

### Sales Summary

	June Total Sales			YTD Total Sales		
	2022	2021	% change	2022	2021	% change
Units	2,006	1,879	6.8%	10,106	10,212	-1.0%
Median Sales Price	\$250,000	\$225,000	11.1%	\$219,900	\$190,000	15.7%
Average Sales Price	\$286,103	\$251,977	13.5%	\$259,872	\$226,153	14.9%

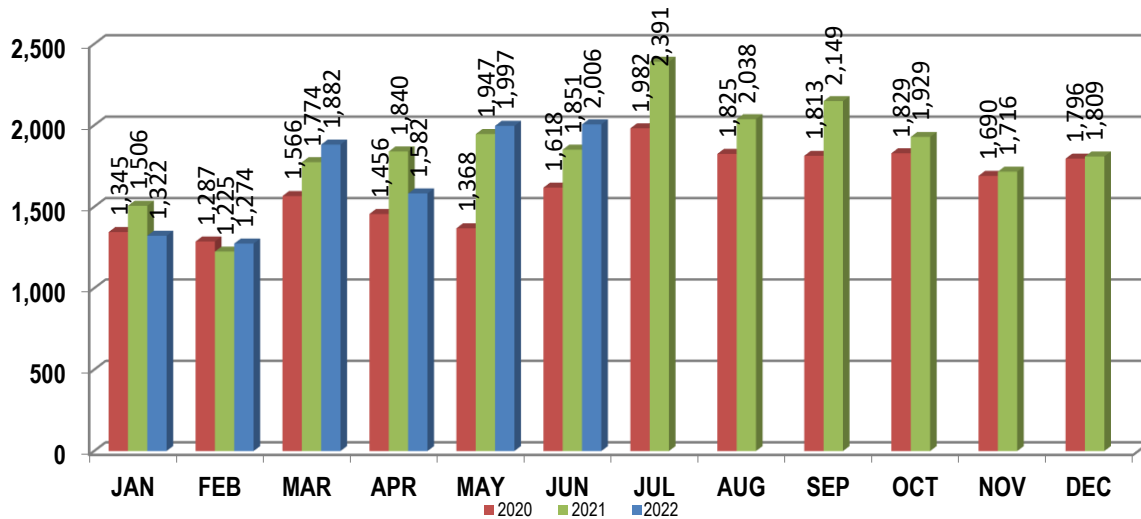
	June Existing Sales			YTD Existing Sales		
	2022	2021	% change	2022	2021	% change
Units	1,922	1,781	7.9%	9,659	9,699	-0.4%
Median Sales Price	\$240,000	\$215,000	11.6%	\$210,000	\$180,000	16.7%
Average Sales Price	\$278,819	\$244,770	13.9%	\$250,212	\$217,189	15.2%

	June New Home Sales			YTD New Home Sales		
	2022	2021	% change	2022	2021	% change
Units	84	98	-14.3%	447	513	-12.9%
Median Sales Price	\$410,000	\$342,192	19.8%	\$419,900	\$360,744	16.4%
Average Sales Price	\$452,755	\$382,951	18.2%	\$468,605	\$395,626	18.4%

	June Bank Sales			YTD Bank Sales*		
	2022	2021	% change	2022	2021	% change
Units	8	12	-33.3%	33	80	-58.8%
Median Sales Price	\$102,450	\$56,025	82.9%	\$95,000	\$63,172	50.4%
Average Sales Price	\$112,862	\$62,388	80.9%	\$155,464	\$111,010	40.0%

	June Non-Bank Sales			YTD Non-Bank Sales		
	2022	2021	% change	2022	2021	% change
Units	1,998	1,867	7.0%	10,073	10,132	-0.6%
Median Sales Price	\$250,000	\$225,100	11.1%	\$220,000	\$190,000	15.8%
Average Sales Price	\$286,796	\$253,196	13.3%	\$260,214	\$227,062	14.6%

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.

