

Sales Summary

	June Total Sales			YTD Total Sales		
	2025	2024	% change	2025	2024	% change
Units	1,595	1,580	0.9%	7,516	7,992	-6.0%
Median Sales Price	\$255,000	\$230,000	10.9%	\$220,000	\$209,000	5.3%
Average Sales Price	\$298,396	\$297,306	0.4%	\$269,484	\$263,867	2.1%

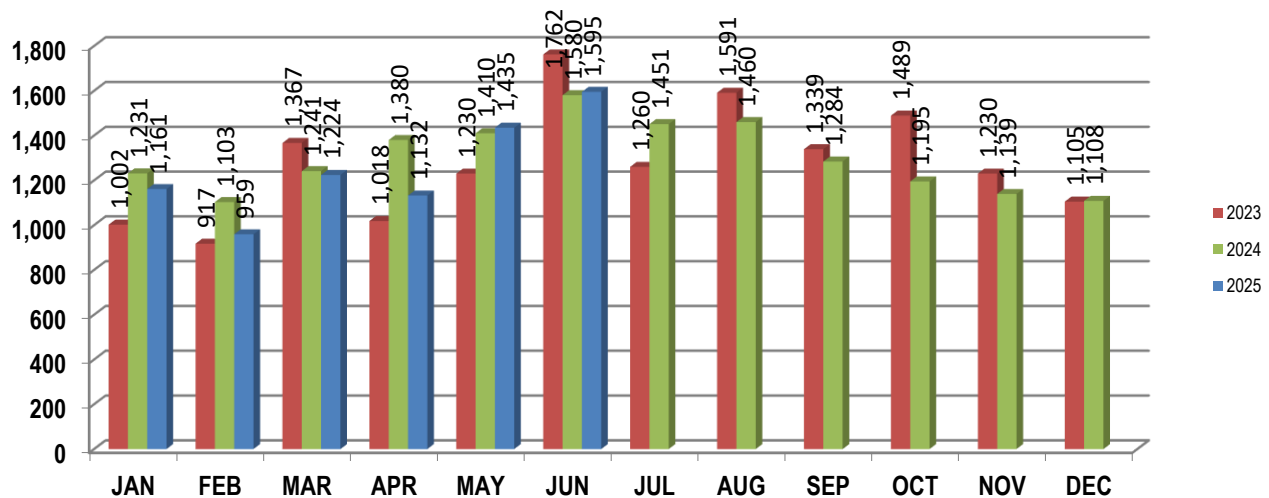
	June Existing Sales			YTD Existing Sales		
	2025	2024	% change	2025	2024	% change
Units	1,519	1,501	1.2%	7,149	7,571	-5.6%
Median Sales Price	\$246,000	\$220,000	11.8%	\$210,000	\$195,000	7.7%
Average Sales Price	\$288,509	\$285,466	1.1%	\$258,239	\$251,027	2.9%

	June New Home Sales			YTD New Home Sales		
	2025	2024	% change	2025	2024	% change
Units	76	79	-3.8%	367	421	-12.8%
Median Sales Price	\$495,361	\$454,895	8.9%	\$439,450	\$450,000	-2.3%
Average Sales Price	\$496,009	\$522,262	-5.0%	\$488,539	\$494,772	-1.3%

	June Bank Sales			YTD Bank Sales*		
	2025	2024	% change	2025	2024	% change
Units	16	10	60.0%	80	65	23.1%
Median Sales Price	\$150,000	\$155,500	-3.5%	\$147,500	\$125,000	18.0%
Average Sales Price	\$185,561	\$209,859	-11.6%	\$194,449	\$150,639	29.1%

	June Non-Bank Sales			YTD Non-Bank Sales		
	2025	2024	% change	2025	2024	% change
Units	1,579	1,570	0.6%	7,436	7,927	-6.2%
Median Sales Price	\$259,000	\$230,000	12.6%	\$220,000	\$210,000	4.8%
Average Sales Price	\$299,540	\$297,863	0.6%	\$270,292	\$264,795	2.1%

