

## Sales Summary

	November Total Sales			YTD Total Sales		
	2022	2021	% change	2022	2021	% change
Units	1,202	1,723	-30.2%	18,612	20,484	-9.1%
Median Sales Price	\$215,000	\$225,000	-4.4%	\$220,000	\$205,000	7.3%
Average Sales Price	\$272,818	\$254,049	7.4%	\$263,569	\$238,139	10.7%

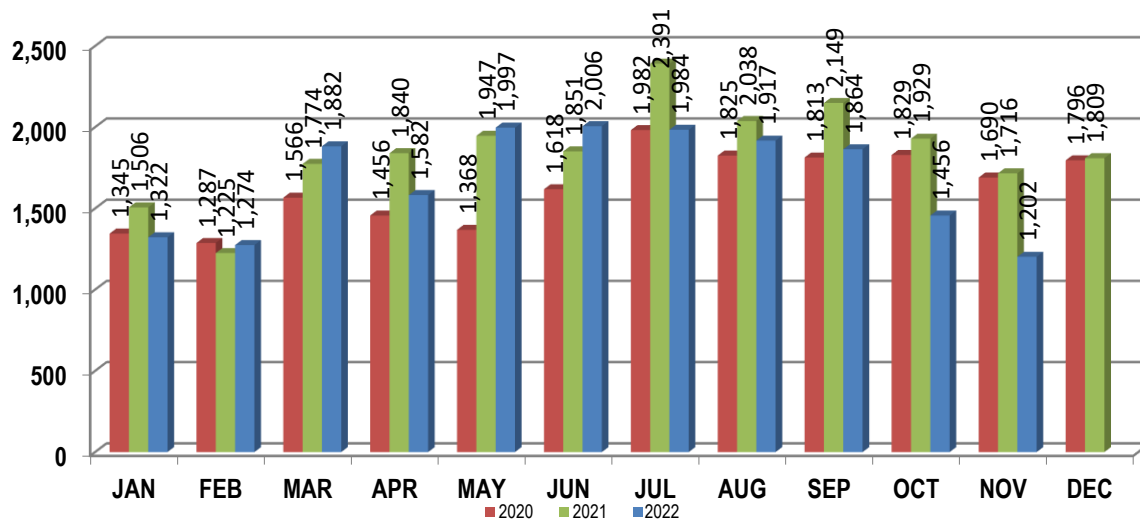
	November Existing Sales			YTD Existing Sales		
	2022	2021	% change	2022	2021	% change
Units	1,114	1,629	-31.6%	17,715	19,533	-9.3%
Median Sales Price	\$200,000	\$215,000	-7.0%	\$210,000	\$195,000	7.7%
Average Sales Price	\$254,244	\$242,309	4.9%	\$252,990	\$229,839	10.1%

	November New Home Sales			YTD New Home Sales		
	2022	2021	% change	2022	2021	% change
Units	88	94	-6.4%	897	951	-5.7%
Median Sales Price	\$447,425	\$428,964	4.3%	\$430,000	\$372,569	15.4%
Average Sales Price	\$507,954	\$457,499	11.0%	\$472,491	\$408,609	15.6%

	November Bank Sales			YTD Bank Sales*		
	2022	2021	% change	2022	2021	% change
Units	7	5	40.0%	70	104	-32.7%
Median Sales Price	\$65,500	\$237,000	-72.4%	\$77,678	\$68,150	14.0%
Average Sales Price	\$72,225	\$187,000	-61.4%	\$128,573	\$118,464	8.5%

	November Non-Bank Sales			YTD Non-Bank Sales		
	2022	2021	% change	2022	2021	% change
Units	1,195	1,718	-30.4%	18,542	20,380	-9.0%
Median Sales Price	\$215,000	\$225,000	-4.4%	\$220,000	\$205,000	7.3%
Average Sales Price	\$273,993	\$254,244	7.8%	\$264,078	\$238,749	10.6%

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.

