

Sales Summary

	May Total Sales			YTD Total Sales		
	2025	2024	% change	2025	2024	% change
Units	1,435	1,412	1.6%	5,918	6,412	-7.7%
Median Sales Price	\$213,900	\$229,950	-7.0%	\$210,000	\$200,250	4.9%
Average Sales Price	\$273,685	\$286,167	-4.4%	\$261,591	\$255,627	2.3%

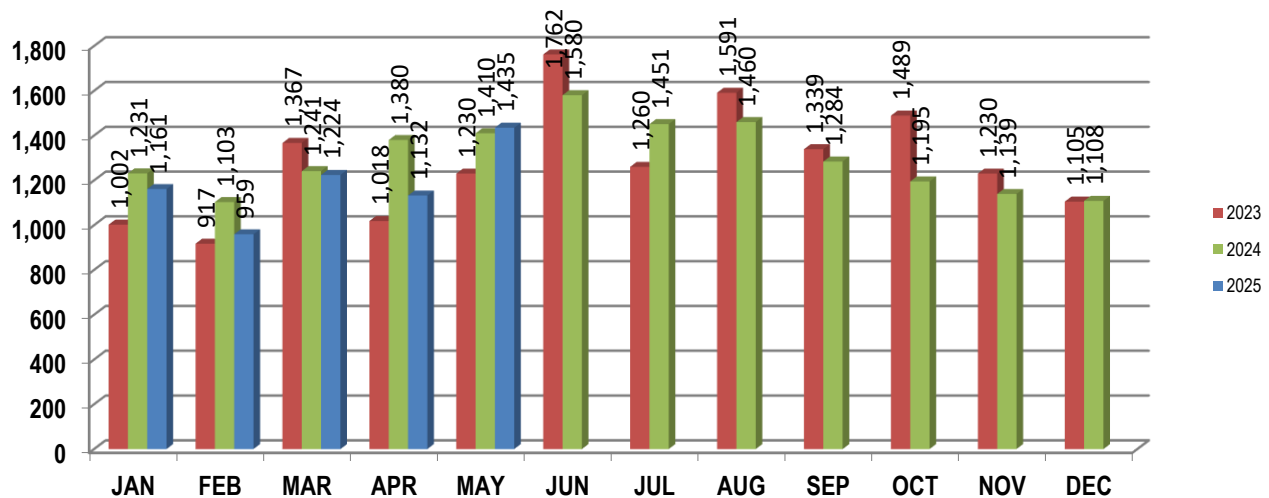
	May Existing Sales			YTD Existing Sales		
	2025	2024	% change	2025	2024	% change
Units	1,370	1,336	2.5%	5,628	6,070	-7.3%
Median Sales Price	\$203,000	\$219,950	-7.7%	\$199,900	\$190,000	5.2%
Average Sales Price	\$261,804	\$275,124	-4.8%	\$249,967	\$242,511	3.1%

	May New Home Sales			YTD New Home Sales		
	2025	2024	% change	2025	2024	% change
Units	65	76	-14.5%	290	342	-15.2%
Median Sales Price	\$439,065	\$449,975	-2.4%	\$433,037	\$450,000	-3.8%
Average Sales Price	\$524,110	\$480,286	9.1%	\$487,177	\$488,421	-0.3%

	May Bank Sales			YTD Bank Sales*		
	2025	2024	% change	2025	2024	% change
Units	15	11	36.4%	64	55	16.4%
Median Sales Price	\$118,000	\$106,000	11.3%	\$132,500	\$115,000	15.2%
Average Sales Price	\$151,596	\$130,088	16.5%	\$196,671	\$139,872	40.6%

	May Non-Bank Sales			YTD Non-Bank Sales		
	2025	2024	% change	2025	2024	% change
Units	1,420	1,401	1.4%	5,854	6,357	-7.9%
Median Sales Price	\$216,200	\$230,000	-6.0%	\$210,000	\$204,900	2.5%
Average Sales Price	\$274,975	\$287,392	-4.3%	\$262,301	\$256,628	2.2%

