

Sales Summary

	August Total Sales			YTD Total Sales		
	2022	2021	% change	2022	2021	% change
Units	1,917	2,053	-6.6%	14,047	14,674	-4.3%
Median Sales Price	\$223,000	\$220,000	1.4%	\$220,000	\$200,000	10.0%
Average Sales Price	\$268,034	\$254,837	5.2%	\$262,528	\$234,493	12.0%

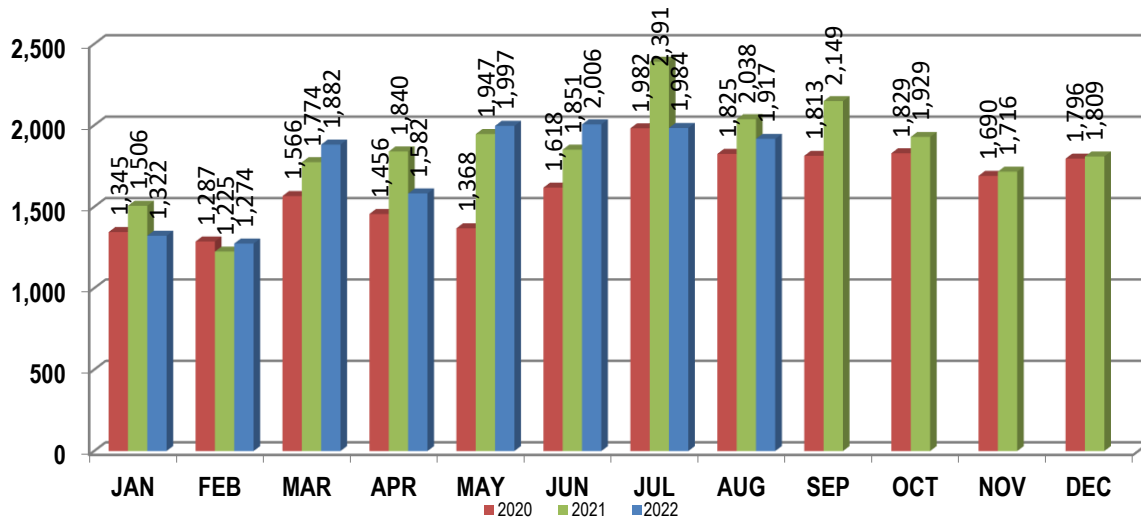
	August Existing Sales			YTD Existing Sales		
	2022	2021	% change	2022	2021	% change
Units	1,833	1,969	-6.9%	13,419	13,974	-4.0%
Median Sales Price	\$215,000	\$213,500	0.7%	\$212,000	\$190,000	11.6%
Average Sales Price	\$259,247	\$247,138	4.9%	\$252,834	\$226,187	11.8%

	August New Home Sales			YTD New Home Sales		
	2022	2021	% change	2022	2021	% change
Units	84	84	0.0%	628	700	-10.3%
Median Sales Price	\$447,699	\$387,595	15.5%	\$429,975	\$363,310	18.3%
Average Sales Price	\$459,773	\$435,296	5.6%	\$469,667	\$400,297	17.3%

	August Bank Sales			YTD Bank Sales*		
	2022	2021	% change	2022	2021	% change
Units	11	6	83.3%	52	94	-44.7%
Median Sales Price	\$80,000	\$105,500	-24.2%	\$81,750	\$64,172	27.4%
Average Sales Price	\$110,127	\$116,942	-5.8%	\$136,192	\$109,183	24.7%

	August Non-Bank Sales			YTD Non-Bank Sales		
	2022	2021	% change	2022	2021	% change
Units	1,906	2,047	-6.9%	13,995	14,580	-4.0%
Median Sales Price	\$225,000	\$220,500	2.0%	\$220,000	\$200,000	10.0%
Average Sales Price	\$268,945	\$255,241	5.4%	\$262,997	\$235,301	11.8%

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.

