

Sales Summary

	March Total Sales			YTD Total Sales		
	2026	2025	% change	2026	2025	% change
Units	1,206	1,227	-1.7%	2,985	3,357	-11.1%
Median Sales Price	\$223,000	\$225,000	-0.9%	\$210,000	\$205,000	2.4%
Average Sales Price	\$276,266	\$271,181	1.9%	\$261,255	\$254,112	2.8%

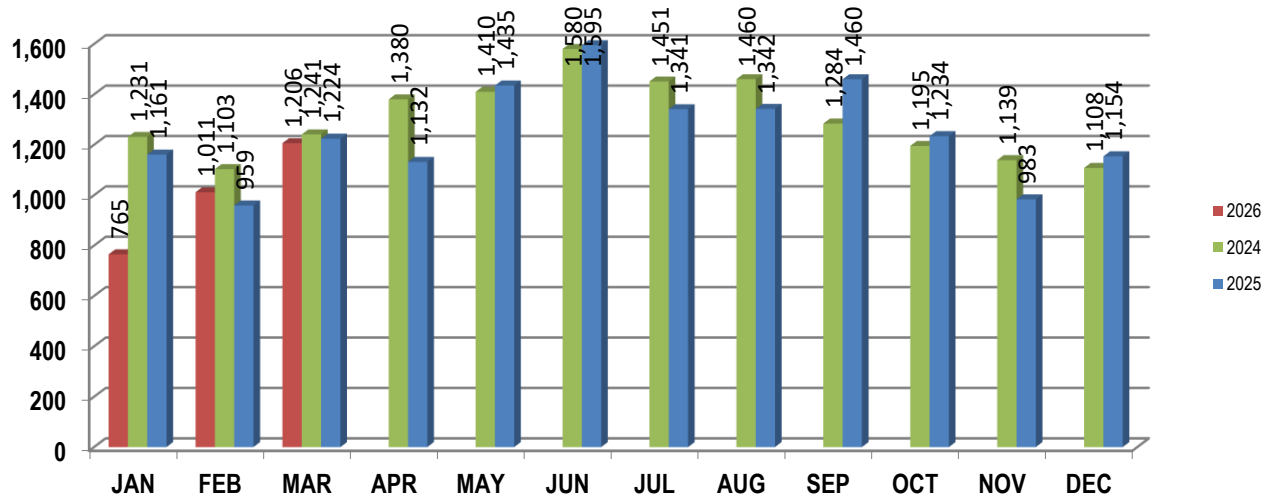
	March Existing Sales			YTD Existing Sales		
	2026	2025	% change	2026	2025	% change
Units	1,158	1,156	0.2%	2,857	3,172	-9.9%
Median Sales Price	\$210,000	\$215,000	-2.3%	\$205,000	\$192,000	6.8%
Average Sales Price	\$263,772	\$256,359	2.9%	\$250,094	\$241,926	3.4%

	March New Home Sales			YTD New Home Sales		
	2026	2025	% change	2026	2025	% change
Units	48	71	-32.4%	128	185	-30.8%
Median Sales Price	\$477,425	\$449,950	6.1%	\$419,925	\$429,000	-2.1%
Average Sales Price	\$577,676	\$512,521	12.7%	\$510,369	\$463,060	10.2%

	March Bank Sales			YTD Bank Sales*		
	2026	2025	% change	2026	2025	% change
Units	22	15	46.7%	54	43	25.6%
Median Sales Price	\$133,500	\$210,000	-36.4%	\$147,500	\$171,500	-14.0%
Average Sales Price	\$234,368	\$214,130	9.5%	\$196,909	\$208,823	-5.7%

	March Non-Bank Sales			YTD Non-Bank Sales		
	2026	2025	% change	2026	2025	% change
Units	1,184	1,212	-2.3%	2,931	3,314	-11.6%
Median Sales Price	\$225,000	\$226,750	-0.8%	\$215,000	\$205,000	4.9%
Average Sales Price	\$277,044	\$271,887	1.9%	\$262,440	\$254,700	3.0%

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.

