

Memphis Leads TN in New Home Sales

A surge in construction activity reveals a deeper trend.

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THE DATA

New Single-Family Homes Sold (Q3 2026)

This marks the highest quarterly sales volume for new homes in the Memphis metro in over a decade.

The surge reflects strong demand in entry- and mid-tier price segments, driven by affordability and infrastructure investment.

Source: U.S. Census Bureau · Published October 20, 2026
<https://www.census.gov/construction/nrs/index.html>

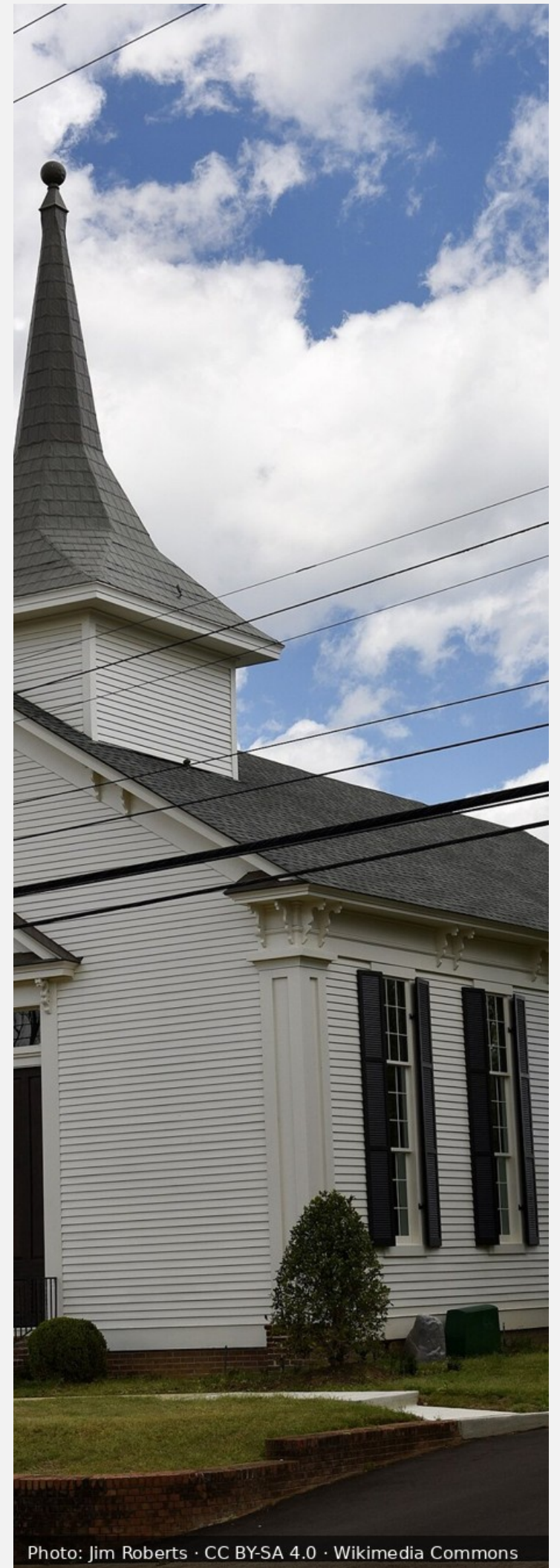


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Affordability Fuels Demand

Memphis' new home sales surge is not driven by luxury construction, but by mid-priced inventory. This aligns with demographic shifts, including young professionals and suburbanizing families seeking value. The city's relatively low cost of living, combined with rising interest in mixed-use communities, has made it a magnet for first-time and move-up buyers.

02

Supply Chain Resilience in Action

Despite national delays in construction materials, Memphis has maintained a steady pipeline of new homes. This suggests that local supply chains, including regional lumber and steel distribution hubs, are absorbing broader economic pressures better than many other U.S. markets. The city's strategic location within the 8th District of the Federal Reserve further supports this resilience, as local financial institutions continue to finance development at consistent rates.



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