	Ave. Sales Price	\$398,982	\$367,671	8.5%	\$392,749	\$325,040	20.8%	\$498,709	\$442,903	12.6%			
Millington	Units	20	19	5.3%	20	18	11.1%		1				
	Median Sales Price	\$174,500	\$154,500	12.9%	\$174,500	\$148,500	17.5%						
	Ave. Sales Price	\$205,226	\$152,497	34.6%	\$205,226	\$147,026	39.6%		\$250,990				
Shelby County	Units	1,413	1,668	-15.3%	1,372	1,608	-14.7%	41	60	-31.7%	5	8	-37.5%
	Median Sales Price	\$200,000	\$174,196	14.8%	\$198,750	\$165,000	20.5%	\$555,000	\$449,987	23.3%	\$60,000	\$165,250	-63.7%
	Ave. Sales Price	\$254,259	\$220,378	15.4%	\$244,088	\$211,532	15.4%	\$594,599	\$457,468	30.0%	\$90,000	\$159,500	-43.6%
Fayette County	Units	75	91	-17.6%	57	61	-6.6%	18	30	-40.0%		1	
	Median Sales Price	\$306,760	\$274,900	11.6%	\$290,000	\$260,000	11.5%	\$310,830	\$326,237	-4.7%			
	Ave. Sales Price	\$325,793	\$317,032	2.8%	\$309,806	\$299,587	3.4%	\$376,417	\$352,506	6.8%		\$45,200	
Tipton County	Units	94	89	5.6%	86	83	3.6%	8	6	33.3%	1	1	0.0%
	Median Sales Price	\$246,500	\$196,000	25.8%	\$230,000	\$190,000	21.1%	\$295,125	\$275,311	7.2%			
	Ave. Sales Price	\$237,764	\$205,751	15.6%	\$231,735	\$199,655	16.1%	\$302,573	\$290,084	4.3%	\$190,000	\$23,000	

