

Sales Summary

	October Total Sales			YTD Total Sales		
	2023	2022	% change	2023	2022	% change
Units	1,489	1,478	0.7%	13,288	17,488	-24.0%
Median Sales Price	\$210,000	\$200,000	5.0%	\$219,000	\$220,000	-0.5%
Average Sales Price	\$263,121	\$255,399	3.0%	\$269,541	\$265,376	1.6%

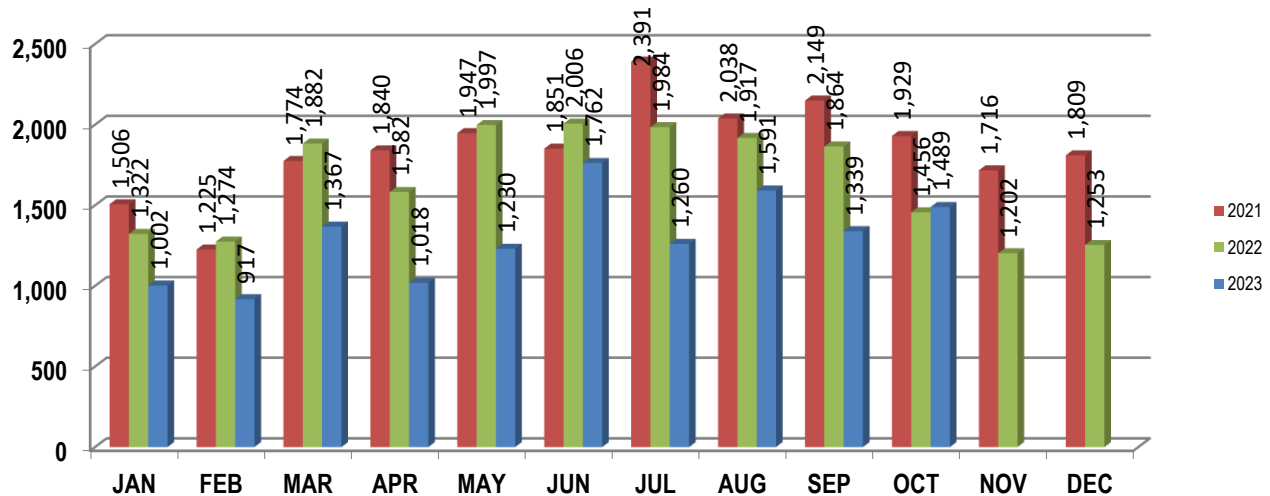
	October Existing Sales			YTD Existing Sales		
	2023	2022	% change	2023	2022	% change
Units	1,419	1,395	1.7%	12,555	16,611	-24.4%
Median Sales Price	\$195,000	\$188,500	3.4%	\$206,000	\$210,500	-2.1%
Average Sales Price	\$250,382	\$245,355	2.0%	\$256,304	\$254,461	0.7%

	October New Home Sales			YTD New Home Sales		
	2023	2022	% change	2023	2022	% change
Units	70	83	-15.7%	733	877	-16.4%
Median Sales Price	\$427,056	\$401,990	6.2%	\$433,215	\$429,950	0.8%
Average Sales Price	\$521,346	\$424,225	22.9%	\$496,266	\$472,122	5.1%

	October Bank Sales			YTD Bank Sales*		
	2023	2022	% change	2023	2022	% change
Units	9	7	28.6%	96	63	52.4%
Median Sales Price	\$75,000	\$108,500	-30.9%	\$86,150	\$83,500	3.2%
Average Sales Price	\$75,708	\$150,616	-49.7%	\$143,795	\$134,834	6.6%

	October Non-Bank Sales			YTD Non-Bank Sales		
	2023	2022	% change	2023	2022	% change
Units	1,480	1,471	0.6%	13,192	17,425	-24.3%
Median Sales Price	\$212,750	\$200,000	6.4%	\$220,000	\$221,500	-0.7%
Average Sales Price	\$264,260	\$255,898	3.3%	\$270,456	\$265,848	1.7%

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.

