MEMPHIS AREA ASSOCIATION OF REALTORS®

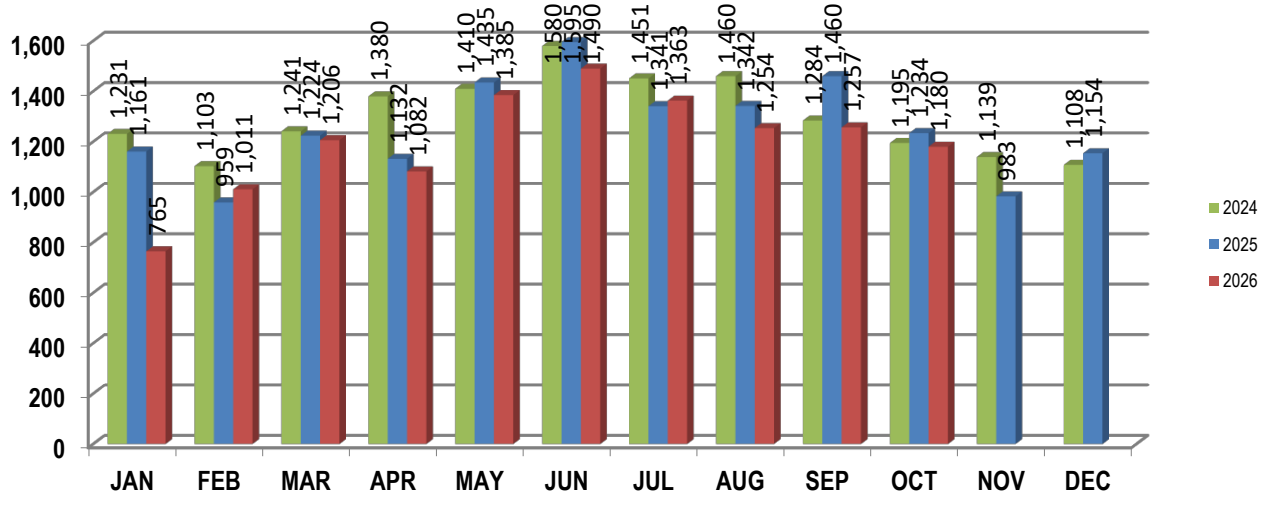
Memphis Area Home Sales Report
October 2026

Sales Summary

	October Total Sales			YTD Total Sales		
	2026	2025	% change	2026	2025	% change
Units	1,180	1,233	-4.3%	11,993	12,908	-7.1%
Median Sales Price	$222,500	$215,000	3.5%	$230,000	$223,000	3.1%
Average Sales Price	$273,015	$271,385	0.6%	$285,218	$274,982	3.7%

	October Existing Sales			YTD Existing Sales		
	2026	2025	% change	2026	2025	% change
Units	1,134	1,163	-2.5%	11,409	12,224	-6.7%
Median Sales Price	$215,000	$204,000	5.4%	$222,000	$213,500	4.0%
Average Sales Price	$263,965	$261,049	1.1%	$275,652	$263,561	4.6%
	October New Home Sales			YTD New Home Sales		
	2026	2025	% change	2026	2025	% change
Units	46	70	-34.3%	584	684	-14.6%
Median Sales Price	$459,975	$398,047	15.6%	$409,950	$426,017	-3.8%
Average Sales Price	$496,114	$443,117	12.0%	$472,099	$479,087	-1.5%
	October Bank Sales			YTD Bank Sales*		
	2026	2025	% change	2026	2025	% change
Units	14	21	-33.3%	187	148	26.4%
Median Sales Price	$147,500	$130,000	13.5%	$130,000	$133,500	-2.6%
Average Sales Price	$153,043	$169,000	-9.4%	$174,197	$185,208	-5.9%
	October Non-Bank Sales			YTD Non-Bank Sales		
	2026	2025	% change	2026	2025	% change
Units	1,166	1,212	-3.8%	11,806	12,760	-7.5%
Median Sales Price	$224,450	$215,000	4.4%	$231,000	$225,000	2.7%
Average Sales Price	$274,455	$273,159	0.5%	$286,976	$276,023	4.0%

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.



Source is MAARdata unless otherwise noted.

