

### Sales Summary

	October Total Sales			YTD Total Sales		
	2022	2021	% change	2022	2021	% change
Units	1,456	1,937	-24.8%	17,387	18,761	-7.3%
Median Sales Price	\$200,000	\$215,000	-7.0%	\$220,000	\$201,000	9.5%
Average Sales Price	\$253,975	\$249,042	2.0%	\$262,768	\$236,674	11.0%

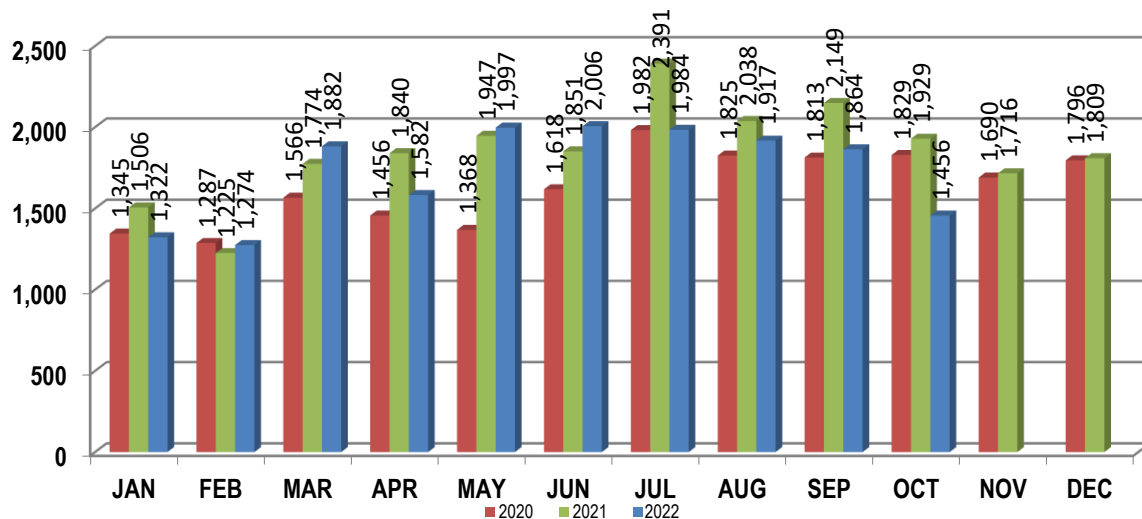
	October Existing Sales			YTD Existing Sales		
	2022	2021	% change	2022	2021	% change
Units	1,394	1,861	-25.1%	16,600	17,904	-7.3%
Median Sales Price	\$188,250	\$205,000	-8.2%	\$210,096	\$194,000	8.3%
Average Sales Price	\$245,448	\$240,938	1.9%	\$252,907	\$228,701	10.6%

	October New Home Sales			YTD New Home Sales		
	2022	2021	% change	2022	2021	% change
Units	62	76	-18.4%	787	857	-8.2%
Median Sales Price	\$429,950	\$385,025	11.7%	\$434,900	\$368,455	18.0%
Average Sales Price	\$445,701	\$447,499	-0.4%	\$470,767	\$403,246	16.7%

	October Bank Sales			YTD Bank Sales*		
	2022	2021	% change	2022	2021	% change
Units	7			63	99	-36.4%
Median Sales Price				\$83,500	\$65,001	28.5%
Average Sales Price	\$150,616			\$134,834	\$115,002	17.2%

	October Non-Bank Sales			YTD Non-Bank Sales		
	2022	2021	% change	2022	2021	% change
Units	1,449	1,937	-25.2%	17,324	18,662	-7.2%
Median Sales Price	\$200,000	\$215,000	-7.0%	\$220,000	\$202,000	8.9%
Average Sales Price	\$254,474	\$249,042	2.2%	\$263,233	\$237,319	10.9%

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.

