

Sales Summary

	May Total Sales			YTD Total Sales		
	2023	2022	% change	2023	2022	% change
Units	1,230	2,004	-38.6%	5,750	8,127	-29.2%
Median Sales Price	\$230,000	\$222,000	3.6%	\$205,000	\$211,000	-2.8%
Average Sales Price	\$275,709	\$266,303	3.5%	\$255,104	\$253,433	0.7%

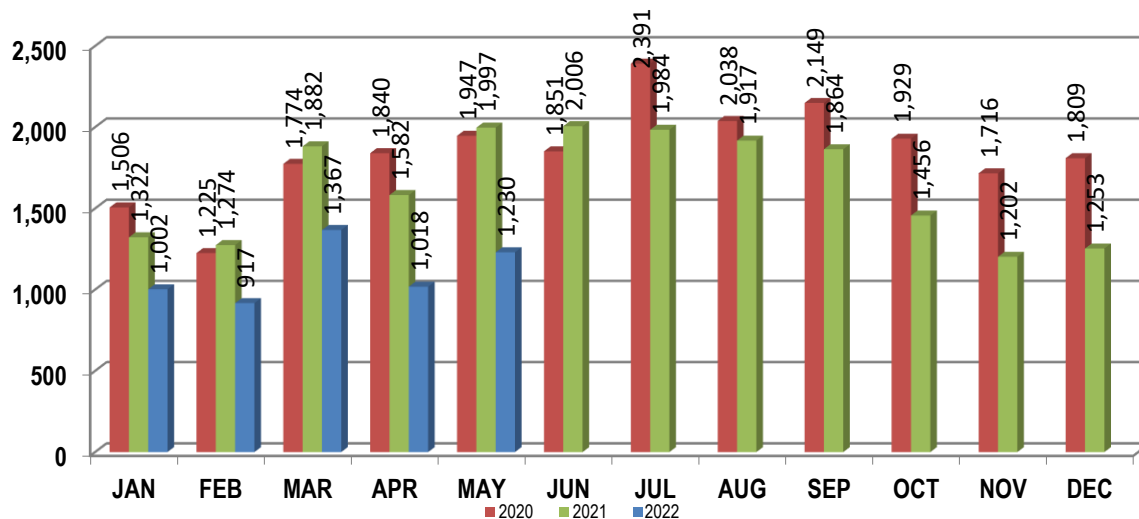
	May Existing Sales			YTD Existing Sales		
	2023	2022	% change	2023	2022	% change
Units	1,164	1,923	-39.5%	5,395	7,760	-30.5%
Median Sales Price	\$217,850	\$215,000	1.3%	\$191,500	\$200,000	-4.3%
Average Sales Price	\$264,066	\$258,381	2.2%	\$239,872	\$243,119	-1.3%

	May New Home Sales			YTD New Home Sales		
	2023	2022	% change	2023	2022	% change
Units	66	81	-18.5%	355	367	-3.3%
Median Sales Price	\$434,900	\$439,900	-1.1%	\$445,900	\$421,000	5.9%
Average Sales Price	\$481,054	\$454,372	5.9%	\$486,577	\$471,527	3.2%

	May Bank Sales			YTD Bank Sales*		
	2023	2022	% change	2023	2022	% change
Units	11	3	266.7%	48	25	92.0%
Median Sales Price	\$48,500	\$18,000	169.4%	\$65,000	\$91,000	-28.6%
Average Sales Price	\$127,460	\$46,833	172.2%	\$126,111	\$169,096	-25.4%

	May Non-Bank Sales			YTD Non-Bank Sales		
	2023	2022	% change	2023	2022	% change
Units	1,219	2,001	-39.1%	5,702	8,102	-29.6%
Median Sales Price	\$230,000	\$222,000	3.6%	\$207,500	\$212,212	-2.2%
Average Sales Price	\$277,047	\$266,632	3.9%	\$256,189	\$253,694	1.0%

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.

