

Sales Summary

	January Total Sales			YTD Total Sales		
	2022	2021	% change	2022	2021	% change
Units	1,322	1,520	-13.0%	1,322	1,520	-13.0%
Median Sales Price	\$195,000	\$168,000	16.1%	\$195,000	\$168,000	16.1%
Average Sales Price	\$246,874	\$204,946	20.5%	\$246,874	\$204,946	20.5%

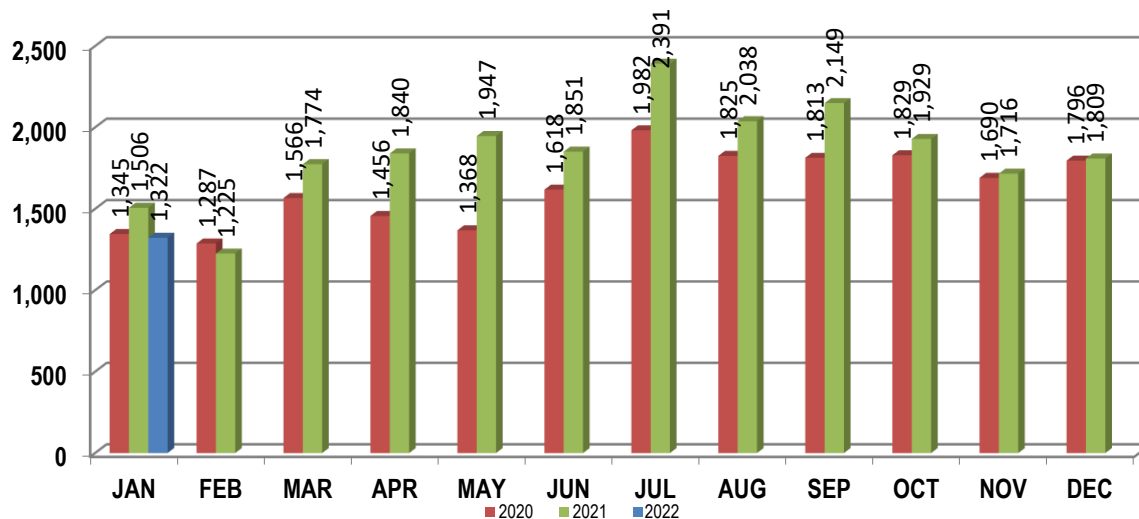
	January Existing Sales			YTD Existing Sales		
	2022	2021	% change	2022	2021	% change
Units	1,269	1,462	-13.2%	1,269	1,462	-13.2%
Median Sales Price	\$185,000	\$160,000	15.6%	\$185,000	\$160,000	15.6%
Average Sales Price	\$236,533	\$197,297	19.9%	\$236,533	\$197,297	19.9%

	January New Home Sales			YTD New Home Sales		
	2022	2021	% change	2022	2021	% change
Units	53	58	-8.6%	53	58	-8.6%
Median Sales Price	\$419,900	\$314,109	33.7%	\$419,900	\$314,109	33.7%
Average Sales Price	\$494,479	\$397,736	24.3%	\$494,479	\$397,736	24.3%

	January Bank Sales			YTD Bank Sales*		
	2022	2021	% change	2022	2021	% change
Units	5	15	-66.7%	5	15	-66.7%
Median Sales Price	\$115,000	\$63,000	82.5%	\$115,000	\$63,000	82.5%
Average Sales Price	\$239,100	\$110,866	115.7%	\$239,100	\$110,866	115.7%

	January Non-Bank Sales			YTD Non-Bank Sales		
	2022	2021	% change	2022	2021	% change
Units	1,317	1,505	-12.5%	1,317	1,505	-12.5%
Median Sales Price	\$195,000	\$169,900	14.8%	\$195,000	\$169,900	14.8%
Average Sales Price	\$246,904	\$205,883	19.9%	\$246,904	\$205,883	19.9%

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.