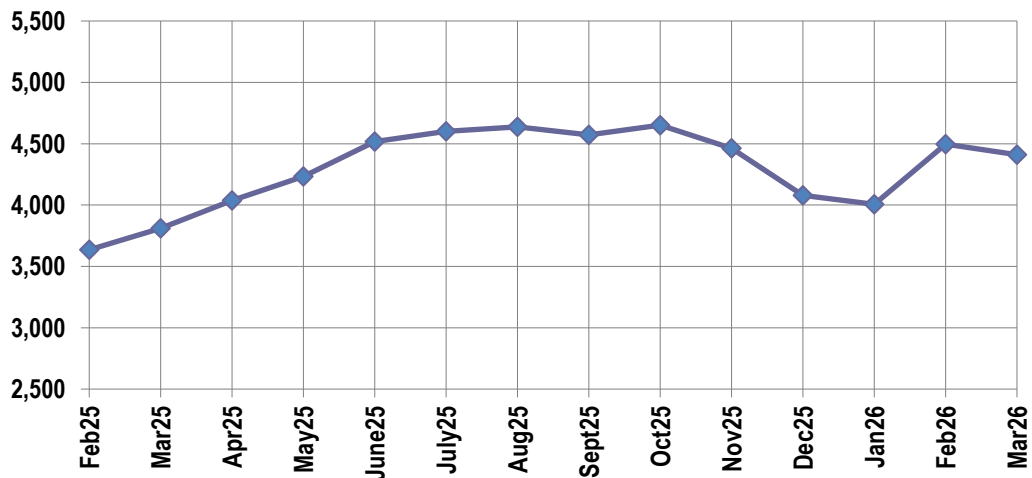


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	4,017	\$362,311
Condo/Co-op	309	\$225,287
Duplex	84	\$197,880
Market Total	4,410	\$349,466

Pending Sales		
	Units	Ave. List Price
Single Family	1,381	\$356,511
Condo/Co-op	68	\$188,697
Duplex	24	\$175,133
Market Total	1,473	\$345,175

	March Foreclosure Actions			YTD Foreclosure Actions		
	2026	2025	% change	2026	2025	% change
Total	45	48	-6.3%	132	111	18.9%



Inventory

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
Feb-25	3,635	Feb-26	4,496
Mar-25	3,811	Mar-26	4,410

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2026	2025	% change	2026	2025	% change	2026	2025	% change	2026	2025	% change
Frayer	Units	70	75	-6.7%	69	74	-6.8%	1	1	0.0%	3		
	Median Sales Price	\$91,500	\$110,000	-16.8%	\$91,000	\$110,000	-17.3%				\$73,504		
	Ave. Sales Price	\$113,104	\$107,458	5.3%	\$111,997	\$106,700	5.0%	\$189,500	\$163,500	15.9%	\$71,168		
Raleigh/ Cov. Pike	Units	58	61	-4.9%	55	61	-9.8%	3			3	1	200.0%
	Median Sales Price	\$127,250	177,000	-28.1%	\$125,200	177,000	-29.3%	\$265,000			\$116,000		
	Ave. Sales Price	\$145,469	\$167,093	-12.9%	\$140,315	\$167,093	-16.0%	\$239,967			\$152,000	\$105,000	44.8%
Downtown	Units	25	34	-26.5%	25	34	-26.5%				1	2	-50.0%
	Median Sales Price	\$179,900	\$232,500	-22.6%	\$179,900	\$232,500	-22.6%						
	Ave. Sales Price	\$231,954	\$340,182	-31.8%	\$231,954	\$340,182	-31.8%				\$27,000	\$129,500	-79.2%
Midtown	Units	73	69	5.8%	73	69	5.8%				1	2	-50.0%
	Median Sales Price	\$175,000	\$122,500	42.9%	\$175,000	\$122,500	42.9%						
	Ave. Sales Price	\$198,949	\$197,884	0.5%	\$198,949	\$197,884	0.5%				\$164,900	\$128,650	28.2%
S. Memphis	Units	79	86	-8.1%	77	86	-10.5%	2			1	2	-50.0%
	Median Sales Price	\$55,000	\$60,000	-8.3%	\$53,500	\$60,000	-10.8%						
	Ave. Sales Price	\$69,876	\$75,741	-7.7%	\$66,951	\$75,741	-11.6%	\$182,500			\$74,000	\$145,000	-49.0%
Berclair/ Highland Heights	Units	44	45	-2.2%	43	45	-4.4%	1					
	Median Sales Price	\$96,250	\$115,000	-16.3%	\$87,500	\$115,000	-23.9%						
	Ave. Sales Price	\$107,606	\$118,755	-9.4%	\$103,189	\$118,755	-13.1%	\$297,500					
E. Memphis	Units	198	191	3.7%	198	190	4.2%		1		3	3	0.0%
	Median Sales Price	\$190,500	\$235,700	-19.2%	\$190,500	\$231,850	-17.8%				\$875,000	\$107,000	717.8%
	Ave. Sales Price	\$276,912	\$262,144	5.6%	\$276,912	\$261,168	6.0%		\$447,500		\$679,000	\$173,018	292.4%
Whitehaven	Units	54	63	-14.3%	54	63	-14.3%				1		
	Median Sales Price	\$100,000	\$124,000	-19.4%	\$100,000	\$124,000	-19.4%						
	Ave. Sales Price	\$112,101	\$124,482	-9.9%	\$112,101	\$124,482	-9.9%				\$300,000		
Parkway Village/ Oakhaven	Units	46	39	17.9%	46	39	17.9%				2		
	Median Sales Price	\$115,761	\$118,000	-1.9%	\$115,761	\$118,000	-1.9%						
	Ave. Sales Price	\$119,405	\$127,472	-6.3%	\$119,405	\$127,472	-6.3%				\$144,500		
Hickory Hill	Units	54	65	-16.9%	54	63	-14.3%		2				
	Median Sales Price	\$200,900	\$215,000	-6.6%	\$200,900	\$207,000	-2.9%						
	Ave. Sales Price	\$200,600	\$221,363	-9.4%	\$200,600	\$215,333	-6.8%		\$414,450				
Southwind	Units	5	6	-16.7%	5	6	-16.7%					1	
	Median Sales Price	\$540,000	\$300,000	80.0%	\$540,000	\$300,000	80.0%						
	Ave. Sales Price	\$524,800	\$384,333	36.5%	\$524,800	\$384,333	36.5%					\$600,000	

