



## Memphis Area Home Sales Report

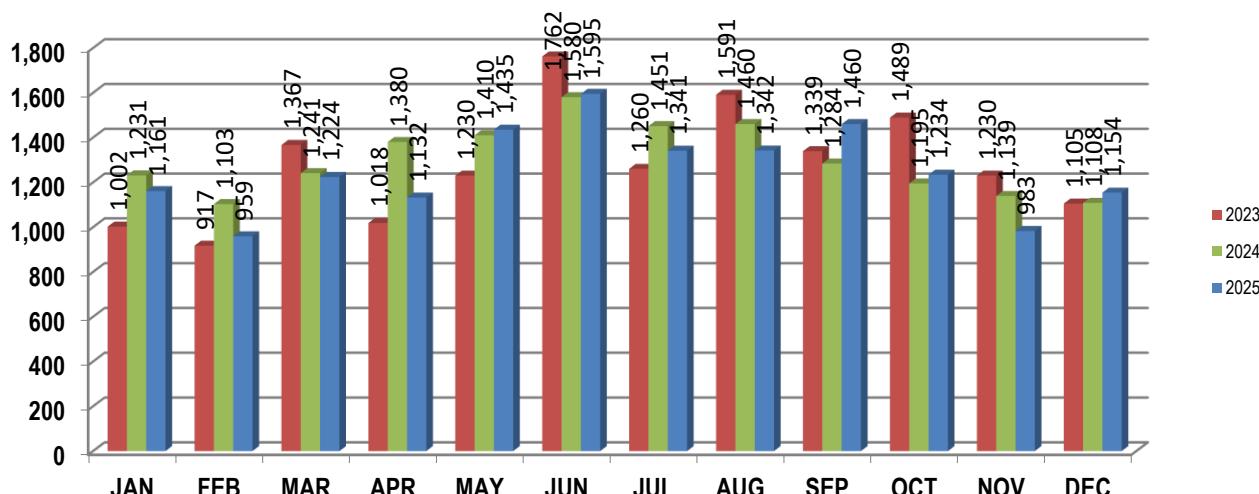
December 2025

### Sales Summary

	December Total Sales			YTD Total Sales		
	2025	2024	% change	2025	2024	% change
Units	1,154	1,126	2.5%	15,047	15,697	-4.1%
Median Sales Price	\$227,700	\$195,000	16.8%	\$224,250	\$210,000	6.8%
Average Sales Price	\$274,534	\$250,782	9.5%	\$274,658	\$267,773	2.6%

	December Existing Sales			YTD Existing Sales		
	2025	2024	% change	2025	2024	% change
Units	1,072	1,054	1.7%	14,244	14,808	-3.8%
Median Sales Price	\$212,250	\$185,000	14.7%	\$214,425	\$197,528	8.6%
Average Sales Price	\$258,349	\$236,032	9.5%	\$263,451	\$255,280	3.2%
	December New Home Sales			YTD New Home Sales		
	2025	2024	% change	2025	2024	% change
Units	82	72	13.9%	803	889	-9.7%
Median Sales Price	\$430,866	\$443,025	-2.7%	\$426,017	\$430,000	-0.9%
Average Sales Price	\$486,124	\$466,705	4.2%	\$473,457	\$475,865	-0.5%
	December Bank Sales			YTD Bank Sales*		
	2025	2024	% change	2025	2024	% change
Units	10	7	42.9%	168	132	27.3%
Median Sales Price	\$76,750	\$146,000	-47.4%	\$122,350	\$131,000	-6.6%
Average Sales Price	\$99,940	\$153,326	-34.8%	\$177,561	\$158,707	11.9%
	December Non-Bank Sales			YTD Non-Bank Sales		
	2025	2024	% change	2025	2024	% change
Units	1,144	1,119	2.2%	14,879	15,565	-4.4%
Median Sales Price	\$229,250	\$196,000	17.0%	\$225,000	\$210,000	7.1%
Average Sales Price	\$276,060	\$251,392	9.8%	\$275,755	\$268,698	2.6%

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.





