

Sales Summary

	July Total Sales			YTD Total Sales		
	2022	2021	% change	2022	2021	% change
Units	1,984	2,404	-17.5%	12,101	12,618	-4.1%
Median Sales Price	\$233,250	\$221,000	5.5%	\$220,000	\$195,950	12.3%
Average Sales Price	\$268,133	\$252,595	6.2%	\$261,482	\$231,163	13.1%

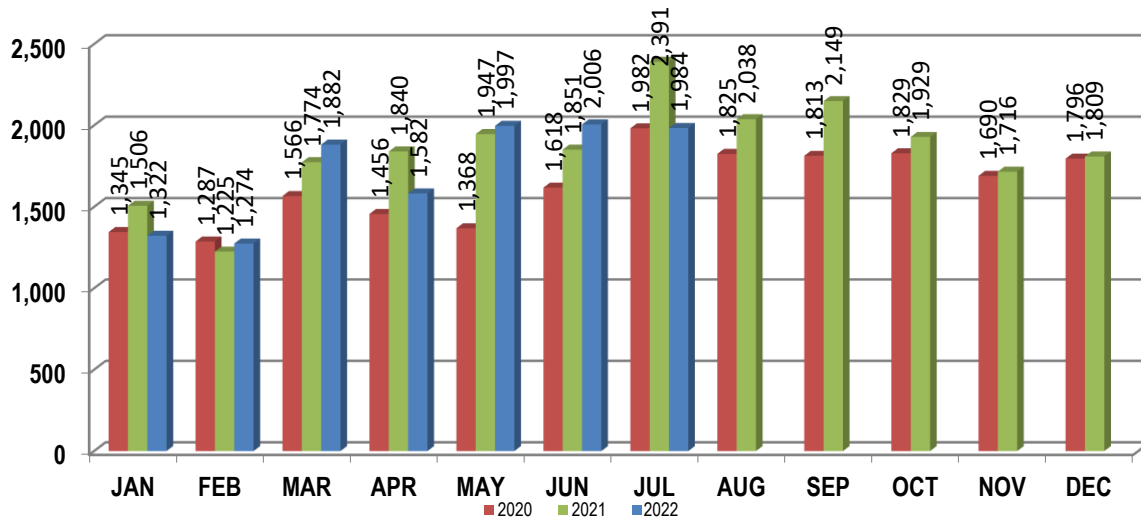
	July Existing Sales			YTD Existing Sales		
	2022	2021	% change	2022	2021	% change
Units	1,910	2,304	-17.1%	11,572	12,005	-3.6%
Median Sales Price	\$225,000	\$212,000	6.1%	\$210,000	\$185,000	13.5%
Average Sales Price	\$259,723	\$246,238	5.5%	\$251,814	\$222,737	13.1%

	July New Home Sales			YTD New Home Sales		
	2022	2021	% change	2022	2021	% change
Units	74	100	-26.0%	529	613	-13.7%
Median Sales Price	\$460,241	\$361,677	27.3%	\$429,900	\$360,744	19.2%
Average Sales Price	\$485,191	\$399,070	21.6%	\$472,974	\$396,188	19.4%

	July Bank Sales			YTD Bank Sales*		
	2022	2021	% change	2022	2021	% change
Units	8	6	33.3%	41	87	-52.9%
Median Sales Price	\$65,100	\$42,500	53.2%	\$91,000	\$63,000	44.4%
Average Sales Price	\$92,536	\$77,500	19.4%	\$143,185	\$108,466	32.0%

	July Non-Bank Sales			YTD Non-Bank Sales		
	2022	2021	% change	2022	2021	% change
Units	1,976	2,398	-17.6%	12,060	12,531	-3.8%
Median Sales Price	\$235,000	\$221,250	6.2%	\$220,000	\$197,000	11.7%
Average Sales Price	\$268,844	\$253,033	6.2%	\$261,885	\$232,015	12.9%

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.

