

Sales Summary

	December Total Sales			YTD Total Sales		
	2023	2022	% change	2023	2022	% change
Units	1,105	1,273	-13.2%	15,637	19,968	-21.7%
Median Sales Price	\$200,000	\$190,000	5.3%	\$215,000	\$220,000	-2.3%
Average Sales Price	\$262,144	\$246,849	6.2%	\$267,502	\$264,761	1.0%

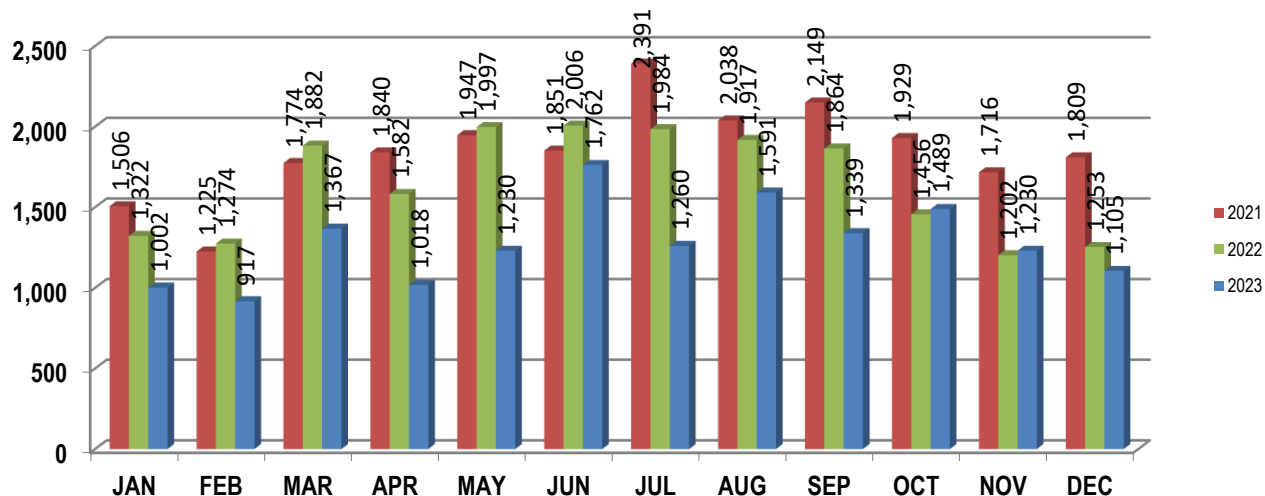
	December Existing Sales			YTD Existing Sales		
	2023	2022	% change	2023	2022	% change
Units	1,042	1,176	-11.4%	14,777	18,900	-21.8%
Median Sales Price	\$185,000	\$175,450	5.4%	\$202,500	\$210,000	-3.6%
Average Sales Price	\$250,394	\$228,778	9.4%	\$254,489	\$252,846	0.6%

	December New Home Sales			YTD New Home Sales		
	2023	2022	% change	2023	2022	% change
Units	63	97	-35.1%	860	1,068	-19.5%
Median Sales Price	\$387,500	\$422,945	-8.4%	\$430,190	\$430,300	0.0%
Average Sales Price	\$456,487	\$465,928	-2.0%	\$491,092	\$475,626	3.3%

	December Bank Sales			YTD Bank Sales*		
	2023	2022	% change	2023	2022	% change
Units	6	12	-50.0%	112	81	38.3%
Median Sales Price	\$63,500	\$72,316	-12.2%	\$76,100	\$76,857	-1.0%
Average Sales Price	\$111,438	\$76,374	45.9%	\$137,870	\$119,748	15.1%

	December Non-Bank Sales			YTD Non-Bank Sales		
	2023	2022	% change	2023	2022	% change
Units	1,099	1,261	-12.8%	15,525	19,887	-21.9%
Median Sales Price	\$200,000	\$197,000	1.5%	\$215,000	\$220,000	-2.3%
Average Sales Price	\$262,967	\$248,471	5.8%	\$268,437	\$265,352	1.2%

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.