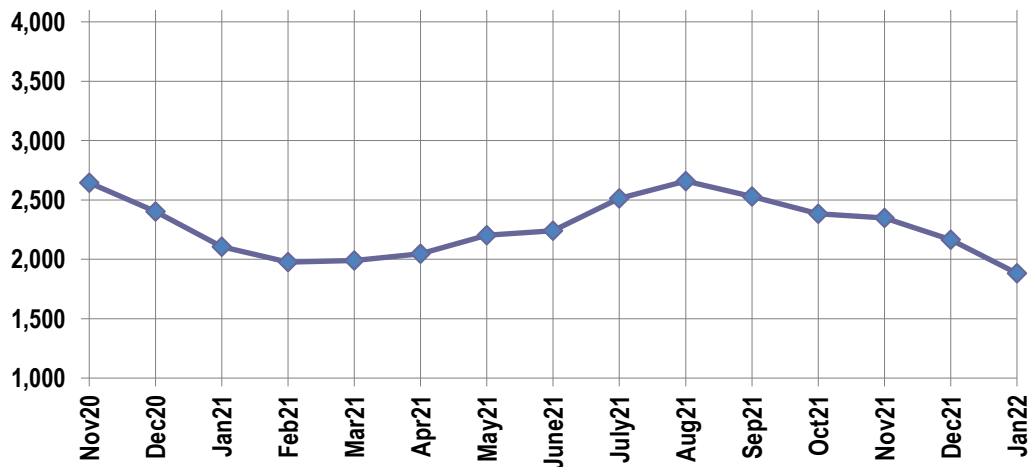


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 01-19-22)		
	Units	Ave. List Price
Single Family	1,727	\$321,302
Condo/Co-op	121	\$212,845
Duplex	34	\$153,422
Market Total	1,882	\$311,296

Pending Sales (as of 01-19-22)		
	Units	Ave. List Price
Single Family	1,198	\$278,577
Condo/Co-op	27	\$221,413
Duplex	17	\$118,517
Market Total	1,242	\$275,144

	January Foreclosure Actions			YTD Foreclosure Actions		
	2022	2021	% change	2022	2021	% change
Total	25	36	-30.6%	25	36	-30.6%



Inventory

Feb-20	3,333
Mar-20	3,365
Apr-20	3,340
May-20	3,268
Jun-20	3,171
Jul-20	2,938
Aug-20	2,876
Sep-20	2,863
Oct-20	2,805
Nov-20	2,644
Dec-20	2,403
Jan-21	2,105

Feb-21	1,976
Mar-21	1,990
Apr-21	2,048
May-21	2,202
Jun-21	2,242
Jul-21	2,514
Aug-21	2,659
Sep-21	2,529
Oct-21	2,384
Nov-21	2,348
Dec-21	2,165
Jan-22	1,882

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Fraser	Units	76	105	-27.6%	76	105	-27.6%				2	2	0.0%
	Median Sales Price	\$64,750	\$62,000	4.4%	\$64,750	\$62,000	4.4%						
	Ave. Sales Price	\$84,557	\$75,035	12.7%	\$84,557	\$75,035	12.7%				\$32,750	\$67,201	-51.3%
Raleigh/ Cov. Pike	Units	80	67	19.4%	80	64	25.0%		3			1	
	Median Sales Price	\$130,000	\$97,900	32.8%	\$130,000	\$94,950	36.9%		\$125,000				
	Ave. Sales Price	\$134,208	\$100,759	33.2%	\$134,208	\$99,388	35.0%		\$130,000			\$144,000	
Downtown	Units	33	33	0.0%	31	33	-6.1%	2					
	Median Sales Price	\$190,000	\$255,990	-25.8%	\$190,000	\$255,990	-25.8%						
	Ave. Sales Price	\$251,792	\$287,107	-12.3%	\$255,230	\$287,107	-11.1%	\$198,500					
Midtown	Units	83	89	-6.7%	81	88	-8.0%	2	1	100.0%		1	
	Median Sales Price	\$188,000	\$170,000	10.6%	\$186,500	\$165,500	12.7%						
	Ave. Sales Price	\$202,311	\$184,490	9.7%	\$197,677	\$183,121	7.9%	\$390,000	\$305,000	27.9%		\$5,750	
S. Memphis	Units	64	79	-19.0%	64	79	-19.0%					1	
	Median Sales Price	\$67,450	\$37,750	78.7%	\$67,450	\$37,750	78.7%						
	Ave. Sales Price	\$68,254	\$50,732	34.5%	\$68,254	\$50,732	34.5%					\$37,750	
Berkshire/ Highland Heights	Units	49	62	-21.0%	49	62	-21.0%					1	
	Median Sales Price	\$72,000	\$62,250	15.7%	\$72,000	\$62,250	15.7%						
	Ave. Sales Price	\$84,868	\$67,271	26.2%	\$84,868	\$67,271	26.2%					\$44,200	
E. Memphis	Units	204	242	-15.7%	202	242	-16.5%	2			1	3	-66.7%
	Median Sales Price	\$225,000	\$165,000	36.4%	\$223,500	\$165,000	35.5%					\$76,000	
	Ave. Sales Price	\$274,834	\$219,879	25.0%	\$264,619	\$219,879	20.3%	\$1,306,625			\$610,000	\$83,066	634.4%
Whitehaven	Units	73	84	-13.1%	73	84	-13.1%					1	
	Median Sales Price	\$93,000	\$71,500	30.1%	\$93,000	\$71,500	30.1%						
	Ave. Sales Price	\$98,630	\$77,919	26.6%	\$98,630	\$77,919	26.6%					\$34,900	
Parkway Village/ Oakhaven	Units	48	43	11.6%	48	43	11.6%						
	Median Sales Price	\$114,950	\$73,000	57.5%	\$114,950	\$73,000	57.5%						
	Ave. Sales Price	\$106,660	\$77,387	37.8%	\$106,660	\$77,387	37.8%						
Hickory Hill	Units	97	102	-4.9%	95	101	-5.9%	2	1	100.0%	1		
	Median Sales Price	\$173,250	\$142,250	21.8%	\$172,500	\$140,000	23.2%						
	Ave. Sales Price	\$180,963	\$149,183	21.3%	\$176,405	\$147,463	19.6%	\$397,500	\$322,900	23.1%	\$115,000		
Southwind	Units	6	10	-40.0%	6	10	-40.0%						
	Median Sales Price	\$417,500	\$258,500	61.5%	\$417,500	\$258,500	61.5%						
	Ave. Sales Price	\$597,500	\$330,700	80.7%	\$597,500	\$330,700	80.7%						