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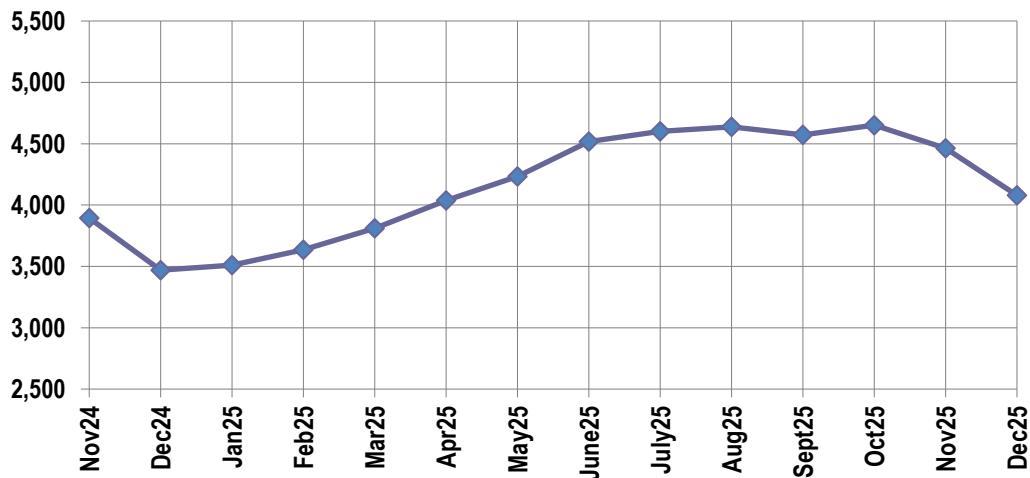
December 2025

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

Active Listings		
	Units	Ave. List Price
Single Family	3,733	\$377,902
Condo/Co-op	288	\$255,127
Duplex	57	\$193,368
Market Total	4,078	\$364,533

Pending Sales		
	Units	Ave. List Price
Single Family	912	\$320,140
Condo/Co-op	48	\$186,266
Duplex	19	\$163,673
Market Total	979	\$310,539

	December Foreclosure Actions			YTD Foreclosure Actions		
	2025	2024	% change	2025	2024	% change
Total	33	27	22.2%	467	388	20.4%



### Inventory

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
Nov-24	3,893	Nov-25	4,462
Dec-24	3,469	Dec-26	4,078

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Frayer	Units	72	70	2.9%	71	70	1.4%	1			1	1	0.0%
	Median Sales Price	\$94,321	\$92,000	2.5%	\$93,642	\$92,000	1.8%						
	Ave. Sales Price	\$114,666	\$102,366	12.0%	\$113,612	\$102,366	11.0%	\$189,500			\$88,000	\$20,000	340.0%
Raleigh/ Cov. Pike	Units	44	59	-25.4%	44	59	-25.4%					1	
	Median Sales Price	\$158,500	140,000	13.2%	\$158,500	140,000	13.2%						
	Ave. Sales Price	\$155,313	\$147,769	5.1%	\$155,313	\$147,769	5.1%					\$165,000	
Downtown	Units	26	32	-18.8%	25	28	-10.7%	1	4	-75.0%	1		
	Median Sales Price	\$187,500	\$113,500	65.2%	\$190,000	\$80,000	137.5%		\$147,500				
	Ave. Sales Price	\$212,806	\$253,963	-16.2%	\$214,758	\$270,172	-20.5%	\$164,000	\$140,500	16.7%	\$60,000		
Midtown	Units	69	74	-6.8%	67	74	-9.5%	2			1	1	0.0%
	Median Sales Price	\$198,500	\$122,500	62.0%	\$192,500	\$122,500	57.1%						
	Ave. Sales Price	\$245,398	\$160,197	53.2%	\$240,843	\$160,197	50.3%	\$398,000			\$32,501	\$9,000	261.1%
S. Memphis	Units	81	83	-2.4%	79	81	-2.5%	2	2	0.0%	2		
	Median Sales Price	\$67,000	\$78,136	-14.3%	\$66,000	\$75,000	-12.0%						
	Ave. Sales Price	\$78,477	\$108,725	-27.8%	\$75,489	\$105,484	-28.4%	\$196,500	\$240,000	-18.1%	\$40,750		
Bercilia/ Highland Heights	Units	39	51	-23.5%	39	51	-23.5%						
	Median Sales Price	\$85,000	\$100,000	-15.0%	\$85,000	\$100,000	-15.0%						
	Ave. Sales Price	\$102,846	\$112,495	-8.6%	\$102,846	\$112,495	-8.6%						
E. Memphis	Units	184	176	4.5%	182	174	4.6%	2	2	0.0%			
	Median Sales Price	\$243,500	\$182,500	33.4%	\$243,500	\$179,950	35.3%						
	Ave. Sales Price	\$288,412	\$242,228	19.1%	\$287,886	\$241,880	19.0%	\$336,345	\$272,500	23.4%			
Whitehaven	Units	73	69	5.8%	69	68	1.5%	4	1	300.0%	1		
	Median Sales Price	\$134,900	\$114,000	18.3%	\$130,000	\$112,500	15.6%	\$155,000					
	Ave. Sales Price	\$132,090	\$121,403	8.8%	\$130,762	\$117,526	11.3%	\$155,000	\$385,000	-59.7%	\$200,900		
Parkway Village/ Oakhaven	Units	40	39	2.6%	39	37	5.4%	1	2	-50.0%	1		
	Median Sales Price	\$134,019	\$121,000	10.8%	\$130,139	\$120,000	8.4%						
	Ave. Sales Price	\$131,788	\$125,715	4.8%	\$130,039	\$122,511	6.1%	\$200,000	\$185,000	8.1%	\$83,000		
Hickory Hill	Units	61	74	-17.6%	60	72	-16.7%	1	2	-50.0%	1		
	Median Sales Price	\$180,000	\$185,000	-2.7%	\$179,000	\$185,000	-3.2%						
	Ave. Sales Price	\$176,627	\$192,963	-8.5%	\$173,038	\$187,075	-7.5%	\$392,000	\$404,920	-3.2%	\$123,000		
Southwind	Units	3	8	-62.5%	3	8	-62.5%						
	Median Sales Price	\$715,000	\$272,500	162.4%	\$715,000	\$272,500	162.4%						
	Ave. Sales Price	\$638,167	\$335,364	90.3%	\$638,167	\$335,364	90.3%						

