

Sales Summary

	September Total Sales			YTD Total Sales		
	2026	2025	% change	2026	2025	% change
Units	1,257	1,456	-13.7%	10,807	11,675	-7.4%
Median Sales Price	\$225,000	\$230,000	-2.2%	\$230,000	\$225,000	2.2%
Average Sales Price	\$278,235	\$284,881	-2.3%	\$286,474	\$275,361	4.0%

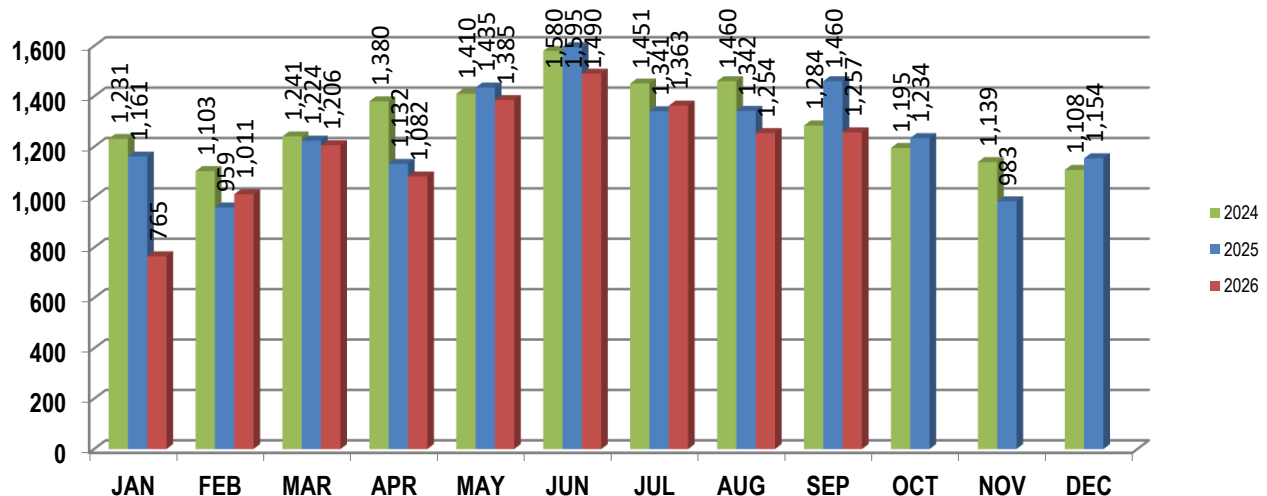
	September Existing Sales			YTD Existing Sales		
	2026	2025	% change	2026	2025	% change
Units	1,186	1,383	-14.2%	10,274	11,061	-7.1%
Median Sales Price	\$215,500	\$224,000	-3.8%	\$222,000	\$215,000	3.3%
Average Sales Price	\$271,706	\$276,406	-1.7%	\$276,965	\$263,825	5.0%

	September New Home Sales			YTD New Home Sales		
	2026	2025	% change	2026	2025	% change
Units	71	73	-2.7%	533	614	-13.2%
Median Sales Price	\$399,000	\$420,990	-5.2%	\$406,990	\$429,000	-5.1%
Average Sales Price	\$387,301	\$445,445	-13.1%	\$469,778	\$483,188	-2.8%

	September Bank Sales			YTD Bank Sales*		
	2026	2025	% change	2026	2025	% change
Units	16	17	-5.9%	173	127	36.2%
Median Sales Price	\$117,500	\$150,000	-21.7%	\$125,000	\$140,000	-10.7%
Average Sales Price	\$157,327	\$187,635	-16.2%	\$175,909	\$187,888	-6.4%

	September Non-Bank Sales			YTD Non-Bank Sales		
	2026	2025	% change	2026	2025	% change
Units	1,241	1,439	-13.8%	10,634	11,548	-7.9%
Median Sales Price	\$225,000	\$225,000	0.0%	\$233,500	\$225,000	3.8%
Average Sales Price	\$279,794	\$286,030	-2.2%	\$288,273	\$276,323	4.3%

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.