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Frayer	Units	353	399	-11.5%	353	398	-11.3%		1		5	4	25.0%
	Median Sales Price	\$70,833	\$63,000	12.4%	\$70,833	\$63,000	12.4%				\$60,000	\$67,972	-11.7%
	Ave. Sales Price	\$83,922	\$72,790	15.3%	\$83,922	\$72,752	15.4%		\$88,000		\$70,300	\$70,986	-1.0%
Raleigh/ Cov. Pike	Units	347	311	11.6%	347	308	12.7%		3		1	3	-66.7%
	Median Sales Price	\$132,000	106,900	23.5%	\$132,000	105,000	25.7%		\$125,000			\$51,500	
	Ave. Sales Price	\$141,250	\$110,530	27.8%	\$141,250	\$110,341	28.0%		\$130,000		\$72,000	\$76,333	-5.7%
Downtown	Units	175	169	3.6%	170	166	2.4%	5	3	66.7%	1	2	-50.0%
	Median Sales Price	\$235,000	\$235,000	0.0%	\$233,000	\$236,000	-1.3%	\$255,000	\$122,000	109.0%			
	Ave. Sales Price	\$267,094	\$263,656	1.3%	\$267,150	\$263,740	1.3%	\$265,200	\$259,000	2.4%	\$45,000	\$274,000	-83.6%
Midtown	Units	372	374	-0.5%	366	372	-1.6%	6	2	200.0%	1	5	-80.0%
	Median Sales Price	\$205,000	\$179,950	13.9%	\$200,000	\$177,450	12.7%	\$382,500				\$25,000	
	Ave. Sales Price	\$218,785	\$202,417	8.1%	\$216,141	\$200,750	7.7%	\$380,118	\$512,500	-25.8%	\$29,000	\$24,350	19.1%
S. Memphis	Units	305	316	-3.5%	304	315	-3.5%	1	1	0.0%	1	7	-85.7%
	Median Sales Price	\$59,000	\$41,500	42.2%	\$59,000	\$41,000	43.9%					\$35,500	
	Ave. Sales Price	\$69,241	\$52,765	31.2%	\$68,416	\$52,234	31.0%	\$320,000	\$220,000	45.5%	\$20,000	\$33,464	-40.2%
Berclair/ Highland Heights	Units	240	281	-14.6%	240	281	-14.6%				1	2	-50.0%
	Median Sales Price	\$85,000	\$65,000	30.8%	\$85,000	\$65,000	30.8%						
	Ave. Sales Price	\$92,658	\$71,689	29.2%	\$92,658	\$71,689	29.2%				\$44,000	\$36,100	21.9%
E. Memphis	Units	954	1,069	-10.8%	941	1,062	-11.4%	13	7	85.7%	4	7	-42.9%
	Median Sales Price	\$221,950	\$173,000	28.3%	\$218,000	\$172,637	26.3%	\$735,000	\$489,000	50.3%	\$186,500	\$129,000	44.6%
	Ave. Sales Price	\$282,888	\$228,738	23.7%	\$276,249	\$226,934	21.7%	\$763,442	\$502,414	52.0%	\$256,750	\$145,314	76.7%
Whitehaven	Units	293	317	-7.6%	291	308	-5.5%	2	9	-77.8%	3	5	-40.0%
	Median Sales Price	\$99,000	\$80,000	23.8%	\$98,500	\$79,950	23.2%		\$289,179		\$107,000	\$71,000	50.7%
	Ave. Sales Price	\$108,278	\$91,583	18.2%	\$107,035	\$88,025	21.6%	\$289,180	\$213,328	35.6%	\$110,967	\$61,580	80.2%
Parkway Village/ Oakhaven	Units	199	188	5.9%	199	188	5.9%					1	
	Median Sales Price	\$110,000	\$83,450	31.8%	\$110,000	\$83,450	31.8%						
	Ave. Sales Price	\$109,118	\$82,892	31.6%	\$109,118	\$82,892	31.6%					\$49,140	
Hickory Hill	Units	422	400	5.5%	415	397	4.5%	7	3	133.3%	1	3	-66.7%
	Median Sales Price	\$178,000	\$140,250	26.9%	\$177,000	\$140,000	26.4%	\$385,900	\$314,900	22.5%		\$137,000	
	Ave. Sales Price	\$200,232	\$144,792	38.3%	\$197,114	\$143,876	37.0%	\$385,071	\$265,900	44.8%	\$115,000	\$153,500	-25.1%
Southwind	Units	37	43	-14.0%	34	42	-19.0%	3	1	200.0%		1	
	Median Sales Price	\$300,989	\$262,000	14.9%	\$295,000	\$262,250	12.5%	\$300,989					
	Ave. Sales Price	\$376,143	\$332,348	13.2%	\$382,005	\$334,498	14.2%	\$309,700	\$242,060	27.9%		\$262,500	

