

### Sales Summary

|                     | November Total Sales |           |          | YTD Total Sales |           |          |
|---------------------|----------------------|-----------|----------|-----------------|-----------|----------|
|                     | 2024                 | 2023      | % change | 2024            | 2023      | % change |
| Units               | 1,139                | 1,234     | -7.7%    | 14,549          | 14,544    | 0.0%     |
| Median Sales Price  | \$205,999            | \$192,500 | 7.0%     | \$210,000       | \$215,000 | -2.3%    |
| Average Sales Price | \$262,706            | \$248,793 | 5.6%     | \$269,371       | \$267,721 | 0.6%     |

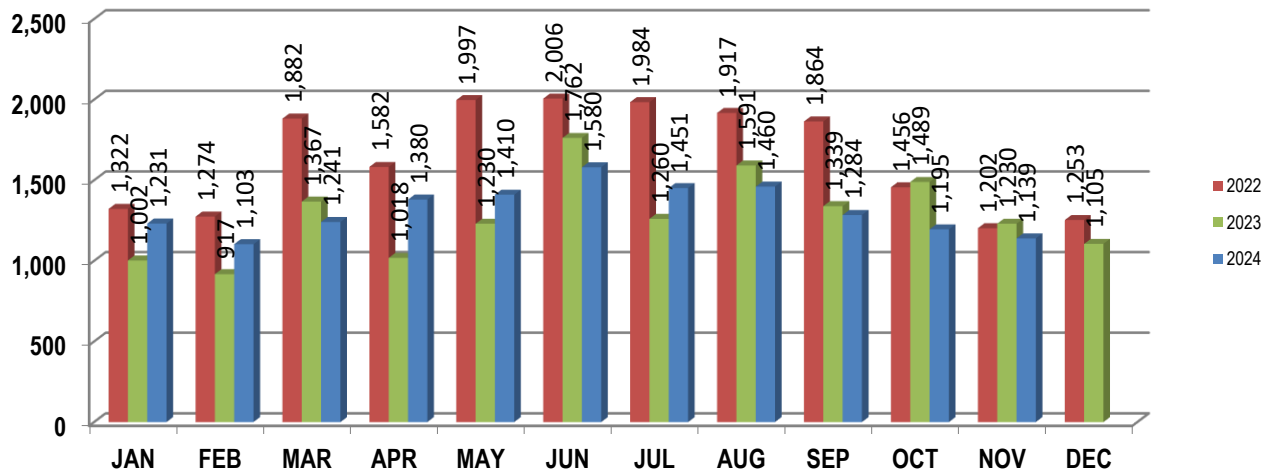
|                     | November Existing Sales |           |          | YTD Existing Sales |           |          |
|---------------------|-------------------------|-----------|----------|--------------------|-----------|----------|
|                     | 2024                    | 2023      | % change | 2024               | 2023      | % change |
| Units               | 1,078                   | 1,176     | -8.3%    | 13,749             | 13,744    | 0.0%     |
| Median Sales Price  | \$193,000               | \$185,000 | 4.3%     | \$199,500          | \$205,000 | -2.7%    |
| Average Sales Price | \$251,365               | \$238,842 | 5.2%     | \$257,151          | \$254,606 | 1.0%     |

|                     | November New Home Sales |           |          | YTD New Home Sales |           |          |
|---------------------|-------------------------|-----------|----------|--------------------|-----------|----------|
|                     | 2024                    | 2023      | % change | 2024               | 2023      | % change |
| Units               | 61                      | 58        | 5.2%     | 800                | 800       | 0.0%     |
| Median Sales Price  | \$419,950               | \$424,252 | -1.0%    | \$434,645          | \$430,570 | 0.9%     |
| Average Sales Price | \$463,133               | \$450,571 | 2.8%     | \$479,394          | \$493,030 | -2.8%    |

|                     | November Bank Sales |          |          | YTD Bank Sales* |           |          |
|---------------------|---------------------|----------|----------|-----------------|-----------|----------|
|                     | 2024                | 2023     | % change | 2024            | 2023      | % change |
| Units               | 11                  | 10       | 10.0%    | 125             | 106       | 17.9%    |
| Median Sales Price  | \$250,000           | \$75,450 | 231.3%   | \$130,000       | \$82,047  | 58.4%    |
| Average Sales Price | \$273,931           | \$96,850 | 182.8%   | \$159,008       | \$139,366 | 14.1%    |

|                     | November Non-Bank Sales |           |          | YTD Non-Bank Sales |           |          |
|---------------------|-------------------------|-----------|----------|--------------------|-----------|----------|
|                     | 2024                    | 2023      | % change | 2024               | 2023      | % change |
| Units               | 1,128                   | 1,224     | -7.8%    | 14,424             | 14,438    | -0.1%    |
| Median Sales Price  | \$203,250               | \$195,000 | 4.2%     | \$212,000          | \$217,000 | -2.3%    |
| Average Sales Price | \$262,597               | \$250,035 | 5.0%     | \$270,328          | \$268,663 | 0.6%     |

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.