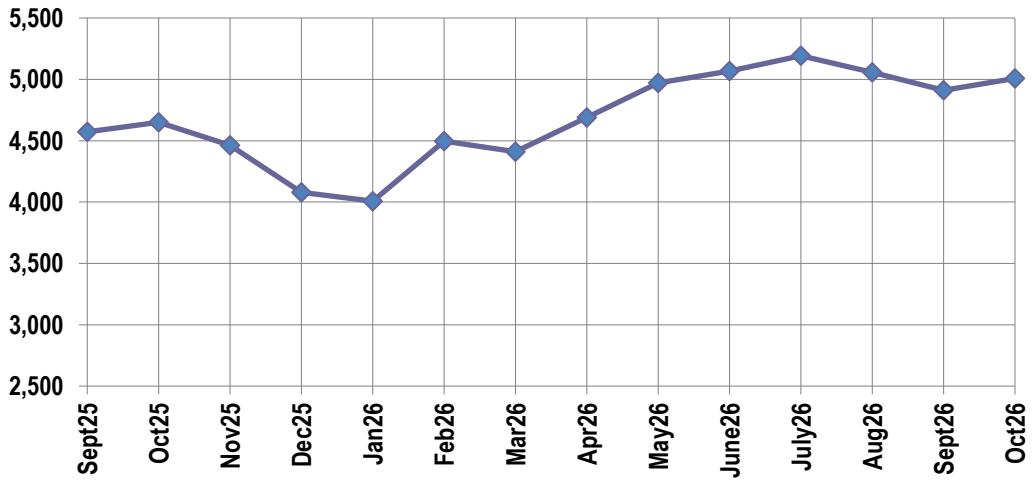
Memphis Area Home Sales Report
October 2026

Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	4,555	$351,529
Condo/Co-op	333	$231,499
Duplex	118	$212,080
Market Total	5,006	$340,258

Pending Sales		
	Units	Ave. List Price
Single Family	1,205	$332,462
Condo/Co-op	42	$211,047
Duplex	19	$163,273
Market Total	1,266	$325,895

	October Foreclosure Actions			YTD Foreclosure Actions		
	2026	2025	% change	2026	2025	% change
Total	65	48	35.4%	455	438	3.9%



Inventory

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
Apr-25	4,037	Apr-26	4,689
May-25	4,231	May-26	4,970
Jun-25	4,518	Jun-26	5,067
Jul-25	4,601	Jul-26	5,192
Aug-25	4,637	Aug-26	5,056
Sep-25	4,571	Sep-26	4,910
Oct-25	4,651	Oct-26	5,006