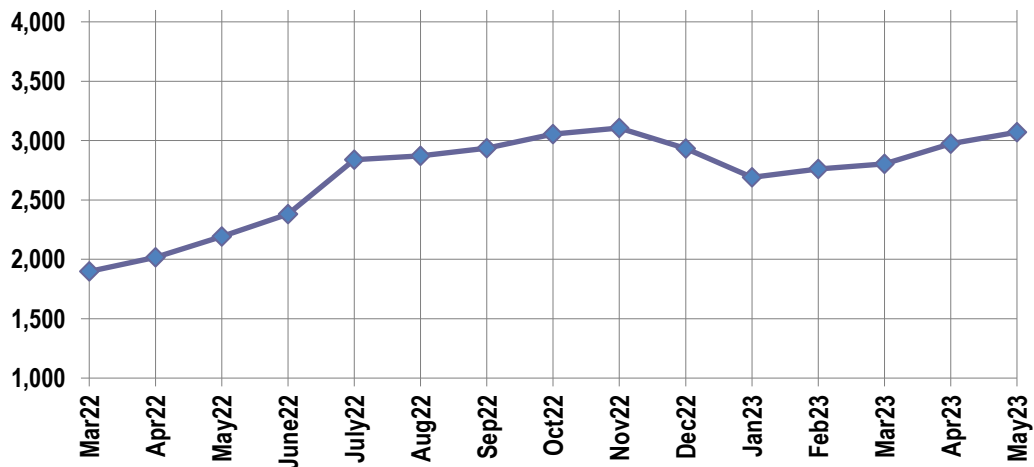


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	2,875	\$376,884
Condo/Co-op	144	\$263,202
Duplex	51	\$207,745
Market Total	3,070	\$368,742

Pending Sales		
	Units	Ave. List Price
Single Family	964	\$316,566
Condo/Co-op	36	\$277,233
Duplex	18	\$165,838
Market Total	1,018	\$312,510

	May Foreclosure Actions			YTD Foreclosure Actions		
	2023	2022	% change	2023	2022	% change
Total	34	29	17.2%	176	140	25.7%



Inventory

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
Apr-22	2,016	Apr-23	2,975
May-22	2,191	May-23	3,070

