

## Sales Summary

	July Total Sales			YTD Total Sales		
	2023	2022	% change	2023	2022	% change
Units	1,260	2,006	-37.2%	8,861	12,182	-27.3%
Median Sales Price	\$239,950	\$235,000	2.1%	\$219,000	\$220,000	-0.5%
Average Sales Price	\$295,842	\$268,885	10.0%	\$267,825	\$260,412	2.8%

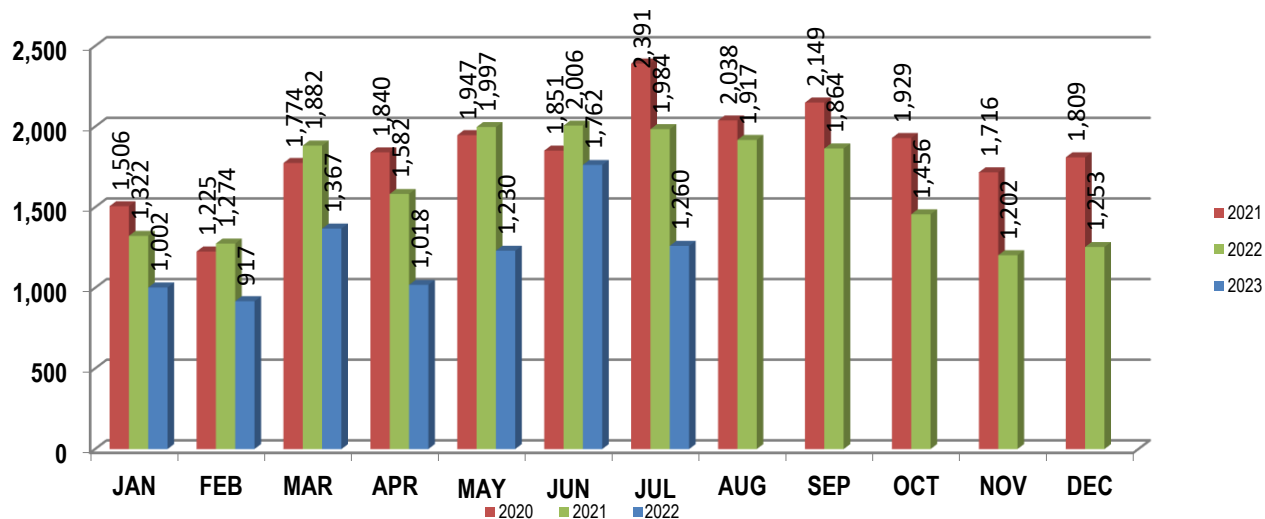
	July Existing Sales			YTD Existing Sales		
	2023	2022	% change	2023	2022	% change
Units	1,196	1,914	-37.5%	8,339	11,590	-28.1%
Median Sales Price	\$230,000	\$225,000	2.2%	\$205,000	\$210,000	-2.4%
Average Sales Price	\$285,270	\$258,693	10.3%	\$254,036	\$251,720	0.9%

	July New Home Sales			YTD New Home Sales		
	2023	2022	% change	2023	2022	% change
Units	64	92	-30.4%	522	592	-11.8%
Median Sales Price	\$379,900	\$447,287	-15.1%	\$433,757	\$425,000	2.1%
Average Sales Price	\$493,419	\$480,918	2.6%	\$488,100	\$471,748	3.5%

	July Bank Sales			YTD Bank Sales*		
	2023	2022	% change	2023	2022	% change
Units	8	8	0.0%	70	41	70.7%
Median Sales Price	\$206,500	\$65,100	217.2%	\$76,897	\$91,000	-15.5%
Average Sales Price	\$210,574	\$92,536	127.6%	\$146,115	\$143,185	2.0%

	July Non-Bank Sales			YTD Non-Bank Sales		
	2023	2022	% change	2023	2022	% change
Units	1,252	1,998	-37.3%	8,791	12,141	-27.6%
Median Sales Price	\$240,000	\$235,000	2.1%	\$220,000	\$221,000	-0.5%
Average Sales Price	\$296,387	\$269,591	9.9%	\$268,794	\$262,815	2.3%

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.

