

Sales Summary

	March Total Sales			YTD Total Sales		
	2025	2024	% change	2025	2024	% change
Units	1,224	1,243	-1.5%	3,348	3,614	-7.4%
Median Sales Price	\$225,000	\$207,500	8.4%	\$204,400	\$189,950	7.6%
Average Sales Price	\$270,916	\$256,376	5.7%	\$253,751	\$240,572	5.5%

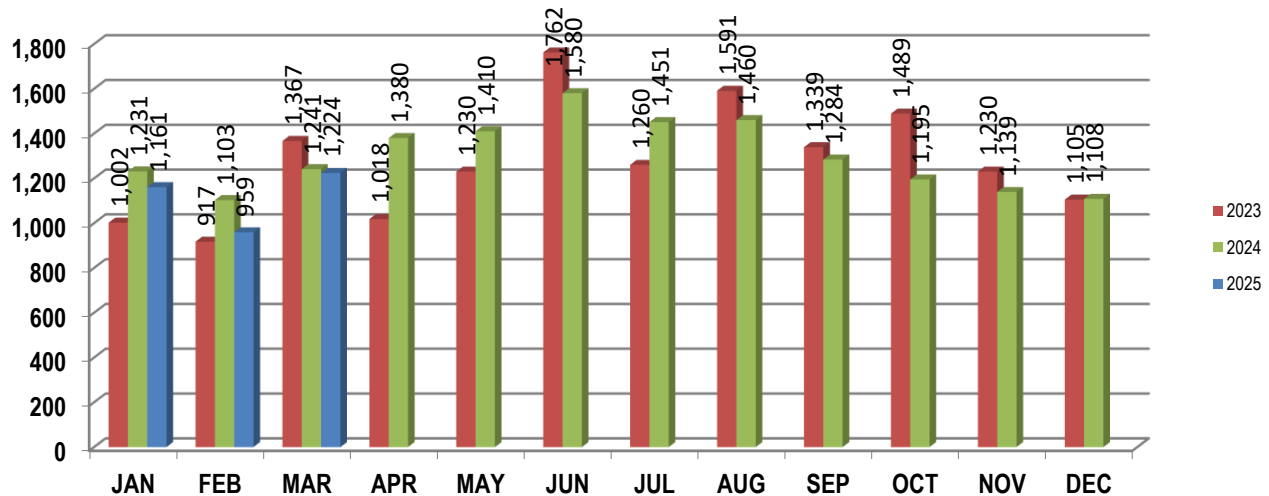
	March Existing Sales			YTD Existing Sales		
	2025	2024	% change	2025	2024	% change
Units	1,156	1,170	-1.2%	3,172	3,415	-7.1%
Median Sales Price	\$215,000	\$190,250	13.0%	\$192,000	\$178,000	7.9%
Average Sales Price	\$256,361	\$241,928	6.0%	\$242,095	\$225,445	7.4%

	March New Home Sales			YTD New Home Sales		
	2025	2024	% change	2025	2024	% change
Units	68	73	-6.8%	176	199	-11.6%
Median Sales Price	\$451,452	\$458,753	-1.6%	\$429,000	\$482,815	-11.1%
Average Sales Price	\$518,346	\$487,944	6.2%	\$463,828	\$500,164	-7.3%

	March Bank Sales			YTD Bank Sales*		
	2025	2024	% change	2025	2024	% change
Units	15	11	36.4%	43	34	26.5%
Median Sales Price	\$210,000	\$151,100	39.0%	\$171,500	\$144,625	18.6%
Average Sales Price	\$214,130	\$187,332	14.3%	\$208,823	\$147,202	41.9%

	March Non-Bank Sales			YTD Non-Bank Sales		
	2025	2024	% change	2025	2024	% change
Units	1,209	1,232	-1.9%	3,305	3,580	-7.7%
Median Sales Price	\$225,000	\$208,249	8.0%	\$205,000	\$190,000	7.9%
Average Sales Price	\$271,621	\$256,992	5.7%	\$254,336	\$241,459	5.3%

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.