		May Total Sales			May Existing Sales			May New Home Sales			May Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Fraser	Units	82	131	-37.4%	81	129	-37.2%	1	2	-50.0%			
	Median Sales Price	\$94,450	\$90,000	4.9%	\$93,900	\$89,900	4.4%						
	Ave. Sales Price	\$97,487	\$104,626	-6.8%	\$96,622	\$104,054	-7.1%	\$167,500	\$141,500	18.4%			
Raleigh/ Cov. Pike	Units	65	120	-45.8%	65	119	-45.4%		1			1	
	Median Sales Price	\$152,000	147,300	3.2%	\$152,000	146,600	3.7%						
	Ave. Sales Price	\$153,202	\$149,044	2.8%	\$153,202	\$148,183	3.4%		\$251,500			\$18,000	
Downtown	Units	22	72	-69.4%	21	72	-70.8%	1					
	Median Sales Price	\$335,000	\$270,000	24.1%	\$350,000	\$270,000	29.6%						
	Ave. Sales Price	\$351,273	\$299,515	17.3%	\$358,333	\$299,515	19.6%	\$203,000					
Midtown	Units	72	118	-39.0%	72	116	-37.9%		2		2	1	100.0%
	Median Sales Price	\$240,750	\$220,000	9.4%	\$240,750	\$213,000	13.0%						
	Ave. Sales Price	\$259,561	\$240,940	7.7%	\$259,561	\$238,542	8.8%		\$380,000		\$36,630	\$5,000	632.6%
S. Memphis	Units	64	122	-47.5%	64	122	-47.5%				1		
	Median Sales Price	\$70,000	\$61,500	13.8%	\$70,000	\$61,500	13.8%						
	Ave. Sales Price	\$83,234	\$74,940	11.1%	\$83,234	\$74,940	11.1%				\$13,501		
Berclair/ Highland Heights	Units	37	92	-59.8%	37	92	-59.8%				1		
	Median Sales Price	\$95,000	\$100,000	-5.0%	\$95,000	\$100,000	-5.0%						
	Ave. Sales Price	\$103,547	\$100,918	2.6%	\$103,547	\$100,918	2.6%				\$48,500		
E. Memphis	Units	208	309	-32.7%	208	308	-32.5%		1				
	Median Sales Price	\$266,250	\$225,000	18.3%	\$266,250	\$226,000	17.8%						
	Ave. Sales Price	\$340,361	\$292,420	16.4%	\$340,361	\$292,769	16.3%		\$185,000				
Whitehaven	Units	81	84	-3.6%	81	84	-3.6%				1		
	Median Sales Price	\$115,000	\$102,500	12.2%	\$115,000	\$102,500	12.2%						
	Ave. Sales Price	\$117,041	\$110,320	6.1%	\$117,041	\$110,320	6.1%				\$120,000		
Parkway Village/ Oakhaven	Units	29	58	-50.0%	29	58	-50.0%						
	Median Sales Price	\$120,000	\$110,000	9.1%	\$120,000	\$110,000	9.1%						
	Ave. Sales Price	\$140,016	\$116,338	20.4%	\$140,016	\$116,338	20.4%						
Hickory Hill	Units	72	104	-30.8%	70	102	-31.4%	2	2	0.0%	1		
	Median Sales Price	\$159,500	\$185,000	-13.8%	\$158,500	\$185,000	-14.3%						
	Ave. Sales Price	\$167,656	\$202,277	-17.1%	\$164,733	\$198,598	-17.1%	\$269,950	\$389,900	-30.8%	\$31,000		
Southwind	Units	10	25	-60.0%	10	18	-44.4%		7				
	Median Sales Price	\$303,700	\$325,000	-6.6%	\$303,700	\$335,500	-9.5%		\$323,625				
	Ave. Sales Price	\$315,770	\$378,540	-16.6%	\$315,770	\$400,383	-21.1%		\$322,370				