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2026	2025	% change	2026	2025	% change	2026	2025	% change	2026	2025	% change
Frayser	Units	67	86	-22.1%	66	84	-21.4%	1	2	-50.0%		1	
	Median Sales Price	$65,000	$103,750	-37.3%	$64,950	$100,000	-35.1%						
	Ave. Sales Price	$86,816	$127,383	-31.8%	$86,792	$125,774	-31.0%	$88,400	$194,950	-54.7%		$77,500	
Raleigh/ Cov. Pike	Units	63	48	31.3%	63	48	31.3%				1		
	Median Sales Price	$135,000	$155,950	-13.4%	$135,000	$155,950	-13.4%						
	Ave. Sales Price	$144,587	$160,777	-10.1%	$144,587	$160,777	-10.1%				$87,500		
Downtown	Units	23	27	-14.8%	23	26	-11.5%		1				
	Median Sales Price	$217,500	$175,000	24.3%	$217,500	$171,000	27.2%						
	Ave. Sales Price	$236,652	$214,390	10.4%	$236,652	$213,444	10.9%		$239,000				
Midtown	Units	61	71	-14.1%	61	71	-14.1%					1	
	Median Sales Price	$150,000	$200,000	-25.0%	$150,000	$200,000	-25.0%						
	Ave. Sales Price	$186,767	$242,173	-22.9%	$186,767	$242,173	-22.9%					$45,500	
S. Memphis	Units	76	74	2.7%	76	72	5.6%		2		3	3	0.0%
	Median Sales Price	$58,500	$72,500	-19.3%	$58,500	$68,556	-14.7%				$92,000	$40,000	130.0%
	Ave. Sales Price	$79,009	$82,472	-4.2%	$79,009	$79,851	-1.1%		$176,817		$104,667	$41,667	151.2%
Berclair/ Highland Heights	Units	39	44	-11.4%	39	44	-11.4%					2	
	Median Sales Price	$120,000	$113,750	5.5%	$120,000	$113,750	5.5%						
	Ave. Sales Price	$124,077	$115,919	7.0%	$124,077	$115,919	7.0%					$53,500	
E. Memphis	Units	172	188	-8.5%	171	186	-8.1%	1	2	-50.0%	1	5	-80.0%
	Median Sales Price	$232,500	$202,500	14.8%	$230,000	$202,500	13.6%					$130,000	
	Ave. Sales Price	$317,318	$289,838	9.5%	$317,682	$288,429	10.1%	$255,000	$420,850	-39.4%	$300,000	$184,900	62.2%
Whitehaven	Units	70	71	-1.4%	69	68	1.5%	1	3	-66.7%	2	2	0.0%
	Median Sales Price	$121,000	$113,250	6.8%	$120,000	$109,200	9.9%		$165,000				
	Ave. Sales Price	$126,906	$118,719	6.9%	$126,354	$116,030	8.9%	$165,000	$179,667	-8.2%	$161,819	$83,000	95.0%
Parkway Village/ Oakhaven	Units	34	43	-20.9%	34	42	-19.0%		1			1	
	Median Sales Price	$87,500	$104,000	-15.9%	$87,500	$103,250	-15.3%						
	Ave. Sales Price	$100,560	$122,224	-17.7%	$100,560	$120,372	-16.5%		$200,000			$135,000	
Hickory Hill	Units	66	74	-10.8%	66	72	-8.3%		2		2	1	100.0%
	Median Sales Price	$201,400	$190,550	5.7%	$201,400	$185,000	8.9%						
	Ave. Sales Price	$192,134	$181,799	5.7%	$192,134	$178,405	7.7%		$304,000		$169,500	$292,000	-42.0%
Southwind	Units	11	7	57.1%	10	7	42.9%	1					
	Median Sales Price	$475,000	$350,000	35.7%	$412,150	$350,000	17.8%						
	Ave. Sales Price	$458,445	$356,414	28.6%	$451,920	$356,414	26.8%	$523,690					

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2026	2025	% change	2026	2025	% change	2026	2025	% change	2026	2025	% change
Cordova	Units	97	133	-27.1%	94	128	-26.6%	3	5	-40.0%		2	
	Median Sales Price	$285,000	$255,500	11.5%	$282,500	$255,000	10.8%	$369,900	$385,715	-4.1%			
	Ave. Sales Price	$335,222	$306,623	9.3%	$334,646	$303,761	10.2%	$353,283	$379,901	-7.0%		$256,000	
Bartlett	Units	78	61	27.9%	72	54	33.3%	6	7	-14.3%	1	2	-50.0%
	Median Sales Price	$307,500	$293,500	4.8%	$300,500	$279,000	7.7%	$369,950	$399,900	-7.5%			
	Ave. Sales Price	$315,571	$305,233	3.4%	$308,998	$294,966	4.8%	$394,442	$384,434	2.6%	$260,000	$298,750	-13.0%
G'town	Units	54	44	22.7%	54	43	25.6%		1		1		
	Median Sales Price	$430,000	$437,000	-1.6%	$430,000	$435,000	-1.1%						
	Ave. Sales Price	$480,985	$564,802	-14.8%	$480,985	$554,730	-13.3%		$997,900		$318,500		
Collierville	Units	63	76	-17.1%	59	68	-13.2%	4	8	-50.0%			
	Median Sales Price	$467,000	$499,000	-6.4%	$460,000	$482,000	-4.6%	$590,027	$592,450	-0.4%			
	Ave. Sales Price	$481,050	$548,011	-12.2%	$475,272	$528,207	-10.0%	$566,264	$716,346	-21.0%			
Lakeland	Units	18	27	-33.3%	17	25	-32.0%	1	2	-50.0%			
	Median Sales Price	$512,500	$580,000	-11.6%	$475,000	$475,000	0.0%						
	Ave. Sales Price	$475,322	$529,541	-10.2%	$462,706	$518,592	-10.8%	$689,800	$666,400	3.5%			
Arlington	Units	28	22	27.3%	17	15	13.3%	11	7	57.1%			
	Median Sales Price	$499,285	$477,450	4.6%	$399,999	$450,000	-11.1%	$581,751	$563,915	3.2%			
	Ave. Sales Price	$475,980	$466,974	1.9%	$391,041	$429,360	-8.9%	$607,249	$547,576	10.9%			
Millington	Units	14	20	-30.0%	14	16	-12.5%		4				
	Median Sales Price	$188,750	$227,000	-16.9%	$188,750	$192,500	-1.9%		$334,490				
	Ave. Sales Price	$217,728	$249,068	-12.6%	$217,728	$228,593	-4.8%		$330,970				
Shelby County	Units	1,034	1,098	-5.8%	1,005	1,051	-4.4%	29	47	-38.3%	12	19	-36.8%
	Median Sales Price	$207,700	$200,000	3.9%	$200,000	$196,100	2.0%	$523,690	$398,200	31.5%	$157,000	$95,000	65.3%
	Ave. Sales Price	$256,568	$264,263	-2.9%	$249,949	$256,119	-2.4%	$485,972	$446,386	8.9%	$166,882	$152,105	9.7%
Fayette County	Units	77	68	13.2%	61	47	29.8%	16	21	-23.8%			
	Median Sales Price	$386,040	$362,124	6.6%	$359,700	$320,000	12.4%	$387,995	$386,863	0.3%			
	Ave. Sales Price	$487,874	$400,189	21.9%	$478,166	$384,772	24.3%	$524,885	$434,695	20.7%			
Tipton County	Units	69	67	3.0%	68	65	4.6%	1	2	-50.0%	2	2	0.0%
	Median Sales Price	$259,900	$230,000	13.0%	$258,200	$225,000	14.8%						
	Ave. Sales Price	$279,703	$257,370	8.7%	$278,965	$251,303	11.0%	$329,900	$454,736	-27.5%	$70,005	$329,500	-78.8%