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2026	2025	% change	2026	2025	% change	2026	2025	% change	2026	2025	% change
Cordova	Units	131	124	5.6%	127	122	4.1%	4	2	100.0%	1		
	Median Sales Price	\$264,900	\$276,000	-4.0%	\$260,000	\$275,000	-5.5%	\$374,950					
	Ave. Sales Price	\$300,535	\$290,330	3.5%	\$298,151	\$286,722	4.0%	\$376,200	\$510,450	-26.3%	\$339,000		
Bartlett	Units	81	72	12.5%	80	70	14.3%	1	2	-50.0%	1	1	0.0%
	Median Sales Price	\$320,000	\$324,950	-1.5%	\$321,250	\$322,450	-0.4%						
	Ave. Sales Price	\$317,654	\$345,470	-8.1%	\$317,626	\$340,070	-6.6%	\$319,950	\$534,450	-40.1%	\$285,000	\$365,000	-21.9%
G'town	Units	63	56	12.5%	62	53	17.0%	1	3	-66.7%			
	Median Sales Price	\$484,000	\$495,000	-2.2%	\$482,000	\$489,900	-1.6%		\$1,027,811				
	Ave. Sales Price	\$549,363	\$558,419	-1.6%	\$536,452	\$525,400	2.1%	\$1,349,000	\$1,141,748	18.2%			
Collinsville	Units	73	70	4.3%	60	58	3.4%	13	12	8.3%	1	1	0.0%
	Median Sales Price	\$555,000	\$535,000	3.7%	\$517,500	\$525,000	-1.4%	\$899,000	\$677,450	32.7%			
	Ave. Sales Price	\$642,498	\$570,365	12.6%	\$564,766	\$537,294	5.1%	\$1,001,262	\$730,206	37.1%	\$555,000	\$407,000	36.4%
Lateland	Units	18	18	0.0%	17	16	6.3%	1	2	-50.0%			
	Median Sales Price	\$382,500	\$489,500	-21.9%	\$380,000	\$467,000	-18.6%						
	Ave. Sales Price	\$461,572	\$511,539	-9.8%	\$449,735	\$497,431	-9.6%	\$662,800	\$624,400	6.1%			
Arlington	Units	18	24	-25.0%	13	15	-13.3%	5	9	-44.4%	1		
	Median Sales Price	\$440,667	\$431,482	2.1%	\$328,000	\$405,000	-19.0%	\$546,900	\$451,900	21.0%			
	Ave. Sales Price	\$454,806	\$449,640	1.1%	\$417,177	\$427,487	-2.4%	\$552,641	\$486,563	13.6%	\$86,000		
Millington	Units	21	16	31.3%	16	12	33.3%	5	4	25.0%			
	Median Sales Price	\$258,990	\$234,500	10.4%	\$199,950	\$219,950	-9.1%	\$294,990	\$325,990	-9.5%			
	Ave. Sales Price	\$257,334	\$254,886	1.0%	\$241,941	\$233,241	3.7%	\$306,590	\$319,740	-4.1%			
Shelby County	Units	1,095	1,112	-1.5%	1,057	1,059	-0.2%	38	53	-28.3%	21	13	61.5%
	Median Sales Price	\$215,000	\$194,700	10.4%	\$209,900	\$185,000	13.5%	\$506,500	\$499,950	1.3%	\$130,000	\$210,000	-38.1%
	Ave. Sales Price	\$264,011	\$249,112	6.0%	\$252,099	\$235,564	7.0%	\$595,375	\$519,818	14.5%	\$235,243	\$215,566	9.1%
Fayette County	Units	59	73	-19.2%	49	43	14.0%	10	30	-66.7%	1		
	Median Sales Price	\$386,700	\$340,990	13.4%	\$365,000	\$280,000	30.4%	\$482,737	\$371,718	29.9%			
	Ave. Sales Price	\$442,220	\$380,416	16.2%	\$438,165	\$359,177	22.0%	\$462,085	\$410,859	12.5%	\$216,000		
Tipton County	Units	54	59	-8.5%	53	56	-5.4%	1	3	-66.7%		2	
	Median Sales Price	\$251,000	\$260,000	-3.5%	\$250,000	\$249,500	0.2%		\$481,289				
	Ave. Sales Price	\$253,751	\$269,094	-5.7%	\$251,262	\$257,813	-2.5%	\$385,685	\$479,667	-19.6%		\$204,800	

