

Sales Summary

	June Total Sales			YTD Total Sales		
	2023	2022	% change	2023	2022	% change
Units	1,762	2,016	-12.6%	7,587	10,143	-25.2%
Median Sales Price	\$240,000	\$250,000	-4.0%	\$215,000	\$220,000	-2.3%
Average Sales Price	\$289,309	\$287,472	0.6%	\$263,017	\$260,203	1.1%

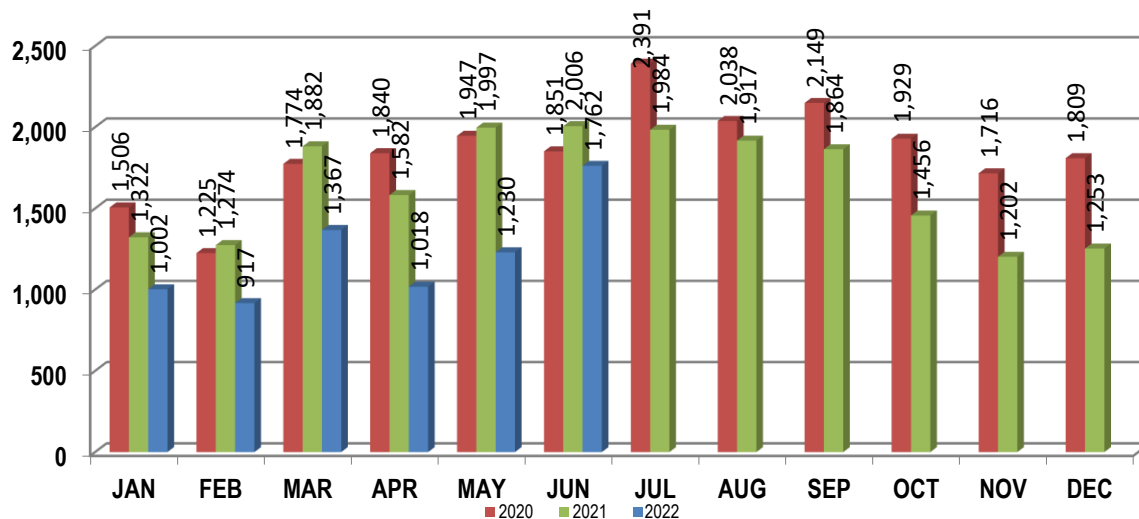
	June Existing Sales			YTD Existing Sales		
	2023	2022	% change	2023	2022	% change
Units	1,672	1,923	-13.1%	7,137	9,683	-26.3%
Median Sales Price	\$231,000	\$240,000	-3.8%	\$200,000	\$210,000	-4.8%
Average Sales Price	\$278,273	\$278,916	-0.2%	\$248,739	\$250,232	-0.6%

	June New Home Sales			YTD New Home Sales		
	2023	2022	% change	2023	2022	% change
Units	90	93	-3.2%	450	460	-2.2%
Median Sales Price	\$420,975	\$417,880	0.7%	\$439,900	\$420,500	4.6%
Average Sales Price	\$494,335	\$464,396	6.4%	\$489,467	\$470,086	4.1%

	June Bank Sales			YTD Bank Sales*		
	2023	2022	% change	2023	2022	% change
Units	13	8	62.5%	61	33	84.8%
Median Sales Price	\$120,000	\$102,450	17.1%	\$71,400	\$95,000	-24.8%
Average Sales Price	\$175,010	\$112,862	55.1%	\$136,532	\$155,464	-12.2%

	June Non-Bank Sales			YTD Non-Bank Sales		
	2023	2022	% change	2023	2022	% change
Units	1,749	2,008	-12.9%	7,526	10,110	-25.6%
Median Sales Price	\$240,000	\$250,000	-4.0%	\$215,000	\$220,000	-2.3%
Average Sales Price	\$290,158	\$288,168	0.7%	\$264,042	\$260,545	1.3%

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.