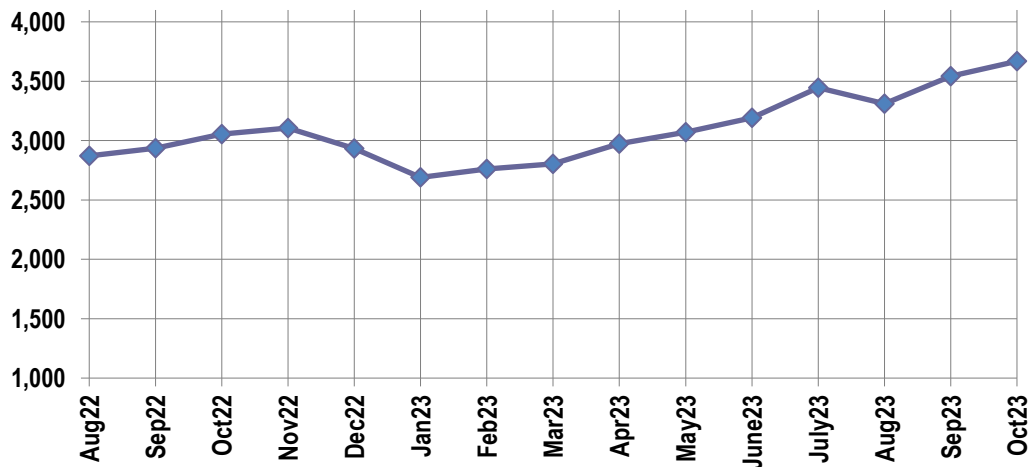


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	3,416	\$363,994
Condo/Co-op	202	\$263,097
Duplex	50	\$191,300
Market Total	3,668	\$356,083

Pending Sales		
	Units	Ave. List Price
Single Family	809	\$309,454
Condo/Co-op	44	\$280,527
Duplex	16	\$203,680
Market Total	869	\$306,042

	October Foreclosure Actions			YTD Foreclosure Actions		
	2023	2022	% change	2023	2022	% change
Total	37	42	-11.9%	329	364	-9.6%



Inventory

Nov-21	2,348
Dec-21	2,165
Jan-22	1,882
Feb-22	1,914
Mar-22	1,898
Apr-22	2,016
May-22	2,191
Jun-22	2,380
Jul-22	2,839
Aug-22	2,871
Sep-22	2,935
Oct-22	3,054

Nov-22	3,106
Dec-22	2,934
Jan-23	2,690
Feb-23	2,760
Mar-23	2,804
Apr-23	2,975
May-23	3,070
Jun-23	3,192
Jul-23	3,445
Aug-23	3,311
Sep-23	3,542
Oct-23	3,668

