

Sales Summary

	August Total Sales			YTD Total Sales		
	2023	2022	% change	2023	2022	% change
Units	1,591	1,937	-17.9%	10,455	14,120	-26.0%
Median Sales Price	\$225,000	\$225,000	0.0%	\$220,000	\$221,000	-0.5%
Average Sales Price	\$281,228	\$282,215	-0.3%	\$269,920	\$265,148	1.8%

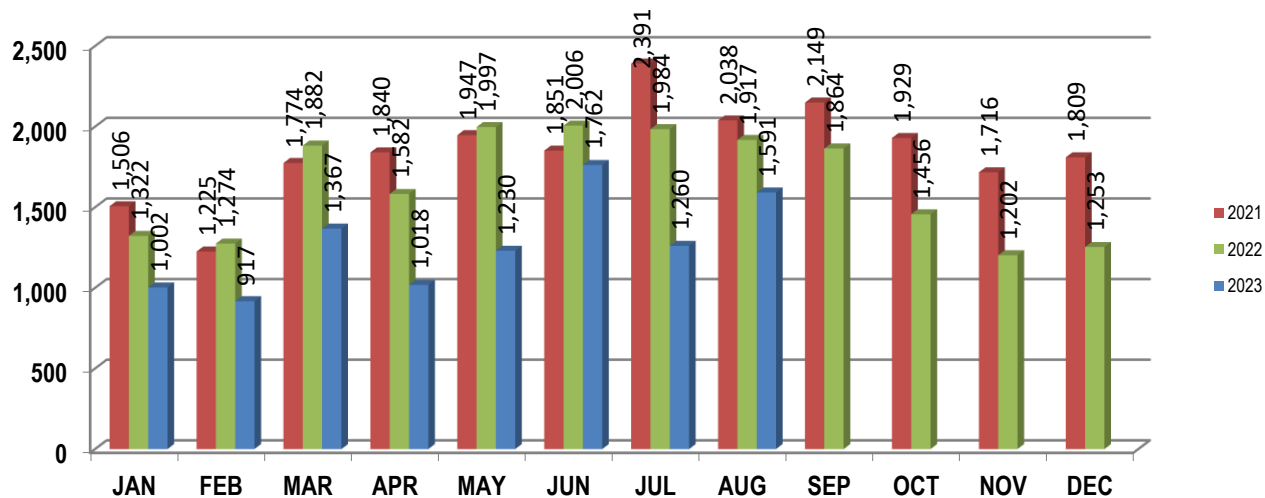
	August Existing Sales			YTD Existing Sales		
	2023	2022	% change	2023	2022	% change
Units	1,514	1,842	-17.8%	9,853	13,433	-26.7%
Median Sales Price	\$216,000	\$217,075	-0.5%	\$208,000	\$212,000	-1.9%
Average Sales Price	\$269,695	\$272,961	-1.2%	\$256,466	\$254,653	0.7%

	August New Home Sales			YTD New Home Sales		
	2023	2022	% change	2023	2022	% change
Units	77	95	-18.9%	602	687	-12.4%
Median Sales Price	\$395,000	\$446,864	-11.6%	\$432,500	\$428,297	1.0%
Average Sales Price	\$507,986	\$461,630	10.0%	\$490,126	\$470,349	4.2%

	August Bank Sales			YTD Bank Sales*		
	2023	2022	% change	2023	2022	% change
Units	10	11	-9.1%	80	52	53.8%
Median Sales Price	\$138,000	\$80,000	72.5%	\$85,897	\$81,750	5.1%
Average Sales Price	\$169,720	\$110,127	54.1%	\$149,066	\$136,192	9.5%

	August Non-Bank Sales			YTD Non-Bank Sales		
	2023	2022	% change	2023	2022	% change
Units	1,581	1,926	-17.9%	10,375	14,068	-26.3%
Median Sales Price	\$227,000	\$225,000	0.9%	\$220,000	\$220,000	0.0%
Average Sales Price	\$281,933	\$283,197	-0.4%	\$270,852	\$265,624	2.0%

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.