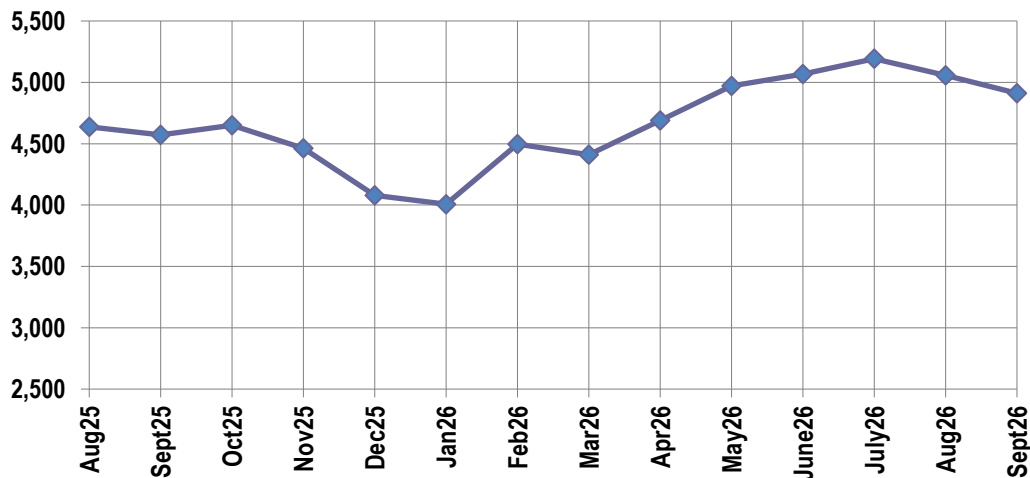


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	4,452	\$354,632
Condo/Co-op	344	\$237,765
Duplex	114	\$215,474
Market Total	4,910	\$343,214

Pending Sales		
	Units	Ave. List Price
Single Family	1,220	\$330,314
Condo/Co-op	51	\$211,401
Duplex	18	\$163,238
Market Total	1,451	\$316,769

	September Foreclosure Actions			YTD Foreclosure Actions		
	2026	2025	% change	2026	2025	% change
Total	43	34	26.5%	390	390	0.0%


Inventory

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
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

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2026	2025	% change	2026	2025	% change	2026	2025	% change	2026	2025	% change
Fraser	Units	65	92	-29.3%	61	89	-31.5%	4	3	33.3%			
	Median Sales Price	\$95,000	\$97,500	-2.6%	\$86,500	\$94,720	-8.7%	\$164,700	\$163,265	0.9%			
	Ave. Sales Price	\$118,767	\$111,807	6.2%	\$115,828	\$110,072	5.2%	\$163,575	\$163,265	0.2%			
Raleigh/ Cov. Pike	Units	80	63	27.0%	80	62	29.0%		1		2	3	-33.3%
	Median Sales Price	\$139,000	\$150,000	-7.3%	\$139,000	\$150,000	-7.3%					\$90,100	
	Ave. Sales Price	\$144,353	\$156,567	-7.8%	\$144,353	\$154,254	-6.4%		\$299,999		\$66,000	\$90,600	-27.2%
Downtown	Units	26	29	-10.3%	26	29	-10.3%						
	Median Sales Price	\$330,000	\$270,000	22.2%	\$330,000	\$270,000	22.2%						
	Ave. Sales Price	\$289,423	\$293,828	-1.5%	\$289,423	\$293,828	-1.5%						
Midtown	Units	66	66	0.0%	66	66	0.0%				2	2	0.0%
	Median Sales Price	\$137,750	\$205,500	-33.0%	\$137,750	\$205,500	-33.0%						
	Ave. Sales Price	\$179,031	\$253,692	-29.4%	\$179,031	\$253,692	-29.4%				\$109,475	\$165,000	-33.7%
S. Memphis	Units	75	91	-17.6%	73	90	-18.9%	2	1	100.0%	2	2	0.0%
	Median Sales Price	\$65,000	\$59,000	10.2%	\$65,000	\$57,250	13.5%						
	Ave. Sales Price	\$81,030	\$75,270	7.7%	\$78,973	\$73,844	6.9%	\$156,111	\$203,635	-23.3%	\$69,750	\$43,750	59.4%
Berkshire/ Highland Heights	Units	52	42	23.8%	52	41	26.8%		1				
	Median Sales Price	\$89,000	\$98,500	-9.6%	\$89,000	\$97,000	-8.2%						
	Ave. Sales Price	\$104,727	\$101,330	3.4%	\$104,727	\$99,777	5.0%		\$165,000				
E. Memphis	Units	227	219	3.7%	227	215	5.6%		4		3	2	50.0%
	Median Sales Price	\$210,000	\$210,000	0.0%	\$210,000	\$210,000	0.0%		\$275,000		\$120,111		
	Ave. Sales Price	\$280,210	\$279,672	0.2%	\$280,210	\$278,466	0.6%		\$344,500		\$143,370	\$207,500	-30.9%
Whitehaven	Units	67	74	-9.5%	65	74	-12.2%	2			1	2	-50.0%
	Median Sales Price	\$123,600	\$111,750	10.6%	\$120,000	\$111,750	7.4%						
	Ave. Sales Price	\$126,428	\$117,657	7.5%	\$125,095	\$117,657	6.3%	\$169,750			\$62,000	\$100,500	-38.3%
Parkway/ Village/ Oakhaven	Units	30	39	-23.1%	29	39	-25.6%	1					
	Median Sales Price	\$136,550	\$125,000	9.2%	\$135,400	\$125,000	8.3%						
	Ave. Sales Price	\$134,300	\$122,110	10.0%	\$131,690	\$122,110	7.8%	\$210,000					
Hickory Hill	Units	59	84	-29.8%	59	84	-29.8%				2		
	Median Sales Price	\$170,000	\$194,000	-12.4%	\$170,000	\$194,000	-12.4%						
	Ave. Sales Price	\$174,564	\$186,577	-6.4%	\$174,564	\$186,577	-6.4%				\$161,588		
Southwind	Units	9	9	0.0%	9	9	0.0%				1		
	Median Sales Price	\$310,000	\$343,000	-9.6%	\$310,000	\$343,000	-9.6%						
	Ave. Sales Price	\$364,989	\$390,222	-6.5%	\$364,989	\$390,222	-6.5%				\$239,500		