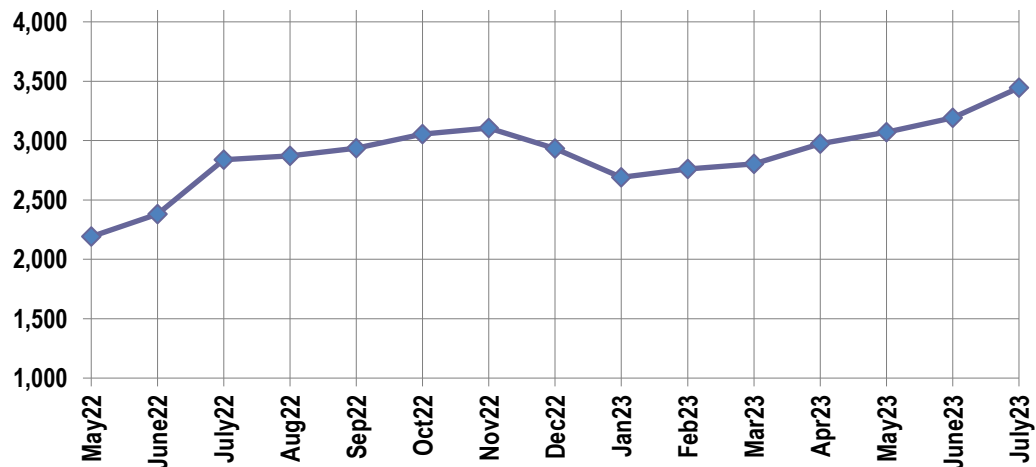


## Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	3,236	\$370,453
Condo/Co-op	167	\$259,309
Duplex	42	\$185,804
Market Total	3,445	\$362,771

Pending Sales		
	Units	Ave. List Price
Single Family	924	\$325,011
Condo/Co-op	40	\$273,277
Duplex	22	\$154,477
Market Total	986	\$319,107

	July Foreclosure Actions			YTD Foreclosure Actions		
	2023	2022	% change	2023	2022	% change
Total	25	49	-49.0%	232	236	-1.7%



## Inventory

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
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