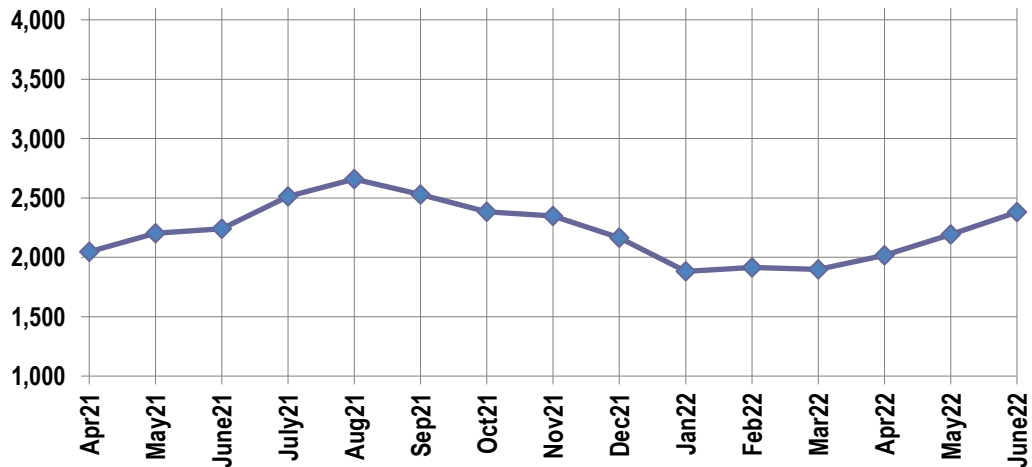


**Active Listings, Pending Sales and Foreclosure Action Summary**

Active Listings		
	Units	Ave. List Price
Single Family	2,245	\$372,705
Condo/Co-op	104	\$168,528
Duplex	31	\$268,419
<b>Market Total</b>	<b>2,380</b>	<b>\$362,424</b>

Pending Sales		
	Units	Ave. List Price
Single Family	1,419	\$321,796
Condo/Co-op	36	\$200,688
Duplex	27	\$128,140
<b>Market Total</b>	<b>1,482</b>	<b>\$315,326</b>

	June Foreclosure Actions			YTD Foreclosure Actions		
	2022	2021	% change	2022	2021	% change
<b>Total</b>	47	24	95.8%	185	137	35.0%