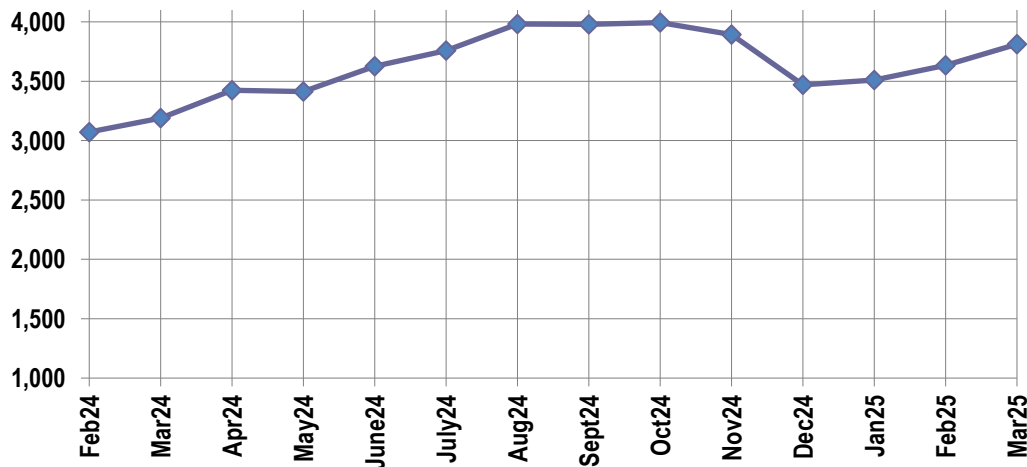


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	3,471	\$412,116
Condo/Co-op	279	\$252,835
Duplex	61	\$184,764
Market Total	3,811	\$396,816

Pending Sales		
	Units	Ave. List Price
Single Family	1,408	\$361,190
Condo/Co-op	65	\$207,001
Duplex	26	\$140,358
Market Total	1,499	\$350,706

	March Foreclosure Actions			YTD Foreclosure Actions		
	2025	2024	% change	2025	2024	% change
Total	45	33	36.4%	109	106	2.8%



Inventory

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
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

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Frayser	Units	75	75	0.0%	74	75	-1.3%	1				1	
	Median Sales Price	\$110,000	\$86,000	27.9%	\$110,000	\$86,000	27.9%						
	Ave. Sales Price	\$107,458	\$91,164	17.9%	\$106,700	\$91,164	17.0%	\$163,500				\$268,800	
Raleigh/ Cov. Pike	Units	61	54	13.0%	61	53	15.1%		1		1		
	Median Sales Price	\$177,000	157,600	12.3%	\$177,000	155,900	13.5%						
	Ave. Sales Price	\$167,134	\$156,726	6.6%	\$167,134	\$156,750	6.6%		\$165,000		\$105,000		
Downtown	Units	34	32	6.3%	34	32	6.3%				2		
	Median Sales Price	\$232,500	\$211,400	10.0%	\$232,500	\$211,400	10.0%						
	Ave. Sales Price	\$340,182	\$239,023	42.3%	\$340,182	\$239,023	42.3%				\$129,500		
Midtown	Units	69	73	-5.5%	69	71	-2.8%		2		2	1	100.0%
	Median Sales Price	\$122,500	\$162,000	-24.4%	\$122,500	\$169,000	-27.5%						
	Ave. Sales Price	\$197,884	\$209,732	-5.6%	\$197,884	\$211,837	-6.6%		\$135,000		\$128,650	\$90,250	42.5%
S. Memphis	Units	86	108	-20.4%	86	107	-19.6%		1		2	1	100.0%
	Median Sales Price	\$60,000	\$78,049	-23.1%	\$60,000	\$77,000	-22.1%						
	Ave. Sales Price	\$75,741	\$80,686	-6.1%	\$75,741	\$80,211	-5.6%		\$131,500		\$145,000	\$30,501	375.4%
Berclair/ Highland Heights	Units	45	54	-16.7%	45	53	-15.1%	1				1	
	Median Sales Price	\$115,000	\$86,750	32.6%	\$115,000	\$85,000	35.3%						
	Ave. Sales Price	\$118,755	\$99,944	18.8%	\$118,755	\$95,226	24.7%	\$350,000				\$187,500	
E. Memphis	Units	191	182	4.9%	190	179	6.1%	1	3	-66.7%	3	1	200.0%
	Median Sales Price	\$235,700	\$225,000	4.8%	\$231,850	\$223,000	4.0%		\$525,000		\$107,000		
	Ave. Sales Price	\$262,144	\$264,673	-1.0%	\$261,168	\$260,590	0.2%	\$447,500	\$508,300	-12.0%	\$173,018	\$187,500	-7.7%
Whitehaven	Units	63	63	0.0%	63	63	0.0%					1	
	Median Sales Price	\$124,000	\$105,000	18.1%	\$124,000	\$105,000	18.1%						
	Ave. Sales Price	\$124,482	\$113,849	9.3%	\$124,482	\$113,849	9.3%					\$155,000	
Parkway Village/ Oakhaven	Units	39	34	14.7%	39	34	14.7%						
	Median Sales Price	\$118,000	\$136,700	-13.7%	\$118,000	\$136,700	-13.7%						
	Ave. Sales Price	\$127,472	\$135,936	-6.2%	\$127,472	\$135,936	-6.2%						
Hickory Hill	Units	65	80	-18.8%	63	78	-19.2%	2	2	0.0%		1	
	Median Sales Price	\$215,000	\$162,450	32.3%	\$207,000	\$160,000	29.4%						
	Ave. Sales Price	\$221,363	\$182,157	21.5%	\$215,233	\$175,943	22.3%	\$414,450	\$424,500	-2.4%		\$287,500	
Southwind	Units	6	5	20.0%	6	5	20.0%				1		
	Median Sales Price	\$300,000	\$375,000	-20.0%	\$300,000	\$375,000	-20.0%						
	Ave. Sales Price	\$384,333	\$709,800	-45.9%	\$384,333	\$709,800	-45.9%				\$600,000		