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2026	2025	% change	2026	2025	% change	2026	2025	% change	2026	2025	% change
Frayer	Units	199	224	-11.2%	193	217	-11.1%	6	7	-14.3%	5	1	400.0%
	Median Sales Price	\$90,000	\$105,000	-14.3%	\$87,500	\$103,000	-15.0%	\$179,750	\$165,000	8.9%	\$73,504		
	Ave. Sales Price	\$106,154	\$109,135	-2.7%	\$103,934	\$107,347	-3.2%	\$177,567	\$164,571	7.9%	\$73,201	\$65,000	12.6%
Raleigh/ Cov. Pike	Units	130	181	-28.2%	128	181	-29.3%	4			5	2	150.0%
	Median Sales Price	\$133,500	\$155,000	-13.9%	\$129,950	\$155,000	-16.2%	\$231,500			\$116,000		
	Ave. Sales Price	\$148,703	\$156,476	-5.0%	\$146,139	\$156,476	-6.6%	\$229,475			\$146,440	\$175,000	-16.3%
Downtown	Units	69	89	-22.5%	68	87	-21.8%	1	2	-50.0%	2	2	0.0%
	Median Sales Price	\$179,900	\$240,000	-25.0%	\$177,450	\$254,000	-30.1%						
	Ave. Sales Price	\$220,573	\$284,255	-22.4%	\$220,405	\$287,100	-23.2%	\$232,000	\$160,500	44.5%	\$51,000	\$129,500	-60.6%
Midtown	Units	184	195	-5.6%	183	194	-5.7%	1	1	0.0%	2	7	-71.4%
	Median Sales Price	\$191,500	\$118,500	61.6%	\$190,000	\$116,750	62.7%					\$171,500	
	Ave. Sales Price	\$201,294	\$175,235	14.9%	\$199,799	\$174,901	14.2%	\$475,000	\$240,000	97.9%	\$94,950	\$150,600	-37.0%
S. Memphis	Units	191	250	-23.6%	185	245	-24.5%	6	5	20.0%	3	4	-25.0%
	Median Sales Price	\$55,000	\$61,500	-10.6%	\$55,000	\$60,000	-8.3%	\$186,000	\$185,000	0.5%	\$75,000	\$91,500	-18.0%
	Ave. Sales Price	\$71,969	\$78,307	-8.1%	\$68,552	\$75,743	-9.5%	\$177,333	\$203,940	-13.0%	\$99,667	\$109,525	-9.0%
Berclair/ Highland Heights	Units	99	129	-23.3%	98	128	-23.4%	1	1	0.0%	1	1	0.0%
	Median Sales Price	\$83,850	\$101,175	-17.1%	\$83,425	\$100,587	-17.1%						
	Ave. Sales Price	\$105,107	\$109,475	-4.0%	\$103,144	\$108,807	-5.2%	\$297,500	\$195,000	52.6%	\$99,000	\$77,000	28.6%
E. Memphis	Units	440	528	-16.7%	440	524	-16.0%		4		7	5	40.0%
	Median Sales Price	\$211,500	\$204,900	3.2%	\$211,500	\$199,500	6.0%		\$484,250		\$145,000	\$107,000	35.5%
	Ave. Sales Price	\$284,424	\$256,310	11.0%	\$284,424	\$254,225	11.9%		\$529,375		\$353,000	\$143,211	146.5%
Whitehaven	Units	176	217	-18.9%	176	213	-17.4%		4		3	5	-40.0%
	Median Sales Price	\$109,450	\$120,000	-8.8%	\$109,450	\$119,800	-8.6%		\$197,750		\$68,100	\$68,251	-0.2%
	Ave. Sales Price	\$117,141	\$120,917	-3.1%	\$117,141	\$119,524	-2.0%		\$195,125		\$141,367	\$92,050	53.6%
Parkway/ Village/ Oakhaven	Units	107	108	-0.9%	104	107	-2.8%	3	1	200.0%	2		
	Median Sales Price	\$113,000	\$123,750	-8.7%	\$111,750	\$122,500	-8.8%	\$206,000					
	Ave. Sales Price	\$120,290	\$130,477	-7.8%	\$118,404	\$129,593	-8.6%	\$185,667	\$225,000	-17.5%	\$144,500		
Hickory Hill	Units	175	186	-5.9%	174	178	-2.2%	1	8	-87.5%	5	3	66.7%
	Median Sales Price	\$182,000	\$200,450	-9.2%	\$181,000	\$195,450	-7.4%		\$394,900		\$176,251	\$152,000	16.0%
	Ave. Sales Price	\$187,128	\$210,665	-11.2%	\$185,790	\$201,849	-8.0%	\$419,900	\$406,811	3.2%	\$186,020	\$163,167	14.0%
Southwind	Units	14	17	-17.6%	14	17	-17.6%					1	
	Median Sales Price	\$475,000	\$320,000	48.4%	\$475,000	\$320,000	48.4%						
	Ave. Sales Price	\$619,643	\$344,929	79.6%	\$619,643	\$344,929	79.6%					\$600,000	

