

Sales Summary

| | November Total Sales | | | YTD Total Sales | | |
|---------------------|----------------------|-----------|----------|-----------------|-----------|----------|
| | 2023 | 2022 | % change | 2023 | 2022 | % change |
| Units | 1,230 | 1,208 | 1.8% | 14,525 | 18,695 | -22.3% |
| Median Sales Price | \$192,000 | \$215,000 | -10.7% | \$215,000 | \$220,000 | -2.3% |
| Average Sales Price | \$248,657 | \$274,679 | -9.5% | \$267,890 | \$265,981 | 0.7% |

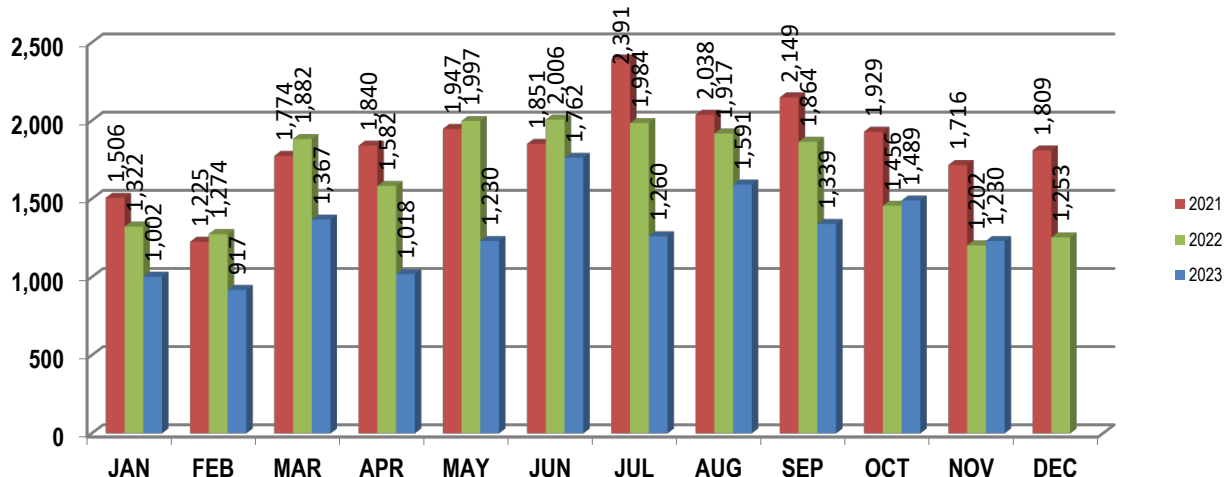
| | November Existing Sales | | | YTD Existing Sales | | |
|---------------------|-------------------------|-----------|----------|--------------------|-----------|----------|
| | 2023 | 2022 | % change | 2023 | 2022 | % change |
| Units | 1,176 | 1,114 | 5.6% | 13,734 | 17,724 | -22.5% |
| Median Sales Price | \$185,000 | \$200,000 | -7.5% | \$205,000 | \$210,000 | -2.4% |
| Average Sales Price | \$239,177 | \$254,120 | -5.9% | \$254,835 | \$254,442 | 0.2% |

| | November New Home Sales | | | YTD New Home Sales | | |
|---------------------|-------------------------|-----------|----------|--------------------|-----------|----------|
| | 2023 | 2022 | % change | 2023 | 2022 | % change |
| Units | 54 | 94 | -42.6% | 791 | 971 | -18.5% |
| Median Sales Price | \$427,840 | \$449,975 | -4.9% | \$433,000 | \$430,600 | 0.6% |
| Average Sales Price | \$455,097 | \$518,324 | -12.2% | \$494,570 | \$476,595 | 3.8% |

| | November Bank Sales | | | YTD Bank Sales* | | |
|---------------------|---------------------|----------|----------|-----------------|-----------|----------|
| | 2023 | 2022 | % change | 2023 | 2022 | % change |
| Units | 10 | 7 | 42.9% | 106 | 69 | 53.6% |
| Median Sales Price | \$75,450 | \$65,500 | 15.2% | \$82,047 | \$76,857 | 6.8% |
| Average Sales Price | \$96,850 | \$72,225 | 34.1% | \$139,366 | \$127,292 | 9.5% |

