

### Sales Summary

	February Total Sales			YTD Total Sales		
	2023	2022	% change	2023	2022	% change
Units	917	1,290	-28.9%	1,924	2,625	-26.7%
Median Sales Price	\$184,500	\$200,000	-7.8%	\$179,250	\$199,000	-9.9%
Average Sales Price	\$240,507	\$233,570	3.0%	\$232,729	\$240,227	-3.1%

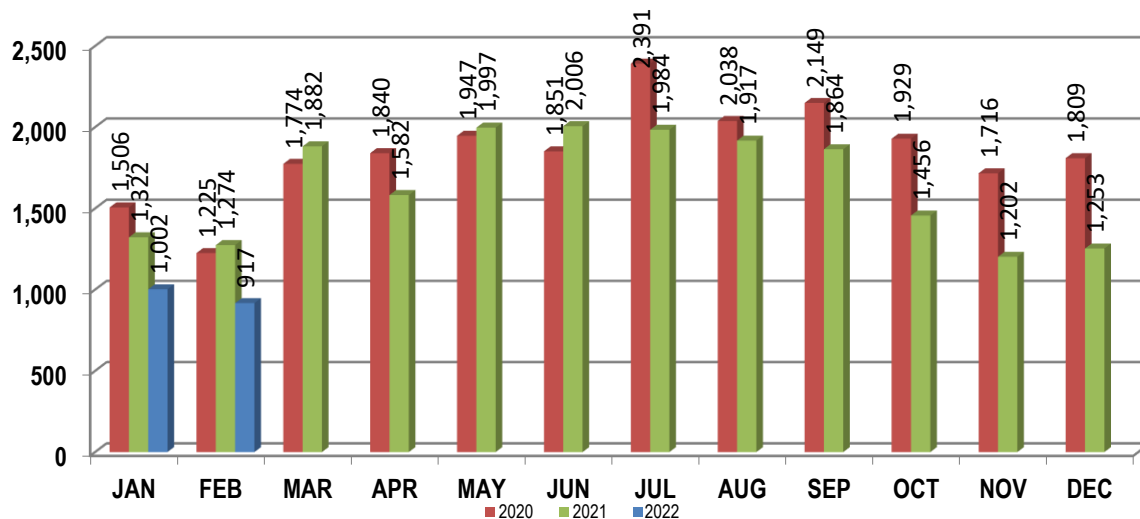
	February Existing Sales			YTD Existing Sales		
	2023	2022	% change	2023	2022	% change
Units	863	1,233	-30.0%	1,822	2,511	-27.4%
Median Sales Price	\$170,000	\$190,000	-10.5%	\$167,250	\$188,000	-11.0%
Average Sales Price	\$223,088	\$224,835	-0.8%	\$217,047	\$230,661	-5.9%

	February New Home Sales			YTD New Home Sales		
	2023	2022	% change	2023	2022	% change
Units	54	57	-5.3%	102	114	-10.5%
Median Sales Price	\$378,914	\$397,200	-4.6%	\$431,847	\$403,375	7.1%
Average Sales Price	\$518,900	\$422,542	22.8%	\$512,853	\$450,919	13.7%

	February Bank Sales			YTD Bank Sales*		
	2023	2022	% change	2023	2022	% change
Units	13	4	225.0%	18	9	100.0%
Median Sales Price	\$65,000	\$68,950	-5.7%	\$68,200	\$72,000	-5.3%
Average Sales Price	\$155,369	\$116,225	33.7%	\$150,866	\$184,489	-18.2%

	February Non-Bank Sales			YTD Non-Bank Sales		
	2023	2022	% change	2023	2022	% change
Units	904	1,286	-29.7%	1,906	2,616	-27.1%
Median Sales Price	\$184,999	\$200,000	-7.5%	\$179,950	\$199,000	-9.6%
Average Sales Price	\$241,732	\$233,935	3.3%	\$233,502	\$240,419	-2.9%

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.