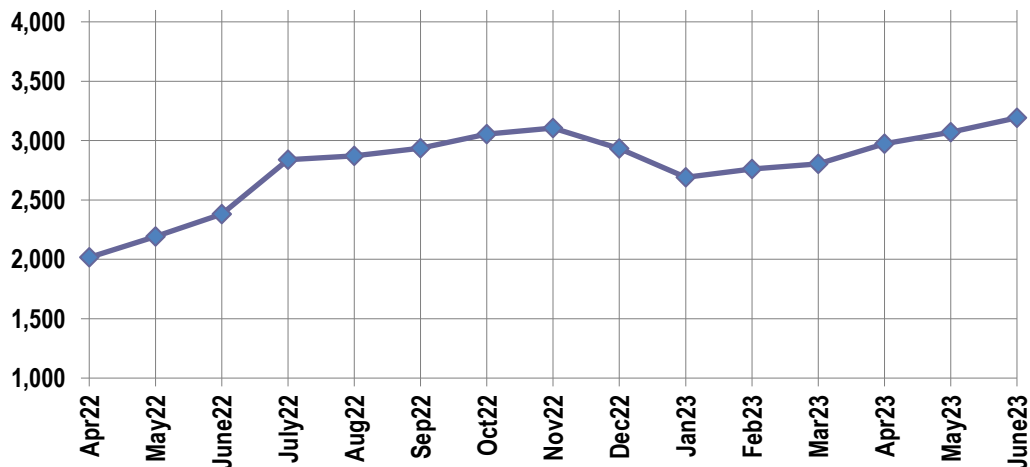
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	2,987	\$379,694
Condo/Co-op	155	\$247,660
Duplex	50	\$191,792
Market Total	3,192	\$370,339

Pending Sales		
	Units	Ave. List Price
Single Family	900	\$337,403
Condo/Co-op	35	\$319,022
Duplex	19	\$157,089
Market Total	954	\$333,137

	June Foreclosure Actions			YTD Foreclosure Actions		
	2023	2022	% change	2023	2022	% change
Total	28	47	-40.4%	206	187	10.2%