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2025	2024	% change	2025	2024	% change	2025	2024	% change	2025	2024	% change
Cordova	Units	106	108	-1.9%	100	106	-5.7%	6	2	200.0%	1		
	Median Sales Price	\$275,000	\$265,500	3.6%	\$272,000	\$265,000	2.6%	\$348,917					
	Ave. Sales Price	\$302,631	\$294,994	2.6%	\$294,640	\$289,772	1.7%	\$435,818	\$571,721	-23.8%	\$260,000		
Bartlett	Units	65	70	-7.1%	62	65	-4.6%	3	5	-40.0%		1	
	Median Sales Price	\$321,750	\$323,000	-0.4%	\$317,875	\$299,999	6.0%	\$479,080	\$478,539	0.1%			
	Ave. Sales Price	\$324,904	\$317,282	2.4%	\$320,044	\$308,056	3.9%	\$425,343	\$437,228	-2.7%		\$320,283	
Gtown	Units	46	46	0.0%	46	46	0.0%						
	Median Sales Price	\$465,000	\$445,000	4.5%	\$465,000	\$445,000	4.5%						
	Ave. Sales Price	\$496,672	\$535,479	-7.2%	\$496,672	\$535,479	-7.2%						
Collierville	Units	59	49	20.4%	51	32	59.4%	8	17	-52.9%			
	Median Sales Price	\$495,000	\$520,000	-4.8%	\$460,000	\$457,450	0.6%	\$1,083,315	\$569,620	90.2%			
	Ave. Sales Price	\$636,645	\$564,435	12.8%	\$571,804	\$488,994	16.9%	\$1,057,381	\$706,442	49.7%			
Lakeland	Units	16	7	128.6%	14	6	133.3%	2	1	100.0%			
	Median Sales Price	\$545,450	\$745,000	-26.8%	\$510,000	\$632,500	-19.4%						
	Ave. Sales Price	\$582,862	\$681,143	-14.4%	\$576,964	\$653,000	-11.6%	\$630,450	\$850,000	-25.8%			
Arlington	Units	26	22	18.2%	13	17	-23.5%	13	5	160.0%			
	Median Sales Price	\$479,975	\$457,106	5.0%	\$445,000	\$429,900	3.5%	\$535,770	\$521,810	2.7%			
	Ave. Sales Price	\$471,869	\$441,363	6.9%	\$432,258	\$418,594	3.3%	\$511,481	\$518,778	-1.4%			
Millington	Units	21	10	110.0%	13	7	85.7%	8	3	166.7%		1	
	Median Sales Price	\$299,990	\$321,745	-6.8%	\$250,000	\$323,500	-22.7%	\$335,990	\$319,990	5.0%			
	Ave. Sales Price	\$383,844	\$333,647	15.0%	\$316,215	\$335,643	-5.8%	\$493,741	\$328,990	50.1%		\$323,500	
Shelby County	Units	1,014	1,017	-0.3%	960	971	-1.1%	54	46	17.4%	9	5	80.0%
	Median Sales Price	\$205,000	\$180,000	13.9%	\$199,950	\$175,000	14.3%	\$442,073	\$497,260	-11.1%	\$83,000	\$165,000	-49.7%
	Ave. Sales Price	\$266,221	\$240,138	10.9%	\$252,407	\$227,908	10.7%	\$511,801	\$498,300	2.7%	\$103,211	\$167,557	-38.4%
Fayette County	Units	78	60	30.0%	50	38	31.6%	28	22	27.3%		1	
	Median Sales Price	\$359,900	\$343,945	4.6%	\$325,000	\$314,000	3.5%	\$404,970	\$389,543	4.0%			
	Ave. Sales Price	\$394,757	\$378,937	4.2%	\$371,323	\$357,213	4.0%	\$436,603	\$416,460	4.8%		\$89,500	
Tipton County	Units	62	49	26.5%	62	45	37.8%		4		1	1	0.0%
	Median Sales Price	\$267,450	\$298,000	-10.3%	\$267,450	\$285,000	-6.2%		\$425,116				
	Ave. Sales Price	\$259,232	\$314,775	-17.6%	\$259,232	\$309,002	-16.1%		\$379,718		\$70,500	\$146,000	-51.7%