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

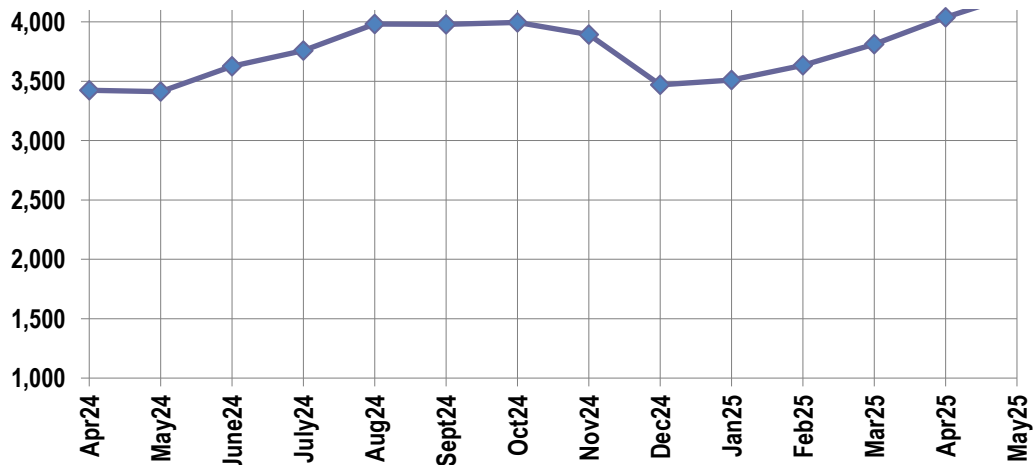
May 2025

Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	3,866	\$424,413
Condo/Co-op	309	\$254,813
Duplex	57	\$185,578
Market Total	4,232	\$408,876

Pending Sales		
	Units	Ave. List Price
Single Family	1,549	\$372,009
Condo/Co-op	54	\$213,298
Duplex	29	\$127,558
Market Total	1,632	\$362,414

	May Foreclosure Actions			YTD Foreclosure Actions		
	2025	2024	% change	2025	2024	% change
Total	47	30	56.7%	191	175	9.1%



Inventory

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
May-24	3,412	May-25	4,231

		May Total Sales			May Existing Sales			May New Home Sales			May Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Fraser	Units	97	83	16.9%	95	83	14.5%	2			1	2	-50.0%
	Median Sales Price	\$95,000	\$107,000	-11.2%	\$94,210	\$107,000	-12.0%						
	Ave. Sales Price	\$105,502	\$119,353	-11.6%	\$103,843	\$119,353	-13.0%	\$184,300			\$49,500	\$63,000	-21.4%
Raleigh/ Cov. Pike	Units	77	79	-2.5%	77	79	-2.5%				2	1	100.0%
	Median Sales Price	\$159,000	\$155,000	2.6%	\$159,000	\$155,000	2.6%						
	Ave. Sales Price	\$155,638	\$153,581	1.3%	\$155,638	\$153,581	1.3%				\$194,500	\$18,900	929.1%
Downtown	Units	34	26	30.8%	34	26	30.8%				2		
	Median Sales Price	\$197,000	\$185,000	6.5%	\$197,000	\$185,000	6.5%						
	Ave. Sales Price	\$242,476	\$217,865	11.3%	\$242,476	\$217,865	11.3%				\$219,000		
Midtown	Units	77	76	1.3%	77	75	2.7%		1		1	1	0.0%
	Median Sales Price	\$110,000	\$185,500	-40.7%	\$110,000	\$187,000	-41.2%						
	Ave. Sales Price	\$190,917	\$223,732	-14.7%	\$190,917	\$224,448	-14.9%		\$170,000		\$120,000	\$201,763	-40.5%
S. Memphis	Units	89	77	15.6%	88	77	14.3%	1			1	2	-50.0%
	Median Sales Price	\$80,000	\$57,000	40.4%	\$79,300	\$57,000	39.1%						
	Ave. Sales Price	\$91,355	\$73,257	24.7%	\$90,177	\$73,257	23.1%	\$195,000			\$92,000	\$104,500	-12.0%
Berclair/ Highland Heights	Units	67	63	6.3%	67	60	11.7%		3		1		
	Median Sales Price	\$115,000	\$110,000	4.5%	\$115,000	\$102,750	11.9%		\$155,000				
	Ave. Sales Price	\$118,163	\$119,607	-1.2%	\$118,163	\$117,838	0.3%		\$155,000		\$100,000		
E. Memphis	Units	206	227	-9.3%	203	222	-8.6%	3	5	-40.0%	3	1	200.0%
	Median Sales Price	\$237,500	\$230,000	3.3%	\$235,000	\$235,610	-0.3%	\$855,000	\$155,000	451.6%	\$100,000		
	Ave. Sales Price	\$323,957	\$337,943	-4.1%	\$317,626	\$339,175	-6.4%	\$752,333	\$283,252	165.6%	\$104,300	\$159,900	-34.8%
Whitehaven	Units	87	72	20.8%	87	72	20.8%				2	2	0.0%
	Median Sales Price	\$119,400	\$110,500	8.1%	\$119,400	\$110,500	8.1%						
	Ave. Sales Price	\$123,650	\$107,762	14.7%	\$123,650	\$107,762	14.7%				\$101,282	\$95,203	6.4%
Parkway Village/ Oakhaven	Units	43	46	-6.5%	41	46	-10.9%	2			1		
	Median Sales Price	\$139,800	\$120,000	16.5%	\$130,150	\$120,000	8.5%						
	Ave. Sales Price	\$129,985	\$113,058	15.0%	\$127,301	\$113,058	12.6%	\$185,000			\$118,000		
Hickory Hill	Units	94	89	5.6%	92	88	4.5%	2	1	100.0%	1		
	Median Sales Price	\$188,956	\$195,000	-3.1%	\$184,556	\$195,000	-5.4%						
	Ave. Sales Price	\$177,489	\$203,792	-12.9%	\$172,382	\$200,994	-14.2%	\$412,400	\$450,000	-8.4%	\$261,975		
Southwind	Units	9	4	125.0%	9	4	125.0%						
	Median Sales Price	\$390,000	\$292,456	33.4%	\$390,000	\$292,456	33.4%						
	Ave. Sales Price	\$416,722	\$285,728	45.8%	\$416,722	\$285,728	45.8%						

