

## Sales Summary

	December Total Sales			YTD Total Sales		
	2022	2021	% change	2022	2021	% change
Units	1,253	1,821	-31.2%	19,872	22,305	-10.9%
Median Sales Price	\$189,000	\$225,000	-16.0%	\$220,000	\$205,000	7.3%
Average Sales Price	\$245,254	\$270,433	-9.3%	\$262,518	\$240,775	9.0%

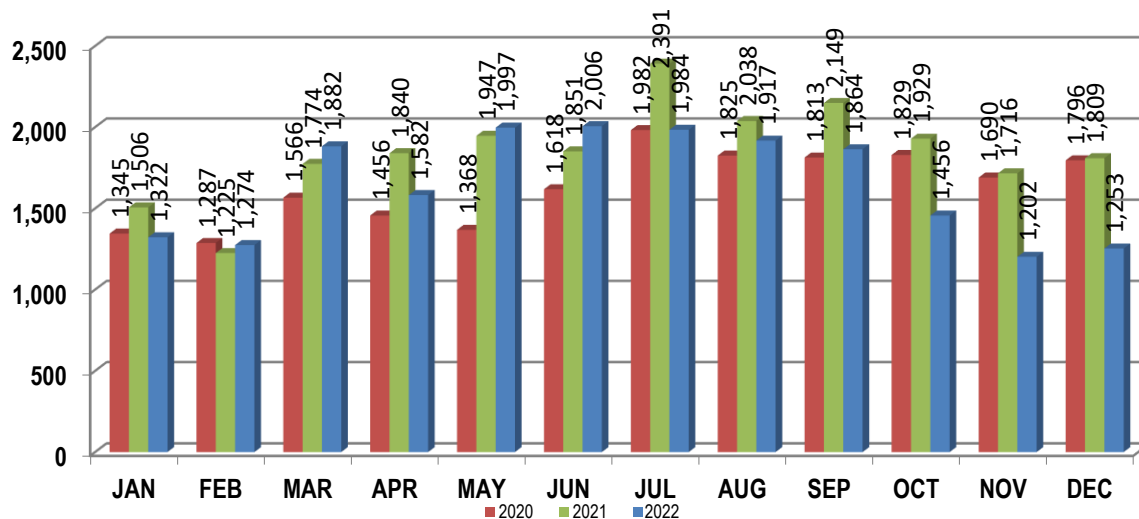
	December Existing Sales			YTD Existing Sales		
	2022	2021	% change	2022	2021	% change
Units	1,169	1,712	-31.7%	18,884	21,245	-11.1%
Median Sales Price	\$175,000	\$208,500	-16.1%	\$210,000	\$195,500	7.4%
Average Sales Price	\$227,893	\$257,240	-11.4%	\$251,418	\$232,047	8.3%

	December New Home Sales			YTD New Home Sales		
	2022	2021	% change	2022	2021	% change
Units	84	109	-22.9%	988	1,060	-6.8%
Median Sales Price	\$444,975	\$418,168	6.4%	\$433,350	\$375,960	15.3%
Average Sales Price	\$486,865	\$477,649	1.9%	\$474,689	\$415,708	14.2%

	December Bank Sales			YTD Bank Sales*		
	2022	2021	% change	2022	2021	% change
Units	12	5	140.0%	82	109	-24.8%
Median Sales Price	\$72,316	\$86,000	-15.9%	\$77,678	\$70,000	11.0%
Average Sales Price	\$76,374	\$71,240	7.2%	\$120,934	\$116,298	4.0%

	December Non-Bank Sales			YTD Non-Bank Sales		
	2022	2021	% change	2022	2021	% change
Units	1,241	1,816	-31.7%	19,790	22,196	-10.8%
Median Sales Price	\$190,000	\$225,000	-15.6%	\$220,000	\$205,450	7.1%
Average Sales Price	\$246,887	\$270,982	-8.9%	\$263,105	\$241,387	9.0%

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.