		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
Frayser	Units	688	814	-15.5%	667	799	-16.5%	21	15	40.0%	10	6	66.7%
	Median Sales Price	$89,450	$100,000	-10.6%	$87,500	$98,000	-10.7%	$170,000	$165,000	3.0%	$69,252	$60,500	14.5%
	Ave. Sales Price	$106,894	$110,921	-3.6%	$104,861	$109,793	-4.5%	$171,443	$171,020	0.2%	$98,865	$61,000	62.1%
Raleigh/ Cov. Pike	Units	580	593	-2.2%	574	591	-2.9%	6	2	200.0%	15	10	50.0%
	Median Sales Price	$145,000	$160,000	-9.4%	$144,000	$159,900	-9.9%	$265,000			$95,000	$171,000	-44.4%
	Ave. Sales Price	$153,256	$159,688	-4.0%	$152,165	$159,112	-4.4%	$257,633	$329,999	-21.9%	$110,450	$158,580	-30.4%
Downtown	Units	294	314	-6.4%	287	302	-5.0%	7	12	-41.7%	3	6	-50.0%
	Median Sales Price	$225,000	$232,500	-3.2%	$229,000	$236,250	-3.1%	$198,000	$224,750	-11.9%	$27,000	$109,100	-75.3%
	Ave. Sales Price	$249,665	$259,416	-3.8%	$250,779	$261,671	-4.2%	$204,000	$202,658	0.7%	$39,867	$152,533	-73.9%
Midtown	Units	731	688	6.3%	727	686	6.0%	4	2	100.0%	20	12	66.7%
	Median Sales Price	$185,000	$179,450	3.1%	$183,650	$177,500	3.5%	$210,000			$107,500	$119,250	-9.9%
	Ave. Sales Price	$216,477	$217,796	-0.6%	$216,203	$217,133	-0.4%	$266,250	$445,000	-40.2%	$113,316	$134,558	-15.8%
S. Memphis	Units	687	807	-14.9%	670	792	-15.4%	17	15	13.3%	15	18	-16.7%
	Median Sales Price	$65,000	$68,000	-4.4%	$65,000	$66,250	-1.9%	$190,000	$203,635	-6.7%	$67,000	$60,000	11.7%
	Ave. Sales Price	$81,430	$82,466	-1.3%	$78,779	$80,189	-1.8%	$185,899	$202,670	-8.3%	$70,619	$72,533	-2.6%
Berclair/ Highland Heights	Units	416	485	-14.2%	415	482	-13.9%	1	3	-66.7%	2	5	-60.0%
	Median Sales Price	$100,000	$101,175	-1.2%	$100,000	$101,000	-1.0%					$92,000	
	Ave. Sales Price	$110,149	$110,220	-0.1%	$109,697	$109,817	-0.1%	$297,500	$175,000	70.0%	$99,000	$85,300	16.1%
E. Memphis	Units	1,850	2,047	-9.6%	1,841	2,027	-9.2%	9	20	-55.0%	20	18	11.1%
	Median Sales Price	$225,000	$219,900	2.3%	$225,000	$217,000	3.7%	$629,900	$510,000	23.5%	$162,005	$118,950	36.2%
	Ave. Sales Price	$306,977	$289,223	6.1%	$305,508	$286,598	6.6%	$607,644	$555,350	9.4%	$245,306	$180,914	35.6%
Whitehaven	Units	646	734	-12.0%	638	724	-11.9%	8	10	-20.0%	16	17	-5.9%
	Median Sales Price	$118,200	$119,200	-0.8%	$117,724	$118,000	-0.2%	$174,500	$187,750	-7.1%	$87,125	$86,000	1.3%
	Ave. Sales Price	$123,063	$122,385	0.6%	$122,358	$121,532	0.7%	$179,238	$184,150	-2.7%	$107,416	$86,630	24.0%
Parkway Village/ Oakhaven	Units	331	373	-11.3%	324	368	-12.0%	7	5	40.0%	3	3	0.0%
	Median Sales Price	$120,000	$123,000	-2.4%	$119,500	$122,000	-2.0%	$208,999	$190,000	10.0%	$130,000	$118,000	10.2%
	Ave. Sales Price	$122,029	$125,658	-2.9%	$120,341	$124,689	-3.5%	$200,143	$197,000	1.6%	$114,333	$113,333	0.9%
Hickory Hill	Units	604	742	-18.6%	602	716	-15.9%	2	26	-92.3%	17	9	88.9%
	Median Sales Price	$185,000	$195,000	-5.1%	$185,000	$190,000	-2.6%		$389,900		$176,251	$155,000	13.7%
	Ave. Sales Price	$187,561	$194,871	-3.8%	$187,021	$187,797	-0.4%	$349,950	$389,676	-10.2%	$173,275	$184,798	-6.2%
Southwind	Units	68	76	-10.5%	66	74	-10.8%	2	2	0.0%	2	2	0.0%
	Median Sales Price	$385,000	$315,000	22.2%	$364,650	$312,500	16.7%						
	Ave. Sales Price	$503,299	$373,458	34.8%	$502,803	$370,527	35.7%	$519,680	$481,922	7.8%	$332,250	$487,500	-31.8%