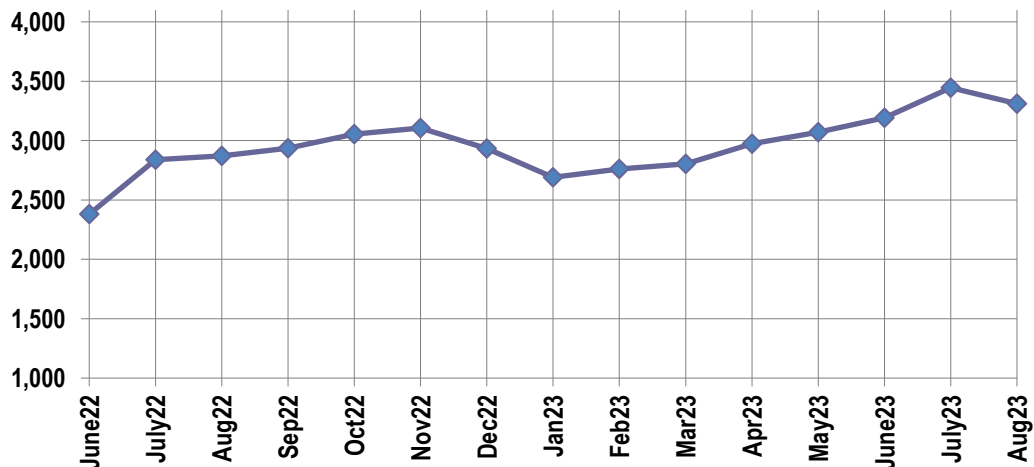


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	3,098	\$362,985
Condo/Co-op	168	\$254,918
Duplex	44	\$199,874
Market Total	3,311	\$355,294

Pending Sales		
	Units	Ave. List Price
Single Family	900	\$340,780
Condo/Co-op	44	\$275,154
Duplex	20	\$163,362
Market Total	963	\$334,212

	August Foreclosure Actions			YTD Foreclosure Actions		
	2023	2022	% change	2023	2022	% change
Total	38	46	-17.4%	270	282	-4.3%



Inventory

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
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

