



## Memphis Area Home Sales Report

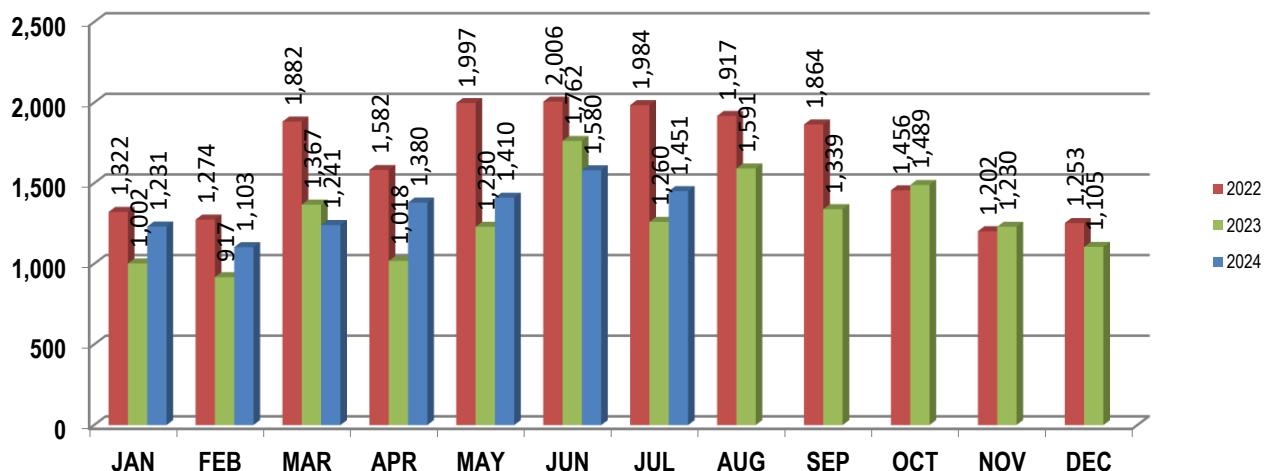
July 2024

### Sales Summary

	July Total Sales			YTD Total Sales		
	2024	2023	% change	2024	2023	% change
Units	1,451	1,263	14.9%	9,439	8,878	6.3%
Median Sales Price	\$230,000	\$239,900	-4.1%	\$210,000	\$219,900	-4.5%
Average Sales Price	\$292,694	\$295,876	-1.1%	\$268,215	\$267,971	0.1%

	July Existing Sales			YTD Existing Sales		
	2024	2023	% change	2024	2023	% change
Units	1,382	1,197	15.5%	8,953	8,352	7.2%
Median Sales Price	\$220,000	\$230,000	-4.3%	\$199,900	\$205,500	-2.7%
Average Sales Price	\$283,273	\$285,097	-0.6%	\$256,009	\$254,161	0.7%
	July New Home Sales			YTD New Home Sales		
	2024	2023	% change	2024	2023	% change
Units	69	66	4.5%	486	526	-7.6%
Median Sales Price	\$439,950	\$379,900	15.8%	\$449,925	\$433,107	3.9%
Average Sales Price	\$481,384	\$491,355	-2.0%	\$493,086	\$487,247	1.2%
	July Bank Sales			YTD Bank Sales*		
	2024	2023	% change	2024	2023	% change
Units	12	8	50.0%	77	70	10.0%
Median Sales Price	\$112,500	\$206,500	-45.5%	\$125,000	\$76,897	62.6%
Average Sales Price	\$148,446	\$210,574	-29.5%	\$150,297	\$146,115	2.9%
	July Non-Bank Sales			YTD Non-Bank Sales		
	2024	2023	% change	2024	2023	% change
Units	1,439	1,255	14.7%	9,362	8,808	6.3%
Median Sales Price	\$231,335	\$240,000	-3.6%	\$212,500	\$220,000	-3.4%
Average Sales Price	\$293,897	\$296,420	-0.9%	\$269,185	\$268,939	0.1%

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.