		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	1,199	1,244	-3.6%	1,141	1,215	-6.1%	58	29	100.0%	18	13	38.5%
	Median Sales Price	$270,000	$268,000	0.7%	$265,000	$265,000	0.0%	$391,145	$398,200	-1.8%	$250,250	$232,900	7.4%
	Ave. Sales Price	$304,635	$296,117	2.9%	$299,660	$292,439	2.5%	$402,496	$450,176	-10.6%	$276,873	$283,937	-2.5%
Bartlett	Units	722	714	1.1%	693	680	1.9%	29	34	-14.7%	5	7	-28.6%
	Median Sales Price	$310,000	$314,750	-1.5%	$310,000	$310,000	0.0%	$347,240	$344,900	0.7%	$260,000	$365,000	-28.8%
	Ave. Sales Price	$316,237	$326,683	-3.2%	$313,925	$324,557	-3.3%	$371,478	$369,199	0.6%	$247,300	$339,239	-27.1%
G'town	Units	621	628	-1.1%	609	609	0.0%	12	19	-36.8%	3	3	0.0%
	Median Sales Price	$475,000	$460,000	3.3%	$475,000	$450,000	5.6%	$1,462,500	$1,175,000	24.5%	$318,500	$405,000	-21.4%
	Ave. Sales Price	$572,579	$549,009	4.3%	$556,147	$526,726	5.6%	$1,406,492	$1,263,239	11.3%	$322,667	$445,370	-27.6%
Collierville	Units	698	723	-3.5%	643	634	1.4%	55	89	-38.2%	6	5	20.0%
	Median Sales Price	$507,000	$522,040	-2.9%	$485,000	$500,000	-3.0%	$734,900	$599,950	22.5%	$414,000	$407,000	1.7%
	Ave. Sales Price	$568,760	$566,554	0.4%	$544,646	$545,147	-0.1%	$850,673	$719,043	18.3%	$433,796	$560,900	-22.7%
Lakeland	Units	199	221	-10.0%	181	206	-12.1%	18	15	20.0%	1		
	Median Sales Price	$485,000	$475,000	2.1%	$450,000	$444,950	1.1%	$657,400	$637,800	3.1%			
	Ave. Sales Price	$501,716	$509,166	-1.5%	$486,492	$498,808	-2.5%	$654,797	$651,406	0.5%	$240,125		
Arlington	Units	245	251	-2.4%	184	178	3.4%	61	73	-16.4%	1		
	Median Sales Price	$445,000	$456,500	-2.5%	$410,000	$425,000	-3.5%	$539,950	$541,805	-0.3%			
	Ave. Sales Price	$458,304	$463,123	-1.0%	$426,700	$433,170	-1.5%	$553,634	$536,160	3.3%	$86,000		
Millington	Units	240	228	5.3%	179	164	9.1%	61	64	-4.7%	167	135	23.7%
	Median Sales Price	$259,450	$256,750	1.1%	$205,000	$220,000	-6.8%	$306,990	$326,490	-6.0%	$120,856	$130,000	-7.0%
	Ave. Sales Price	$249,280	$263,989	-5.6%	$229,212	$238,939	-4.1%	$308,170	$328,179	-6.1%	$168,514	$181,308	-7.1%
Shelby County	Units	10,684	11,514	-7.2%	10,306	11,080	-7.0%	378	434	-12.9%	155	116	33.6%
	Median Sales Price	$215,000	$210,000	2.4%	$210,000	$200,000	5.0%	$406,432	$436,017	-6.8%	$120,111	$136,000	-11.7%
	Ave. Sales Price	$275,061	$266,777	3.1%	$267,366	$257,503	3.8%	$484,865	$503,534	-3.7%	$168,640	$186,092	-9.4%
Fayette County	Units	693	701	-1.1%	519	490	5.9%	174	211	-17.5%	8	1	700.0%
	Median Sales Price	$375,000	$366,990	2.2%	$360,000	$342,500	5.1%	$396,970	$386,863	2.6%	$258,000		
	Ave. Sales Price	$440,747	$409,061	7.7%	$438,211	$398,389	10.0%	$448,313	$433,844	3.3%	$253,500	$393,000	-35.5%
Tipton County	Units	616	693	-11.1%	584	654	-10.7%	32	39	-17.9%	12	12	0.0%
	Median Sales Price	$265,000	$262,000	1.1%	$256,300	$250,000	2.5%	$436,999	$455,900	-4.1%	$163,750	$195,000	-16.0%
	Ave. Sales Price	$286,400	$275,679	3.9%	$277,401	$265,176	4.6%	$450,636	$451,809	-0.3%	$200,424	$211,758	-5.4%