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Cordova	Units	124	110	12.7%	122	107	14.0%	2	3	-33.3%			
	Median Sales Price	\$276,000	\$266,000	3.8%	\$275,000	\$265,000	3.8%		\$387,500				
	Ave. Sales Price	\$290,330	\$287,386	1.0%	\$286,722	\$285,006	0.6%	\$510,450	\$372,267	37.1%			
Bartlett	Units	72	68	5.9%	70	60	16.7%	2	8	-75.0%	1		
	Median Sales Price	\$324,950	\$320,000	1.5%	\$322,450	\$298,500	8.0%		\$359,381				
	Ave. Sales Price	\$345,482	\$327,540	5.5%	\$340,083	\$318,822	6.7%	\$534,450	\$392,917	36.0%	\$365,000		
G'town	Units	56	51	9.8%	53	51	3.9%	3				1	
	Median Sales Price	\$495,000	\$443,500	11.6%	\$489,900	\$443,500	10.5%	\$1,027,811					
	Ave. Sales Price	\$558,419	\$529,875	5.4%	\$525,400	\$529,875	-0.8%	\$1,141,748				\$577,500	
Collinsville	Units	70	79	-11.4%	58	61	-4.9%	12	18	-33.3%	1		
	Median Sales Price	\$535,000	\$514,000	4.1%	\$525,000	\$460,000	14.1%	\$677,450	\$723,900	-6.4%			
	Ave. Sales Price	\$570,365	\$526,253	8.4%	\$537,294	\$473,123	13.6%	\$730,206	\$706,303	3.4%	\$407,000		
Lakeland	Units	18	17	5.9%	16	15	6.7%	2	2	0.0%			
	Median Sales Price	\$489,500	\$450,000	8.8%	\$467,000	\$400,000	16.8%						
	Ave. Sales Price	\$511,539	\$438,679	16.6%	\$497,431	\$413,187	20.4%	\$624,400	\$629,875	-0.9%			
Arlington	Units	24	22	9.1%	15	16	-6.3%	9	6	50.0%			
	Median Sales Price	\$431,482	\$497,752	-13.3%	\$405,000	\$420,000	-3.6%	\$451,900	\$511,017	-11.6%			
	Ave. Sales Price	\$449,640	\$482,864	-6.9%	\$427,487	\$466,025	-8.3%	\$486,563	\$527,769	-7.8%			
Millington	Units	15	20	-25.0%	12	17	-29.4%	3	3	0.0%			
	Median Sales Price	\$224,000	\$180,000	24.4%	\$219,950	\$170,000	29.4%	\$323,990	\$308,000	5.2%			
	Ave. Sales Price	\$249,991	\$229,524	8.9%	\$233,241	\$215,912	8.0%	\$316,990	\$306,660	3.4%			
Shelby County	Units	1,094	1,108	-1.3%	1,057	1,059	-0.2%	37	49	-24.5%	13	7	85.7%
	Median Sales Price	\$215,000	\$194,200	10.7%	\$209,900	\$185,000	13.5%	\$509,000	\$499,950	1.8%	\$210,000	\$187,500	12.0%
	Ave. Sales Price	\$263,956	\$247,945	6.5%	\$252,102	\$235,564	7.0%	\$602,602	\$515,517	16.9%	\$215,566	\$228,150	-5.5%
Fayette County	Units	71	66	7.6%	43	48	-10.4%	28	18	55.6%		1	
	Median Sales Price	\$339,900	\$374,995	-9.4%	\$280,000	\$358,250	-21.8%	\$369,445	\$379,900	-2.8%			
	Ave. Sales Price	\$379,674	\$407,178	-6.8%	\$359,177	\$394,540	-9.0%	\$411,153	\$440,878	-6.7%		\$95,000	
Tipton County	Units	59	69	-14.5%	56	63	-11.1%	3	6	-50.0%	2	3	-33.3%
	Median Sales Price	\$260,000	\$245,000	6.1%	\$249,500	\$215,000	16.0%	\$481,289	\$414,952	16.0%		\$150,000	
	Ave. Sales Price	\$269,094	\$247,519	8.7%	\$257,813	\$232,619	10.8%	\$479,667	\$403,968	18.7%	\$204,800	\$122,867	66.7%