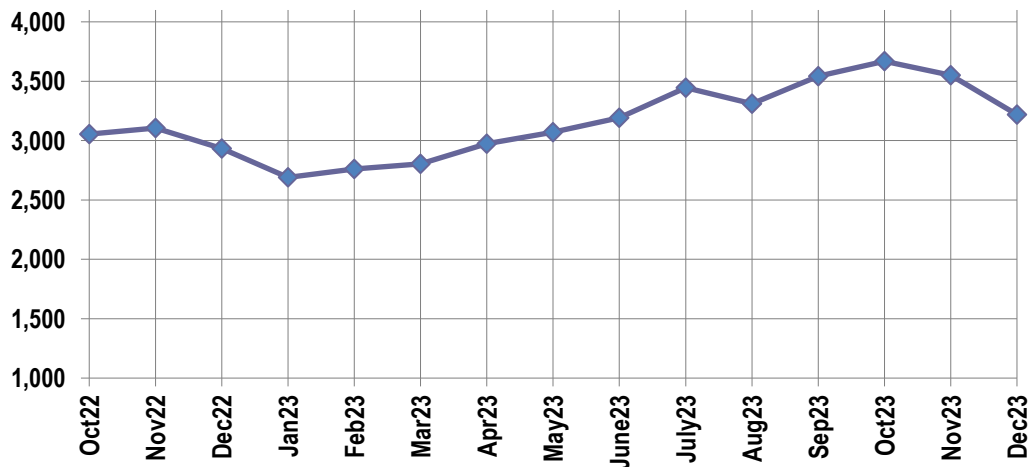


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	2,996	\$364,911
Condo/Co-op	163	\$274,599
Duplex	60	\$198,746
Market Total	3,218	\$357,276

Pending Sales		
	Units	Ave. List Price
Single Family	610	\$303,653
Condo/Co-op	45	\$261,491
Duplex	12	\$125,732
Market Total	667	\$301,266

	December Foreclosure Actions			YTD Foreclosure Actions		
	2023	2022	% change	2023	2022	% change
Total	28	40	-30.0%	383	433	-11.5%


Inventory

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
Dec-22	2,934	Nov-23	3,218

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Fraser	Units	77	69	11.6%	76	69	10.1%	1				2	
	Median Sales Price	\$104,500	\$75,892	37.7%	\$102,950	\$75,892	35.7%						
	Ave. Sales Price	\$130,457	\$88,301	47.7%	\$130,095	\$88,301	47.3%	\$158,000				\$62,500	
Raleigh/ Cov. Pike	Units	68	92	-26.1%	67	89	-24.7%	1	3	-66.7%		1	
	Median Sales Price	\$145,750	\$144,400	0.9%	\$144,900	\$143,800	0.8%		\$158,000				
	Ave. Sales Price	\$159,808	\$143,442	11.4%	\$158,315	\$143,024	10.7%	\$259,900	\$155,833	66.8%		\$29,000	
Downtown	Units	28	29	-3.4%	28	28	0.0%		1				
	Median Sales Price	\$211,000	\$189,000	11.6%	\$211,000	\$213,500	-1.2%						
	Ave. Sales Price	\$197,854	\$253,557	-22.0%	\$197,854	\$258,042	-23.3%		\$128,000				
Midtown	Units	44	98	-55.1%	43	97	-55.7%	1	1	0.0%		1	
	Median Sales Price	\$222,000	\$130,000	70.8%	\$220,000	\$130,000	69.2%						
	Ave. Sales Price	\$236,344	\$199,701	18.3%	\$227,306	\$200,295	13.5%	\$625,000	\$142,000	340.1%		\$98,632	
S. Memphis	Units	63	65	-3.1%	63	65	-3.1%				2	1	100.0%
