

Sales Summary

	January Total Sales			YTD Total Sales		
	2026	2025	% change	2026	2025	% change
Units	765	1,168	-34.5%	765	1,168	-34.5%
Median Sales Price	\$200,000	\$190,000	5.3%	\$200,000	\$190,000	5.3%
Average Sales Price	\$236,238	\$249,999	-5.5%	\$236,238	\$249,999	-5.5%

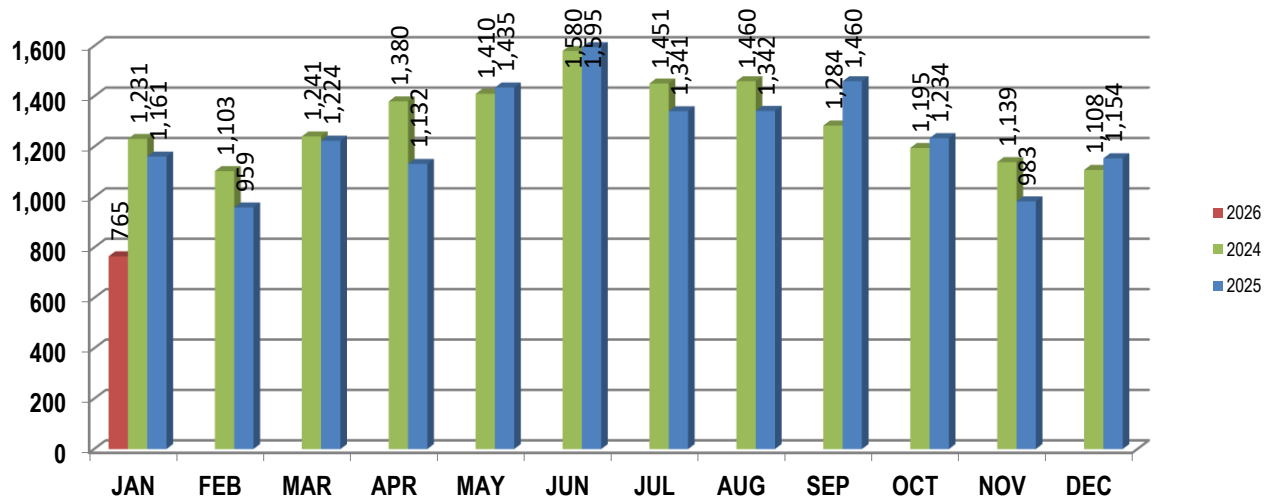
	January Existing Sales			YTD Existing Sales		
	2026	2025	% change	2026	2025	% change
Units	736	1,112	-33.8%	736	1,112	-33.8%
Median Sales Price	\$197,950	\$184,150	7.5%	\$197,950	\$184,150	7.5%
Average Sales Price	\$229,299	\$238,337	-3.8%	\$229,299	\$238,337	-3.8%

	January New Home Sales			YTD New Home Sales		
	2026	2025	% change	2026	2025	% change
Units	29	56	-48.2%	29	56	-48.2%
Median Sales Price	\$373,636	\$443,772	-15.8%	\$373,636	\$443,772	-15.8%
Average Sales Price	\$412,344	\$481,587	-14.4%	\$412,344	\$481,587	-14.4%

	January Bank Sales			YTD Bank Sales*		
	2026	2025	% change	2026	2025	% change
Units	19	14	35.7%	19	14	35.7%
Median Sales Price	\$186,000	\$161,750	15.0%	\$186,000	\$161,750	15.0%
Average Sales Price	\$199,776	\$246,225	-18.9%	\$199,776	\$246,225	-18.9%

	January Non-Bank Sales			YTD Non-Bank Sales		
	2026	2025	% change	2026	2025	% change
Units	746	1,154	-35.4%	746	1,154	-35.4%
Median Sales Price	\$200,000	\$190,000	5.3%	\$200,000	\$190,000	5.3%
Average Sales Price	\$237,166	\$250,045	-5.2%	\$237,166	\$250,045	-5.2%

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.