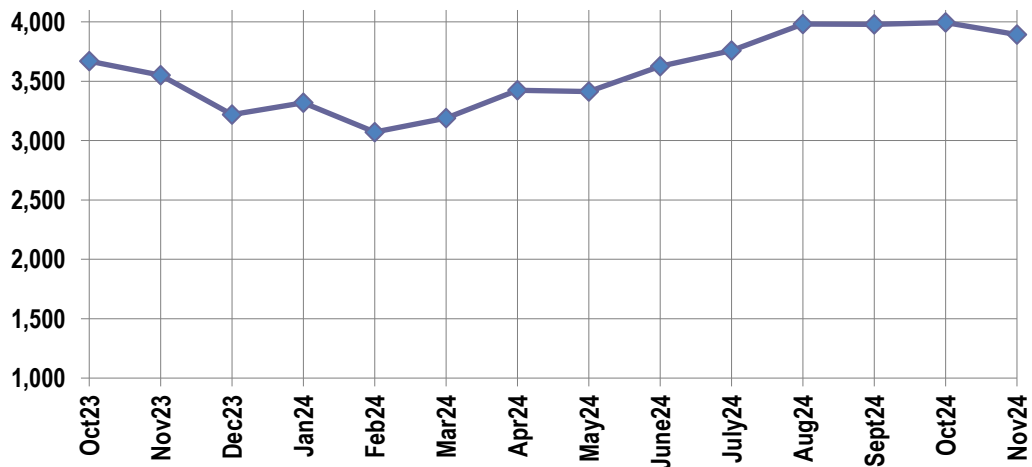


**Active Listings, Pending Sales and Foreclosure Action Summary**

| Active Listings     |              |                  |
|---------------------|--------------|------------------|
|                     | Units        | Ave. List Price  |
| Single Family       | 3,567        | \$401,303        |
| Condo/Co-op         | 268          | \$258,596        |
| Duplex              | 58           | \$203,566        |
| <b>Market Total</b> | <b>3,893</b> | <b>\$388,533</b> |

| Pending Sales       |              |                  |
|---------------------|--------------|------------------|
|                     | Units        | Ave. List Price  |
| Single Family       | 1,159        | \$355,405        |
| Condo/Co-op         | 41           | \$229,212        |
| Duplex              | 47           | \$111,212        |
| <b>Market Total</b> | <b>1,247</b> | <b>\$342,052</b> |

|              | November Foreclosure Actions |      |          | YTD Foreclosure Actions |      |          |
|--------------|------------------------------|------|----------|-------------------------|------|----------|
|              | 2024                         | 2023 | % change | 2024                    | 2023 | % change |
| <b>Total</b> | 27                           | 26   | 3.8%     | 387                     | 356  | 8.7%     |



**Inventory**

|        |       |        |       |
|--------|-------|--------|-------|
| 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 |
| 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 |