	Median Sales Price	\$60,000	\$65,000	-7.7%	\$60,000	\$65,000	-7.7%						
	Ave. Sales Price	\$77,009	\$74,154	3.9%	\$77,009	\$74,154	3.9%				\$47,600	\$46,000	3.5%
Berclair/ Highland Heights	Units	53	55	-3.6%	52	53	-1.9%	1	2	-50.0%	1		
	Median Sales Price	\$99,000	\$100,000	-1.0%	\$99,000	\$94,900	4.3%						
	Ave. Sales Price	\$104,325	\$98,844	5.5%	\$103,438	\$96,725	6.9%	\$150,500	\$155,000	-2.9%	\$36,500		
E. Memphis	Units	163	192	-15.1%	162	189	-14.3%	1	3	-66.7%	2	1	100.0%
	Median Sales Price	\$180,000	\$198,750	-9.4%	\$180,000	\$200,000	-10.0%		\$155,000				
	Ave. Sales Price	\$267,098	\$264,774	0.9%	\$267,818	\$265,173	1.0%	\$150,500	\$239,667	-37.2%	\$213,214	\$37,001	476.2%
Whitehaven	Units	61	58	5.2%	60	58	3.4%	1			1	2	-50.0%
	Median Sales Price	\$114,400	\$115,500	-1.0%	\$114,400	\$115,500	-1.0%						
	Ave. Sales Price	\$116,215	\$112,392	3.4%	\$112,652	\$112,392	0.2%	\$330,000			\$72,001	\$29,250	146.2%
Parkway Village/ Oakhaven	Units	52	51	2.0%	51	50	2.0%	1	1	0.0%	1		
	Median Sales Price	\$99,000	\$111,500	-11.2%	\$98,000	\$110,250	-11.1%						
	Ave. Sales Price	\$115,310	\$119,328	-3.4%	\$112,923	\$119,314	-5.4%	\$237,050	\$120,000	97.5%	\$75,000		
Hickory Hill	Units	61	75	-18.7%	61	74	-17.6%		1			1	
	Median Sales Price	\$185,000	\$155,000	19.4%	\$185,000	\$153,219	20.7%						
	Ave. Sales Price	\$179,560	\$159,110	12.9%	\$179,560	\$156,112	15.0%		\$381,000			\$138,515	
Southwind	Units	6	15	-60.0%	6	12	-50.0%		3				
	Median Sales Price	\$381,450	\$341,009	11.9%	\$381,450	\$364,950	4.5%		\$319,000				
	Ave. Sales Price	\$454,733	\$411,242	10.6%	\$454,733	\$433,692	4.9%		\$321,445				