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Fraser	Units	96	90	6.7%	95	89	6.7%	1	1	0.0%		1	
	Median Sales Price	\$108,455	\$90,000	20.5%	\$108,410	\$90,000	20.5%						
	Ave. Sales Price	\$110,811	\$100,210	10.6%	\$110,293	\$99,539	10.8%	\$159,999	\$159,999	0.0%		\$40,411	
Raleigh/ Cov. Pike	Units	91	89	2.2%	90	89	1.1%	1			1		
	Median Sales Price	\$140,000	149,500	-6.4%	\$140,000	149,500	-6.4%						
	Ave. Sales Price	\$154,001	\$153,690	0.2%	\$149,214	\$153,690	-2.9%	\$584,900			\$112,000		
Downtown	Units	30	33	-9.1%	30	32	-6.3%		1				
	Median Sales Price	\$229,000	\$220,000	4.1%	\$229,000	\$222,500	2.9%						
	Ave. Sales Price	\$292,588	\$268,603	8.9%	\$292,588	\$273,091	7.1%		\$125,000				
Midtown	Units	71	81	-12.3%	71	80	-11.3%		1		2		
	Median Sales Price	\$175,000	\$166,500	5.1%	\$175,000	\$166,500	5.1%						
	Ave. Sales Price	\$242,911	\$232,283	4.6%	\$242,911	\$230,075	5.6%		\$409,000		\$78,650		
S. Memphis	Units	101	79	27.8%	101	78	29.5%		1			1	
	Median Sales Price	\$74,900	\$60,500	23.8%	\$74,900	\$59,325	26.3%						
	Ave. Sales Price	\$85,261	\$132,648	-35.7%	\$85,261	\$130,247	-34.5%		\$319,900			\$53,000	
Berkshire/ Highland Heights	Units	56	70	-20.0%	56	67	-16.4%		3		1		
	Median Sales Price	\$72,250	\$100,000	-27.8%	\$72,250	\$95,000	-23.9%		\$130,000				
	Ave. Sales Price	\$85,162	\$101,665	-16.2%	\$85,162	\$100,023	-14.9%		\$138,333		\$64,575		
E. Memphis	Units	191	246	-22.4%	191	241	-20.7%		5		1	2	-50.0%
	Median Sales Price	\$222,000	\$180,000	23.3%	\$222,000	\$180,000	23.3%		\$155,000				
	Ave. Sales Price	\$279,339	\$247,999	12.6%	\$279,339	\$249,762	11.8%		\$163,000		\$64,575	\$264,250	-75.6%
Whitehaven	Units	81	84	-3.6%	81	82	-1.2%		2		1		
	Median Sales Price	\$111,250	\$120,000	-7.3%	\$111,250	\$113,950	-2.4%						
	Ave. Sales Price	\$111,439	\$121,177	-8.0%	\$111,439	\$117,669	-5.3%		\$265,000		\$35,000		
Parkway Village/ Oakhaven	Units	67	51	31.4%	66	51	29.4%	1			1		
	Median Sales Price	\$116,600	\$113,500	2.7%	\$115,800	\$113,500	2.0%						
	Ave. Sales Price	\$120,436	\$116,523	3.4%	\$119,761	\$116,523	2.8%	\$165,000			\$90,000		
Hickory Hill	Units	110	89	23.6%	108	86	25.6%	2	3	-33.3%	2		
	Median Sales Price	\$191,450	\$176,500	8.5%	\$187,700	\$172,000	9.1%		\$369,900				
	Ave. Sales Price	\$197,670	\$180,732	9.4%	\$194,295	\$174,133	11.6%	\$379,925	\$369,900	2.7%	\$83,500		
Southwind	Units	8	12	-33.3%	7	12	-41.7%	1					
	Median Sales Price	\$321,459	\$320,000	0.5%	\$318,000	\$320,000	-0.6%						
	Ave. Sales Price	\$334,365	\$418,598	-20.1%	\$335,714	\$418,598	-19.8%	\$324,919					