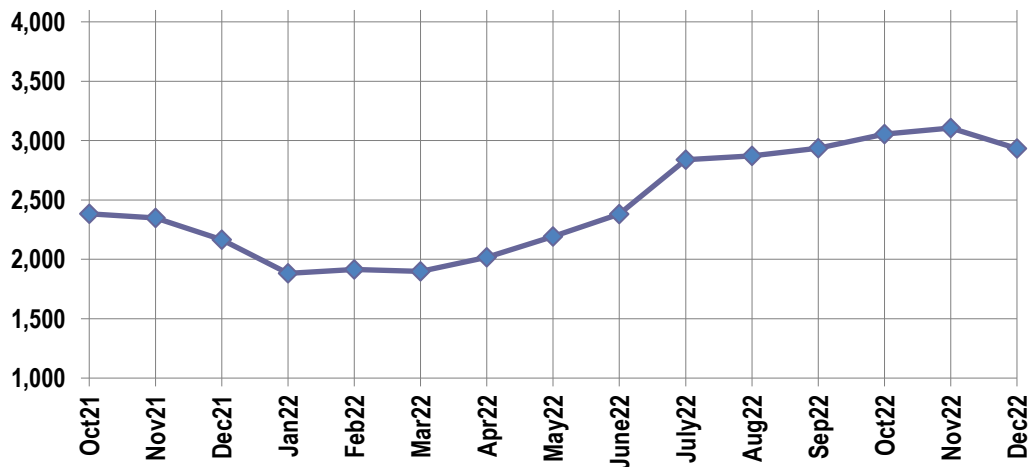


## Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	2,783	\$372,838
Condo/Co-op	113	\$253,400
Duplex	38	\$199,553
Market Total	2,934	\$365,993

Pending Sales		
	Units	Ave. List Price
Single Family	821	\$309,109
Condo/Co-op	27	\$222,814
Duplex	14	\$134,585
Market Total	862	\$303,571

	December Foreclosure Actions			YTD Foreclosure Actions		
	2022	2021	% change	2022	2021	% change
Total	39	15	160.0%	431	291	48.1%



## Inventory

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
Dec-21	2,165	Dec-23	2,934

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Fraser	Units	69	106	-34.9%	69	106	-34.9%				2	1	100.0%
	Median Sales Price	\$75,892	\$69,750	8.8%	\$75,892	\$69,750	8.8%						
	Ave. Sales Price	\$88,301	\$86,399	2.2%	\$88,301	\$86,399	2.2%				\$62,500	\$110,000	-43.2%
Raleigh/ Cov. Pike	Units	91	90	1.1%	88	90	-2.2%	3			1		
	Median Sales Price	\$143,800	\$135,000	6.5%	\$143,150	\$135,000	6.0%	\$158,000					
	Ave. Sales Price	\$142,820	\$138,098	3.4%	\$142,377	\$138,098	3.1%	\$155,833			\$29,000		
Downtown	Units	29	46	-37.0%	28	45	-37.8%	1	1	0.0%		1	
	Median Sales Price	\$189,000	\$252,000	-25.0%	\$213,500	\$249,000	-14.3%						
	Ave. Sales Price	\$253,557	\$293,712	-13.7%	\$258,042	\$291,683	-11.5%	\$128,000	\$385,000	-66.8%		\$18,000	
Midtown	Units	98	85	15.3%	97	85	14.1%	1			1		
	Median Sales Price	\$130,000	\$220,000	-40.9%	\$130,000	\$220,000	-40.9%						
	Ave. Sales Price	\$199,701	\$240,502	-17.0%	\$200,295	\$240,502	-16.7%	\$142,000			\$98,632		
S. Memphis	Units	65	78	-16.7%	65	78	-16.7%				1	1	0.0%