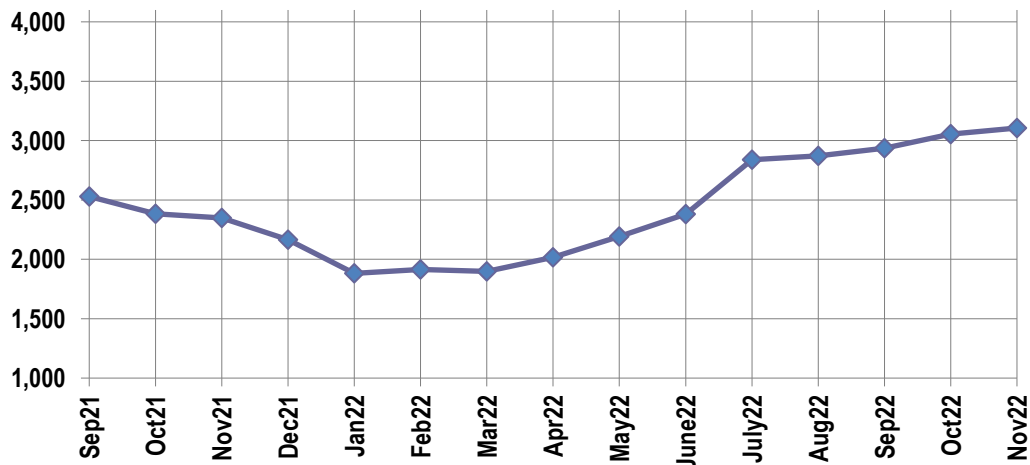


## Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	2,933	\$372,027
Condo/Co-op	131	\$239,501
Duplex	42	\$196,579
Market Total	3,106	\$364,065

Pending Sales		
	Units	Ave. List Price
Single Family	954	\$329,077
Condo/Co-op	32	\$246,693
Duplex	15	\$127,619
Market Total	1,000	\$323,463

	November Foreclosure Actions			YTD Foreclosure Actions		
	2022	2021	% change	2022	2021	% change
Total	29	28	3.6%	393	276	42.4%



## Inventory

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
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

		November Total Sales			November Existing Sales			November New Home Sales			November Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Fraser	Units	78	58	34.5%	73	58	25.9%	5			4		
	Median Sales Price	\$91,500	\$86,250	6.1%	\$90,000	\$86,250	4.3%	\$167,500			\$60,050		
	Ave. Sales Price	\$106,527	\$124,797	-14.6%	\$102,399	\$124,797	-17.9%	\$166,800			\$52,489		
Raleigh/ Cov. Pike	Units	77	86	-10.5%	76	86	-11.6%	1			1		
	Median Sales Price	\$165,900	125,000	32.7%	\$166,700	125,000	33.4%						
	Ave. Sales Price	\$159,609	\$155,932	2.4%	\$159,669	\$155,932	2.4%	\$155,000			\$11,000		
Downtown	Units	32	43	-25.6%	30	43	-30.2%	2			1		
	Median Sales Price	\$277,500	\$236,500	17.3%	\$277,500	\$236,500	17.3%						
	Ave. Sales Price	\$301,938	\$236,976	27.4%	\$305,533	\$236,976	28.9%	\$248,000			\$60,000		
Midtown	Units	48	107	-55.1%	47	107	-56.1%	1			1		
	Median Sales Price	\$230,000	\$200,000	15.0%	\$230,000	\$200,000	15.0%						
	Ave. Sales Price	\$293,659	\$206,536	42.2%	\$291,933	\$206,536	41.3%	\$370,000			\$41,000		