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

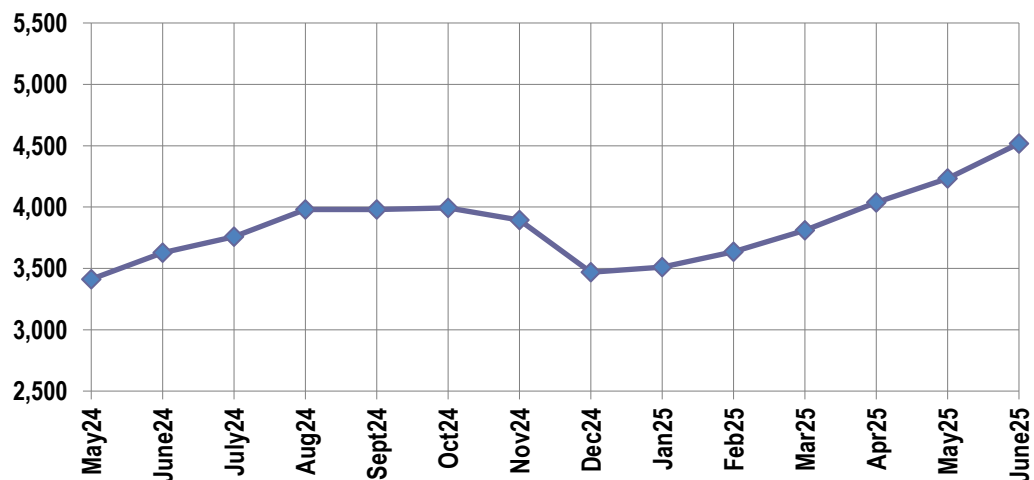
June 2025

Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	4,135	\$415,131
Condo/Co-op	325	\$244,643
Duplex	58	\$200,600
Market Total	4,518	\$400,113

Pending Sales		
	Units	Ave. List Price
Single Family	1,546	\$360,181
Condo/Co-op	59	\$227,262
Duplex	20	\$129,145
Market Total	1,625	\$352,512

	June Foreclosure Actions			YTD Foreclosure Actions		
	2025	2024	% change	2025	2024	% change
Total	73	31	135.5%	266	206	29.1%



Inventory

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
Jun-24	3,627	Jun-25	4,518

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Frayser	Units	85	83	2.4%	85	83	2.4%						
	Median Sales Price	\$102,000	\$96,000	6.3%	\$102,000	\$96,000	6.3%						
	Ave. Sales Price	\$112,849	\$113,560	-0.6%	\$112,849	\$113,560	-0.6%						
Raleigh/ Cov. Pike	Units	71	77	-7.8%	71	77	-7.8%				2	1	100.0%
	Median Sales Price	\$160,000	\$150,000	6.7%	\$160,000	\$150,000	6.7%						
	Ave. Sales Price	\$163,408	\$152,293	7.3%	\$163,408	\$152,293	7.3%				\$175,000	\$125,000	40.0%
Downtown	Units	42	39	7.7%	41	38	7.9%	1	1	0.0%			
	Median Sales Price	\$257,500	\$217,000	18.7%	\$270,000	\$201,000	34.3%						
	Ave. Sales Price	\$245,674	\$322,269	-23.8%	\$246,312	\$324,171	-24.0%	\$219,500	\$250,000	-12.2%			
Midtown	Units	81	81	0.0%	80	81	-1.2%	1			1		
	Median Sales Price	\$240,000	\$195,000	23.1%	\$239,000	\$195,000	22.6%						
	Ave. Sales Price	\$295,778	\$246,234	20.1%	\$291,351	\$246,234	18.3%	\$650,000			\$65,000		
S. Memphis	Units	75	113	-33.6%	74	112	-33.9%	1	1	0.0%	3	1	200.0%
	Median Sales Price	\$65,000	\$75,000	-13.3%	\$64,750	\$74,583	-13.2%				\$27,500		
	Ave. Sales Price	\$79,714	\$89,659	-11.1%	\$78,021	\$89,165	-12.5%	\$205,000	\$145,000	41.4%	\$62,500	\$25,500	145.1%
Berclair/ Highland Heights	Units	64	62	3.2%	63	61	3.3%	1	1	0.0%	1	1	0.0%
	Median Sales Price	\$92,000	\$107,500	-14.4%	\$90,000	\$107,000	-15.9%						
	Ave. Sales Price	\$105,394	\$112,289	-6.1%	\$104,447	\$111,589	-6.4%	\$165,000	\$155,000	6.5%	\$142,500	\$67,090	112.4%
E. Memphis	Units	288	267	7.9%	285	263	8.4%	3	4	-25.0%	1	2	-50.0%
	Median Sales Price	\$250,000	\$249,000	0.4%	\$250,000	\$245,000	2.0%	\$359,999	\$622,000	-42.1%			
	Ave. Sales Price	\$302,695	\$336,924	-10.2%	\$302,288	\$334,238	-9.6%	\$341,333	\$513,494	-33.5%	\$200,000	\$156,045	28.2%
Whitehaven	Units	55	92	-40.2%	55	92	-40.2%				2		
	Median Sales Price	\$120,000	\$109,900	9.2%	\$120,000	\$109,900	9.2%						
	Ave. Sales Price	\$132,600	\$116,676	13.6%	\$132,600	\$116,676	13.6%				\$56,500		
Parkway Village/ Oakhaven	Units	21	55	-61.8%	21	55	-61.8%						
	Median Sales Price	\$135,000	\$135,000	0.0%	\$135,000	\$135,000	0.0%						
	Ave. Sales Price	\$132,632	\$131,890	0.6%	\$132,632	\$131,890	0.6%						
Hickory Hill	Units	93	89	4.5%	90	87	3.4%	3	2	50.0%		3	
	Median Sales Price	\$208,000	\$205,000	1.5%	\$203,954	\$205,000	-0.5%	\$403,900				\$156,000	
	Ave. Sales Price	\$203,301	\$199,686	1.8%	\$196,480	\$196,634	-0.1%	\$407,933	\$332,450	22.7%		\$228,667	
Southwind	Units	14	12	16.7%	13	12	8.3%	1			1		
	Median Sales Price	\$296,000	\$332,500	-11.0%	\$295,000	\$332,500	-11.3%						
	Ave. Sales Price	\$347,604	\$465,404	-25.3%	\$341,269	\$465,404	-26.7%	\$429,950			\$375,000		