		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
Frayer	Units	945	1,004	-5.9%	928	998	-7.0%	17	6	183.3%	7	8	-12.5%
	Median Sales Price	\$100,000	\$94,250	6.1%	\$98,000	\$94,000	4.3%	\$165,000	\$165,000	0.0%	\$65,000	\$72,275	-10.1%
	Ave. Sales Price	\$112,279	\$107,265	4.7%	\$111,156	\$106,946	3.9%	\$173,576	\$160,267	8.3%	\$64,857	\$95,106	-31.8%
Raleigh/ Cov. Pike	Units	688	823	-16.4%	688	819	-16.0%	4			11	9	22.2%
	Median Sales Price	\$160,000	\$143,100	11.8%	\$160,000	\$143,000	11.9%		\$210,300		\$150,000	\$140,000	7.1%
	Ave. Sales Price	\$159,508	\$148,524	7.4%	\$159,508	\$148,199	7.6%		\$215,150		\$155,938	\$135,545	15.0%
Downtown	Units	355	391	-9.2%	343	384	-10.7%	12	7	71.4%	7	2	250.0%
	Median Sales Price	\$225,000	\$165,000	36.4%	\$225,000	\$170,000	32.4%	\$224,750	\$155,000	45.0%	\$86,200		
	Ave. Sales Price	\$251,551	\$232,028	8.4%	\$253,064	\$233,179	8.5%	\$208,292	\$168,929	23.3%	\$139,314	\$29,950	365.2%
Midtown	Units	815	856	-4.8%	810	851	-4.8%	5	5	0.0%	14	9	55.6%
	Median Sales Price	\$175,000	\$175,075	0.0%	\$175,000	\$175,150	-0.1%	\$240,000	\$170,000	41.2%	\$116,750	\$107,000	9.1%
	Ave. Sales Price	\$219,253	\$214,645	2.1%	\$218,309	\$214,936	1.6%	\$372,200	\$165,100	125.4%	\$121,014	\$127,830	-5.3%
S. Memphis	Units	938	1,105	-15.1%	921	1,079	-14.6%	17	26	-34.6%	23	20	15.0%
	Median Sales Price	\$68,000	\$71,000	-4.2%	\$67,000	\$70,000	-4.3%	\$203,635	\$161,000	26.5%	\$57,000	\$55,000	3.6%
	Ave. Sales Price	\$82,280	\$83,567	-1.5%	\$80,050	\$81,301	-1.5%	\$203,114	\$177,612	14.4%	\$67,337	\$75,400	-10.7%
Bercilia/ Highland Heights	Units	559	670	-16.6%	556	659	-15.6%	3	11	-72.7%	5	5	0.0%
	Median Sales Price	\$101,000	\$100,000	1.0%	\$100,500	\$100,000	0.5%	\$165,000	\$155,000	6.5%	\$92,000	\$69,000	33.3%
	Ave. Sales Price	\$110,538	\$106,331	4.0%	\$110,190	\$105,170	4.8%	\$175,000	\$175,850	-0.5%	\$85,300	\$84,838	0.5%
E. Memphis	Units	2,369	2,439	-2.9%	2,345	2,412	-2.8%	24	27	-11.1%	18	15	20.0%
	Median Sales Price	\$222,000	\$215,000	3.3%	\$220,000	\$215,000	2.3%	\$470,095	\$215,000	118.6%	\$118,950	\$159,900	-25.6%
	Ave. Sales Price	\$292,506	\$290,889	0.6%	\$290,310	\$289,906	0.1%	\$507,029	\$378,644	33.9%	\$180,914	\$189,162	-4.4%
Whitehaven	Units	852	897	-5.0%	838	886	-5.4%	14	11	27.3%	18	9	100.0%
	Median Sales Price	\$119,400	\$115,000	3.8%	\$117,750	\$114,400	2.9%	\$160,000	\$195,500	-18.2%	\$86,500	\$120,000	-27.9%
	Ave. Sales Price	\$122,533	\$121,498	0.9%	\$121,642	\$120,220	1.2%	\$175,821	\$224,509	-21.7%	\$92,979	\$135,427	-31.3%
Parkway Village/ Oakhaven	Units	452	510	-11.4%	445	502	-11.4%	7	8	-12.5%	4	4	0.0%
	Median Sales Price	\$122,250	\$125,000	-2.2%	\$120,000	\$122,450	-2.0%	\$200,000	\$185,000	8.1%	\$102,500	\$107,750	-4.9%
	Ave. Sales Price	\$125,823	\$126,958	-0.9%	\$124,679	\$126,189	-1.2%	\$198,571	\$175,250	13.3%	\$105,750	\$105,375	0.4%
Hickory Hill	Units	861	930	-7.4%	838	897	-6.6%	23	33	-30.3%	12	13	-7.7%
	Median Sales Price	\$192,000	\$185,000	3.8%	\$188,156	\$180,000	4.5%	\$389,900	\$385,000	1.3%	\$137,500	\$177,000	-22.3%
	Ave. Sales Price	\$191,655	\$193,226	-0.8%	\$186,207	\$186,177	0.0%	\$390,157	\$384,804	1.4%	\$154,848	\$175,923	-12.0%
Southwind	Units	83	67	23.9%	81	67	20.9%	2			2		