| | November Non-Bank Sales | | | YTD Non-Bank Sales | | |
|---------------------|-------------------------|-----------|----------|--------------------|-----------|----------|
| | 2023 | 2022 | % change | 2023 | 2022 | % change |
| Units | 1,220 | 1,201 | 1.6% | 14,419 | 18,626 | -22.6% |
| Median Sales Price | \$195,000 | \$215,000 | -9.3% | \$216,835 | \$220,000 | -1.4% |
| Average Sales Price | \$249,901 | \$275,859 | -9.4% | \$268,835 | \$266,495 | 0.9% |

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.





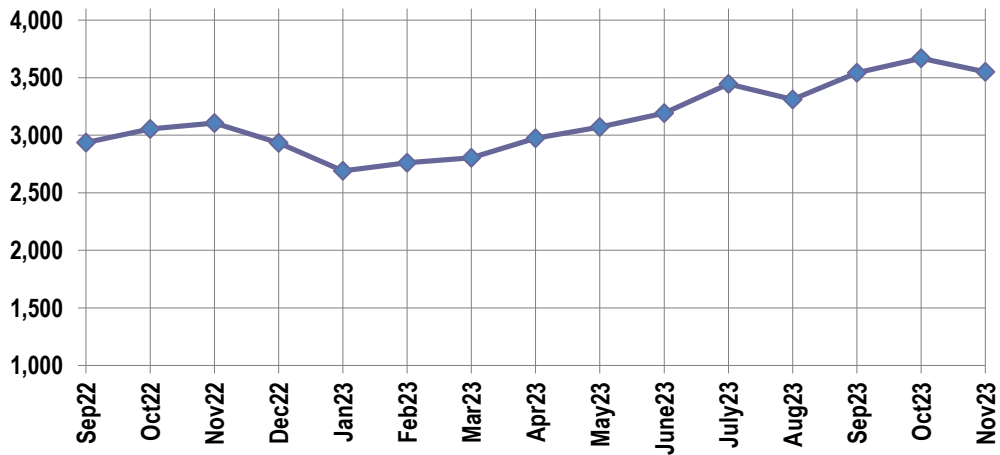
Memphis Area Home Sales Report November 2023

Active Listings, Pending Sales and Foreclosure Action Summary

| Active Listings | | |
|---------------------|--------------|------------------|
| | Units | Ave. List Price |
| Single Family | 3,313 | \$365,767 |
| Condo/Co-op | 186 | \$277,843 |
| Duplex | 51 | \$208,537 |
| Market Total | 3,550 | \$358,902 |

| Pending Sales | | |
|---------------------|------------|------------------|
| | Units | Ave. List Price |
| Single Family | 723 | \$317,229 |
| Condo/Co-op | 50 | \$275,542 |
| Duplex | 15 | \$149,245 |
| Market Total | 788 | \$311,387 |

| | November Foreclosure Actions | | | YTD Foreclosure Actions | | |
|--------------|------------------------------|------|----------|-------------------------|------|----------|
| | 2023 | 2022 | % change | 2023 | 2022 | % change |
| Total | 25 | 28 | -10.7% | 355 | 393 | -9.7% |



Inventory

| | | | |
|--------|-------|--------|-------|
| Dec-21 | 2,165 | Dec-22 | 2,934 |
| Jan-22 | 1,882 | Jan-23 | 2,690 |
| Feb-22 | 1,914 | Feb-23 | 2,760 |
| Mar-22 | 1,898 | Mar-23 | 2,804 |
| Apr-22 | 2,016 | Apr-23 | 2,975 |
| May-22 | 2,191 | May-23 | 3,070 |
| Jun-22 | 2,380 | Jun-23 | 3,192 |
| Jul-22 | 2,839 | Jul-23 | 3,445 |
| Aug-22 | 2,871 | Aug-23 | 3,311 |
| Sep-22 | 2,935 | Sep-23 | 3,542 |
| Oct-22 | 3,054 | Oct-23 | 3,668 |
| Nov-22 | 3,106 | Nov-23 | 3,550 |