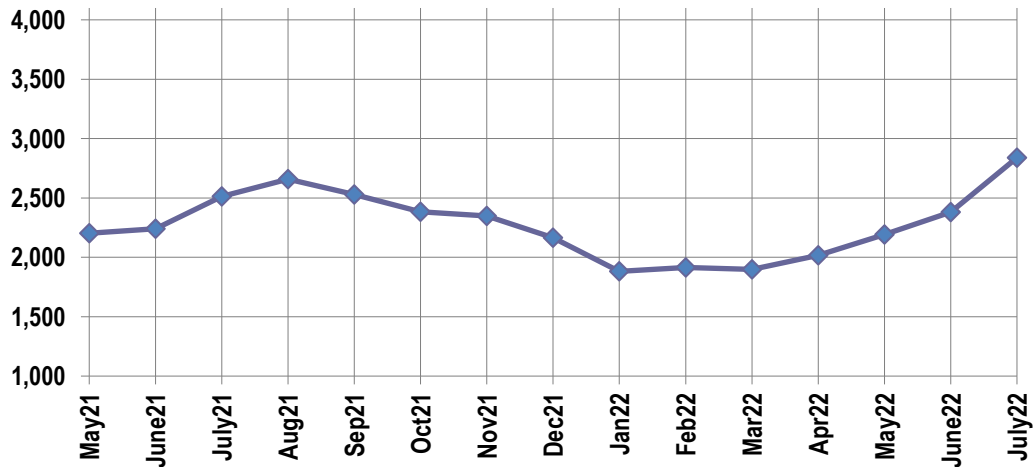


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	2,698	\$374,743
Condo/Co-op	109	\$190,027
Duplex	32	\$249,596
Market Total	2,839	\$366,241

Pending Sales		
	Units	Ave. List Price
Single Family	1,340	\$310,242
Condo/Co-op	51	\$172,574
Duplex	25	\$122,591
Market Total	1,416	\$301,971

	July Foreclosure Actions			YTD Foreclosure Actions		
	2022	2021	% change	2022	2021	% change
Total	49	24	104.2%	234	160	46.3%



Inventory

Aug-20	2,876	Aug-21	2,659
Sep-20	2,863	Sep-21	2,529
Oct-20	2,805	Oct-21	2,384
Nov-20	2,644	Nov-21	2,348
Dec-20	2,403	Dec-21	2,165
Jan-21	2,105	Jan-22	1,882
Feb-21	1,976	Feb-22	1,914
Mar-21	1,990	Mar-22	1,898
Apr-21	2,048	Apr-22	2,016
May-21	2,202	May-22	2,191
Jun-21	2,242	Jun-22	2,380
Jul-21	2,514	Jul-22	2,839