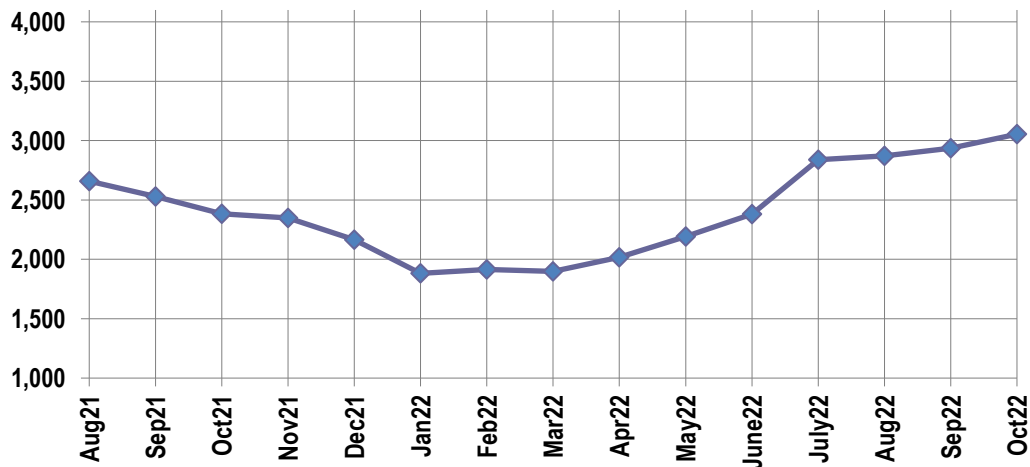


**Active Listings, Pending Sales and Foreclosure Action Summary**

Active Listings		
	Units	Ave. List Price
Single Family	2,884	\$376,021
Condo/Co-op	126	\$224,906
Duplex	44	\$198,503
Market Total	3,054	\$367,229

Pending Sales		
	Units	Ave. List Price
Single Family	1,050	\$315,903
Condo/Co-op	42	\$202,409
Duplex	11	\$144,145
Market Total	1,103	\$309,869

	October Foreclosure Actions			YTD Foreclosure Actions		
	2022	2021	% change	2022	2021	% change
Total	42	28	50.0%	364	248	46.8%