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Cordova	Units	169	136	24.3%	167	132	26.5%	2	4	-50.0%	5		
	Median Sales Price	\$265,000	\$270,500	-2.0%	\$265,000	\$267,500	-0.9%		\$424,950		\$205,800		
	Ave. Sales Price	\$281,556	\$322,661	-12.7%	\$279,775	\$318,634	-12.2%	\$430,311	\$455,551	-5.5%	\$307,196		
Bartlett	Units	102	67	52.2%	98	67	46.3%	4					
	Median Sales Price	\$329,500	\$334,750	-1.6%	\$325,000	\$334,750	-2.9%						
	Ave. Sales Price	\$340,438	\$337,294	0.9%	\$340,306	\$337,294	0.9%	\$347,400					
G'town	Units	95	81	17.3%	95	79	20.3%		2				
	Median Sales Price	\$446,850	\$472,000	-5.3%	\$446,850	\$471,500	-5.2%						
	Ave. Sales Price	\$485,946	\$598,814	-18.8%	\$485,946	\$579,278	-16.1%		\$1,370,500				
Collierville	Units	114	100	14.0%	102	88	15.9%	12	12	0.0%		1	
	Median Sales Price	\$547,500	\$517,450	5.8%	\$529,500	\$504,950	4.9%	\$587,142	\$762,502	-23.0%			
	Ave. Sales Price	\$563,967	\$583,774	-3.4%	\$550,634	\$552,454	-0.3%	\$677,303	\$813,457	-16.7%		\$632,000	
Lakeland	Units	29	37	-21.6%	26	31	-16.1%	3	6	-50.0%			
	Median Sales Price	\$549,000	\$520,000	5.6%	\$486,250	\$437,000	11.3%	\$614,990	\$641,301	-4.1%			
	Ave. Sales Price	\$554,389	\$504,821	9.8%	\$547,869	\$477,608	14.7%	\$610,697	\$645,419	-5.4%			
Arlington	Units	48	34	41.2%	34	25	36.0%	14	9	55.6%			
	Median Sales Price	\$446,200	\$507,750	-12.1%	\$430,000	\$505,000	-14.9%	\$550,583	\$536,850	2.6%			
	Ave. Sales Price	\$450,433	\$511,453	-11.9%	\$422,349	\$496,976	-15.0%	\$518,639	\$551,667	-6.0%			
Millington	Units	34	30	13.3%	24	20	20.0%	10	10	0.0%			
	Median Sales Price	\$302,050	\$268,500	12.5%	\$237,500	\$200,640	18.4%	\$342,490	\$337,490	1.5%			
	Ave. Sales Price	\$283,180	\$266,963	6.1%	\$261,384	\$234,599	11.4%	\$335,490	\$331,690	1.1%			
Shelby County	Units	1,454	1,434	1.4%	1,399	1,383	1.2%	55	51	7.8%	16	8	100.0%
	Median Sales Price	\$250,000	\$219,270	14.0%	\$245,000	\$210,000	16.7%	\$462,585	\$536,850	-13.8%	\$150,000	\$155,500	-3.5%
	Ave. Sales Price	\$293,631	\$291,206	0.8%	\$286,187	\$280,546	2.0%	\$482,977	\$580,254	-16.8%	\$185,561	\$222,574	-16.6%
Fayette County	Units	63	81	-22.2%	49	62	-21.0%	14	19	-26.3%			
	Median Sales Price	\$370,000	\$343,990	7.6%	\$319,500	\$329,500	-3.0%	\$548,907	\$357,900	53.4%			
	Ave. Sales Price	\$423,954	\$416,473	1.8%	\$380,831	\$413,729	-8.0%	\$574,884	\$425,426	35.1%			
Tipton County	Units	78	65	20.0%	71	56	26.8%	7	9	-22.2%		2	
	Median Sales Price	\$275,700	\$287,000	-3.9%	\$250,000	\$265,750	-5.9%	\$449,900	\$364,900	23.3%			
	Ave. Sales Price	\$285,809	\$283,384	0.9%	\$270,543	\$264,951	2.1%	\$440,649	\$398,074	10.7%		\$159,000	

