

## Sales Summary

	March Total Sales			YTD Total Sales		
	2023	2022	% change	2023	2022	% change
Units	1,367	1,887	-27.6%	3,349	4,514	-25.8%
Median Sales Price	\$212,581	\$215,000	-1.1%	\$195,000	\$205,000	-4.9%
Average Sales Price	\$264,242	\$254,560	3.8%	\$246,826	\$246,238	0.2%

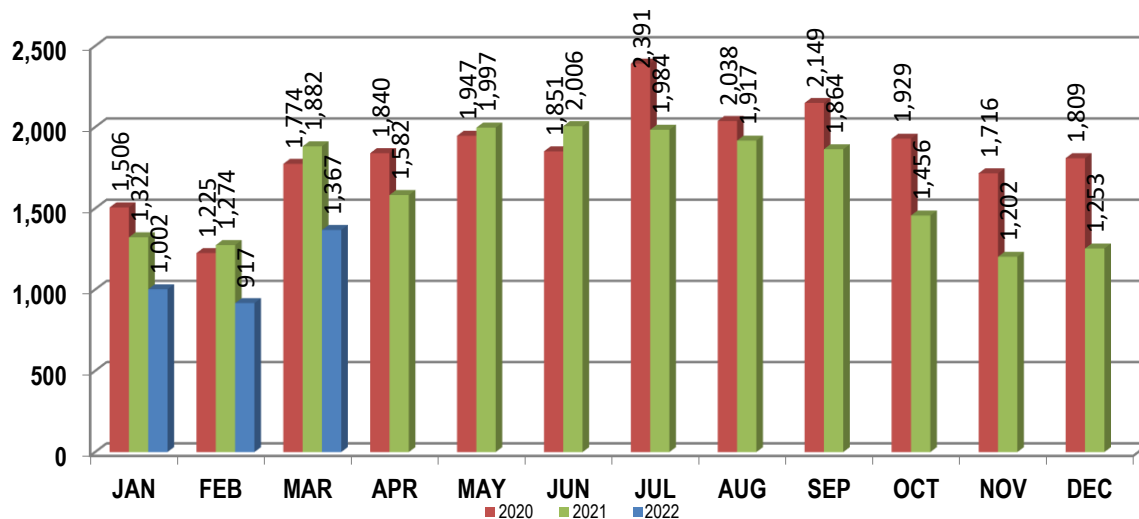
	March Existing Sales			YTD Existing Sales		
	2023	2022	% change	2023	2022	% change
Units	1,263	1,791	-29.5%	3,132	4,303	-27.2%
Median Sales Price	\$195,000	\$205,000	-4.9%	\$180,000	\$195,750	-8.0%
Average Sales Price	\$243,962	\$242,347	0.7%	\$228,731	\$235,518	-2.9%

	March New Home Sales			YTD New Home Sales		
	2023	2022	% change	2023	2022	% change
Units	104	96	8.3%	217	211	2.8%
Median Sales Price	\$482,427	\$397,500	21.4%	\$454,950	\$400,000	13.7%
Average Sales Price	\$510,529	\$482,416	5.8%	\$507,998	\$464,865	9.3%

	March Bank Sales			YTD Bank Sales*		
	2023	2022	% change	2023	2022	% change
Units	12	7	71.4%	30	16	87.5%
Median Sales Price	\$53,000	\$107,000	-50.5%	\$65,000	\$99,000	-34.3%
Average Sales Price	\$67,583	\$255,214	-73.5%	\$117,553	\$215,431	-45.4%

	March Non-Bank Sales			YTD Non-Bank Sales		
	2023	2022	% change	2023	2022	% change
Units	1,355	1,880	-27.9%	3,319	4,498	-26.2%
Median Sales Price	\$215,000	\$215,500	-0.2%	\$197,000	\$205,500	-4.1%
Average Sales Price	\$265,984	\$254,558	4.5%	\$247,995	\$246,348	0.7%

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.

