

Sales Summary

	January Total Sales			YTD Total Sales		
	2023	2022	% change	2023	2022	% change
Units	1,002	1,338	-25.1%	1,002	1,338	-25.1%
Median Sales Price	\$175,000	\$195,375	-10.4%	\$175,000	\$195,375	-10.4%
Average Sales Price	\$224,451	\$246,868	-9.1%	\$224,451	\$246,868	-9.1%

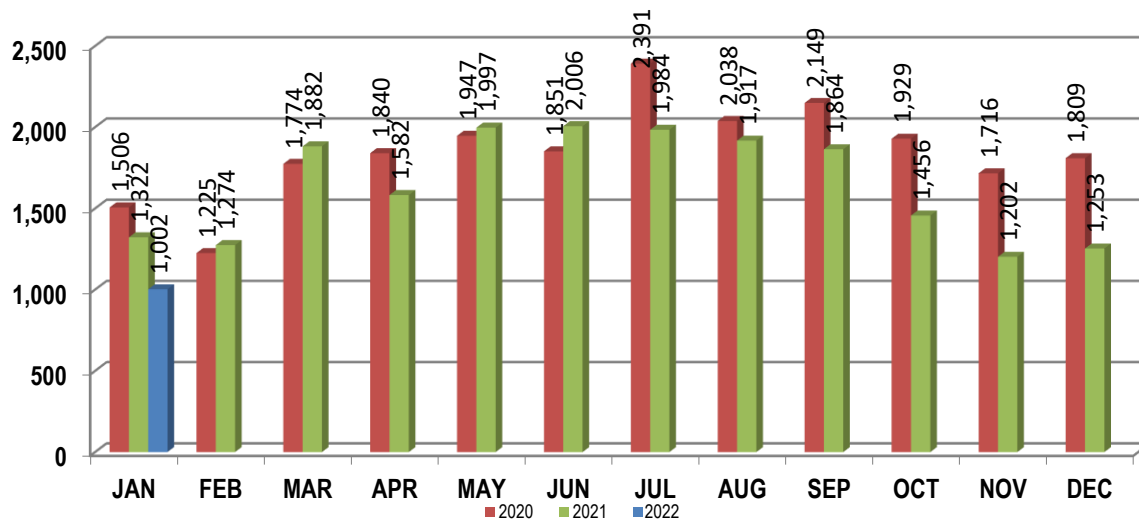
	January Existing Sales			YTD Existing Sales		
	2023	2022	% change	2023	2022	% change
Units	957	1,279	-25.2%	957	1,279	-25.2%
Median Sales Price	\$165,000	\$185,000	-10.8%	\$165,000	\$185,000	-10.8%
Average Sales Price	\$211,508	\$235,975	-10.4%	\$211,508	\$235,975	-10.4%

	January New Home Sales			YTD New Home Sales		
	2023	2022	% change	2023	2022	% change
Units	45	59	-23.7%	45	59	-23.7%
Median Sales Price	\$460,000	\$410,000	12.2%	\$460,000	\$410,000	12.2%
Average Sales Price	\$499,697	\$482,990	3.5%	\$499,697	\$482,990	3.5%

	January Bank Sales			YTD Bank Sales*		
	2023	2022	% change	2023	2022	% change
Units	5	5	0.0%	5	5	0.0%
Median Sales Price	\$71,400	\$115,000	-37.9%	\$71,400	\$115,000	-37.9%
Average Sales Price	\$139,160	\$239,100	-41.8%	\$139,160	\$239,100	-41.8%

	January Non-Bank Sales			YTD Non-Bank Sales		
	2023	2022	% change	2023	2022	% change
Units	997	1,333	-25.2%	997	1,333	-25.2%
Median Sales Price	\$175,000	\$195,750	-10.6%	\$175,000	\$195,750	-10.6%
Average Sales Price	\$224,879	\$246,897	-8.9%	\$224,879	\$246,897	-8.9%

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.