		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
Frayser	Units	470	498	-5.6%	461	497	-7.2%	9	1	800.0%	3	6	-50.0%
	Median Sales Price	\$100,000	\$99,700	0.3%	\$99,000	\$99,500	-0.5%	\$165,000			\$49,500	\$79,775	-38.0%
	Ave. Sales Price	\$107,607	\$112,136	-4.0%	\$106,409	\$112,053	-5.0%	\$168,956	\$158,000	6.9%	\$44,833	\$114,475	-60.8%
Raleigh/ Cov. Pike	Units	378	427	-11.5%	378	426	-11.3%		1		6	5	20.0%
	Median Sales Price	\$160,000	145,000	10.3%	\$160,000	145,000	10.3%				\$194,500	\$115,000	69.1%
	Ave. Sales Price	\$160,267	\$148,967	7.6%	\$160,267	\$148,930	7.6%		\$165,000		\$181,500	\$114,080	59.1%
Downtown	Units	196	219	-10.5%	191	218	-12.4%	5	1	400.0%	4	1	300.0%
	Median Sales Price	\$230,000	\$149,000	54.4%	\$235,000	\$148,450	58.3%	\$219,500			\$143,750		
	Ave. Sales Price	\$261,768	\$219,587	19.2%	\$263,286	\$219,447	20.0%	\$203,800	\$250,000	-18.5%	\$174,250	\$39,900	336.7%
Midtown	Units	406	441	-7.9%	404	438	-7.8%	2	3	-33.3%	9	4	125.0%
	Median Sales Price	\$153,500	\$177,352	-13.4%	\$152,500	\$180,000	-15.3%		\$150,000		\$120,000	\$146,006	-17.8%
	Ave. Sales Price	\$210,188	\$220,337	-4.6%	\$209,026	\$220,842	-5.4%	\$445,000	\$146,667	203.4%	\$137,689	\$129,592	6.2%
S. Memphis	Units	473	605	-21.8%	465	601	-22.6%	8	4	100.0%	8	13	-38.5%
	Median Sales Price	\$70,000	\$69,000	1.4%	\$67,000	\$68,000	-1.5%	\$200,000	\$162,500	23.1%	\$86,000	\$85,285	0.8%
	Ave. Sales Price	\$82,698	\$79,560	3.9%	\$80,532	\$78,871	2.1%	\$208,550	\$183,000	14.0%	\$89,700	\$89,623	0.1%
Berclair/ Highland Heights	Units	304	348	-12.6%	302	343	-12.0%	2	5	-60.0%	3	2	50.0%
	Median Sales Price	\$99,500	\$99,000	0.5%	\$99,000	\$96,875	2.2%		\$155,000		\$100,000		
	Ave. Sales Price	\$108,296	\$105,273	2.9%	\$107,821	\$103,979	3.7%	\$180,000	\$194,000	-7.2%	\$106,500	\$127,295	-16.3%
E. Memphis	Units	1,214	1,220	-0.5%	1,204	1,206	-0.2%	10	14	-28.6%	9	5	80.0%
	Median Sales Price	\$224,200	\$221,500	1.2%	\$223,000	\$220,000	1.4%	\$473,250	\$437,500	8.2%	\$107,000	\$159,900	-33.1%
	Ave. Sales Price	\$281,552	\$294,062	-4.3%	\$279,406	\$292,502	-4.5%	\$539,850	\$428,474	26.0%	\$136,551	\$143,080	-4.6%
Whitehaven	Units	436	441	-1.1%	432	440	-1.8%	4	1	300.0%	9	6	50.0%
	Median Sales Price	\$119,800	\$114,600	4.5%	\$119,800	\$114,370	4.7%	\$197,750			\$82,565	\$130,252	-36.6%
	Ave. Sales Price	\$123,264	\$118,998	3.6%	\$122,598	\$118,747	3.2%	\$195,125	\$229,000	-14.8%	\$86,202	\$131,901	-34.6%
Parkway Village/ Oakhaven	Units	213	272	-21.7%	210	272	-22.8%	3			2	1	100.0%
	Median Sales Price	\$125,000	\$121,875	2.6%	\$122,750	\$121,875	0.7%	\$185,000					
	Ave. Sales Price	\$128,801	\$127,068	1.4%	\$127,808	\$127,068	0.6%	\$198,333			\$102,500	\$76,000	34.9%
Hickory Hill	Units	436	494	-11.7%	423	480	-11.9%	13	14	-7.1%	5	8	-37.5%
	Median Sales Price	\$195,450	\$185,000	5.6%	\$192,000	\$180,750	6.2%	\$389,900	\$381,947	2.1%	\$152,000	\$197,000	-22.8%
	Ave. Sales Price	\$194,274	\$190,974	1.7%	\$187,850	\$185,492	1.3%	\$403,308	\$378,928	6.4%	\$171,895	\$224,082	-23.3%
Southwind	Units	42	33	27.3%	41	33	24.2%	1			2		
	Median Sales Price	\$303,500	\$350,000	-13.3%	\$297,000	\$350,000	-15.1%						
	Ave. Sales Price	\$361,851	\$503,541	-28.1%	\$360,190	\$503,541	-28.5%	\$429,950			\$487,500		