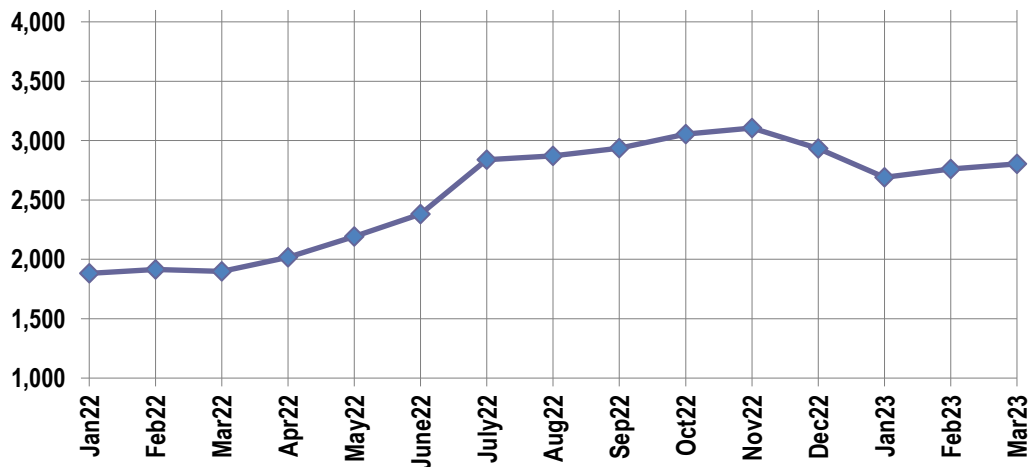


## Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	2,646	\$357,845
Condo/Co-op	114	\$282,091
Duplex	44	\$185,668
Market Total	2,804	\$352,063

Pending Sales		
	Units	Ave. List Price
Single Family	910	\$305,606
Condo/Co-op	22	\$230,725
Duplex	17	\$128,870
Market Total	949	\$300,704

	March Foreclosure Actions			YTD Foreclosure Actions		
	2023	2022	% change	2023	2022	% change
Total	26	24	8.3%	114	72	58.3%