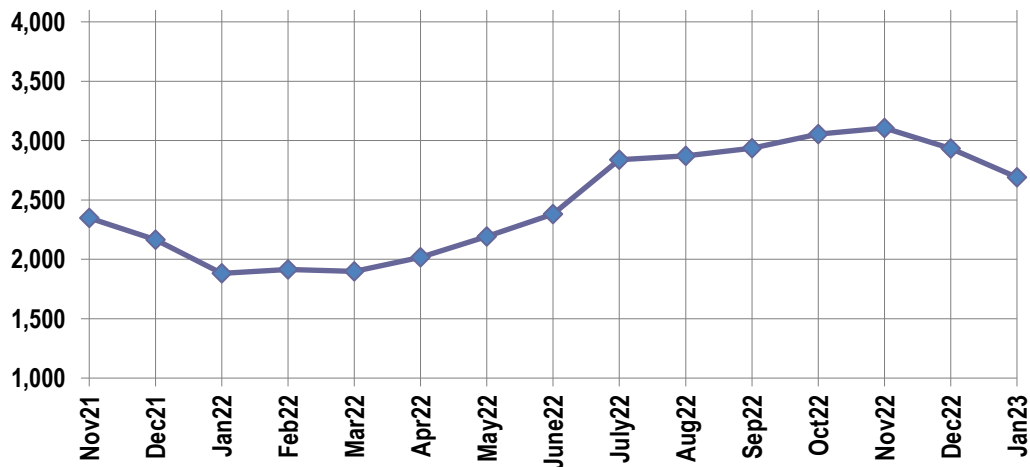


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	2,544	\$369,888
Condo/Co-op	111	\$266,003
Duplex	35	\$190,587
Market Total	2,690	\$363,268

Pending Sales		
	Units	Ave. List Price
Single Family	715	\$316,252
Condo/Co-op	14	\$197,385
Duplex	15	\$152,239
Market Total	744	\$310,708

	January Foreclosure Actions			YTD Foreclosure Actions		
	2023	2022	% change	2023	2022	% change
Total	33	27	22.2%	33	27	22.2%



Inventory

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

Feb-22	1,914
Mar-22	1,898
Apr-22	2,016
May-22	2,191
Jun-22	2,380
Jul-22	2,839
Aug-22	2,871
Sep-22	2,935
Oct-22	3,054
Nov-22	3,106
Dec-22	2,934
Jan-23	2,690

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Frayser	Units	71	77	-7.8%	70	77	-9.1%	1			2	2	0.0%
	Median Sales Price	\$76,500	\$64,500	18.6%	\$75,750	\$64,500	17.4%						
	Ave. Sales Price	\$88,971	\$81,590	9.0%	\$85,813	\$81,590	5.2%	\$310,000			\$66,200	\$32,750	102.1%
Raleigh/ Cov. Pike	Units	58	79	-26.6%	57	79	-27.8%	1					
	Median Sales Price	\$141,000	\$130,000	8.5%	\$140,000	\$130,000	7.7%						
	Ave. Sales Price	\$149,175	\$134,261	11.1%	\$147,406	\$134,261	9.8%	\$250,000					
Downtown	Units	27	34	-20.6%	27	32	-15.6%		2				
	Median Sales Price	\$243,000	\$187,500	29.6%	\$243,000	\$187,500	29.6%						
	Ave. Sales Price	\$274,894	\$245,269	12.1%	\$274,894	\$248,192	10.8%		\$198,500				
Midtown	Units	62	85	-27.1%	61	81	-24.7%	1	4	-75.0%			
	Median Sales Price	\$165,570	\$190,200	-12.9%	\$169,000	\$186,500	-9.4%		\$459,000				
	Ave. Sales Price	\$200,586	\$209,745	-4.4%	\$201,580	\$197,677	2.0%	\$140,000	\$454,115	-69.2%			
S. Memphis	Units	82	64	28.1%	82	64	28.1%				1		
	Median Sales Price	\$57,850	\$67,450	-14.2%	\$57,850	\$67,450	-14.2%						
	Ave. Sales Price	\$68,465	\$68,255	0.3%	\$68,465	\$68,255	0.3%				\$30,000		
Berclair/ Highland Heights	Units	38	49	-22.4%	38	49	-22.4%						
	Median Sales Price	\$95,000	\$72,000	31.9%	\$95,000	\$72,000	31.9%						
	Ave. Sales Price	\$94,744	\$84,868	11.6%	\$94,744	\$84,868	11.6%						
E. Memphis	Units	130	204	-36.3%	130	202	-35.6%		2		1	1	0.0%
	Median Sales Price	\$187,500	\$225,000	-16.7%	\$187,500	\$223,500	-16.1%						
	Ave. Sales Price	\$245,157	\$274,835	-10.8%	\$245,157	\$264,619	-7.4%		\$1,306,625		\$191,400	\$610,000	-68.6%
Whitehaven	Units	63	76	-17.1%	63	76	-17.1%						
	Median Sales Price	\$101,400	\$93,000	9.0%	\$101,400	\$93,000	9.0%						
	Ave. Sales Price	\$106,275	\$98,704	7.7%	\$106,275	\$98,704	7.7%						
Parkway Village/ Oakhaven	Units	40	49	-18.4%	39	49	-20.4%	1					
	Median Sales Price	\$116,935	\$114,900	1.8%	\$106,870	\$114,900	-7.0%						
	Ave. Sales Price	\$122,874	\$106,749	15.1%	\$120,512	\$106,749	12.9%	\$215,000					
Hickory Hill	Units	66	98	-32.7%	66	96	-31.3%		2			1	
	Median Sales Price	\$168,750	\$171,750	-1.7%	\$168,750	\$170,500	-1.0%						
	Ave. Sales Price	\$174,414	\$179,352	-2.8%	\$174,414	\$174,807	-0.2%		\$397,500			\$115,000	
Southwind	Units	9	6	50.0%	8	6	33.3%	1					
	Median Sales Price	\$315,000	\$417,500	-24.6%	\$295,000	\$417,500	-29.3%						
	Ave. Sales Price	\$358,322	\$597,500	-40.0%	\$358,988	\$597,500	-39.9%	\$353,000					

