

Sales Summary

	April Total Sales			YTD Total Sales		
	2023	2022	% change	2023	2022	% change
Units	1,018	1,605	-36.6%	4,368	6,121	-28.6%
Median Sales Price	\$216,000	\$215,500	0.2%	\$200,000	\$210,000	-4.8%
Average Sales Price	\$262,293	\$256,954	2.1%	\$250,547	\$249,009	0.6%

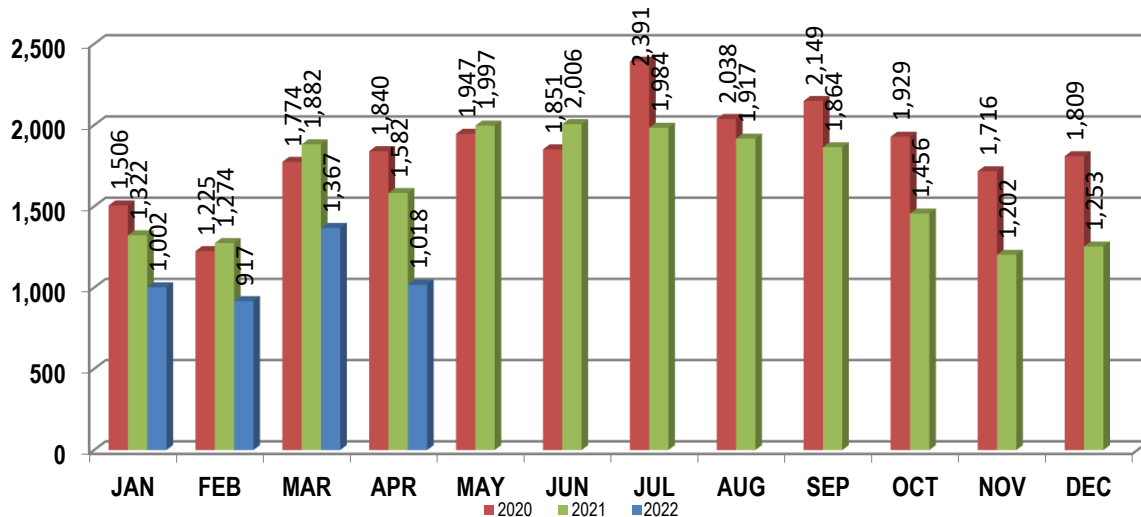
	April Existing Sales			YTD Existing Sales		
	2023	2022	% change	2023	2022	% change
Units	963	1,533	-37.2%	4,093	5,838	-29.9%
Median Sales Price	\$202,000	\$200,000	1.0%	\$185,000	\$199,000	-7.0%
Average Sales Price	\$249,155	\$245,586	1.5%	\$233,515	\$238,124	-1.9%

	April New Home Sales			YTD New Home Sales		
	2023	2022	% change	2023	2022	% change
Units	55	72	-23.6%	275	283	-2.8%
Median Sales Price	\$439,950	\$492,502	-10.7%	\$445,900	\$412,358	8.1%
Average Sales Price	\$492,337	\$499,006	-1.3%	\$504,058	\$473,551	6.4%

	April Bank Sales			YTD Bank Sales*		
	2023	2022	% change	2023	2022	% change
Units	6	6	0.0%	36	22	63.6%
Median Sales Price	\$175,138	\$110,000	59.2%	\$68,200	\$99,000	-31.1%
Average Sales Price	\$180,780	\$106,667	69.5%	\$128,091	\$185,768	-31.0%

	April Non-Bank Sales			YTD Non-Bank Sales		
	2023	2022	% change	2023	2022	% change
Units	1,012	1,599	-36.7%	4,332	6,099	-29.0%
Median Sales Price	\$216,000	\$215,000	0.5%	\$200,000	\$210,000	-4.8%
Average Sales Price	\$262,777	\$257,518	2.0%	\$251,565	\$249,237	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.