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Fraser	Units	65	108	-39.8%	63	107	-41.1%	2	1	100.0%	1		
	Median Sales Price	\$93,000	\$91,500	1.6%	\$92,000	\$91,500	0.5%						
	Ave. Sales Price	\$104,594	\$108,840	-3.9%	\$102,962	\$108,292	-4.9%	\$156,000	\$167,500	-6.9%	\$187,000		
Raleigh/ Cov. Pike	Units	46	119	-61.3%	46	117	-60.7%		2		1	1	0.0%
	Median Sales Price	\$158,000	147,000	7.5%	\$158,000	147,500	7.1%						
	Ave. Sales Price	\$163,476	\$151,801	7.7%	\$163,476	\$151,994	7.6%		\$140,500		\$226,000	\$75,000	201.3%
Downtown	Units	42	47	-10.6%	42	47	-10.6%					1	
	Median Sales Price	\$310,000	\$257,000	20.6%	\$310,000	\$257,000	20.6%						
	Ave. Sales Price	\$272,146	\$300,728	-9.5%	\$272,146	\$300,728	-9.5%					\$35,000	
Midtown	Units	83	91	-8.8%	83	89	-6.7%		2			1	
	Median Sales Price	\$225,000	\$209,000	7.7%	\$225,000	\$205,000	9.8%						
	Ave. Sales Price	\$266,681	\$229,336	16.3%	\$266,681	\$227,223	17.4%		\$323,400			\$275,000	
S. Memphis	Units	66	111	-40.5%	66	111	-40.5%						
	Median Sales Price	\$59,750	\$50,000	19.5%	\$59,750	\$50,000	19.5%						
	Ave. Sales Price	\$73,571	\$64,298	14.4%	\$73,571	\$64,298	14.4%						
Berkshire/ Highland Heights	Units	45	73	-38.4%	45	73	-38.4%		1				
	Median Sales Price	\$110,000	\$92,000	19.6%	\$110,000	\$92,000	19.6%						
	Ave. Sales Price	\$119,684	\$103,281	15.9%	\$119,684	\$103,281	15.9%		\$130,000				
E. Memphis	Units	212	345	-38.6%	212	341	-37.8%		4				
	Median Sales Price	\$267,550	\$225,000	18.9%	\$267,550	\$224,725	19.1%		\$665,130				
	Ave. Sales Price	\$353,789	\$276,197	28.1%	\$353,789	\$272,133	30.0%		\$622,610				
Whitehaven	Units	61	113	-46.0%	61	112	-45.5%		1				
	Median Sales Price	\$110,000	\$109,500	0.5%	\$110,000	\$109,350	0.6%						
	Ave. Sales Price	\$110,096	\$116,442	-5.4%	\$110,096	\$115,874	-5.0%		\$180,000				
Parkway/ Village/ Oakhaven	Units	36	48	-25.0%	36	48	-25.0%						
	Median Sales Price	\$108,335	\$105,900	2.3%	\$108,335	\$105,900	2.3%						
	Ave. Sales Price	\$112,930	\$115,433	-2.2%	\$112,930	\$115,433	-2.2%						
Hickory Hill	Units	74	125	-40.8%	71	123	-42.3%	3	2	50.0%		2	
	Median Sales Price	\$187,500	\$205,000	-8.5%	\$176,900	\$205,000	-13.7%	\$379,900					
	Ave. Sales Price	\$202,675	\$203,800	-0.6%	\$195,327	\$200,798	-2.7%	\$376,567	\$388,450	-3.1%		\$107,543	
Southwind	Units	9	14	-35.7%	5	14	-64.3%	4					
	Median Sales Price	\$331,325	\$352,500	-6.0%	\$298,500	\$352,500	-15.3%	\$333,419					
	Ave. Sales Price	\$320,216	\$425,064	-24.7%	\$307,700	\$425,064	-27.6%	\$335,862					