Active Listings: Trend and 24-Month Totals



Inventory

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
Jun-22	2,380	Jun-23	3,192

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Frayser	Units	96	99	-3.0%	94	99	-5.1%	2				2	
	Median Sales Price	\$82,750	\$90,000	-8.1%	\$81,250	\$90,000	-9.7%						
	Ave. Sales Price	\$100,693	\$96,165	4.7%	\$99,814	\$96,165	3.8%	\$142,000				\$74,500	
Raleigh/ Cov. Pike	Units	95	94	1.1%	94	92	2.2%	1	2	-50.0%	1		
	Median Sales Price	\$152,000	\$157,000	-3.2%	\$152,500	\$159,500	-4.4%						
	Ave. Sales Price	\$157,346	\$161,606	-2.6%	\$157,424	\$162,152	-2.9%	\$150,000	\$136,500	9.9%	\$180,000		
Downtown	Units	48	51	-5.9%	46	51	-9.8%	2					
	Median Sales Price	\$323,500	\$187,500	72.5%	\$325,572	\$187,500	73.6%						
	Ave. Sales Price	\$315,947	\$230,418	37.1%	\$323,184	\$230,418	40.3%	\$149,500					
Midtown	Units	96	117	-17.9%	95	116	-18.1%	1	1	0.0%	3		
	Median Sales Price	\$236,000	\$250,000	-5.6%	\$235,000	\$249,450	-5.8%				\$100,000		
	Ave. Sales Price	\$246,201	\$264,219	-6.8%	\$244,172	\$261,862	-6.8%	\$439,000	\$537,610	-18.3%	\$97,333		
S. Memphis	Units	91	99	-8.1%	90	99	-9.1%	1			3	1	200.0%
	Median Sales Price	\$60,000	\$75,000	-20.0%	\$60,000	\$75,000	-20.0%				\$27,000		
	Ave. Sales Price	\$73,218	\$83,139	-11.9%	\$72,198	\$83,139	-13.2%	\$165,000			\$42,333	\$15,000	182.2%
Berclair/ Highland Heights	Units	62	68	-8.8%	62	68	-8.8%						
	Median Sales Price	\$113,500	\$100,000	13.5%	\$113,500	\$100,000	13.5%						
	Ave. Sales Price	\$109,963	\$108,730	1.1%	\$109,963	\$108,730	1.1%						
E. Memphis	Units	280	298	-6.0%	279	297	-6.1%	1	1	0.0%	1		
	Median Sales Price	\$254,950	\$241,500	5.6%	\$252,500	\$241,000	4.8%						
	Ave. Sales Price	\$303,663	\$319,044	-4.8%	\$302,977	\$319,012	-5.0%	\$495,000	\$328,500	50.7%	\$451,250		
Whitehaven	Units	88	84	4.8%	87	84	3.6%	1			2		
	Median Sales Price	\$119,500	\$98,000	21.9%	\$120,000	\$98,000	22.4%						
	Ave. Sales Price	\$128,202	\$103,961	23.3%	\$129,215	\$103,961	24.3%	\$40,000			\$113,050		
Parkway Village/ Oakhaven	Units	57	51	11.8%	57	51	11.8%					1	
	Median Sales Price	\$112,000	\$100,000	12.0%	\$112,000	\$100,000	12.0%						
	Ave. Sales Price	\$111,112	\$106,309	4.5%	\$111,112	\$106,309	4.5%					\$109,900	
Hickory Hill	Units	125	117	6.8%	122	117	4.3%	3			1		
	Median Sales Price	\$195,000	\$185,000	5.4%	\$188,000	\$185,000	1.6%	\$378,000					
	Ave. Sales Price	\$197,204	\$208,030	-5.2%	\$192,810	\$208,030	-7.3%	\$375,933			\$247,879		
Southwind	Units	9	10	-10.0%	8	10	-20.0%	1					
	Median Sales Price	\$316,000	\$315,445	0.2%	\$302,500	\$315,445	-4.1%						
	Ave. Sales Price	\$406,998	\$334,339	21.7%	\$416,778	\$334,339	24.7%	\$328,758					