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Frayser	Units	106	92	15.2%	106	90	17.8%		2			1	
	Median Sales Price	\$91,500	\$75,750	20.8%	\$91,500	\$74,750	22.4%						
	Ave. Sales Price	\$108,841	\$87,722	24.1%	\$108,841	\$86,894	25.3%		\$125,000			\$33,000	
Raleigh/ Cov. Pike	Units	118	122	-3.3%	116	121	-4.1%	2	1	100.0%	1		
	Median Sales Price	\$146,000	\$117,250	24.5%	\$147,250	\$117,000	25.9%						
	Ave. Sales Price	\$150,956	\$119,561	26.3%	\$151,136	\$119,434	26.5%	\$140,500	\$135,000	4.1%	\$75,000		
Downtown	Units	46	64	-28.1%	46	64	-28.1%				1		
	Median Sales Price	\$248,450	\$264,000	-5.9%	\$248,450	\$264,000	-5.9%						
	Ave. Sales Price	\$297,265	\$293,000	1.5%	\$297,265	\$293,000	1.5%				\$35,000		
Midtown	Units	91	142	-35.9%	90	140	-35.7%	1	2	-50.0%	1		
	Median Sales Price	\$209,000	\$232,750	-10.2%	\$207,000	\$230,250	-10.1%						
	Ave. Sales Price	\$230,355	\$255,163	-9.7%	\$228,587	\$252,840	-9.6%	\$389,500	\$417,750	-6.8%	\$275,000		
S. Memphis	Units	111	112	-0.9%	111	112	-0.9%					2	
	Median Sales Price	\$50,000	\$45,000	11.1%	\$50,000	\$45,000	11.1%						
	Ave. Sales Price	\$64,298	\$56,058	14.7%	\$64,298	\$56,058	14.7%				\$15,000		
Bercclair/ Highland Heights	Units	72	81	-11.1%	72	81	-11.1%						
	Median Sales Price	\$92,000	\$79,000	16.5%	\$92,000	\$79,000	16.5%						
	Ave. Sales Price	\$102,910	\$83,252	23.6%	\$102,910	\$83,252	23.6%						
E. Memphis	Units	342	430	-20.5%	340	426	-20.2%	2	4	-50.0%			
	Median Sales Price	\$225,000	\$220,000	2.3%	\$224,862	\$218,050	3.1%		\$895,217				
	Ave. Sales Price	\$276,699	\$269,310	2.7%	\$273,745	\$263,468	3.9%	\$778,840	\$891,484	-12.6%			
Whitehaven	Units	113	86	31.4%	112	86	30.2%	1					
	Median Sales Price	\$109,500	\$83,950	30.4%	\$109,350	\$83,950	30.3%						
	Ave. Sales Price	\$116,442	\$94,261	23.5%	\$115,874	\$94,261	22.9%	\$180,000					
Parkway Village/ Oakhaven	Units	48	57	-15.8%	48	57	-15.8%					1	
	Median Sales Price	\$105,900	\$96,500	9.7%	\$105,900	\$96,500	9.7%						
	Ave. Sales Price	\$115,433	\$95,477	20.9%	\$115,433	\$95,477	20.9%					\$115,000	
Hickory Hill	Units	123	128	-3.9%	122	127	-3.9%	1	1	0.0%	2		
	Median Sales Price	\$205,000	\$167,000	22.8%	\$205,000	\$167,000	22.8%						
	Ave. Sales Price	\$202,644	\$166,670	21.6%	\$201,132	\$166,250	21.0%	\$387,000	\$220,000	75.9%	\$107,544		
Southwind	Units	14	22	-36.4%	14	14	0.0%		8				
	Median Sales Price	\$352,500	\$290,500	21.3%	\$352,500	\$370,000	-4.7%		\$252,915				
	Ave. Sales Price	\$425,064	\$376,643	12.9%	\$425,064	\$445,789	-4.6%		\$255,638				

