



Memphis Area Home Sales Report

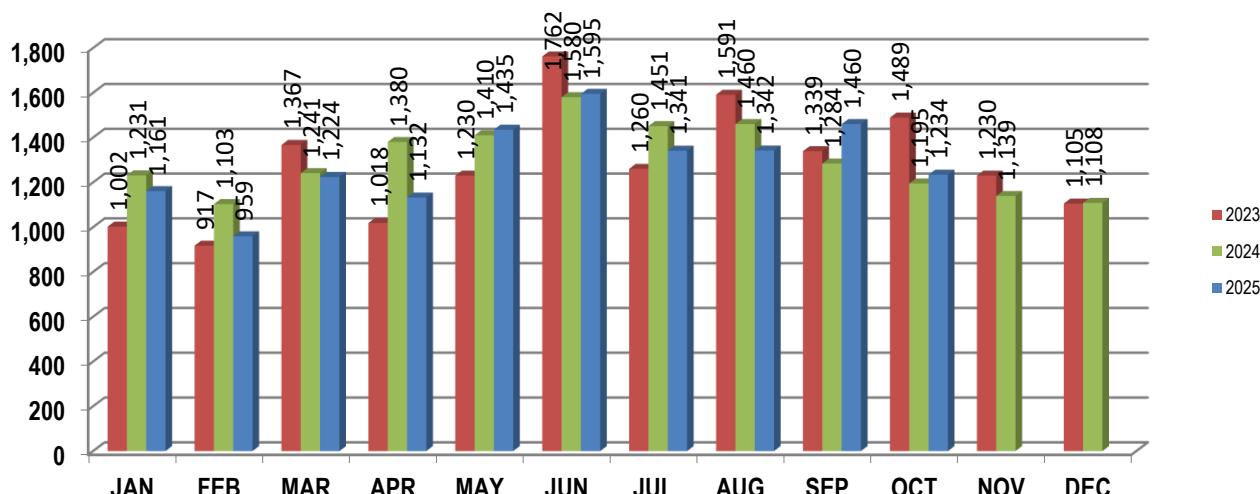
October 2025

Sales Summary

	October Total Sales			YTD Total Sales		
	2025	2024	% change	2025	2024	% change
Units	1,234	1,207	2.2%	12,902	13,417	-3.8%
Median Sales Price	\$215,000	\$203,000	5.9%	\$223,000	\$210,500	5.9%
Average Sales Price	\$272,142	\$263,157	3.4%	\$274,907	\$269,822	1.9%

	October Existing Sales			YTD Existing Sales		
	2025	2024	% change	2025	2024	% change
Units	1,163	1,133	2.6%	12,239	12,673	-3.4%
Median Sales Price	\$204,000	\$190,000	7.4%	\$213,900	\$199,900	7.0%
Average Sales Price	\$262,111	\$250,062	4.8%	\$264,363	\$257,505	2.7%
	October New Home Sales			YTD New Home Sales		
	2025	2024	% change	2025	2024	% change
Units	71	74	-4.1%	663	744	-10.9%
Median Sales Price	\$392,578	\$439,412	-10.7%	\$425,900	\$439,437	-3.1%
Average Sales Price	\$436,451	\$463,649	-5.9%	\$469,544	\$479,633	-2.1%
	October Bank Sales			YTD Bank Sales*		
	2025	2024	% change	2025	2024	% change
Units	21	19	10.5%	148	114	29.8%
Median Sales Price	\$130,000	\$73,600	76.6%	\$133,500	\$127,000	5.1%
Average Sales Price	\$169,000	\$125,843	34.3%	\$185,208	\$147,919	25.2%
	October Non-Bank Sales			YTD Non-Bank Sales		
	2025	2024	% change	2025	2024	% change
Units	1,213	1,188	2.1%	12,754	13,303	-4.1%
Median Sales Price	\$215,000	\$205,000	4.9%	\$225,000	\$214,000	5.1%
Average Sales Price	\$273,928	\$265,353	3.2%	\$275,948	\$270,867	1.9%

*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.