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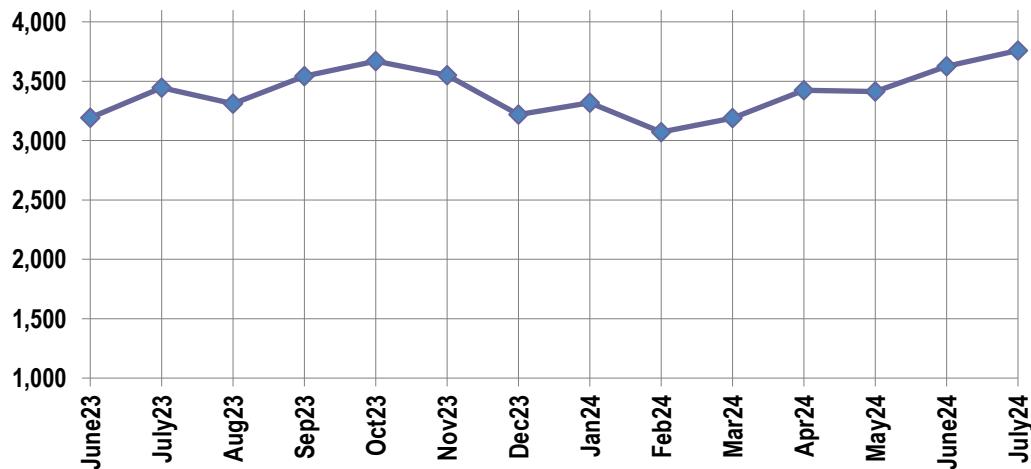
July 2024

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

Active Listings		
	Units	Ave. List Price
Single Family	3,439	\$408,815
Condo/Co-op	254	\$280,042
Duplex	66	\$190,412
Market Total	3,759	\$396,277

Pending Sales		
	Units	Ave. List Price
Single Family	1,516	\$350,891
Condo/Co-op	50	\$213,227
Duplex	22	\$149,397
Market Total	1,588	\$342,227

	July Foreclosure Actions			YTD Foreclosure Actions		
	2024	2023	% change	2024	2023	% change
Total	38	25	52.0%	241	231	4.3%



### Inventory

Aug-22	2,871	Aug-23	3,311
Sep-22	2,935	Sep-23	3,542
Oct-22	3,054	Oct-23	3,668
Nov-22	3,106	Nov-23	3,550
Dec-22	2,934	Dec-23	3,218
Jan-23	2,690	Jan-24	3,319
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