		May Total Sales			May Existing Sales			May New Home Sales			May Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Cordova	Units	133	140	-5.0%	127	136	-6.6%	6	4	50.0%	1	1	0.0%
	Median Sales Price	\$287,000	\$277,500	3.4%	\$284,900	\$271,500	4.9%	\$517,934	\$355,251	45.8%			
	Ave. Sales Price	\$312,539	\$309,599	0.9%	\$302,858	\$306,974	-1.3%	\$517,445	\$398,851	29.7%	\$290,000	\$215,000	34.9%
Bartlett	Units	79	84	-6.0%	78	77	1.3%	1	7	-85.7%		1	
	Median Sales Price	\$295,000	\$335,000	-11.9%	\$292,500	\$315,000	-7.1%		\$366,304				
	Ave. Sales Price	\$319,393	\$341,198	-6.4%	\$317,228	\$334,523	-5.2%	\$488,245	\$414,621	17.8%		\$310,000	
G'town	Units	73	73	0.0%	70	73	-4.1%	3					
	Median Sales Price	\$512,000	\$430,000	19.1%	\$491,000	\$430,000	14.2%	\$1,330,000					
	Ave. Sales Price	\$583,530	\$527,214	10.7%	\$546,396	\$527,214	3.6%	\$1,450,000					
Collierville	Units	81	79	2.5%	73	68	7.4%	8	11	-27.3%			
	Median Sales Price	\$559,900	\$540,000	3.7%	\$555,000	\$455,000	22.0%	\$749,975	\$689,900	8.7%			
	Ave. Sales Price	\$602,512	\$540,495	11.5%	\$581,111	\$511,579	13.6%	\$797,798	\$719,246	10.9%			
Lakeland	Units	20	32	-37.5%	19	26	-26.9%	1	6	-83.3%			
	Median Sales Price	\$398,500	\$439,500	-9.3%	\$397,000	\$386,750	2.7%		\$634,900				
	Ave. Sales Price	\$442,090	\$455,474	-2.9%	\$431,421	\$410,415	5.1%	\$644,800	\$650,726	-0.9%			
Arlington	Units	24	31	-22.6%	18	26	-30.8%	6	5	20.0%			
	Median Sales Price	\$409,985	\$484,950	-15.5%	\$400,000	\$490,000	-18.4%	\$536,407	\$474,950	12.9%			
	Ave. Sales Price	\$437,916	\$577,000	-24.1%	\$410,194	\$595,858	-31.2%	\$521,080	\$478,940	8.8%			
Millington	Units	16	23	-30.4%	13	22	-40.9%	3	1	200.0%			
	Median Sales Price	\$224,950	\$244,000	-7.8%	\$185,500	\$239,500	-22.5%	\$348,990					
	Ave. Sales Price	\$230,261	\$262,386	-12.2%	\$205,785	\$259,949	-20.8%	\$336,323	\$315,990	6.4%			
Shelby County	Units	1,284	1,272	0.9%	1,246	1,231	1.2%	38	41	-7.3%	15	11	36.4%
	Median Sales Price	\$195,250	\$217,900	-10.4%	\$192,000	\$211,650	-9.3%	\$530,780	\$519,900	2.1%	\$118,000	\$106,000	11.3%
	Ave. Sales Price	\$268,226	\$279,941	-4.2%	\$257,850	\$272,156	-5.3%	\$608,446	\$513,677	18.4%	\$151,596	\$130,088	16.5%
Fayette County	Units	71	87	-18.4%	49	61	-19.7%	22	26	-15.4%			
	Median Sales Price	\$343,990	\$380,000	-9.5%	\$320,000	\$349,900	-8.5%	\$372,536	\$400,500	-7.0%			
	Ave. Sales Price	\$348,252	\$393,445	-11.5%	\$325,350	\$371,170	-12.3%	\$399,263	\$445,707	-10.4%			
Tipton County	Units	80	53	50.9%	75	44	70.5%	5	9	-44.4%			
	Median Sales Price	\$283,000	\$272,500	3.9%	\$275,000	\$240,000	14.6%	\$439,065	\$440,900	-0.4%			
	Ave. Sales Price	\$295,126	\$259,490	13.7%	\$285,969	\$225,000	27.1%	\$432,485	\$428,064	1.0%			

