

**Sales Summary**

	March Total Sales			YTD Total Sales		
	2022	2021	% change	2022	2021	% change
Units	1,882	1,785	5.4%	4,488	4,532	-1.0%
Median Sales Price	\$215,000	\$176,000	22.2%	\$205,000	\$170,000	20.6%
Average Sales Price	\$254,432	\$220,950	15.2%	\$246,127	\$210,206	17.1%

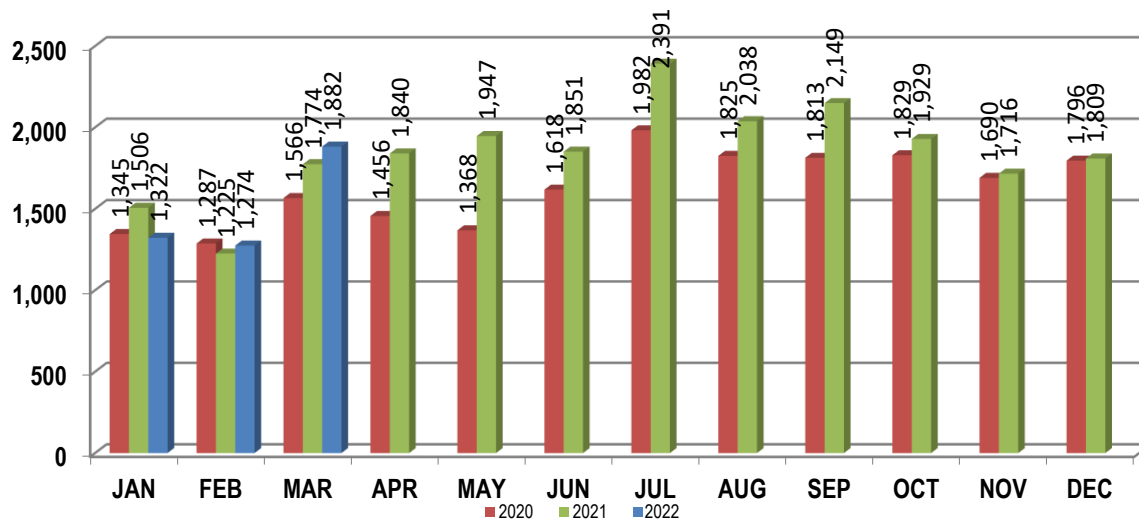
	March Existing Sales			YTD Existing Sales		
	2022	2021	% change	2022	2021	% change
Units	1,787	1,677	6.6%	4,282	4,315	-0.8%
Median Sales Price	\$205,000	\$167,000	22.8%	\$195,425	\$162,000	20.6%
Average Sales Price	\$242,018	\$209,054	15.8%	\$235,554	\$200,701	17.4%

	March New Home Sales			YTD New Home Sales		
	2022	2021	% change	2022	2021	% change
Units	95	108	-12.0%	206	217	-5.1%
Median Sales Price	\$400,000	\$381,587	4.8%	\$403,375	\$362,194	11.4%
Average Sales Price	\$487,950	\$405,677	20.3%	\$465,900	\$399,218	16.7%

	March Bank Sales			YTD Bank Sales*		
	2022	2021	% change	2022	2021	% change
Units	7	24	-70.8%	16	51	-68.6%
Median Sales Price	\$107,000	\$78,550	36.2%	\$99,000	\$70,000	41.4%
Average Sales Price	\$255,214	\$138,457	84.3%	\$215,431	\$123,993	73.7%

	March Non-Bank Sales			YTD Non-Bank Sales		
	2022	2021	% change	2022	2021	% change
Units	1,875	1,761	6.5%	4,472	4,481	-0.2%
Median Sales Price	\$215,000	\$179,000	20.1%	\$205,500	\$171,000	20.2%
Average Sales Price	\$254,429	\$222,074	14.6%	\$246,236	\$211,187	16.6%

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.