NEWS RELEASE

FOR IMMEDIATE RELEASE

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October Market Report

MEMPHIS, Tenn., Nov. 17, 2026 – Memphis-area home sales for October decreased 4.3 percent from a year ago, with 1,180 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were down 6.1 percent from September, when there were 1,257 total sales. The average sales price from October-to-October increased 0.6 percent, to $273,015. Inventory increased 2 percent, with 5,006 units listed for sale. October average DOM was 67, up 8.1 percent from the previous month. Sales volume YTD decreased 2.3 percent, to $3.42 billion.

October Comparison

	2026	2025	% Change
Total Home Sales	1,180	1,233	-4.3%
Median Sales Price	$222,500	$215,000	3.5%
Average Sales Price	$273,015	$271,385	0.6%
Monthly Sales Volume	$322.2 million	$334.6 million	-3.7%

Year-to-Date Comparison

	2026	2025	% Change
Total Home Sales	11,993	12,908	-7.1%
Median Sales Price	$230,000	$223,000	3.1%
Average Sales Price	$285,218	$274,982	3.7%
Sales Volume	$3.42 billion	$3.50 billion	-2.3%

- more -

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

"The market has been slowing, but that always means opportunities for buyers," said MAAR President Tim O'Hare. "There is enough inventory for buyers to find what they want, where they want it."

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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