		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
Frayser	Units	384	415	-7.5%	375	414	-9.4%	9	1	800.0%	3	6	-50.0%
	Median Sales Price	\$99,450	\$100,000	-0.6%	\$97,500	\$99,950	-2.5%	\$165,000			\$49,500	\$79,775	-38.0%
	Ave. Sales Price	\$106,420	\$111,851	-4.9%	\$104,919	\$111,739	-6.1%	\$168,956	\$158,000	6.9%	\$44,833	\$114,475	-60.8%
Raleigh/ Cov. Pike	Units	307	350	-12.3%	307	349	-12.0%		1		4	4	0.0%
	Median Sales Price	\$160,000	145,000	10.3%	\$160,000	145,000	10.3%				\$194,500	\$97,000	100.5%
	Ave. Sales Price	\$159,549	\$148,236	7.6%	\$159,549	\$148,188	7.7%		\$165,000		\$184,750	\$111,350	65.9%
Downtown	Units	154	180	-14.4%	150	180	-16.7%	4			4	1	300.0%
	Median Sales Price	\$217,500	\$122,450	77.6%	\$217,500	\$122,450	77.6%	\$203,500			\$143,750		
	Ave. Sales Price	\$266,158	\$197,339	34.9%	\$267,925	\$197,339	35.8%	\$199,875			\$174,250	\$39,900	336.7%
Midtown	Units	325	360	-9.7%	324	357	-9.2%	1	3	-66.7%	8	4	100.0%
	Median Sales Price	\$125,000	\$170,000	-26.5%	\$123,750	\$170,000	-27.2%		\$150,000		\$145,750	\$146,006	-0.2%
	Ave. Sales Price	\$188,857	\$214,511	-12.0%	\$188,699	\$215,081	-12.3%	\$240,000	\$146,667	63.6%	\$146,775	\$129,592	13.3%
S. Memphis	Units	398	492	-19.1%	391	489	-20.0%	7	3	133.3%	5	12	-58.3%
	Median Sales Price	\$74,500	\$67,000	11.2%	\$70,000	\$66,500	5.3%	\$195,000	\$180,000	8.3%	\$92,000	\$91,642	0.4%
	Ave. Sales Price	\$83,260	\$77,240	7.8%	\$81,008	\$76,514	5.9%	\$209,057	\$195,667	6.8%	\$106,020	\$94,966	11.6%
Berclair/ Highland Heights	Units	240	286	-16.1%	239	282	-15.2%	1	4	-75.0%	2	1	100.0%
	Median Sales Price	\$100,000	\$95,000	5.3%	\$100,000	\$95,000	5.3%		\$155,000				
	Ave. Sales Price	\$109,070	\$103,752	5.1%	\$108,710	\$102,333	6.2%	\$195,000	\$203,750	-4.3%	\$88,500	\$187,500	-52.8%
E. Memphis	Units	926	953	-2.8%	919	943	-2.5%	7	10	-30.0%	8	3	166.7%
	Median Sales Price	\$210,000	\$215,000	-2.3%	\$210,000	\$215,000	-2.3%	\$521,000	\$282,500	84.4%	\$103,500	\$159,900	-35.3%
	Ave. Sales Price	\$274,976	\$282,054	-2.5%	\$272,310	\$280,862	-3.0%	\$624,929	\$394,466	58.4%	\$128,619	\$134,437	-4.3%
Whitehaven	Units	381	349	9.2%	377	348	8.3%	4	1	300.0%	7	6	16.7%
	Median Sales Price	\$119,800	\$115,000	4.2%	\$119,800	\$114,950	4.2%	\$197,750			\$82,565	\$130,252	-36.6%
	Ave. Sales Price	\$121,916	\$119,609	1.9%	\$121,139	\$119,295	1.5%	\$195,125	\$229,000	-14.8%	\$94,688	\$131,901	-28.2%
Parkway Village/ Oakhaven	Units	192	217	-11.5%	189	217	-12.9%	3			2	1	100.0%
	Median Sales Price	\$121,000	\$120,000	0.8%	\$120,000	\$120,000	0.0%	\$185,000					
	Ave. Sales Price	\$128,383	\$125,846	2.0%	\$127,272	\$125,846	1.1%	\$198,333			\$102,500	\$76,000	34.9%
Hickory Hill	Units	343	405	-15.3%	333	393	-15.3%	10	12	-16.7%	5	5	0.0%
	Median Sales Price	\$190,000	\$181,000	5.0%	\$188,012	\$177,000	6.2%	\$389,900	\$385,747	1.1%	\$152,000	\$199,000	-23.6%
	Ave. Sales Price	\$191,826	\$189,059	1.5%	\$185,517	\$183,025	1.4%	\$401,920	\$386,675	3.9%	\$171,895	\$221,300	-22.3%
Southwind	Units	28	21	33.3%	28	21	33.3%				1		