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Cordova	Units	242	300	-19.3%	233	293	-20.5%	9	7	28.6%			
	Median Sales Price	\$298,500	\$250,000	19.4%	\$291,000	\$245,000	18.8%	\$399,999	\$415,000	-3.6%			
	Ave. Sales Price	\$304,131	\$270,752	12.3%	\$299,520	\$267,452	12.0%	\$423,505	\$408,921	3.6%			
Bartlett	Units	122	165	-26.1%	113	165	-31.5%	9					
	Median Sales Price	\$330,000	\$285,000	15.8%	\$325,000	\$285,000	14.0%	\$486,056					
	Ave. Sales Price	\$332,043	\$294,400	12.8%	\$320,209	\$294,400	8.8%	\$480,630					
G'town	Units	74	97	-23.7%	74	97	-23.7%						
	Median Sales Price	\$472,500	\$425,000	11.2%	\$472,500	\$425,000	11.2%						
	Ave. Sales Price	\$536,510	\$490,332	9.4%	\$536,510	\$490,332	9.4%						
Collinsville	Units	116	148	-21.6%	101	137	-26.3%	15	11	36.4%			
	Median Sales Price	\$499,000	\$433,656	15.1%	\$475,000	\$425,000	11.8%	\$697,001	\$630,424	10.6%			
	Ave. Sales Price	\$546,749	\$485,421	12.6%	\$519,094	\$469,463	10.6%	\$732,961	\$684,171	7.1%			
Lateland	Units	35	38	-7.9%	33	35	-5.7%	2	3	-33.3%			
	Median Sales Price	\$474,900	\$311,500	52.5%	\$455,000	\$293,849	54.8%		\$458,300				
	Ave. Sales Price	\$484,707	\$339,882	42.6%	\$476,691	\$329,529	44.7%	\$616,986	\$460,661	33.9%			
Arlington	Units	32	67	-52.2%	27	54	-50.0%	5	13	-61.5%			
	Median Sales Price	\$437,500	\$375,000	16.7%	\$419,000	\$340,500	23.1%	\$485,965	\$419,363	15.9%			
	Ave. Sales Price	\$420,867	\$369,793	13.8%	\$408,663	\$349,836	16.8%	\$486,768	\$452,692	7.5%			
Millington	Units	31	44	-29.5%	31	42	-26.2%		2		1		
	Median Sales Price	\$220,000	\$176,000	25.0%	\$220,000	\$170,500	29.0%						
	Ave. Sales Price	\$229,750	\$187,788	22.3%	\$229,750	\$184,707	24.4%		\$252,490		\$55,200		
Shelby County	Units	1,806	2,175	-17.0%	1,759	2,121	-17.1%	47	54	-13.0%	6	5	20.0%
	Median Sales Price	\$223,000	\$215,000	3.7%	\$217,000	\$210,000	3.3%	\$488,542	\$423,681	15.3%	\$83,750	\$33,000	153.8%
	Ave. Sales Price	\$263,258	\$250,235	5.2%	\$255,741	\$244,719	4.5%	\$544,567	\$466,886	16.6%	\$109,214	\$46,000	137.4%
Fayette County	Units	93	101	-7.9%	74	67	10.4%	19	34	-44.1%	1		
	Median Sales Price	\$332,000	\$279,900	18.6%	\$314,500	\$278,000	13.1%	\$400,000	\$279,945	42.9%			
	Ave. Sales Price	\$373,366	\$347,541	7.4%	\$363,205	\$357,250	1.7%	\$412,941	\$328,409	25.7%	\$40,000		
Tipton County	Units	85	128	-33.6%	77	116	-33.6%	8	12	-33.3%	1	1	0.0%
	Median Sales Price	\$261,000	\$222,500	17.3%	\$239,900	\$205,500	16.7%	\$263,250	\$270,732	-2.8%			
	Ave. Sales Price	\$256,574	\$217,772	17.8%	\$251,236	\$209,876	19.7%	\$307,950	\$294,104	4.7%	\$45,000	\$235,000	-80.9%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Frayer	Units	690	696	-0.9%	688	690	-0.3%	2	6	-66.7%	7	10	-30.0%
	Median Sales Price	\$80,000	\$67,500	18.5%	\$80,000	\$67,375	18.7%		\$112,500		\$60,000	\$51,745	16.0%
	Ave. Sales Price	\$93,388	\$77,192	21.0%	\$93,282	\$76,884	21.3%	\$130,000	\$112,583	15.5%	\$71,500	\$59,174	20.8%