		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	224	234	-4.3%	217	234	-7.3%	7			1	4	-75.0%
	Median Sales Price	\$105,000	\$91,000	15.4%	\$103,000	\$91,000	13.2%	\$165,000				\$111,025	
	Ave. Sales Price	\$109,135	\$103,670	5.3%	\$107,347	\$103,670	3.5%	\$164,571			\$65,000	\$140,212	-53.6%
Raleigh/ Cov. Pike	Units	181	206	-12.1%	181	205	-11.7%		1		2	3	-33.3%
	Median Sales Price	\$155,000	145,750	6.3%	\$155,000	145,000	6.9%					\$115,000	
	Ave. Sales Price	\$156,490	\$149,618	4.6%	\$156,490	\$149,543	4.6%		\$165,000		\$175,000	\$142,167	23.1%
Downtown	Units	89	113	-21.2%	87	113	-23.0%	2			2	1	100.0%
	Median Sales Price	\$240,000	\$81,250	195.4%	\$254,000	\$81,250	212.6%						
	Ave. Sales Price	\$284,255	\$168,897	68.3%	\$287,100	\$168,897	70.0%	\$160,500			\$129,500	\$39,900	224.6%
Midtown	Units	195	208	-6.3%	194	206	-5.8%	1	2	-50.0%	7	2	250.0%
	Median Sales Price	\$118,500	\$169,900	-30.3%	\$116,750	\$170,000	-31.3%				\$171,500		
	Ave. Sales Price	\$175,235	\$216,979	-19.2%	\$174,901	\$217,774	-19.7%	\$240,000	\$135,000	77.8%	\$150,600	\$55,304	172.3%
S. Memphis	Units	250	315	-20.6%	245	312	-21.5%	5	3	66.7%	4	6	-33.3%
	Median Sales Price	\$61,500	\$73,000	-15.8%	\$60,000	\$72,250	-17.0%	\$185,000	\$180,000	2.8%	\$91,500	\$37,750	142.4%
	Ave. Sales Price	\$78,307	\$79,682	-1.7%	\$75,743	\$78,567	-3.6%	\$203,940	\$195,667	4.2%	\$109,525	\$60,402	81.3%
Berclair/ Highland Heights	Units	130	168	-22.6%	129	167	-22.8%	1	1	0.0%	1	1	0.0%
	Median Sales Price	\$100,587	\$89,000	13.0%	\$100,000	\$89,000	12.4%						
	Ave. Sales Price	\$109,262	\$99,902	9.4%	\$108,597	\$98,404	10.4%	\$195,000	\$350,000	-44.3%	\$77,000	\$187,500	-58.9%
E. Memphis	Units	528	512	3.1%	524	508	3.1%	4	4	0.0%	5	1	400.0%
	Median Sales Price	\$206,000	\$200,000	3.0%	\$202,400	\$200,000	1.2%	\$484,250	\$437,500	10.7%	\$107,000		
	Ave. Sales Price	\$258,223	\$247,225	4.4%	\$256,153	\$245,747	4.2%	\$529,375	\$434,975	21.7%	\$143,211	\$187,500	-23.6%
Whitehaven	Units	217	208	4.3%	213	207	2.9%	4	1	300.0%	5	2	150.0%
	Median Sales Price	\$120,000	\$114,750	4.6%	\$119,800	\$114,600	4.5%	\$197,750			\$68,251		
	Ave. Sales Price	\$120,924	\$120,684	0.2%	\$119,531	\$120,161	-0.5%	\$195,125	\$229,000	-14.8%	\$92,050	\$197,500	-53.4%
Parkway Village/ Oakhaven	Units	108	128	-15.6%	107	126	-15.1%	1					
	Median Sales Price	\$123,750	\$120,450	2.7%	\$122,500	\$120,450	1.7%						
	Ave. Sales Price	\$130,477	\$130,205	0.2%	\$129,593	\$130,205	-0.5%	\$225,000					
Hickory Hill	Units	185	233	-20.6%	178	226	-21.2%	7	7	0.0%	3	5	-40.0%
	Median Sales Price	\$200,000	\$175,000	14.3%	\$195,450	\$170,000	15.0%	\$389,900	\$379,900	2.6%	\$152,000	\$199,000	-23.6%
	Ave. Sales Price	\$209,425	\$181,525	15.4%	\$201,849	\$175,637	14.9%	\$402,071	\$371,614	8.2%	\$163,167	\$231,300	-29.5%
Southwind	Units	17	12	41.7%	17	12	41.7%				1		
	Median Sales Price	\$320,000	\$346,000	-7.5%	\$320,000	\$346,000	-7.5%						