## Inventory

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
Mar-22	1,898	Mar-23	2,804

		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	243	266	-8.6%	235	266	-11.7%	8			2	3	-33.3%
	Median Sales Price	\$90,000	\$70,916	26.9%	\$82,500	\$70,916	16.3%	\$158,500				\$33,000	
	Ave. Sales Price	\$97,774	\$82,472	18.6%	\$95,053	\$82,472	15.3%	\$177,668			\$66,200	\$41,833	58.2%
Raleigh/ Cov. Pike	Units	167	249	-32.9%	166	249	-33.3%	1			3	1	200.0%
	Median Sales Price	\$148,000	\$130,000	13.8%	\$146,900	\$130,000	13.0%				\$130,000		
	Ave. Sales Price	\$154,630	\$141,006	9.7%	\$154,056	\$141,006	9.3%	\$250,000			\$133,898	\$72,000	86.0%
Downtown	Units	88	131	-32.8%	86	127	-32.3%	2	4	-50.0%	1	1	0.0%
	Median Sales Price	\$292,450	\$221,500	32.0%	\$292,450	\$218,000	34.2%		\$322,000				
	Ave. Sales Price	\$306,463	\$255,244	20.1%	\$305,741	\$253,945	20.4%	\$337,500	\$296,500	13.8%	\$20,000	\$45,000	-55.6%
Midtown	Units	198	285	-30.5%	197	278	-29.1%	1	7	-85.7%	3	1	200.0%
	Median Sales Price	\$162,250	\$207,000	-21.6%	\$162,500	\$200,000	-18.8%		\$385,000		\$16,600		
	Ave. Sales Price	\$201,755	\$216,064	-6.6%	\$202,068	\$211,437	-4.4%	\$140,000	\$399,816	-65.0%	\$18,700	\$29,000	-35.5%
S. Memphis	Units	235	228	3.1%	234	227	3.1%	1	1	0.0%	5		
	Median Sales Price	\$65,000	\$55,000	18.2%	\$64,000	\$55,000	16.4%				\$30,000		
	Ave. Sales Price	\$72,559	\$67,679	7.2%	\$72,036	\$66,568	8.2%	\$194,900	\$320,000	-39.1%	\$27,920		
Berclair/ Highland Heights	Units	136	171	-20.5%	135	171	-21.1%	1			2		
	Median Sales Price	\$95,000	\$81,700	16.3%	\$95,000	\$81,700	16.3%						
	Ave. Sales Price	\$100,077	\$91,600	9.3%	\$99,744	\$91,600	8.9%	\$145,000			\$59,000		
E. Memphis	Units	527	694	-24.1%	520	685	-24.1%	7	9	-22.2%	2	3	-33.3%
	Median Sales Price	\$202,500	\$222,750	-9.1%	\$200,000	\$219,000	-8.7%	\$790,000	\$735,000	7.5%		\$282,000	
	Ave. Sales Price	\$253,166	\$286,551	-11.7%	\$248,143	\$280,244	-11.5%	\$626,264	\$766,528	-18.3%	\$143,200	\$327,667	-56.3%
Whitehaven	Units	168	231	-27.3%	166	229	-27.5%	2	2	0.0%		2	
	Median Sales Price	\$115,650	\$98,500	17.4%	\$115,000	\$98,000	17.3%						
	Ave. Sales Price	\$114,105	\$107,128	6.5%	\$113,702	\$105,538	7.7%	\$147,500	\$289,179	-49.0%		\$86,450	
Parkway Village/ Oakhaven	Units	116	152	-23.7%	115	152	-24.3%	1					
	Median Sales Price	\$120,000	\$111,500	7.6%	\$120,000	\$111,500	7.6%						
	Ave. Sales Price	\$119,841	\$109,670	9.3%	\$119,013	\$109,670	8.5%	\$215,000					
Hickory Hill	Units	182	319	-42.9%	178	314	-43.3%	4	5	-20.0%	1	1	0.0%
	Median Sales Price	\$171,750	\$178,500	-3.8%	\$170,000	\$177,000	-4.0%	\$364,450	\$389,900	-6.5%			
	Ave. Sales Price	\$176,908	\$186,198	-5.0%	\$172,801	\$182,985	-5.6%	\$359,675	\$387,940	-7.3%	\$35,500	\$115,000	-69.1%
Southwind	Units	25	24	4.2%	18	22	-18.2%	7	2	250.0%	1		
	Median Sales Price	\$321,905	\$320,350	0.5%	\$312,500	\$332,500	-6.0%	\$323,575					