|                                  |                    | November Total Sales |           |          | November Existing Sales |           |          | November New Home Sales |           |          | November Bank Sales |           |          |
|----------------------------------|--------------------|----------------------|-----------|----------|-------------------------|-----------|----------|-------------------------|-----------|----------|---------------------|-----------|----------|
|                                  |                    | 2024                 | 2023      | % change | 2024                    | 2023      | % change | 2024                    | 2023      | % change | 2024                | 2023      | % change |
| Frayser                          | Units              | 71                   | 90        | -21.1%   | 70                      | 89        | -21.3%   | 1                       | 1         | 0.0%     |                     | 2         |          |
|                                  | Median Sales Price | \$77,000             | \$95,750  | -19.6%   | \$77,000                | \$95,000  | -18.9%   |                         |           |          |                     |           |          |
|                                  | Ave. Sales Price   | \$94,026             | \$106,630 | -11.8%   | \$93,798                | \$106,143 | -11.6%   | \$110,000               | \$150,000 | -26.7%   |                     | \$49,000  |          |
| Raleigh/<br>Cov. Pike            | Units              | 63                   | 79        | -20.3%   | 63                      | 79        | -20.3%   |                         |           |          |                     |           |          |
|                                  | Median Sales Price | \$122,000            | 147,500   | -17.3%   | \$122,000               | 147,500   | -17.3%   |                         |           |          |                     |           |          |
|                                  | Ave. Sales Price   | \$137,639            | \$151,740 | -9.3%    | \$137,639               | \$151,740 | -9.3%    |                         |           |          |                     |           |          |
| Downtown                         | Units              | 32                   | 29        | 10.3%    | 32                      | 29        | 10.3%    |                         |           |          |                     |           |          |
|                                  | Median Sales Price | \$191,000            | \$265,000 | -27.9%   | \$191,000               | \$265,000 | -27.9%   |                         |           |          |                     |           |          |
|                                  | Ave. Sales Price   | \$268,223            | \$274,492 | -2.3%    | \$268,223               | \$274,492 | -2.3%    |                         |           |          |                     |           |          |
| Midtown                          | Units              | 68                   | 59        | 15.3%    | 67                      | 59        | 13.6%    | 1                       |           |          |                     | 1         |          |
|                                  | Median Sales Price | \$222,500            | \$195,000 | 14.1%    | \$230,000               | \$195,000 | 17.9%    |                         |           |          |                     |           |          |
|                                  | Ave. Sales Price   | \$223,681            | \$222,743 | 0.4%     | \$224,184               | \$222,743 | 0.6%     | \$190,000               |           |          |                     | \$102,500 |          |
| S. Memphis                       | Units              | 81                   | 94        | -13.8%   | 78                      | 94        | -17.0%   | 3                       |           |          | 2                   | 3         | -33.3%   |
|                                  | Median Sales Price | \$78,000             | \$65,000  | 20.0%    | \$72,500                | \$65,000  | 11.5%    | \$156,000               |           |          |                     | \$76,000  |          |
|                                  | Ave. Sales Price   | \$75,782             | \$69,898  | 8.4%     | \$72,646                | \$69,898  | 3.9%     | \$157,333               |           |          | \$37,450            | \$72,333  | -48.2%   |
| Berclair/<br>Highland<br>Heights | Units              | 46                   | 48        | -4.2%    | 45                      | 48        | -6.3%    | 1                       |           |          |                     |           |          |
|                                  | Median Sales Price | \$111,500            | \$116,000 | -3.9%    | \$110,000               | \$116,000 | -5.2%    |                         |           |          |                     |           |          |
|                                  | Ave. Sales Price   | \$115,066            | \$114,465 | 0.5%     | \$114,178               | \$114,465 | -0.3%    | \$155,000               |           |          |                     |           |          |
| E. Memphis                       | Units              | 180                  | 181       | -0.6%    | 179                     | 181       | -1.1%    | 1                       |           |          | 2                   |           |          |
|                                  | Median Sales Price | \$175,000            | \$220,000 | -20.5%   | \$175,000               | \$220,000 | -20.5%   |                         |           |          |                     |           |          |
|                                  | Ave. Sales Price   | \$269,297            | \$287,776 | -6.4%    | \$269,936               | \$287,776 | -6.2%    | \$155,000               |           |          | \$500,000           |           |          |
| Whitehaven                       | Units              | 64                   | 71        | -9.9%    | 63                      | 67        | -6.0%    | 1                       | 4         | -75.0%   | 1                   | 1         | 0.0%     |
|                                  | Median Sales Price | \$108,400            | \$105,000 | 3.2%     | \$108,400               | \$97,600  | 11.1%    |                         | \$179,500 |          |                     |           |          |
|                                  | Ave. Sales Price   | \$128,391            | \$112,290 | 14.3%    | \$127,334               | \$106,382 | 19.7%    | \$195,000               | \$211,250 | -7.7%    | \$266,438           | \$68,500  | 289.0%   |
| Parkway<br>Village/<br>Oakhaven  | Units              | 43                   | 46        | -6.5%    | 43                      | 46        | -6.5%    |                         |           |          | 1                   |           |          |
|                                  | Median Sales Price | \$134,000            | \$93,000  | 44.1%    | \$134,000               | \$93,000  | 44.1%    |                         |           |          |                     |           |          |
|                                  | Ave. Sales Price   | \$126,980            | \$104,700 | 21.3%    | \$126,980               | \$104,700 | 21.3%    |                         |           |          | \$101,000           |           |          |
| Hickory Hill                     | Units              | 50                   | 77        | -35.1%   | 47                      | 75        | -37.3%   | 3                       | 2         | 50.0%    |                     | 1         |          |
|                                  | Median Sales Price | \$207,999            | \$171,000 | 21.6%    | \$189,000               | \$169,900 | 11.2%    | \$389,900               |           |          |                     |           |          |
|                                  | Ave. Sales Price   | \$196,169            | \$183,103 | 7.1%     | \$183,482               | \$179,399 | 2.3%     | \$394,933               | \$322,000 | 22.7%    |                     | \$96,000  |          |
| Southwind                        | Units              | 4                    | 8         | -50.0%   | 4                       | 8         | -50.0%   |                         |           |          |                     | 1         |          |
|                                  | Median Sales Price | \$500,000            | \$313,299 | 59.6%    | \$500,000               | \$313,299 | 59.6%    |                         |           |          |                     |           |          |
|                                  | Ave. Sales Price   | \$468,750            | \$408,637 | 14.7%    | \$468,750               | \$408,637 | 14.7%    |                         |           |          |                     | \$311,599 |          |