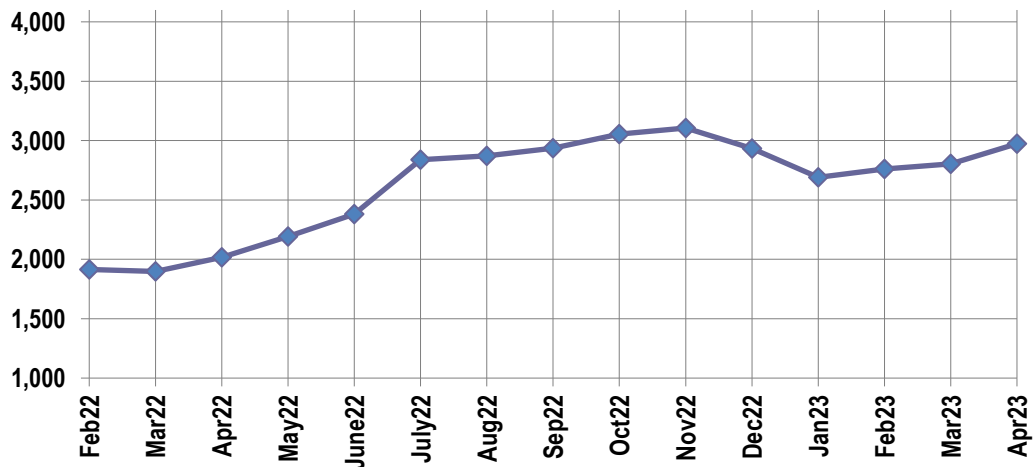


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	2,777	\$370,819
Condo/Co-op	143	\$261,213
Duplex	55	\$217,002
Market Total	2,975	\$362,707

Pending Sales		
	Units	Ave. List Price
Single Family	909	\$308,272
Condo/Co-op	29	\$256,541
Duplex	16	\$115,293
Market Total	954	\$303,463

	April Foreclosure Actions			YTD Foreclosure Actions		
	2023	2022	% change	2023	2022	% change
Total	26	39	-33.3%	141	111	27.0%



Inventory

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
Sep-21	2,529	Sep-22	2,935
Oct-21	2,384	Oct-22	3,054
Nov-21	2,348	Nov-22	3,106
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