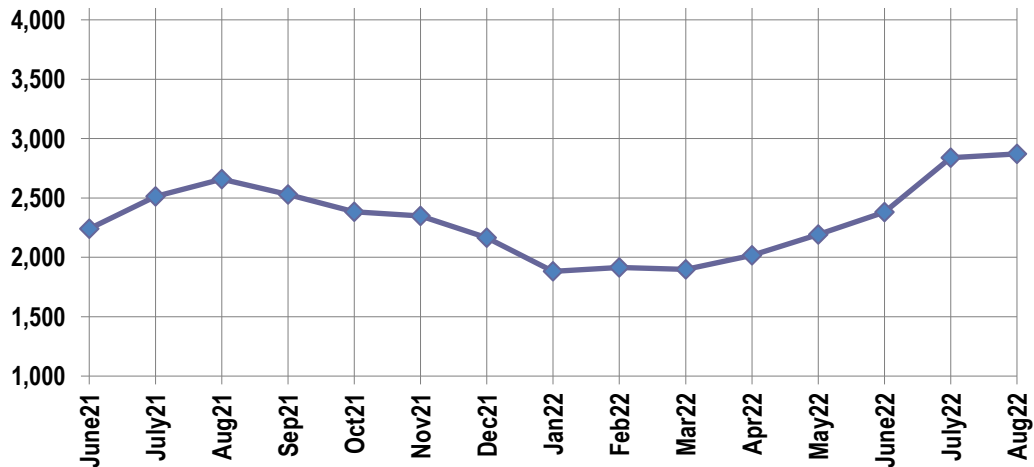


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	2,708	\$375,010
Condo/Co-op	129	\$223,085
Duplex	33	\$251,630
Market Total	2,871	\$366,699

Pending Sales		
	Units	Ave. List Price
Single Family	1,289	\$322,326
Condo/Co-op	40	\$198,157
Duplex	20	\$181,479
Market Total	1,349	\$316,556

	August Foreclosure Actions			YTD Foreclosure Actions		
	2022	2021	% change	2022	2021	% change
Total	46	20	130.0%	281	180	56.1%



