

### Sales Summary

	February Total Sales			YTD Total Sales		
	2022	2021	% change	2022	2021	% change
Units	1,274	1,227	3.8%	2,598	2,747	-5.4%
Median Sales Price	\$199,000	\$163,900	21.4%	\$197,000	\$165,000	19.4%
Average Sales Price	\$232,197	\$201,091	15.5%	\$239,700	\$203,224	17.9%

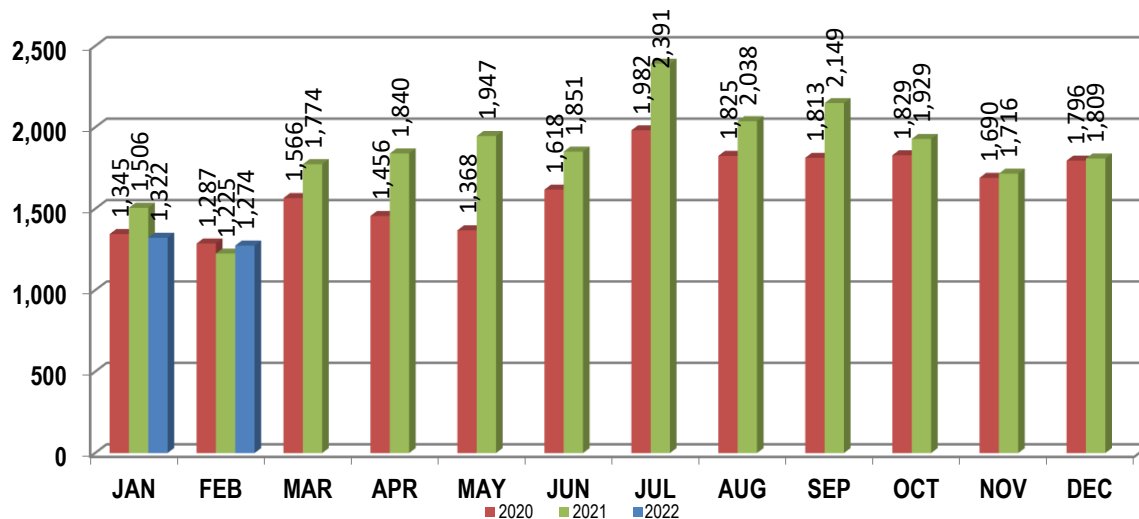
	February Existing Sales			YTD Existing Sales		
	2022	2021	% change	2022	2021	% change
Units	1,222	1,176	3.9%	2,492	2,638	-5.5%
Median Sales Price	\$190,000	\$157,950	20.3%	\$188,000	\$160,000	17.5%
Average Sales Price	\$224,519	\$193,019	16.3%	\$230,561	\$195,390	18.0%

	February New Home Sales			YTD New Home Sales		
	2022	2021	% change	2022	2021	% change
Units	52	51	2.0%	106	109	-2.8%
Median Sales Price	\$407,850	\$359,630	13.4%	\$415,875	\$319,900	30.0%
Average Sales Price	\$412,636	\$387,225	6.6%	\$454,556	\$392,818	15.7%

	February Bank Sales			YTD Bank Sales*		
	2022	2021	% change	2022	2021	% change
Units	4	12	-66.7%	9	27	-66.7%
Median Sales Price	\$68,950	\$57,500	19.9%	\$72,000	\$63,000	14.3%
Average Sales Price	\$116,225	\$111,471	4.3%	\$184,488	\$111,135	66.0%

	February Non-Bank Sales			YTD Non-Bank Sales		
	2022	2021	% change	2022	2021	% change
Units	1,270	1,215	4.5%	2,589	2,720	-4.8%
Median Sales Price	\$199,500	\$165,000	20.9%	\$197,500	\$167,700	17.8%
Average Sales Price	\$232,563	\$201,977	15.1%	\$239,892	\$204,138	17.5%

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.