| | | November Total Sales | | | November Existing Sales | | | November New Home Sales | | | November Bank Sales | | |
|----------------------------------|--------------------|----------------------|-----------|----------|-------------------------|-----------|----------|-------------------------|-----------|----------|---------------------|----------|----------|
| | | 2023 | 2022 | % change | 2023 | 2022 | % change | 2023 | 2022 | % change | 2023 | 2022 | % change |
| Frayser | Units | 90 | 78 | 15.4% | 89 | 73 | 21.9% | 1 | 1 | 0.0% | 2 | 4 | -50.0% |
| | Median Sales Price | \$95,750 | \$91,500 | 4.6% | \$95,000 | \$90,000 | 5.6% | | | | | \$60,050 | |
| | Ave. Sales Price | \$106,630 | \$106,527 | 0.1% | \$106,143 | \$102,399 | 3.7% | \$150,000 | \$166,800 | -10.1% | \$49,000 | \$52,489 | -6.6% |
| Raleigh/ Cov. Pike | Units | 79 | 77 | 2.6% | 79 | 76 | 3.9% | | 1 | | | | |
| | Median Sales Price | \$147,500 | 165,900 | -11.1% | \$147,500 | 166,700 | -11.5% | | | | | | |
| | Ave. Sales Price | \$151,740 | \$159,609 | -4.9% | \$151,740 | \$159,669 | -5.0% | | \$155,000 | | | | |
| Downtown | Units | 29 | 33 | -12.1% | 29 | 30 | -3.3% | | 3 | | | 1 | |
| | Median Sales Price | \$265,000 | \$275,000 | -3.6% | \$265,000 | \$277,500 | -4.5% | | \$130,000 | | | | |
| | Ave. Sales Price | \$274,492 | \$296,576 | -7.4% | \$274,492 | \$305,533 | -10.2% | | \$207,000 | | | \$60,000 | |
| Midtown | Units | 59 | 48 | 22.9% | 59 | 47 | 25.5% | | 1 | | 1 | | |
| | Median Sales Price | \$195,000 | \$230,000 | -15.2% | \$195,000 | \$230,000 | -15.2% | | | | | | |
| | Ave. Sales Price | \$222,743 | \$292,309 | -23.8% | \$222,743 | \$290,656 | -23.4% | | \$370,000 | | \$102,500 | | |
| S. Memphis | Units | 94 | 65 | 44.6% | 94 | 65 | 44.6% | | | | 3 | | |
| | Median Sales Price | \$65,000 | \$65,000 | 0.0% | \$65,000 | \$65,000 | 0.0% | | | | \$76,000 | | |
| | Ave. Sales Price | \$69,898 | \$71,050 | -1.6% | \$69,898 | \$71,050 | -1.6% | | | | \$72,333 | | |
| Berclair/ Highland Heights | Units | 48 | 58 | -17.2% | 48 | 57 | -15.8% | | 1 | | | | |
| | Median Sales Price | \$116,000 | \$93,850 | 23.6% | \$116,000 | \$92,700 | 25.1% | | | | | | |
| | Ave. Sales Price | \$114,465 | \$95,972 | 19.3% | \$114,465 | \$94,936 | 20.6% | | \$155,000 | | | | |
| E. Memphis | Units | 181 | 189 | -4.2% | 181 | 186 | -2.7% | | 3 | | | | |
| | Median Sales Price | \$220,000 | \$199,000 | 10.6% | \$220,000 | \$199,000 | 10.6% | | \$409,000 | | | | |
| | Ave. Sales Price | \$287,837 | \$268,690 | 7.1% | \$287,837 | \$265,319 | 8.5% | | \$477,667 | | | | |
| Whitehaven | Units | 71 | 65 | 9.2% | 67 | 64 | 4.7% | 4 | 1 | 300.0% | 1 | | |
| | Median Sales Price | \$105,000 | \$112,400 | -6.6% | \$97,600 | \$111,200 | -12.2% | \$179,500 | | | | | |
| | Ave. Sales Price | \$112,290 | \$116,907 | -3.9% | \$106,382 | \$116,077 | -8.4% | \$211,250 | \$170,000 | 24.3% | \$68,500 | | |
| Parkway Village/ Oakhaven | Units | 46 | 38 | 21.1% | 46 | 38 | 21.1% | | | | | | |
| | Median Sales Price | \$93,000 | \$113,278 | -17.9% | \$93,000 | \$113,278 | -17.9% | | | | | | |
| | Ave. Sales Price | \$104,700 | \$118,994 | -12.0% | \$104,700 | \$118,994 | -12.0% | | | | | | |
| Hickory Hill | Units | 77 | 67 | 14.9% | 75 | 67 | 11.9% | 2 | | | 1 | | |
| | Median Sales Price | \$171,000 | \$183,300 | -6.7% | \$169,900 | \$183,300 | -7.3% | | | | | | |
| | Ave. Sales Price | \$183,103 | \$185,667 | -1.4% | \$179,399 | \$185,667 | -3.4% | \$322,000 | | | \$96,000 | | |
| Southwind | Units | 8 | 13 | -38.5% | 8 | 11 | -27.3% | | 2 | | 1 | | |
| | Median Sales Price | \$313,299 | \$314,729 | -0.5% | \$313,299 | \$350,000 | -10.5% | | | | | | |
| | Ave. Sales Price | \$408,637 | \$439,068 | -6.9% | \$408,637 | \$462,748 | -11.7% | | \$308,830 | | \$311,599 | | |