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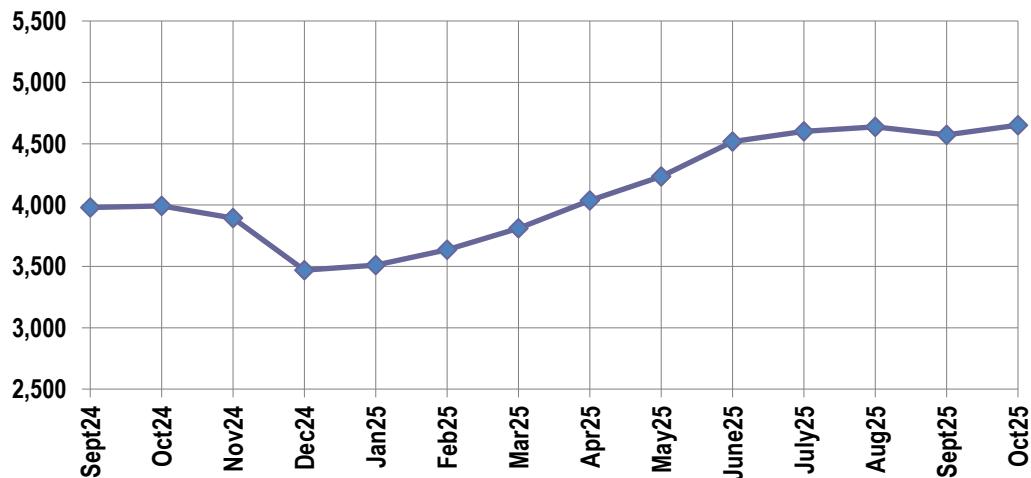
October 2025

Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	4,240	\$392,195
Condo/Co-op	340	\$223,658
Duplex	71	\$192,469
Market Total	4,651	\$

Pending Sales		
	Units	Ave. List Price
Single Family	1,251	\$335,914
Condo/Co-op	39	\$182,561
Duplex	19	\$151,773
Market Total	1,309	\$328,673

	October Foreclosure Actions			YTD Foreclosure Actions		
	2025	2024	% change	2025	2024	% change
Total	46	37	24.3%	433	361	19.9%



Inventory

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
Jul-24	3,759	Jul-25	4,601
Aug-24	3,981	Aug-25	4,637
Sep-24	3,980	Sep-25	4,571
Oct-24	3,994	Oct-25	4,651

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Frayer	Units	86	104	-17.3%	84	103	-18.4%	2	1	100.0%	1	1	0.0%
	Median Sales Price	\$103,750	\$88,938	16.7%	\$100,000	\$88,407	13.1%						
	Ave. Sales Price	\$127,383	\$99,455	28.1%	\$125,774	\$98,819	27.3%	\$194,950	\$165,000	18.2%	\$77,500	\$54,000	43.5%
Raleigh/ Cov. Pike	Units	48	49	-2.0%	48	49	-2.0%						1
	Median Sales Price	\$155,950	\$155,950	0.0%	\$155,950	\$155,950	0.0%						
	Ave. Sales Price	\$160,777	\$156,573	2.7%	\$160,777	\$156,573	2.7%						\$155,000
Downtown	Units	26	24	8.3%	25	24	4.2%	1					
	Median Sales Price	\$171,000	\$275,000	-37.8%	\$167,000	\$275,000	-39.3%						
	Ave. Sales Price	\$213,790	\$290,250	-26.3%	\$212,782	\$290,250	-26.7%	\$239,000					
Midtown	Units	71	63	12.7%	71	63	12.7%				1	2	-50.0%
	Median Sales Price	\$200,000	\$150,000	33.3%	\$200,000	\$150,000	33.3%						
	Ave. Sales Price	\$242,173	\$200,741	20.6%	\$242,173	\$200,741	20.6%				\$45,500	\$239,950	-81.0%
S. Memphis	Units	74	89	-16.9%	72	85	-15.3%	2	4	-50.0%	3	4	-25.0%
	Median Sales Price	\$72,500	\$67,500	7.4%	\$68,556	\$65,510	4.6%		\$183,200		\$40,000	\$38,000	5.3%
	Ave. Sales Price	\$82,472	\$82,843	-0.4%	\$79,851	\$78,396	1.9%	\$176,817	\$177,350	-0.3%	\$41,667	\$37,502	11.1%
Berclair/ Highland Heights	Units	43	51	-15.7%	43	47	-8.5%		4		2	3	-33.3%
	Median Sales Price	\$112,500	\$105,000	7.1%	\$112,500	\$100,000	12.5%		\$155,000				
	Ave. Sales Price	\$114,080	\$111,638	2.2%	\$114,080	\$107,217	6.4%		\$163,588		\$53,500	\$56,533	-5.4%
E. Memphis	Units	187	184	1.6%	185	179	3.4%	2	5	-60.0%	5	2	150.0%
	Median Sales Price	\$205,000	\$217,250	-5.6%	\$205,000	\$221,000	-7.2%		\$155,000		\$130,000		
	Ave. Sales Price	\$290,345	\$314,298	-7.6%	\$288,934	\$318,330	-9.2%	\$420,850	\$169,970	147.6%	\$184,900	\$71,300	159.3%
Whitehaven	Units	71	82	-13.4%	68	80	-15.0%	3	2	50.0%	2	1	100.0%
	Median Sales Price	\$113,250	\$116,250	-2.6%	\$109,200	\$114,000	-4.2%	\$165,000					
	Ave. Sales Price	\$118,719	\$125,075	-5.1%	\$116,030	\$122,453	-5.2%	\$179,667	\$229,950	-21.9%	\$83,000	\$85,000	-2.4%
Parkway Village/ Oakhaven	Units	43	38	13.2%	42	38	10.5%	1			1		
	Median Sales Price	\$104,000	\$109,000	-4.6%	\$103,250	\$109,000	-5.3%						
	Ave. Sales Price	\$122,224	\$112,943	8.2%	\$120,372	\$112,943	6.6%	\$200,000			\$135,000		
Hickory Hill	Units	74	74	0.0%	72	72	0.0%	2	2	0.0%	1	1	0.0%
	Median Sales Price	\$190,550	\$177,450	7.4%	\$185,000	\$173,500	6.6%						
	Ave. Sales Price	\$181,799	\$190,766	-4.7%	\$178,405	\$186,068	-4.1%	\$304,000	\$359,900	-15.5%	\$292,000	\$25,000	1068.0%
Southwind	Units	7	2	250.0%	7	2	250.0%						
	Median Sales Price	\$350,000	\$341,000	2.6%	\$350,000	\$341,000	2.6%						
	Ave. Sales Price	\$356,414	\$341,000	4.5%	\$356,414	\$341,000	4.5%						