		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
Cordova	Units	720	751	-4.1%	707	732	-3.4%	13	19	-31.6%	8	3	166.7%
	Median Sales Price	\$270,000	\$270,000	0.0%	\$268,000	\$268,000	0.0%	\$484,900	\$387,500	25.1%	\$250,400	\$253,000	-1.0%
	Ave. Sales Price	\$293,420	\$301,318	-2.6%	\$289,680	\$298,334	-2.9%	\$497,376	\$416,262	19.5%	\$290,847	\$242,667	19.9%
Bartlett	Units	417	394	5.8%	407	367	10.9%	10	27	-63.0%	4	1	300.0%
	Median Sales Price	\$315,000	\$325,000	-3.1%	\$315,000	\$312,000	1.0%	\$354,900	\$366,304	-3.1%	\$386,500		
	Ave. Sales Price	\$328,989	\$331,908	-0.9%	\$326,899	\$325,756	0.4%	\$414,069	\$415,531	-0.4%	\$371,975	\$310,000	20.0%
G'town	Units	352	328	7.3%	345	325	6.2%	7	3	133.3%	2	1	100.0%
	Median Sales Price	\$460,000	\$450,000	2.2%	\$452,000	\$450,000	0.4%	\$1,270,000	\$1,250,000	1.6%			
	Ave. Sales Price	\$523,125	\$540,016	-3.1%	\$507,797	\$533,105	-4.7%	\$1,278,606	\$1,288,667	-0.8%	\$368,055	\$577,500	-36.3%
Collierville	Units	408	427	-4.4%	353	347	1.7%	55	80	-31.3%	4	1	300.0%
	Median Sales Price	\$529,950	\$520,149	1.9%	\$510,000	\$479,900	6.3%	\$715,237	\$669,599	6.8%	\$406,000		
	Ave. Sales Price	\$575,302	\$559,309	2.9%	\$548,904	\$522,013	5.2%	\$744,734	\$721,083	3.3%	\$536,125	\$632,000	-15.2%
Lakeland	Units	114	154	-26.0%	105	124	-15.3%	9	30	-70.0%			
	Median Sales Price	\$443,500	\$441,000	0.6%	\$429,900	\$372,500	15.4%	\$629,900	\$642,350	-1.9%			
	Ave. Sales Price	\$492,582	\$470,975	4.6%	\$480,035	\$426,727	12.5%	\$638,966	\$653,864	-2.3%			
Arlington	Units	145	144	0.7%	103	106	-2.8%	42	38	10.5%			
	Median Sales Price	\$457,000	\$502,225	-9.0%	\$425,000	\$480,000	-11.5%	\$524,950	\$532,417	-1.4%			
	Ave. Sales Price	\$460,737	\$508,918	-9.5%	\$434,608	\$498,113	-12.7%	\$524,814	\$539,058	-2.6%			
Millington	Units	119	138	-13.8%	88	107	-17.8%	31	31	0.0%		1	
	Median Sales Price	\$250,000	\$246,500	1.4%	\$220,000	\$200,000	10.0%	\$335,990	\$308,990	8.7%			
	Ave. Sales Price	\$263,685	\$253,180	4.1%	\$237,800	\$235,394	1.0%	\$337,167	\$314,571	7.2%		\$141,750	
Shelby County	Units	6,737	7,218	-6.7%	6,514	6,951	-6.3%	223	267	-16.5%	76	57	33.3%
	Median Sales Price	\$205,000	\$195,000	5.1%	\$200,000	\$187,255	6.8%	\$484,900	\$523,310	-7.3%	\$147,500	\$125,000	18.0%
	Ave. Sales Price	\$261,248	\$256,767	1.7%	\$252,306	\$245,941	2.6%	\$522,431	\$538,616	-3.0%	\$194,202	\$154,455	25.7%
Fayette County	Units	393	418	-6.0%	270	304	-11.2%	123	114	7.9%		3	
	Median Sales Price	\$359,900	\$362,990	-0.9%	\$329,950	\$334,495	-1.4%	\$383,990	\$389,900	-1.5%		\$95,000	
	Ave. Sales Price	\$405,748	\$387,623	4.7%	\$393,015	\$373,975	5.1%	\$433,698	\$424,017	2.3%		\$100,333	
Tipton County	Units	386	356	8.4%	365	316	15.5%	21	40	-47.5%	4	5	-20.0%
	Median Sales Price	\$263,500	\$265,750	-0.8%	\$256,000	\$253,750	0.9%	\$460,000	\$387,450	18.7%	\$193,500	\$150,000	29.0%
	Ave. Sales Price	\$274,508	\$262,507	4.6%	\$264,419	\$244,626	8.1%	\$449,851	\$403,763	11.4%	\$199,150	\$137,320	45.0%