	Median Sales Price	\$65,000	\$51,750	25.6%	\$65,000	\$51,750	25.6%						
	Ave. Sales Price	\$74,154	\$67,044	10.6%	\$74,154	\$67,044	10.6%				\$46,000	\$33,700	36.5%
Berkshire/ Highland Heights	Units	54	59	-8.5%	53	59	-10.2%	1					
	Median Sales Price	\$97,459	\$89,000	9.5%	\$94,900	\$89,000	6.6%						
	Ave. Sales Price	\$97,804	\$101,753	-3.9%	\$96,725	\$101,753	-4.9%	\$155,000					
E. Memphis	Units	191	269	-29.0%	189	267	-29.2%	2	2	0.0%	1		
	Median Sales Price	\$200,000	\$228,000	-12.3%	\$200,000	\$227,000	-11.9%						
	Ave. Sales Price	\$265,349	\$302,598	-12.3%	\$265,173	\$299,303	-11.4%	\$282,000	\$742,500	-62.0%	\$37,001		
Whitehaven	Units	58	77	-24.7%	58	76	-23.7%		1		2		
	Median Sales Price	\$115,500	\$105,000	10.0%	\$115,500	\$105,000	10.0%						
	Ave. Sales Price	\$112,392	\$112,050	0.3%	\$112,392	\$110,958	1.3%		\$195,000		\$29,250		
Parkway Village/ Oakhaven	Units	49	50	-2.0%	48	50	-4.0%	1				1	
	Median Sales Price	\$111,500	\$94,500	18.0%	\$110,250	\$94,500	16.7%						
	Ave. Sales Price	\$120,202	\$155,630	-22.8%	\$120,206	\$155,630	-22.8%	\$120,000				\$86,000	
Hickory Hill	Units	75	115	-34.8%	74	115	-35.7%	1			1		
	Median Sales Price	\$155,000	\$170,000	-8.8%	\$153,219	\$170,000	-9.9%						
	Ave. Sales Price	\$159,110	\$173,408	-8.2%	\$156,112	\$173,408	-10.0%	\$381,000			\$138,515		
Southwind	Units	15	19	-21.1%	12	10	20.0%	3	9	-66.7%			
	Median Sales Price	\$341,009	\$259,000	31.7%	\$364,950	\$291,000	25.4%	\$319,000	\$258,600	23.4%			
	Ave. Sales Price	\$411,242	\$285,172	44.2%	\$433,692	\$308,790	40.4%	\$321,445	\$258,930	24.1%			