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Fraser	Units	73	87	-16.1%	73	86	-15.1%		1			2	
	Median Sales Price	\$105,000	\$73,000	43.8%	\$105,000	\$71,500	46.9%						
	Ave. Sales Price	\$109,224	\$87,899	24.3%	\$109,224	\$87,409	25.0%		\$130,000			\$113,000	
Raleigh/ Cov. Pike	Units	46	100	-54.0%	45	100	-55.0%	1					
	Median Sales Price	\$138,150	\$142,075	-2.8%	\$137,000	\$142,075	-3.6%						
	Ave. Sales Price	\$137,182	\$142,216	-3.5%	\$136,175	\$142,216	-4.2%	\$182,500					
Downtown	Units	19	47	-59.6%	19	46	-58.7%		1				
	Median Sales Price	\$286,000	\$255,000	12.2%	\$286,000	\$260,000	10.0%						
	Ave. Sales Price	\$366,311	\$299,874	22.2%	\$366,311	\$303,349	20.8%		\$140,000				
Midtown	Units	64	90	-28.9%	64	90	-28.9%						
	Median Sales Price	\$222,300	\$195,000	14.0%	\$222,300	\$195,000	14.0%						
	Ave. Sales Price	\$258,630	\$228,071	13.4%	\$258,630	\$228,071	13.4%						
S. Memphis	Units	57	78	-26.9%	57	78	-26.9%				1	1	0.0%
	Median Sales Price	\$65,000	\$68,106	-4.6%	\$65,000	\$68,106	-4.6%						
	Ave. Sales Price	\$79,320	\$73,591	7.8%	\$79,320	\$73,591	7.8%				\$32,500	\$20,000	62.5%
Berclair/ Highland Heights	Units	26	69	-62.3%	26	69	-62.3%				1	1	0.0%
	Median Sales Price	\$78,500	\$97,700	-19.7%	\$78,500	\$97,700	-19.7%						
	Ave. Sales Price	\$84,539	\$95,660	-11.6%	\$84,539	\$95,660	-11.6%				\$104,900	\$44,000	138.4%
E. Memphis	Units	136	262	-48.1%	136	258	-47.3%		4			1	
	Median Sales Price	\$245,500	\$217,000	13.1%	\$245,500	\$215,000	14.2%		\$778,500				
	Ave. Sales Price	\$297,431	\$272,472	9.2%	\$297,431	\$264,967	12.3%		\$756,500			\$44,000	
Whitehaven	Units	52	68	-23.5%	52	68	-23.5%					1	
	Median Sales Price	\$112,500	\$107,000	5.1%	\$112,500	\$107,000	5.1%						
	Ave. Sales Price	\$119,847	\$114,364	4.8%	\$119,847	\$114,364	4.8%					\$160,000	
Parkway Village/ Oakhaven	Units	33	48	-31.3%	33	48	-31.3%						
	Median Sales Price	\$109,500	\$105,000	4.3%	\$109,500	\$105,000	4.3%						
	Ave. Sales Price	\$119,867	\$107,406	11.6%	\$119,867	\$107,406	11.6%						
Hickory Hill	Units	67	108	-38.0%	67	105	-36.2%		3		1		
	Median Sales Price	\$155,000	\$178,500	-13.2%	\$155,000	\$176,000	-11.9%		\$385,900				
	Ave. Sales Price	\$157,185	\$243,662	-35.5%	\$157,185	\$239,751	-34.4%		\$380,567		\$335,000		
Southwind	Units	8	13	-38.5%	7	12	-41.7%	1	1	0.0%	1		
	Median Sales Price	\$326,457	\$265,000	23.2%	\$339,340	\$262,500	29.3%						
	Ave. Sales Price	\$339,927	\$296,849	14.5%	\$343,691	\$293,833	17.0%	\$313,575	\$333,036	-5.8%	\$262,000		