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Fraser	Units	109	113	-3.5%	103	109	-5.5%	6	4	50.0%	3	2	50.0%
	Median Sales Price	\$82,500	\$78,000	5.8%	\$82,000	\$75,000	9.3%	\$155,000	\$167,500	-7.5%	\$76,200		
	Ave. Sales Price	\$103,150	\$93,659	10.1%	\$100,110	\$91,128	9.9%	\$155,333	\$162,625	-4.5%	\$117,317	\$39,950	193.7%
Raleigh/ Cov. Pike	Units	81	98	-17.3%	81	97	-16.5%		1		2	2	0.0%
	Median Sales Price	\$160,000	149,000	7.4%	\$160,000	150,000	6.7%						
	Ave. Sales Price	\$154,684	\$158,670	-2.5%	\$154,684	\$158,780	-2.6%		\$148,000		\$166,000	\$118,000	40.7%
Downtown	Units	30	68	-55.9%	29	61	-52.5%	1	7	-85.7%		1	
	Median Sales Price	\$163,500	\$190,000	-13.9%	\$168,000	\$199,900	-16.0%		\$135,000				
	Ave. Sales Price	\$199,658	\$217,474	-8.2%	\$201,060	\$226,725	-11.3%	\$159,000	\$136,857	16.2%		\$33,500	
Midtown	Units	89	108	-17.6%	89	106	-16.0%		2			3	
	Median Sales Price	\$235,000	\$195,000	20.5%	\$235,000	\$195,000	20.5%					\$80,000	
	Ave. Sales Price	\$250,297	\$216,123	15.8%	\$250,297	\$211,628	18.3%		\$454,332			\$105,667	
S. Memphis	Units	98	108	-9.3%	98	108	-9.3%				2	1	100.0%
	Median Sales Price	\$71,750	\$62,000	15.7%	\$71,750	\$62,000	15.7%						
	Ave. Sales Price	\$79,754	\$82,190	-3.0%	\$79,754	\$82,190	-3.0%				\$78,250	\$95,000	-17.6%
Berkshire/ Highland Heights	Units	59	69	-14.5%	58	69	-15.9%	1					
	Median Sales Price	\$109,000	\$90,000	21.1%	\$105,125	\$90,000	16.8%						
	Ave. Sales Price	\$101,542	\$102,225	-0.7%	\$99,845	\$102,225	-2.3%	\$200,000					
E. Memphis	Units	254	269	-5.6%	253	267	-5.2%	1	2	-50.0%			
	Median Sales Price	\$265,000	\$235,000	12.8%	\$265,000	\$230,000	15.2%						
	Ave. Sales Price	\$324,603	\$280,713	15.6%	\$323,752	\$278,805	16.1%	\$540,000	\$535,500	0.8%			
Whitehaven	Units	84	106	-20.8%	83	104	-20.2%	1	2	-50.0%			
	Median Sales Price	\$115,500	\$105,450	9.5%	\$115,000	\$105,000	9.5%						
	Ave. Sales Price	\$121,636	\$116,614	4.3%	\$120,150	\$112,732	6.6%	\$245,000	\$318,500	-23.1%			
Parkway Village/ Oakhaven	Units	44	53	-17.0%	44	53	-17.0%						
	Median Sales Price	\$107,600	\$107,000	0.6%	\$107,600	\$107,000	0.6%						
	Ave. Sales Price	\$111,993	\$113,674	-1.5%	\$111,993	\$113,674	-1.5%						
Hickory Hill	Units	82	113	-27.4%	81	113	-28.3%	1					
	Median Sales Price	\$193,950	\$176,000	10.2%	\$193,900	\$176,000	10.2%						
	Ave. Sales Price	\$195,968	\$183,033	7.1%	\$193,698	\$183,033	5.8%	\$379,900					
Southwind	Units	8	9	-11.1%	4	9	-55.6%	4					
	Median Sales Price	\$331,113	\$410,000	-19.2%	\$290,000	\$410,000	-29.3%	\$334,810					
	Ave. Sales Price	\$424,083	\$518,722	-18.2%	\$514,375	\$518,722	-0.8%	\$333,791					