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Cordova	Units	158	156	1.3%	151	145	4.1%	7	11	-36.4%			
	Median Sales Price	\$275,000	\$267,500	2.8%	\$272,000	\$260,000	4.6%	\$375,000	\$424,900	-11.7%			
	Ave. Sales Price	\$285,777	\$286,116	-0.1%	\$281,519	\$276,255	1.9%	\$377,629	\$416,100	-9.2%			
Bartlett	Units	78	67	16.4%	73	64	14.1%	5	3	66.7%			
	Median Sales Price	\$319,500	\$299,000	6.9%	\$310,000	\$292,500	6.0%	\$337,900	\$574,570	-41.2%			
	Ave. Sales Price	\$316,054	\$321,176	-1.6%	\$314,462	\$309,562	1.6%	\$339,285	\$568,937	-40.4%			
G'town	Units	76	61	24.6%	76	61	24.6%						
	Median Sales Price	\$502,500	\$456,100	10.2%	\$502,500	\$456,100	10.2%						
	Ave. Sales Price	\$624,029	\$503,515	23.9%	\$624,029	\$503,515	23.9%						
Collierville	Units	83	69	20.3%	65	61	6.6%	18	8	125.0%			
	Median Sales Price	\$515,000	\$520,000	-1.0%	\$450,000	\$510,000	-11.8%	\$786,950	\$673,763	16.8%			
	Ave. Sales Price	\$564,690	\$559,196	1.0%	\$483,355	\$544,282	-11.2%	\$858,398	\$672,920	27.6%			
Lakeland	Units	23	20	15.0%	20	16	25.0%	3	4	-25.0%			
	Median Sales Price	\$585,000	\$539,950	8.3%	\$566,000	\$507,450	11.5%	\$629,328	\$669,900	-6.1%			
	Ave. Sales Price	\$568,739	\$536,507	6.0%	\$557,965	\$510,056	9.4%	\$625,232	\$642,310	-2.7%			
Arlington	Units	23	18	27.8%	17	16	6.3%	6	2	200.0%			
	Median Sales Price	\$430,000	\$449,975	-4.4%	\$409,000	\$405,000	1.0%	\$484,990					
	Ave. Sales Price	\$427,732	\$436,087	-1.9%	\$397,951	\$423,781	-6.1%	\$512,111	\$534,535	-4.2%			
Millington	Units	26	34	-23.5%	21	22	-4.5%	5	12	-58.3%		1	
	Median Sales Price	\$232,500	\$291,490	-20.2%	\$196,000	\$195,000	0.5%	\$309,990	\$300,490	3.2%			
	Ave. Sales Price	\$231,132	\$239,987	-3.7%	\$213,357	\$204,621	4.3%	\$305,790	\$304,824	0.3%		\$108,500	
Shelby County	Units	1,348	1,317	2.4%	1,298	1,263	2.8%	50	54	-7.4%	9	5	80.0%
	Median Sales Price	\$199,400	\$185,000	7.8%	\$185,000	\$179,000	3.4%	\$484,990	\$379,700	27.7%	\$75,000	\$78,500	-4.5%
	Ave. Sales Price	\$259,941	\$247,462	5.0%	\$248,180	\$240,281	3.3%	\$565,259	\$415,409	36.1%	\$75,708	\$146,082	-48.2%
Fayette County	Units	63	83	-24.1%	49	61	-19.7%	14	22	-36.4%			
	Median Sales Price	\$355,990	\$336,500	5.8%	\$350,000	\$310,000	12.9%	\$400,946	\$446,989	-10.3%			
	Ave. Sales Price	\$370,668	\$367,886	0.8%	\$351,952	\$338,758	3.9%	\$436,175	\$448,647	-2.8%			
Tipton County	Units	78	78	0.0%	72	71	1.4%	6	7	-14.3%		2	
	Median Sales Price	\$252,500	\$248,500	1.6%	\$235,000	\$242,000	-2.9%	\$339,490	\$421,135	-19.4%			
	Ave. Sales Price	\$231,206	\$269,727	-14.3%	\$220,962	\$255,356	-13.5%	\$354,130	\$415,488	-14.8%		\$161,950	