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Cordova	Units	106	233	-54.5%	97	226	-57.1%	9	7	28.6%			
	Median Sales Price	\$268,575	\$260,000	3.3%	\$262,000	\$255,625	2.5%	\$499,900	\$422,350	18.4%			
	Ave. Sales Price	\$279,833	\$278,637	0.4%	\$264,816	\$274,283	-3.5%	\$441,683	\$419,188	5.4%			
Bartlett	Units	76	95	-20.0%	66	94	-29.8%	10	1	900.0%			
	Median Sales Price	\$318,000	\$281,000	13.2%	\$306,000	\$278,500	9.9%	\$511,672					
	Ave. Sales Price	\$326,438	\$297,225	9.8%	\$304,321	\$297,197	2.4%	\$472,411	\$299,900	57.5%			
G'town	Units	46	73	-37.0%	45	71	-36.6%	1	2	-50.0%			
	Median Sales Price	\$466,000	\$440,000	5.9%	\$464,000	\$438,300	5.9%						
	Ave. Sales Price	\$489,324	\$560,115	-12.6%	\$472,287	\$529,414	-10.8%	\$1,256,000	\$1,650,000	-23.9%			
Collierville	Units	62	123	-49.6%	51	98	-48.0%	11	25	-56.0%			
	Median Sales Price	\$485,000	\$542,019	-10.5%	\$450,000	\$473,500	-5.0%	\$899,000	\$671,019	34.0%			
	Ave. Sales Price	\$556,032	\$551,368	0.8%	\$481,044	\$518,926	-7.3%	\$903,702	\$678,542	33.2%			
Lakeland	Units	15	19	-21.1%	13	13	0.0%	2	6	-66.7%			
	Median Sales Price	\$445,000	\$571,650	-22.2%	\$375,000	\$570,000	-34.2%		\$582,725				
	Ave. Sales Price	\$446,193	\$539,641	-17.3%	\$417,069	\$483,192	-13.7%	\$635,500	\$661,947	-4.0%			
Arlington	Units	20	43	-53.5%	12	30	-60.0%	8	13	-38.5%			
	Median Sales Price	\$509,427	\$422,955	20.4%	\$435,000	\$393,225	10.6%	\$524,380	\$433,716	20.9%			
	Ave. Sales Price	\$474,202	\$398,428	19.0%	\$443,992	\$378,030	17.4%	\$519,518	\$445,499	16.6%			
Millington	Units	23	28	-17.9%	16	27	-40.7%	7	1	600.0%			
	Median Sales Price	\$294,000	\$164,500	78.7%	\$220,500	\$162,000	36.1%	\$301,990					
	Ave. Sales Price	\$250,406	\$178,114	40.6%	\$224,525	\$170,119	32.0%	\$309,561	\$394,000	-21.4%			
Shelby County	Units	1,120	1,606	-30.3%	1,060	1,538	-31.1%	60	68	-11.8%	9	5	80.0%
	Median Sales Price	\$177,000	\$210,000	-15.7%	\$170,000	\$200,000	-15.0%	\$503,282	\$532,982	-5.6%	\$38,500	\$86,000	-55.2%
	Ave. Sales Price	\$239,519	\$265,816	-9.9%	\$224,533	\$252,829	-11.2%	\$504,281	\$559,564	-9.9%	\$59,183	\$71,240	-16.9%
Fayette County	Units	58	115	-49.6%	36	91	-60.4%	22	24	-8.3%			
	Median Sales Price	\$365,445	\$321,000	13.8%	\$280,000	\$308,000	-9.1%	\$435,875	\$355,097	22.7%			
	Ave. Sales Price	\$378,107	\$354,809	6.6%	\$334,475	\$351,048	-4.7%	\$449,505	\$369,070	21.8%			
Tipton County	Units	75	100	-25.0%	73	83	-12.0%	2	17	-88.2%	3		
	Median Sales Price	\$206,000	\$251,500	-18.1%	\$202,000	\$220,000	-8.2%		\$295,990		\$118,500		
	Ave. Sales Price	\$228,155	\$247,550	-7.8%	\$224,123	\$236,135	-5.1%	\$375,324	\$303,281	23.8%	\$127,948		