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2026	2025	% change	2026	2025	% change	2026	2025	% change	2026	2025	% change
Cordova	Units	117	167	-29.9%	106	164	-35.4%	11	3	266.7%	1	2	-50.0%
	Median Sales Price	\$280,000	\$280,000	0.0%	\$275,000	\$278,500	-1.3%	\$415,000	\$376,090	10.3%			
	Ave. Sales Price	\$295,976	\$310,071	-4.5%	\$284,305	\$307,375	-7.5%	\$408,450	\$457,437	-10.7%	\$239,000	\$314,750	-24.1%
Bartlett	Units	72	85	-15.3%	70	78	-10.3%	2	7	-71.4%	1		
	Median Sales Price	\$307,475	\$310,140	-0.9%	\$305,000	\$311,500	-2.1%		\$310,140				
	Ave. Sales Price	\$320,112	\$341,083	-6.1%	\$319,402	\$342,706	-6.8%	\$344,950	\$323,004	6.8%	\$330,000		
G'town	Units	68	80	-15.0%	67	79	-15.2%	1	1	0.0%			
	Median Sales Price	\$489,550	\$479,950	2.0%	\$509,000	\$479,900	6.1%						
	Ave. Sales Price	\$639,242	\$571,276	11.9%	\$642,828	\$566,420	13.5%	\$399,000	\$954,900	-58.2%			
Collierville	Units	51	88	-42.0%	50	80	-37.5%	1	8	-87.5%		1	
	Median Sales Price	\$495,000	\$485,000	2.1%	\$492,500	\$477,500	3.1%		\$581,706				
	Ave. Sales Price	\$544,081	\$576,726	-5.7%	\$540,829	\$570,303	-5.2%	\$706,709	\$640,964	10.3%		\$660,000	
Lakeland	Units	22	26	-15.4%	19	24	-20.8%	3	2	50.0%			
	Median Sales Price	\$564,500	\$530,000	6.5%	\$495,000	\$512,500	-3.4%	\$637,295					
	Ave. Sales Price	\$586,859	\$523,458	12.1%	\$579,668	\$510,833	13.5%	\$632,398	\$674,950	-6.3%			
Arlington	Units	27	23	17.4%	20	16	25.0%	7	7	0.0%			
	Median Sales Price	\$459,000	\$453,810	1.1%	\$450,000	\$419,975	7.1%	\$509,950	\$590,000	-13.6%			
	Ave. Sales Price	\$475,030	\$479,199	-0.9%	\$466,598	\$433,709	7.6%	\$499,123	\$583,176	-14.4%			
Millington	Units	25	34	-26.5%	14	25	-44.0%	11	9	22.2%		2	
	Median Sales Price	\$260,000	\$292,490	-11.1%	\$142,500	\$224,000	-36.4%	\$308,990	\$309,990	-0.3%			
	Ave. Sales Price	\$224,516	\$274,687	-18.3%	\$159,286	\$258,458	-38.4%	\$307,535	\$319,769	-3.8%		\$146,500	
Shelby County	Units	1,111	1,301	-14.6%	1,066	1,255	-15.1%	45	46	-2.2%	15	16	-6.3%
	Median Sales Price	\$209,000	\$220,000	-5.0%	\$202,850	\$215,000	-5.7%	\$363,990	\$357,475	1.8%	\$115,000	\$132,500	-13.2%
	Ave. Sales Price	\$267,789	\$277,831	-3.6%	\$263,541	\$271,761	-3.0%	\$368,412	\$443,422	-16.9%	\$137,482	\$183,738	-25.2%
Fayette County	Units	74	77	-3.9%	53	55	-3.6%	21	22	-4.5%	1		
	Median Sales Price	\$377,995	\$383,000	-1.3%	\$340,000	\$350,000	-2.9%	\$424,900	\$437,425	-2.9%			
	Ave. Sales Price	\$393,900	\$409,076	-3.7%	\$381,504	\$392,460	-2.8%	\$425,185	\$450,616	-5.6%	\$455,000		
Tipton County	Units	72	78	-7.7%	67	73	-8.2%	5	5	0.0%		1	
	Median Sales Price	\$272,500	\$258,431	5.4%	\$261,000	\$248,000	5.2%	\$413,009	\$429,900	-3.9%			
	Ave. Sales Price	\$320,552	\$279,870	14.5%	\$314,758	\$268,813	17.1%	\$398,196	\$441,302	-9.8%		\$250,000	