	Median Sales Price	\$315,000	\$345,012	-8.7%	\$315,000	\$345,012	-8.7%						
	Ave. Sales Price	\$386,233	\$460,228	-16.1%	\$383,870	\$460,228	-16.6%	\$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	1,456	1,449	0.5%	1,416	1,394	1.6%	40	55	-27.3%	16	5	220.0%
	Median Sales Price	\$269,100	\$270,000	-0.3%	\$265,000	\$265,000	0.0%	\$389,146	\$387,500	0.4%	\$246,450	\$215,000	14.6%
	Ave. Sales Price	\$296,679	\$301,596	-1.6%	\$292,430	\$297,058	-1.6%	\$447,099	\$416,631	7.3%	\$273,824	\$221,800	23.5%
Barlett	Units	833	843	-1.2%	795	799	-0.5%	38	44	-13.6%	7	4	75.0%
	Median Sales Price	\$312,910	\$310,000	0.9%	\$310,000	\$303,950	2.0%	\$344,900	\$363,630	-5.2%	\$365,000	\$285,600	27.8%
	Ave. Sales Price	\$325,889	\$319,906	1.9%	\$323,700	\$315,214	2.7%	\$371,697	\$405,109	-8.2%	\$339,239	\$280,371	21.0%
Gtown	Units	712	646	10.2%	697	641	8.7%	15	5	200.0%	4	2	100.0%
	Median Sales Price	\$460,000	\$459,000	0.2%	\$455,000	\$459,000	-0.9%	\$1,175,000	\$1,250,000	-6.0%	\$492,500		
	Ave. Sales Price	\$539,357	\$543,503	-0.8%	\$524,165	\$537,463	-2.5%	\$1,245,309	\$1,317,800	-5.5%	\$479,028	\$449,250	6.6%
Collierville	Units	838	875	-4.2%	737	703	4.8%	101	172	-41.3%	5	2	150.0%
	Median Sales Price	\$520,000	\$529,950	-1.9%	\$498,000	\$487,000	2.3%	\$599,950	\$644,411	-6.9%	\$407,000		
	Ave. Sales Price	\$570,903	\$578,533	-1.3%	\$548,213	\$546,294	0.4%	\$736,474	\$710,302	3.7%	\$560,900	\$553,950	1.3%
Lakeland	Units	247	270	-8.5%	228	226	0.9%	19	44	-56.8%		2	
	Median Sales Price	\$475,000	\$444,500	6.9%	\$444,950	\$390,000	14.1%	\$629,900	\$635,000	-0.8%			
	Ave. Sales Price	\$511,871	\$477,589	7.2%	\$500,627	\$445,858	12.3%	\$646,799	\$640,567	1.0%		\$265,500	
Arlington	Units	299	293	2.0%	207	209	-1.0%	92	84	9.5%		3	
	Median Sales Price	\$457,000	\$480,000	-4.8%	\$425,000	\$435,000	-2.3%	\$537,217	\$526,525	2.0%		\$250,000	
	Ave. Sales Price	\$461,951	\$479,709	-3.7%	\$430,407	\$456,605	-5.7%	\$532,923	\$537,196	-0.8%		\$283,300	
Millington	Units	265	267	-0.7%	185	205	-9.8%	80	62	29.0%	3	3	0.0%
	Median Sales Price	\$273,000	\$245,000	11.4%	\$220,000	\$200,000	10.0%	\$326,490	\$314,995	3.6%	\$208,000	\$141,750	46.7%
	Ave. Sales Price	\$273,080	\$244,189	11.8%	\$242,270	\$221,879	9.2%	\$344,329	\$317,958	8.3%	\$167,667	\$178,417	-6.0%
Shelby County	Units	13,379	14,091	-5.1%	12,870	13,498	-4.7%	509	593	-14.2%	154	113	36.3%
	Median Sales Price	\$210,000	\$195,000	7.7%	\$200,000	\$186,250	7.4%	\$437,035	\$489,950	-10.8%	\$120,000	\$132,000	-9.1%
	Ave. Sales Price	\$266,462	\$258,542	3.1%	\$257,376	\$247,840	3.8%	\$496,183	\$502,133	-1.2%	\$174,193	\$157,413	10.7%
Fayette County	Units	848	835	1.6%	547	570	-4.0%	251	227	10.6%	1	11	-90.9%
	Median Sales Price	\$365,000	\$365,000	0.0%	\$344,500	\$355,600	-3.1%	\$390,990	\$379,900	2.9%		\$129,000	
	Ave. Sales Price	\$405,111	\$423,319	-4.3%	\$393,388	\$426,379	-7.7%	\$437,388	\$426,700	2.5%	\$393,000	\$188,400	108.6%
Tipton County	Units	821	771	6.5%	715	657	8.8%	44	69	-36.2%	13	8	62.5%
	Median Sales Price	\$262,000	\$265,000	-1.1%	\$250,000	\$255,000	-2.0%	\$449,950	\$390,000	15.4%	\$170,000	\$148,000	14.9%
	Ave. Sales Price	\$274,982	\$268,023	2.6%	\$266,214	\$250,110	6.4%	\$439,650	\$411,857	6.7%	\$200,892	\$136,150	47.6%