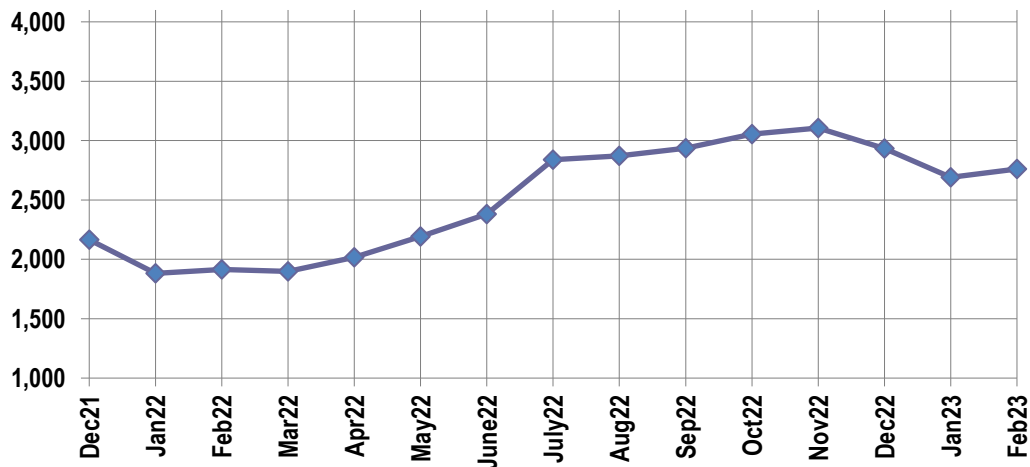


## Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	2,610	\$364,327
Condo/Co-op	112	\$266,880
Duplex	38	\$196,152
<b>Market Total</b>	<b>2,760</b>	<b>\$358,057</b>

Pending Sales		
	Units	Ave. List Price
Single Family	852	\$318,048
Condo/Co-op	24	\$186,000
Duplex	21	\$145,000
<b>Market Total</b>	<b>897</b>	<b>\$310,095</b>

	February Foreclosure Actions			YTD Foreclosure Actions		
	2023	2022	% change	2023	2022	% change
<b>Total</b>	53	21	152.4%	86	48	79.2%



## Inventory

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
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

		February Total Sales			February Existing Sales			February New Home Sales			February Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Fraser	Units	74	89	-16.9%	69	89	-22.5%	5					
	Median Sales Price	\$104,850	\$72,500	44.6%	\$93,500	\$72,500	29.0%	\$157,000					
	Ave. Sales Price	\$96,754	\$79,881	21.1%	\$92,330	\$79,881	15.6%	\$157,800					
Raleigh/ Cov. Pike	Units	46	62	-25.8%	46	62	-25.8%				1	1	0.0%
	Median Sales Price	\$138,000	\$128,250	7.6%	\$138,000	\$128,250	7.6%						
	Ave. Sales Price	\$151,053	\$148,425	1.8%	\$151,053	\$148,425	1.8%				\$81,795	\$72,000	13.6%
Downtown	Units	22	44	-50.0%	21	44	-52.3%	1				1	
	Median Sales Price	\$290,500	\$179,950	61.4%	\$256,000	\$179,950	42.3%						
	Ave. Sales Price	\$319,819	\$228,623	39.9%	\$308,906	\$228,623	35.1%	\$549,000				\$45,000	
Midtown	Units	51	79	-35.4%	51	77	-33.8%		2		2		
	Median Sales Price	\$105,000	\$198,000	-47.0%	\$105,000	\$175,000	-40.0%						
	Ave. Sales Price	\$178,252	\$202,073	-11.8%	\$178,252	\$199,140	-10.5%		\$315,000		\$13,050		
S. Memphis	Units	54	75	-28.0%	53	75	-29.3%	1			2		
	Median Sales Price	\$65,000	\$55,000	18.2%	\$65,000	\$55,000	18.2%						
	Ave. Sales Price	\$76,371	\$64,207	18.9%	\$74,135	\$64,207	15.5%	\$194,900			\$36,250		
Berclair/ Highland Heights	Units	34	46	-26.1%	33	46	-28.3%	1					
	Median Sales Price	\$99,000	\$91,500	8.2%	\$95,000	\$91,500	3.8%						
	Ave. Sales Price	\$111,406	\$93,268	19.4%	\$110,388	\$93,268	18.4%	\$145,000					
E. Memphis	Units	167	201	-16.9%	164	198	-17.2%	3	3	0.0%		1	
	Median Sales Price	\$156,800	\$223,000	-29.7%	\$155,900	\$222,750	-30.0%	\$439,000	\$518,500	-15.3%			
	Ave. Sales Price	\$219,596	\$284,855	-22.9%	\$214,937	\$280,537	-23.4%	\$474,333	\$569,833	-16.8%		\$282,000	
Whitehaven	Units	41	70	-41.4%	41	69	-40.6%		1			1	
	Median Sales Price	\$100,000	\$105,570	-5.3%	\$100,000	\$103,141	-3.0%						
	Ave. Sales Price	\$100,668	\$117,877	-14.6%	\$100,668	\$115,551	-12.9%		\$278,359			\$65,900	
Parkway Village/ Oakhaven	Units	27	45	-40.0%	27	45	-40.0%						
	Median Sales Price	\$118,000	\$109,900	7.4%	\$118,000	\$109,900	7.4%						
	Ave. Sales Price	\$111,869	\$116,514	-4.0%	\$111,869	\$116,514	-4.0%						
Hickory Hill	Units	45	91	-50.5%	44	91	-51.6%	1			1		
	Median Sales Price	\$180,000	\$165,000	9.1%	\$178,000	\$165,000	7.9%						
	Ave. Sales Price	\$186,332	\$181,084	2.9%	\$182,842	\$181,084	1.0%	\$339,900			\$35,500		
Southwind	Units	6	8	-25.0%	4	8	-50.0%	2			1		
	Median Sales Price	\$501,055	\$368,842	35.8%	\$681,500	\$368,842	84.8%						
	Ave. Sales Price	\$499,781	\$444,198	12.5%	\$590,250	\$444,198	32.9%	\$318,842			\$310,000		