**Inventory**

Jul-20	2,938	Jul-21	2,514
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

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Frayser	Units	99	86	15.1%	99	86	15.1%				2	4	-50.0%
	Median Sales Price	\$90,000	\$69,900	28.8%	\$90,000	\$69,900	28.8%					\$44,151	
	Ave. Sales Price	\$96,165	\$77,460	24.1%	\$96,165	\$77,460	24.1%				\$74,500	\$55,576	34.1%
Raleigh/ Cov. Pike	Units	95	85	11.8%	93	84	10.7%	2	1	100.0%		1	
	Median Sales Price	\$155,000	120,000	29.2%	\$159,000	118,750	33.9%						
	Ave. Sales Price	\$160,094	\$129,585	23.5%	\$160,602	\$128,866	24.6%	\$136,500	\$190,000	-28.2%		\$145,000	
Downtown	Units	50	64	-21.9%	50	64	-21.9%						
	Median Sales Price	\$198,750	\$300,000	-33.8%	\$198,750	\$300,000	-33.8%						
	Ave. Sales Price	\$232,066	\$274,694	-15.5%	\$232,066	\$274,694	-15.5%						
Midtown	Units	117	116	0.9%	116	113	2.7%	1	3	-66.7%			
	Median Sales Price	\$250,000	\$227,925	9.7%	\$249,450	\$226,000	10.4%		\$262,000				
	Ave. Sales Price	\$264,219	\$242,757	8.8%	\$261,862	\$241,529	8.4%	\$537,610	\$289,000	86.0%			
S. Memphis	Units	100	85	17.6%	100	85	17.6%				1	1	0.0%
	Median Sales Price	\$74,000	\$50,000	48.0%	\$74,000	\$50,000	48.0%						
	Ave. Sales Price	\$82,794	\$57,678	43.5%	\$82,794	\$57,678	43.5%				\$15,000	\$65,001	-76.9%
Berciair/ Highland Heights	Units	68	64	6.3%	68	64	6.3%					1	
	Median Sales Price	\$100,000	\$66,500	50.4%	\$100,000	\$66,500	50.4%						
	Ave. Sales Price	\$108,730	\$79,970	36.0%	\$108,730	\$79,970	36.0%					\$61,000	
E. Memphis	Units	298	306	-2.6%	297	304	-2.3%	1	2	-50.0%			
	Median Sales Price	\$241,500	\$235,500	2.5%	\$241,000	\$235,000	2.6%						
	Ave. Sales Price	\$319,044	\$276,536	15.4%	\$319,012	\$275,102	16.0%	\$328,500	\$494,450	-33.6%			
Whitehaven	Units	84	68	23.5%	84	66	27.3%		2			2	
	Median Sales Price	\$98,000	\$87,400	12.1%	\$98,000	\$86,400	13.4%						
	Ave. Sales Price	\$103,961	\$97,143	7.0%	\$103,961	\$93,652	11.0%		\$212,360			\$53,000	
Parkway Village/ Oakhaven	Units	52	37	40.5%	52	37	40.5%				1	1	0.0%
	Median Sales Price	\$100,000	\$87,000	14.9%	\$100,000	\$87,000	14.9%						
	Ave. Sales Price	\$105,014	\$86,059	22.0%	\$105,014	\$86,059	22.0%				\$109,900	\$66,300	65.8%
Hickory Hill	Units	117	85	37.6%	117	84	39.3%		1				
	Median Sales Price	\$185,000	\$145,000	27.6%	\$185,000	\$145,000	27.6%						
	Ave. Sales Price	\$208,030	\$152,178	36.7%	\$208,030	\$151,763	37.1%		\$187,000				
Southwind	Units	10	19	-47.4%	10	13	-23.1%		6				
	Median Sales Price	\$315,445	\$270,920	16.4%	\$315,445	\$283,000	11.5%		\$255,710				
	Ave. Sales Price	\$334,339	\$321,543	4.0%	\$334,339	\$354,108	-5.6%		\$250,987				