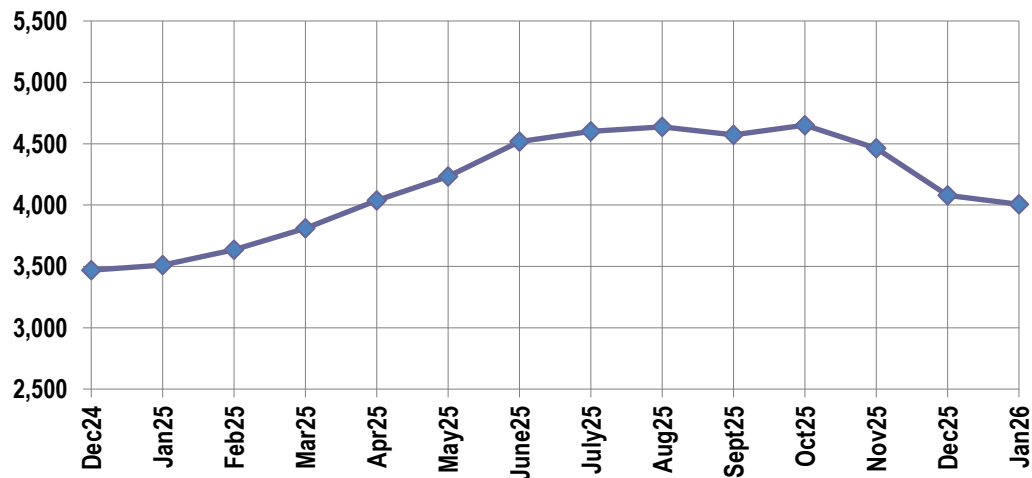


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	3,666	\$365,295
Condo/Co-op	277	\$225,116
Duplex	64	\$188,140
Market Total	4,007	\$352,775

Pending Sales		
	Units	Ave. List Price
Single Family	1,111	\$334,830
Condo/Co-op	46	\$167,339
Duplex	23	\$157,208
Market Total	1,180	\$324,838

	January Foreclosure Actions			YTD Foreclosure Actions		
	2026	2025	% change	2026	2025	% change
Total	26	34	-23.5%	26	34	-23.5%



Inventory

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-25	4,078
Jan-25	3,511	Jan-26	4,007