Inventory

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
Aug-21	2,659	Aug-22	2,871

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Frayer	Units	112	92	21.7%	108	91	18.7%	4	1	300.0%	2	2	0.0%
	Median Sales Price	\$77,000	\$72,500	6.2%	\$74,125	\$72,000	3.0%	\$167,500					
	Ave. Sales Price	\$93,647	\$79,093	18.4%	\$91,092	\$78,588	15.9%	\$162,625	\$125,000	30.1%	\$39,950	\$121,575	-67.1%
Raleigh/ Cov. Pike	Units	98	93	5.4%	97	92	5.4%	1	1	0.0%	2	1	100.0%
	Median Sales Price	\$149,000	128,000	16.4%	\$150,000	124,000	21.0%						
	Ave. Sales Price	\$158,870	\$124,158	28.0%	\$158,780	\$123,986	28.1%	\$148,000	\$140,000	5.7%	\$118,000	\$130,000	-9.2%
Downtown	Units	67	54	24.1%	61	54	13.0%	6			1		
	Median Sales Price	\$195,000	\$212,875	-8.4%	\$199,900	\$212,875	-6.1%	\$136,500					
	Ave. Sales Price	\$218,705	\$218,762	0.0%	\$226,775	\$218,762	3.7%	\$137,167			\$33,500		
Midtown	Units	107	115	-7.0%	106	112	-5.4%	1	3	-66.7%	3		
	Median Sales Price	\$195,000	\$185,000	5.4%	\$195,000	\$180,000	8.3%		\$260,000		\$80,000		
	Ave. Sales Price	\$212,725	\$226,424	-6.1%	\$211,628	\$223,378	-5.3%	\$329,000	\$340,117	-3.3%	\$105,667		
S. Memphis	Units	108	94	14.9%	108	94	14.9%				1		
	Median Sales Price	\$62,000	\$49,500	25.3%	\$62,000	\$49,500	25.3%						
	Ave. Sales Price	\$82,190	\$69,441	18.4%	\$82,190	\$69,441	18.4%				\$95,000		
Berclair/ Highland Heights	Units	69	82	-15.9%	69	82	-15.9%						
	Median Sales Price	\$90,000	\$76,500	17.6%	\$90,000	\$76,500	17.6%						
	Ave. Sales Price	\$102,225	\$89,739	13.9%	\$102,225	\$89,739	13.9%						
E. Memphis	Units	269	320	-15.9%	267	316	-15.5%	2	4	-50.0%			
	Median Sales Price	\$235,000	\$209,925	11.9%	\$230,000	\$203,500	13.0%		\$574,725				
	Ave. Sales Price	\$280,713	\$266,014	5.5%	\$278,805	\$262,032	6.4%	\$535,500	\$580,550	-7.8%			
Whitehaven	Units	107	78	37.2%	105	77	36.4%	2	1	100.0%			
	Median Sales Price	\$105,900	\$87,250	21.4%	\$105,000	\$87,000	20.7%						
	Ave. Sales Price	\$117,257	\$95,221	23.1%	\$113,423	\$94,587	19.9%	\$318,500	\$142,999	122.7%			
Parkway Village/ Oakhaven	Units	53	41	29.3%	53	41	29.3%						
	Median Sales Price	\$107,000	\$105,000	1.9%	\$107,000	\$105,000	1.9%						
	Ave. Sales Price	\$113,674	\$92,327	23.1%	\$113,674	\$92,327	23.1%						
Hickory Hill	Units	113	118	-4.2%	113	118	-4.2%					1	
	Median Sales Price	\$176,000	\$168,750	4.3%	\$176,000	\$168,750	4.3%						
	Ave. Sales Price	\$183,033	\$170,216	7.5%	\$183,033	\$170,216	7.5%					\$81,000	
Southwind	Units	9	12	-25.0%	9	10	-10.0%		2				
	Median Sales Price	\$410,000	\$280,500	46.2%	\$410,000	\$280,500	46.2%						
	Ave. Sales Price	\$518,722	\$278,964	85.9%	\$518,722	\$280,200	85.1%		\$272,785				