		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	1,121	1,156	-3.0%	1,104	1,140	-3.2%	17	16	6.3%	17	13	30.8%
	Median Sales Price	\$82,000	\$72,000	13.9%	\$80,900	\$70,000	15.6%	\$167,500	\$125,000	34.0%	\$55,501	\$52,490	5.7%
	Ave. Sales Price	\$95,428	\$82,101	16.2%	\$94,440	\$81,570	15.8%	\$159,588	\$119,969	33.0%	\$59,486	\$72,864	-18.4%
Raleigh/ Cov. Pike	Units	1,144	1,084	5.5%	1,134	1,076	5.4%	10	8	25.0%	6	7	-14.3%
	Median Sales Price	\$147,263	\$121,750	21.0%	\$147,263	\$120,950	21.8%	\$145,000	\$140,000	3.6%	\$73,500	\$130,000	-43.5%
	Ave. Sales Price	\$150,341	\$127,104	18.3%	\$150,277	\$126,911	18.4%	\$157,600	\$153,125	2.9%	\$71,667	\$113,214	-36.7%
Downtown	Units	562	593	-5.2%	545	588	-7.3%	17	5	240.0%	4	3	33.3%
	Median Sales Price	\$233,500	\$250,000	-6.6%	\$237,000	\$251,250	-5.7%	\$142,000	\$122,000	16.4%	\$40,000	\$18,000	122.2%
	Ave. Sales Price	\$269,106	\$270,620	-0.6%	\$270,765	\$270,738	0.0%	\$215,912	\$256,800	-15.9%	\$43,375	\$188,667	-77.0%
Midtown	Units	1,152	1,277	-9.8%	1,135	1,263	-10.1%	17	14	21.4%	7	7	0.0%
	Median Sales Price	\$200,000	\$208,000	-3.8%	\$198,000	\$205,000	-3.4%	\$380,000	\$347,500	9.4%	\$80,000	\$35,500	125.4%
	Ave. Sales Price	\$226,080	\$221,415	2.1%	\$223,831	\$219,615	1.9%	\$376,201	\$383,839	-2.0%	\$103,519	\$44,679	131.7%
S. Memphis	Units	1,054	1,014	3.9%	1,052	1,013	3.8%	2	1	100.0%	5	13	-61.5%
	Median Sales Price	\$60,000	\$46,375	29.4%	\$60,000	\$46,250	29.7%				\$46,000	\$35,500	29.6%
	Ave. Sales Price	\$77,049	\$58,491	31.7%	\$76,587	\$58,331	31.3%	\$319,950	\$220,000	45.4%	\$45,800	\$34,458	32.9%
Berkshire/ Highland Heights	Units	797	894	-10.9%	790	894	-11.6%		7		1	5	-80.0%
	Median Sales Price	\$92,500	\$71,000	30.3%	\$91,520	\$71,000	28.9%		\$152,500			\$43,500	
	Ave. Sales Price	\$99,541	\$80,660	23.4%	\$99,148	\$80,660	22.9%		\$143,929		\$44,000	\$39,340	11.8%
E. Memphis	Units	3,109	3,645	-14.7%	3,076	3,620	-15.0%	33	25	32.0%	7	8	-12.5%
	Median Sales Price	\$220,000	\$200,000	10.0%	\$220,000	\$198,250	11.0%	\$518,500	\$659,000	-21.3%	\$91,000	\$102,500	-11.2%
	Ave. Sales Price	\$281,538	\$252,609	11.5%	\$278,963	\$249,914	11.6%	\$521,539	\$642,777	-18.9%	\$227,500	\$132,588	71.6%
Whitehaven	Units	986	925	6.6%	977	902	8.3%	9	23	-60.9%	7	7	0.0%
	Median Sales Price	\$106,450	\$85,000	25.2%	\$105,000	\$84,900	23.7%	\$300,000	\$205,400	46.1%	\$65,900	\$71,000	-7.2%
	Ave. Sales Price	\$112,835	\$96,503	16.9%	\$111,395	\$93,691	18.9%	\$269,207	\$206,763	30.2%	\$74,807	\$59,129	26.5%
Parkway/ Village/ Oakhaven	Units	601	585	2.7%	600	584	2.7%	1	1	0.0%	1	5	-80.0%
	Median Sales Price	\$109,900	\$91,000	20.8%	\$109,900	\$90,515	21.4%					\$66,300	
	Ave. Sales Price	\$112,545	\$96,832	16.2%	\$112,553	\$96,784	16.3%	\$120,000	\$125,000	-4.0%	\$109,900	\$75,957	44.7%
Hickory Hill	Units	1,219	1,351	-9.8%	1,203	1,344	-10.5%	16	7	128.6%	4	4	0.0%
	Median Sales Price	\$180,000	\$159,000	13.2%	\$180,000	\$158,000	13.9%	\$385,900	\$220,000	75.4%	\$118,793	\$133,500	-11.0%
	Ave. Sales Price	\$194,881	\$162,183	20.2%	\$192,378	\$161,804	18.9%	\$383,050	\$235,100	62.9%	\$117,150	\$135,375	-13.5%
Southwind	Units	147	188	-21.8%	130	145	-10.3%	17	43	-60.5%		1	