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2026	2025	% change	2026	2025	% change	2026	2025	% change	2026	2025	% change
Fraser	Units	59	89	-33.7%	56	89	-37.1%	3				1	
	Median Sales Price	\$100,000	\$106,000	-5.7%	\$92,500	\$106,000	-12.7%	\$165,000					
	Ave. Sales Price	\$117,291	\$109,673	6.9%	\$114,354	\$109,673	4.3%	\$172,133				\$65,000	
Raleigh/ Cov. Pike	Units	24	62	-61.3%	24	62	-61.3%				1	1	0.0%
	Median Sales Price	\$124,250	146,000	-14.9%	\$124,250	146,000	-14.9%						
	Ave. Sales Price	\$136,250	\$150,490	-9.5%	\$136,250	\$150,490	-9.5%				\$111,300	\$245,000	-54.6%
Downtown	Units	18	15	20.0%	17	23	-26.1%	1	2	-50.0%			
	Median Sales Price	\$302,500	\$110,000	175.0%	\$325,000	\$109,000	198.2%						
	Ave. Sales Price	\$272,902	\$167,522	62.9%	\$275,308	\$168,133	63.7%	\$232,000	\$160,500	44.5%			
Midtown	Units	59	64	-7.8%	58	63	-7.9%	1	1		1	2	-50.0%
	Median Sales Price	\$220,000	\$165,750	32.7%	\$219,500	\$160,000	37.2%						
	Ave. Sales Price	\$212,647	\$187,585	13.4%	\$208,123	\$186,753	11.4%	\$475,000	\$240,000	97.9%	\$25,000	\$139,200	-82.0%
S. Memphis	Units	52	85	-38.8%	51	81	-37.0%	1	4	-75.0%	1	1	0.0%
	Median Sales Price	\$65,950	\$82,500	-20.1%	\$65,000	\$67,000	-3.0%		\$206,850				
	Ave. Sales Price	\$71,065	\$90,462	-21.4%	\$70,263	\$84,624	-17.0%	\$112,000	\$208,675	-46.3%	\$75,000	\$103,000	-27.2%
Berclair/ Highland Heights	Units	29	50	-42.0%	29	49	-40.8%		1				
	Median Sales Price	\$80,000	\$120,000	-33.3%	\$80,000	\$120,000	-33.3%						
	Ave. Sales Price	\$100,250	\$111,819	-10.3%	\$100,250	\$110,122	-9.0%		\$195,000				
E. Memphis	Units	100	205	-51.2%	100	204	-51.0%		1		4		
	Median Sales Price	\$196,250	\$208,000	-5.6%	\$196,250	\$207,500	-5.4%				\$110,000		
	Ave. Sales Price	\$250,160	\$253,867	-1.5%	\$250,160	\$250,944	-0.3%		\$850,000		\$108,500		
Whitehaven	Units	59	81	-27.2%	59	80	-26.3%		1		1	2	-50.0%
	Median Sales Price	\$125,000	\$110,000	13.6%	\$125,000	\$109,900	13.7%						
	Ave. Sales Price	\$130,061	\$120,381	8.0%	\$130,061	\$119,442	8.9%		\$195,500		\$68,100	\$104,125	-34.6%
Parkway Village/ Oakhaven	Units	18	40	-55.0%	17	39	-56.4%	1	1	0.0%			
	Median Sales Price	\$124,500	\$126,900	-1.9%	\$110,000	\$125,000	-12.0%						
	Ave. Sales Price	\$129,547	\$129,988	-0.3%	\$128,638	\$127,550	0.9%	\$145,000	\$225,000	-35.6%			
Hickory Hill	Units	56	63	-11.1%	55	60	-8.3%	1	3	-66.7%	3	3	0.0%
	Median Sales Price	\$174,950	\$201,000	-13.0%	\$174,900	\$197,950	-11.6%		\$389,900		\$205,100	\$152,000	34.9%
	Ave. Sales Price	\$179,596	\$211,381	-15.0%	\$175,226	\$201,621	-13.1%	\$419,900	\$406,595	3.3%	\$222,617	\$163,167	36.4%
Southwind	Units	3	7	-57.1%	3	7	-57.1%						
	Median Sales Price	\$525,000	\$280,000	87.5%	\$525,000	\$280,000	87.5%						
	Ave. Sales Price	\$465,333	\$291,414	59.7%	\$465,333	\$291,414	59.7%						