|                |                    | November Total Sales |           |          | November Existing Sales |           |          | November New Home Sales |           |          | November Bank Sales |          |          |
|----------------|--------------------|----------------------|-----------|----------|-------------------------|-----------|----------|-------------------------|-----------|----------|---------------------|----------|----------|
|                |                    | 2024                 | 2023      | % change | 2024                    | 2023      | % change | 2024                    | 2023      | % change | 2024                | 2023     | % change |
| Cordova        | Units              | 106                  | 133       | -20.3%   | 101                     | 133       | -24.1%   | 5                       |           |          |                     |          |          |
|                | Median Sales Price | \$260,000            | \$255,000 | 2.0%     | \$253,500               | \$255,000 | -0.6%    |                         |           |          |                     |          |          |
|                | Ave. Sales Price   | \$286,836            | \$295,416 | -2.9%    | \$277,109               | \$295,416 | -6.2%    | \$490,000               |           |          |                     |          |          |
| Bartlett       | Units              | 55                   | 71        | -22.5%   | 55                      | 69        | -20.3%   |                         | 2         |          | 1                   |          |          |
|                | Median Sales Price | \$300,000            | \$311,000 | -3.5%    | \$300,000               | \$310,000 | -3.2%    |                         |           |          |                     |          |          |
|                | Ave. Sales Price   | \$313,060            | \$314,125 | -0.3%    | \$313,060               | \$313,179 | 0.0%     |                         | \$346,750 |          | \$230,000           |          |          |
| G'town         | Units              | 44                   | 40        | 10.0%    | 43                      | 40        | 7.5%     | 1                       |           |          | 1                   |          |          |
|                | Median Sales Price | \$439,100            | \$469,750 | -6.5%    | \$435,000               | \$469,750 | -7.4%    |                         |           |          |                     |          |          |
|                | Ave. Sales Price   | \$550,132            | \$634,485 | -13.3%   | \$536,693               | \$634,485 | -15.4%   | \$1,128,000             |           |          | \$321,000           |          |          |
| Collierville   | Units              | 63                   | 43        | 46.5%    | 50                      | 36        | 38.9%    | 13                      | 7         | 85.7%    |                     |          |          |
|                | Median Sales Price | \$525,000            | \$560,000 | -6.3%    | \$482,750               | \$494,500 | -2.4%    | \$679,316               | \$715,000 | -5.0%    |                     |          |          |
|                | Ave. Sales Price   | \$570,383            | \$567,514 | 0.5%     | \$539,738               | \$533,191 | 1.2%     | \$688,251               | \$744,031 | -7.5%    |                     |          |          |
| Lakeland       | Units              | 23                   | 17        | 35.3%    | 23                      | 16        | 43.8%    |                         | 1         |          |                     |          |          |
|                | Median Sales Price | \$444,000            | \$370,000 | 20.0%    | \$444,000               | \$350,000 | 26.9%    |                         |           |          |                     |          |          |
|                | Ave. Sales Price   | \$507,007            | \$438,959 | 15.5%    | \$507,007               | \$423,281 | 19.8%    |                         | \$689,800 |          |                     |          |          |
| Arlington      | Units              | 20                   | 18        | 11.1%    | 10                      | 12        | -16.7%   | 10                      | 6         | 66.7%    | 1                   |          |          |
|                | Median Sales Price | \$442,780            | \$534,900 | -17.2%   | \$407,500               | \$437,000 | -6.8%    | \$501,877               | \$571,674 | -12.2%   |                     |          |          |
|                | Ave. Sales Price   | \$467,201            | \$531,929 | -12.2%   | \$420,400               | \$513,225 | -18.1%   | \$514,003               | \$569,336 | -9.7%    | \$395,000           |          |          |
| Millington     | Units              | 18                   | 13        | 38.5%    | 13                      | 9         | 44.4%    | 5                       | 4         | 25.0%    |                     |          |          |
|                | Median Sales Price | \$241,000            | \$209,900 | 14.8%    | \$213,800               | \$179,900 | 18.8%    | \$319,990               | \$301,990 | 6.0%     |                     |          |          |
|                | Ave. Sales Price   | \$235,975            | \$207,808 | 13.6%    | \$204,123               | \$167,283 | 22.0%    | \$318,790               | \$298,990 | 6.6%     |                     |          |          |
| Shelby County  | Units              | 1,019                | 1,099     | -7.3%    | 975                     | 1,072     | -9.0%    | 44                      | 27        | 63.0%    | 9                   | 10       | -10.0%   |
|                | Median Sales Price | \$185,000            | \$183,500 | 0.8%     | \$180,000               | \$177,750 | 1.3%     | \$467,780               | \$516,500 | -9.4%    | \$250,000           | \$75,450 | 231.3%   |
|                | Ave. Sales Price   | \$251,858            | \$241,675 | 4.2%     | \$241,139               | \$235,782 | 2.3%     | \$489,378               | \$475,648 | 2.9%     | \$265,371           | \$96,850 | 174.0%   |
| Fayette County | Units              | 49                   | 65        | -24.6%   | 36                      | 45        | -20.0%   | 13                      | 20        | -35.0%   | 1                   |          |          |
|                | Median Sales Price | \$352,990            | \$369,544 | -4.5%    | \$365,000               | \$334,900 | 9.0%     | \$351,990               | \$437,126 | -19.5%   |                     |          |          |
|                | Ave. Sales Price   | \$482,633            | \$363,005 | 33.0%    | \$513,478               | \$331,376 | 55.0%    | \$397,215               | \$434,172 | -8.5%    | \$395,000           |          |          |
| Tipton County  | Units              | 71                   | 70        | 1.4%     | 67                      | 59        | 13.6%    | 4                       | 11        | -63.6%   | 1                   |          |          |
|                | Median Sales Price | \$267,000            | \$251,250 | 6.3%     | \$262,500               | \$220,000 | 19.3%    | \$365,000               | \$419,000 | -12.9%   |                     |          |          |
|                | Ave. Sales Price   | \$266,627            | \$254,490 | 4.8%     | \$259,340               | \$223,849 | 15.9%    | \$388,677               | \$418,834 | -7.2%    | \$229,900           |          |          |