S. Memphis	Units	65	81	-19.8%	65	81	-19.8%						
	Median Sales Price	\$65,000	\$45,600	42.5%	\$65,000	\$45,600	42.5%						
	Ave. Sales Price	\$71,050	\$62,395	13.9%	\$71,050	\$62,395	13.9%						
Berclair/ Highland Heights	Units	58	66	-12.1%	57	66	-13.6%	1					
	Median Sales Price	\$93,850	\$75,000	25.1%	\$92,700	\$75,000	23.6%						
	Ave. Sales Price	\$95,972	\$81,940	17.1%	\$94,936	\$81,940	15.9%	\$155,000					
E. Memphis	Units	189	284	-33.5%	186	283	-34.3%	3	1	200.0%			
	Median Sales Price	\$199,000	\$209,950	-5.2%	\$199,000	\$209,900	-5.2%	\$409,000					
	Ave. Sales Price	\$268,690	\$254,884	5.4%	\$265,319	\$253,456	4.7%	\$477,667	\$659,000	-27.5%			
Whitehaven	Units	66	68	-2.9%	65	67	-3.0%	1	1	0.0%			
	Median Sales Price	\$113,700	\$94,950	19.7%	\$112,400	\$94,900	18.4%						
	Ave. Sales Price	\$119,529	\$99,900	19.6%	\$118,753	\$98,389	20.7%	\$170,000	\$201,165	-15.5%			
Parkway Village/ Oakhaven	Units	38	48	-20.8%	38	48	-20.8%						
	Median Sales Price	\$113,278	\$96,167	17.8%	\$113,278	\$96,167	17.8%						
	Ave. Sales Price	\$118,994	\$98,599	20.7%	\$118,994	\$98,599	20.7%						
Hickory Hill	Units	67	125	-46.4%	67	124	-46.0%		1				
	Median Sales Price	\$183,300	\$184,000	-0.4%	\$183,300	\$183,000	0.2%						
	Ave. Sales Price	\$185,667	\$182,720	1.6%	\$185,667	\$182,073	2.0%		\$263,000				
Southwind	Units	13	17	-23.5%	11	14	-21.4%	2	3	-33.3%			
	Median Sales Price	\$314,729	\$276,430	13.9%	\$350,000	\$295,000	18.6%		\$259,000				
	Ave. Sales Price	\$439,068	\$321,333	36.6%	\$462,748	\$333,857	38.6%	\$308,830	\$262,887	17.5%			