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Cordova	Units	133	243	-45.3%	123	233	-47.2%	10	10	0.0%			
	Median Sales Price	\$280,000	\$297,000	-5.7%	\$275,000	\$290,000	-5.2%	\$365,750	\$397,224	-7.9%			
	Ave. Sales Price	\$303,697	\$303,447	0.1%	\$297,783	\$298,447	-0.2%	\$376,434	\$419,955	-10.4%			
Bartlett	Units	54	120	-55.0%	54	112	-51.8%		8				
	Median Sales Price	\$311,000	\$329,000	-5.5%	\$311,000	\$317,500	-2.0%		\$487,299				
	Ave. Sales Price	\$320,481	\$330,245	-3.0%	\$320,481	\$319,228	0.4%		\$484,471				
G'town	Units	44	76	-42.1%	43	74	-41.9%	1	2	-50.0%			
	Median Sales Price	\$532,500	\$487,500	9.2%	\$530,000	\$472,500	12.2%						
	Ave. Sales Price	\$607,170	\$556,011	9.2%	\$589,198	\$536,510	9.8%	\$1,379,995	\$1,277,550	8.0%			
Collierville	Units	104	116	-10.3%	93	101	-7.9%	11	15	-26.7%	1		
	Median Sales Price	\$532,450	\$499,000	6.7%	\$500,000	\$475,000	5.3%	\$785,552	\$697,001	12.7%			
	Ave. Sales Price	\$585,277	\$545,714	7.2%	\$557,834	\$519,094	7.5%	\$817,296	\$724,594	12.8%	\$431,588		
Lakeland	Units	18	35	-48.6%	14	32	-56.3%	4	3	33.3%	1		
	Median Sales Price	\$544,500	\$474,900	14.7%	\$437,500	\$452,450	-3.3%	\$669,338	\$601,800	11.2%			
	Ave. Sales Price	\$518,068	\$469,930	10.2%	\$478,707	\$457,525	4.6%	\$655,831	\$602,257	8.9%	\$430,000		
Arlington	Units	21	34	-38.2%	15	28	-46.4%	6	6	0.0%			
	Median Sales Price	\$451,035	\$450,000	0.2%	\$405,000	\$419,500	-3.5%	\$489,757	\$493,066	-0.7%			
	Ave. Sales Price	\$421,360	\$432,804	-2.6%	\$393,510	\$415,496	-5.3%	\$490,986	\$513,572	-4.4%			
Millington	Units	18	31	-41.9%	17	31	-45.2%	1				1	
	Median Sales Price	\$199,350	\$220,000	-9.4%	\$173,700	\$220,000	-21.0%						
	Ave. Sales Price	\$217,150	\$229,750	-5.5%	\$212,571	\$229,750	-7.5%	\$295,000				\$55,200	
Shelby County	Units	1,120	1,819	-38.4%	1,078	1,762	-38.8%	42	57	-26.3%	7	6	16.7%
	Median Sales Price	\$230,000	\$223,000	3.1%	\$220,075	\$215,100	2.3%	\$435,017	\$488,542	-11.0%	\$187,000	\$83,750	123.3%
	Ave. Sales Price	\$292,978	\$263,922	11.0%	\$283,257	\$254,810	11.2%	\$542,476	\$545,589	-0.6%	\$204,155	\$109,214	86.9%
Fayette County	Units	64	96	-33.3%	49	75	-34.7%	15	21	-28.6%	1	1	0.0%
	Median Sales Price	\$361,950	\$333,450	8.5%	\$354,000	\$314,000	12.7%	\$369,900	\$400,000	-7.5%			
	Ave. Sales Price	\$389,231	\$369,313	5.4%	\$379,384	\$357,576	6.1%	\$421,399	\$411,233	2.5%	\$255,500	\$40,000	538.8%
Tipton County	Units	76	91	-16.5%	69	77	-10.4%	7	14	-50.0%		1	
	Median Sales Price	\$267,500	\$263,000	1.7%	\$245,000	\$239,900	2.1%	\$335,000	\$297,000	12.8%			
	Ave. Sales Price	\$259,414	\$262,144	-1.0%	\$249,879	\$251,236	-0.5%	\$353,409	\$322,142	9.7%		\$45,000	