		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
Frayser	Units	621	728	-14.7%	601	715	-15.9%	20	13	53.8%	10	5	100.0%
	Median Sales Price	\$90,000	\$99,050	-9.1%	\$90,000	\$97,500	-7.7%	\$172,500	\$165,000	4.5%	\$69,252	\$56,000	23.7%
	Ave. Sales Price	\$109,060	\$108,976	0.1%	\$106,846	\$107,915	-1.0%	\$175,595	\$167,338	4.9%	\$98,865	\$57,700	71.3%
Raleigh/ Cov. Pike	Units	517	545	-5.1%	511	543	-5.9%	6	2	200.0%	14	10	40.0%
	Median Sales Price	\$145,000	\$160,000	-9.4%	\$145,000	\$160,000	-9.4%	\$265,000			\$102,500	\$171,000	-40.1%
	Ave. Sales Price	\$154,312	\$159,592	-3.3%	\$153,099	\$158,965	-3.7%	\$257,633	\$329,999	-21.9%	\$112,089	\$158,580	-29.3%
Downtown	Units	271	287	-5.6%	264	276	-4.3%	7	11	-36.4%	3	6	-50.0%
	Median Sales Price	\$225,000	\$239,000	-5.9%	\$230,000	\$246,000	-6.5%	\$198,000	\$219,500	-9.8%	\$27,000	\$109,100	-75.3%
	Ave. Sales Price	\$250,770	\$263,652	-4.9%	\$252,010	\$266,214	-5.3%	\$204,000	\$199,355	2.3%	\$39,867	\$152,533	-73.9%
Midtown	Units	670	617	8.6%	666	615	8.3%	4	2	100.0%	20	11	81.8%
	Median Sales Price	\$187,500	\$172,500	8.7%	\$186,000	\$171,500	8.5%	\$210,000			\$107,500	\$120,000	-10.4%
	Ave. Sales Price	\$219,182	\$214,991	1.9%	\$218,900	\$214,243	2.2%	\$266,250	\$445,000	-40.2%	\$113,316	\$142,655	-20.6%
S. Memphis	Units	611	733	-16.6%	594	720	-17.5%	17	13	30.8%	12	15	-20.0%
	Median Sales Price	\$65,000	\$67,500	-3.7%	\$65,000	\$66,000	-1.5%	\$190,000	\$203,635	-6.7%	\$62,500	\$80,000	-21.9%
	Ave. Sales Price	\$81,731	\$82,465	-0.9%	\$78,750	\$80,223	-1.8%	\$185,899	\$206,648	-10.0%	\$62,108	\$78,707	-21.1%
Berclair/ Highland Heights	Units	377	441	-14.5%	376	438	-14.2%	1	3	-66.7%	2	3	-33.3%
	Median Sales Price	\$99,900	\$100,000	-0.1%	\$99,450	\$100,000	-0.6%					\$100,000	
	Ave. Sales Price	\$108,708	\$109,652	-0.9%	\$108,206	\$109,204	-0.9%	\$297,500	\$175,000	70.0%	\$99,000	\$106,500	-7.0%
E. Memphis	Units	1,678	1,859	-9.7%	1,670	1,841	-9.3%	8	18	-55.6%	19	13	46.2%
	Median Sales Price	\$224,950	\$221,000	1.8%	\$223,500	\$220,000	1.6%	\$669,900	\$510,000	31.4%	\$162,000	\$117,900	37.4%
	Ave. Sales Price	\$305,976	\$289,161	5.8%	\$304,320	\$286,413	6.3%	\$651,725	\$570,294	14.3%	\$242,428	\$179,381	35.1%
Whitehaven	Units	576	663	-13.1%	569	656	-13.3%	7	7	0.0%	14	15	-6.7%
	Median Sales Price	\$118,000	\$119,400	-1.2%	\$117,500	\$118,000	-0.4%	\$174,500	\$195,500	-10.7%	\$84,375	\$87,000	-3.0%
	Ave. Sales Price	\$122,595	\$122,777	-0.1%	\$121,874	\$122,102	-0.2%	\$181,271	\$186,071	-2.6%	\$99,644	\$87,114	14.4%
Parkway Village/ Oakhaven	Units	297	330	-10.0%	290	326	-11.0%	7	4	75.0%	3	2	50.0%
	Median Sales Price	\$122,000	\$124,500	-2.0%	\$120,000	\$123,000	-2.4%	\$208,999	\$187,500	11.5%	\$130,000		
	Ave. Sales Price	\$124,486	\$126,105	-1.3%	\$122,660	\$125,245	-2.1%	\$200,143	\$196,250	2.0%	\$114,333	\$102,500	11.5%
Hickory Hill	Units	538	668	-19.5%	536	560	-4.3%	2	24	-91.7%	15	8	87.5%
	Median Sales Price	\$183,500	\$195,000	-5.9%	\$182,000	\$191,000	-4.7%		\$389,900		\$176,251	\$153,500	14.8%
	Ave. Sales Price	\$187,000	\$196,319	-4.7%	\$186,392	\$188,847	-1.3%	\$349,950	\$396,616	-11.8%	\$173,779	\$171,397	1.4%
Southwind	Units	57	69	-17.4%	56	67	-16.4%	1	2	-50.0%	2	2	0.0%