		November Total Sales			November Existing Sales			November New Home Sales			November Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Cordova	Units	128	230	-44.3%	117	226	-48.2%	11	4	175.0%		2	
	Median Sales Price	\$260,000	\$255,000	2.0%	\$248,000	\$252,500	-1.8%	\$380,000	\$400,202	-5.0%			
	Ave. Sales Price	\$305,676	\$273,829	11.6%	\$296,311	\$271,638	9.1%	\$405,281	\$397,601	1.9%		\$273,500	
Bartlett	Units	67	93	-28.0%	62	93	-33.3%	5				1	
	Median Sales Price	\$315,000	\$292,000	7.9%	\$287,500	\$292,000	-1.5%	\$528,280					
	Ave. Sales Price	\$327,889	\$287,668	14.0%	\$312,000	\$287,668	8.5%	\$524,906				\$237,000	
G'town	Units	46	53	-13.2%	45	52	-13.5%	1	1	0.0%			
	Median Sales Price	\$419,500	\$420,000	-0.1%	\$404,000	\$418,500	-3.5%						
	Ave. Sales Price	\$540,347	\$443,742	21.8%	\$523,799	\$437,083	19.8%	\$1,285,000	\$790,000	62.7%			
Collierville	Units	61	108	-43.5%	44	85	-48.2%	17	23	-26.1%			
	Median Sales Price	\$605,000	\$494,975	22.2%	\$521,000	\$460,000	13.3%	\$840,350	\$580,884	44.7%			
	Ave. Sales Price	\$630,087	\$511,084	23.3%	\$556,560	\$472,600	17.8%	\$820,392	\$653,307	25.6%			
Lakeland	Units	18	38	-52.6%	17	30	-43.3%	1	8	-87.5%			
	Median Sales Price	\$442,500	\$455,950	-2.9%	\$435,000	\$405,000	7.4%		\$539,450				
	Ave. Sales Price	\$476,119	\$448,127	6.2%	\$460,118	\$426,468	7.9%	\$748,142	\$529,347	41.3%			
Arlington	Units	24	31	-22.6%	22	28	-21.4%	2	3	-33.3%			
	Median Sales Price	\$388,500	\$390,000	-0.4%	\$380,000	\$371,500	2.3%		\$457,700				
	Ave. Sales Price	\$389,337	\$389,885	-0.1%	\$378,314	\$381,450	-0.8%	\$510,593	\$468,613	9.0%			
Millington	Units	19	19	0.0%	17	19	-10.5%	2					
	Median Sales Price	\$174,000	\$183,000	-4.9%	\$156,000	\$183,000	-14.8%						
	Ave. Sales Price	\$223,783	\$227,424	-1.6%	\$214,759	\$227,424	-5.6%	\$300,490					
Shelby County	Units	1,071	1,528	-29.9%	1,017	1,483	-31.4%	54	45	20.0%	5	5	0.0%
	Median Sales Price	\$200,000	\$215,000	-7.0%	\$191,000	\$207,000	-7.7%	\$499,117	\$530,222	-5.9%	\$60,000	\$237,000	-74.7%
	Ave. Sales Price	\$262,417	\$247,161	6.2%	\$248,071	\$237,831	4.3%	\$532,597	\$554,642	-4.0%	\$53,991	\$187,000	-71.1%
Fayette County	Units	67	100	-33.0%	40	67	-40.3%	27	33	-18.2%			
	Median Sales Price	\$410,000	\$353,074	16.1%	\$392,500	\$300,000	30.8%	\$440,000	\$382,058	15.2%			
	Ave. Sales Price	\$475,781	\$374,063	27.2%	\$467,305	\$364,786	28.1%	\$488,337	\$392,898	24.3%			
Tipton County	Units	64	95	-32.6%	57	79	-27.8%	7	16	-56.3%	2		
	Median Sales Price	\$234,950	\$235,000	0.0%	\$200,000	\$205,000	-2.4%	\$390,000	\$290,995	34.0%			
	Ave. Sales Price	\$234,400	\$238,504	-1.7%	\$214,860	\$222,501	-3.4%	\$393,514	\$317,522	23.9%	\$117,808		