# NEWS RELEASE

FOR IMMEDIATE RELEASE

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## December Market Report

MEMPHIS, Tenn., Jan. 12, 2026 – Memphis-area home sales for December increased 2.5 percent from a year ago, with 1,154 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were up 17.4 percent from November, when there were 983 total sales. The average sales price from December to December increased 9.5 percent, to \$274,534. Inventory decreased 8.6 percent, with 4,078 units listed for sale. December average DOM was 56, a 1.8 percent increase from the previous month. Sales volume YTD decreased 1.7 percent, to \$4.13 billion.

### December Comparison

	2025	2024	% Change
<b>Total Home Sales</b>	1,154	1,126	2.5%
<b>Median Sales Price</b>	\$227,700	\$195,000	16.8%
<b>Average Sales Price</b>	\$274,534	\$250,782	9.5%
<b>Monthly Sales Volume</b>	\$316.8 million	\$282.4 million	12.2%

### Year-to-Date Comparison

	2025	2024	% Change
<b>Total Home Sales</b>	15,047	15,697	-4.1%
<b>Median Sales Price</b>	\$224,250	\$210,000	6.8%
<b>Average Sales Price</b>	\$274,658	\$267,773	2.1%
<b>Sales Volume</b>	\$4.13 billion	\$4.20 billion	-1.7%

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

“It was a pretty strong December, with the metrics up across the board compared to 2024,” said MAAR’s 2025 President Greg Renfrow. “For the year, median sales price rose 6.8 percent, and average sales price 2.1 percent.”

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](http://www.maar.org).

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