		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	860	977	-12.0%	836	964	-13.3%	24	13	84.6%	7	11	-36.4%
	Median Sales Price	\$92,000	\$81,500	12.9%	\$90,000	\$80,900	11.2%	\$155,000	\$159,999	-3.1%	\$75,750	\$55,501	36.5%
	Ave. Sales Price	\$102,688	\$95,067	8.0%	\$100,997	\$94,271	7.1%	\$161,583	\$154,154	4.8%	\$105,050	\$61,483	70.9%
Raleigh/ Cov. Pike	Units	667	976	-31.7%	663	970	-31.6%	4	6	-33.3%	8	5	60.0%
	Median Sales Price	\$150,000	\$146,550	2.4%	\$150,000	\$146,800	2.2%	\$216,250	\$141,500	52.8%	\$166,000	\$75,000	121.3%
	Ave. Sales Price	\$154,229	\$150,537	2.5%	\$153,399	\$150,485	1.9%	\$291,850	\$158,917	83.6%	\$156,462	\$80,200	95.1%
Downtown	Units	321	501	-35.9%	314	485	-35.3%	7	16	-56.3%	1	3	-66.7%
	Median Sales Price	\$267,000	\$230,000	16.1%	\$269,500	\$231,000	16.7%	\$159,000	\$141,000	12.8%		\$35,000	
	Ave. Sales Price	\$294,068	\$267,506	9.9%	\$295,939	\$269,497	9.8%	\$210,143	\$207,156	1.4%	\$20,000	\$37,833	-47.1%
Midtown	Units	765	1,006	-24.0%	763	989	-22.9%	2	17	-88.2%	11	6	83.3%
	Median Sales Price	\$207,500	\$205,000	1.2%	\$207,500	\$200,000	3.8%		\$389,500		\$61,560	\$54,500	13.0%
	Ave. Sales Price	\$235,487	\$225,860	4.3%	\$235,345	\$222,694	5.7%	\$289,500	\$410,064	-29.4%	\$56,242	\$104,333	-46.1%
S. Memphis	Units	815	924	-11.8%	813	922	-11.8%	2	2	0.0%	15	4	275.0%
	Median Sales Price	\$66,500	\$60,000	10.8%	\$66,453	\$60,000	10.8%				\$31,500	\$36,500	-13.7%
	Ave. Sales Price	\$77,983	\$77,559	0.5%	\$77,733	\$77,034	0.9%	\$179,950	\$319,950	-43.8%	\$41,573	\$45,750	-9.1%
Berclair/ Highland Heights	Units	481	685	-29.8%	479	680	-29.6%	2	5	-60.0%	6	1	500.0%
	Median Sales Price	\$98,000	\$92,000	6.5%	\$95,500	\$91,000	4.9%		\$130,000		\$79,787		
	Ave. Sales Price	\$102,548	\$99,980	2.6%	\$102,256	\$99,689	2.6%	\$172,500	\$139,500	23.7%	\$80,162	\$44,000	82.2%
E. Memphis	Units	2,059	2,735	-24.7%	2,048	2,705	-24.3%	11	30	-63.3%	6	6	0.0%
	Median Sales Price	\$235,000	\$221,100	6.3%	\$235,000	\$220,000	6.8%	\$540,000	\$524,250	3.0%	\$141,500	\$186,500	-24.1%
	Ave. Sales Price	\$299,200	\$283,902	5.4%	\$297,761	\$280,818	6.0%	\$567,168	\$561,996	0.9%	\$180,871	\$259,250	-30.2%
Whitehaven	Units	695	862	-19.4%	691	854	-19.1%	4	8	-50.0%	4	5	-20.0%
	Median Sales Price	\$115,000	\$105,000	9.5%	\$115,000	\$104,500	10.0%	\$147,500	\$308,500	-52.2%	\$80,000	\$91,000	-12.1%
	Ave. Sales Price	\$116,913	\$112,231	4.2%	\$116,751	\$110,645	5.5%	\$145,000	\$281,607	-48.5%	\$95,275	\$93,030	2.4%
Parkway Village/ Oakhaven	Units	434	513	-15.4%	432	513	-15.8%	2			1	1	0.0%
	Median Sales Price	\$115,000	\$109,000	5.5%	\$114,950	\$109,000	5.5%						
	Ave. Sales Price	\$119,422	\$111,480	7.1%	\$119,096	\$111,480	6.8%	\$190,000			\$90,000	\$109,900	-18.1%
Hickory Hill	Units	818	1,078	-24.1%	798	1,063	-24.9%	20	15	33.3%	7	3	133.3%
	Median Sales Price	\$176,700	\$183,000	-3.4%	\$175,000	\$180,000	-2.8%	\$369,900	\$385,900	-4.1%	\$135,000	\$115,000	17.4%
	Ave. Sales Price	\$184,680	\$197,901	-6.7%	\$180,592	\$195,286	-7.5%	\$347,788	\$383,187	-9.2%	\$153,768	\$110,029	39.8%
Southwind	Units	90	119	-24.4%	69	107	-35.5%	21	12	75.0%	2		