		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
Fraser	Units	1,052	1,050	0.2%	1,035	1,034	0.1%	17	16	6.3%	15	12	25.0%
	Median Sales Price	\$82,500	\$72,000	14.6%	\$81,000	\$70,250	15.3%	\$167,500	\$125,000	34.0%	\$55,501	\$51,745	7.3%
	Ave. Sales Price	\$95,895	\$81,667	17.4%	\$94,849	\$81,075	17.0%	\$159,588	\$119,969	33.0%	\$59,085	\$69,574	-15.1%
Raleigh/ Cov. Pike	Units	1,053	994	5.9%	1,046	986	6.1%	7	8	-12.5%	5	7	-28.6%
	Median Sales Price	\$147,500	\$120,000	22.9%	\$147,750	\$120,000	23.1%	\$142,000	\$140,000	1.4%	\$75,000	\$130,000	-42.3%
	Ave. Sales Price	\$150,991	\$126,109	19.7%	\$150,942	\$125,890	19.9%	\$158,357	\$153,125	3.4%	\$80,200	\$113,214	-29.2%
Downtown	Units	533	547	-2.6%	517	543	-4.8%	16	4	300.0%	4	2	100.0%
	Median Sales Price	\$235,000	\$250,000	-6.0%	\$237,000	\$252,500	-6.1%	\$143,000	\$122,000	17.2%	\$40,000		
	Ave. Sales Price	\$269,952	\$268,678	0.5%	\$271,455	\$269,002	0.9%	\$221,406	\$224,750	-1.5%	\$43,375	\$274,000	-84.2%
Midtown	Units	1,054	1,192	-11.6%	1,038	1,178	-11.9%	16	14	14.3%	6	7	-14.3%
	Median Sales Price	\$209,375	\$205,250	2.0%	\$205,000	\$205,000	0.0%	\$382,500	\$347,500	10.1%	\$54,500	\$35,500	53.5%
	Ave. Sales Price	\$228,589	\$220,054	3.9%	\$226,088	\$218,107	3.7%	\$390,839	\$383,839	1.8%	\$104,333	\$44,679	133.5%
S. Memphis	Units	989	936	5.7%	987	935	5.6%	2	1	100.0%	4	12	-66.7%
	Median Sales Price	\$60,000	\$45,800	31.0%	\$60,000	\$45,600	31.6%				\$36,500	\$36,250	0.7%
	Ave. Sales Price	\$77,239	\$57,778	33.7%	\$76,747	\$57,605	33.2%	\$319,950	\$220,000	45.4%	\$45,750	\$34,521	32.5%
Berkshire/ Highland Heights	Units	743	835	-11.0%	737	835	-11.7%	6			1	5	-80.0%
	Median Sales Price	\$92,000	\$70,000	31.4%	\$91,000	\$70,000	30.0%	\$141,250				\$43,500	
	Ave. Sales Price	\$99,667	\$79,170	25.9%	\$99,322	\$79,170	25.5%	\$142,083			\$44,000	\$39,340	11.8%
E. Memphis	Units	2,919	3,376	-13.5%	2,888	3,353	-13.9%	31	23	34.8%	6	8	-25.0%
	Median Sales Price	\$220,000	\$198,000	11.1%	\$220,000	\$195,000	12.8%	\$520,000	\$629,000	-17.3%	\$186,500	\$102,500	82.0%
	Ave. Sales Price	\$282,636	\$248,626	13.7%	\$279,906	\$245,982	13.8%	\$536,993	\$634,106	-15.3%	\$259,250	\$132,588	95.5%
Whitehaven	Units	927	848	9.3%	918	826	11.1%	9	22	-59.1%	5	7	-28.6%
	Median Sales Price	\$105,000	\$85,000	23.5%	\$105,000	\$84,000	25.0%	\$300,000	\$205,850	45.7%	\$91,000	\$71,000	28.2%
	Ave. Sales Price	\$112,864	\$95,091	18.7%	\$111,331	\$92,102	20.9%	\$269,207	\$207,298	29.9%	\$93,030	\$59,129	57.3%
Parkway/ Village/ Oakhaven	Units	552	535	3.2%	552	534	3.4%		1		1	4	-75.0%
	Median Sales Price	\$109,900	\$90,030	22.1%	\$109,900	\$90,015	22.1%					\$64,822	
	Ave. Sales Price	\$111,881	\$91,337	22.5%	\$111,881	\$91,274	22.6%		\$125,000		\$109,900	\$73,446	49.6%
Hickory Hill	Units	1,144	1,236	-7.4%	1,129	1,229	-8.1%	15	7	114.3%	3	4	-25.0%
	Median Sales Price	\$183,150	\$158,000	15.9%	\$181,000	\$157,500	14.9%	\$385,900	\$220,000	75.4%	\$115,000	\$133,500	-13.9%
	Ave. Sales Price	\$197,226	\$161,139	22.4%	\$194,755	\$160,718	21.2%	\$383,187	\$235,100	63.0%	\$110,029	\$135,375	-18.7%
Southwind	Units	132	169	-21.9%	118	135	-12.6%	14	34	-58.8%		1	
	Median Sales Price	\$323,855	\$274,300	18.1%	\$325,000	\$300,000	8.3%	\$313,674	\$251,252	24.8%			
	Ave. Sales Price	\$398,523	\$359,404	10.9%	\$408,441	\$385,594	5.9%	\$314,935	\$255,417	23.3%		\$262,500	