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2026	2025	% change	2026	2025	% change	2026	2025	% change	2026	2025	% change
Cordova	Units	321	320	0.3%	311	315	-1.3%	10	5	100.0%	7	2	250.0%
	Median Sales Price	\$259,000	\$270,000	-4.1%	\$255,000	\$270,000	-5.6%	\$363,700	\$404,900	-10.2%	\$260,500		
	Ave. Sales Price	\$286,873	\$295,059	-2.8%	\$283,545	\$292,210	-3.0%	\$390,350	\$474,540	-17.7%	\$282,330	\$250,400	12.8%
Bartlett	Units	179	185	-3.2%	176	182	-3.3%	3	3	0.0%	1	4	-75.0%
	Median Sales Price	\$304,000	\$315,000	-3.5%	\$300,000	\$315,000	-4.8%	\$419,950	\$509,000	-17.5%		\$386,500	
	Ave. Sales Price	\$307,758	\$326,274	-5.7%	\$306,385	\$323,802	-5.4%	\$388,283	\$476,267	-18.5%	\$285,000	\$371,975	-23.4%
G'town	Units	122	128	-4.7%	119	125	-4.8%	3	3	0.0%		1	
	Median Sales Price	\$452,750	\$450,000	0.6%	\$445,000	\$450,000	-1.1%	\$1,670,000	\$1,027,811	62.5%			
	Ave. Sales Price	\$526,198	\$502,832	4.6%	\$497,699	\$487,498	2.1%	\$1,656,333	\$1,141,748	45.1%		\$405,000	
Collinsville	Units	160	154	3.9%	140	126	11.1%	20	28	-28.6%	2	2	0.0%
	Median Sales Price	\$487,475	\$526,250	-7.4%	\$454,500	\$514,500	-11.7%	\$833,973	\$662,400	25.9%			
	Ave. Sales Price	\$563,658	\$589,179	-4.3%	\$510,717	\$558,730	-8.6%	\$934,240	\$726,203	28.6%	\$471,500	\$678,500	-30.5%
Lateland	Units	44	47	-6.4%	42	43	-2.3%	2	4	-50.0%			
	Median Sales Price	\$380,000	\$445,000	-14.6%	\$365,000	\$415,000	-12.0%		\$624,400				
	Ave. Sales Price	\$421,685	\$469,940	-10.3%	\$408,801	\$456,135	-10.4%	\$692,251	\$618,350	12.0%			
Arlington	Units	57	60	-5.0%	43	42	2.4%	14	18	-22.2%	1		
	Median Sales Price	\$415,000	\$472,500	-12.2%	\$333,000	\$453,500	-26.6%	\$482,233	\$518,215	-6.9%			
	Ave. Sales Price	\$418,433	\$478,438	-12.5%	\$386,574	\$458,365	-15.7%	\$516,326	\$525,274	-1.7%	\$86,000		
Millington	Units	49	51	-3.9%	37	38	-2.6%	12	13	-7.7%			
	Median Sales Price	\$230,000	\$224,000	2.7%	\$199,900	\$202,000	-1.0%	\$305,490	\$327,990	-6.9%			
	Ave. Sales Price	\$243,107	\$240,963	0.9%	\$220,415	\$210,965	4.5%	\$313,074	\$328,650	-4.7%			
Shelby County	Units	3,024	3,288	-8.0%	2,917	3,146	-7.3%	107	142	-24.6%	39	29	34.5%
	Median Sales Price	\$188,000	\$176,792	6.3%	\$183,300	\$169,250	8.3%	\$439,660	\$523,603	-16.0%	\$171,500	\$147,500	16.3%
	Ave. Sales Price	\$244,592	\$232,305	5.3%	\$235,372	\$218,556	7.7%	\$495,948	\$536,905	-7.6%	\$209,816	\$154,492	35.8%
Fayette County	Units	170	181	-6.1%	135	111	21.6%	35	70	-50.0%	3		
	Median Sales Price	\$374,268	\$360,000	4.0%	\$345,000	\$345,000	0.0%	\$414,900	\$379,900	9.2%	\$216,000		
	Ave. Sales Price	\$431,195	\$403,633	6.8%	\$419,924	\$397,831	5.6%	\$474,666	\$412,833	15.0%	\$245,000		
Tipton County	Units	130	152	-14.5%	124	144	-13.9%	6	8	-25.0%	3	4	-25.0%
	Median Sales Price	\$250,000	\$263,500	-5.1%	\$249,950	\$255,000	-2.0%	\$443,650	\$467,508	-5.1%	\$216,754	\$193,500	12.0%
	Ave. Sales Price	\$268,407	\$265,470	1.1%	\$260,489	\$254,514	2.3%	\$432,048	\$462,680	-6.6%	\$197,251	\$199,150	-1.0%