|                                  |                    | 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              | 934             | 950       | -1.7%    | 928                | 925       | 0.3%     | 6                  | 25        | -76.0%   | 7              | 9         | -22.2%   |
|                                  | Median Sales Price | \$94,700        | \$92,000  | 2.9%     | \$94,000           | \$90,000  | 4.4%     | \$165,000          | \$155,000 | 6.5%     | \$74,550       | \$71,400  | 4.4%     |
|                                  | Ave. Sales Price   | \$107,632       | \$103,063 | 4.4%     | \$107,292          | \$101,493 | 5.7%     | \$160,267          | \$161,120 | -0.5%    | \$105,836      | \$92,594  | 14.3%    |
| Raleigh/<br>Cov. Pike            | Units              | 763             | 746       | 2.3%     | 759                | 742       | 2.3%     | 4                  | 4         | 0.0%     | 8              | 8         | 0.0%     |
|                                  | Median Sales Price | \$144,200       | 150,000   | -3.9%    | \$143,000          | \$150,000 | -4.7%    | \$210,300          | \$216,250 | -2.8%    | \$132,500      | \$166,000 | -20.2%   |
|                                  | Ave. Sales Price   | \$148,615       | \$153,977 | -3.5%    | \$148,264          | \$153,234 | -3.2%    | \$215,150          | \$291,850 | -26.3%   | \$131,863      | \$156,462 | -15.7%   |
| Downtown                         | Units              | 358             | 353       | 1.4%     | 356                | 345       | 3.2%     | 2                  | 8         | -75.0%   | 2              | 1         | 100.0%   |
|                                  | Median Sales Price | \$178,250       | \$267,000 | -33.2%   | \$175,750          | \$269,000 | -34.7%   |                    | \$149,000 |          |                |           |          |
|                                  | Ave. Sales Price   | \$230,255       | \$293,352 | -21.5%   | \$230,269          | \$295,508 | -22.1%   | \$227,750          | \$200,375 | 13.7%    | \$29,950       | \$20,000  | 49.8%    |
| Midtown                          | Units              | 782             | 823       | -5.0%    | 777                | 821       | -5.4%    | 5                  | 2         | 150.0%   | 8              | 12        | -33.3%   |
|                                  | Median Sales Price | \$180,000       | \$205,100 | -12.2%   | \$180,000          | \$205,100 | -12.2%   | \$170,000          |           |          | \$154,381      | \$66,780  | 131.2%   |
|                                  | Ave. Sales Price   | \$219,797       | \$234,373 | -6.2%    | \$220,149          | \$234,239 | -6.0%    | \$165,100          | \$289,500 | -43.0%   | \$142,684      | \$60,097  | 137.4%   |
| S. Memphis                       | Units              | 1,018           | 911       | 11.7%    | 996                | 909       | 9.6%     | 22                 | 2         | 1000.0%  | 20             | 18        | 11.1%    |
|                                  | Median Sales Price | \$70,000        | \$65,000  | 7.7%     | \$69,900           | \$65,000  | 7.5%     | \$153,000          |           |          | \$55,000       | \$35,000  | 57.1%    |
|                                  | Ave. Sales Price   | \$81,192        | \$77,057  | 5.4%     | \$79,199           | \$76,831  | 3.1%     | \$171,432          | \$179,950 | -4.7%    | \$75,400       | \$46,700  | 61.5%    |
| Berclair/<br>Highland<br>Heights | Units              | 620             | 529       | 17.2%    | 609                | 527       | 15.6%    | 11                 | 2         | 450.0%   | 5              | 6         | -16.7%   |