| | | November Total Sales | | | November Existing Sales | | | November New Home Sales | | | November Bank Sales | | |
|----------------|--------------------|----------------------|-----------|----------|-------------------------|-----------|----------|-------------------------|-------------|----------|---------------------|-----------|----------|
| | | 2023 | 2022 | % change | 2023 | 2022 | % change | 2023 | 2022 | % change | 2023 | 2022 | % change |
| Cordova | Units | 133 | 128 | 3.9% | 133 | 117 | 13.7% | | 11 | | | | |
| | Median Sales Price | \$255,000 | \$260,000 | -1.9% | \$255,000 | \$248,000 | 2.8% | | \$380,000 | | | | |
| | Ave. Sales Price | \$295,416 | \$305,676 | -3.4% | \$295,416 | \$296,311 | -0.3% | | \$405,281 | | | | |
| Bartlett | Units | 71 | 67 | 6.0% | 69 | 62 | 11.3% | 2 | 5 | -60.0% | | | |
| | Median Sales Price | \$311,000 | \$315,000 | -1.3% | \$310,000 | \$287,500 | 7.8% | | \$528,280 | | | | |
| | Ave. Sales Price | \$314,125 | \$327,889 | -4.2% | \$313,179 | \$312,000 | 0.4% | \$346,750 | \$524,906 | -33.9% | | | |
| G'town | Units | 39 | 46 | -15.2% | 39 | 45 | -13.3% | | 1 | | | | |
| | Median Sales Price | \$480,500 | \$419,500 | 14.5% | \$480,500 | \$404,000 | 18.9% | | | | | | |
| | Ave. Sales Price | \$642,985 | \$540,347 | 19.0% | \$642,985 | \$523,799 | 22.8% | | \$1,285,000 | | | | |
| Collierville | Units | 44 | 63 | -30.2% | 37 | 44 | -15.9% | 7 | 19 | -63.2% | | | |
| | Median Sales Price | \$565,000 | \$613,000 | -7.8% | \$500,000 | \$521,000 | -4.0% | \$715,000 | \$840,350 | -14.9% | | | |
| | Ave. Sales Price | \$570,229 | \$648,023 | -12.0% | \$537,348 | \$556,560 | -3.5% | \$744,031 | \$858,833 | -13.4% | | | |
| Lakeland | Units | 17 | 18 | -5.6% | 16 | 17 | -5.9% | 1 | 1 | 0.0% | | | |
| | Median Sales Price | \$370,000 | \$442,500 | -16.4% | \$350,000 | \$435,000 | -19.5% | | | | | | |
| | Ave. Sales Price | \$438,959 | \$476,119 | -7.8% | \$423,281 | \$460,118 | -8.0% | \$689,800 | \$748,142 | -7.8% | | | |
| Arlington | Units | 18 | 24 | -25.0% | 12 | 22 | -45.5% | 6 | 2 | 200.0% | | | |
| | Median Sales Price | \$534,900 | \$388,500 | 37.7% | \$437,000 | \$380,000 | 15.0% | \$571,674 | | | | | |
| | Ave. Sales Price | \$531,929 | \$389,337 | 36.6% | \$513,225 | \$378,314 | 35.7% | \$569,336 | \$510,593 | 11.5% | | | |
| Millington | Units | 12 | 20 | -40.0% | 9 | 17 | -47.1% | 3 | 3 | 0.0% | | | |
| | Median Sales Price | \$202,450 | \$187,000 | 8.3% | \$179,900 | \$156,000 | 15.3% | \$305,990 | \$299,990 | 2.0% | | | |
| | Ave. Sales Price | \$200,293 | \$227,594 | -12.0% | \$167,283 | \$214,759 | -22.1% | \$299,323 | \$300,323 | -0.3% | | | |
| Shelby County | Units | 1,098 | 1,074 | 2.2% | 1,072 | 1,016 | 5.5% | 26 | 58 | -55.2% | 10 | 5 | 100.0% |
| | Median Sales Price | \$181,750 | \$200,000 | -9.1% | \$177,750 | \$190,550 | -6.7% | \$534,500 | \$499,117 | 7.1% | \$75,450 | \$60,000 | 25.8% |
| | Ave. Sales Price | \$241,984 | \$263,979 | -8.3% | \$236,151 | \$247,971 | -4.8% | \$482,481 | \$544,403 | -11.4% | \$96,850 | \$53,991 | 79.4% |
| Fayette County | Units | 65 | 69 | -5.8% | 45 | 40 | 12.5% | 20 | 29 | -31.0% | | | |
| | Median Sales Price | \$369,554 | \$421,500 | -12.3% | \$334,900 | \$392,500 | -14.7% | \$437,126 | \$440,000 | -0.7% | | | |
| | Ave. Sales Price | \$363,005 | \$479,488 | -24.3% | \$331,376 | \$467,305 | -29.1% | \$434,172 | \$496,291 | -12.5% | | | |
| Tipton County | Units | 67 | 65 | 3.1% | 59 | 58 | 1.7% | 8 | 7 | 14.3% | | 2 | |
| | Median Sales Price | \$240,000 | \$230,000 | 4.3% | \$220,000 | \$206,000 | 6.8% | \$420,002 | \$390,000 | 7.7% | | | |
| | Ave. Sales Price | \$247,081 | \$234,056 | 5.6% | \$223,849 | \$214,811 | 4.2% | \$418,410 | \$393,514 | 6.3% | | \$117,808 | |