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales			
		2024	2023	% change	2024	2023	% change	2024	2023	% change	2024	2023	% change	
Frayer	Units	91	64	42.2%	91	62	46.8%		2			1		
	Median Sales Price	\$90,000	\$92,500	-2.7%	\$90,000	\$91,250	-1.4%							
	Ave. Sales Price	\$102,629	\$102,354	0.3%	\$102,629	\$100,623	2.0%		\$156,000			\$187,000		
Raleigh/ Cov. Pike	Units	77	46	67.4%	76	46	65.2%	1				1		
	Median Sales Price	\$148,720	158,000	-5.9%	\$148,510	158,000	-6.0%							
	Ave. Sales Price	\$154,538	\$163,476	-5.5%	\$153,650	\$163,476	-6.0%	\$222,000				\$226,000		
Downtown	Units	31	42	-26.2%	31	42	-26.2%							
	Median Sales Price	\$235,000	\$310,000	-24.2%	\$235,000	\$310,000	-24.2%							
	Ave. Sales Price	\$262,267	\$272,146	-3.6%	\$262,267	\$272,146	-3.6%							
Midtown	Units	74	83	-10.8%	74	83	-10.8%				2			
	Median Sales Price	\$231,000	\$225,000	2.7%	\$231,000	\$225,000	2.7%							
	Ave. Sales Price	\$272,631	\$266,681	2.2%	\$272,631	\$266,681	2.2%				\$71,600			
S. Memphis	Units	77	66	16.7%	76	66	15.2%	1			1	3	-66.7%	
	Median Sales Price	\$73,000	\$59,750	22.2%	\$72,500	\$59,750	21.3%					\$59,000		
	Ave. Sales Price	\$86,059	\$73,943	16.4%	\$83,310	\$73,943	12.7%	\$295,000			\$118,000	\$51,500	129.1%	
Bercilia/ Highland Heights	Units	60	45	33.3%	60	45	33.3%							
	Median Sales Price	\$99,500	\$110,000	-9.5%	\$99,500	\$110,000	-9.5%							
	Ave. Sales Price	\$103,853	\$119,684	-13.2%	\$103,853	\$119,684	-13.2%							
E. Memphis	Units	237	212	11.8%	237	212	11.8%				2			
	Median Sales Price	\$215,000	\$267,550	-19.6%	\$215,000	\$267,550	-19.6%							
	Ave. Sales Price	\$340,226	\$353,789	-3.8%	\$340,226	\$353,789	-3.8%				\$141,875			
Whitehaven	Units	72	62	16.1%	70	62	12.9%	2			1			
	Median Sales Price	\$114,700	\$109,950	4.3%	\$114,400	\$109,950	4.0%							
	Ave. Sales Price	\$119,607	\$109,369	9.4%	\$116,471	\$109,369	6.5%	\$229,350			\$76,000			
Parkway Village/ Oakhaven	Units	45	37	21.6%	44	37	18.9%	1			1			
	Median Sales Price	\$145,000	\$107,170	35.3%	\$145,000	\$107,170	35.3%							
	Ave. Sales Price	\$133,359	\$112,311	18.7%	\$133,048	\$112,311	18.5%	\$147,000			\$130,000			
Hickory Hill	Units	77	74	4.1%	75	71	5.6%	2	3	-33.3%	1			
	Median Sales Price	\$200,000	\$187,500	6.7%	\$195,000	\$176,900	10.2%		\$379,900					
	Ave. Sales Price	\$201,105	\$202,675	-0.8%	\$195,803	\$195,327	0.2%	\$399,950	\$376,567	6.2%	\$200,000			
Southwind	Units	6	9	-33.3%	6	5	20.0%		4					
	Median Sales Price	\$449,500	\$331,325	35.7%	\$449,500	\$298,500	50.6%		\$333,419					
	Ave. Sales Price	\$490,267	\$320,216	53.1%	\$490,267	\$307,700	59.3%		\$335,862					