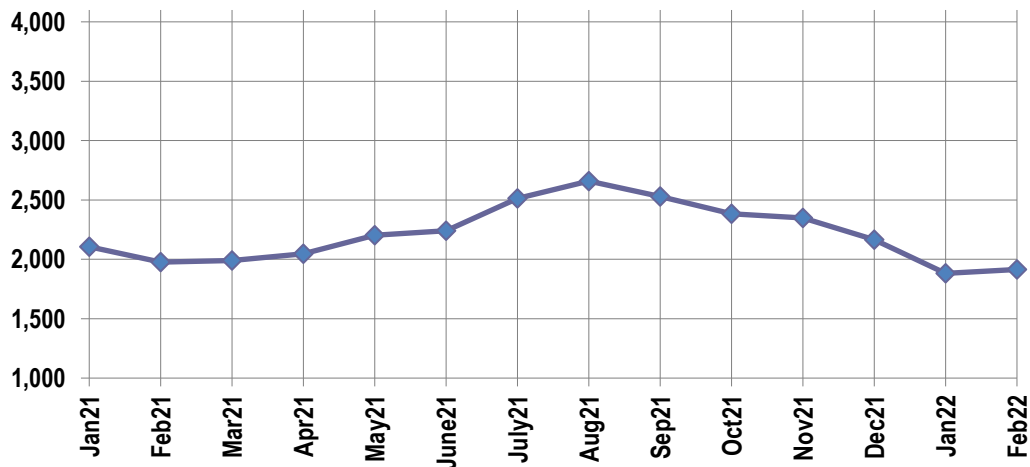


### Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	1,744	\$326,961
Condo/Co-op	125	\$221,727
Duplex	44	\$194,061
<b>Market Total</b>	<b>1,914</b>	<b>\$317,066</b>

Pending Sales		
	Units	Ave. List Price
Single Family	1,198	\$278,577
Condo/Co-op	27	\$221,413
Duplex	17	\$118,517
<b>Market Total</b>	<b>1,242</b>	<b>\$275,144</b>

	February Foreclosure Actions			YTD Foreclosure Actions		
	2022	2021	% change	2022	2021	% change
<b>Total</b>	19	12	58.3%	44	48	-8.3%



### Inventory

Mar-20	3,365	Mar-21	1,990
Apr-20	3,340	Apr-21	2,048
May-20	3,268	May-21	2,202
Jun-20	3,171	Jun-21	2,242
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

		February Total Sales			February Existing Sales			February New Home Sales			February Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Fraser	Units	89	59	50.8%	89	58	53.4%	1					
	Median Sales Price	\$72,500	\$63,000	15.1%	\$72,500	\$61,500	17.9%						
	Ave. Sales Price	\$79,881	\$69,536	14.9%	\$79,881	\$69,218	15.4%	\$88,000					
Raleigh/ Cov. Pike	Units	61	61	0.0%	61	61	0.0%				1		
	Median Sales Price	\$127,500	109,900	16.0%	\$127,500	109,900	16.0%						
	Ave. Sales Price	\$147,415	\$107,626	37.0%	\$147,415	\$107,626	37.0%				\$72,000		
Downtown	Units	42	37	13.5%	42	35	20.0%		2		1		
	Median Sales Price	\$179,950	\$237,000	-24.1%	\$179,950	\$242,000	-25.6%						
	Ave. Sales Price	\$233,388	\$258,343	-9.7%	\$233,388	\$266,191	-12.3%		\$121,000		\$45,000		
Midtown	Units	79	78	1.3%	77	78	-1.3%	2				1	
	Median Sales Price	\$198,000	\$157,500	25.7%	\$175,000	\$157,500	11.1%						
	Ave. Sales Price	\$202,073	\$176,957	14.2%	\$199,139	\$176,957	12.5%	\$315,000				\$35,500	
S. Memphis	Units	75	71	5.6%	75	71	5.6%					4	
	Median Sales Price	\$55,000	\$42,500	29.4%	\$55,000	\$42,500	29.4%					\$35,250	
	Ave. Sales Price	\$64,206	\$51,271	25.2%	\$64,206	\$51,271	25.2%					\$34,500	
Berclair/ Highland Heights	Units	46	62	-25.8%	46	62	-25.8%					1	
	Median Sales Price	\$91,500	\$62,500	46.4%	\$91,500	\$62,500	46.4%						
	Ave. Sales Price	\$93,267	\$68,860	35.4%	\$93,267	\$68,860	35.4%					\$28,000	
E. Memphis	Units	202	208	-2.9%	199	205	-2.9%	3	3	0.0%	1	2	-50.0%
	Median Sales Price	\$225,250	\$180,000	25.1%	\$223,000	\$180,000	23.9%	\$518,500	\$258,900	100.3%			
	Ave. Sales Price	\$284,746	\$230,637	23.5%	\$280,449	\$229,208	22.4%	\$569,833	\$328,300	73.6%	\$282,000	\$124,000	127.4%
Whitehaven	Units	68	58	17.2%	68	57	19.3%		1			1	
	Median Sales Price	\$105,571	\$69,750	51.4%	\$105,571	\$69,500	51.9%						
	Ave. Sales Price	\$116,724	\$73,335	59.2%	\$116,724	\$71,018	64.4%		\$205,400			\$65,900	
Parkway Village/ Oakhaven	Units	45	42	7.1%	45	42	7.1%						
	Median Sales Price	\$109,900	\$88,500	24.2%	\$109,900	\$88,500	24.2%						
	Ave. Sales Price	\$116,514	\$90,424	28.9%	\$116,514	\$90,424	28.9%						
Hickory Hill	Units	88	96	-8.3%	88	95	-7.4%		1				
	Median Sales Price	\$164,975	\$143,400	15.0%	\$164,975	\$141,900	16.3%						
	Ave. Sales Price	\$179,076	\$145,140	23.4%	\$179,076	\$143,353	24.9%		\$314,900				
Southwind	Units	8	6	33.3%	8	6	33.3%						
	Median Sales Price	\$368,843	\$239,950	53.7%	\$368,843	\$239,950	53.7%						
	Ave. Sales Price	\$444,198	\$246,491	80.2%	\$444,198	\$246,491	80.2%						