		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	2,142	2,574	-16.8%	2,064	2,523	-18.2%	78	51	52.9%	2	6	-66.7%
	Median Sales Price	\$279,250	\$239,000	16.8%	\$275,000	\$236,000	16.5%	\$422,400	\$358,775	17.7%		\$273,500	
	Ave. Sales Price	\$296,015	\$253,430	16.8%	\$291,324	\$251,141	16.0%	\$420,139	\$366,651	14.6%	\$189,500	\$325,188	-41.7%
Bartlett	Units	1,071	1,252	-14.5%	1,029	1,245	-17.3%	42	7	500.0%	2	1	100.0%
	Median Sales Price	\$305,000	\$269,500	13.2%	\$300,000	\$268,400	11.8%	\$494,545	\$333,900	48.1%			
	Ave. Sales Price	\$318,636	\$277,719	14.7%	\$311,684	\$277,313	12.4%	\$488,968	\$349,914	39.7%	\$292,750	\$237,000	23.5%
G'town	Units	704	844	-16.6%	696	841	-17.2%	8	3	166.7%	3	2	50.0%
	Median Sales Price	\$450,000	\$412,000	9.2%	\$450,000	\$411,500	9.4%	\$1,450,000	\$905,000	60.2%	\$405,000		
	Ave. Sales Price	\$537,462	\$466,831	15.1%	\$527,550	\$465,298	13.4%	\$1,399,817	\$896,667	56.1%	\$556,833	\$329,944	68.8%
Collierville	Units	1,041	1,174	-11.3%	887	1,017	-12.8%	154	157	-1.9%		1	
	Median Sales Price	\$500,000	\$456,000	9.6%	\$470,000	\$430,000	9.3%	\$691,341	\$598,900	15.4%			
	Ave. Sales Price	\$552,680	\$486,679	13.6%	\$524,401	\$462,115	13.5%	\$715,562	\$645,801	10.8%		\$560,000	
Lakeland	Units	330	341	-3.2%	271	291	-6.9%	59	50	18.0%			
	Median Sales Price	\$484,750	\$375,000	29.3%	\$419,900	\$345,000	21.7%	\$572,800	\$507,900	12.8%			
	Ave. Sales Price	\$485,358	\$392,213	23.7%	\$463,008	\$370,646	24.9%	\$588,015	\$517,732	13.6%			
Arlington	Units	309	478	-35.4%	257	365	-29.6%	52	113	-54.0%			
	Median Sales Price	\$417,880	\$370,000	12.9%	\$385,000	\$345,000	11.6%	\$494,035	\$415,964	18.8%			
	Ave. Sales Price	\$416,510	\$367,744	13.3%	\$398,893	\$345,872	15.3%	\$503,578	\$438,390	14.9%			
Millington	Units	273	272	0.4%	244	240	1.7%	29	32	-9.4%	3	1	200.0%
	Median Sales Price	\$220,000	\$175,000	25.7%	\$202,000	\$160,250	26.1%	\$299,990	\$242,490	23.7%	\$108,500		
	Ave. Sales Price	\$231,556	\$181,519	27.6%	\$221,450	\$172,713	28.2%	\$316,582	\$247,556	27.9%	\$117,900	\$194,900	-39.5%
Shelby County	Units	16,714	18,308	-8.7%	16,164	17,765	-9.0%	550	543	1.3%	59	79	-25.3%
	Median Sales Price	\$210,000	\$195,000	7.7%	\$202,427	\$188,500	7.4%	\$493,052	\$439,235	12.3%	\$76,857	\$63,344	21.3%
	Ave. Sales Price	\$259,076	\$233,686	10.9%	\$250,049	\$226,880	10.2%	\$524,381	\$456,378	14.9%	\$130,832	\$118,363	10.5%
Fayette County	Units	894	1,059	-15.6%	637	758	-16.0%	257	301	-14.6%	1	6	-83.3%
	Median Sales Price	\$330,000	\$300,000	10.0%	\$319,000	\$290,000	10.0%	\$367,900	\$336,348	9.4%		\$54,275	
	Ave. Sales Price	\$363,171	\$340,096	6.8%	\$347,735	\$330,569	5.2%	\$401,429	\$364,090	10.3%	\$40,000	\$75,142	-46.8%
Tipton County	Units	1,004	1,117	-10.1%	914	1,010	-9.5%	90	107	-15.9%	10	19	-47.4%
	Median Sales Price	\$245,000	\$210,000	16.7%	\$227,500	\$200,000	13.8%	\$350,000	\$279,990	25.0%	\$116,250	\$97,000	19.8%
	Ave. Sales Price	\$249,668	\$214,452	16.4%	\$238,970	\$206,298	15.8%	\$358,310	\$291,425	23.0%	\$124,102	\$132,563	-6.4%