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Cordova	Units	133	99	34.3%	128	97	32.0%	5	2	150.0%	2		
	Median Sales Price	\$255,500	\$259,000	-1.4%	\$255,000	\$259,000	-1.5%	\$385,715					
	Ave. Sales Price	\$306,623	\$293,485	4.5%	\$303,761	\$290,618	4.5%	\$379,901	\$432,500	-12.2%	\$256,000		
Bartlett	Units	61	71	-14.1%	54	68	-20.6%	7	3	133.3%	2		
	Median Sales Price	\$293,500	\$294,000	-0.2%	\$279,000	\$285,000	-2.1%	\$399,900	\$367,730	8.7%			
	Ave. Sales Price	\$305,233	\$313,310	-2.6%	\$294,966	\$309,867	-4.8%	\$384,434	\$391,359	-1.8%	\$298,750		
Gtown	Units	44	46	-4.3%	43	45	-4.4%	1	1	0.0%			
	Median Sales Price	\$437,000	\$462,500	-5.5%	\$435,000	\$460,000	-5.4%						
	Ave. Sales Price	\$564,802	\$582,139	-3.0%	\$554,730	\$559,631	-0.9%	\$997,900	\$1,595,000	-37.4%			
Collierville	Units	76	47	61.7%	68	31	119.4%	8	16	-50.0%			
	Median Sales Price	\$499,000	\$559,615	-10.8%	\$482,000	\$511,000	-5.7%	\$592,450	\$570,693	3.8%			
	Ave. Sales Price	\$548,011	\$635,328	-13.7%	\$528,207	\$628,369	-15.9%	\$716,346	\$648,812	10.4%			
Lakeland	Units	26	19	36.8%	25	19	31.6%	1					
	Median Sales Price	\$527,500	\$345,000	52.9%	\$475,000	\$345,000	37.7%						
	Ave. Sales Price	\$521,254	\$439,087	18.7%	\$518,592	\$439,087	18.1%	\$587,800					
Arlington	Units	22	34	-35.3%	15	26	-42.3%	7	8	-12.5%		2	
	Median Sales Price	\$477,450	\$450,000	6.1%	\$450,000	\$417,500	7.8%	\$563,915	\$560,500	0.6%			
	Ave. Sales Price	\$466,974	\$450,917	3.6%	\$429,360	\$413,469	3.8%	\$547,576	\$572,621	-4.4%		\$227,450	
Millington	Units	20	26	-23.1%	16	21	-23.8%	4	5	-20.0%			
	Median Sales Price	\$227,000	\$211,000	7.6%	\$192,500	\$185,000	4.1%	\$334,490	\$323,990	3.2%			
	Ave. Sales Price	\$249,068	\$212,231	17.4%	\$228,593	\$185,859	23.0%	\$330,970	\$322,990	2.5%			
Shelby County	Units	1,095	1,081	1.3%	1,049	1,032	1.6%	46	49	-6.1%	19	15	26.7%
	Median Sales Price	\$200,000	\$185,000	8.1%	\$196,100	\$174,752	12.2%	\$395,389	\$502,348	-21.3%	\$95,000	\$69,000	37.7%
	Ave. Sales Price	\$263,919	\$252,034	4.7%	\$256,202	\$241,603	6.0%	\$439,895	\$471,734	-6.7%	\$152,105	\$104,894	45.0%
Fayette County	Units	71	77	-7.8%	48	58	-17.2%	23	19	21.1%		3	
	Median Sales Price	\$359,248	\$395,000	-9.1%	\$317,500	\$402,500	-21.1%	\$385,450	\$374,990	2.8%		\$129,900	
	Ave. Sales Price	\$395,601	\$417,053	-5.1%	\$380,089	\$410,133	-7.3%	\$427,974	\$438,176	-2.3%		\$263,333	
Tipton County	Units	68	49	38.8%	66	43	53.5%	2	6	-66.7%	2	1	100.0%
	Median Sales Price	\$230,000	\$247,600	-7.1%	\$227,500	\$240,000	-5.2%		\$463,400				
	Ave. Sales Price	\$275,650	\$266,698	3.4%	\$270,223	\$237,174	13.9%	\$454,736	\$478,289	-4.9%	\$329,500	\$26,700	1134.1%