Raleigh/ Cov. Pike	Units	681	608	12.0%	676	603	12.1%	5	5	0.0%	3	5	-40.0%
	Median Sales Price	\$143,150	112,000	27.8%	\$144,000	110,000	30.9%	\$141,000	\$135,000	4.4%	\$72,000	\$144,000	-50.0%
	Ave. Sales Price	\$146,822	\$116,315	26.2%	\$146,717	\$116,094	26.4%	\$161,000	\$143,000	12.6%	\$55,000	\$110,500	-50.2%
Downtown	Units	346	361	-4.2%	341	357	-4.5%	5	4	25.0%	2	2	0.0%
	Median Sales Price	\$231,500	\$260,000	-11.0%	\$231,000	\$260,000	-11.2%	\$255,000	\$122,000	109.0%			
	Ave. Sales Price	\$271,261	\$275,914	-1.7%	\$271,349	\$276,488	-1.9%	\$265,200	\$224,750	18.0%	\$40,000	\$274,000	-85.4%
Midtown	Units	700	749	-6.5%	690	740	-6.8%	10	9	11.1%	3	5	-40.0%
	Median Sales Price	\$211,500	\$210,000	0.7%	\$210,000	\$209,000	0.5%	\$382,500	\$348,000	9.9%	\$29,000	\$25,000	16.0%
	Ave. Sales Price	\$231,350	\$221,296	4.5%	\$228,952	\$219,234	4.4%	\$396,782	\$390,822	1.5%	\$103,000	\$24,350	323.0%
S. Memphis	Units	637	576	10.6%	636	575	10.6%	1	1	0.0%	2	10	-80.0%
	Median Sales Price	\$60,000	\$45,000	33.3%	\$60,000	\$45,000	33.3%					\$35,250	
	Ave. Sales Price	\$71,631	\$54,707	30.9%	\$71,241	\$54,419	30.9%	\$320,000	\$220,000	45.5%	\$17,500	\$32,925	-46.8%
Berciair/ Highland Heights	Units	473	506	-6.5%	473	506	-6.5%				1	5	-80.0%
	Median Sales Price	\$90,000	\$67,000	34.3%	\$90,000	\$67,000	34.3%					\$43,500	
	Ave. Sales Price	\$98,183	\$75,269	30.4%	\$98,183	\$75,269	30.4%				\$44,000	\$39,340	11.8%
E. Memphis	Units	1,906	2,115	-9.9%	1,889	2,100	-10.0%	17	15	13.3%	4	8	-50.0%
	Median Sales Price	\$225,000	\$195,000	15.4%	\$225,000	\$192,850	16.7%	\$699,000	\$490,435	42.5%	\$186,500	\$102,500	82.0%
	Ave. Sales Price	\$289,173	\$244,667	18.2%	\$285,425	\$242,113	17.9%	\$705,643	\$602,282	17.2%	\$256,750	\$132,588	93.6%
Whitehaven	Units	576	542	6.3%	573	524	9.4%	3	18	-83.3%	3	7	-57.1%
	Median Sales Price	\$103,820	\$83,250	24.7%	\$103,000	\$82,000	25.6%	\$278,359	\$209,500	32.9%	\$107,000	\$71,000	50.7%
	Ave. Sales Price	\$109,598	\$93,700	17.0%	\$108,848	\$89,653	21.4%	\$252,786	\$211,486	19.5%	\$110,967	\$59,129	87.7%
Parkway Village/ Oakhaven	Units	358	339	5.6%	358	339	5.6%				1	4	-75.0%
	Median Sales Price	\$109,250	\$87,000	25.6%	\$109,250	\$87,000	25.6%					\$64,822	
	Ave. Sales Price	\$110,543	\$87,163	26.8%	\$110,543	\$87,163	26.8%				\$109,900	\$73,446	49.6%
Hickory Hill	Units	770	718	7.2%	759	712	6.6%	11	6	83.3%	3	3	0.0%
	Median Sales Price	\$184,500	\$150,000	23.0%	\$182,000	\$150,000	21.3%	\$387,000	\$203,500	90.2%	\$115,000	\$137,000	-16.1%
	Ave. Sales Price	\$202,420	\$153,845	31.6%	\$199,756	\$153,199	30.4%	\$386,200	\$230,450	67.6%	\$110,029	\$153,500	-28.3%
Southwind	Units	86	96	-10.4%	76	77	-1.3%	10	19	-47.4%		1	
	Median Sales Price	\$320,043	\$266,000	20.3%	\$319,350	\$274,300	16.4%	\$320,355	\$242,060	32.3%			
	Ave. Sales Price	\$379,943	\$345,861	9.9%	\$388,018	\$369,575	5.0%	\$318,569	\$249,759	27.6%		\$262,500	