	Median Sales Price	\$324,086	\$271,450	19.4%	\$325,000	\$300,000	8.3%	\$316,608	\$253,232	25.0%			
	Ave. Sales Price	\$399,821	\$351,902	13.6%	\$410,722	\$380,297	8.0%	\$316,084	\$256,152	23.4%		\$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	2,248	2,807	-19.9%	2,161	2,749	-21.4%	87	58	50.0%	2	6	-66.7%
	Median Sales Price	\$278,250	\$240,000	15.9%	\$275,000	\$238,500	15.3%	\$430,000	\$361,159	19.1%		\$273,500	
	Ave. Sales Price	\$295,252	\$255,522	15.5%	\$290,134	\$253,044	14.7%	\$422,368	\$372,992	13.2%	\$189,500	\$325,188	-41.7%
Bartlett	Units	1,147	1,347	-14.8%	1,095	1,339	-18.2%	52	8	550.0%	2	1	100.0%
	Median Sales Price	\$305,000	\$270,000	13.0%	\$300,000	\$270,000	11.1%	\$498,310	\$332,900	49.7%			
	Ave. Sales Price	\$319,153	\$279,095	14.4%	\$311,240	\$278,709	11.7%	\$485,784	\$343,662	41.4%	\$292,750	\$237,000	23.5%
G'town	Units	751	917	-18.1%	741	912	-18.8%	10	5	100.0%	3	2	50.0%
	Median Sales Price	\$450,000	\$415,000	8.4%	\$450,000	\$415,000	8.4%	\$1,450,000	\$995,000	45.7%	\$405,000		
	Ave. Sales Price	\$535,872	\$474,257	13.0%	\$524,193	\$470,289	11.5%	\$1,401,254	\$1,198,000	17.0%	\$556,833	\$329,944	68.8%
Collierville	Units	1,103	1,297	-15.0%	938	1,115	-15.9%	165	182	-9.3%		1	
	Median Sales Price	\$500,000	\$464,000	7.8%	\$467,750	\$435,000	7.5%	\$697,001	\$600,000	16.2%			
	Ave. Sales Price	\$552,869	\$492,814	12.2%	\$522,044	\$467,108	11.8%	\$728,105	\$650,298	12.0%		\$560,000	
Lakeland	Units	345	360	-4.2%	284	304	-6.6%	61	56	8.9%			
	Median Sales Price	\$480,000	\$382,500	25.5%	\$417,450	\$346,000	20.7%	\$575,000	\$513,630	11.9%			
	Ave. Sales Price	\$483,655	\$399,994	20.9%	\$460,905	\$375,459	22.8%	\$589,572	\$533,184	10.6%			
Arlington	Units	332	521	-36.3%	269	395	-31.9%	63	126	-50.0%			
	Median Sales Price	\$421,972	\$375,000	12.5%	\$390,000	\$345,000	13.0%	\$494,490	\$419,900	17.8%			
	Ave. Sales Price	\$420,285	\$370,276	13.5%	\$400,905	\$348,314	15.1%	\$503,036	\$439,194	14.5%			
Millington	Units	297	300	-1.0%	260	267	-2.6%	37	33	12.1%	3	1	200.0%
	Median Sales Price	\$225,000	\$175,000	28.6%	\$204,000	\$160,500	27.1%	\$299,990	\$242,990	23.5%	\$108,500		
	Ave. Sales Price	\$233,246	\$181,201	28.7%	\$221,639	\$172,450	28.5%	\$314,805	\$252,004	24.9%	\$117,900	\$194,900	-39.5%
Shelby County	Units	17,839	19,914	-10.4%	17,224	19,303	-10.8%	615	611	0.7%	68	84	-19.0%
	Median Sales Price	\$210,000	\$195,000	7.7%	\$200,000	\$190,000	5.3%	\$493,105	\$444,900	10.8%	\$73,500	\$64,172	14.5%
	Ave. Sales Price	\$257,936	\$236,277	9.2%	\$248,458	\$228,947	8.5%	\$523,371	\$467,862	11.9%	\$121,349	\$115,558	5.0%
Fayette County	Units	953	1,174	-18.8%	673	849	-20.7%	280	325	-13.8%	1	6	-83.3%
	Median Sales Price	\$332,000	\$300,000	10.7%	\$317,301	\$295,000	7.6%	\$374,950	\$339,950	10.3%		\$54,275	
	Ave. Sales Price	\$364,459	\$341,538	6.7%	\$347,026	\$332,764	4.3%	\$406,362	\$364,458	11.5%	\$40,000	\$75,142	-46.8%
Tipton County	Units	1,080	1,217	-11.3%	987	1,093	-9.7%	93	124	-25.0%	13	19	-31.6%
	Median Sales Price	\$240,000	\$214,000	12.1%	\$225,000	\$200,000	12.5%	\$350,000	\$283,990	23.2%	\$117,500	\$97,000	21.1%
	Ave. Sales Price	\$248,257	\$217,172	14.3%	\$237,872	\$208,563	14.1%	\$358,479	\$293,050	22.3%	\$124,989	\$132,563	-5.7%