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Cordova	Units	160	195	-17.9%	156	191	-18.3%	4	4	0.0%		2	
	Median Sales Price	\$255,000	\$205,000	24.4%	\$253,500	\$205,000	23.7%	\$402,850	\$307,950	30.8%			
	Ave. Sales Price	\$285,338	\$216,541	31.8%	\$281,997	\$214,569	31.4%	\$415,650	\$310,700	33.8%		\$179,000	
Bartlett	Units	61	92	-33.7%	59	91	-35.2%	2	1	100.0%			
	Median Sales Price	\$308,000	\$242,000	27.3%	\$300,879	\$238,000	26.4%						
	Ave. Sales Price	\$303,232	\$255,543	18.7%	\$301,817	\$254,121	18.8%	\$344,950	\$384,900	-10.4%			
G'town	Units	44	58	-24.1%	44	57	-22.8%		1		1		
	Median Sales Price	\$449,750	\$385,000	16.8%	\$449,750	\$385,000	16.8%						
	Ave. Sales Price	\$538,681	\$466,604	15.4%	\$538,681	\$457,334	17.8%		\$995,000		\$405,000		
Collierville	Units	63	63	0.0%	53	53	0.0%	10	10	0.0%			
	Median Sales Price	\$510,000	\$425,000	20.0%	\$475,000	\$389,000	22.1%	\$651,771	\$590,681	10.3%			
	Ave. Sales Price	\$574,928	\$459,881	25.0%	\$544,861	\$416,957	30.7%	\$734,286	\$687,381	6.8%			
Lakeland	Units	23	17	35.3%	17	15	13.3%	6	2	200.0%			
	Median Sales Price	\$467,500	\$352,000	32.8%	\$380,000	\$345,000	10.1%	\$557,450					
	Ave. Sales Price	\$472,432	\$377,929	25.0%	\$441,097	\$372,600	18.4%	\$561,216	\$417,900	34.3%			
Arlington	Units	29	24	20.8%	25	20	25.0%	4	4	0.0%			
	Median Sales Price	\$390,000	\$334,950	16.4%	\$380,000	\$303,500	25.2%	\$443,073	\$416,218	6.5%			
	Ave. Sales Price	\$396,620	\$313,703	26.4%	\$385,396	\$295,155	30.6%	\$466,773	\$406,446	14.8%			
Millington	Units	19	15	26.7%	16	10	60.0%	3	5	-40.0%			
	Median Sales Price	\$255,000	\$225,000	13.3%	\$252,500	\$184,950	36.5%	\$385,000	\$240,990	59.8%			
	Ave. Sales Price	\$279,802	\$214,478	30.5%	\$260,321	\$203,422	28.0%	\$383,700	\$236,590	62.2%			
Shelby County	Units	1,201	1,358	-11.6%	1,164	1,326	-12.2%	37	32	15.6%	5	12	-58.3%
	Median Sales Price	\$186,100	\$154,950	20.1%	\$181,125	\$150,500	20.3%	\$499,900	\$389,158	28.5%	\$115,000	\$69,500	65.5%
	Ave. Sales Price	\$243,205	\$198,104	22.8%	\$233,181	\$192,207	21.3%	\$558,543	\$442,467	26.2%	\$239,100	\$92,000	159.9%
Fayette County	Units	48	83	-42.2%	39	60	-35.0%	9	23	-60.9%		1	
	Median Sales Price	\$312,542	\$269,990	15.8%	\$311,750	\$264,500	17.9%	\$369,950	\$272,216	35.9%			
	Ave. Sales Price	\$370,587	\$318,048	16.5%	\$364,967	\$306,220	19.2%	\$394,940	\$348,903	13.2%		\$25,000	
Tipton County	Units	73	79	-7.6%	66	76	-13.2%	7	3	133.3%		2	
	Median Sales Price	\$225,000	\$189,900	18.5%	\$205,000	\$188,250	8.9%	\$274,990	\$282,914	-2.8%			
	Ave. Sales Price	\$225,898	\$203,732	10.9%	\$219,753	\$200,129	9.8%	\$283,834	\$294,994	-3.8%		\$267,000	