		February Total Sales			February Existing Sales			February New Home Sales			February Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Cordova	Units	95	145	-34.5%	86	141	-39.0%	9	4	125.0%			
	Median Sales Price	\$255,000	\$260,000	-1.9%	\$247,450	\$255,000	-3.0%	\$369,900	\$437,451	-15.4%			
	Ave. Sales Price	\$270,158	\$293,902	-8.1%	\$255,807	\$289,960	-11.8%	\$407,292	\$432,870	-5.9%			
Bartlett	Units	38	73	-47.9%	38	72	-47.2%	1			1		
	Median Sales Price	\$254,950	\$296,000	-13.9%	\$254,950	\$293,000	-13.0%						
	Ave. Sales Price	\$281,373	\$291,518	-3.5%	\$281,373	\$288,888	-2.6%	\$480,880			\$235,900		
G'town	Units	46	32	43.8%	46	32	43.8%				1		
	Median Sales Price	\$480,000	\$463,000	3.7%	\$480,000	\$463,000	3.7%						
	Ave. Sales Price	\$510,050	\$501,569	1.7%	\$510,050	\$501,569	1.7%				\$498,000		
Collierville	Units	33	55	-40.0%	31	49	-36.7%	2	6	-66.7%			
	Median Sales Price	\$450,000	\$400,700	12.3%	\$450,000	\$395,000	13.9%		\$639,950				
	Ave. Sales Price	\$477,644	\$436,950	9.3%	\$458,999	\$399,403	14.9%	\$766,651	\$743,642	3.1%			
Lakeland	Units	17	23	-26.1%	13	20	-35.0%	4	3	33.3%			
	Median Sales Price	\$575,000	\$415,000	38.6%	\$470,000	\$380,004	23.7%	\$722,900	\$620,887	16.4%			
	Ave. Sales Price	\$545,369	\$460,553	18.4%	\$482,769	\$437,560	10.3%	\$748,817	\$613,834	22.0%			
Arlington	Units	19	17	11.8%	15	14	7.1%	4	3	33.3%			
	Median Sales Price	\$433,215	\$345,000	25.6%	\$375,000	\$325,000	15.4%	\$470,247	\$464,442	1.2%			
	Ave. Sales Price	\$413,824	\$374,240	10.6%	\$393,293	\$349,356	12.6%	\$490,816	\$490,364	0.1%			
Millington	Units	15	17	-11.8%	13	16	-18.8%	2	1	100.0%			
	Median Sales Price	\$177,000	\$180,000	-1.7%	\$160,000	\$175,000	-8.6%						
	Ave. Sales Price	\$191,099	\$223,794	-14.6%	\$174,115	\$215,281	-19.1%	\$301,490	\$360,000	-16.3%			
Shelby County	Units	827	1,161	-28.8%	792	1,137	-30.3%	35	24	45.8%	9	4	125.0%
	Median Sales Price	\$165,000	\$185,000	-10.8%	\$160,000	\$180,000	-11.1%	\$369,900	\$477,479	-22.5%	\$41,000	\$68,950	-40.5%
	Ave. Sales Price	\$228,421	\$229,264	-0.4%	\$219,764	\$222,701	-1.3%	\$424,327	\$540,194	-21.4%	\$139,977	\$116,225	20.4%
Fayette County	Units	43	55	-21.8%	26	34	-23.5%	17	21	-19.0%	1		
	Median Sales Price	\$332,990	\$302,990	9.9%	\$292,500	\$301,750	-3.1%	\$384,893	\$302,990	27.0%			
	Ave. Sales Price	\$465,888	\$313,425	48.6%	\$302,305	\$290,997	3.9%	\$716,075	\$349,737	104.7%	\$35,000		
Tipton County	Units	47	74	-36.5%	45	62	-27.4%	2	12	-83.3%	3		
	Median Sales Price	\$245,000	\$242,200	1.2%	\$245,000	\$220,000	11.4%		\$285,490		\$285,000		
	Ave. Sales Price	\$246,976	\$241,788	2.1%	\$235,821	\$227,687	3.6%	\$497,961	\$314,644	58.3%	\$241,667		