	Median Sales Price	\$327,500	\$368,000	-11.0%	\$327,500	\$368,000	-11.0%						
	Ave. Sales Price	\$368,975	\$525,334	-29.8%	\$368,975	\$525,334	-29.8%				\$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	551	614	-10.3%	540	599	-9.8%	11	15	-26.7%	3	3	0.0%
	Median Sales Price	\$270,000	\$270,000	0.0%	\$270,000	\$268,000	0.7%	\$484,900	\$380,000	27.6%	\$267,900	\$253,000	5.9%
	Ave. Sales Price	\$297,072	\$296,860	0.1%	\$292,744	\$294,132	-0.5%	\$509,570	\$405,786	25.6%	\$263,600	\$242,667	8.6%
Bartlett	Units	315	327	-3.7%	309	300	3.0%	6	27	-77.8%	4	1	300.0%
	Median Sales Price	\$315,000	\$315,000	0.0%	\$312,000	\$307,000	1.6%	\$493,645	\$366,304	34.8%	\$386,500		
	Ave. Sales Price	\$325,282	\$330,804	-1.7%	\$322,647	\$323,179	-0.2%	\$460,998	\$415,531	10.9%	\$371,975	\$310,000	20.0%
G'town	Units	257	247	4.0%	250	246	1.6%	7	1	600.0%	2	1	100.0%
	Median Sales Price	\$469,000	\$449,500	4.3%	\$460,000	\$446,500	3.0%	\$1,270,000					
	Ave. Sales Price	\$536,869	\$520,734	3.1%	\$518,100	\$518,277	0.0%	\$1,278,606	\$1,125,000	13.7%	\$368,055	\$577,500	-36.3%
Collierville	Units	294	328	-10.4%	251	260	-3.5%	43	68	-36.8%	4		
	Median Sales Price	\$525,000	\$521,729	0.6%	\$509,000	\$467,500	8.9%	\$730,000	\$639,593	14.1%	\$406,000		
	Ave. Sales Price	\$579,698	\$550,558	5.3%	\$548,201	\$510,223	7.4%	\$763,552	\$704,782	8.3%	\$536,125		
Lakeland	Units	85	117	-27.4%	79	93	-15.1%	6	24	-75.0%			
	Median Sales Price	\$429,900	\$430,000	0.0%	\$402,300	\$363,500	10.7%	\$642,300	\$642,350	0.0%			
	Ave. Sales Price	\$471,495	\$460,271	2.4%	\$457,710	\$409,767	11.7%	\$653,000	\$655,975	-0.5%			
Arlington	Units	97	110	-11.8%	69	81	-14.8%	28	29	-3.4%			
	Median Sales Price	\$460,000	\$497,475	-7.5%	\$414,000	\$475,250	-12.9%	\$523,005	\$525,065	-0.4%			
	Ave. Sales Price	\$465,835	\$508,134	-8.3%	\$440,650	\$498,464	-11.6%	\$527,901	\$535,145	-1.4%			
Millington	Units	85	108	-21.3%	64	87	-26.4%	21	21	0.0%		1	
	Median Sales Price	\$245,000	\$245,000	0.0%	\$211,500	\$200,000	5.8%	\$331,551	\$306,990	8.0%			
	Ave. Sales Price	\$255,888	\$249,352	2.6%	\$228,956	\$235,577	-2.8%	\$337,966	\$306,419	10.3%		\$141,750	
Shelby County	Units	5,282	5,784	-8.7%	5,114	5,568	-8.2%	168	216	-22.2%	60	49	22.4%
	Median Sales Price	\$193,600	\$189,999	1.9%	\$188,000	\$182,250	3.2%	\$486,442	\$521,059	-6.6%	\$130,000	\$115,000	13.0%
	Ave. Sales Price	\$252,361	\$248,229	1.7%	\$243,065	\$237,345	2.4%	\$535,348	\$528,784	1.2%	\$196,506	\$143,333	37.1%
Fayette County	Units	328	337	-2.7%	220	242	-9.1%	108	95	13.7%		3	
	Median Sales Price	\$358,495	\$365,000	-1.8%	\$332,000	\$337,450	-1.6%	\$379,676	\$397,606	-4.5%		\$95,000	
	Ave. Sales Price	\$400,785	\$380,689	5.3%	\$393,077	\$363,791	8.1%	\$416,487	\$423,735	-1.7%		\$100,333	
Tipton County	Units	308	291	5.8%	294	260	13.1%	14	31	-54.8%	4	3	33.3%
	Median Sales Price	\$261,250	\$263,000	-0.7%	\$256,500	\$250,000	2.6%	\$461,280	\$389,900	18.3%	\$193,500	\$150,000	29.0%
	Ave. Sales Price	\$271,646	\$257,844	5.4%	\$262,941	\$240,249	9.4%	\$454,451	\$405,415	12.1%	\$199,150	\$122,867	62.1%