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Cordova	Units	109	109	0.0%	103	97	6.2%	6	12	-50.0%			
	Median Sales Price	\$270,000	\$272,500	-0.9%	\$260,000	\$262,000	-0.8%	\$377,400	\$502,400	-24.9%			
	Ave. Sales Price	\$277,743	\$285,249	-2.6%	\$270,844	\$264,816	2.3%	\$396,167	\$450,412	-12.0%			
Bartlett	Units	49	76	-35.5%	48	66	-27.3%	1	10	-90.0%			
	Median Sales Price	\$270,000	\$318,000	-15.1%	\$270,000	\$306,000	-11.8%		\$511,672				
	Ave. Sales Price	\$289,120	\$326,438	-11.4%	\$284,493	\$304,321	-6.5%	\$511,225	\$472,411	8.2%			
G'town	Units	55	45	22.2%	54	44	22.7%	1	1	0.0%			
	Median Sales Price	\$437,500	\$464,000	-5.7%	\$431,250	\$457,000	-5.6%						
	Ave. Sales Price	\$524,237	\$489,420	7.1%	\$511,208	\$471,998	8.3%	\$1,227,800	\$1,256,000	-2.2%			
Collierville	Units	58	63	-7.9%	51	52	-1.9%	7	11	-36.4%			
	Median Sales Price	\$508,999	\$485,000	4.9%	\$461,000	\$454,750	1.4%	\$819,000	\$899,000	-8.9%			
	Ave. Sales Price	\$575,057	\$566,356	1.5%	\$552,753	\$494,995	11.7%	\$737,558	\$903,702	-18.4%			
Lakeland	Units	16	15	6.7%	15	13	15.4%	1	2	-50.0%			
	Median Sales Price	\$454,710	\$445,000	2.2%	\$440,000	\$375,000	17.3%						
	Ave. Sales Price	\$467,739	\$446,193	4.8%	\$456,921	\$417,069	9.6%	\$630,000	\$635,500	-0.9%			
Arlington	Units	17	20	-15.0%	10	12	-16.7%	7	8	-12.5%			
	Median Sales Price	\$440,000	\$509,427	-13.6%	\$387,450	\$435,000	-10.9%	\$529,332	\$524,380	0.9%			
	Ave. Sales Price	\$422,224	\$474,202	-11.0%	\$362,160	\$443,992	-18.4%	\$508,029	\$519,518	-2.2%			
Millington	Units	21	36	-41.7%	18	21	-14.3%	3	15	-80.0%			
	Median Sales Price	\$230,000	\$295,599	-22.2%	\$204,950	\$279,900	-26.8%	\$304,990	\$300,990	1.3%			
	Ave. Sales Price	\$225,339	\$271,169	-16.9%	\$212,842	\$244,359	-12.9%	\$300,323	\$308,703	-2.7%			
Shelby County	Units	978	1,140	-14.2%	946	1,068	-11.4%	32	72	-55.6%	6	9	-33.3%
	Median Sales Price	\$185,000	\$180,000	2.8%	\$180,000	\$170,000	5.9%	\$484,582	\$428,922	13.0%	\$63,500	\$38,500	64.9%
	Ave. Sales Price	\$247,410	\$241,199	2.6%	\$238,732	\$225,338	5.9%	\$503,955	\$476,462	5.8%	\$111,438	\$59,183	88.3%
Fayette County	Units	57	57	0.0%	41	35	17.1%	16	22	-27.3%			
	Median Sales Price	\$349,900	\$367,900	-4.9%	\$315,000	\$285,000	10.5%	\$410,645	\$435,875	-5.8%			
	Ave. Sales Price	\$444,251	\$384,389	15.6%	\$446,763	\$343,460	30.1%	\$441,377	\$449,505	-1.8%			
Tipton County	Units	70	76	-7.9%	55	73	-24.7%	15	3	400.0%		3	
	Median Sales Price	\$254,975	\$208,000	22.6%	\$190,000	\$202,000	-5.9%	\$363,000	\$358,380	1.3%		\$118,500	
	Ave. Sales Price	\$318,899	\$228,442	39.6%	\$304,597	\$224,123	35.9%	\$371,341	\$333,549	11.3%		\$127,948	