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales		
		2024	2023	% change	2024	2023	% change	2024	2023	% change	2024	2023	% change
Cordova	Units	137	133	3.0%	132	123	7.3%	5	10	-50.0%	1		
	Median Sales Price	\$270,000	\$280,000	-3.6%	\$267,000	\$275,000	-2.9%	\$429,900	\$365,750	17.5%			
	Ave. Sales Price	\$323,862	\$303,697	6.6%	\$317,610	\$297,783	6.7%	\$488,899	\$376,434	29.9%	\$199,500		
Bartlett	Units	85	54	57.4%	82	54	51.9%	3					
	Median Sales Price	\$309,900	\$311,000	-0.4%	\$303,000	\$311,000	-2.6%	\$359,270					
	Ave. Sales Price	\$308,828	\$320,481	-3.6%	\$306,966	\$320,481	-4.2%	\$359,727					
Gtown	Units	74	44	68.2%	74	43	72.1%		1				
	Median Sales Price	\$459,000	\$532,500	-13.8%	\$459,000	\$530,000	-13.4%						
	Ave. Sales Price	\$543,634	\$607,170	-10.5%	\$543,634	\$589,198	-7.7%		\$1,379,995				
Collierville	Units	107	104	2.9%	89	93	-4.3%	18	11	63.6%	1	1	0.0%
	Median Sales Price	\$525,045	\$532,450	-1.4%	\$480,000	\$500,000	-4.0%	\$616,962	\$785,552	-21.5%			
	Ave. Sales Price	\$576,583	\$585,277	-1.5%	\$554,428	\$557,834	-0.6%	\$686,124	\$817,296	-16.0%	\$475,900	\$431,588	10.3%
Lakeland	Units	19	18	5.6%	17	14	21.4%	2	4	-50.0%		1	
	Median Sales Price	\$516,290	\$544,500	-5.2%	\$515,000	\$437,500	17.7%		\$669,338				
	Ave. Sales Price	\$522,932	\$518,068	0.9%	\$505,446	\$478,707	5.6%	\$671,561	\$655,831	2.4%		\$430,000	
Arlington	Units	23	21	9.5%	15	15	0.0%	8	6	33.3%			
	Median Sales Price	\$428,000	\$451,035	-5.1%	\$346,000	\$405,000	-14.6%	\$522,832	\$489,757	6.8%			
	Ave. Sales Price	\$437,761	\$421,360	3.9%	\$387,300	\$393,510	-1.6%	\$532,376	\$490,986	8.4%			
Millington	Units	23	19	21.1%	17	17	0.0%	6	2	200.0%	1		
	Median Sales Price	\$245,000	\$225,000	8.9%	\$184,500	\$173,700	6.2%	\$306,990					
	Ave. Sales Price	\$217,493	\$224,195	-3.0%	\$184,494	\$212,571	-13.2%	\$310,990	\$323,000	-3.7%	\$70,000		
Shelby County	Units	1,292	1,122	15.2%	1,243	1,079	15.2%	49	43	14.0%	12	7	71.4%
	Median Sales Price	\$219,250	\$230,000	-4.7%	\$205,900	\$220,000	-6.4%	\$508,815	\$419,000	21.4%	\$112,500	\$187,000	-39.8%
	Ave. Sales Price	\$287,547	\$292,707	-1.8%	\$278,557	\$282,931	-1.5%	\$515,604	\$538,023	-4.2%	\$148,446	\$204,155	-27.3%
Fayette County	Units	64	65	-1.5%	51	50	2.0%	13	15	-13.3%		1	
	Median Sales Price	\$369,495	\$359,900	2.7%	\$370,000	\$352,000	5.1%	\$368,990	\$369,900	-0.2%			
	Ave. Sales Price	\$438,918	\$385,508	13.9%	\$447,159	\$375,146	19.2%	\$406,584	\$420,047	-3.2%		\$255,500	
Tipton County	Units	95	76	25.0%	88	68	29.4%	7	8	-12.5%			
	Median Sales Price	\$262,450	\$272,500	-3.7%	\$255,000	\$247,500	3.0%	\$372,990	\$342,495	8.9%			
	Ave. Sales Price	\$264,174	\$265,992	-0.7%	\$254,900	\$253,259	0.6%	\$380,762	\$374,220	1.7%			