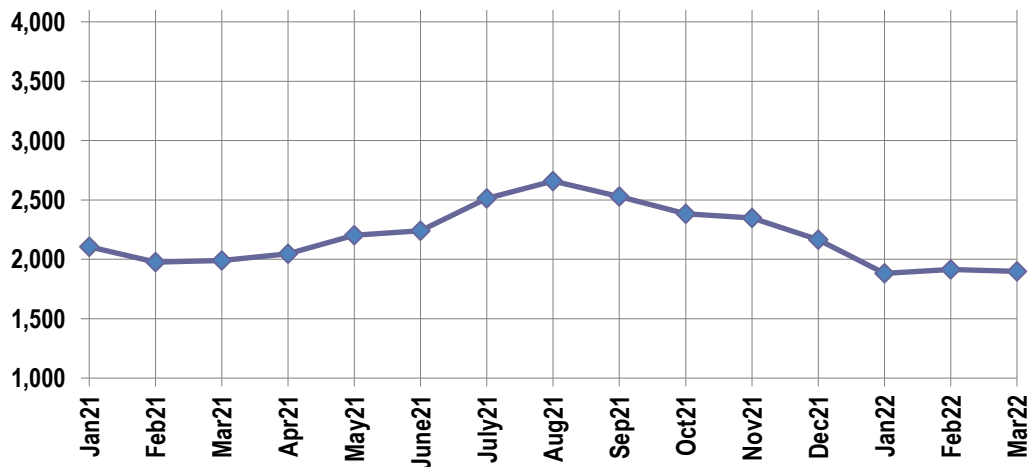


## Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	1,747	\$344,263
Condo/Co-op	109	\$199,955
Duplex	42	\$204,395
Market Total	1,898	\$332,881

Pending Sales		
	Units	Ave. List Price
Single Family	1,439	\$298,209
Condo/Co-op	36	\$218,830
Duplex	32	\$138,495
Market Total	1,507	\$292,922

	March Foreclosure Actions			YTD Foreclosure Actions		
	2022	2021	% change	2022	2021	% change
Total	23	21	9.5%	67	69	-2.9%