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Cordova	Units	218	291	-25.1%	214	286	-25.2%	4	5	-20.0%			
	Median Sales Price	\$275,000	\$250,000	10.0%	\$273,200	\$249,750	9.4%	\$414,900	\$380,000	9.2%			
	Ave. Sales Price	\$312,725	\$263,933	18.5%	\$310,698	\$262,164	18.5%	\$421,150	\$365,159	15.3%			
Bartlett	Units	125	141	-11.3%	118	140	-15.7%	7	1	600.0%	1		
	Median Sales Price	\$310,000	\$275,000	12.7%	\$305,500	\$272,500	12.1%	\$801,285					
	Ave. Sales Price	\$318,571	\$286,391	11.2%	\$307,983	\$286,065	7.7%	\$497,057	\$331,900	49.8%	\$415,000		
G'town	Units	69	96	-28.1%	67	96	-30.2%	2					
	Median Sales Price	\$470,000	\$439,000	7.1%	\$455,000	\$439,000	3.6%						
	Ave. Sales Price	\$598,533	\$518,268	15.5%	\$585,878	\$518,268	13.0%	\$1,022,500					
Collierville	Units	99	128	-22.7%	92	115	-20.0%	7	13	-46.2%			
	Median Sales Price	\$520,000	\$475,000	9.5%	\$487,500	\$450,000	8.3%	\$801,285	\$669,852	19.6%			
	Ave. Sales Price	\$569,505	\$516,814	10.2%	\$553,779	\$497,315	11.4%	\$776,195	\$689,308	12.6%			
Lateland	Units	42	45	-6.7%	35	42	-16.7%	7	3	133.3%			
	Median Sales Price	\$407,500	\$375,000	8.7%	\$355,000	\$360,750	-1.6%	\$569,950	\$529,900	7.6%			
	Ave. Sales Price	\$512,817	\$388,329	32.1%	\$499,000	\$378,233	31.9%	\$581,900	\$529,662	9.9%			
Arlington	Units	42	50	-16.0%	35	38	-7.9%	7	12	-41.7%			
	Median Sales Price	\$425,432	\$382,500	11.2%	\$410,000	\$371,000	10.5%	\$492,353	\$423,234	16.3%			
	Ave. Sales Price	\$426,648	\$385,311	10.7%	\$415,593	\$359,616	15.6%	\$481,925	\$466,998	3.2%			
Millington	Units	28	22	27.3%	28	22	27.3%						
	Median Sales Price	\$213,450	\$145,000	47.2%	\$213,450	\$145,000	47.2%						
	Ave. Sales Price	\$232,426	\$156,718	48.3%	\$232,426	\$156,718	48.3%						
Shelby County	Units	1,705	1,844	-7.5%	1,655	1,798	-8.0%	50	46	8.7%	10	4	150.0%
	Median Sales Price	\$214,000	\$212,950	0.5%	\$210,400	\$207,000	1.6%	\$490,503	\$503,436	-2.6%	\$81,750	\$105,500	-22.5%
	Ave. Sales Price	\$263,377	\$250,125	5.3%	\$256,985	\$243,950	5.3%	\$474,953	\$491,495	-3.4%	\$117,640	\$113,538	3.6%
Fayette County	Units	97	94	3.2%	70	68	2.9%	27	26	3.8%		2	
	Median Sales Price	\$369,900	\$349,950	5.7%	\$359,950	\$342,625	5.1%	\$415,950	\$355,400	17.0%			
	Ave. Sales Price	\$386,593	\$385,889	0.2%	\$365,041	\$375,358	-2.7%	\$442,468	\$413,432	7.0%		\$123,750	
Tipton County	Units	115	115	0.0%	108	103	4.9%	7	12	-41.7%	1		
	Median Sales Price	\$230,000	\$235,000	-2.1%	\$220,000	\$225,000	-2.2%	\$416,502	\$260,495	59.9%			
	Ave. Sales Price	\$237,079	\$223,273	6.2%	\$225,346	\$218,151	3.3%	\$418,098	\$267,235	56.5%	\$35,000		