|                                  | Median Sales Price | \$100,000       | \$100,000 | 0.0%     | \$100,000          | \$99,500  | 0.5%     | \$155,000          |           |          | \$69,000       | \$79,787  | -13.5%   |
|                                  | Ave. Sales Price   | \$105,775       | \$104,006 | 1.7%     | \$104,509          | \$103,746 | 0.7%     | \$175,850          | \$172,500 | 1.9%     | \$84,838       | \$80,162  | 5.8%     |
| E. Memphis                       | Units              | 2,260           | 2,061     | 9.7%     | 2,236              | 2,230     | 0.3%     | 24                 | 12        | 100.0%   | 15             | 6         | 150.0%   |
|                                  | Median Sales Price | \$215,000       | \$235,000 | -8.5%    | \$215,000          | \$235,000 | -8.5%    | \$195,250          | \$517,500 | -62.3%   | \$159,900      | \$141,500 | 13.0%    |
|                                  | Ave. Sales Price   | \$293,811       | \$297,869 | -1.4%    | \$292,976          | \$296,550 | -1.2%    | \$371,603          | \$542,862 | -31.5%   | \$189,162      | \$180,871 | 4.6%     |
| Whitehaven                       | Units              | 827             | 766       | 8.0%     | 817                | 691       | 18.2%    | 10                 | 8         | 25.0%    | 9              | 5         | 80.0%    |
|                                  | Median Sales Price | \$115,000       | \$115,000 | 0.0%     | \$114,400          | \$115,000 | -0.5%    | \$195,250          | \$166,000 | 17.6%    | \$120,000      | \$68,500  | 75.2%    |
|                                  | Ave. Sales Price   | \$121,646       | \$116,463 | 4.5%     | \$120,583          | \$115,812 | 4.1%     | \$208,460          | \$178,125 | 17.0%    | \$135,427      | \$89,920  | 50.6%    |
| Parkway/<br>Village/<br>Oakhaven | Units              | 469             | 481       | -2.5%    | 464                | 479       | -3.1%    | 5                  | 2         | 150.0%   | 4              | 1         | 300.0%   |
|                                  | Median Sales Price | \$125,000       | \$112,000 | 11.6%    | \$124,000          | \$112,000 | 10.7%    | \$175,000          |           |          | \$107,750      |           |          |
|                                  | Ave. Sales Price   | \$127,081       | \$117,953 | 7.7%     | \$126,636          | \$117,652 | 7.6%     | \$168,400          | \$190,000 | -11.4%   | \$105,375      | \$90,000  | 17.1%    |
| Hickory Hill                     | Units              | 853             | 896       | -4.8%    | 824                | 874       | -5.7%    | 29                 | 22        | 31.8%    | 13             | 8         | 62.5%    |
|                                  | Median Sales Price | \$185,000       | \$176,250 | 5.0%     | \$180,000          | \$175,000 | 2.9%     | \$383,995          | \$369,900 | 3.8%     | \$177,000      | \$115,500 | 53.2%    |
|                                  | Ave. Sales Price   | \$192,905       | \$184,802 | 4.4%     | \$186,187          | \$180,758 | 3.0%     | \$383,786          | \$345,443 | 11.1%    | \$175,923      | \$146,547 | 20.0%    |
| Southwind                        | Units              | 59              | 98        | -39.8%   | 59                 | 77        | -23.4%   |                    | 21        |          |                | 3         |          |
|                                  | Median Sales Price | \$350,000       | \$322,787 | 8.4%     | \$350,000          | \$311,599 | 12.3%    |                    | \$328,758 |          |                | \$310,000 |          |
|                                  | Ave. Sales Price   | \$477,159       | \$367,464 | 29.9%    | \$477,159          | \$377,863 | 26.3%    |                    | \$329,336 |          |                | \$294,533 |          |