		February Total Sales			February Existing Sales			February New Home Sales			February Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Cordova	Units	144	147	-2.0%	140	145	-3.4%	4	4	0.0%			
	Median Sales Price	\$262,000	\$216,000	21.3%	\$255,000	\$215,900	18.1%	\$437,451	\$386,321	13.2%			
	Ave. Sales Price	\$294,450	\$229,136	28.5%	\$290,495	\$226,968	28.0%	\$432,870	\$386,321	12.0%			
Bartlett	Units	73	66	10.6%	72	66	9.1%	1					
	Median Sales Price	\$296,000	\$229,500	29.0%	\$293,000	\$229,500	27.7%						
	Ave. Sales Price	\$291,517	\$236,789	23.1%	\$288,887	\$236,789	22.0%	\$480,880					
G'town	Units	31	42	-26.2%	31	42	-26.2%					1	
	Median Sales Price	\$461,000	\$377,000	22.3%	\$461,000	\$377,000	22.3%						
	Ave. Sales Price	\$479,039	\$418,266	14.5%	\$479,039	\$418,266	14.5%					\$375,000	
Collierville	Units	54	53	1.9%	49	46	6.5%	5	7	-28.6%			
	Median Sales Price	\$400,350	\$415,000	-3.5%	\$395,000	\$382,500	3.3%	\$620,000	\$583,860	6.2%			
	Ave. Sales Price	\$417,910	\$449,828	-7.1%	\$399,402	\$412,415	-3.2%	\$599,280	\$695,685	-13.9%			
Lakeland	Units	22	11	100.0%	19	7	171.4%	3	4	-25.0%			
	Median Sales Price	\$410,005	\$365,000	12.3%	\$355,000	\$320,000	10.9%	\$620,887	\$505,300	22.9%			
	Ave. Sales Price	\$448,359	\$368,237	21.8%	\$422,232	\$293,428	43.9%	\$613,834	\$499,152	23.0%			
Arlington	Units	17	26	-34.6%	14	19	-26.3%	3	7	-57.1%			
	Median Sales Price	\$345,000	\$345,000	0.0%	\$325,000	\$318,000	2.2%	\$464,442	\$402,395	15.4%			
	Ave. Sales Price	\$374,239	\$342,720	9.2%	\$349,356	\$319,428	9.4%	\$490,364	\$405,941	20.8%			
Millington	Units	18	21	-14.3%	17	15	13.3%	1	6	-83.3%		1	
	Median Sales Price	\$182,500	\$180,000	1.4%	\$180,000	\$150,000	20.0%		\$239,490				
	Ave. Sales Price	\$229,694	\$181,382	26.6%	\$222,029	\$157,940	40.6%	\$360,000	\$239,990	50.0%		\$194,900	
Shelby County	Units	1,149	1,112	3.3%	1,127	1,078	4.5%	22	34	-35.3%	4	9	-55.6%
	Median Sales Price	\$185,000	\$155,000	19.4%	\$180,000	\$151,000	19.2%	\$477,479	\$393,665	21.3%	\$68,950	\$35,500	94.2%
	Ave. Sales Price	\$227,605	\$197,087	15.5%	\$222,092	\$190,543	16.6%	\$510,039	\$404,582	26.1%	\$116,225	\$110,156	5.5%
Fayette County	Units	53	56	-5.4%	34	41	-17.1%	19	15	26.7%			
	Median Sales Price	\$310,000	\$264,950	17.0%	\$301,750	\$257,500	17.2%	\$315,000	\$289,900	8.7%			
	Ave. Sales Price	\$317,177	\$299,476	5.9%	\$296,144	\$275,466	7.5%	\$354,815	\$365,102	-2.8%			
Tipton County	Units	72	59	22.0%	61	57	7.0%	11	2	450.0%		3	
	Median Sales Price	\$242,200	\$169,900	42.6%	\$220,000	\$165,000	33.3%	\$287,990	\$258,082	11.6%		\$137,500	
	Ave. Sales Price	\$242,935	\$183,181	32.6%	\$229,452	\$180,553	27.1%	\$317,704	\$258,082	23.1%		\$115,419	