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Cordova	Units	112	176	-36.4%	105	172	-39.0%	7	4	75.0%			
	Median Sales Price	\$270,730	\$274,000	-1.2%	\$260,000	\$272,000	-4.4%	\$449,900	\$387,400	16.1%			
	Ave. Sales Price	\$274,886	\$280,281	-1.9%	\$265,427	\$277,643	-4.4%	\$416,774	\$393,700	5.9%			
Bartlett	Units	57	90	-36.7%	56	88	-36.4%	1	2	-50.0%			
	Median Sales Price	\$292,900	\$282,500	3.7%	\$291,400	\$280,000	4.1%						
	Ave. Sales Price	\$303,737	\$327,083	-7.1%	\$302,984	\$322,531	-6.1%	\$345,900	\$527,389	-34.4%			
G'town	Units	38	60	-36.7%	38	59	-35.6%		1				
	Median Sales Price	\$422,000	\$410,000	2.9%	\$422,000	\$405,000	4.2%						
	Ave. Sales Price	\$507,850	\$494,630	2.7%	\$507,850	\$477,590	6.3%		\$1,500,000				
Collierville	Units	59	99	-40.4%	51	82	-37.8%	8	17	-52.9%			
	Median Sales Price	\$479,000	\$481,500	-0.5%	\$445,000	\$441,500	0.8%	\$776,966	\$615,000	26.3%			
	Ave. Sales Price	\$537,021	\$520,296	3.2%	\$476,278	\$493,551	-3.5%	\$924,260	\$649,299	42.3%			
Lakeland	Units	15	28	-46.4%	11	17	-35.3%	4	11	-63.6%			
	Median Sales Price	\$450,000	\$503,226	-10.6%	\$412,500	\$340,000	21.3%	\$659,800	\$550,000	20.0%			
	Ave. Sales Price	\$455,880	\$468,866	-2.8%	\$385,355	\$403,000	-4.4%	\$649,825	\$570,660	13.9%			
Arlington	Units	18	17	5.9%	16	16	0.0%	2	1	100.0%			
	Median Sales Price	\$475,000	\$365,000	30.1%	\$466,000	\$360,700	29.2%						
	Ave. Sales Price	\$475,158	\$400,217	18.7%	\$461,350	\$394,061	17.1%	\$585,618	\$498,709	17.4%			
Millington	Units	15	21	-28.6%	14	21	-33.3%		1				
	Median Sales Price	\$210,000	\$169,000	24.3%	\$190,000	\$169,000	12.4%						
	Ave. Sales Price	\$193,061	\$200,620	-3.8%	\$186,281	\$200,620	-7.1%		\$287,990				
Shelby County	Units	891	1,437	-38.0%	866	1,391	-37.7%	25	46	-45.7%	4	5	-20.0%
	Median Sales Price	\$200,000	\$201,000	-0.5%	\$190,000	\$198,000	-4.0%	\$488,555	\$558,336	-12.5%	\$183,450	\$60,000	205.8%
	Ave. Sales Price	\$253,090	\$254,577	-0.6%	\$242,831	\$243,790	-0.4%	\$608,480	\$580,747	4.8%	\$183,600	\$90,000	104.0%
Fayette County	Units	59	74	-20.3%	40	56	-28.6%	19	18	5.6%	1		
	Median Sales Price	\$367,500	\$310,830	18.2%	\$335,000	\$303,750	10.3%	\$429,306	\$310,830	38.1%			
	Ave. Sales Price	\$396,657	\$327,501	21.1%	\$391,445	\$311,457	25.7%	\$407,628	\$377,417	8.0%	\$240,000		
Tipton County	Units	68	94	-27.7%	57	86	-33.7%	11	8	37.5%	1	1	0.0%
	Median Sales Price	\$255,000	\$246,500	3.4%	\$231,000	\$230,000	0.4%	\$369,990	\$295,125	25.4%			
	Ave. Sales Price	\$266,300	\$237,764	12.0%	\$245,383	\$231,735	5.9%	\$374,691	\$302,573	23.8%	\$110,277	\$190,000	-42.0%