		May Total Sales			May Existing Sales			May New Home Sales			May Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Cordova	Units	121	217	-44.2%	114	213	-46.5%	7	4	75.0%	1		
	Median Sales Price	\$275,000	\$290,000	-5.2%	\$272,450	\$286,000	-4.7%	\$385,000	\$444,900	-13.5%			
	Ave. Sales Price	\$296,306	\$298,929	-0.9%	\$290,806	\$296,166	-1.8%	\$385,866	\$446,028	-13.5%	\$270,000		
Bartlett	Units	62	119	-47.9%	60	115	-47.8%	2	4	-50.0%			
	Median Sales Price	\$315,000	\$290,000	8.6%	\$307,450	\$287,000	7.1%		\$485,507				
	Ave. Sales Price	\$314,992	\$314,300	0.2%	\$313,978	\$309,429	1.5%	\$345,400	\$454,356	-24.0%			
G'town	Units	39	76	-48.7%	39	76	-48.7%						
	Median Sales Price	\$495,000	\$469,000	5.5%	\$495,000	\$469,000	5.5%						
	Ave. Sales Price	\$533,456	\$522,892	2.0%	\$533,456	\$522,892	2.0%						
Collierville	Units	72	110	-34.5%	60	96	-37.5%	12	14	-14.3%			
	Median Sales Price	\$529,950	\$560,000	-5.4%	\$497,500	\$538,500	-7.6%	\$649,324	\$637,450	1.9%			
	Ave. Sales Price	\$556,609	\$592,374	-6.0%	\$516,024	\$582,744	-11.4%	\$759,537	\$658,408	15.4%			
Lakeland	Units	16	40	-60.0%	9	32	-71.9%	7	8	-12.5%	1		
	Median Sales Price	\$601,541	\$500,000	20.3%	\$415,000	\$478,250	-13.2%	\$670,318	\$583,200	14.9%			
	Ave. Sales Price	\$556,208	\$487,615	14.1%	\$478,489	\$466,088	2.7%	\$656,133	\$573,723	14.4%	\$705,800		
Arlington	Units	23	31	-25.8%	17	24	-29.2%	6	7	-14.3%			
	Median Sales Price	\$409,172	\$450,000	-9.1%	\$385,000	\$425,500	-9.5%	\$551,265	\$518,163	6.4%			
	Ave. Sales Price	\$427,424	\$435,595	-1.9%	\$381,210	\$408,994	-6.8%	\$558,363	\$526,798	6.0%			
Millington	Units	20	24	-16.7%	20	24	-16.7%						
	Median Sales Price	\$209,450	\$140,000	49.6%	\$209,450	\$140,000	49.6%						
	Ave. Sales Price	\$231,195	\$205,667	12.4%	\$231,195	\$205,667	12.4%						
Shelby County	Units	1,083	1,811	-40.2%	1,045	1,759	-40.6%	38	52	-26.9%	8	2	300.0%
	Median Sales Price	\$215,000	\$215,000	0.0%	\$207,500	\$210,000	-1.2%	\$523,700	\$485,507	7.9%	\$55,030		
	Ave. Sales Price	\$270,067	\$264,116	2.3%	\$259,448	\$257,363	0.8%	\$562,101	\$492,548	14.1%	\$157,758	\$11,500	1271.8%
Fayette County	Units	63	88	-28.4%	44	66	-33.3%	19	22	-13.6%	2		
	Median Sales Price	\$340,000	\$327,446	3.8%	\$342,500	\$325,000	5.4%	\$335,990	\$333,387	0.8%			
	Ave. Sales Price	\$385,093	\$342,044	12.6%	\$385,841	\$331,923	16.2%	\$383,361	\$372,407	2.9%	\$35,500		
Tipton County	Units	84	105	-20.0%	75	98	-23.5%	9	7	28.6%	1	1	0.0%
	Median Sales Price	\$263,000	\$240,000	9.6%	\$250,000	\$229,750	8.8%	\$327,990	\$421,000	-22.1%			
	Ave. Sales Price	\$266,410	\$240,532	10.8%	\$256,968	\$227,114	13.1%	\$345,094	\$428,376	-19.4%	\$69,000	\$117,500	-41.3%