**Inventory**

Nov-20	2,644	Nov-21	2,348
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

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Fraser	Units	90	95	-5.3%	89	91	-2.2%	1	4	-75.0%	1		
	Median Sales Price	\$90,000	\$77,000	16.9%	\$90,000	\$75,900	18.6%		\$125,000				
	Ave. Sales Price	\$100,210	\$87,083	15.1%	\$99,539	\$85,537	16.4%	\$159,999	\$122,250	30.9%	\$40,411		
Raleigh/ Cov. Pike	Units	89	98	-9.2%	89	98	-9.2%						
	Median Sales Price	\$149,500	\$144,500	3.5%	\$149,500	\$144,500	3.5%						
	Ave. Sales Price	\$153,690	\$146,230	5.1%	\$153,690	\$146,230	5.1%						
Downtown	Units	32	43	-25.6%	32	43	-25.6%						
	Median Sales Price	\$222,500	\$275,000	-19.1%	\$222,500	\$275,000	-19.1%						
	Ave. Sales Price	\$273,091	\$301,770	-9.5%	\$273,091	\$301,770	-9.5%						
Midtown	Units	81	103	-21.4%	80	103	-22.3%	1					
	Median Sales Price	\$166,500	\$201,000	-17.2%	\$166,500	\$201,000	-17.2%						
	Ave. Sales Price	\$232,283	\$222,344	4.5%	\$230,075	\$222,344	3.5%	\$409,000					
S. Memphis	Units	79	88	-10.2%	78	88	-11.4%	1			1		
	Median Sales Price	\$60,500	\$61,700	-1.9%	\$59,325	\$61,700	-3.8%						
	Ave. Sales Price	\$132,648	\$65,519	102.5%	\$130,247	\$65,519	98.8%	\$319,900			\$53,000		
Berkshire/ Highland Heights	Units	69	91	-24.2%	68	91	-25.3%	1					
	Median Sales Price	\$100,000	\$74,000	35.1%	\$97,500	\$74,000	31.8%						
	Ave. Sales Price	\$101,254	\$82,237	23.1%	\$100,464	\$82,237	22.2%	\$155,000					
E. Memphis	Units	245	315	-22.2%	242	313	-22.7%	3	2	50.0%	2		
	Median Sales Price	\$180,000	\$190,000	-5.3%	\$180,000	\$188,000	-4.3%	\$199,999					
	Ave. Sales Price	\$248,481	\$257,227	-3.4%	\$249,268	\$253,344	-1.6%	\$185,000	\$865,000	-78.6%	\$264,250		
Whitehaven	Units	83	76	9.2%	82	75	9.3%	1	1	0.0%			
	Median Sales Price	\$120,000	\$95,000	26.3%	\$113,950	\$95,000	19.9%						
	Ave. Sales Price	\$119,513	\$104,156	14.7%	\$117,043	\$102,518	14.2%	\$322,000	\$227,000	41.9%			
Parkway Village/ Oakhaven	Units	51	49	4.1%	51	49	4.1%						
	Median Sales Price	\$113,500	\$102,000	11.3%	\$113,500	\$102,000	11.3%						
	Ave. Sales Price	\$116,523	\$97,814	19.1%	\$116,523	\$97,814	19.1%						
Hickory Hill	Units	88	127	-30.7%	86	127	-32.3%	2					
	Median Sales Price	\$175,250	\$166,500	5.3%	\$172,000	\$166,500	3.3%						
	Ave. Sales Price	\$178,583	\$170,306	4.9%	\$174,133	\$170,306	2.2%	\$369,900					
Southwind	Units	12	20	-40.0%	12	16	-25.0%		4				
	Median Sales Price	\$320,000	\$287,500	11.3%	\$320,000	\$300,500	6.5%		\$253,071				
	Ave. Sales Price	\$418,598	\$402,943	3.9%	\$418,598	\$437,869	-4.4%		\$263,238				