|                |                    | 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              | 1,338           | 1,493     | -10.4%   | 1,286              | 1,406     | -8.5%    | 52                 | 87          | -40.2%   | 5              | 2         | 150.0%   |
|                | Median Sales Price | \$270,000       | \$272,000 | -0.7%    | \$265,000          | \$265,000 | 0.0%     | \$383,750          | \$384,900   | -0.3%    | \$215,000      |           |          |
|                | Ave. Sales Price   | \$302,188       | \$290,581 | 4.0%     | \$297,765          | \$283,571 | 5.0%     | \$411,575          | \$403,867   | 1.9%     | \$221,800      | \$242,500 | -8.5%    |
| Bartlett       | Units              | 771             | 776       | -0.6%    | 734                | 760       | -3.4%    | 37                 | 16          | 131.3%   | 3              | 1         | 200.0%   |
|                | Median Sales Price | \$310,000       | \$305,000 | 1.6%     | \$304,050          | \$305,000 | -0.3%    | \$363,360          | \$345,900   | 5.0%     | \$261,200      |           |          |
|                | Ave. Sales Price   | \$320,050       | \$312,027 | 2.6%     | \$315,848          | \$310,981 | 1.6%     | \$403,401          | \$361,714   | 11.5%    | \$267,067      | \$235,900 | 13.2%    |
| G'town         | Units              | 601             | 608       | -1.2%    | 596                | 596       | 0.0%     | 5                  | 12          | -58.3%   | 2              | 1         | 100.0%   |
|                | Median Sales Price | \$459,000       | \$475,000 | -3.4%    | \$459,000          | \$470,000 | -2.3%    | \$1,250,000        | \$1,331,000 | -6.1%    |                |           |          |
|                | Ave. Sales Price   | \$543,894       | \$585,426 | -7.1%    | \$537,402          | \$570,983 | -5.9%    | \$1,317,800        | \$1,302,778 | 1.2%     | \$449,250      | \$498,000 | -9.8%    |
| Collinsville   | Units              | 827             | 856       | -3.4%    | 672                | 686       | -2.0%    | 155                | 133         | 16.5%    | 2              | 2         | 0.0%     |
|                | Median Sales Price | \$529,950       | \$520,000 | 1.9%     | \$488,500          | \$475,000 | 2.8%     | \$655,514          | \$775,245   | -15.4%   |                |           |          |
|                | Ave. Sales Price   | \$578,845       | \$568,684 | 1.8%     | \$548,426          | \$523,936 | 4.7%     | \$710,725          | \$811,936   | -12.5%   | \$553,950      | \$464,669 | 19.2%    |
| Lakeland       | Units              | 263             | 202       | 30.2%    | 220                | 161       | 36.6%    | 43                 | 41          | 4.9%     | 2              | 2         | 0.0%     |
|                | Median Sales Price | \$437,000       | \$520,000 | -16.0%   | \$383,500          | \$451,500 | -15.1%   | \$635,000          | \$667,811   | -4.9%    |                |           |          |
|                | Ave. Sales Price   | \$474,240       | \$506,948 | -6.5%    | \$442,682          | \$468,090 | -5.4%    | \$635,697          | \$659,538   | -3.6%    | \$265,500      | \$567,900 | -53.2%   |
| Arlington      | Units              | 272             | 254       | 7.1%     | 193                | 173       | 11.6%    | 79                 | 81          | -2.5%    | 3              |           |          |
|                | Median Sales Price | \$482,475       | \$470,000 | 2.7%     | \$435,000          | \$405,000 | 7.4%     | \$527,985          | \$511,315   | 3.3%     | \$250,000      |           |          |
|                | Ave. Sales Price   | \$482,959       | \$452,956 | 6.6%     | \$460,282          | \$415,309 | 10.8%    | \$538,361          | \$533,361   | 0.9%     | \$283,300      |           |          |
| Millington     | Units              | 256             | 229       | 11.8%    | 199                | 196       | 1.5%     | 57                 | 33          | 72.7%    | 2              | 1         | 100.0%   |
|                | Median Sales Price | \$243,500       | \$210,000 | 16.0%    | \$200,000          | \$194,885 | 2.6%     | \$312,990          | \$300,990   | 4.0%     |                |           |          |
|                | Ave. Sales Price   | \$240,217       | \$222,156 | 8.1%     | \$218,272          | \$206,707 | 5.6%     | \$316,833          | \$313,909   | 0.9%     | \$105,875      | \$44,000  | 140.6%   |
| Shelby County  | Units              | 13,056          | 13,060    | 0.0%     | 12,521             | 12,549    | -0.2%    | 535                | 511         | 4.7%     | 108            | 86        | 25.6%    |
|                | Median Sales Price | \$195,000       | \$205,000 | -4.9%    | \$188,700          | \$197,500 | -4.5%    | \$497,265          | \$484,548   | 2.6%     | \$131,000      | \$76,100  | 72.1%    |
|                | Ave. Sales Price   | \$259,934       | \$262,313 | -0.9%    | \$249,409          | \$250,994 | -0.6%    | \$506,269          | \$540,268   | -6.3%    | \$156,944      | \$128,180 | 22.4%    |
| Fayette County | Units              | 772             | 672       | 14.9%    | 570                | 464       | 22.8%    | 202                | 208         | -2.9%    | 10             | 8         | 25.0%    |
|                | Median Sales Price | \$365,659       | \$358,990 | 1.9%     | \$355,600          | \$326,900 | 8.8%     | \$379,925          | \$381,667   | -0.5%    | \$129,450      | \$247,750 | -47.7%   |
|                | Ave. Sales Price   | \$434,115       | \$385,105 | 12.7%    | \$435,712          | \$369,662 | 17.9%    | \$429,606          | \$419,108   | 2.5%     | \$198,290      | \$186,025 | 6.6%     |
| Tipton County  | Units              | 721             | 812       | -11.2%   | 658                | 731       | -10.0%   | 63                 | 81          | -22.2%   | 7              | 12        | -41.7%   |
|                | Median Sales Price | \$265,000       | \$255,500 | 3.7%     | \$255,000          | \$240,000 | 6.3%     | \$389,900          | \$371,990   | 4.8%     | \$150,000      | \$112,638 | 33.2%    |
|                | Ave. Sales Price   | \$263,864       | \$257,562 | 2.4%     | \$249,795          | \$243,458 | 2.6%     | \$410,810          | \$384,487   | 6.8%     | \$134,743      | \$188,431 | -28.5%   |