| | | YTD Total Sales | | | YTD Existing Sales | | | YTD New Home Sales | | | YTD Bank Sales | | |
|----------------------------------|--------------------|-----------------|-----------|----------|--------------------|-----------|----------|--------------------|-----------|----------|----------------|-----------|----------|
| | | 2023 | 2022 | % change | 2023 | 2022 | % change | 2023 | 2022 | % change | 2023 | 2022 | % change |
| Frayser | Units | 950 | 1,055 | -10.0% | 925 | 1,037 | -10.8% | 25 | 18 | 38.9% | 9 | 15 | -40.0% |
| | Median Sales Price | \$92,000 | \$82,500 | 11.5% | \$90,000 | \$81,000 | 11.1% | \$155,000 | \$163,750 | -5.3% | \$71,400 | \$55,501 | 28.6% |
| | Ave. Sales Price | \$103,061 | \$95,915 | 7.5% | \$101,492 | \$94,843 | 7.0% | \$161,120 | \$157,667 | 2.2% | \$92,594 | \$59,085 | 56.7% |
| Raleigh/ Cov. Pike | Units | 747 | 1,053 | -29.1% | 743 | 1,046 | -29.0% | 4 | 7 | -42.9% | 8 | 5 | 60.0% |
| | Median Sales Price | \$150,000 | \$148,000 | 1.4% | \$150,000 | \$148,000 | 1.4% | \$216,250 | \$142,000 | 52.3% | \$166,000 | \$75,000 | 121.3% |
| | Ave. Sales Price | \$154,052 | \$151,200 | 1.9% | \$153,310 | \$151,153 | 1.4% | \$291,850 | \$158,357 | 84.3% | \$156,462 | \$80,200 | 95.1% |
| Downtown | Units | 350 | 534 | -34.5% | 343 | 515 | -33.4% | 7 | 19 | -63.2% | 1 | 4 | -75.0% |
| | Median Sales Price | \$266,000 | \$231,500 | 14.9% | \$269,000 | \$237,000 | 13.5% | \$159,000 | \$140,000 | 13.6% | | \$40,000 | |
| | Ave. Sales Price | \$292,446 | \$269,302 | 8.6% | \$294,126 | \$271,596 | 8.3% | \$210,143 | \$207,132 | 1.5% | \$20,000 | \$43,375 | -53.9% |
| Midtown | Units | 823 | 1,053 | -21.8% | 821 | 1,035 | -20.7% | 2 | 18 | -88.9% | 12 | 5 | 140.0% |
| | Median Sales Price | \$205,100 | \$209,000 | -1.9% | \$205,100 | \$204,000 | 0.5% | | \$387,250 | | \$66,780 | \$29,000 | 130.3% |
| | Ave. Sales Price | \$234,373 | \$228,897 | 2.4% | \$234,239 | \$225,785 | 3.7% | \$289,500 | \$407,838 | -29.0% | \$60,097 | \$81,800 | -26.5% |
| S. Memphis | Units | 909 | 989 | -8.1% | 907 | 987 | -8.1% | 2 | 2 | 0.0% | 18 | 4 | 350.0% |
| | Median Sales Price | \$65,000 | \$60,000 | 8.3% | \$65,000 | \$60,000 | 8.3% | | | | \$35,000 | \$36,500 | -4.1% |
| | Ave. Sales Price | \$77,147 | \$77,132 | 0.0% | \$76,921 | \$76,639 | 0.4% | \$179,950 | \$319,950 | -43.8% | \$46,700 | \$45,750 | 2.1% |