		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
Frayer	Units	814	863	-5.7%	799	858	-6.9%	15	5	200.0%	6	7	-14.3%
	Median Sales Price	\$100,000	\$95,000	5.3%	\$98,000	\$95,000	3.2%	\$165,000	\$165,000	0.0%	\$60,500	\$74,550	-18.8%
	Ave. Sales Price	\$110,924	\$108,752	2.0%	\$109,796	\$108,393	1.3%	\$171,020	\$170,320	0.4%	\$61,000	\$105,836	-42.4%
Raleigh/ Cov. Pike	Units	591	701	-15.7%	591	697	-15.2%	4			10	8	25.0%
	Median Sales Price	\$159,900	\$145,000	10.3%	\$159,900	\$144,600	10.6%		\$210,300		\$171,000	\$132,500	29.1%
	Ave. Sales Price	\$159,112	\$149,566	6.4%	\$159,112	\$149,190	6.7%		\$215,150		\$158,580	\$131,863	20.3%
Downtown	Units	311	327	-4.9%	301	324	-7.1%	10	3	233.3%	6	2	200.0%
	Median Sales Price	\$235,000	\$176,500	33.1%	\$237,500	\$175,750	35.1%	\$230,000	\$205,500	11.9%	\$109,100		
	Ave. Sales Price	\$260,202	\$226,340	15.0%	\$261,776	\$226,521	15.6%	\$212,800	\$206,833	2.9%	\$152,533	\$29,950	409.3%
Midtown	Units	688	714	-3.6%	686	710	-3.4%	2	4	-50.0%	12	8	50.0%
	Median Sales Price	\$179,450	\$175,000	2.5%	\$177,500	\$175,075	1.4%		\$160,000		\$119,250	\$154,381	-22.8%
	Ave. Sales Price	\$217,796	\$219,427	-0.7%	\$217,133	\$219,768	-1.2%	\$445,000	\$158,875	180.1%	\$134,558	\$142,684	-5.7%
S. Memphis	Units	807	939	-14.1%	793	919	-13.7%	14	20	-30.0%	18	18	0.0%
	Median Sales Price	\$68,000	\$70,000	-2.9%	\$66,500	\$69,500	-4.3%	\$203,635	\$153,000	33.1%	\$60,000	\$60,255	-0.4%
	Ave. Sales Price	\$82,440	\$81,777	0.8%	\$80,293	\$79,780	0.6%	\$204,022	\$173,545	17.6%	\$72,533	\$79,617	-8.9%
Berkclair/ Highland Heights	Units	485	573	-15.4%	482	563	-14.4%	3	10	-70.0%	5	5	0.0%
	Median Sales Price	\$101,175	\$100,000	1.2%	\$101,000	\$99,000	2.0%	\$165,000	\$155,000	6.5%	\$92,000	\$69,000	33.3%
	Ave. Sales Price	\$110,117	\$105,081	4.8%	\$109,713	\$103,787	5.7%	\$175,000	\$177,935	-1.6%	\$85,300	\$84,838	0.5%
E. Memphis	Units	2,046	2,080	-1.6%	2,025	2,057	-1.6%	21	23	-8.7%	18	13	38.5%
	Median Sales Price	\$220,000	\$220,000	0.0%	\$218,500	\$220,000	-0.7%	\$447,500	\$195,500	128.9%	\$118,950	\$148,400	-19.8%
	Ave. Sales Price	\$289,602	\$295,999	-2.2%	\$287,536	\$295,048	-2.5%	\$488,905	\$381,021	28.3%	\$180,914	\$141,341	28.0%
Whitehaven	Units	736	764	-3.7%	726	755	-3.8%	10	9	11.1%	17	8	112.5%
	Median Sales Price	\$118,450	\$115,000	3.0%	\$117,500	\$115,000	2.2%	\$187,750	\$195,500	-4.0%	\$86,000	\$103,000	-16.5%
	Ave. Sales Price	\$121,960	\$120,930	0.9%	\$121,104	\$119,868	1.0%	\$184,150	\$209,956	-12.3%	\$86,630	\$119,051	-27.2%
Parkway Village/ Oakhaven	Units	373	427	-12.6%	368	422	-12.8%	5	5	0.0%	3	3	0.0%
	Median Sales Price	\$123,000	\$125,000	-1.6%	\$122,000	\$122,450	-0.4%	\$190,000	\$175,000	8.6%	\$118,000	\$114,500	3.1%
	Ave. Sales Price	\$125,658	\$126,922	-1.0%	\$124,689	\$126,431	-1.4%	\$197,000	\$168,400	17.0%	\$113,333	\$106,833	6.1%
Hickory Hill	Units	737	805	-8.4%	716	778	-8.0%	21	27	-22.2%	9	13	-30.8%
	Median Sales Price	\$195,000	\$185,000	5.4%	\$190,000	\$180,000	5.6%	\$389,900	\$383,995	1.5%	\$155,000	\$177,000	-12.4%
	Ave. Sales Price	\$193,513	\$192,860	0.3%	\$187,797	\$186,257	0.8%	\$388,414	\$383,111	1.4%	\$184,798	\$175,923	5.0%
Southwind	Units	76	55	38.2%	74	55	34.5%	2			2		