# NEWS RELEASE

**FOR IMMEDIATE RELEASE**

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## November Market Report

MEMPHIS, Tenn., December 10, 2024 – Memphis-area home sales for November decreased 7.7 percent from a year ago, with 1,139 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were down 4.7 percent from October, when there were 1,195 total sales. Average sales price from November-to-November was up 5.6 percent, at \$262,706. Inventory decreased 2.5 percent, with 3,893 units listed for sale. November average DOM was 52, a 13.3 percent decrease from the previous month. Sales volume YTD increased 0.8 percent, to \$3.92 billion.

### November Comparison

|                             | 2024            | 2023            | % Change |
|-----------------------------|-----------------|-----------------|----------|
| <b>Total Home Sales</b>     | 1,139           | 1,234           | -7.7%    |
| <b>Median Sales Price</b>   | \$205,999       | \$192,500       | 7.0%     |
| <b>Average Sales Price</b>  | \$262,706       | \$248,793       | 5.6%     |
| <b>Monthly Sales Volume</b> | \$299.2 million | \$307.0 million | -2.5%    |

### Year-to-Date Comparison

|                             | 2024           | 2023           | % Change |
|-----------------------------|----------------|----------------|----------|
| <b>Total Home Sales</b>     | 14,549         | 14,544         | 0.0%     |
| <b>Median Sales Price</b>   | \$210,000      | \$215,000      | -2.3%    |
| <b>Average Sales Price</b>  | \$269,371      | \$267,721      | 0.6%     |
| <b>Monthly Sales Volume</b> | \$3.92 billion | \$3.89 billion | 0.8%     |

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

“Pricing was up from November of 2023,” said MAAR President Scott Bettis. “Inventory went down 2.5 percent, not unusual for this time of year.”

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 4,800 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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