## Inventory

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
Mar-21	1,990	Mar-22	1,898

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Fraser	Units	101	103	-1.9%	101	103	-1.9%				1	2	-50.0%
	Median Sales Price	\$73,000	\$66,450	9.9%	\$73,000	\$66,450	9.9%						
	Ave. Sales Price	\$84,785	\$74,693	13.5%	\$84,785	\$74,693	13.5%				\$60,000	\$74,772	-19.8%
Raleigh/ Cov. Pike	Units	107	83	28.9%	107	83	28.9%					2	
	Median Sales Price	\$130,000	107,500	20.9%	\$130,000	107,500	20.9%						
	Ave. Sales Price	\$140,778	\$112,106	25.6%	\$140,778	\$112,106	25.6%					\$42,500	
Downtown	Units	53	52	1.9%	51	52	-1.9%	2				2	
	Median Sales Price	\$260,000	\$230,000	13.0%	\$260,000	\$230,000	13.0%						
	Ave. Sales Price	\$283,744	\$258,209	9.9%	\$279,401	\$258,209	8.2%	\$394,500				\$274,000	
Midtown	Units	120	103	16.5%	119	102	16.7%	1	1	0.0%	1	3	-66.7%
	Median Sales Price	\$219,000	\$185,000	18.4%	\$218,000	\$182,450	19.5%					\$25,000	
	Ave. Sales Price	\$230,510	\$215,552	6.9%	\$229,487	\$210,606	9.0%	\$352,250	\$720,000	-51.1%	\$29,000	\$26,833	8.1%
S. Memphis	Units	89	82	8.5%	88	82	7.3%	1				2	
	Median Sales Price	\$52,000	\$37,012	40.5%	\$51,300	\$37,012	38.6%						
	Ave. Sales Price	\$70,192	\$52,741	33.1%	\$67,353	\$52,741	27.7%	\$320,000				\$29,250	
Berclair/ Highland Heights	Units	77	83	-7.2%	77	83	-7.2%						
	Median Sales Price	\$82,000	\$71,000	15.5%	\$82,000	\$71,000	15.5%						
	Ave. Sales Price	\$94,853	\$76,809	23.5%	\$94,853	\$76,809	23.5%						
E. Memphis	Units	288	314	-8.3%	284	311	-8.7%	4	3	33.3%	1	1	0.0%
	Median Sales Price	\$218,625	\$168,000	30.1%	\$217,500	\$165,000	31.8%	\$628,000	\$629,000	-0.2%			
	Ave. Sales Price	\$296,333	\$220,564	34.4%	\$291,436	\$216,721	34.5%	\$644,000	\$619,000	4.0%	\$91,000	\$270,000	-66.3%
Whitehaven	Units	85	84	1.2%	84	78	7.7%	1	6	-83.3%	1	1	0.0%
	Median Sales Price	\$100,100	\$89,750	11.5%	\$99,050	\$85,800	15.4%		\$218,012				
	Ave. Sales Price	\$105,806	\$107,123	-1.2%	\$103,494	\$98,309	5.3%	\$300,000	\$221,698	35.3%	\$107,000	\$75,000	42.7%
Parkway Village/ Oakhaven	Units	58	53	9.4%	58	53	9.4%					1	
	Median Sales Price	\$110,750	\$86,900	27.4%	\$110,750	\$86,900	27.4%						
	Ave. Sales Price	\$106,829	\$83,327	28.2%	\$106,829	\$83,327	28.2%					\$49,140	
Hickory Hill	Units	139	104	33.7%	127	104	22.1%	3				1	
	Median Sales Price	\$196,950	\$136,500	44.3%	\$195,000	\$136,500	42.9%	\$389,900					
	Ave. Sales Price	\$194,938	\$139,228	40.0%	\$190,530	\$139,228	36.8%	\$381,567				\$130,000	
Southwind	Units	10	12	-16.7%	8	12	-33.3%	2					
	Median Sales Price	\$287,037	\$260,000	10.4%	\$275,700	\$260,000	6.0%						
	Ave. Sales Price	\$291,966	\$403,625	-27.7%	\$290,450	\$403,625	-28.0%	\$298,032					