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Cordova	Units	194	241	-19.5%	182	229	-20.5%	12	12	0.0%		2	
	Median Sales Price	\$285,000	\$289,000	-1.4%	\$279,000	\$283,500	-1.6%	\$381,066	\$419,900	-9.2%			
	Ave. Sales Price	\$309,038	\$308,428	0.2%	\$303,220	\$301,550	0.6%	\$397,278	\$439,682	-9.6%		\$189,500	
Bartlett	Units	95	145	-34.5%	93	142	-34.5%	2	3	-33.3%			
	Median Sales Price	\$305,000	\$323,900	-5.8%	\$305,000	\$317,250	-3.9%		\$516,033				
	Ave. Sales Price	\$306,241	\$330,989	-7.5%	\$305,485	\$328,192	-6.9%	\$341,400	\$463,369	-26.3%			
G'town	Units	98	78	25.6%	95	78	21.8%	3					
	Median Sales Price	\$482,500	\$480,000	0.5%	\$476,500	\$480,000	-0.7%	\$1,347,000					
	Ave. Sales Price	\$617,997	\$547,879	12.8%	\$591,386	\$547,879	7.9%	\$1,460,667					
Collierville	Units	118	153	-22.9%	101	134	-24.6%	17	19	-10.5%			
	Median Sales Price	\$520,500	\$495,000	5.2%	\$510,000	\$475,700	7.2%	\$799,000	\$650,000	22.9%			
	Ave. Sales Price	\$591,880	\$553,014	7.0%	\$567,802	\$535,682	6.0%	\$734,928	\$675,253	8.8%			
Lakeland	Units	29	37	-21.6%	26	31	-16.1%	3	6	-50.0%			
	Median Sales Price	\$495,000	\$505,000	-2.0%	\$477,500	\$495,000	-3.5%	\$642,600	\$604,932	6.2%			
	Ave. Sales Price	\$513,029	\$494,927	3.7%	\$496,475	\$473,336	4.9%	\$656,498	\$606,476	8.2%			
Arlington	Units	28	37	-24.3%	22	28	-21.4%	6	9	-33.3%			
	Median Sales Price	\$476,180	\$425,000	12.0%	\$432,250	\$407,500	6.1%	\$552,535	\$467,375	18.2%			
	Ave. Sales Price	\$457,054	\$434,090	5.3%	\$432,518	\$419,807	3.0%	\$547,021	\$478,527	14.3%			
Millington	Units	24	25	-4.0%	24	25	-4.0%					1	
	Median Sales Price	\$194,000	\$190,000	2.1%	\$194,000	\$190,000	2.1%						
	Ave. Sales Price	\$234,651	\$201,700	16.3%	\$234,651	\$201,700	16.3%					\$190,000	
Shelby County	Units	1,612	1,793	-10.1%	1,556	1,740	-10.6%	56	53	5.7%	11	7	57.1%
	Median Sales Price	\$231,250	\$240,000	-3.6%	\$225,000	\$233,000	-3.4%	\$478,680	\$506,690	-5.5%	\$100,000	\$109,900	-9.0%
	Ave. Sales Price	\$284,911	\$283,616	0.5%	\$275,302	\$275,829	-0.2%	\$551,895	\$539,260	2.3%	\$138,566	\$120,414	15.1%
Fayette County	Units	66	92	-28.3%	43	60	-28.3%	23	32	-28.1%	1		
	Median Sales Price	\$366,445	\$339,995	7.8%	\$333,000	\$345,000	-3.5%	\$384,900	\$339,990	13.2%			
	Ave. Sales Price	\$423,388	\$373,228	13.4%	\$428,755	\$379,181	13.1%	\$413,354	\$362,067	14.2%	\$261,000		
Tipton County	Units	84	131	-35.9%	73	123	-40.7%	11	8	37.5%	1	1	0.0%
	Median Sales Price	\$270,500	\$265,000	2.1%	\$255,000	\$255,000	0.0%	\$385,000	\$385,000	0.0%			
	Ave. Sales Price	\$268,360	\$280,024	-4.2%	\$252,949	\$273,669	-7.6%	\$370,633	\$377,738	-1.9%	\$489,900	\$60,000	716.5%