		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	145	165	-12.1%	139	165	-15.8%	6			2	2	0.0%
	Median Sales Price	\$80,500	\$70,000	15.0%	\$80,000	\$70,000	14.3%	\$158,500					
	Ave. Sales Price	\$92,943	\$81,057	14.7%	\$89,048	\$81,057	9.9%	\$183,167			\$66,200	\$32,750	102.1%
Raleigh/ Cov. Pike	Units	104	141	-26.2%	103	141	-27.0%	1			1	1	0.0%
	Median Sales Price	\$139,950	\$129,000	8.5%	\$139,900	\$129,000	8.4%						
	Ave. Sales Price	\$150,006	\$140,489	6.8%	\$149,035	\$140,489	6.1%	\$250,000			\$81,795	\$72,000	13.6%
Downtown	Units	49	78	-37.2%	48	76	-36.8%	1	2	-50.0%		1	
	Median Sales Price	\$256,000	\$182,500	40.3%	\$253,000	\$182,500	38.6%						
	Ave. Sales Price	\$295,065	\$235,879	25.1%	\$289,774	\$236,863	22.3%	\$549,000	\$198,500	176.6%		\$45,000	
Midtown	Units	113	164	-31.1%	112	158	-29.1%	1	6	-83.3%	2		
	Median Sales Price	\$150,000	\$192,600	-22.1%	\$150,000	\$183,250	-18.1%		\$392,500				
	Ave. Sales Price	\$190,506	\$206,049	-7.5%	\$190,957	\$198,390	-3.7%	\$140,000	\$407,743	-65.7%	\$13,050		
S. Memphis	Units	136	139	-2.2%	135	139	-2.9%	1				3	
	Median Sales Price	\$60,750	\$60,000	1.3%	\$58,500	\$60,000	-2.5%					\$31,500	
	Ave. Sales Price	\$71,604	\$66,070	8.4%	\$70,691	\$66,070	7.0%	\$194,900				\$34,167	
Berclair/ Highland Heights	Units	72	95	-24.2%	71	95	-25.3%	1					
	Median Sales Price	\$97,500	\$81,700	19.3%	\$95,000	\$81,700	16.3%						
	Ave. Sales Price	\$102,612	\$88,935	15.4%	\$102,015	\$88,935	14.7%	\$145,000					
E. Memphis	Units	299	405	-26.2%	295	400	-26.3%	4	5	-20.0%	1	2	-50.0%
	Median Sales Price	\$184,999	\$225,000	-17.8%	\$184,500	\$222,750	-17.2%	\$639,000	\$742,500	-13.9%			
	Ave. Sales Price	\$233,261	\$279,808	-16.6%	\$228,549	\$272,499	-16.1%	\$580,712	\$864,550	-32.8%	\$191,400	\$446,000	-57.1%
Whitehaven	Units	104	146	-28.8%	104	145	-28.3%		1			1	
	Median Sales Price	\$100,700	\$98,200	2.5%	\$100,700	\$97,900	2.9%						
	Ave. Sales Price	\$104,064	\$107,897	-3.6%	\$104,064	\$106,721	-2.5%		\$278,359			\$65,900	
Parkway Village/ Oakhaven	Units	67	94	-28.7%	66	94	-29.8%	1					
	Median Sales Price	\$118,000	\$111,750	5.6%	\$116,375	\$111,750	4.1%						
	Ave. Sales Price	\$118,439	\$111,424	6.3%	\$116,976	\$111,424	5.0%	\$215,000					
Hickory Hill	Units	112	189	-40.7%	111	187	-40.6%	1	2	-50.0%	1	1	0.0%
	Median Sales Price	\$173,750	\$169,900	2.3%	\$172,500	\$168,000	2.7%						
	Ave. Sales Price	\$179,475	\$180,186	-0.4%	\$178,030	\$177,862	0.1%	\$339,900	\$397,500	-14.5%	\$35,500	\$115,000	-69.1%
Southwind	Units	15	14	7.1%	12	14	-14.3%	3			1		
	Median Sales Price	\$324,110	\$391,342	-17.2%	\$335,000	\$391,342	-14.4%	\$324,110					
	Ave. Sales Price	\$414,906	\$509,899	-18.6%	\$436,075	\$509,899	-14.5%	\$330,228			\$310,000		