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2024	2023	% change	2024	2023	% change	2024	2023	% change	2024	2023	% change
Frayer	Units	590	576	2.4%	589	563	4.6%	1	13	-92.3%	6	3	100.0%
	Median Sales Price	\$95,787	\$91,500	4.7%	\$95,575	\$90,000	6.2%		\$157,000		\$79,775	\$71,400	11.7%
	Ave. Sales Price	\$110,522	\$100,181	10.3%	\$110,441	\$98,613	12.0%	\$158,000	\$168,077	-6.0%	\$114,475	\$106,467	7.5%
Raleigh/ Cov. Pike	Units	504	435	15.9%	502	432	16.2%	2	3	-33.3%	5	5	0.0%
	Median Sales Price	\$145,750	\$150,000	-2.8%	\$145,000	\$150,000	-3.3%		\$182,500		\$115,000	\$180,000	-36.1%
	Ave. Sales Price	\$149,784	\$153,934	-2.7%	\$149,610	\$153,655	-2.6%	\$193,500	\$194,167	-0.3%	\$114,080	\$161,539	-29.4%
Downtown	Units	250	229	9.2%	249	224	11.2%	1	5	-80.0%	1	1	0.0%
	Median Sales Price	\$162,450	\$300,000	-45.9%	\$160,000	\$302,750	-47.2%		\$160,000				
	Ave. Sales Price	\$224,879	\$307,092	-26.8%	\$224,778	\$308,693	-27.2%	\$250,000	\$235,400	6.2%	\$39,900	\$20,000	99.5%
Midtown	Units	515	527	-2.3%	512	525	-2.5%	3	2	50.0%	6	9	-33.3%
	Median Sales Price	\$184,000	\$210,000	-12.4%	\$188,000	\$210,000	-10.5%	\$150,000			\$98,625	\$40,000	146.6%
	Ave. Sales Price	\$227,851	\$236,877	-3.8%	\$228,327	\$236,676	-3.5%	\$146,667	\$289,500	-49.3%	\$110,262	\$51,262	115.1%
S. Memphis	Units	679	537	26.4%	674	469	43.7%	5	2	150.0%	14	13	7.7%
	Median Sales Price	\$69,500	\$65,000	6.9%	\$68,000	\$65,000	4.6%	\$180,000			\$91,642	\$30,500	200.5%
	Ave. Sales Price	\$80,055	\$75,381	6.2%	\$79,125	\$74,991	5.5%	\$205,400	\$179,950	14.1%	\$91,650	\$35,931	155.1%
Berkclair/ Highland Heights	Units	410	314	30.6%	405	313	29.4%	5	1	400.0%	2	4	-50.0%
	Median Sales Price	\$99,000	\$99,250	-0.3%	\$98,700	\$99,000	-0.3%	\$155,000				\$71,750	
	Ave. Sales Price	\$105,139	\$105,199	-0.1%	\$104,042	\$105,072	-1.0%	\$194,000	\$145,000	33.8%	\$127,295	\$67,850	87.6%
E. Memphis	Units	1,457	1,406	3.6%	1,443	1,397	3.3%	14	9	55.6%	7	3	133.3%
	Median Sales Price	\$220,000	\$235,000	-6.4%	\$220,000	\$235,000	-6.4%	\$437,500	\$495,000	-11.6%	\$159,900	\$191,400	-16.5%
	Ave. Sales Price	\$301,390	\$296,936	1.5%	\$300,157	\$295,163	1.7%	\$428,474	\$572,094	-25.1%	\$142,736	\$245,883	-41.9%
Whitehaven	Units	513	462	11.0%	510	459	11.1%	3	3	0.0%	7	3	133.3%
	Median Sales Price	\$114,600	\$115,000	-0.3%	\$114,400	\$115,000	-0.5%	\$229,000	\$130,000	76.2%	\$120,000	\$120,000	0.0%
	Ave. Sales Price	\$119,083	\$117,174	1.6%	\$118,435	\$117,210	1.0%	\$229,233	\$111,667	105.3%	\$123,915	\$115,367	7.4%
Parkway Village/ Oakhaven	Units	318	279	14.0%	317	278	14.0%	1	1	0.0%	2		
	Median Sales Price	\$125,500	\$114,000	10.1%	\$125,000	\$113,750	9.9%						
	Ave. Sales Price	\$128,414	\$118,824	8.1%	\$128,355	\$118,478	8.3%	\$147,000	\$215,000	-31.6%	\$103,000		
Hickory Hill	Units	572	537	6.5%	556	521	6.7%	16	16	0.0%	9	4	125.0%
	Median Sales Price	\$186,450	\$175,000	6.5%	\$182,750	\$172,500	5.9%	\$381,947	\$369,450	3.4%	\$199,000	\$141,689	40.4%
	Ave. Sales Price	\$192,831	\$182,566	5.6%	\$187,400	\$177,739	5.4%	\$381,556	\$339,750	12.3%	\$221,389	\$162,345	36.4%
Southwind	Units	39	64	-39.1%	39	49	-20.4%				15		2
	Median Sales Price	\$350,000	\$315,500	10.9%	\$350,000	\$309,300	13.2%		\$324,110				
	Ave. Sales Price	\$501,499	\$356,664	40.6%	\$501,499	\$365,728	37.1%		\$327,054			\$286,000	