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2026	2025	% change	2026	2025	% change	2026	2025	% change	2026	2025	% change
Cordova	Units	76	108	-29.6%	73	107	-31.8%	3	1	200.0%	5		
	Median Sales Price	\$260,250	\$264,875	-1.7%	\$255,000	\$264,750	-3.7%	\$349,900			\$260,500		
	Ave. Sales Price	\$283,717	\$301,946	-6.0%	\$281,132	\$301,431	-6.7%	\$346,617	\$357,000	-2.9%	\$304,100		
Bartlett	Units	40	58	-31.0%	40	57	-29.8%		1			2	
	Median Sales Price	\$297,950	\$295,000	1.0%	\$297,950	\$295,000	1.0%						
	Ave. Sales Price	\$301,146	\$311,888	-3.4%	\$301,146	\$311,046	-3.2%		\$359,900			\$351,500	
G'town	Units	25	41	-39.0%	25	41	-39.0%					1	
	Median Sales Price	\$375,000	\$415,000	-9.6%	\$375,000	\$415,000	-9.6%						
	Ave. Sales Price	\$405,272	\$453,496	-10.6%	\$405,272	\$453,496	-10.6%					\$405,000	
Collierville	Units	38	49	-22.4%	37	37	0.0%	1	12	-91.7%	1	1	0.0%
	Median Sales Price	\$397,500	\$564,630	-29.6%	\$395,000	\$500,000	-21.0%		\$707,568				
	Ave. Sales Price	\$454,667	\$636,384	-28.6%	\$440,997	\$597,500	-26.2%	\$960,471	\$756,277	27.0%	\$388,000	\$950,000	-59.2%
Lakeland	Units	9	20	-55.0%	8	18	-55.6%	1	2	-50.0%			
	Median Sales Price	\$325,950	\$346,750	-6.0%	\$322,975	\$332,500	-2.9%						
	Ave. Sales Price	\$392,395	\$441,930	-11.2%	\$351,231	\$423,000	-17.0%	\$721,702	\$612,300	17.9%			
Arlington	Units	16	22	-27.3%	13	17	-23.5%	3	5	-40.0%			
	Median Sales Price	\$377,000	\$505,185	-25.4%	\$330,000	\$465,000	-29.0%	\$450,000	\$568,285	-20.8%			
	Ave. Sales Price	\$406,725	\$491,494	-17.2%	\$380,531	\$466,943	-18.5%	\$520,233	\$574,970	-9.5%			
Millington	Units	15	12	25.0%	12	10	20.0%	3	2	50.0%			
	Median Sales Price	\$165,000	\$186,250	-11.4%	\$139,950	\$182,500	-23.3%	\$351,990					
	Ave. Sales Price	\$192,191	\$208,543	-7.8%	\$156,408	\$184,697	-15.3%	\$335,323	\$327,770	2.3%			
Shelby County	Units	692	1,065	-35.0%	673	1,028	-34.5%	19	37	-48.6%	17	14	21.4%
	Median Sales Price	\$196,035	\$180,000	8.9%	\$194,000	\$175,000	10.9%	\$351,990	\$515,370	-31.7%	\$165,900	\$161,750	2.6%
	Ave. Sales Price	\$225,198	\$239,852	-6.1%	\$220,874	\$230,364	-4.1%	\$378,368	\$503,465	-24.8%	\$193,515	\$246,225	-21.4%
Fayette County	Units	43	59	-27.1%	34	43	-20.9%	9	16	-43.8%	1		
	Median Sales Price	\$363,535	\$390,000	-6.8%	\$324,000	\$360,000	-10.0%	\$398,900	\$440,229	-9.4%			
	Ave. Sales Price	\$372,641	\$425,986	-12.5%	\$344,176	\$418,570	-17.8%	\$480,176	\$445,916	7.7%	\$186,000		
Tipton County	Units	30	44	-31.8%	29	41	-29.3%	1	3	-66.7%	1		
	Median Sales Price	\$247,500	\$247,500	0.0%	\$245,000	\$240,000	2.1%		\$399,900				
	Ave. Sales Price	\$295,373	\$259,610	13.8%	\$290,131	\$249,218	16.4%	\$447,400	\$401,633	11.4%	\$320,000		



NEWS RELEASE

FOR IMMEDIATE RELEASE

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January Market Report

MEMPHIS, Tenn., Feb. 11, 2026 – Memphis-area home sales for January decreased 34.5 percent from a year ago, with 765 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were down 33.7 percent from December, when there were 1,154 total sales. The average sales price from January to January decreased 5.5 percent, to \$236,238. Inventory decreased 1.7 percent, with 4,007 units listed for sale. January average DOM was 64, a 14.3 percent increase from the previous month. Sales volume YTD decreased 38.1 percent, to \$180.7 million.

January Comparison

	2026	2025	% Change
Total Home Sales	765	1,168	-34.5%
Median Sales Price	\$200,000	\$190,000	5.3%
Average Sales Price	\$236,238	\$249,999	-5.5%
Monthly Sales Volume	\$180.7 million	\$292.0 million	-38.1%

Year-to-Date Comparison

	2026	2025	% Change
Total Home Sales	765	1,168	-34.5%
Median Sales Price	\$200,000	\$190,000	5.3%
Average Sales Price	\$236,238	\$249,999	-5.5%
Sales Volume	\$180.7 million	\$292.0 million	-38.1%

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

“The ice storm had a major impact on business for everyone,” said MAAR President Tim O’Hare. “January is slow anyway, but people could not get out and that just stopped everything.”

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.

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