	Median Sales Price	\$380,000	\$310,000	22.6%	\$364,000	\$300,000	21.3%						
	Ave. Sales Price	\$511,956	\$375,188	36.5%	\$511,889	\$372,001	37.6%	\$515,670	\$481,922	7.0%	\$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	1,102	1,111	-0.8%	1,047	1,087	-3.7%	55	24	129.2%	18	11	63.6%
	Median Sales Price	\$269,950	\$270,000	0.0%	\$262,900	\$265,000	-0.8%	\$393,085	\$427,000	-7.9%	\$250,250	\$232,900	7.4%
	Ave. Sales Price	\$301,942	\$294,859	2.4%	\$296,519	\$291,106	1.9%	\$405,180	\$464,816	-12.8%	\$276,873	\$289,016	-4.2%
Bartlett	Units	643	653	-1.5%	620	626	-1.0%	23	27	-14.8%	4	5	-20.0%
	Median Sales Price	\$311,000	\$315,000	-1.3%	\$310,000	\$313,500	-1.1%	\$347,240	\$344,900	0.7%	\$242,500	\$365,000	-33.6%
	Ave. Sales Price	\$316,747	\$328,686	-3.6%	\$314,939	\$327,109	-3.7%	\$365,488	\$365,349	0.0%	\$244,125	\$355,435	-31.3%
G'town	Units	567	584	-2.9%	555	566	-1.9%	12	18	-33.3%	2	3	-33.3%
	Median Sales Price	\$480,000	\$460,000	4.3%	\$475,000	\$453,500	4.7%	\$1,462,500	\$1,222,500	19.6%		\$405,000	
	Ave. Sales Price	\$581,302	\$547,819	6.1%	\$563,460	\$524,599	7.4%	\$1,406,492	\$1,277,980	10.1%	\$324,750	\$445,370	-27.1%
Collierville	Units	634	647	-2.0%	584	566	3.2%	50	81	-38.3%	6	5	20.0%
	Median Sales Price	\$510,000	\$522,300	-2.4%	\$490,750	\$504,275	-2.7%	\$739,559	\$611,280	21.0%	\$414,000	\$407,000	1.7%
	Ave. Sales Price	\$576,957	\$568,732	1.4%	\$551,487	\$547,183	0.8%	\$874,440	\$719,310	21.6%	\$433,796	\$560,900	-22.7%
Lakeland	Units	181	194	-6.7%	164	181	-9.4%	17	13	30.8%	1		
	Median Sales Price	\$485,000	\$466,250	4.0%	\$450,000	\$442,000	1.8%	\$654,900	\$637,800	2.7%			
	Ave. Sales Price	\$504,341	\$506,330	-0.4%	\$488,958	\$496,076	-1.4%	\$652,738	\$649,099	0.6%	\$240,125		
Arlington	Units	217	229	-5.2%	167	163	2.5%	50	66	-24.2%	1		
	Median Sales Price	\$444,710	\$456,500	-2.6%	\$412,600	\$425,000	-2.9%	\$534,062	\$524,950	1.7%			
	Ave. Sales Price	\$456,023	\$462,753	-1.5%	\$430,330	\$433,520	-0.7%	\$541,838	\$534,949	1.3%	\$86,000		
Millington	Units	224	208	7.7%	165	148	11.5%	59	60	-1.7%	5	3	66.7%
	Median Sales Price	\$259,950	\$268,750	-3.3%	\$206,000	\$220,000	-6.4%	\$308,990	\$326,490	-5.4%	\$125,000	\$208,000	-39.9%
	Ave. Sales Price	\$250,898	\$265,424	-5.5%	\$230,186	\$240,058	-4.1%	\$308,821	\$327,993	-5.8%	\$174,800	\$167,667	4.3%
Shelby County	Units	9,646	10,416	-7.4%	9,300	10,029	-7.3%	346	387	-10.6%	155	116	33.6%
	Median Sales Price	\$215,000	\$210,000	2.4%	\$210,000	\$202,000	4.0%	\$398,235	\$439,000	-9.3%	\$120,111	\$136,000	-11.7%
	Ave. Sales Price	\$277,011	\$267,042	3.7%	\$269,273	\$257,648	4.5%	\$484,993	\$510,474	-5.0%	\$168,640	\$186,092	-9.4%
Fayette County	Units	614	633	-3.0%	458	443	3.4%	156	190	-17.9%	8	1	700.0%
	Median Sales Price	\$374,268	\$369,000	1.4%	\$360,000	\$345,500	4.2%	\$396,970	\$385,997	2.8%	\$258,000		
	Ave. Sales Price	\$434,457	\$410,014	6.0%	\$432,889	\$399,834	8.3%	\$439,060	\$433,750	1.2%	\$253,500	\$393,000	-35.5%
Tipton County	Units	547	626	-12.6%	516	589	-12.4%	31	37	-16.2%	10	10	0.0%
	Median Sales Price	\$267,000	\$265,000	0.8%	\$256,050	\$256,000	0.0%	\$439,000	\$455,900	-3.7%	\$202,127	\$147,500	37.0%
	Ave. Sales Price	\$287,245	\$277,638	3.5%	\$277,195	\$266,707	3.9%	\$454,531	\$451,651	0.6%	\$226,508	\$188,210	20.3%