NEWS RELEASE

FOR IMMEDIATE RELEASE

Contact:

Don Wade

901.485.1653

don.wade@maar.org

Greg Renfrow

901.283.2899

gregrenfrow@gmail.com

June Market Report

MEMPHIS, Tenn., July 9, 2025 – Memphis-area home sales for June increased 0.9 percent from a year ago, with 1,595 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were up 11.1 percent from May, when there were 1,435 total sales. The average sales price from June-to-June increased 0.4 percent, to \$298,396. Inventory increased 6.8 percent, with 4,518 units listed for sale. June average DOM was 43, a 10.4 percent decrease from the previous month. Sales volume YTD decreased 5.2 percent, to \$2.00 billion.

June Comparison

	2025	2024	% Change
Total Home Sales	1,595	1,580	0.9%
Median Sales Price	\$255,000	\$230,000	10.9%
Average Sales Price	\$298,396	\$297,306	0.4%
Monthly Sales Volume	\$476.0 million	\$469.7 million	1.3%

Year-to-Date Comparison

	2025	2024	% Change
Total Home Sales	7,516	7,992	-6.0%
Median Sales Price	\$220,000	\$209,000	5.3%
Average Sales Price	\$269,484	\$263,867	2.1%
Monthly Sales Volume	\$2.00 billion	\$2.11 billion	-5.2%

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

“We ticked up in sales and volume from June of last year,” said MAAR President Greg Renfrow. “Arlington, Bartlett, Cordova, Germantown and Collierville were all active submarkets.”

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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