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Cordova	Units	154	272	-43.4%	145	270	-46.3%	9	2	350.0%			
	Median Sales Price	\$266,750	\$255,000	4.6%	\$260,000	\$254,000	2.4%	\$434,900					
	Ave. Sales Price	\$285,079	\$253,093	12.6%	\$276,255	\$252,077	9.6%	\$427,247	\$390,269	9.5%			
Bartlett	Units	67	123	-45.5%	64	122	-47.5%	3	1	200.0%			
	Median Sales Price	\$299,000	\$266,000	12.4%	\$292,500	\$264,750	10.5%	\$574,570					
	Ave. Sales Price	\$321,176	\$287,175	11.8%	\$309,562	\$286,350	8.1%	\$568,937	\$387,900	46.7%			
G'town	Units	61	82	-25.6%	61	82	-25.6%						
	Median Sales Price	\$456,100	\$395,000	15.5%	\$456,100	\$395,000	15.5%						
	Ave. Sales Price	\$503,515	\$459,742	9.5%	\$503,515	\$459,742	9.5%						
Collierville	Units	69	102	-32.4%	62	85	-27.1%	7	17	-58.8%			
	Median Sales Price	\$520,000	\$504,040	3.2%	\$515,000	\$475,000	8.4%	\$647,750	\$630,000	2.8%			
	Ave. Sales Price	\$559,196	\$520,892	7.4%	\$546,790	\$491,273	11.3%	\$669,083	\$668,984	0.0%			
Lakeland	Units	19	28	-32.1%	16	24	-33.3%	3	4	-25.0%			
	Median Sales Price	\$550,000	\$327,500	67.9%	\$507,450	\$283,500	79.0%	\$685,000	\$552,989	23.9%			
	Ave. Sales Price	\$536,855	\$373,687	43.7%	\$510,056	\$341,344	49.4%	\$679,780	\$567,745	19.7%			
Arlington	Units	17	40	-57.5%	16	32	-50.0%	1	8	-87.5%			
	Median Sales Price	\$435,000	\$390,000	11.5%	\$405,000	\$384,000	5.5%		\$433,857				
	Ave. Sales Price	\$434,389	\$402,126	8.0%	\$423,781	\$385,578	9.9%	\$604,120	\$468,317	29.0%			
Millington	Units	31	13	138.5%	24	13	84.6%	7			1		
	Median Sales Price	\$260,000	\$185,000	40.5%	\$226,000	\$185,000	22.2%	\$301,990					
	Ave. Sales Price	\$234,148	\$208,608	12.2%	\$213,443	\$208,608	2.3%	\$305,134			\$108,500		
Shelby County	Units	1,306	1,727	-24.4%	1,267	1,684	-24.8%	39	43	-9.3%	5		
	Median Sales Price	\$184,900	\$200,000	-7.6%	\$179,000	\$199,825	-10.4%	\$419,000	\$503,081	-16.7%	\$78,500		
	Ave. Sales Price	\$246,857	\$242,198	1.9%	\$240,627	\$235,284	2.3%	\$449,249	\$512,968	-12.4%	\$146,082		
Fayette County	Units	74	108	-31.5%	57	83	-31.3%	17	25	-32.0%			
	Median Sales Price	\$331,999	\$351,150	-5.5%	\$315,000	\$350,000	-10.0%	\$450,000	\$370,000	21.6%			
	Ave. Sales Price	\$367,086	\$392,549	-6.5%	\$342,788	\$394,327	-13.1%	\$448,555	\$386,646	16.0%			
Tipton County	Units	76	102	-25.5%	70	94	-25.5%	6	8	-25.0%	2		
	Median Sales Price	\$246,000	\$218,750	12.5%	\$237,250	\$202,450	17.2%	\$398,728	\$273,990	45.5%			
	Ave. Sales Price	\$266,154	\$212,980	25.0%	\$253,434	\$206,786	22.6%	\$414,547	\$285,762	45.1%	\$161,950		