		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	804	789	1.9%	796	781	1.9%	8	8	0.0%	9	12	-25.0%
	Median Sales Price	\$80,000	\$68,000	17.6%	\$80,000	\$67,500	18.5%	\$160,250	\$118,750	34.9%	\$59,900	\$51,745	15.8%
	Ave. Sales Price	\$93,591	\$77,474	20.8%	\$92,985	\$77,082	20.6%	\$153,875	\$115,688	33.0%	\$64,489	\$69,574	-7.3%
Raleigh/ Cov. Pike	Units	780	701	11.3%	774	695	11.4%	6	6	0.0%	5	6	-16.7%
	Median Sales Price	\$144,875	\$115,000	26.0%	\$145,000	\$114,000	27.2%	\$141,500	\$137,500	2.9%	\$75,000	\$137,000	-45.3%
	Ave. Sales Price	\$148,445	\$117,355	26.5%	\$148,364	\$117,138	26.7%	\$158,917	\$142,500	11.5%	\$80,200	\$113,750	-29.5%
Downtown	Units	414	415	-0.2%	403	411	-1.9%	11	4	175.0%	3	2	50.0%
	Median Sales Price	\$225,000	\$249,900	-10.0%	\$230,000	\$250,000	-8.0%	\$142,000	\$122,000	16.4%	\$35,000		
	Ave. Sales Price	\$263,532	\$268,478	-1.8%	\$265,393	\$268,903	-1.3%	\$195,364	\$224,750	-13.1%	\$37,833	\$274,000	-86.2%
Midtown	Units	809	864	-6.4%	797	852	-6.5%	12	12	0.0%	6	5	20.0%
	Median Sales Price	\$210,000	\$209,000	0.5%	\$209,750	\$205,000	2.3%	\$380,000	\$326,500	16.4%	\$54,500	\$25,000	118.0%
	Ave. Sales Price	\$228,724	\$221,978	3.0%	\$226,453	\$219,779	3.0%	\$379,510	\$378,146	0.4%	\$104,333	\$24,350	328.5%
S. Memphis	Units	745	669	11.4%	744	668	11.4%	1	1	0.0%	3	10	-70.0%
	Median Sales Price	\$60,000	\$45,000	33.3%	\$60,000	\$45,000	33.3%				\$20,000	\$35,250	-43.3%
	Ave. Sales Price	\$73,162	\$56,846	28.7%	\$72,830	\$56,601	28.7%	\$320,000	\$220,000	45.5%	\$43,333	\$32,925	31.6%
Bercclair/ Highland Heights	Units	543	588	-7.7%	542	588	-7.8%	1			1	5	-80.0%
	Median Sales Price	\$90,000	\$69,700	29.1%	\$90,000	\$69,700	29.1%					\$43,500	
	Ave. Sales Price	\$98,755	\$77,287	27.8%	\$98,698	\$77,287	27.7%	\$130,000			\$44,000	\$39,340	11.8%
E. Memphis	Units	2,176	2,435	-10.6%	2,156	2,416	-10.8%	20	19	5.3%	4	8	-50.0%
	Median Sales Price	\$225,000	\$195,500	15.1%	\$225,000	\$195,000	15.4%	\$535,500	\$490,435	9.2%	\$186,500	\$102,500	82.0%
	Ave. Sales Price	\$288,054	\$247,472	16.4%	\$284,605	\$244,718	16.3%	\$659,847	\$597,707	10.4%	\$256,750	\$132,588	93.6%
Whitehaven	Units	683	620	10.2%	678	601	12.8%	5	19	-73.7%	3	7	-57.1%
	Median Sales Price	\$104,700	\$83,500	25.4%	\$103,820	\$82,000	26.6%	\$300,000	\$206,300	45.4%	\$107,000	\$71,000	50.7%
	Ave. Sales Price	\$110,779	\$93,891	18.0%	\$109,538	\$90,286	21.3%	\$279,072	\$207,934	34.2%	\$110,967	\$59,129	87.7%
Parkway Village/ Oakhaven	Units	411	380	8.2%	411	380	8.2%				1	4	-75.0%
	Median Sales Price	\$108,863	\$87,800	24.0%	\$108,863	\$87,800	24.0%					\$64,822	
	Ave. Sales Price	\$110,947	\$87,721	26.5%	\$110,947	\$87,721	26.5%				\$109,900	\$73,446	49.6%
Hickory Hill	Units	885	836	5.9%	873	830	5.2%	12	6	100.0%	3	4	-25.0%
	Median Sales Price	\$182,000	\$153,000	19.0%	\$180,000	\$152,500	18.0%	\$388,450	\$203,500	90.9%	\$115,000	\$133,500	-13.9%
	Ave. Sales Price	\$200,109	\$156,155	28.1%	\$197,547	\$155,618	26.9%	\$386,508	\$230,450	67.7%	\$110,029	\$135,375	-18.7%
Southwind	Units	95	108	-12.0%	85	87	-2.3%	10	21	-52.4%		1	