NEWS RELEASE

FOR IMMEDIATE RELEASE

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March Market Report

MEMPHIS, Tenn., April 10, 2026 – Memphis-area home sales for March decreased 1.7 percent from a year ago, with 1,206 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were up 19.3 percent from February, when there were 1,011 total sales. The average sales price from March-to-March increased 1.9 percent, to \$276,266. Inventory decreased 1.9 percent, with 4,410 units listed for sale. March average DOM was 67, the same as the previous month. Sales volume YTD decreased 8.6 percent, to \$779.8 million.

March Comparison

	2026	2025	% Change
Total Home Sales	1,206	1,227	-1.7%
Median Sales Price	\$223,000	\$225,000	-0.9%
Average Sales Price	\$276,266	\$271,181	1.9%
Monthly Sales Volume	\$333.2 million	\$332.7 million	0.1%

Year-to-Date Comparison

	2026	2025	% Change
Total Home Sales	2,985	3,357	-11.1%
Median Sales Price	\$210,000	\$205,000	2.4%
Average Sales Price	\$261,255	\$254,112	2.8%
Sales Volume	\$779.8 million	\$853.1 million	-8.6%

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

“Sales took a nice step forward, up 19 percent from February,” said MAAR President Tim O’Hare. “DOM remained the same, inventory saw little change, so the market is pretty steady.”

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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