	Ave. Sales Price	\$386,733	\$419,094	-7.7%	\$410,795	\$430,099	-4.5%	\$324,859	\$298,032	9.0%	\$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	347	531	-34.7%	319	517	-38.3%	28	14	100.0%			
	Median Sales Price	\$265,000	\$265,000	0.0%	\$253,000	\$260,000	-2.7%	\$381,010	\$416,129	-8.4%			
	Ave. Sales Price	\$287,273	\$289,416	-0.7%	\$276,434	\$286,222	-3.4%	\$410,763	\$407,352	0.8%			
Bartlett	Units	169	240	-29.6%	167	233	-28.3%	2	7	-71.4%	1		
	Median Sales Price	\$289,000	\$300,000	-3.7%	\$289,000	\$296,000	-2.4%		\$459,175				
	Ave. Sales Price	\$299,906	\$295,991	1.3%	\$297,538	\$291,701	2.0%	\$497,602	\$438,763	13.4%	\$235,900		
G'town	Units	117	156	-25.0%	116	154	-24.7%	1	2	-50.0%	1	3	-66.7%
	Median Sales Price	\$445,000	\$439,450	1.3%	\$442,500	\$438,000	1.0%					\$405,000	
	Ave. Sales Price	\$555,683	\$512,550	8.4%	\$550,991	\$495,013	11.3%	\$1,100,000	\$1,862,892	-41.0%	\$498,000	\$556,883	-10.6%
Collierville	Units	162	206	-21.4%	131	172	-23.8%	31	34	-8.8%			
	Median Sales Price	\$499,750	\$475,000	5.2%	\$435,000	\$440,000	-1.1%	\$795,000	\$655,322	21.3%			
	Ave. Sales Price	\$531,175	\$528,464	0.5%	\$473,289	\$495,192	-4.4%	\$775,792	\$696,781	11.3%			
Lakeland	Units	55	84	-34.5%	39	67	-41.8%	16	17	-5.9%			
	Median Sales Price	\$525,000	\$442,500	18.6%	\$430,000	\$355,000	21.1%	\$650,440	\$555,555	17.1%			
	Ave. Sales Price	\$503,886	\$452,230	11.4%	\$443,644	\$423,859	4.7%	\$650,728	\$564,047	15.4%			
Arlington	Units	60	70	-14.3%	37	60	-38.3%	23	10	130.0%			
	Median Sales Price	\$459,975	\$375,000	22.7%	\$375,000	\$352,750	6.3%	\$510,425	\$464,761	9.8%			
	Ave. Sales Price	\$443,236	\$391,708	13.2%	\$386,493	\$373,795	3.4%	\$534,519	\$499,189	7.1%			
Millington	Units	61	57	7.0%	47	52	-9.6%	14	5	180.0%			
	Median Sales Price	\$215,000	\$242,000	-11.2%	\$190,000	\$232,750	-18.4%	\$300,490	\$366,100	-17.9%			
	Ave. Sales Price	\$235,985	\$249,134	-5.3%	\$209,857	\$237,107	-11.5%	\$323,699	\$374,220	-13.5%			
Shelby County	Units	3,013	4,047	-25.5%	2,863	3,928	-27.1%	150	119	26.1%	22	15	46.7%
	Median Sales Price	\$183,675	\$197,000	-6.8%	\$174,764	\$190,000	-8.0%	\$490,666	\$509,950	-3.8%	\$41,000	\$91,000	-54.9%
	Ave. Sales Price	\$239,537	\$242,958	-1.4%	\$225,426	\$233,272	-3.4%	\$508,860	\$562,689	-9.6%	\$99,072	\$214,193	-53.7%
Fayette County	Units	156	216	-27.8%	100	154	-35.1%	56	62	-9.7%	1		
	Median Sales Price	\$363,995	\$299,995	21.3%	\$315,000	\$283,000	11.3%	\$398,780	\$305,920	30.4%			
	Ave. Sales Price	\$398,252	\$316,453	25.8%	\$331,558	\$304,023	9.1%	\$517,349	\$347,327	49.0%	\$35,000		
Tipton County	Units	180	251	-28.3%	169	221	-23.5%	11	30	-63.3%	7	1	600.0%
	Median Sales Price	\$240,000	\$229,900	4.4%	\$229,000	\$217,500	5.3%	\$439,950	\$280,990	56.6%	\$115,000		
	Ave. Sales Price	\$237,609	\$238,703	-0.5%	\$223,874	\$227,702	-1.7%	\$448,639	\$319,744	40.3%	\$187,429	\$234,000	-19.9%