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Cordova	Units	158	229	-31.0%	149	225	-33.8%	9	4	125.0%			
	Median Sales Price	\$268,600	\$284,900	-5.7%	\$260,000	\$277,583	-6.3%	\$393,500	\$414,900	-5.2%			
	Ave. Sales Price	\$288,768	\$434,603	-33.6%	\$282,010	\$434,842	-35.1%	\$400,664	\$421,150	-4.9%			
Bartlett	Units	97	125	-22.4%	97	117	-17.1%		8			1	
	Median Sales Price	\$315,000	\$310,000	1.6%	\$315,000	\$306,000	2.9%		\$482,768				
	Ave. Sales Price	\$330,645	\$319,218	3.6%	\$330,645	\$308,478	7.2%		\$476,288			\$415,000	
G'town	Units	84	69	21.7%	80	67	19.4%	4	2	100.0%			
	Median Sales Price	\$485,000	\$470,000	3.2%	\$475,000	\$455,000	4.4%	\$1,022,500					
	Ave. Sales Price	\$599,210	\$598,533	0.1%	\$567,914	\$585,878	-3.1%	\$1,225,138	\$1,022,500	19.8%			
Collierville	Units	100	101	-1.0%	87	92	-5.4%	13	9	44.4%	1		
	Median Sales Price	\$565,500	\$520,000	8.8%	\$541,100	\$487,500	11.0%	\$775,245	\$801,285	-3.2%			
	Ave. Sales Price	\$591,031	\$574,128	2.9%	\$554,035	\$553,779	0.0%	\$838,617	\$782,141	7.2%	\$497,750		
Lakeland	Units	15	41	-63.4%	15	34	-55.9%		7				
	Median Sales Price	\$459,000	\$390,000	17.7%	\$459,000	\$352,500	30.2%		\$569,950				
	Ave. Sales Price	\$438,000	\$435,080	0.7%	\$438,000	\$404,853	8.2%		\$581,900				
Arlington	Units	33	42	-21.4%	23	35	-34.3%	10	7	42.9%			
	Median Sales Price	\$479,000	\$425,432	12.6%	\$449,000	\$410,000	9.5%	\$545,367	\$492,353	10.8%			
	Ave. Sales Price	\$456,987	\$426,648	7.1%	\$418,659	\$415,593	0.7%	\$545,142	\$481,925	13.1%			
Millington	Units	22	28	-21.4%	20	27	-25.9%	2	1	100.0%	1		
	Median Sales Price	\$187,500	\$217,500	-13.8%	\$173,500	\$215,000	-19.3%						
	Ave. Sales Price	\$191,174	\$243,606	-21.5%	\$179,668	\$237,517	-24.4%	\$306,230	\$408,000	-24.9%	\$44,000		
Shelby County	Units	1,438	1,719	-16.3%	1,385	1,663	-16.7%	53	56	-5.4%	9	10	-10.0%
	Median Sales Price	\$215,750	\$215,000	0.3%	\$210,000	\$211,900	-0.9%	\$476,540	\$490,503	-2.8%	\$119,000	\$81,750	45.6%
	Ave. Sales Price	\$276,279	\$278,843	-0.9%	\$265,723	\$272,113	-2.3%	\$552,141	\$478,698	15.3%	\$153,578	\$117,640	30.5%
Fayette County	Units	64	99	-35.4%	45	70	-35.7%	19	29	-34.5%	1		
	Median Sales Price	\$333,445	\$369,900	-9.9%	\$290,000	\$359,950	-19.4%	\$385,000	\$415,950	-7.4%			
	Ave. Sales Price	\$381,302	\$386,983	-1.5%	\$361,192	\$365,041	-1.1%	\$428,933	\$439,949	-2.5%	\$315,000		
Tipton County	Units	89	119	-25.2%	84	109	-22.9%	5	10	-50.0%		1	
	Median Sales Price	\$275,000	\$250,000	10.0%	\$261,000	\$220,000	18.6%	\$354,990	\$421,240	-15.7%			
	Ave. Sales Price	\$289,221	\$243,752	18.7%	\$286,178	\$226,765	26.2%	\$340,349	\$428,919	-20.6%		\$35,000	