| Berclair/ Highland Heights | Units | 529 | 743 | -28.8% | 527 | 737 | -28.5% | 2 | 6 | -66.7% | 6 | 1 | 500.0% |
| | Median Sales Price | \$99,500 | \$92,000 | 8.2% | \$99,000 | \$91,000 | 8.8% | | \$141,250 | | \$79,787 | | |
| | Ave. Sales Price | \$103,630 | \$99,667 | 4.0% | \$103,368 | \$99,322 | 4.1% | \$172,500 | \$142,083 | 21.4% | \$80,162 | \$44,000 | 82.2% |
| E. Memphis | Units | 2,241 | 2,924 | -23.4% | 2,230 | 2,891 | -22.9% | 11 | 33 | -66.7% | 6 | 6 | 0.0% |
| | Median Sales Price | \$235,000 | \$220,000 | 6.8% | \$235,000 | \$220,000 | 6.8% | \$540,000 | \$521,000 | 3.6% | \$141,500 | \$186,500 | -24.1% |
| | Ave. Sales Price | \$298,171 | \$282,919 | 5.4% | \$296,845 | \$279,821 | 6.1% | \$567,168 | \$554,330 | 2.3% | \$180,871 | \$259,250 | -30.2% |
| Whitehaven | Units | 766 | 927 | -17.4% | 758 | 918 | -17.4% | 8 | 9 | -11.1% | 5 | 5 | 0.0% |
| | Median Sales Price | \$115,000 | \$105,000 | 9.5% | \$115,000 | \$104,950 | 9.6% | \$166,000 | \$300,000 | -44.7% | \$68,500 | \$91,000 | -24.7% |
| | Ave. Sales Price | \$116,485 | \$112,559 | 3.5% | \$115,834 | \$111,024 | 4.3% | \$178,125 | \$269,207 | -33.8% | \$89,920 | \$93,030 | -3.3% |
| Parkway Village/ Oakhaven | Units | 480 | 551 | -12.9% | 478 | 551 | -13.2% | 2 | | | 1 | 1 | 0.0% |
| | Median Sales Price | \$112,000 | \$109,900 | 1.9% | \$112,000 | \$109,900 | 1.9% | | | | | | |
| | Ave. Sales Price | \$118,011 | \$111,998 | 5.4% | \$117,710 | \$111,998 | 5.1% | \$190,000 | | | \$90,000 | \$109,900 | -18.1% |
| Hickory Hill | Units | 895 | 1,145 | -21.8% | 873 | 1,130 | -22.7% | 22 | 15 | 46.7% | 8 | 3 | 166.7% |
| | Median Sales Price | \$176,000 | \$183,000 | -3.8% | \$175,000 | \$180,500 | -3.0% | \$369,000 | \$385,900 | -4.4% | \$115,500 | \$115,000 | 0.4% |
| | Ave. Sales Price | \$184,545 | \$197,185 | -6.4% | \$180,490 | \$194,716 | -7.3% | \$345,443 | \$383,187 | -9.9% | \$146,547 | \$110,029 | 33.2% |
| Southwind | Units | 98 | 132 | -25.8% | 77 | 118 | -34.7% | 21 | 14 | 50.0% | 3 | | |
| | Median Sales Price | \$322,787 | \$323,855 | -0.3% | \$311,599 | \$325,000 | -4.1% | \$328,758 | \$313,674 | 4.8% | \$310,000 | | |
| | Ave. Sales Price | \$367,464 | \$398,523 | -7.8% | \$377,863 | \$408,441 | -7.5% | \$329,336 | \$314,935 | 4.6% | \$294,533 | | |