		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	408	485	-15.9%	399	482	-17.2%	9	3	200.0%	2	5	-60.0%
	Median Sales Price	\$93,000	\$75,000	24.0%	\$91,000	\$75,000	21.3%	\$160,000	\$130,000	23.1%		\$60,000	
	Ave. Sales Price	\$99,749	\$89,571	11.4%	\$98,016	\$89,271	9.8%	\$176,556	\$137,667	28.2%	\$66,200	\$70,300	-5.8%
Raleigh/ Cov. Pike	Units	289	469	-38.4%	287	468	-38.7%	2	1	100.0%	3	2	50.0%
	Median Sales Price	\$149,900	\$138,000	8.6%	\$149,900	\$137,875	8.7%				\$130,000		
	Ave. Sales Price	\$151,801	\$143,321	5.9%	\$151,352	\$143,089	5.8%	\$216,250	\$251,500	-14.0%	\$133,898	\$45,000	197.6%
Downtown	Units	135	248	-45.6%	132	243	-45.7%	3	5	-40.0%	1	1	0.0%
	Median Sales Price	\$294,900	\$251,500	17.3%	\$297,450	\$250,000	19.0%	\$203,000	\$255,000	-20.4%			
	Ave. Sales Price	\$317,775	\$276,718	14.8%	\$318,346	\$276,955	14.9%	\$292,667	\$265,200	10.4%	\$20,000	\$45,000	-55.6%
Midtown	Units	344	494	-30.4%	343	484	-29.1%	1	10	-90.0%	6	2	200.0%
	Median Sales Price	\$185,500	\$209,000	-11.2%	\$186,000	\$204,000	-8.8%		\$382,500		\$23,300		
	Ave. Sales Price	\$225,852	\$224,785	0.5%	\$226,102	\$221,027	2.3%	\$140,000	\$406,671	-65.6%	\$28,227	\$17,000	66.0%
S. Memphis	Units	373	428	-12.9%	372	427	-12.9%	1	1	0.0%	7	1	600.0%
	Median Sales Price	\$65,000	\$60,000	8.3%	\$65,000	\$60,000	8.3%				\$30,000		
	Ave. Sales Price	\$75,962	\$70,590	7.6%	\$75,642	\$70,006	8.1%	\$194,900	\$320,000	-39.1%	\$26,514	\$20,000	32.6%
Berclair/ Highland Heights	Units	204	332	-38.6%	203	332	-38.9%	1			4	1	300.0%
	Median Sales Price	\$94,950	\$89,403	6.2%	\$94,900	\$89,403	6.1%				\$71,750		
	Ave. Sales Price	\$100,137	\$95,026	5.4%	\$99,916	\$95,026	5.1%	\$145,000			\$67,850	\$44,000	54.2%
E. Memphis	Units	897	1,267	-29.2%	889	1,252	-29.0%	8	15	-46.7%	2	4	-50.0%
	Median Sales Price	\$224,000	\$222,500	0.7%	\$220,000	\$220,000	0.0%	\$614,500	\$735,000	-16.4%		\$186,500	
	Ave. Sales Price	\$281,711	\$285,560	-1.3%	\$279,011	\$280,333	-0.5%	\$581,731	\$730,206	-20.3%	\$143,200	\$256,750	-44.2%
Whitehaven	Units	309	383	-19.3%	307	381	-19.4%	2	2	0.0%	1	3	-66.7%
	Median Sales Price	\$115,000	\$100,000	15.0%	\$115,000	\$100,000	15.0%					\$107,000	
	Ave. Sales Price	\$115,766	\$109,113	6.1%	\$115,559	\$108,167	6.8%	\$147,500	\$289,179	-49.0%	\$120,000	\$110,967	8.1%
Parkway Village/ Oakhaven	Units	182	258	-29.5%	181	258	-29.8%	1					
	Median Sales Price	\$116,705	\$110,000	6.1%	\$115,910	\$110,000	5.4%						
	Ave. Sales Price	\$122,912	\$110,748	11.0%	\$122,403	\$110,748	10.5%	\$215,000					
Hickory Hill	Units	328	531	-38.2%	321	521	-38.4%	7	10	-30.0%	3	1	200.0%
	Median Sales Price	\$165,000	\$180,000	-8.3%	\$163,500	\$179,000	-8.7%	\$359,900	\$387,900	-7.2%	\$35,500		
	Ave. Sales Price	\$171,883	\$201,035	-14.5%	\$168,346	\$197,482	-14.8%	\$334,071	\$386,120	-13.5%	\$133,833	\$115,000	16.4%
Southwind	Units	44	62	-29.0%	34	52	-34.6%	10	10	0.0%	2		
	Median Sales Price	\$314,287	\$316,847	-0.8%	\$309,650	\$315,350	-1.8%	\$322,825	\$320,355	0.8%			