		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
Fraser	Units	686	807	-15.0%	667	798	-16.4%	19	9	111.1%	6	9	-33.3%
	Median Sales Price	\$90,500	\$80,000	13.1%	\$90,000	\$80,000	12.5%	\$156,000	\$153,000	2.0%	\$75,975	\$59,900	26.8%
	Ave. Sales Price	\$100,867	\$93,625	7.7%	\$99,067	\$92,982	6.5%	\$164,053	\$150,667	8.9%	\$111,892	\$64,489	73.5%
Raleigh/ Cov. Pike	Units	516	780	-33.8%	513	774	-33.7%	3	6	-50.0%	7	5	40.0%
	Median Sales Price	\$150,450	\$145,000	3.8%	\$150,000	\$145,000	3.4%	\$182,500	\$141,500	29.0%	\$175,000	\$75,000	133.3%
	Ave. Sales Price	\$154,035	\$148,746	3.6%	\$153,801	\$148,668	3.5%	\$194,167	\$158,917	22.2%	\$162,814	\$80,200	103.0%
Downtown	Units	259	415	-37.6%	253	402	-37.1%	6	13	-53.8%	1	3	-66.7%
	Median Sales Price	\$270,000	\$225,000	20.0%	\$286,000	\$230,000	24.3%	\$159,500	\$140,000	13.9%		\$35,000	
	Ave. Sales Price	\$294,648	\$263,694	11.7%	\$296,355	\$266,209	11.3%	\$222,667	\$185,923	19.8%	\$20,000	\$37,833	-47.1%
Midtown	Units	617	811	-23.9%	615	796	-22.7%	2	15	-86.7%	9	6	50.0%
	Median Sales Price	\$215,000	\$210,000	2.4%	\$215,000	\$209,375	2.7%		\$385,000		\$40,000	\$54,500	-26.6%
	Ave. Sales Price	\$238,639	\$229,615	3.9%	\$238,474	\$226,204	5.4%	\$289,500	\$410,652	-29.5%	\$51,262	\$104,333	-50.9%
S. Memphis	Units	635	745	-14.8%	633	744	-14.9%	2	1	100.0%	15	3	400.0%
	Median Sales Price	\$65,000	\$60,000	8.3%	\$65,000	\$60,000	8.3%				\$31,500	\$20,000	57.5%
	Ave. Sales Price	\$76,056	\$73,081	4.1%	\$75,728	\$72,749	4.1%	\$179,950	\$320,000	-43.8%	\$41,573	\$43,333	-4.1%
Berclair/ Highland Heights	Units	372	542	-31.4%	370	541	-31.6%	2	1	100.0%	4	1	300.0%
	Median Sales Price	\$100,000	\$90,000	11.1%	\$100,000	\$90,000	11.1%				\$71,750		
	Ave. Sales Price	\$104,237	\$98,773	5.5%	\$103,868	\$98,716	5.2%	\$172,500	\$130,000	32.7%	\$67,850	\$44,000	54.2%
E. Memphis	Units	1,655	2,179	-24.0%	1,645	2,157	-23.7%	10	22	-54.5%	3	4	-25.0%
	Median Sales Price	\$238,000	\$225,000	5.8%	\$236,000	\$225,000	4.9%	\$517,500	\$617,250	-16.2%	\$191,400	\$186,500	2.6%
	Ave. Sales Price	\$301,344	\$288,059	4.6%	\$299,718	\$284,115	5.5%	\$568,885	\$674,683	-15.7%	\$245,883	\$256,750	-4.2%
Whitehaven	Units	545	686	-20.6%	541	681	-20.6%	4	5	-20.0%	3	3	0.0%
	Median Sales Price	\$115,000	\$104,800	9.7%	\$115,000	\$104,500	10.0%	\$147,500	\$300,000	-50.8%	\$120,000	\$107,000	12.1%
	Ave. Sales Price	\$117,957	\$110,848	6.4%	\$117,757	\$109,613	7.4%	\$145,000	\$279,072	-48.0%	\$115,367	\$110,967	4.0%
Parkway Village/ Oakhaven	Units	322	410	-21.5%	321	410	-21.7%	1				1	
	Median Sales Price	\$113,000	\$108,931	3.7%	\$112,500	\$108,931	3.3%						
	Ave. Sales Price	\$117,980	\$111,122	6.2%	\$117,678	\$111,122	5.9%	\$215,000				\$109,900	
Hickory Hill	Units	618	886	-30.2%	601	874	-31.2%	17	12	41.7%	4	3	33.3%
	Median Sales Price	\$176,250	\$182,000	-3.2%	\$175,000	\$180,000	-2.8%	\$369,900	\$388,450	-4.8%	\$141,689	\$115,000	23.2%
	Ave. Sales Price	\$183,968	\$200,053	-8.0%	\$179,495	\$197,493	-9.1%	\$342,112	\$386,508	-11.5%	\$162,345	\$110,029	47.5%
Southwind	Units	72	95	-24.2%	53	85	-37.6%	19	10	90.0%	2		