		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	1,027	1,124	-8.6%	1,001	1,106	-9.5%	20	18	11.1%	9	17	-47.1%
	Median Sales Price	\$93,000	\$82,000	13.4%	\$90,500	\$81,000	11.7%	\$155,000	\$163,750	-5.3%	\$71,400	\$55,501	28.6%
	Ave. Sales Price	\$105,115	\$95,447	10.1%	\$103,664	\$94,435	9.8%	\$161,000	\$157,667	2.1%	\$92,594	\$59,486	55.7%
Raleigh/ Cov. Pike	Units	815	1,145	-28.8%	810	1,135	-28.6%	5	10	-50.0%	8	6	33.3%
	Median Sales Price	\$150,000	\$147,500	1.7%	\$150,000	\$147,500	1.7%	\$250,000	\$145,000	72.4%	\$166,000	\$73,500	125.9%
	Ave. Sales Price	\$154,532	\$150,577	2.6%	\$153,724	\$150,515	2.1%	\$285,460	\$157,600	81.1%	\$156,462	\$71,667	118.3%
Downtown	Units	378	563	-32.9%	371	543	-31.7%	7	20	-65.0%	1	4	-75.0%
	Median Sales Price	\$251,500	\$231,000	8.9%	\$255,500	\$237,000	7.8%	\$159,000	\$139,000	14.4%		\$40,000	
	Ave. Sales Price	\$285,439	\$268,491	6.3%	\$286,860	\$270,897	5.9%	\$210,143	\$203,175	3.4%	\$20,000	\$43,375	-53.9%
Midtown	Units	867	1,151	-24.7%	864	1,132	-23.7%	3	19	-84.2%	12	6	100.0%
	Median Sales Price	\$207,500	\$200,000	3.8%	\$207,250	\$197,000	5.2%	\$439,000	\$385,000	14.0%	\$66,780	\$54,500	22.5%
	Ave. Sales Price	\$234,473	\$226,411	3.6%	\$233,894	\$223,601	4.6%	\$401,333	\$393,847	1.9%	\$60,097	\$84,605	-29.0%
S. Memphis	Units	973	1,054	-7.7%	971	1,052	-7.7%	2	2	0.0%	20	5	300.0%
	Median Sales Price	\$65,000	\$60,000	8.3%	\$65,000	\$60,000	8.3%				\$38,850	\$46,000	-15.5%
	Ave. Sales Price	\$77,097	\$76,948	0.2%	\$76,885	\$76,486	0.5%	\$179,950	\$319,950	-43.8%	\$46,790	\$45,800	2.2%
Berclair/ Highland Heights	Units	583	798	-26.9%	580	790	-26.6%	3	8	-62.5%	7	1	600.0%
	Median Sales Price	\$99,500	\$92,513	7.6%	\$99,000	\$91,520	8.2%	\$150,500	\$153,750	-2.1%	\$64,575		
	Ave. Sales Price	\$103,939	\$99,610	4.3%	\$103,623	\$99,148	4.5%	\$165,167	\$145,312	13.7%	\$73,925	\$44,000	68.0%
E. Memphis	Units	2,406	3,116	-22.8%	2,393	3,080	-22.3%	13	36	-63.9%	8	7	14.3%
	Median Sales Price	\$230,500	\$220,000	4.8%	\$230,000	\$220,000	4.5%	\$495,000	\$519,250	-4.7%	\$141,500	\$91,000	55.5%
	Ave. Sales Price	\$296,036	\$281,801	5.1%	\$294,859	\$278,922	5.7%	\$512,681	\$528,108	-2.9%	\$188,957	\$227,500	-16.9%
Whitehaven	Units	827	985	-16.0%	818	976	-16.2%	9	9	0.0%	6	7	-14.3%
	Median Sales Price	\$115,000	\$105,900	8.6%	\$115,000	\$105,000	9.5%	\$167,000	\$300,000	-44.3%	\$70,250	\$65,900	6.6%
	Ave. Sales Price	\$116,465	\$112,549	3.5%	\$115,601	\$111,105	4.0%	\$195,000	\$269,207	-27.6%	\$86,934	\$74,807	16.2%
Parkway Village/ Oakhaven	Units	532	602	-11.6%	529	601	-12.0%	3	1	200.0%	2	1	100.0%
	Median Sales Price	\$110,000	\$109,900	0.1%	\$110,000	\$109,900	0.1%	\$215,000					
	Ave. Sales Price	\$117,747	\$112,619	4.6%	\$117,249	\$112,607	4.1%	\$205,683	\$120,000	71.4%	\$82,500	\$109,900	-24.9%
Hickory Hill	Units	957	1,220	-21.6%	935	1,204	-22.3%	22	16	37.5%	8	4	100.0%
	Median Sales Price	\$178,000	\$180,000	-1.1%	\$175,000	\$180,000	-2.8%	\$369,000	\$385,900	-4.4%	\$115,500	\$118,793	-2.8%
	Ave. Sales Price	\$184,468	\$194,844	-5.3%	\$180,680	\$192,343	-6.1%	\$345,443	\$383,050	-9.8%	\$146,547	\$117,150	25.1%
Southwind	Units	104	147	-29.3%	83	130	-36.2%	21	17	23.5%	3		