	Ave. Sales Price	\$344,929	\$547,225	-37.0%	\$344,929	\$547,225	-37.0%				\$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	319	340	-6.2%	315	334	-5.7%	4	6	-33.3%	2	2	0.0%
	Median Sales Price	\$270,000	\$263,000	2.7%	\$270,000	\$260,000	3.8%	\$510,450	\$368,700	38.4%			
	Ave. Sales Price	\$296,166	\$279,765	5.9%	\$293,538	\$277,959	5.6%	\$503,925	\$380,267	32.5%	\$250,400	\$256,500	-2.4%
Bartlett	Units	185	174	6.3%	182	160	13.8%	3	14	-78.6%	4		
	Median Sales Price	\$315,000	\$300,000	5.0%	\$315,000	\$295,000	6.8%	\$509,000	\$376,630	35.1%	\$386,500		
	Ave. Sales Price	\$326,279	\$315,431	3.4%	\$323,807	\$305,988	5.8%	\$476,267	\$423,573	12.4%	\$371,975		
G'town	Units	128	123	4.1%	125	123	1.6%	3			1	1	0.0%
	Median Sales Price	\$450,000	\$450,000	0.0%	\$450,000	\$450,000	0.0%	\$1,027,811					
	Ave. Sales Price	\$502,832	\$515,955	-2.5%	\$487,498	\$515,955	-5.5%	\$141,748			\$405,000	\$577,500	-29.9%
Collierville	Units	153	188	-18.6%	126	138	-8.7%	27	50	-46.0%	2		
	Median Sales Price	\$525,000	\$521,729	0.6%	\$514,500	\$465,000	10.6%	\$624,900	\$613,270	1.9%			
	Ave. Sales Price	\$586,374	\$548,467	6.9%	\$558,730	\$492,507	13.4%	\$715,384	\$702,917	1.8%	\$678,500		
Lateland	Units	47	56	-16.1%	43	42	2.4%	4	14	-71.4%			
	Median Sales Price	\$445,000	\$440,000	1.1%	\$415,000	\$364,490	13.9%	\$624,400	\$634,900	-1.7%			
	Ave. Sales Price	\$469,940	\$465,106	1.0%	\$456,135	\$407,112	12.0%	\$618,350	\$639,088	-3.2%			
Arlington	Units	60	60	0.0%	42	39	7.7%	18	21	-14.3%			
	Median Sales Price	\$472,500	\$505,000	-6.4%	\$453,500	\$430,000	5.5%	\$518,215	\$540,305	-4.1%			
	Ave. Sales Price	\$478,438	\$480,797	-0.5%	\$458,365	\$442,153	3.7%	\$525,274	\$552,564	-4.9%			
Millington	Units	49	64	-23.4%	38	51	-25.5%	11	13	-15.4%		1	
	Median Sales Price	\$220,000	\$234,000	-6.0%	\$202,000	\$180,000	12.2%	\$323,990	\$307,990	5.2%			
	Ave. Sales Price	\$237,411	\$237,645	-0.1%	\$210,965	\$220,459	-4.3%	\$328,770	\$305,068	7.8%		\$141,750	
Shelby County	Units	3,020	3,282	-8.0%	2,918	3,146	-7.2%	102	136	-25.0%	39	29	34.5%
	Median Sales Price	\$188,000	\$176,792	6.3%	\$184,200	\$169,500	8.7%	\$443,580	\$524,950	-15.5%	\$171,500	\$147,500	16.3%
	Ave. Sales Price	\$244,598	\$231,946	5.5%	\$235,809	\$218,620	7.9%	\$496,031	\$540,195	-8.2%	\$209,816	\$154,492	35.8%
Fayette County	Units	176	174	1.1%	110	127	-13.4%	66	47	40.4%		2	
	Median Sales Price	\$359,445	\$364,950	-1.5%	\$340,000	\$325,000	4.6%	\$379,900	\$397,606	-4.5%			
	Ave. Sales Price	\$400,682	\$377,047	6.3%	\$392,571	\$361,808	8.5%	\$414,200	\$418,223	-1.0%		\$78,000	
Tipton County	Units	152	158	-3.8%	144	142	1.4%	8	16	-50.0%	4	3	33.3%
	Median Sales Price	\$263,500	\$262,500	0.4%	\$255,000	\$252,500	1.0%	\$467,508	\$405,982	15.2%	\$193,500	\$150,000	29.0%
	Ave. Sales Price	\$265,470	\$269,470	-1.5%	\$254,514	\$254,696	-0.1%	\$462,680	\$400,593	15.5%	\$199,150	\$122,867	62.1%