		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	316	354	-10.7%	308	353	-12.7%	8			2	5	-60.0%
	Median Sales Price	\$93,000	\$71,000	31.0%	\$90,500	\$71,000	27.5%	\$158,500				\$60,000	
	Ave. Sales Price	\$100,419	\$84,000	19.5%	\$98,412	\$83,869	17.3%	\$177,668			\$66,200	\$70,300	-5.8%
Raleigh/ Cov. Pike	Units	213	349	-39.0%	211	349	-39.5%	2			3	1	200.0%
	Median Sales Price	\$142,800	\$133,000	7.4%	\$142,680	\$133,000	7.3%				\$130,000		
	Ave. Sales Price	\$150,862	\$141,353	6.7%	\$150,242	\$141,353	6.3%	\$216,250			\$133,898	\$72,000	86.0%
Downtown	Units	107	178	-39.9%	105	173	-39.3%	2	5	-60.0%	1	1	0.0%
	Median Sales Price	\$290,000	\$233,000	24.5%	\$290,000	\$231,000	25.5%		\$255,000				
	Ave. Sales Price	\$317,090	\$267,028	18.7%	\$316,701	\$267,081	18.6%	\$337,500	\$265,200	27.3%	\$20,000	\$45,000	-55.6%
Midtown	Units	262	375	-30.1%	261	368	-29.1%	1	7	-85.7%	3	1	200.0%
	Median Sales Price	\$178,500	\$205,000	-12.9%	\$179,000	\$200,000	-10.5%		\$385,000		\$16,600		
	Ave. Sales Price	\$215,648	\$218,946	-1.5%	\$215,938	\$215,505	0.2%	\$140,000	\$399,816	-65.0%	\$18,700	\$29,000	-35.5%
S. Memphis	Units	292	306	-4.6%	291	305	-4.6%	1	1	0.0%	6	1	500.0%
	Median Sales Price	\$65,000	\$59,000	10.2%	\$65,000	\$59,000	10.2%				\$30,750		
	Ave. Sales Price	\$73,879	\$69,186	6.8%	\$73,463	\$68,364	7.5%	\$194,900	\$320,000	-39.1%	\$28,683	\$20,000	43.4%
Berclair/ Highland Heights	Units	162	240	-32.5%	161	240	-32.9%	1			3	1	200.0%
	Median Sales Price	\$90,750	\$85,000	6.8%	\$90,000	\$85,000	5.9%				\$95,000		
	Ave. Sales Price	\$97,583	\$92,767	5.2%	\$97,289	\$92,767	4.9%	\$145,000			\$74,300	\$44,000	68.9%
E. Memphis	Units	663	956	-30.6%	656	943	-30.4%	7	13	-46.2%	2	4	-50.0%
	Median Sales Price	\$208,000	\$221,700	-6.2%	\$207,500	\$218,000	-4.8%	\$790,000	\$735,000	7.5%		\$186,500	
	Ave. Sales Price	\$262,744	\$282,692	-7.1%	\$258,865	\$276,065	-6.2%	\$626,264	\$763,442	-18.0%	\$143,200	\$256,750	-44.2%
Whitehaven	Units	220	299	-26.4%	218	297	-26.6%	2	2	0.0%		3	
	Median Sales Price	\$115,000	\$99,500	15.6%	\$115,000	\$99,000	16.2%					\$107,000	
	Ave. Sales Price	\$115,462	\$108,773	6.1%	\$115,168	\$107,558	7.1%	\$147,500	\$289,179	-49.0%		\$110,967	
Parkway Village/ Oakhaven	Units	149	200	-25.5%	148	200	-26.0%	1					
	Median Sales Price	\$115,910	\$110,500	4.9%	\$115,330	\$110,500	4.4%						
	Ave. Sales Price	\$119,847	\$109,127	9.8%	\$119,204	\$109,127	9.2%	\$215,000					
Hickory Hill	Units	249	427	-41.7%	245	419	-41.5%	4	8	-50.0%	2	1	100.0%
	Median Sales Price	\$165,000	\$178,500	-7.6%	\$165,000	\$177,000	-6.8%	\$364,450	\$385,900	-5.6%			
	Ave. Sales Price	\$171,601	\$200,732	-14.5%	\$168,530	\$197,211	-14.5%	\$359,675	\$385,175	-6.6%	\$185,250	\$115,000	61.1%
Southwind	Units	33	37	-10.8%	24	34	-29.4%	9	3	200.0%	2		
	Median Sales Price	\$321,905	\$300,989	6.9%	\$312,500	\$295,000	5.9%	\$322,075	\$300,989	7.0%			
	Ave. Sales Price	\$375,386	\$376,143	-0.2%	\$394,927	\$382,005	3.4%	\$323,277	\$309,700	4.4%	\$286,000		