		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
Fraser	Units	577	694	-16.9%	564	689	-18.1%	13	5	160.0%	3	7	-57.1%
	Median Sales Price	\$92,000	\$80,000	15.0%	\$90,000	\$80,000	12.5%	\$157,000	\$130,000	20.8%	\$71,400	\$60,000	19.0%
	Ave. Sales Price	\$100,436	\$93,619	7.3%	\$98,877	\$93,275	6.0%	\$168,077	\$141,100	19.1%	\$106,467	\$71,500	48.9%
Raleigh/Cov. Pike	Units	435	682	-36.2%	432	677	-36.2%	3	5	-40.0%	5	3	66.7%
	Median Sales Price	\$150,000	\$144,375	3.9%	\$150,000	\$145,000	3.4%	\$182,500	\$141,000	29.4%	\$180,000	\$72,000	150.0%
	Ave. Sales Price	\$153,914	\$147,321	4.5%	\$153,635	\$147,219	4.4%	\$194,167	\$161,100	20.5%	\$161,539	\$55,000	193.7%
Downtown	Units	229	347	-34.0%	224	341	-34.3%	5	6	-16.7%	1	2	-50.0%
	Median Sales Price	\$300,000	\$232,000	29.3%	\$302,750	\$232,000	30.5%	\$160,000	\$198,500	-19.4%			
	Ave. Sales Price	\$307,092	\$272,751	12.6%	\$308,693	\$273,272	13.0%	\$235,400	\$243,167	-3.2%	\$20,000	\$40,000	-50.0%
Midtown	Units	528	703	-24.9%	526	690	-23.8%	2	13	-84.6%	9	3	200.0%
	Median Sales Price	\$210,000	\$212,000	-0.9%	\$210,000	\$210,000	0.0%		\$385,000		\$40,000	\$29,000	37.9%
	Ave. Sales Price	\$236,674	\$231,688	2.2%	\$236,473	\$228,443	3.5%	\$289,500	\$403,932	-28.3%	\$51,262	\$103,000	-50.2%
S. Memphis	Units	536	637	-15.9%	534	636	-16.0%	2	1	100.0%	13	2	550.0%
	Median Sales Price	\$65,000	\$60,000	8.3%	\$65,000	\$60,000	8.3%				\$30,500		
	Ave. Sales Price	\$75,180	\$71,536	5.1%	\$74,787	\$71,145	5.1%	\$179,950	\$320,000	-43.8%	\$35,931	\$17,500	105.3%
Berclair/Highland Heights	Units	313	473	-33.8%	312	472	-33.9%	1	1	0.0%	4	1	300.0%
	Median Sales Price	\$99,000	\$90,000	10.0%	\$98,500	\$90,000	9.4%				\$71,750		
	Ave. Sales Price	\$104,745	\$98,270	6.6%	\$104,616	\$98,203	6.5%	\$145,000	\$130,000	11.5%	\$67,850	\$44,000	54.2%
E. Memphis	Units	1,401	1,910	-26.6%	1,392	1,890	-26.3%	9	20	-55.0%	3	4	-25.0%
	Median Sales Price	\$235,000	\$225,000	4.4%	\$235,000	\$223,862	5.0%	\$495,000	\$717,000	-31.0%	\$191,400	\$186,500	2.6%
	Ave. Sales Price	\$297,127	\$289,093	2.8%	\$295,350	\$284,865	3.7%	\$572,094	\$688,601	-16.9%	\$245,883	\$256,750	-4.2%
Whitehaven	Units	461	580	-20.5%	458	577	-20.6%	3	3	0.0%	3	3	0.0%
	Median Sales Price	\$115,000	\$104,500	10.0%	\$115,000	\$103,141	11.5%	\$130,000	\$278,359	-53.3%	\$120,000	\$107,000	12.1%
	Ave. Sales Price	\$117,213	\$109,794	6.8%	\$117,250	\$109,051	7.5%	\$111,667	\$252,786	-55.8%	\$115,367	\$110,967	4.0%
Parkway Village/Oakhaven	Units	278	357	-22.1%	277	357	-22.4%	1				1	
	Median Sales Price	\$114,000	\$109,500	4.1%	\$114,000	\$109,500	4.1%						
	Ave. Sales Price	\$118,928	\$110,744	7.4%	\$118,581	\$110,744	7.1%	\$215,000				\$109,900	
Hickory Hill	Units	536	773	-30.7%	520	761	-31.7%	16	12	33.3%	4	3	33.3%
	Median Sales Price	\$175,000	\$184,000	-4.9%	\$172,250	\$181,500	-5.1%	\$369,450	\$388,450	-4.9%	\$141,689	\$115,000	23.2%
	Ave. Sales Price	\$182,133	\$202,541	-10.1%	\$177,283	\$199,640	-11.2%	\$339,750	\$386,508	-12.1%	\$162,345	\$110,029	47.5%
Southwind	Units	64	86	-25.6%	49	76	-35.5%	15	10	50.0%	2		
	Median Sales Price	\$315,500	\$320,043	-1.4%	\$309,300	\$319,350	-3.1%	\$324,110	\$320,355	1.2%			
	Ave. Sales Price	\$356,664	\$379,943	-6.1%	\$365,728	\$388,018	-5.7%	\$327,054	\$318,569	2.7%	\$286,000		