| | | YTD Total Sales | | | YTD Existing Sales | | | YTD New Home Sales | | | YTD Bank Sales | | |
|----------------|--------------------|-----------------|-----------|----------|--------------------|-----------|----------|--------------------|-------------|----------|----------------|-----------|----------|
| | | 2023 | 2022 | % change | 2023 | 2022 | % change | 2023 | 2022 | % change | 2023 | 2022 | % change |
| Cordova | Units | 1,494 | 2,154 | -30.6% | 1,407 | 2,074 | -32.2% | 87 | 80 | 8.8% | 2 | 2 | 0.0% |
| | Median Sales Price | \$272,000 | \$280,000 | -2.9% | \$265,000 | \$275,000 | -3.6% | \$384,900 | \$422,400 | -8.9% | | | |
| | Ave. Sales Price | \$293,310 | \$308,944 | -5.1% | \$285,412 | \$304,635 | -6.3% | \$403,867 | \$420,673 | -4.0% | \$242,500 | \$189,500 | 28.0% |
| Bartlett | Units | 774 | 1,068 | -27.5% | 759 | 1,026 | -26.0% | 15 | 42 | -64.3% | 1 | 2 | -50.0% |
| | Median Sales Price | \$305,000 | \$305,000 | 0.0% | \$305,000 | \$300,000 | 1.7% | \$345,900 | \$494,545 | -30.1% | | | |
| | Ave. Sales Price | \$312,114 | \$318,495 | -2.0% | \$311,108 | \$311,633 | -0.2% | \$363,035 | \$486,134 | -25.3% | \$235,900 | \$292,750 | -19.4% |
| G'town | Units | 607 | 712 | -14.7% | 595 | 697 | -14.6% | 12 | 15 | -20.0% | 1 | 3 | -66.7% |
| | Median Sales Price | \$475,000 | \$450,000 | 5.6% | \$470,000 | \$450,000 | 4.4% | \$1,331,000 | \$1,300,000 | 2.4% | | \$405,000 | |
| | Ave. Sales Price | \$585,891 | \$543,310 | 7.8% | \$571,433 | \$527,402 | 8.3% | \$1,302,778 | \$1,282,506 | 1.6% | \$498,000 | \$556,883 | -10.6% |
| Collierville | Units | 852 | 1,055 | -19.2% | 720 | 889 | -19.0% | 132 | 166 | -20.5% | 2 | | |
| | Median Sales Price | \$520,000 | \$509,000 | 2.2% | \$477,000 | \$475,000 | 0.4% | \$777,597 | \$679,534 | 14.4% | | | |
| | Ave. Sales Price | \$569,420 | \$555,089 | 2.6% | \$524,705 | \$525,128 | -0.1% | \$813,316 | \$715,542 | 13.7% | \$464,669 | | |
| Lakeland | Units | 202 | 334 | -39.5% | 161 | 269 | -40.1% | 41 | 65 | -36.9% | 2 | | |
| | Median Sales Price | \$520,000 | \$485,000 | 7.2% | \$451,500 | \$415,000 | 8.8% | \$667,811 | \$572,800 | 16.6% | | | |