NEWS RELEASE

FOR IMMEDIATE RELEASE

Contact:

Don Wade
901.485.1653
don.wade@maar.org

Tim O'Hare
901.609.5038
tim@mac-realtors.com

September Market Report

MEMPHIS, Tenn., Oct. 14, 2026 – Memphis-area home sales for September decreased 13.7 percent from a year ago, with 1,257 total sales recorded in the Memphis Area Association of REALTORS® MAARdata property records database. Sales were flat from August, when there were 1,254 total sales. The average sales price from September-to-September decreased 2.3 percent, to \$278,235. Inventory decreased 2.9 percent, with 4,910 units listed for sale. September average DOM was 62, up 10.7 percent from the previous month. Sales volume YTD decreased 3.4 percent, to \$3.10 billion.

September Comparison

	2026	2025	% Change
Total Home Sales	1,257	1,456	-13.7%
Median Sales Price	\$225,000	\$230,000	-2.2%
Average Sales Price	\$278,235	\$284,881	-2.3%
Monthly Sales Volume	\$349.7 million	\$414.8 million	-15.7%

Year-to-Date Comparison

	2026	2025	% Change
Total Home Sales	10,807	11,675	-7.4%
Median Sales Price	\$230,000	\$225,000	2.2%
Average Sales Price	\$286,474	\$275,361	4.0%
Sales Volume	\$3.10 billion	\$3.21 billion	-3.4%

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

“Sales were flat from August,” said MAAR President Tim O’Hare. “Inventory showed another slight decline.”

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.

###