		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
Frayser	Units	166	164	1.2%	166	163	1.8%	1			2	2	0.0%
	Median Sales Price	\$70,000	\$62,400	12.2%	\$70,000	\$62,000	12.9%						
	Ave. Sales Price	\$81,752	\$73,057	11.9%	\$81,752	\$72,965	12.0%	\$88,000			\$32,750	\$67,201	-51.3%
Raleigh/ Cov. Pike	Units	141	128	10.2%	141	125	12.8%	3			1	1	0.0%
	Median Sales Price	\$129,000	102,950	25.3%	\$129,000	102,500	25.9%	\$125,000					
	Ave. Sales Price	\$139,921	\$104,031	34.5%	\$139,921	\$103,408	35.3%	\$130,000			\$72,000	\$144,000	-50.0%
Downtown	Units	75	70	7.1%	73	68	7.4%	2	2	0.0%	1		
	Median Sales Price	\$185,000	\$244,500	-24.3%	\$185,000	\$251,495	-26.4%						
	Ave. Sales Price	\$241,486	\$271,903	-11.2%	\$242,663	\$276,342	-12.2%	\$198,500	\$121,000	64.0%	\$45,000		
Midtown	Units	163	167	-2.4%	158	166	-4.8%	5	1	400.0%		2	
	Median Sales Price	\$190,200	\$165,000	15.3%	\$183,250	\$163,000	12.4%	\$385,000					
	Ave. Sales Price	\$204,135	\$180,972	12.8%	\$198,389	\$180,225	10.1%	\$385,692	\$305,000	26.5%		\$20,625	
S. Memphis	Units	139	150	-7.3%	139	150	-7.3%					5	
	Median Sales Price	\$60,000	\$39,500	51.9%	\$60,000	\$39,500	51.9%					\$35,500	
	Ave. Sales Price	\$66,070	\$50,987	29.6%	\$66,070	\$50,987	29.6%					\$35,150	
Berklairst/ Highland Heights	Units	95	124	-23.4%	95	124	-23.4%					2	
	Median Sales Price	\$81,700	\$62,250	31.2%	\$81,700	\$62,250	31.2%						
	Ave. Sales Price	\$88,935	\$68,065	30.7%	\$88,935	\$68,065	30.7%					\$36,100	
E. Memphis	Units	406	450	-9.8%	401	447	-10.3%	5	3	66.7%	2	5	-60.0%
	Median Sales Price	\$225,000	\$174,950	28.6%	\$223,000	\$174,500	27.8%	\$742,500	\$258,900	186.8%		\$76,000	
	Ave. Sales Price	\$279,766	\$224,852	24.4%	\$272,474	\$224,157	21.6%	\$864,550	\$328,300	163.3%	\$446,000	\$99,440	348.5%
Whitehaven	Units	141	142	-0.7%	141	141	0.0%	1			1	1	0.0%
	Median Sales Price	\$97,900	\$70,500	38.9%	\$97,900	\$70,000	39.9%						
	Ave. Sales Price	\$107,356	\$76,047	41.2%	\$107,356	\$75,129	42.9%	\$205,400			\$65,900	\$34,900	88.8%
Parkway/ Village/ Oakhaven	Units	93	85	9.4%	93	85	9.4%						
	Median Sales Price	\$112,000	\$83,000	34.9%	\$112,000	\$83,000	34.9%						
	Ave. Sales Price	\$111,428	\$83,829	32.9%	\$111,428	\$83,829	32.9%						
Hickory Hill	Units	185	198	-6.6%	183	196	-6.6%	2	2	0.0%	1		
	Median Sales Price	\$169,900	\$143,200	18.6%	\$168,000	\$140,950	19.2%						
	Ave. Sales Price	\$180,065	\$147,223	22.3%	\$177,689	\$145,471	22.1%	\$397,500	\$318,900	24.6%	\$115,000		
Southwind	Units	14	16	-12.5%	14	16	-12.5%						
	Median Sales Price	\$391,343	\$247,500	58.1%	\$391,343	\$247,500	58.1%						
	Ave. Sales Price	\$509,898	\$299,121	70.5%	\$509,898	\$299,121	70.5%						