		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	512	584	-12.3%	501	581	-13.8%	11	3	266.7%	2	7	-71.4%
	Median Sales Price	\$90,750	\$78,849	15.1%	\$90,000	\$78,000	15.4%	\$157,000	\$130,000	20.8%		\$60,000	
	Ave. Sales Price	\$99,908	\$90,689	10.2%	\$98,363	\$90,446	8.8%	\$170,273	\$137,667	23.7%	\$66,200	\$71,500	-7.4%
Raleigh/ Cov. Pike	Units	388	563	-31.1%	385	560	-31.3%	3	3	0.0%	4	2	100.0%
	Median Sales Price	\$150,000	\$142,000	5.6%	\$149,900	\$141,500	5.9%	\$182,500	\$142,000	28.5%	\$155,000		
	Ave. Sales Price	\$152,881	\$146,374	4.4%	\$152,559	\$146,221	4.3%	\$194,167	\$174,833	11.1%	\$145,424	\$45,000	223.2%
Downtown	Units	185	299	-38.1%	180	294	-38.8%	5	5	0.0%	1	1	0.0%
	Median Sales Price	\$300,000	\$231,000	29.9%	\$304,750	\$230,500	32.2%	\$160,000	\$255,000	-37.3%			
	Ave. Sales Price	\$316,752	\$268,821	17.8%	\$319,011	\$268,883	18.6%	\$235,400	\$265,200	-11.2%	\$20,000	\$45,000	-55.6%
Midtown	Units	444	612	-27.5%	442	601	-26.5%	2	11	-81.8%	9	2	350.0%
	Median Sales Price	\$205,000	\$212,337	-3.5%	\$205,000	\$210,000	-2.4%		\$385,000		\$40,000		
	Ave. Sales Price	\$230,821	\$232,038	-0.5%	\$230,555	\$228,624	0.8%	\$289,500	\$418,575	-30.8%	\$51,262	\$17,000	201.5%
S. Memphis	Units	470	526	-10.6%	468	525	-10.9%	2	1	100.0%	10	2	400.0%
	Median Sales Price	\$65,000	\$62,150	4.6%	\$65,000	\$62,000	4.8%				\$285,000		
	Ave. Sales Price	\$75,406	\$73,064	3.2%	\$74,959	\$72,593	3.3%	\$179,950	\$320,000	-43.8%	\$31,260	\$17,500	78.6%
Berclair/ Highland Heights	Units	268	400	-33.0%	267	400	-33.3%	1			4	1	300.0%
	Median Sales Price	\$95,000	\$90,000	5.6%	\$95,000	\$90,000	5.6%				\$71,750		
	Ave. Sales Price	\$102,237	\$97,355	5.0%	\$102,077	\$97,355	4.9%	\$145,000			\$67,850	\$44,000	54.2%
E. Memphis	Units	1,189	1,565	-24.0%	1,180	1,549	-23.8%	9	16	-43.8%	3	4	-25.0%
	Median Sales Price	\$230,000	\$225,000	2.2%	\$230,000	\$223,000	3.1%	\$495,000	\$717,000	-31.0%	\$191,400	\$186,500	2.6%
	Ave. Sales Price	\$287,024	\$291,936	-1.7%	\$284,850	\$287,668	-1.0%	\$572,094	\$705,099	-18.9%	\$245,883	\$256,750	-4.2%
Whitehaven	Units	400	467	-14.3%	397	465	-14.6%	3	2	50.0%	3	3	0.0%
	Median Sales Price	\$115,000	\$100,000	15.0%	\$115,000	\$100,000	15.0%	\$130,000			\$120,000	\$107,000	12.1%
	Ave. Sales Price	\$118,299	\$108,186	9.3%	\$118,349	\$107,407	10.2%	\$111,667	\$289,179	-61.4%	\$115,367	\$110,967	4.0%
Parkway Village/ Oakhaven	Units	242	309	-21.7%	241	309	-22.0%	1				1	
	Median Sales Price	\$114,825	\$109,900	4.5%	\$114,750	\$109,900	4.4%						
	Ave. Sales Price	\$119,820	\$110,015	8.9%	\$119,425	\$110,015	8.6%	\$215,000				\$109,900	
Hickory Hill	Units	459	648	-29.2%	449	638	-29.6%	10	10	0.0%	4	1	300.0%
	Median Sales Price	\$172,500	\$180,000	-4.2%	\$171,000	\$180,000	-5.0%	\$369,450	\$387,900	-4.8%	\$141,689		
	Ave. Sales Price	\$178,181	\$202,298	-11.9%	\$174,430	\$199,417	-12.5%	\$346,630	\$386,120	-10.2%	\$162,345	\$115,000	41.2%
Southwind	Units	54	72	-25.0%	43	62	-30.6%	11	10	10.0%	2		
	Median Sales Price	\$314,287	\$316,847	-0.8%	\$309,300	\$315,350	-1.9%	\$323,575	\$320,355	1.0%			