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Cordova	Units	224	170	31.8%	218	165	32.1%	6	5	20.0%			
	Median Sales Price	\$271,000	\$221,500	22.3%	\$267,750	\$220,000	21.7%	\$396,129	\$362,194	9.4%			
	Ave. Sales Price	\$285,881	\$240,221	19.0%	\$283,158	\$236,468	19.7%	\$384,807	\$364,056	5.7%			
Bartlett	Units	106	101	5.0%	102	100	2.0%	4	1	300.0%			
	Median Sales Price	\$297,500	\$240,000	24.0%	\$289,500	\$240,000	20.6%	\$474,812					
	Ave. Sales Price	\$294,904	\$259,474	13.7%	\$287,836	\$258,189	11.5%	\$475,140	\$387,900	22.5%			
G'town	Units	79	71	11.3%	77	71	8.5%	2			2	1	100.0%
	Median Sales Price	\$420,000	\$390,000	7.7%	\$415,000	\$390,000	6.4%						
	Ave. Sales Price	\$503,552	\$446,272	12.8%	\$468,244	\$446,272	4.9%	\$1,862,892			\$632,750	\$284,888	122.1%
Collierville	Units	90	96	-6.3%	70	78	-10.3%	20	18	11.1%		1	
	Median Sales Price	\$515,000	\$459,950	12.0%	\$455,250	\$427,450	6.5%	\$682,000	\$550,392	23.9%			
	Ave. Sales Price	\$558,025	\$496,849	12.3%	\$524,638	\$472,889	10.9%	\$674,882	\$600,673	12.4%		\$560,000	
Lakeland	Units	37	17	117.6%	30	15	100.0%	7	2	250.0%			
	Median Sales Price	\$425,000	\$359,800	18.1%	\$321,250	\$349,000	-8.0%	\$532,775					
	Ave. Sales Price	\$431,082	\$364,520	18.3%	\$404,957	\$351,499	15.2%	\$543,049	\$462,180	17.5%			
Arlington	Units	24	44	-45.5%	21	27	-22.2%	3	17	-82.4%			
	Median Sales Price	\$370,006	\$365,700	1.2%	\$323,000	\$321,000	0.6%	\$589,900	\$411,470	43.4%			
	Ave. Sales Price	\$398,146	\$359,310	10.8%	\$376,277	\$319,052	17.9%	\$551,233	\$423,248	30.2%			
Millington	Units	22	30	-26.7%	21	24	-12.5%	1	6	-83.3%			
	Median Sales Price	\$252,450	\$152,500	65.5%	\$250,000	\$138,750	80.2%		\$242,490				
	Ave. Sales Price	\$242,268	\$159,478	51.9%	\$236,662	\$140,308	68.7%	\$360,000	\$236,157	52.4%			
Shelby County	Units	1,675	1,569	6.8%	1,618	1,510	7.2%	57	59	-3.4%	6	17	-64.7%
	Median Sales Price	\$210,000	\$166,000	26.5%	\$200,000	\$160,000	25.0%	\$525,000	\$426,989	23.0%	\$99,000	\$51,500	92.2%
	Ave. Sales Price	\$252,411	\$214,936	17.4%	\$240,706	\$205,808	17.0%	\$584,665	\$448,542	30.3%	\$258,750	\$134,739	92.0%
Fayette County	Units	107	108	-0.9%	77	71	8.5%	30	37	-18.9%		1	
	Median Sales Price	\$286,000	\$299,950	-4.7%	\$278,000	\$288,500	-3.6%	\$302,470	\$342,317	-11.6%			
	Ave. Sales Price	\$296,885	\$323,042	-8.1%	\$278,648	\$295,514	-5.7%	\$343,693	\$375,866	-8.6%		\$82,100	
Tipton County	Units	100	108	-7.4%	92	96	-4.2%	8	12	-33.3%	1	6	-83.3%
	Median Sales Price	\$223,250	\$207,215	7.7%	\$215,500	\$194,500	10.8%	\$277,990	\$268,990	3.3%		\$125,650	
	Ave. Sales Price	\$242,857	\$206,233	17.8%	\$234,425	\$196,157	19.5%	\$339,819	\$286,836	18.5%	\$234,000	\$158,383	47.7%