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Frayser	Units	97	101	-4.0%	95	101	-5.9%	2				1	
	Median Sales Price	\$95,500	\$73,000	30.8%	\$95,000	\$73,000	30.1%						
	Ave. Sales Price	\$104,839	\$84,785	23.7%	\$103,651	\$84,785	22.3%	\$161,250				\$60,000	
Raleigh/ Cov. Pike	Units	61	108	-43.5%	61	108	-43.5%				2		
	Median Sales Price	\$155,000	\$130,000	19.2%	\$155,000	\$130,000	19.2%						
	Ave. Sales Price	\$160,125	\$141,680	13.0%	\$160,125	\$141,680	13.0%				\$159,950		
Downtown	Units	37	53	-30.2%	36	51	-29.4%	1	2	-50.0%	1		
	Median Sales Price	\$309,000	\$260,000	18.8%	\$312,000	\$260,000	20.0%						
	Ave. Sales Price	\$326,745	\$283,744	15.2%	\$332,321	\$279,401	18.9%	\$126,000	\$394,500	-68.1%	\$20,000		
Midtown	Units	81	121	-33.1%	81	120	-32.5%		1		1	1	0.0%
	Median Sales Price	\$210,000	\$218,000	-3.7%	\$210,000	\$216,500	-3.0%						
	Ave. Sales Price	\$223,873	\$229,638	-2.5%	\$223,873	\$228,616	-2.1%		\$352,250		\$30,000	\$29,000	3.4%
S. Memphis	Units	92	89	3.4%	92	88	4.5%		1		2		
	Median Sales Price	\$68,369	\$52,000	31.5%	\$68,369	\$51,300	33.3%						
	Ave. Sales Price	\$74,511	\$70,192	6.2%	\$74,511	\$67,353	10.6%		\$320,000		\$18,550		
Berclair/ Highland Heights	Units	62	76	-18.4%	62	76	-18.4%				2		
	Median Sales Price	\$93,200	\$81,000	15.1%	\$93,200	\$81,000	15.1%						
	Ave. Sales Price	\$96,814	\$94,931	2.0%	\$96,814	\$94,931	2.0%				\$59,000		
E. Memphis	Units	220	288	-23.6%	217	284	-23.6%	3	4	-25.0%	1	1	0.0%
	Median Sales Price	\$226,500	\$218,625	3.6%	\$225,000	\$217,500	3.4%	\$790,000	\$628,000	25.8%			
	Ave. Sales Price	\$281,264	\$296,333	-5.1%	\$275,654	\$291,436	-5.4%	\$687,000	\$644,000	6.7%	\$95,000	\$91,000	4.4%
Whitehaven	Units	60	85	-29.4%	59	84	-29.8%	1	1	0.0%		1	
	Median Sales Price	\$130,000	\$100,100	29.9%	\$130,000	\$99,050	31.2%						
	Ave. Sales Price	\$128,621	\$105,806	21.6%	\$128,005	\$103,494	23.7%	\$165,000	\$300,000	-45.0%		\$107,000	
Parkway Village/ Oakhaven	Units	48	58	-17.2%	48	58	-17.2%						
	Median Sales Price	\$120,000	\$110,750	8.4%	\$120,000	\$110,750	8.4%						
	Ave. Sales Price	\$121,596	\$106,829	13.8%	\$121,596	\$106,829	13.8%						
Hickory Hill	Units	68	130	-47.7%	65	127	-48.8%	3	3	0.0%			
	Median Sales Price	\$151,450	\$196,950	-23.1%	\$148,500	\$195,000	-23.8%	\$369,000	\$389,900	-5.4%			
	Ave. Sales Price	\$170,161	\$194,938	-12.7%	\$161,110	\$190,530	-15.4%	\$366,267	\$381,567	-4.0%			
Southwind	Units	10	10	0.0%	6	8	-25.0%	4	2	100.0%			
	Median Sales Price	\$317,740	\$287,037	10.7%	\$309,500	\$275,700	12.3%	\$322,825					
	Ave. Sales Price	\$344,473	\$291,966	18.0%	\$360,234	\$290,450	24.0%	\$320,832	\$298,032	7.7%			