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Cordova	Units	238	227	4.8%	229	225	1.8%	9	2	350.0%		2	
	Median Sales Price	\$287,600	\$233,000	23.4%	\$283,500	\$233,000	21.7%	\$439,900					
	Ave. Sales Price	\$307,711	\$250,097	23.0%	\$302,148	\$249,135	21.3%	\$449,264	\$358,352	25.4%		\$189,500	
Bartlett	Units	143	105	36.2%	140	104	34.6%	3	1	200.0%			
	Median Sales Price	\$325,000	\$290,000	12.1%	\$322,250	\$282,000	14.3%	\$516,033					
	Ave. Sales Price	\$331,849	\$285,015	16.4%	\$329,031	\$284,650	15.6%	\$463,369	\$322,900	43.5%			
G'town	Units	78	88	-11.4%	78	88	-11.4%						
	Median Sales Price	\$480,000	\$425,875	12.7%	\$480,000	\$425,875	12.7%						
	Ave. Sales Price	\$547,879	\$490,238	11.8%	\$547,879	\$490,238	11.8%						
Collierville	Units	151	110	37.3%	134	99	35.4%	17	11	54.5%			
	Median Sales Price	\$495,000	\$460,000	7.6%	\$475,700	\$437,000	8.9%	\$638,264	\$595,380	7.2%			
	Ave. Sales Price	\$550,474	\$483,795	13.8%	\$537,920	\$467,916	15.0%	\$649,429	\$626,700	3.6%			
Lateland	Units	37	43	-14.0%	31	34	-8.8%	6	9	-33.3%			
	Median Sales Price	\$505,000	\$430,000	17.4%	\$495,000	\$342,000	44.7%	\$604,932	\$525,490	15.1%			
	Ave. Sales Price	\$494,927	\$415,878	19.0%	\$473,336	\$375,126	26.2%	\$606,476	\$569,826	6.4%			
Arlington	Units	35	51	-31.4%	28	37	-24.3%	7	14	-50.0%			
	Median Sales Price	\$425,000	\$373,095	13.9%	\$407,500	\$345,000	18.1%	\$491,016	\$394,420	24.5%			
	Ave. Sales Price	\$432,232	\$363,226	19.0%	\$419,807	\$347,501	20.8%	\$481,934	\$404,783	19.1%			
Millington	Units	25	27	-7.4%	25	23	8.7%		4		1		
	Median Sales Price	\$190,000	\$148,500	27.9%	\$190,000	\$130,000	46.2%		\$239,490				
	Ave. Sales Price	\$201,700	\$159,773	26.2%	\$201,700	\$142,369	41.7%		\$259,842		\$190,000		
Shelby County	Units	1,786	1,641	8.8%	1,740	1,585	9.8%	46	56	-17.9%	7	10	-30.0%
	Median Sales Price	\$239,500	\$215,000	11.4%	\$232,477	\$210,000	10.7%	\$520,466	\$394,420	32.0%	\$109,900	\$63,000	74.4%
	Ave. Sales Price	\$282,432	\$249,795	13.1%	\$275,746	\$243,522	13.2%	\$535,332	\$427,350	25.3%	\$120,414	\$66,560	80.9%
Fayette County	Units	91	103	-11.7%	60	80	-25.0%	31	23	34.8%		1	
	Median Sales Price	\$339,990	\$300,000	13.3%	\$337,500	\$300,000	12.5%	\$339,990	\$320,000	6.2%			
	Ave. Sales Price	\$365,056	\$319,003	14.4%	\$374,181	\$310,324	20.6%	\$347,395	\$349,193	-0.5%		\$51,050	
Tipton County	Units	129	135	-4.4%	122	116	5.2%	7	19	-63.2%	1	1	0.0%
	Median Sales Price	\$265,000	\$240,000	10.4%	\$257,500	\$205,000	25.6%	\$385,000	\$284,900	35.1%			
	Ave. Sales Price	\$281,226	\$227,365	23.7%	\$275,748	\$216,622	27.3%	\$376,700	\$292,955	28.6%	\$60,000	\$32,000	87.5%