		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	268	267	0.4%	268	266	0.8%		1		3	4	-25.0%
	Median Sales Price	\$70,916	\$64,400	10.1%	\$70,916	\$64,200	10.5%				\$33,000	\$67,972	-51.5%
	Ave. Sales Price	\$82,762	\$73,688	12.3%	\$82,762	\$73,634	12.4%		\$88,000		\$41,833	\$70,986	-41.1%
Raleigh/ Cov. Pike	Units	248	211	17.5%	248	208	19.2%		3		1	3	-66.7%
	Median Sales Price	\$129,950	105,000	23.8%	\$129,950	105,000	23.8%		\$125,000			\$51,500	
	Ave. Sales Price	\$140,291	\$107,208	30.9%	\$140,291	\$106,879	31.3%		\$130,000		\$72,000	\$76,333	-5.7%
Downtown	Units	128	122	4.9%	124	120	3.3%	4	2	100.0%	1	2	-50.0%
	Median Sales Price	\$223,250	\$239,500	-6.8%	\$219,750	\$242,000	-9.2%	\$322,000					
	Ave. Sales Price	\$258,983	\$266,066	-2.7%	\$257,773	\$268,484	-4.0%	\$296,500	\$121,000	145.0%	\$45,000	\$274,000	-83.6%
Midtown	Units	283	270	4.8%	277	268	3.4%	6	2	200.0%	1	5	-80.0%
	Median Sales Price	\$207,000	\$172,500	20.0%	\$200,000	\$170,000	17.6%	\$382,500				\$25,000	
	Ave. Sales Price	\$215,319	\$194,164	10.9%	\$211,749	\$191,788	10.4%	\$380,118	\$512,500	-25.8%	\$29,000	\$24,350	19.1%
S. Memphis	Units	228	232	-1.7%	227	232	-2.2%	1				7	
	Median Sales Price	\$55,000	\$38,500	42.9%	\$55,000	\$38,500	42.9%					\$35,500	
	Ave. Sales Price	\$67,679	\$51,607	31.1%	\$66,668	\$51,607	29.2%	\$320,000				\$33,464	
Berclair/ Highland Heights	Units	172	207	-16.9%	172	207	-16.9%					2	
	Median Sales Price	\$81,850	\$65,000	25.9%	\$81,850	\$65,000	25.9%						
	Ave. Sales Price	\$91,584	\$71,571	28.0%	\$91,584	\$71,571	28.0%					\$36,100	
E. Memphis	Units	694	764	-9.2%	685	758	-9.6%	9	6	50.0%	3	6	-50.0%
	Median Sales Price	\$223,000	\$171,250	30.2%	\$220,000	\$170,000	29.4%	\$735,000	\$464,500	58.2%	\$282,000	\$102,500	175.1%
	Ave. Sales Price	\$286,641	\$223,090	28.5%	\$280,336	\$221,107	26.8%	\$766,528	\$473,650	61.8%	\$327,667	\$127,867	156.3%
Whitehaven	Units	227	226	0.4%	225	219	2.7%	2	7	-71.4%	2	2	0.0%
	Median Sales Price	\$98,500	\$77,250	27.5%	\$98,000	\$75,000	30.7%		\$215,140				
	Ave. Sales Price	\$107,529	\$87,597	22.8%	\$105,915	\$83,385	27.0%	\$289,180	\$219,369	31.8%	\$86,450	\$54,950	57.3%
Parkway Village/ Oakhaven	Units	151	138	9.4%	151	138	9.4%					1	
	Median Sales Price	\$111,500	\$84,000	32.7%	\$111,500	\$84,000	32.7%						
	Ave. Sales Price	\$109,662	\$83,636	31.1%	\$109,662	\$83,636	31.1%					\$49,140	
Hickory Hill	Units	315	302	4.3%	310	300	3.3%	5	2	150.0%	1	1	0.0%
	Median Sales Price	\$178,500	\$139,500	28.0%	\$177,000	\$138,750	27.6%	\$389,900					
	Ave. Sales Price	\$186,204	\$144,470	28.9%	\$182,950	\$143,307	27.7%	\$387,940	\$318,900	21.6%	\$115,000	\$130,000	-11.5%
Southwind	Units	24	28	-14.3%	22	28	-21.4%	2					
	Median Sales Price	\$320,350	\$251,500	27.4%	\$332,500	\$251,500	32.2%						
	Ave. Sales Price	\$419,094	\$343,909	21.9%	\$430,099	\$343,909	25.1%	\$298,032					