	Median Sales Price	\$324,086	\$268,500	20.7%	\$325,000	\$275,000	18.2%	\$320,355	\$242,060	32.3%			
	Ave. Sales Price	\$393,090	\$338,428	16.2%	\$401,857	\$359,302	11.8%	\$318,569	\$251,953	26.4%		\$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	1,625	1,761	-7.7%	1,578	1,720	-8.3%	47	41	14.6%	2	3	-33.3%
	Median Sales Price	\$280,000	\$233,000	20.2%	\$277,000	\$230,000	20.4%	\$419,900	\$358,775	17.0%		\$235,000	
	Ave. Sales Price	\$297,432	\$248,214	19.8%	\$293,721	\$245,441	19.7%	\$422,004	\$364,553	15.8%	\$189,500	\$197,667	-4.1%
Bartlett	Units	838	905	-7.4%	806	900	-10.4%	32	5	540.0%	1		
	Median Sales Price	\$305,000	\$265,000	15.1%	\$300,000	\$265,000	13.2%	\$484,986	\$333,900	45.2%			
	Ave. Sales Price	\$316,395	\$274,547	15.2%	\$310,174	\$274,115	13.2%	\$473,085	\$352,300	34.3%	\$415,000		
G'town	Units	512	613	-16.5%	507	611	-17.0%	5	2	150.0%	3	2	50.0%
	Median Sales Price	\$450,000	\$415,000	8.4%	\$450,000	\$415,000	8.4%	\$1,500,000			\$405,000		
	Ave. Sales Price	\$532,589	\$471,585	12.9%	\$523,500	\$470,019	11.4%	\$1,454,157	\$950,000	53.1%	\$556,833	\$329,944	68.8%
Collierville	Units	788	843	-6.5%	677	739	-8.4%	111	104	6.7%		1	
	Median Sales Price	\$500,000	\$450,000	11.1%	\$475,000	\$425,000	11.8%	\$664,574	\$597,190	11.3%			
	Ave. Sales Price	\$551,507	\$484,907	13.7%	\$528,149	\$462,409	14.2%	\$693,970	\$644,774	7.6%		\$560,000	
Lateland	Units	267	239	11.7%	215	204	5.4%	52	35	48.6%			
	Median Sales Price	\$475,000	\$365,000	30.1%	\$392,000	\$330,000	18.8%	\$571,122	\$501,475	13.9%			
	Ave. Sales Price	\$479,432	\$382,184	25.4%	\$455,970	\$360,803	26.4%	\$576,438	\$506,805	13.7%			
Arlington	Units	229	366	-37.4%	190	270	-29.6%	39	96	-59.4%			
	Median Sales Price	\$418,865	\$367,977	13.8%	\$390,000	\$339,200	15.0%	\$493,313	\$413,390	19.3%			
	Ave. Sales Price	\$416,313	\$363,487	14.5%	\$399,272	\$339,013	17.8%	\$499,333	\$432,319	15.5%			
Millington	Units	187	215	-13.0%	182	185	-1.6%	5	30	-83.3%	2	1	100.0%
	Median Sales Price	\$210,000	\$175,000	20.0%	\$203,000	\$154,900	31.1%	\$366,100	\$241,490	51.6%			
	Ave. Sales Price	\$227,240	\$176,395	28.8%	\$223,202	\$165,523	34.8%	\$374,220	\$243,437	53.7%	\$122,600	\$194,900	-37.1%
Shelby County	Units	12,607	13,107	-3.8%	12,230	12,698	-3.7%	377	409	-7.8%	45	70	-35.7%
	Median Sales Price	\$211,000	\$190,000	11.1%	\$205,000	\$182,500	12.3%	\$506,690	\$422,250	20.0%	\$83,500	\$62,000	34.7%
	Ave. Sales Price	\$258,963	\$230,793	12.2%	\$250,398	\$223,923	11.8%	\$536,819	\$444,075	20.9%	\$141,344	\$105,279	34.3%
Fayette County	Units	663	746	-11.1%	480	530	-9.4%	183	216	-15.3%	1	6	-83.3%
	Median Sales Price	\$324,000	\$287,495	12.7%	\$315,000	\$280,000	12.5%	\$344,900	\$304,767	13.2%		\$54,275	
	Ave. Sales Price	\$347,890	\$326,176	6.7%	\$336,196	\$313,422	7.3%	\$378,565	\$357,469	5.9%	\$40,000	\$75,142	-46.8%
Tipton County	Units	777	821	-5.4%	709	746	-5.0%	68	75	-9.3%	6	18	-66.7%
	Median Sales Price	\$243,000	\$205,000	18.5%	\$225,000	\$196,250	14.6%	\$300,130	\$272,990	9.9%	\$88,750	\$97,500	-9.0%
	Ave. Sales Price	\$247,529	\$210,259	17.7%	\$238,417	\$202,755	17.6%	\$342,541	\$284,902	20.2%	\$113,583	\$135,711	-16.3%