		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
Cordova	Units	304	342	-11.1%	296	336	-11.9%	8	6	33.3%		2	
	Median Sales Price	\$255,750	\$211,250	21.1%	\$255,000	\$210,000	21.4%	\$424,900	\$313,950	35.3%			
	Ave. Sales Price	\$289,654	\$221,955	30.5%	\$286,016	\$219,920	30.1%	\$424,260	\$335,907	26.3%		\$179,000	
Bartlett	Units	134	158	-15.2%	131	157	-16.6%	3	1	200.0%			
	Median Sales Price	\$300,000	\$235,000	27.7%	\$300,000	\$235,000	27.7%	\$365,000					
	Ave. Sales Price	\$296,850	\$247,709	19.8%	\$294,711	\$246,835	19.4%	\$390,260	\$384,900	1.4%			
G'town	Units	75	100	-25.0%	75	99	-24.2%		1		1	1	0.0%
	Median Sales Price	\$455,000	\$382,000	19.1%	\$455,000	\$379,000	20.1%						
	Ave. Sales Price	\$514,029	\$446,302	15.2%	\$514,029	\$440,760	16.6%		\$995,000		\$405,000	\$375,000	8.0%
Collierville	Units	117	116	0.9%	102	99	3.0%	15	17	-11.8%			
	Median Sales Price	\$440,000	\$422,500	4.1%	\$426,350	\$386,000	10.5%	\$645,697	\$583,860	10.6%			
	Ave. Sales Price	\$502,458	\$455,288	10.4%	\$474,484	\$414,846	14.4%	\$689,284	\$690,800	-0.2%			
Lakeland	Units	45	28	60.7%	36	22	63.6%	9	6	50.0%			
	Median Sales Price	\$458,000	\$358,500	27.8%	\$367,500	\$337,500	8.9%	\$559,900	\$487,512	14.8%			
	Ave. Sales Price	\$460,663	\$374,121	23.1%	\$431,140	\$347,409	24.1%	\$578,755	\$472,068	22.6%			
Arlington	Units	46	50	-8.0%	39	39	0.0%	7	11	-36.4%			
	Median Sales Price	\$377,500	\$339,950	11.0%	\$355,500	\$305,000	16.6%	\$459,655	\$402,395	14.2%			
	Ave. Sales Price	\$388,349	\$328,792	18.1%	\$372,458	\$306,980	21.3%	\$476,883	\$406,125	17.4%			
Millington	Units	37	36	2.8%	33	25	32.0%	4	11	-63.6%		1	
	Median Sales Price	\$237,500	\$203,445	16.7%	\$197,000	\$154,900	27.2%	\$375,550	\$240,990	55.8%			
	Ave. Sales Price	\$255,425	\$195,172	30.9%	\$240,595	\$176,133	36.6%	\$377,775	\$238,444	58.4%		\$194,900	
Shelby County	Units	2,389	2,512	-4.9%	2,329	2,446	-4.8%	60	66	-9.1%	46	63	-27.0%
	Median Sales Price	\$185,000	\$152,645	21.2%	\$179,247	\$150,000	19.5%	\$492,425	\$389,175	26.5%	\$106,550	\$45,000	136.8%
	Ave. Sales Price	\$233,911	\$195,522	19.6%	\$226,024	\$189,386	19.3%	\$540,090	\$422,950	27.7%	\$137,251	\$80,335	70.8%
Fayette County	Units	101	139	-27.3%	73	101	-27.7%	28	38	-26.3%		1	
	Median Sales Price	\$311,750	\$269,900	15.5%	\$310,000	\$260,000	19.2%	\$317,450	\$282,229	12.5%			
	Ave. Sales Price	\$342,560	\$310,566	10.3%	\$332,912	\$293,736	13.3%	\$367,712	\$355,297	3.5%		\$25,000	
Tipton County	Units	145	138	5.1%	127	133	-4.5%	18	5	260.0%		5	
	Median Sales Price	\$229,900	\$182,700	25.8%	\$220,000	\$179,900	22.3%	\$280,490	\$280,000	0.2%		\$137,500	
	Ave. Sales Price	\$234,358	\$194,945	20.2%	\$224,412	\$191,739	17.0%	\$304,532	\$280,229	8.7%		\$176,051	