	Median Sales Price	\$323,537	\$324,086	-0.2%	\$310,000	\$325,000	-4.6%	\$328,758	\$316,847	3.8%			
	Ave. Sales Price	\$363,804	\$394,094	-7.7%	\$374,295	\$402,858	-7.1%	\$329,336	\$315,952	4.2%	\$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	1,360	2,026	-32.9%	1,274	1,957	-34.9%	86	69	24.6%	2	2	0.0%
	Median Sales Price	\$275,000	\$280,000	-1.8%	\$265,000	\$276,000	-4.0%	\$383,594	\$424,900	-9.7%			
	Ave. Sales Price	\$291,938	\$309,141	-5.6%	\$284,367	\$305,122	-6.8%	\$404,087	\$423,127	-4.5%	\$242,500	\$189,500	28.0%
Bartlett	Units	702	1,001	-29.9%	689	964	-28.5%	13	37	-64.9%	1	2	-50.0%
	Median Sales Price	\$305,000	\$305,000	0.0%	\$303,500	\$300,000	1.2%	\$345,900	\$490,450	-29.5%			
	Ave. Sales Price	\$311,878	\$317,867	-1.9%	\$310,866	\$311,609	-0.2%	\$365,541	\$480,895	-24.0%	\$235,900	\$292,750	-19.4%
G'town	Units	566	666	-15.0%	555	652	-14.9%	11	14	-21.4%	1	3	-66.7%
	Median Sales Price	\$475,000	\$452,650	4.9%	\$470,000	\$450,000	4.4%	\$1,315,000	\$1,325,000	-0.8%		\$405,000	
	Ave. Sales Price	\$580,096	\$543,515	6.7%	\$566,489	\$527,651	7.4%	\$1,266,667	\$1,282,328	-1.2%	\$498,000	\$556,883	-10.6%
Collierville	Units	808	922	-12.4%	683	845	-19.2%	125	147	-15.0%	2		
	Median Sales Price	\$520,000	\$500,000	4.0%	\$475,000	\$469,000	1.3%	\$779,950	\$665,000	17.3%			
	Ave. Sales Price	\$569,376	\$549,187	3.7%	\$524,020	\$523,491	0.1%	\$817,196	\$696,892	17.3%	\$464,669		
Lakeland	Units	185	316	-41.5%	145	252	-42.5%	40	64	-37.5%	2		
	Median Sales Price	\$525,000	\$485,000	8.2%	\$463,000	\$415,000	11.6%	\$659,905	\$572,547	15.3%			
	Ave. Sales Price	\$513,196	\$475,963	7.8%	\$473,034	\$447,870	5.6%	\$658,781	\$586,580	12.3%	\$567,900		
Arlington	Units	236	289	-18.3%	161	236	-31.8%	75	53	41.5%			
	Median Sales Price	\$466,289	\$419,000	11.3%	\$405,000	\$389,500	4.0%	\$508,220	\$492,353	3.2%			
	Ave. Sales Price	\$446,932	\$419,818	6.5%	\$408,011	\$401,752	1.6%	\$530,483	\$500,263	6.0%			
Millington	Units	215	253	-15.0%	188	226	-16.8%	27	27	0.0%	1	3	-66.7%
	Median Sales Price	\$209,900	\$225,000	-6.7%	\$195,000	\$205,000	-4.9%	\$300,990	\$299,990	0.3%		\$108,500	
	Ave. Sales Price	\$222,043	\$232,120	-4.3%	\$208,559	\$221,887	-6.0%	\$315,927	\$317,774	-0.6%	\$44,000	\$117,900	-62.7%
Shelby County	Units	11,942	15,688	-23.9%	11,466	15,157	-24.4%	476	531	-10.4%	76	54	40.7%
	Median Sales Price	\$206,000	\$210,690	-2.2%	\$200,000	\$204,000	-2.0%	\$485,000	\$498,844	-2.8%	\$78,997	\$81,750	-3.4%
	Ave. Sales Price	\$264,257	\$261,299	1.1%	\$252,627	\$251,801	0.3%	\$544,406	\$532,425	2.3%	\$132,302	\$137,947	-4.1%
Fayette County	Units	605	828	-26.9%	418	591	-29.3%	187	237	-21.1%	8	1	700.0%
	Median Sales Price	\$355,000	\$329,990	7.6%	\$326,900	\$317,301	3.0%	\$375,000	\$359,900	4.2%	\$247,750		
	Ave. Sales Price	\$387,910	\$356,463	8.8%	\$374,702	\$343,234	9.2%	\$417,433	\$389,451	7.2%	\$186,025	\$40,000	365.1%
Tipton County	Units	741	972	-23.8%	671	863	-22.2%	70	109	-35.8%	12	8	50.0%
	Median Sales Price	\$257,000	\$250,000	2.8%	\$240,000	\$229,900	4.4%	\$369,337	\$350,000	5.5%	\$112,638	\$116,250	-3.1%
	Ave. Sales Price	\$258,058	\$253,580	1.8%	\$245,389	\$240,378	2.1%	\$379,506	\$358,104	6.0%	\$188,431	\$125,675	49.9%