		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	584	604	-3.3%	582	600	-3.0%	2	4	-50.0%	7	9	-22.2%
	Median Sales Price	\$78,349	\$67,125	16.7%	\$78,000	\$66,950	16.5%		\$112,500		\$60,000	\$52,490	14.3%
	Ave. Sales Price	\$90,583	\$75,588	19.8%	\$90,448	\$75,382	20.0%	\$130,000	\$106,375	22.2%	\$71,500	\$62,082	15.2%
Raleigh/ Cov. Pike	Units	563	486	15.8%	560	482	16.2%	3	4	-25.0%	2	5	-60.0%
	Median Sales Price	\$140,500	110,000	27.7%	\$140,250	110,000	27.5%	\$142,000	\$132,500	7.2%		\$144,000	
	Ave. Sales Price	\$145,956	\$115,000	26.9%	\$145,801	\$115,255	26.5%	\$174,833	\$145,000	20.6%	\$45,000	\$110,500	-59.3%
Downtown	Units	300	297	1.0%	295	293	0.7%	5	4	25.0%	1	2	-50.0%
	Median Sales Price	\$230,500	\$255,990	-10.0%	\$230,000	\$260,000	-11.5%	\$255,000	\$122,000	109.0%			
	Ave. Sales Price	\$267,273	\$272,333	-1.9%	\$267,308	\$272,881	-2.0%	\$265,200	\$224,750	18.0%	\$45,000	\$274,000	-83.6%
Midtown	Units	609	607	0.3%	600	600	0.0%	9	7	28.6%	2	5	-60.0%
	Median Sales Price	\$212,175	\$200,000	6.1%	\$210,000	\$199,500	5.3%	\$380,000	\$305,000	24.6%		\$25,000	
	Ave. Sales Price	\$231,499	\$213,373	8.5%	\$229,007	\$211,393	8.3%	\$397,591	\$383,129	3.8%	\$17,000	\$24,350	-30.2%
S. Memphis	Units	527	464	13.6%	526	463	13.6%	1	1	0.0%	2	8	-75.0%
	Median Sales Price	\$62,300	\$45,000	38.4%	\$62,150	\$45,000	38.1%					\$36,250	
	Ave. Sales Price	\$73,132	\$54,381	34.5%	\$72,663	\$54,023	34.5%	\$320,000	\$220,000	45.5%	\$17,500	\$37,406	-53.2%
Berclair/ Highland Heights	Units	400	425	-5.9%	400	425	-5.9%				1	5	-80.0%
	Median Sales Price	\$90,000	\$65,000	38.5%	\$90,000	\$65,000	38.5%					\$43,500	
	Ave. Sales Price	\$97,290	\$73,748	31.9%	\$97,290	\$73,748	31.9%				\$44,000	\$39,340	11.8%
E. Memphis	Units	1,563	1,684	-7.2%	1,548	1,673	-7.5%	15	11	36.4%	4	8	-50.0%
	Median Sales Price	\$225,000	\$189,250	18.9%	\$225,000	\$186,000	21.0%	\$699,000	\$489,000	42.9%	\$186,500	\$102,500	82.0%
	Ave. Sales Price	\$291,896	\$238,512	22.4%	\$287,981	\$236,811	21.6%	\$695,883	\$497,118	40.0%	\$256,750	\$132,588	93.6%
Whitehaven	Units	463	456	1.5%	461	438	5.3%	2	18	-88.9%	3	7	-57.1%
	Median Sales Price	\$100,000	\$83,000	20.5%	\$99,500	\$81,950	21.4%		\$209,500		\$107,000	\$71,000	50.7%
	Ave. Sales Price	\$107,928	\$93,594	15.3%	\$107,141	\$88,749	20.7%	\$289,180	\$211,486	36.7%	\$110,967	\$59,129	87.7%
Parkway Village/ Oakhaven	Units	310	282	9.9%	310	282	9.9%				1	3	-66.7%
	Median Sales Price	\$109,900	\$85,000	29.3%	\$109,900	\$85,000	29.3%					\$63,344	
	Ave. Sales Price	\$109,786	\$85,483	28.4%	\$109,786	\$85,483	28.4%				\$109,900	\$59,595	84.4%
Hickory Hill	Units	645	590	9.3%	635	585	8.5%	10	5	100.0%	1	3	-66.7%
	Median Sales Price	\$180,000	\$147,700	21.9%	\$180,000	\$147,000	22.4%	\$387,900	\$187,000	107.4%		\$137,000	
	Ave. Sales Price	\$202,263	\$151,062	33.9%	\$199,368	\$150,366	32.6%	\$386,120	\$232,540	66.0%	\$115,000	\$153,500	-25.1%
Southwind	Units	72	74	-2.7%	62	63	-1.6%	10	11	-9.1%		1	
	Median Sales Price	\$316,847	\$262,750	20.6%	\$315,350	\$265,000	19.0%	\$320,355	\$240,500	33.2%			