	Median Sales Price	\$315,000	\$350,000	-10.0%	\$312,500	\$350,000	-10.7%						
	Ave. Sales Price	\$373,458	\$477,770	-21.8%	\$370,527	\$477,770	-22.4%	\$481,922			\$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	1,245	1,234	0.9%	1,217	1,187	2.5%	28	47	-40.4%	13	5	160.0%
	Median Sales Price	\$268,500	\$272,050	-1.3%	\$265,000	\$268,000	-1.1%	\$401,550	\$379,900	5.7%	\$232,900	\$215,000	8.3%
	Ave. Sales Price	\$297,121	\$303,387	-2.1%	\$293,523	\$299,406	-2.0%	\$453,503	\$403,942	12.3%	\$283,937	\$221,800	28.0%
Barlett	Units	716	716	0.0%	682	679	0.4%	34	37	-8.1%	7	2	250.0%
	Median Sales Price	\$315,000	\$310,000	1.6%	\$310,000	\$304,150	1.9%	\$344,900	\$363,360	-5.1%	\$365,000		
	Ave. Sales Price	\$327,239	\$320,587	2.1%	\$325,148	\$316,074	2.9%	\$369,199	\$403,401	-8.5%	\$339,239	\$285,600	18.8%
Gtown	Units	624	557	12.0%	611	553	10.5%	13	4	225.0%	3	1	200.0%
	Median Sales Price	\$460,000	\$460,000	0.0%	\$450,000	\$459,000	-2.0%	\$1,175,000	\$1,370,500	-14.3%	\$405,000		
	Ave. Sales Price	\$547,782	\$543,402	0.8%	\$533,832	\$537,457	-0.7%	\$1,203,434	\$1,365,250	-11.9%	\$445,370	\$577,500	-22.9%
Collerville	Units	724	763	-5.1%	636	621	2.4%	88	142	-38.0%	5	2	150.0%
	Median Sales Price	\$522,170	\$530,000	-1.5%	\$500,000	\$490,000	2.0%	\$593,237	\$650,620	-8.8%	\$407,000		
	Ave. Sales Price	\$567,719	\$580,124	-2.1%	\$547,757	\$549,790	-0.4%	\$711,553	\$712,783	-0.2%	\$560,900	\$553,950	1.3%
Lakeland	Units	220	240	-8.3%	206	197	4.6%	14	43	-67.4%		2	
	Median Sales Price	\$473,750	\$434,500	9.0%	\$444,950	\$375,000	18.7%	\$633,850	\$635,000	-0.2%			
	Ave. Sales Price	\$508,094	\$468,333	8.5%	\$498,808	\$432,410	15.4%	\$644,721	\$635,697	1.4%		\$265,500	
Arlington	Units	248	251	-1.2%	177	182	-2.7%	71	69	2.9%		2	
	Median Sales Price	\$454,405	\$486,965	-6.7%	\$425,000	\$435,000	-2.3%	\$541,805	\$532,336	1.8%			
	Ave. Sales Price	\$461,666	\$484,067	-4.6%	\$431,944	\$462,145	-6.5%	\$535,759	\$541,892	-1.1%		\$227,450	
Millington	Units	228	238	-4.2%	164	185	-11.4%	64	53	20.8%	3	2	50.0%
	Median Sales Price	\$256,750	\$243,500	5.4%	\$220,000	\$199,900	10.1%	\$324,490	\$312,990	3.7%	\$208,000		
	Ave. Sales Price	\$263,897	\$240,595	9.7%	\$238,939	\$218,822	9.2%	\$327,851	\$316,594	3.6%	\$167,667	\$105,875	58.4%
Shelby County	Units	11,501	12,046	-4.5%	11,087	11,550	-4.0%	414	495	-16.4%	135	99	36.4%
	Median Sales Price	\$210,000	\$197,000	6.6%	\$200,500	\$189,000	6.1%	\$434,207	\$497,265	-12.7%	\$130,000	\$125,000	4.0%
	Ave. Sales Price	\$266,710	\$260,490	2.4%	\$258,391	\$249,977	3.4%	\$489,494	\$505,799	-3.2%	\$181,308	\$147,087	23.3%
Fayette County	Units	705	721	-2.2%	499	533	-6.4%	206	188	9.6%	1	9	-88.9%
	Median Sales Price	\$365,000	\$366,500	-0.4%	\$335,000	\$353,900	-5.3%	\$386,979	\$382,859	1.1%		\$129,000	
	Ave. Sales Price	\$404,862	\$430,385	-5.9%	\$392,456	\$429,973	-8.7%	\$434,914	\$431,553	0.8%	\$393,000	\$176,433	122.7%
Tipton County	Units	696	651	6.9%	653	590	10.7%	43	61	-29.5%	12	6	100.0%
	Median Sales Price	\$263,500	\$265,000	-0.6%	\$250,000	\$254,750	-1.9%	\$450,000	\$395,000	13.9%	\$195,000	\$137,500	41.8%
	Ave. Sales Price	\$278,725	\$264,656	5.3%	\$267,884	\$249,062	7.6%	\$443,365	\$415,485	6.7%	\$211,758	\$118,883	78.1%