		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	974	992	-1.8%	962	976	-1.4%	12	16	-25.0%	11	12	-8.3%
	Median Sales Price	\$81,200	\$70,000	16.0%	\$80,650	\$70,000	15.2%	\$163,749	\$125,000	31.0%	\$55,501	\$51,745	7.3%
	Ave. Sales Price	\$95,044	\$79,146	20.1%	\$94,276	\$78,476	20.1%	\$156,583	\$119,969	30.5%	\$61,483	\$69,574	-11.6%
Raleigh/ Cov. Pike	Units	976	908	7.5%	970	900	7.8%	6	8	-25.0%	5	6	-16.7%
	Median Sales Price	\$146,250	\$120,000	21.9%	\$146,550	\$120,000	22.1%	\$141,500	\$140,000	1.1%	\$75,000	\$137,000	-45.3%
	Ave. Sales Price	\$150,311	\$123,284	21.9%	\$150,258	\$123,019	22.1%	\$158,917	\$153,125	3.8%	\$80,200	\$113,750	-29.5%
Downtown	Units	500	504	-0.8%	487	500	-2.6%	13	4	225.0%	3	2	50.0%
	Median Sales Price	\$230,000	\$255,000	-9.8%	\$231,000	\$255,495	-9.6%	\$144,000	\$122,000	18.0%	\$35,000		
	Ave. Sales Price	\$268,195	\$271,383	-1.2%	\$269,355	\$271,756	-0.9%	\$224,731	\$224,750	0.0%	\$37,833	\$274,000	-86.2%
Midtown	Units	1,006	1,085	-7.3%	991	1,071	-7.5%	15	14	7.1%	6	6	0.0%
	Median Sales Price	\$205,000	\$208,000	-1.4%	\$200,000	\$205,000	-2.4%	\$385,000	\$347,500	10.8%	\$54,500	\$30,250	80.2%
	Ave. Sales Price	\$225,489	\$221,387	1.9%	\$222,966	\$219,264	1.7%	\$392,228	\$383,839	2.2%	\$104,333	\$45,292	130.4%
S. Memphis	Units	924	855	8.1%	922	854	8.0%	2	1	100.0%	4	12	-66.7%
	Median Sales Price	\$60,000	\$46,000	30.4%	\$60,000	\$45,750	31.1%				\$36,500	\$36,250	0.7%
	Ave. Sales Price	\$77,675	\$57,341	35.5%	\$77,149	\$57,150	35.0%	\$319,950	\$220,000	45.4%	\$45,750	\$34,521	32.5%
Berkshire/ Highland Heights	Units	685	768	-10.8%	682	768	-11.2%	3			1	5	-80.0%
	Median Sales Price	\$91,041	\$70,000	30.1%	\$91,000	\$70,000	30.0%					\$43,500	
	Ave. Sales Price	\$99,920	\$78,923	26.6%	\$99,718	\$78,923	26.3%	\$152,500			\$44,000	\$39,340	11.8%
E. Memphis	Units	2,729	3,092	-11.7%	2,703	3,070	-12.0%	26	22	18.2%	6	8	-25.0%
	Median Sales Price	\$221,500	\$196,000	13.0%	\$220,000	\$195,000	12.8%	\$524,250	\$620,750	-15.5%	\$186,500	\$102,500	82.0%
	Ave. Sales Price	\$283,658	\$248,051	14.4%	\$280,854	\$245,293	14.5%	\$575,145	\$632,974	-9.1%	\$259,250	\$132,588	95.5%
Whitehaven	Units	860	780	10.3%	853	759	12.4%	7	21	-66.7%	5	7	-28.6%
	Median Sales Price	\$105,000	\$84,900	23.7%	\$104,500	\$83,500	25.1%	\$317,000	\$206,300	53.7%	\$91,000	\$71,000	28.2%
	Ave. Sales Price	\$112,182	\$94,672	18.5%	\$110,706	\$91,547	20.9%	\$292,123	\$207,590	40.7%	\$93,030	\$59,129	57.3%
Parkway/ Village/ Oakhaven	Units	514	487	5.5%	514	486	5.8%		1		1	4	-75.0%
	Median Sales Price	\$109,250	\$90,000	21.4%	\$109,250	\$90,000	21.4%					\$64,822	
	Ave. Sales Price	\$111,355	\$90,621	22.9%	\$111,355	\$90,551	23.0%		\$125,000		\$109,900	\$73,446	49.6%
Hickory Hill	Units	1,076	1,111	-3.2%	1,062	1,105	-3.9%	14	6	133.3%	3	4	-25.0%
	Median Sales Price	\$183,000	\$155,000	18.1%	\$180,000	\$155,000	16.1%	\$386,450	\$203,500	89.9%	\$115,000	\$133,500	-13.9%
	Ave. Sales Price	\$197,785	\$158,711	24.6%	\$195,329	\$158,321	23.4%	\$384,136	\$230,450	66.7%	\$110,029	\$135,375	-18.7%
Southwind	Units	119	152	-21.7%	107	121	-11.6%	12	31	-61.3%		1	