NEWS RELEASE

FOR IMMEDIATE RELEASE

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March Market Report

MEMPHIS, Tenn., April 14, 2025 – Memphis-area home sales for March decreased 1.5 percent from a year ago, with 1,224 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were up 27.6 percent from February, when there were 959 total sales. The average sales price from March-to-March increased 5.7 percent, at \$270,916. Inventory increased 4.8 percent, with 3,811 units listed for sale. March average DOM was 61, an 8.9 percent increase from the previous month. Sales volume YTD decreased 2.3 percent, to \$849.6 million.

March Comparison

	2025	2024	% Change
Total Home Sales	1,224	1,243	-1.5%
Median Sales Price	\$225,000	\$207,500	8.4%
Average Sales Price	\$270,916	\$256,376	5.7%
Monthly Sales Volume	\$331.6 million	\$318.7 million	4.0%

Year-to-Date Comparison

	2025	2024	% Change
Total Home Sales	3,348	3,614	-7.4%
Median Sales Price	\$204,400	\$189,950	7.6%
Average Sales Price	\$253,751	\$240,572	5.5%
Monthly Sales Volume	\$849.6 million	\$869.4 million	-2.3%

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

“March total sales were up almost 30 percent from February,” said MAAR President Greg Renfrow. “So, the market is getting a lot more active as we go into spring.”

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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