		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	528	512	3.1%	514	501	2.6%	14	11	27.3%		2	
	Median Sales Price	\$265,000	\$215,950	22.7%	\$260,000	\$215,000	20.9%	\$416,129	\$334,418	24.4%			
	Ave. Sales Price	\$288,054	\$228,020	26.3%	\$284,804	\$225,370	26.4%	\$407,352	\$348,702	16.8%		\$179,000	
Bartlett	Units	240	259	-7.3%	233	257	-9.3%	7	2	250.0%			
	Median Sales Price	\$300,000	\$238,000	26.1%	\$296,000	\$236,000	25.4%	\$459,175					
	Ave. Sales Price	\$295,991	\$252,297	17.3%	\$291,707	\$251,253	16.1%	\$438,763	\$386,400	13.6%			
G'town	Units	154	171	-9.9%	152	170	-10.6%	2	1	100.0%	3	2	50.0%
	Median Sales Price	\$439,450	\$385,000	14.1%	\$438,000	\$385,000	13.8%				\$405,000		
	Ave. Sales Price	\$508,655	\$446,290	14.0%	\$490,836	\$443,062	10.8%	\$1,862,892	\$995,000	87.2%	\$556,833	\$329,944	68.8%
Collierville	Units	208	212	-1.9%	173	177	-2.3%	35	35	0.0%		1	
	Median Sales Price	\$476,125	\$445,000	7.0%	\$440,000	\$401,000	9.7%	\$659,900	\$564,900	16.8%			
	Ave. Sales Price	\$527,941	\$474,108	11.4%	\$496,964	\$440,425	12.8%	\$681,054	\$644,449	5.7%		\$560,000	
Lakeland	Units	83	45	84.4%	67	37	81.1%	16	6	166.7%			
	Median Sales Price	\$435,000	\$359,800	20.9%	\$355,000	\$345,000	2.9%	\$552,500	\$487,512	13.3%			
	Ave. Sales Price	\$450,707	\$370,494	21.7%	\$423,859	\$349,067	21.4%	\$563,134	\$472,068	19.3%			
Arlington	Units	70	94	-25.5%	60	66	-9.1%	10	28	-64.3%			
	Median Sales Price	\$375,000	\$351,065	6.8%	\$353,750	\$311,500	13.6%	\$464,671	\$409,112	13.6%			
	Ave. Sales Price	\$391,708	\$343,077	14.2%	\$373,795	\$311,919	19.8%	\$499,189	\$416,521	19.8%			
Millington	Units	59	66	-10.6%	54	49	10.2%	5	17	-70.6%		1	
	Median Sales Price	\$250,000	\$176,950	41.3%	\$238,750	\$144,000	65.8%	\$366,100	\$240,990	51.9%			
	Ave. Sales Price	\$250,519	\$178,948	40.0%	\$239,066	\$158,586	50.7%	\$374,220	\$237,637	57.5%		\$194,900	
Shelby County	Units	4,031	4,039	-0.2%	3,913	3,914	0.0%	118	125	-5.6%	15	38	-60.5%
	Median Sales Price	\$197,000	\$160,000	23.1%	\$190,000	\$155,000	22.6%	\$504,925	\$412,000	22.6%	\$91,000	\$51,250	77.6%
	Ave. Sales Price	\$242,819	\$204,363	18.8%	\$233,272	\$196,996	18.4%	\$559,404	\$435,030	28.6%	\$214,193	\$115,240	85.9%
Fayette County	Units	212	247	-14.2%	151	172	-12.2%	61	75	-18.7%		2	
	Median Sales Price	\$299,995	\$284,429	5.5%	\$286,000	\$271,050	5.5%	\$304,990	\$300,000	1.7%			
	Ave. Sales Price	\$318,671	\$316,021	0.8%	\$305,123	\$294,470	3.6%	\$352,208	\$365,445	-3.6%		\$53,550	
Tipton County	Units	245	246	-0.4%	218	229	-4.8%	27	17	58.8%	1	11	-90.9%
	Median Sales Price	\$228,000	\$190,000	20.0%	\$216,750	\$185,000	17.2%	\$280,990	\$277,990	1.1%		\$137,500	
	Ave. Sales Price	\$237,770	\$199,901	18.9%	\$228,314	\$193,592	17.9%	\$314,116	\$284,893	10.3%	\$234,000	\$166,414	40.6%