		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	459	708	-35.2%	424	690	-38.6%	35	18	94.4%			
	Median Sales Price	\$265,000	\$270,000	-1.9%	\$255,000	\$265,000	-3.8%	\$394,900	\$401,129	-1.6%			
	Ave. Sales Price	\$284,250	\$286,878	-0.9%	\$273,708	\$283,814	-3.6%	\$411,965	\$404,318	1.9%			
Bartlett	Units	226	330	-31.5%	223	321	-30.5%	3	9	-66.7%	1		
	Median Sales Price	\$289,900	\$296,050	-2.1%	\$289,000	\$290,000	-0.3%	\$474,950	\$480,880	-1.2%			
	Ave. Sales Price	\$300,872	\$304,471	-1.2%	\$298,906	\$300,153	-0.4%	\$447,035	\$458,458	-2.5%	\$235,900		
G'town	Units	155	216	-28.2%	154	213	-27.7%	1	3	-66.7%	1	3	-66.7%
	Median Sales Price	\$440,000	\$430,000	2.3%	\$438,500	\$430,000	2.0%		\$1,585,000			\$405,000	
	Ave. Sales Price	\$543,957	\$507,572	7.2%	\$540,346	\$490,187	10.2%	\$1,100,000	\$1,741,928	-36.9%	\$498,000	\$556,883	-10.6%
Collierville	Units	222	305	-27.2%	181	254	-28.7%	41	51	-19.6%			
	Median Sales Price	\$479,500	\$475,000	0.9%	\$435,000	\$440,000	-1.1%	\$761,908	\$652,800	16.7%			
	Ave. Sales Price	\$532,251	\$525,813	1.2%	\$473,680	\$494,662	-4.2%	\$790,819	\$680,954	16.1%			
Lakeland	Units	70	112	-37.5%	50	84	-40.5%	20	28	-28.6%			
	Median Sales Price	\$516,000	\$456,500	13.0%	\$421,500	\$350,000	20.4%	\$650,440	\$552,500	17.7%			
	Ave. Sales Price	\$493,599	\$456,389	8.2%	\$430,820	\$419,638	2.7%	\$650,548	\$566,644	14.8%			
Arlington	Units	78	87	-10.3%	53	76	-30.3%	25	11	127.3%			
	Median Sales Price	\$465,655	\$375,000	24.2%	\$399,999	\$355,950	12.4%	\$510,425	\$464,900	9.8%			
	Ave. Sales Price	\$450,603	\$393,371	14.5%	\$409,091	\$378,062	8.2%	\$538,607	\$499,145	7.9%			
Millington	Units	76	78	-2.6%	61	73	-16.4%	15	5	200.0%			
	Median Sales Price	\$210,000	\$224,000	-6.3%	\$190,000	\$200,000	-5.0%	\$299,990	\$366,100	-18.1%			
	Ave. Sales Price	\$227,513	\$236,073	-3.6%	\$204,446	\$226,610	-9.8%	\$321,319	\$374,220	-14.1%			
Shelby County	Units	3,905	5,486	-28.8%	3,727	5,321	-30.0%	178	165	7.9%	26	20	30.0%
	Median Sales Price	\$185,000	\$200,000	-7.5%	\$178,000	\$191,000	-6.8%	\$488,901	\$518,500	-5.7%	\$51,000	\$81,500	-37.4%
	Ave. Sales Price	\$242,761	\$245,959	-1.3%	\$229,445	\$235,981	-2.8%	\$521,589	\$567,723	-8.1%	\$112,077	\$183,145	-38.8%
Fayette County	Units	215	290	-25.9%	140	210	-33.3%	75	80	-6.3%	2		
	Median Sales Price	\$365,000	\$300,000	21.7%	\$315,995	\$288,000	9.7%	\$400,000	\$306,805	30.4%			
	Ave. Sales Price	\$397,814	\$319,272	24.6%	\$348,668	\$306,005	13.9%	\$489,553	\$354,098	38.3%	\$137,500		
Tipton County	Units	248	345	-28.1%	226	307	-26.4%	22	38	-42.1%	8	2	300.0%
	Median Sales Price	\$242,500	\$236,000	2.8%	\$230,000	\$220,000	4.5%	\$402,942	\$281,990	42.9%	\$112,638		
	Ave. Sales Price	\$245,476	\$238,447	2.9%	\$229,298	\$228,832	0.2%	\$411,665	\$316,129	30.2%	\$177,785	\$212,000	-16.1%