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Cordova	Units	120	162	-25.9%	114	158	-27.8%	6	4	50.0%			
	Median Sales Price	\$272,500	\$255,750	6.5%	\$267,350	\$255,000	4.8%	\$437,462	\$402,850	8.6%			
	Ave. Sales Price	\$291,693	\$287,742	1.4%	\$284,486	\$284,504	0.0%	\$428,617	\$415,640	3.1%			
Bartlett	Units	46	61	-24.6%	45	59	-23.7%	1	2	-50.0%			
	Median Sales Price	\$308,000	\$308,000	0.0%	\$295,000	\$300,879	-2.0%						
	Ave. Sales Price	\$297,199	\$303,232	-2.0%	\$292,242	\$301,818	-3.2%	\$520,255	\$344,950	50.8%			
G'town	Units	24	44	-45.5%	23	44	-47.7%	1				1	
	Median Sales Price	\$430,000	\$449,750	-4.4%	\$420,000	\$449,750	-6.6%						
	Ave. Sales Price	\$451,215	\$538,682	-16.2%	\$423,007	\$538,682	-21.5%	\$1,100,000				\$405,000	
Collierville	Units	42	63	-33.3%	35	53	-34.0%	7	10	-30.0%			
	Median Sales Price	\$452,500	\$510,000	-11.3%	\$397,000	\$475,000	-16.4%	\$810,002	\$651,771	24.3%			
	Ave. Sales Price	\$494,907	\$574,929	-13.9%	\$433,243	\$544,861	-20.5%	\$803,227	\$734,287	9.4%			
Lakeland	Units	12	23	-47.8%	8	17	-52.9%	4	6	-33.3%			
	Median Sales Price	\$437,000	\$467,500	-6.5%	\$302,000	\$380,000	-20.5%	\$628,350	\$557,450	12.7%			
	Ave. Sales Price	\$421,388	\$472,433	-10.8%	\$315,625	\$441,097	-28.4%	\$632,912	\$561,217	12.8%			
Arlington	Units	11	29	-62.1%	9	25	-64.0%	2	4	-50.0%			
	Median Sales Price	\$414,950	\$390,000	6.4%	\$399,999	\$380,000	5.3%		\$443,072				
	Ave. Sales Price	\$431,041	\$396,621	8.7%	\$397,161	\$385,396	3.1%	\$583,502	\$466,774	25.0%			
Millington	Units	17	19	-10.5%	15	16	-6.3%	2	3	-33.3%			
	Median Sales Price	\$230,000	\$255,000	-9.8%	\$200,000	\$252,500	-20.8%		\$385,000				
	Ave. Sales Price	\$233,464	\$279,802	-16.6%	\$224,727	\$260,322	-13.7%	\$298,990	\$383,700	-22.1%			
Shelby County	Units	904	1,211	-25.4%	876	1,172	-25.3%	28	39	-28.2%	4	5	-20.0%
	Median Sales Price	\$164,950	\$185,000	-10.8%	\$160,000	\$180,000	-11.1%	\$523,021	\$509,950	2.6%	\$66,200	\$115,000	-42.4%
	Ave. Sales Price	\$215,607	\$243,004	-11.3%	\$204,943	\$232,572	-11.9%	\$549,256	\$556,476	-1.3%	\$88,450	\$239,100	-63.0%
Fayette County	Units	44	51	-13.7%	31	39	-20.5%	13	12	8.3%			
	Median Sales Price	\$377,450	\$311,750	21.1%	\$325,000	\$311,750	4.3%	\$410,000	\$320,000	28.1%			
	Ave. Sales Price	\$383,230	\$366,682	4.5%	\$365,323	\$364,968	0.1%	\$425,932	\$372,255	14.4%			
Tipton County	Units	54	76	-28.9%	50	68	-26.5%	4	8	-50.0%	1		
	Median Sales Price	\$225,500	\$225,000	0.2%	\$210,000	\$213,000	-1.4%	\$372,567	\$277,490	34.3%			
	Ave. Sales Price	\$243,126	\$228,033	6.6%	\$231,174	\$220,643	4.8%	\$392,521	\$290,849	35.0%	\$342,000		