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2024	2023	% change	2024	2023	% change	2024	2023	% change	2024	2023	% change
Cordova	Units	885	934	-5.2%	862	867	-0.6%	23	67	-65.7%	4	1	300.0%
	Median Sales Price	\$270,000	\$275,000	-1.8%	\$268,000	\$265,000	1.1%	\$394,400	\$382,288	3.2%	\$234,000		
	Ave. Sales Price	\$304,769	\$294,737	3.4%	\$301,441	\$285,973	5.4%	\$429,499	\$408,149	5.2%	\$231,875	\$270,000	-14.1%
Bartlett	Units	479	453	5.7%	449	445	0.9%	30	8	275.0%	1	1	0.0%
	Median Sales Price	\$320,000	\$300,000	6.7%	\$311,000	\$297,000	4.7%	\$363,154	\$345,900	5.0%			
	Ave. Sales Price	\$327,812	\$305,551	7.3%	\$322,324	\$304,178	6.0%	\$409,951	\$381,951	7.3%	\$310,000	\$235,900	31.4%
Gtown	Units	402	342	17.5%	399	337	18.4%	3	5	-40.0%	1	1	0.0%
	Median Sales Price	\$454,750	\$460,000	-1.1%	\$450,000	\$453,000	-0.7%	\$1,250,000	\$1,347,000	-7.2%			
	Ave. Sales Price	\$540,682	\$571,659	-5.4%	\$535,058	\$559,778	-4.4%	\$1,288,667	\$1,372,399	-6.1%	\$577,500	\$498,000	16.0%
Collierville	Units	534	531	0.6%	436	448	-2.7%	98	83	18.1%	2	1	100.0%
	Median Sales Price	\$522,655	\$514,000	1.7%	\$477,900	\$475,000	0.6%	\$651,863	\$761,908	-14.4%			
	Ave. Sales Price	\$562,116	\$560,291	0.3%	\$527,828	\$519,458	1.6%	\$714,662	\$780,691	-8.5%	\$553,950	\$431,588	28.4%
Lakeland	Units	172	137	25.5%	141	101	39.6%	31	36	-13.9%		2	
	Median Sales Price	\$453,250	\$525,000	-13.7%	\$390,000	\$440,000	-11.4%	\$644,900	\$659,905	-2.3%			
	Ave. Sales Price	\$478,991	\$512,410	-6.5%	\$440,077	\$459,848	-4.3%	\$655,985	\$659,877	-0.6%		\$567,900	
Arlington	Units	167	157	6.4%	121	109	11.0%	46	48	-4.2%			
	Median Sales Price	\$494,490	\$460,000	7.5%	\$460,000	\$405,000	13.6%	\$532,417	\$525,369	1.3%			
	Ave. Sales Price	\$499,118	\$447,873	11.4%	\$484,376	\$408,399	18.6%	\$537,896	\$537,513	0.1%			
Millington	Units	161	141	14.2%	125	121	3.3%	36	20	80.0%	2		
	Median Sales Price	\$245,000	\$213,000	15.0%	\$200,000	\$195,000	2.6%	\$308,990	\$300,490	2.8%			
	Ave. Sales Price	\$247,998	\$231,146	7.3%	\$228,993	\$216,553	5.7%	\$313,990	\$319,432	-1.7%	\$105,875		
Shelby County	Units	8,507	7,967	6.8%	8,194	7,630	7.4%	313	337	-7.1%	69	53	30.2%
	Median Sales Price	\$198,900	\$207,500	-4.1%	\$190,000	\$200,000	-5.0%	\$523,310	\$484,548	8.0%	\$120,000	\$71,400	68.1%
	Ave. Sales Price	\$261,400	\$262,509	-0.4%	\$250,923	\$250,632	0.1%	\$535,663	\$531,417	0.8%	\$153,410	\$135,271	13.4%
Fayette County	Units	481	410	17.3%	355	273	30.0%	126	137	-8.0%	3	6	-50.0%
	Median Sales Price	\$364,500	\$359,900	1.3%	\$340,000	\$333,000	2.1%	\$385,879	\$379,900	1.6%	\$95,000	\$143,000	-33.6%
	Ave. Sales Price	\$394,293	\$389,475	1.2%	\$384,489	\$375,689	2.3%	\$421,917	\$416,946	1.2%	\$100,333	\$143,750	-30.2%
Tipton County	Units	451	501	-10.0%	404	449	-10.0%	47	52	-9.6%	5	11	-54.5%
	Median Sales Price	\$265,000	\$254,900	4.0%	\$253,750	\$237,500	6.8%	\$385,000	\$378,933	1.6%	\$150,000	\$115,000	30.4%
	Ave. Sales Price	\$262,316	\$255,389	2.7%	\$246,259	\$240,238	2.5%	\$400,337	\$386,213	3.7%	\$137,320	\$199,652	-31.2%