	Median Sales Price	\$322,787	\$324,086	-0.4%	\$311,599	\$325,000	-4.1%	\$328,758	\$316,608	3.8%	\$310,000		
	Ave. Sales Price	\$372,499	\$399,821	-6.8%	\$383,420	\$410,772	-6.7%	\$329,336	\$316,084	4.2%	\$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	1,603	2,263	-29.2%	1,510	2,171	-30.4%	93	92	1.1%	2	2	0.0%
	Median Sales Price	\$272,000	\$279,900	-2.8%	\$265,000	\$275,000	-3.6%	\$384,900	\$430,300	-10.6%			
	Ave. Sales Price	\$291,319	\$307,803	-5.4%	\$284,418	\$302,856	-6.1%	\$403,370	\$424,552	-5.0%	\$242,500	\$189,500	28.0%
Bartlett	Units	823	1,144	-28.1%	807	1,092	-26.1%	16	52	-69.2%	1	2	-50.0%
	Median Sales Price	\$305,000	\$305,500	-0.2%	\$304,000	\$300,000	1.3%	\$346,250	\$498,310	-30.5%			
	Ave. Sales Price	\$310,745	\$319,023	-2.6%	\$309,525	\$311,191	-0.5%	\$372,297	\$483,495	-23.0%	\$235,900	\$292,750	-19.4%
G'town	Units	662	757	-12.5%	649	741	-12.4%	13	16	-18.8%	1	3	-66.7%
	Median Sales Price	\$475,000	\$450,000	5.6%	\$465,000	\$450,000	3.3%	\$1,315,000	\$1,292,500	1.7%		\$405,000	
	Ave. Sales Price	\$580,769	\$540,107	7.5%	\$566,422	\$524,112	8.1%	\$1,297,011	\$1,280,850	1.3%	\$498,000	\$556,883	-10.6%
Collierville	Units	911	1,118	-18.5%	771	941	-18.1%	140	177	-20.9%	2		
	Median Sales Price	\$520,000	\$501,000	3.8%	\$475,000	\$469,000	1.3%	\$777,597	\$689,900	12.7%			
	Ave. Sales Price	\$569,845	\$555,724	2.5%	\$526,561	\$523,463	0.6%	\$808,217	\$727,236	11.1%	\$464,669		
Lakeland	Units	218	349	-37.5%	176	282	-37.6%	42	67	-37.3%	2		
	Median Sales Price	\$515,500	\$485,000	6.3%	\$450,750	\$415,000	8.6%	\$659,905	\$575,000	14.8%			
	Ave. Sales Price	\$504,070	\$474,691	6.2%	\$467,138	\$447,188	4.5%	\$658,835	\$590,452	11.6%	\$567,900		
Arlington	Units	271	333	-18.6%	183	270	-32.2%	88	63	39.7%			
	Median Sales Price	\$466,360	\$422,945	10.3%	\$405,000	\$390,000	3.8%	\$513,907	\$494,940	3.8%			
	Ave. Sales Price	\$451,028	\$420,888	7.2%	\$412,405	\$401,720	2.7%	\$531,346	\$503,036	5.6%			
Millington	Units	250	309	-19.1%	214	264	-18.9%	36	45	-20.0%	1	3	-66.7%
	Median Sales Price	\$210,000	\$235,000	-10.6%	\$195,000	\$205,000	-4.9%	\$300,990	\$299,990	0.3%		\$108,500	
	Ave. Sales Price	\$222,243	\$236,377	-6.0%	\$207,223	\$223,216	-7.2%	\$312,777	\$313,587	-0.3%	\$44,000	\$117,900	-62.7%
Shelby County	Units	14,030	17,901	-21.6%	13,489	17,240	-21.8%	541	661	-18.2%	92	67	37.3%
	Median Sales Price	\$203,000	\$210,000	-3.3%	\$195,000	\$200,000	-2.5%	\$485,000	\$497,900	-2.6%	\$75,375	\$72,000	4.7%
	Ave. Sales Price	\$261,481	\$260,184	0.5%	\$250,340	\$249,939	0.2%	\$539,241	\$527,380	2.2%	\$127,088	\$119,922	6.0%
Fayette County	Units	727	954	-23.8%	503	666	-24.5%	224	288	-22.2%	8	1	700.0%
	Median Sales Price	\$355,990	\$334,450	6.4%	\$325,000	\$319,950	1.6%	\$384,164	\$372,425	3.2%	\$247,750		
	Ave. Sales Price	\$389,769	\$367,029	6.2%	\$375,996	\$350,697	7.2%	\$420,698	\$404,797	3.9%	\$186,025	\$40,000	365.1%
Tipton County	Units	880	1,113	-20.9%	785	994	-21.0%	95	119	-20.2%	12	13	-7.7%
	Median Sales Price	\$255,275	\$245,000	4.2%	\$240,000	\$225,000	6.7%	\$369,990	\$350,000	5.7%	\$112,638	\$117,500	-4.1%
	Ave. Sales Price	\$262,487	\$250,723	4.7%	\$247,918	\$237,693	4.3%	\$382,871	\$359,568	6.5%	\$188,431	\$124,989	50.8%