	Ave. Sales Price	\$363,047	\$371,169	-2.2%	\$373,073	\$379,653	-1.7%	\$323,851	\$318,569	1.7%	\$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	801	1,166	-31.3%	744	1,132	-34.3%	57	34	67.6%	1	2	-50.0%
	Median Sales Price	\$274,900	\$278,000	-1.1%	\$265,000	\$275,000	-3.6%	\$385,021	\$424,900	-9.4%			
	Ave. Sales Price	\$293,249	\$293,575	-0.1%	\$284,020	\$289,726	-2.0%	\$413,714	\$421,706	-1.9%	\$270,000	\$189,500	42.5%
Bartlett	Units	397	593	-33.1%	389	577	-32.6%	8	16	-50.0%	1		
	Median Sales Price	\$297,000	\$300,000	-1.0%	\$295,000	\$298,500	-1.2%	\$345,900	\$485,665	-28.8%			
	Ave. Sales Price	\$302,856	\$312,935	-3.2%	\$301,229	\$308,903	-2.5%	\$381,951	\$458,353	-16.7%	\$235,900		
G'town	Units	297	370	-19.7%	293	367	-20.2%	4	3	33.3%	1	3	-66.7%
	Median Sales Price	\$450,000	\$440,500	2.2%	\$450,000	\$440,000	2.3%	\$1,331,000	\$1,585,000	-16.0%		\$405,000	
	Ave. Sales Price	\$566,555	\$519,216	9.1%	\$555,579	\$509,221	9.1%	\$1,370,500	\$1,741,928	-21.3%	\$498,000	\$556,883	-10.6%
Collierville	Units	426	569	-25.1%	354	484	-26.9%	72	85	-15.3%			
	Median Sales Price	\$510,000	\$500,000	2.0%	\$470,000	\$464,950	1.1%	\$755,404	\$650,000	16.2%			
	Ave. Sales Price	\$553,898	\$546,617	1.3%	\$508,908	\$523,490	-2.8%	\$775,099	\$678,308	14.3%			
Lakeland	Units	118	189	-37.6%	86	147	-41.5%	32	42	-23.8%	1		
	Median Sales Price	\$525,000	\$485,000	8.2%	\$450,000	\$392,000	14.8%	\$651,440	\$564,900	15.3%			
	Ave. Sales Price	\$512,161	\$470,542	8.8%	\$457,009	\$441,073	3.6%	\$660,382	\$573,683	15.1%	\$705,800		
Arlington	Units	135	155	-12.9%	94	128	-26.6%	41	27	51.9%			
	Median Sales Price	\$464,950	\$410,000	13.4%	\$403,500	\$375,000	7.6%	\$539,170	\$493,313	9.3%			
	Ave. Sales Price	\$452,015	\$411,536	9.8%	\$410,775	\$392,993	4.5%	\$546,567	\$499,442	9.4%			
Millington	Units	121	127	-4.7%	106	122	-13.1%	15	5	200.0%		1	
	Median Sales Price	\$209,900	\$198,000	6.0%	\$195,000	\$195,500	-0.3%	\$299,990	\$366,100	-18.1%			
	Ave. Sales Price	\$229,496	\$223,560	2.7%	\$216,502	\$217,386	-0.4%	\$321,319	\$374,220	-14.1%		\$190,000	
Shelby County	Units	6,823	9,091	-24.9%	6,536	8,818	-25.9%	287	273	5.1%	46	29	58.6%
	Median Sales Price	\$203,000	\$210,000	-3.3%	\$195,000	\$200,000	-2.5%	\$492,085	\$516,033	-4.6%	\$66,480	\$91,000	-26.9%
	Ave. Sales Price	\$257,329	\$257,168	0.1%	\$245,106	\$248,108	-1.2%	\$535,964	\$549,813	-2.5%	\$124,789	\$156,166	-20.1%
Fayette County	Units	347	470	-26.2%	227	336	-32.4%	120	134	-10.4%	5		
	Median Sales Price	\$359,900	\$313,161	14.9%	\$325,000	\$310,000	4.8%	\$384,900	\$315,619	22.0%	\$46,000		
	Ave. Sales Price	\$386,014	\$334,097	15.5%	\$370,529	\$324,163	14.3%	\$415,306	\$359,007	15.7%	\$121,400		
Tipton County	Units	417	582	-28.4%	374	529	-29.3%	43	53	-18.9%	10	4	150.0%
	Median Sales Price	\$250,000	\$240,000	4.2%	\$237,708	\$225,000	5.6%	\$385,000	\$296,000	30.1%	\$112,638	\$153,750	-26.7%
	Ave. Sales Price	\$253,726	\$247,927	2.3%	\$238,300	\$238,676	-0.2%	\$387,892	\$340,254	14.0%	\$198,118	\$150,375	31.7%