		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	934	1,409	-33.7%	867	1,365	-36.5%	67	44	52.3%	1	2	-50.0%
	Median Sales Price	\$275,000	\$280,000	-1.8%	\$265,000	\$278,000	-4.7%	\$382,288	\$416,129	-8.1%			
	Ave. Sales Price	\$294,737	\$295,277	-0.2%	\$285,973	\$291,215	-1.8%	\$408,149	\$421,308	-3.1%	\$270,000	\$189,500	42.5%
Bartlett	Units	451	713	-36.7%	443	689	-35.7%	8	24	-66.7%	1		
	Median Sales Price	\$299,999	\$302,500	-0.8%	\$297,000	\$300,000	-1.0%	\$345,900	\$487,299	-29.0%			
	Ave. Sales Price	\$304,966	\$315,848	-3.4%	\$303,576	\$310,581	-2.3%	\$381,951	\$467,059	-18.2%	\$235,900		
G'town	Units	341	449	-24.1%	336	441	-23.8%	5	8	-37.5%	1	3	-66.7%
	Median Sales Price	\$460,000	\$450,000	2.2%	\$452,000	\$450,000	0.4%	\$1,347,000	\$1,325,000	1.7%		\$405,000	
	Ave. Sales Price	\$571,795	\$528,469	8.2%	\$559,882	\$513,800	9.0%	\$1,372,399	\$1,337,106	2.6%	\$498,000	\$556,883	-10.6%
Collierville	Units	529	692	-23.6%	446	585	-23.8%	83	107	-22.4%	1		
	Median Sales Price	\$514,000	\$500,000	2.8%	\$475,000	\$465,000	2.2%	\$761,908	\$652,800	16.7%			
	Ave. Sales Price	\$560,500	\$547,588	2.4%	\$519,523	\$522,731	-0.6%	\$780,691	\$683,492	14.2%	\$431,588		
Lakeland	Units	136	227	-40.1%	100	179	-44.1%	36	48	-25.0%	2		
	Median Sales Price	\$525,000	\$485,000	8.2%	\$445,000	\$411,000	8.3%	\$659,905	\$572,547	15.3%			
	Ave. Sales Price	\$512,943	\$472,731	8.5%	\$460,046	\$444,014	3.6%	\$659,877	\$579,818	13.8%	\$567,900		
Arlington	Units	157	189	-16.9%	109	156	-30.1%	48	33	45.5%			
	Median Sales Price	\$460,000	\$419,000	9.8%	\$405,000	\$387,000	4.7%	\$525,369	\$493,313	6.5%			
	Ave. Sales Price	\$447,873	\$415,362	7.8%	\$408,399	\$397,032	2.9%	\$537,513	\$502,011	7.1%			
Millington	Units	139	158	-12.0%	122	153	-20.3%	17	5	240.0%		2	
	Median Sales Price	\$210,000	\$200,000	5.0%	\$195,000	\$200,000	-2.5%	\$296,990	\$366,100	-18.9%			
	Ave. Sales Price	\$228,660	\$224,775	1.7%	\$216,418	\$219,891	-1.6%	\$316,516	\$374,220	-15.4%		\$122,600	
Shelby County	Units	7,952	10,926	-27.2%	7,618	10,581	-28.0%	334	345	-3.2%	53	35	51.4%
	Median Sales Price	\$207,000	\$210,500	-1.7%	\$200,000	\$204,500	-2.2%	\$485,000	\$518,000	-6.4%	\$71,400	\$91,000	-21.5%
	Ave. Sales Price	\$262,339	\$258,816	1.4%	\$250,464	\$249,213	0.5%	\$533,172	\$553,346	-3.6%	\$135,271	\$148,117	-8.7%
Fayette County	Units	407	565	-28.0%	270	404	-33.2%	137	161	-14.9%	6	1	500.0%
	Median Sales Price	\$359,990	\$315,990	13.9%	\$337,250	\$312,666	7.9%	\$379,900	\$327,900	15.9%	\$143,000		
	Ave. Sales Price	\$391,199	\$343,184	14.0%	\$378,045	\$333,990	13.2%	\$417,122	\$366,253	13.9%	\$143,750	\$40,000	259.4%
Tipton County	Units	502	691	-27.4%	451	605	-25.5%	51	86	-40.7%	11	5	120.0%
	Median Sales Price	\$252,450	\$250,000	1.0%	\$238,417	\$228,000	4.6%	\$377,966	\$314,777	20.1%	\$115,000	\$117,500	-2.1%
	Ave. Sales Price	\$254,704	\$253,226	0.6%	\$240,130	\$240,620	-0.2%	\$383,591	\$341,905	12.2%	\$199,652	\$129,300	54.4%