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Cordova	Units	702	713	-1.5%	684	691	-1.0%	18	22	-18.2%		3	
	Median Sales Price	\$269,500	\$220,000	22.5%	\$265,000	\$217,000	22.1%	\$401,129	\$342,899	17.0%		\$235,000	
	Ave. Sales Price	\$285,843	\$231,845	23.3%	\$282,725	\$228,104	23.9%	\$404,318	\$349,336	15.7%		\$197,667	
Bartlett	Units	328	363	-9.6%	319	360	-11.4%	9	3	200.0%			
	Median Sales Price	\$295,500	\$240,000	23.1%	\$290,000	\$240,000	20.8%	\$480,880	\$384,900	24.9%			
	Ave. Sales Price	\$303,879	\$253,287	20.0%	\$299,517	\$252,323	18.7%	\$458,458	\$368,900	24.3%			
G'town	Units	213	250	-14.8%	210	248	-15.3%	3	2	50.0%	3	2	50.0%
	Median Sales Price	\$430,000	\$379,450	13.3%	\$430,000	\$379,000	13.5%	\$1,585,000			\$405,000		
	Ave. Sales Price	\$505,585	\$436,569	15.8%	\$487,923	\$432,428	12.8%	\$1,741,928	\$950,000	83.4%	\$556,833	\$329,944	68.8%
Collierville	Units	308	339	-9.1%	255	286	-10.8%	53	53	0.0%		1	
	Median Sales Price	\$479,000	\$440,000	8.9%	\$440,000	\$400,000	10.0%	\$659,900	\$564,900	16.8%			
	Ave. Sales Price	\$530,540	\$465,657	13.9%	\$498,062	\$436,031	14.2%	\$686,801	\$625,522	9.8%		\$560,000	
Lateland	Units	110	74	48.6%	84	61	37.7%	26	13	100.0%			
	Median Sales Price	\$452,500	\$362,400	24.9%	\$350,000	\$340,000	2.9%	\$550,000	\$494,900	11.1%			
	Ave. Sales Price	\$453,370	\$383,469	18.2%	\$419,638	\$363,590	15.4%	\$562,352	\$476,746	18.0%			
Arlington	Units	87	141	-38.3%	76	96	-20.8%	11	45	-75.6%			
	Median Sales Price	\$375,000	\$356,900	5.1%	\$355,950	\$315,000	13.0%	\$464,900	\$413,383	12.5%			
	Ave. Sales Price	\$393,130	\$351,275	11.9%	\$377,785	\$316,019	19.5%	\$499,145	\$426,488	17.0%			
Millington	Units	79	85	-7.1%	74	67	10.4%	5	18	-72.2%		1	
	Median Sales Price	\$230,000	\$174,900	31.5%	\$210,500	\$144,000	46.2%	\$366,100	\$240,990	51.9%			
	Ave. Sales Price	\$239,053	\$173,035	38.2%	\$229,920	\$155,480	47.9%	\$374,220	\$238,379	57.0%		\$194,900	
Shelby County	Units	5,449	5,708	-4.5%	5,287	5,522	-4.3%	162	186	-12.9%	20	46	-56.5%
	Median Sales Price	\$200,000	\$165,000	21.2%	\$191,100	\$159,000	20.2%	\$520,500	\$424,819	22.5%	\$81,500	\$67,000	21.6%
	Ave. Sales Price	\$246,099	\$209,011	17.7%	\$236,036	\$201,110	17.4%	\$574,490	\$443,558	29.5%	\$183,145	\$123,086	48.8%
Fayette County	Units	286	338	-15.4%	207	233	-11.2%	79	105	-24.8%		3	
	Median Sales Price	\$300,000	\$281,300	6.6%	\$286,000	\$270,000	5.9%	\$306,760	\$304,634	0.7%		\$45,200	
	Ave. Sales Price	\$319,939	\$316,293	1.2%	\$305,519	\$295,810	3.3%	\$357,724	\$361,748	-1.1%		\$50,767	
Tipton County	Units	341	335	1.8%	304	312	-2.6%	37	23	60.9%	2	12	-83.3%
	Median Sales Price	\$235,000	\$194,000	21.1%	\$220,000	\$187,351	17.4%	\$280,990	\$277,990	1.1%		\$117,750	
	Ave. Sales Price	\$237,708	\$201,455	18.0%	\$228,242	\$195,205	16.9%	\$315,485	\$286,247	10.2%	\$212,000	\$154,463	37.2%



## ***NEWS RELEASE***

**FOR IMMEDIATE RELEASE**

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### **April Market Report**

MEMPHIS, Tenn., May 6, 2022 – Memphis-area home sales for April decreased 14.4 percent from a year ago, with 1,582 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were down 15.9 percent from March, when there were 1,882 total sales. Average sales price from April-to-April was up 14.4 percent, at \$256,670. Inventory increased 6.2 percent, with 2,016 units listed for sale. Year-to-Date sales volume increased 10.2 percent, at \$1.51 billion.

#### **April Comparison**

	<b>2022</b>	<b>2021</b>	<b>% Change</b>
<b>Total Home Sales</b>	1,582	1,848	-14.4%
<b>Median Sales Price</b>	\$215,000	\$183,850	16.9%
<b>Average Sales Price</b>	\$256,670	\$224,443	14.4%
<b>Monthly Sales Volume</b>	\$406.1 million	\$414.8 million	-3.0%

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

	<b>2022</b>	<b>2021</b>	<b>% Change</b>
<b>Total Home Sales</b>	6,076	6,381	-4.8%
<b>Median Sales Price</b>	\$210,000	\$174,000	20.7%
<b>Average Sales Price</b>	\$249,103	\$214,297	16.2%
<b>Monthly Sales Volume</b>	\$1.51 billion	\$1.37 billion	10.2%

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

“The market is starting to reflect the impact of rising interest rates and inflation,” said MAAR President Bill Stewart. “Inventory ticked up a bit, but it’s still very competitive when making an offer.”

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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