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Cordova	Units	128	224	-42.9%	115	218	-47.2%	13	6	116.7%			
	Median Sales Price	\$262,500	\$271,000	-3.1%	\$245,000	\$267,750	-8.5%	\$385,021	\$396,129	-2.8%			
	Ave. Sales Price	\$282,934	\$287,722	-1.7%	\$269,143	\$285,050	-5.6%	\$404,925	\$384,807	5.2%			
Bartlett	Units	80	106	-24.5%	80	102	-21.6%		4				
	Median Sales Price	\$289,450	\$297,500	-2.7%	\$289,450	\$289,500	0.0%		\$474,812				
	Ave. Sales Price	\$306,913	\$294,904	4.1%	\$306,913	\$287,836	6.6%		\$475,140				
G'town	Units	45	79	-43.0%	45	77	-41.6%		2			2	
	Median Sales Price	\$437,000	\$420,000	4.0%	\$437,000	\$415,000	5.3%						
	Ave. Sales Price	\$660,302	\$503,552	31.1%	\$660,302	\$466,244	41.6%		\$1,862,892			\$632,750	
Collierville	Units	83	89	-6.7%	62	70	-11.4%	21	19	10.5%			
	Median Sales Price	\$573,022	\$510,000	12.4%	\$424,500	\$455,250	-6.8%	\$761,908	\$665,000	14.6%			
	Ave. Sales Price	\$568,505	\$555,248	2.4%	\$498,958	\$524,638	-4.9%	\$773,832	\$668,022	15.8%			
Lateland	Units	24	38	-36.8%	17	30	-43.3%	7	8	-12.5%			
	Median Sales Price	\$525,000	\$430,000	22.1%	\$473,000	\$321,250	47.2%	\$625,000	\$541,387	15.4%			
	Ave. Sales Price	\$505,285	\$434,966	16.2%	\$463,065	\$404,957	14.3%	\$607,819	\$547,499	11.0%			
Arlington	Units	24	24	0.0%	11	21	-47.6%	13	3	333.3%			
	Median Sales Price	\$480,787	\$370,000	29.9%	\$386,500	\$323,000	19.7%	\$510,425	\$589,900	-13.5%			
	Ave. Sales Price	\$467,808	\$398,146	17.5%	\$385,218	\$376,277	2.4%	\$537,691	\$551,233	-2.5%			
Millington	Units	25	22	13.6%	18	21	-14.3%	7	1	600.0%			
	Median Sales Price	\$282,500	\$252,450	11.9%	\$197,500	\$250,000	-21.0%	\$300,990					
	Ave. Sales Price	\$260,110	\$242,268	7.4%	\$223,828	\$236,662	-5.4%	\$353,407	\$360,000	-1.8%			
Shelby County	Units	1,220	1,676	-27.2%	1,145	1,619	-29.3%	75	57	31.6%	9	6	50.0%
	Median Sales Price	\$202,750	\$210,000	-3.5%	\$192,750	\$200,000	-3.6%	\$510,425	\$525,000	-2.8%	\$30,000	\$99,000	-69.7%
	Ave. Sales Price	\$261,131	\$252,535	3.4%	\$243,048	\$240,982	0.9%	\$537,196	\$580,690	-7.5%	\$62,889	\$258,750	-75.7%
Fayette County	Units	68	110	-38.2%	43	81	-46.9%	25	29	-13.8%			
	Median Sales Price	\$363,995	\$285,425	27.5%	\$335,000	\$278,000	20.5%	\$396,019	\$299,990	32.0%			
	Ave. Sales Price	\$364,590	\$294,679	23.7%	\$324,903	\$280,147	16.0%	\$432,851	\$335,268	29.1%			
Tipton County	Units	79	101	-21.8%	75	91	-17.6%	4	10	-60.0%	3	1	200.0%
	Median Sales Price	\$240,000	\$225,000	6.7%	\$217,500	\$215,000	1.2%	\$490,000	\$288,495	69.8%	\$65,000		
	Ave. Sales Price	\$225,924	\$244,472	-7.6%	\$211,520	\$232,988	-9.2%	\$496,007	\$348,980	42.1%	\$81,667	\$234,000	-65.1%