		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	216	307	-29.6%	201	299	-32.8%	15	8	87.5%			
	Median Sales Price	\$265,000	\$256,500	3.3%	\$255,000	\$255,000	0.0%	\$372,936	\$424,900	-12.2%			
	Ave. Sales Price	\$281,866	\$290,652	-3.0%	\$271,870	\$287,077	-5.3%	\$415,822	\$424,260	-2.0%			
Bartlett	Units	84	134	-37.3%	83	131	-36.6%	1	3	-66.7%	1		
	Median Sales Price	\$277,000	\$300,000	-7.7%	\$275,000	\$300,000	-8.3%		\$365,000				
	Ave. Sales Price	\$290,040	\$296,850	-2.3%	\$287,266	\$294,711	-2.5%	\$520,255	\$390,260	33.3%	\$235,900		
G'town	Units	70	77	-9.1%	69	77	-10.4%	1			1	1	0.0%
	Median Sales Price	\$447,500	\$455,000	-1.6%	\$445,000	\$455,000	-2.2%						
	Ave. Sales Price	\$489,878	\$521,782	-6.1%	\$481,036	\$521,782	-7.8%	\$1,100,000			\$498,000	\$405,000	23.0%
Collierville	Units	76	117	-35.0%	66	102	-35.3%	10	15	-33.3%			
	Median Sales Price	\$450,000	\$440,000	2.3%	\$430,000	\$426,350	0.9%	\$804,399	\$645,697	24.6%			
	Ave. Sales Price	\$489,362	\$508,090	-3.7%	\$445,340	\$474,984	-6.2%	\$779,908	\$733,210	6.4%			
Lakeland	Units	29	46	-37.0%	21	37	-43.2%	8	9	-11.1%			
	Median Sales Price	\$485,000	\$462,750	4.8%	\$393,000	\$380,000	3.4%	\$677,866	\$559,900	21.1%			
	Ave. Sales Price	\$494,066	\$466,493	5.9%	\$419,095	\$439,185	-4.6%	\$690,865	\$578,756	19.4%			
Arlington	Units	30	46	-34.8%	24	39	-38.5%	6	7	-14.3%			
	Median Sales Price	\$424,082	\$377,500	12.3%	\$377,500	\$355,500	6.2%	\$500,666	\$459,655	8.9%			
	Ave. Sales Price	\$420,137	\$388,349	8.2%	\$394,744	\$372,459	6.0%	\$521,711	\$476,884	9.4%			
Millington	Units	33	35	-5.7%	28	31	-9.7%	5	4	25.0%			
	Median Sales Price	\$190,000	\$220,000	-13.6%	\$168,500	\$185,000	-8.9%	\$300,990	\$375,550	-19.9%			
	Ave. Sales Price	\$215,041	\$253,450	-15.2%	\$201,229	\$237,408	-15.2%	\$292,392	\$377,775	-22.6%			
Shelby County	Units	1,737	2,370	-26.7%	1,671	2,308	-27.6%	66	62	6.5%	13	9	44.4%
	Median Sales Price	\$165,000	\$185,000	-10.8%	\$160,000	\$180,000	-11.1%	\$470,247	\$492,425	-4.5%	\$61,000	\$72,000	-15.3%
	Ave. Sales Price	\$222,417	\$236,204	-5.8%	\$212,031	\$227,878	-7.0%	\$485,373	\$546,140	-11.1%	\$124,123	\$184,489	-32.7%
Fayette County	Units	87	105	-17.1%	57	73	-21.9%	30	32	-6.3%	1		
	Median Sales Price	\$359,900	\$310,000	16.1%	\$302,500	\$310,000	-2.4%	\$409,175	\$308,801	32.5%			
	Ave. Sales Price	\$424,084	\$338,754	25.2%	\$336,578	\$330,516	1.8%	\$590,346	\$357,549	65.1%	\$35,000		
Tipton County	Units	100	150	-33.3%	94	130	-27.7%	6	20	-70.0%	4		
	Median Sales Price	\$238,500	\$232,450	2.6%	\$229,500	\$220,000	4.3%	\$417,567	\$280,990	48.6%	\$313,500		
	Ave. Sales Price	\$245,367	\$234,819	4.5%	\$233,730	\$224,003	4.3%	\$427,668	\$305,126	40.2%	\$266,750		