	Ave. Sales Price	\$371,169	\$336,710	10.2%	\$379,653	\$352,638	7.7%	\$318,569	\$245,484	29.8%		\$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	1,161	1,170	-0.8%	1,130	1,141	-1.0%	31	29	6.9%	2	3	-33.3%
	Median Sales Price	\$278,000	\$222,000	25.2%	\$275,000	\$220,000	25.0%	\$429,900	\$351,380	22.3%		\$235,000	
	Ave. Sales Price	\$293,072	\$238,525	22.9%	\$289,515	\$235,597	22.9%	\$422,749	\$353,738	19.5%	\$189,500	\$197,667	-4.1%
Bartlett	Units	590	599	-1.5%	574	595	-3.5%	16	4	300.0%			
	Median Sales Price	\$300,000	\$257,900	16.3%	\$298,710	\$257,000	16.2%	\$485,665	\$359,400	35.1%			
	Ave. Sales Price	\$312,760	\$266,290	17.5%	\$308,702	\$265,678	16.2%	\$458,353	\$357,400	28.2%			
G'town	Units	367	420	-12.6%	364	418	-12.9%	3	2	50.0%	3	2	50.0%
	Median Sales Price	\$440,500	\$401,250	9.8%	\$440,250	\$400,250	10.0%	\$1,585,000			\$405,000		
	Ave. Sales Price	\$518,158	\$456,585	13.5%	\$508,072	\$454,224	11.9%	\$1,741,928	\$950,000	83.4%	\$556,833	\$329,944	68.8%
Collinsville	Units	569	567	0.4%	485	487	-0.4%	84	80	5.0%		1	
	Median Sales Price	\$500,000	\$450,000	11.1%	\$465,000	\$418,000	11.2%	\$651,400	\$584,430	11.5%			
	Ave. Sales Price	\$547,784	\$477,571	14.7%	\$525,836	\$452,182	16.3%	\$674,505	\$632,121	6.7%		\$560,000	
Lateland	Units	188	155	21.3%	147	127	15.7%	41	28	46.4%			
	Median Sales Price	\$485,000	\$376,000	29.0%	\$392,000	\$330,000	18.8%	\$559,900	\$500,737	11.8%			
	Ave. Sales Price	\$469,774	\$389,820	20.5%	\$441,073	\$363,657	21.3%	\$572,675	\$508,489	12.6%			
Arlington	Units	153	249	-38.6%	128	178	-28.1%	25	71	-64.8%			
	Median Sales Price	\$410,000	\$365,000	12.3%	\$375,000	\$329,400	13.8%	\$494,285	\$411,470	20.1%			
	Ave. Sales Price	\$410,679	\$357,408	14.9%	\$392,829	\$331,353	18.6%	\$502,069	\$422,728	18.8%			
Millington	Units	128	149	-14.1%	123	121	1.7%	5	28	-82.1%	1	1	0.0%
	Median Sales Price	\$200,000	\$175,000	14.3%	\$197,000	\$150,000	31.3%	\$366,100	\$240,990	51.9%			
	Ave. Sales Price	\$225,497	\$175,936	28.2%	\$219,452	\$160,465	36.8%	\$374,220	\$242,791	54.1%	\$190,000	\$194,900	-2.5%
Shelby County	Units	9,065	9,086	-0.2%	8,803	8,779	0.3%	262	307	-14.7%	29	61	-52.5%
	Median Sales Price	\$210,000	\$180,000	16.7%	\$200,000	\$174,900	14.4%	\$517,399	\$414,560	24.8%	\$91,000	\$63,000	44.4%
	Ave. Sales Price	\$256,851	\$222,193	15.6%	\$248,104	\$214,796	15.5%	\$550,755	\$433,719	27.0%	\$156,166	\$109,597	42.5%
Fayette County	Units	466	551	-15.4%	332	395	-15.9%	134	156	-14.1%		4	
	Median Sales Price	\$312,395	\$285,000	9.6%	\$310,000	\$276,000	12.3%	\$315,619	\$304,767	3.6%		\$48,125	
	Ave. Sales Price	\$333,139	\$312,072	6.8%	\$323,443	\$295,326	9.5%	\$357,164	\$354,475	0.8%		\$50,838	
Tipton County	Units	575	575	0.0%	524	525	-0.2%	51	50	2.0%	4	15	-73.3%
	Median Sales Price	\$240,000	\$200,000	20.0%	\$225,250	\$190,000	18.6%	\$290,990	\$277,990	4.7%	\$153,750	\$97,000	58.5%
	Ave. Sales Price	\$248,110	\$206,393	20.2%	\$239,227	\$198,418	20.6%	\$339,382	\$290,131	17.0%	\$150,375	\$132,804	13.2%