	Ave. Sales Price	\$360,671	\$377,109	-4.4%	\$371,645	\$388,367	-4.3%	\$323,360	\$318,569	1.5%	\$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	598	925	-35.4%	554	903	-38.6%	44	22	100.0%	1		
	Median Sales Price	\$269,900	\$275,000	-1.9%	\$260,000	\$270,000	-3.7%	\$389,960	\$424,900	-8.2%			
	Ave. Sales Price	\$287,370	\$289,705	-0.8%	\$277,676	\$286,728	-3.2%	\$409,419	\$411,902	-0.6%	\$270,000		
Bartlett	Units	300	448	-33.0%	294	435	-32.4%	6	13	-53.8%	1		
	Median Sales Price	\$293,950	\$294,000	0.0%	\$291,850	\$290,000	0.6%	\$345,900	\$480,880	-28.1%			
	Ave. Sales Price	\$301,920	\$307,092	-1.7%	\$300,011	\$302,606	-0.9%	\$395,468	\$457,196	-13.5%	\$235,900		
G'town	Units	196	292	-32.9%	195	289	-32.5%	1	3	-66.7%	1	3	-66.7%
	Median Sales Price	\$440,000	\$438,000	0.5%	\$440,000	\$436,000	0.9%		\$1,585,000			\$405,000	
	Ave. Sales Price	\$540,322	\$511,560	5.6%	\$537,452	\$498,788	7.8%	\$1,100,000	\$1,741,928	-36.9%	\$498,000	\$556,883	-10.6%
Collierville	Units	302	416	-27.4%	248	350	-29.1%	54	66	-18.2%			
	Median Sales Price	\$497,250	\$500,000	-0.6%	\$450,000	\$458,000	-1.7%	\$744,299	\$649,248	14.6%			
	Ave. Sales Price	\$537,120	\$544,265	-1.3%	\$483,974	\$515,822	-6.2%	\$781,200	\$679,187	15.0%			
Lakeland	Units	89	152	-41.4%	60	116	-48.3%	29	36	-19.4%	1		
	Median Sales Price	\$538,900	\$475,750	13.3%	\$422,500	\$368,000	14.8%	\$652,000	\$559,741	16.5%			
	Ave. Sales Price	\$511,878	\$464,607	10.2%	\$439,907	\$432,451	1.7%	\$660,784	\$568,217	16.3%	\$705,800		
Arlington	Units	106	118	-10.2%	71	100	-29.0%	35	18	94.4%			
	Median Sales Price	\$463,850	\$398,025	16.5%	\$387,000	\$365,306	5.9%	\$525,788	\$507,672	3.6%			
	Ave. Sales Price	\$450,703	\$404,464	11.4%	\$403,485	\$385,485	4.7%	\$546,490	\$509,899	7.2%			
Millington	Units	97	102	-4.9%	82	97	-15.5%	15	5	200.0%			
	Median Sales Price	\$210,000	\$199,000	5.5%	\$195,000	\$196,000	-0.5%	\$299,990	\$366,100	-18.1%			
	Ave. Sales Price	\$228,221	\$228,918	-0.3%	\$211,191	\$221,429	-4.6%	\$321,319	\$374,220	-14.1%			
Shelby County	Units	5,138	7,298	-29.6%	4,909	7,078	-30.6%	229	220	4.1%	35	22	59.1%
	Median Sales Price	\$195,000	\$200,019	-2.5%	\$184,900	\$195,750	-5.5%	\$499,900	\$517,317	-3.4%	\$48,500	\$68,950	-29.7%
	Ave. Sales Price	\$248,732	\$250,665	-0.8%	\$235,705	\$241,288	-2.3%	\$527,989	\$552,355	-4.4%	\$120,459	\$167,541	-28.1%
Fayette County	Units	279	378	-26.2%	184	276	-33.3%	95	102	-6.9%	4		
	Median Sales Price	\$357,990	\$305,000	17.4%	\$322,500	\$293,000	10.1%	\$385,000	\$312,945	23.0%	\$40,500		
	Ave. Sales Price	\$377,969	\$324,574	16.5%	\$357,557	\$312,203	14.5%	\$417,502	\$358,047	16.6%	\$86,500		
Tipton County	Units	333	451	-26.2%	302	406	-25.6%	31	45	-31.1%	9	3	200.0%
	Median Sales Price	\$248,000	\$236,000	5.1%	\$235,000	\$220,000	6.8%	\$377,966	\$287,990	31.2%	\$110,277	\$190,000	-42.0%
	Ave. Sales Price	\$250,470	\$238,603	5.0%	\$235,908	\$228,075	3.4%	\$392,338	\$333,590	17.6%	\$165,697	\$180,500	-8.2%