NEWS RELEASE

FOR IMMEDIATE RELEASE

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October Market Report

MEMPHIS, Tenn., Nov. 11, 2025 – Memphis-area home sales for October increased 2.2 percent from a year ago, with 1,234 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were down 15.5 percent from September, when there were 1,460 total sales. The average sales price from October to October increased 3.4 percent, to \$272,142. Inventory increased 1.7 percent, with 4,651 units listed for sale. October average DOM was 54, a 5.3 percent decrease from the previous month. Sales volume YTD decreased 1.9 percent, to \$3.55 billion.

October Comparison

	2025	2024	% Change
Total Home Sales	1,234	1,207	2.2%
Median Sales Price	\$215,000	\$203,000	5.9%
Average Sales Price	\$272,142	\$263,157	3.4%
Monthly Sales Volume	\$335.8 million	\$317.6 million	5.7%

Year-to-Date Comparison

	2025	2024	% Change
Total Home Sales	12,902	13,417	-3.8%
Median Sales Price	\$223,000	\$210,500	5.9%
Average Sales Price	\$274,907	\$269,822	1.9%
Sales Volume	\$3.55 billion	\$3.62 billion	-1.9%

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

“Compared to October of 2024, the numbers were better across the board,” said MAAR President Greg Renfrow. “We’ve almost caught up in sales volume YTD.”

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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