NEWS RELEASE

FOR IMMEDIATE RELEASE

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May Market Report

MEMPHIS, Tenn., June 9, 2025 – Memphis-area home sales for May increased 1.6 percent from a year ago, with 1,435 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were up 26.8 percent from April, when there were 1,132 total sales. The average sales price from May-to-May decreased 4.4 percent, at \$273,685. Inventory increased 4.8 percent, with 4,231 units listed for sale. May average DOM was 48, a 5.9 percent decrease from the previous month. Sales volume YTD decreased 8.5 percent, to \$1.50 billion.

May Comparison

	2025	2024	% Change
Total Home Sales	1,435	1,412	1.6%
Median Sales Price	\$213,900	\$229,950	-7.0%
Average Sales Price	\$273,685	\$286,167	-4.4%
Monthly Sales Volume	\$392.7 million	\$404.1 million	-2.8%

Year-to-Date Comparison

	2025	2024	% Change
Total Home Sales	5,918	6,412	-7.7%
Median Sales Price	\$210,000	\$200,250	4.9%
Average Sales Price	\$261,591	\$255,627	2.3%
Monthly Sales Volume	\$1.50 billion	\$1.64 billion	-8.5%

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

“Sales made a major jump from April, almost 27 percent,” said MAAR President Greg Renfrow. “With inventory now over 4,200, buyers have a lot of choices.”

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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