| | Ave. Sales Price | \$506,948 | \$475,971 | 6.5% | \$468,090 | \$448,664 | 4.3% | \$659,538 | \$589,066 | 12.0% | \$567,900 | | |
| Arlington | Units | 254 | 313 | -18.8% | 173 | 258 | -32.9% | 81 | 55 | 47.3% | | | |
| | Median Sales Price | \$470,000 | \$418,865 | 12.2% | \$405,000 | \$387,000 | 4.7% | \$511,315 | \$493,313 | 3.6% | | | |
| | Ave. Sales Price | \$452,956 | \$417,481 | 8.5% | \$415,309 | \$399,754 | 3.9% | \$533,361 | \$500,369 | 6.6% | | | |
| Millington | Units | 228 | 273 | -16.5% | 197 | 243 | -18.9% | 31 | 30 | 3.3% | 1 | 3 | -66.7% |
| | Median Sales Price | \$209,900 | \$220,000 | -4.6% | \$195,000 | \$201,000 | -3.0% | \$300,990 | \$299,990 | 0.3% | | \$108,500 | |
| | Ave. Sales Price | \$221,463 | \$231,789 | -4.5% | \$206,673 | \$221,389 | -6.6% | \$315,452 | \$316,029 | -0.2% | \$44,000 | \$117,900 | -62.7% |
| Shelby County | Units | 13,046 | 16,761 | -22.2% | 12,541 | 16,172 | -22.5% | 505 | 589 | -14.3% | 86 | 58 | 48.3% |
| | Median Sales Price | \$205,000 | \$210,000 | -2.4% | \$197,500 | \$202,000 | -2.2% | \$485,000 | \$498,844 | -2.8% | \$76,100 | \$75,928 | 0.2% |
| | Ave. Sales Price | \$262,503 | \$261,475 | 0.4% | \$251,216 | \$251,564 | -0.1% | \$542,808 | \$533,604 | 1.7% | \$128,180 | \$129,347 | -0.9% |
| Fayette County | Units | 671 | 897 | -25.2% | 463 | 631 | -26.6% | 208 | 266 | -21.8% | 8 | 1 | 700.0% |
| | Median Sales Price | \$358,990 | \$333,000 | 7.8% | \$328,000 | \$320,000 | 2.5% | \$381,667 | \$365,400 | 4.5% | \$247,750 | | |
| | Ave. Sales Price | \$385,562 | \$365,926 | 5.4% | \$370,491 | \$351,099 | 5.5% | \$419,108 | \$401,099 | 4.5% | \$186,025 | \$40,000 | 365.1% |
| Tipton County | Units | 808 | 1,037 | -22.1% | 730 | 921 | -20.7% | 78 | 109 | -28.4% | 12 | 10 | 20.0% |
| | Median Sales Price | \$255,000 | \$250,000 | 2.0% | \$240,000 | \$227,000 | 5.7% | \$370,990 | \$350,000 | 6.0% | \$112,638 | \$116,250 | -3.1% |
| | Ave. Sales Price | \$257,188 | \$252,356 | 1.9% | \$243,648 | \$238,768 | 2.0% | \$383,497 | \$360,241 | 6.5% | \$188,431 | \$124,102 | 51.8% |