	Median Sales Price	\$321,990	\$324,086	-0.6%	\$309,300	\$325,000	-4.8%	\$328,758	\$320,355	2.6%			
	Ave. Sales Price	\$364,155	\$393,090	-7.4%	\$376,946	\$401,857	-6.2%	\$328,472	\$318,569	3.1%	\$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	1,092	1,638	-33.3%	1,016	1,590	-36.1%	76	48	58.3%	1	2	-50.0%
	Median Sales Price	\$275,000	\$280,500	-2.0%	\$265,000	\$278,000	-4.7%	\$385,010	\$416,129	-7.5%			
	Ave. Sales Price	\$293,874	\$314,756	-6.6%	\$285,392	\$311,539	-8.4%	\$407,263	\$421,295	-3.3%	\$270,000	\$189,500	42.5%
Bartlett	Units	548	838	-34.6%	540	806	-33.0%	8	32	-75.0%	1	1	0.0%
	Median Sales Price	\$300,000	\$305,000	-1.6%	\$300,000	\$300,000	0.0%	\$345,900	\$484,986	-28.7%			
	Ave. Sales Price	\$309,512	\$316,351	-2.2%	\$308,438	\$310,276	-0.6%	\$381,951	\$469,366	-18.6%	\$235,900	\$415,000	-43.2%
G'town	Units	425	518	-18.0%	416	508	-18.1%	9	10	-10.0%	1	3	-66.7%
	Median Sales Price	\$465,000	\$450,025	3.3%	\$457,200	\$450,000	1.6%	\$1,347,000	\$1,325,000	1.7%		\$405,000	
	Ave. Sales Price	\$577,214	\$537,802	7.3%	\$561,426	\$523,307	7.3%	\$1,306,950	\$1,274,184	2.6%	\$498,000	\$556,883	-10.6%
Collierville	Units	630	793	-20.6%	534	677	-21.1%	96	116	-17.2%	2		
	Median Sales Price	\$525,000	\$502,000	4.6%	\$489,500	\$469,000	4.4%	\$768,576	\$659,900	16.5%			
	Ave. Sales Price	\$565,139	\$550,969	2.6%	\$524,978	\$526,950	-0.4%	\$788,535	\$691,146	14.1%	\$464,669		
Lakeland	Units	151	268	-43.7%	115	213	-46.0%	36	55	-34.5%	2		
	Median Sales Price	\$520,000	\$475,000	9.5%	\$450,000	\$390,000	15.4%	\$659,905	\$572,294	15.3%			
	Ave. Sales Price	\$505,498	\$466,971	8.3%	\$457,171	\$437,763	4.4%	\$659,877	\$580,083	13.8%	\$567,900		
Arlington	Units	190	231	-17.7%	132	191	-30.9%	58	40	45.0%			
	Median Sales Price	\$468,180	\$419,000	11.7%	\$405,000	\$390,000	3.8%	\$525,369	\$492,833	6.6%			
	Ave. Sales Price	\$449,456	\$417,414	7.7%	\$410,186	\$400,433	2.4%	\$538,829	\$498,496	8.1%			
Millington	Units	164	186	-11.8%	142	180	-21.1%	22	6	266.7%	1	2	-50.0%
	Median Sales Price	\$210,000	\$207,500	1.2%	\$195,000	\$200,500	-2.7%	\$300,990	\$375,550	-19.9%			
	Ave. Sales Price	\$225,594	\$227,610	-0.9%	\$211,242	\$222,535	-5.1%	\$318,231	\$379,850	-16.2%	\$44,000	\$122,600	-64.1%
Shelby County	Units	9,395	12,645	-25.7%	9,005	12,244	-26.5%	390	401	-2.7%	62	45	37.8%
	Median Sales Price	\$209,000	\$212,000	-1.4%	\$200,000	\$205,000	-2.4%	\$482,770	\$513,757	-6.0%	\$75,975	\$83,500	-9.0%
	Ave. Sales Price	\$264,509	\$261,539	1.1%	\$252,827	\$252,323	0.2%	\$534,233	\$542,922	-1.6%	\$137,929	\$141,344	-2.4%
Fayette County	Units	470	665	-29.3%	315	475	-33.7%	155	190	-18.4%	7	1	600.0%
	Median Sales Price	\$359,900	\$325,000	10.7%	\$325,000	\$317,301	2.4%	\$384,893	\$344,445	11.7%	\$240,000		
	Ave. Sales Price	\$389,885	\$349,990	11.4%	\$375,637	\$338,985	10.8%	\$418,841	\$377,501	11.0%	\$168,214	\$40,000	320.5%
Tipton County	Units	590	810	-27.2%	533	714	-25.4%	57	96	-40.6%	11	6	83.3%
	Median Sales Price	\$258,000	\$250,000	3.2%	\$245,000	\$225,250	8.8%	\$369,900	\$332,000	11.4%	\$115,000	\$88,750	29.6%
	Ave. Sales Price	\$260,518	\$251,834	3.4%	\$247,506	\$238,505	3.8%	\$382,190	\$350,969	8.9%	\$199,652	\$113,583	75.8%