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Cordova	Units	1,405	1,470	-4.4%	1,362	1,434	-5.0%	43	36	19.4%	2	3	-33.3%
	Median Sales Price	\$281,000	\$228,050	23.2%	\$278,250	\$225,000	23.7%	\$419,900	\$358,187	17.2%		\$235,000	
	Ave. Sales Price	\$295,161	\$245,102	20.4%	\$291,154	\$242,105	20.3%	\$422,083	\$364,468	15.8%	\$189,500	\$197,667	-4.1%
Bartlett	Units	712	764	-6.8%	687	760	-9.6%	25	4	525.0%			
	Median Sales Price	\$302,750	\$264,000	14.7%	\$300,000	\$262,900	14.1%	\$486,056	\$359,400	35.2%			
	Ave. Sales Price	\$316,064	\$272,361	16.0%	\$310,594	\$271,913	14.2%	\$466,373	\$357,400	30.5%			
G'town	Units	443	517	-14.3%	440	515	-14.6%	3	2	50.0%	3	2	50.0%
	Median Sales Price	\$450,000	\$410,000	9.8%	\$450,000	\$406,400	10.7%	\$1,585,000			\$405,000		
	Ave. Sales Price	\$522,318	\$462,916	12.8%	\$514,002	\$461,025	11.5%	\$1,741,928	\$950,000	83.4%	\$556,833	\$329,944	68.8%
Collierville	Units	687	715	-3.9%	585	624	-6.3%	102	91	12.1%		1	
	Median Sales Price	\$500,000	\$449,900	11.1%	\$465,000	\$421,500	10.3%	\$659,900	\$585,000	12.8%			
	Ave. Sales Price	\$548,416	\$479,196	14.4%	\$524,118	\$455,976	14.9%	\$687,768	\$638,413	7.7%		\$560,000	
Lateland	Units	224	193	16.1%	180	162	11.1%	44	31	41.9%			
	Median Sales Price	\$482,250	\$365,000	32.1%	\$413,000	\$327,000	26.3%	\$571,097	\$499,900	14.2%			
	Ave. Sales Price	\$472,756	\$379,988	24.4%	\$447,603	\$356,284	25.6%	\$575,651	\$503,861	14.2%			
Arlington	Units	186	316	-41.1%	155	232	-33.2%	31	84	-63.1%			
	Median Sales Price	\$417,315	\$365,000	14.3%	\$385,000	\$330,000	16.7%	\$493,313	\$412,450	19.6%			
	Ave. Sales Price	\$412,736	\$360,034	14.6%	\$395,587	\$335,655	17.9%	\$498,482	\$427,365	16.6%			
Millington	Units	159	193	-17.6%	154	163	-5.5%	5	30	-83.3%	2	1	100.0%
	Median Sales Price	\$201,000	\$175,000	14.9%	\$200,000	\$155,000	29.0%	\$366,100	\$241,490	51.6%			
	Ave. Sales Price	\$226,327	\$178,638	26.7%	\$221,525	\$166,712	32.9%	\$374,220	\$243,437	53.7%	\$122,600	\$194,900	-37.1%
Shelby County	Units	10,882	11,262	-3.4%	10,565	10,901	-3.1%	317	361	-12.2%	35	66	-47.0%
	Median Sales Price	\$210,096	\$185,000	13.6%	\$205,000	\$180,000	13.9%	\$509,950	\$415,964	22.6%	\$91,000	\$56,771	60.3%
	Ave. Sales Price	\$258,201	\$227,590	13.5%	\$249,412	\$220,600	13.1%	\$551,127	\$438,680	25.6%	\$148,117	\$104,779	41.4%
Fayette County	Units	559	652	-14.3%	406	462	-12.1%	153	190	-19.5%	1	4	-75.0%
	Median Sales Price	\$315,000	\$283,713	11.0%	\$310,000	\$276,125	12.3%	\$327,900	\$296,520	10.6%		\$48,125	
	Ave. Sales Price	\$339,864	\$317,567	7.0%	\$330,690	\$304,306	8.7%	\$364,208	\$349,811	4.1%	\$40,000	\$50,838	-21.3%
Tipton County	Units	660	704	-6.3%	601	642	-6.4%	59	62	-4.8%	5	17	-70.6%
	Median Sales Price	\$242,750	\$205,000	18.4%	\$228,000	\$194,500	17.2%	\$287,990	\$276,490	4.2%	\$117,500	\$97,000	21.1%
	Ave. Sales Price	\$249,200	\$208,297	19.6%	\$240,765	\$200,320	20.2%	\$335,120	\$290,900	15.2%	\$129,300	\$136,341	-5.2%