	Median Sales Price	\$324,086	\$273,150	18.6%	\$325,000	\$301,000	8.0%	\$316,847	\$249,288	27.1%			
	Ave. Sales Price	\$394,094	\$363,662	8.4%	\$402,858	\$391,580	2.9%	\$315,952	\$254,694	24.1%		\$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	2,012	2,344	-14.2%	1,947	2,297	-15.2%	65	47	38.3%	2	4	-50.0%
	Median Sales Price	\$280,000	\$236,250	18.5%	\$275,119	\$235,000	17.1%	\$429,900	\$358,775	19.8%		\$265,000	
	Ave. Sales Price	\$295,330	\$251,428	17.5%	\$291,024	\$249,124	16.8%	\$424,322	\$364,017	16.6%	\$189,500	\$351,031	-46.0%
Bartlett	Units	1,004	1,159	-13.4%	967	1,152	-16.1%	37	7	428.6%	2		
	Median Sales Price	\$305,000	\$266,000	14.7%	\$300,000	\$265,500	13.0%	\$490,450	\$333,900	46.9%			
	Ave. Sales Price	\$318,018	\$276,920	14.8%	\$311,663	\$276,477	12.7%	\$484,111	\$349,914	38.4%	\$292,750		
G'town	Units	658	791	-16.8%	651	789	-17.5%	7	2	250.0%	3	2	50.0%
	Median Sales Price	\$450,025	\$411,500	9.4%	\$450,000	\$411,000	9.5%	\$1,500,000			\$405,000		
	Ave. Sales Price	\$537,260	\$468,378	14.7%	\$527,809	\$467,157	13.0%	\$1,416,219	\$950,000	49.1%	\$556,833	\$329,944	68.8%
Collierville	Units	978	1,066	-8.3%	843	932	-9.5%	135	134	0.7%		1	
	Median Sales Price	\$496,500	\$453,000	9.6%	\$469,000	\$425,000	10.4%	\$679,428	\$599,474	13.3%			
	Ave. Sales Price	\$547,321	\$484,207	13.0%	\$523,031	\$461,159	13.4%	\$699,005	\$644,513	8.5%		\$560,000	
Lakeland	Units	312	303	3.0%	254	261	-2.7%	58	42	38.1%			
	Median Sales Price	\$485,000	\$370,000	31.1%	\$417,450	\$338,000	23.5%	\$572,547	\$505,300	13.3%			
	Ave. Sales Price	\$485,891	\$385,200	26.1%	\$463,201	\$364,229	27.2%	\$585,254	\$515,520	13.5%			
Arlington	Units	285	447	-36.2%	235	337	-30.3%	50	110	-54.5%			
	Median Sales Price	\$418,865	\$370,000	13.2%	\$389,000	\$340,000	14.4%	\$493,799	\$414,773	19.1%			
	Ave. Sales Price	\$418,798	\$366,208	14.4%	\$400,819	\$342,916	16.9%	\$503,297	\$437,566	15.0%			
Millington	Units	251	253	-0.8%	229	221	3.6%	15	32	-53.1%	3	1	200.0%
	Median Sales Price	\$220,000	\$174,900	25.8%	\$210,000	\$160,000	31.3%	\$296,990	\$242,490	22.5%	\$108,500		
	Ave. Sales Price	\$231,322	\$178,072	29.9%	\$222,725	\$168,009	32.6%	\$328,134	\$247,556	32.5%	\$117,900	\$194,900	-39.5%
Shelby County	Units	15,633	16,779	-6.8%	15,151	16,281	-6.9%	482	498	-3.2%	54	74	-27.0%
	Median Sales Price	\$210,000	\$193,000	8.8%	\$204,400	\$185,000	10.5%	\$495,212	\$423,549	16.9%	\$81,750	\$62,000	31.9%
	Ave. Sales Price	\$258,754	\$232,468	11.3%	\$250,185	\$225,891	10.8%	\$528,108	\$447,499	18.0%	\$137,947	\$113,725	21.3%
Fayette County	Units	817	960	-14.9%	593	692	-14.3%	224	268	-16.4%	1	6	-83.3%
	Median Sales Price	\$329,485	\$297,020	10.9%	\$315,000	\$289,450	8.8%	\$359,445	\$321,350	11.9%		\$54,275	
	Ave. Sales Price	\$354,059	\$336,225	5.3%	\$340,502	\$326,807	4.2%	\$389,948	\$360,543	8.2%	\$40,000	\$75,142	-46.8%
Tipton County	Units	937	1,022	-8.3%	856	931	-8.1%	81	91	-11.0%	8	19	-57.9%
	Median Sales Price	\$245,000	\$209,215	17.1%	\$229,200	\$200,000	14.6%	\$340,000	\$274,990	23.6%	\$116,250	\$97,000	19.8%
	Ave. Sales Price	\$250,137	\$212,216	17.9%	\$240,399	\$204,923	17.3%	\$353,048	\$286,836	23.1%	\$125,675	\$132,563	-5.2%