

### Sales Summary

	September Total Sales			YTD Total Sales		
	2022	2021	% change	2022	2021	% change
Units	1,864	2,149	-13.3%	15,919	16,823	-5.4%
Median Sales Price	\$229,500	\$210,000	9.3%	\$221,500	\$200,000	10.8%
Average Sales Price	\$269,438	\$240,287	12.1%	\$263,427	\$235,233	12.0%

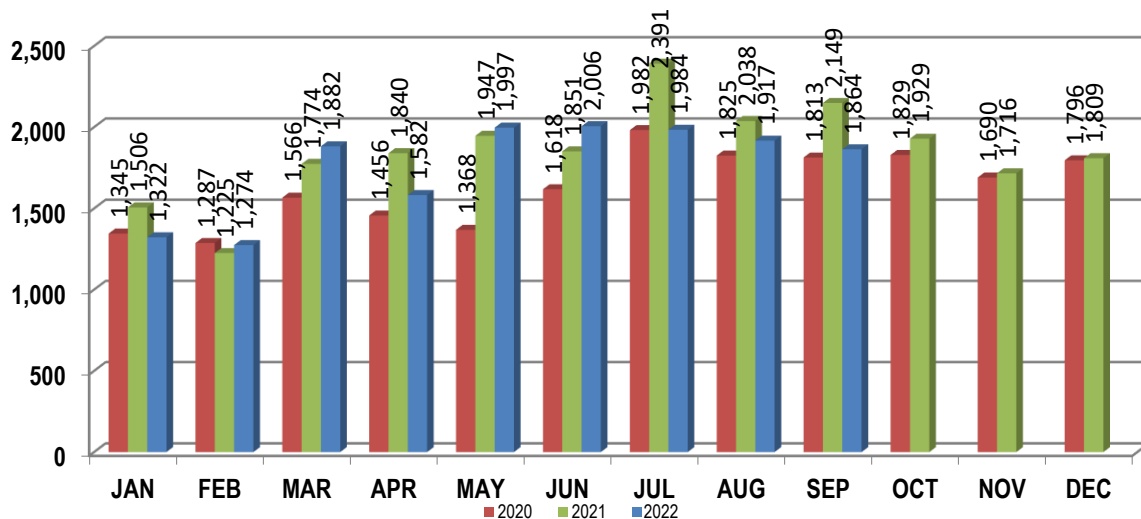
	September Existing Sales			YTD Existing Sales		
	2022	2021	% change	2022	2021	% change
Units	1,780	2,069	-14.0%	15,204	16,043	-5.2%
Median Sales Price	\$220,000	\$205,500	7.1%	\$214,000	\$191,650	11.7%
Average Sales Price	\$258,917	\$234,671	10.3%	\$253,605	\$227,281	11.6%

	September New Home Sales			YTD New Home Sales		
	2022	2021	% change	2022	2021	% change
Units	84	80	5.0%	715	780	-8.3%
Median Sales Price	\$451,331	\$350,754	28.7%	\$434,900	\$362,547	20.0%
Average Sales Price	\$492,384	\$385,525	27.7%	\$472,290	\$398,782	18.4%

	September Bank Sales			YTD Bank Sales*		
	2022	2021	% change	2022	2021	% change
Units	4	5	-20.0%	56	99	-43.4%
Median Sales Price	\$73,250	\$75,900	-3.5%	\$81,750	\$65,001	25.8%
Average Sales Price	\$89,563	\$224,405	-60.1%	\$132,861	\$115,002	15.5%

	September Non-Bank Sales			YTD Non-Bank Sales		
	2022	2021	% change	2022	2021	% change
Units	1,906	2,047	-6.9%	13,995	14,580	-4.0%
Median Sales Price	\$225,000	\$220,500	2.0%	\$220,000	\$200,000	10.0%
Average Sales Price	\$268,945	\$255,241	5.4%	\$262,997	\$235,301	11.8%

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.

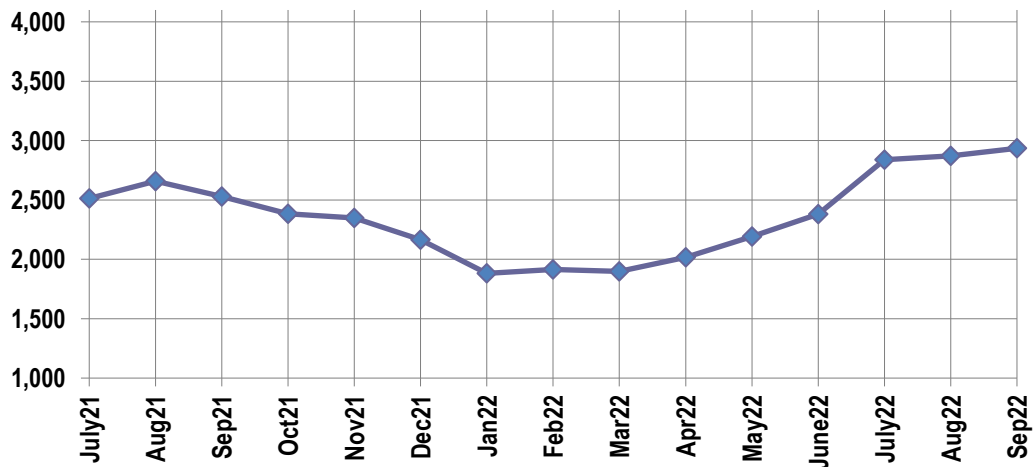


## Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	2,768	\$365,873
Condo/Co-op	127	\$238,173
Duplex	43	\$208,005
Market Total	2,935	\$357,895

Pending Sales		
	Units	Ave. List Price
Single Family	1,120	\$330,011
Condo/Co-op	44	\$213,893
Duplex	16	\$133,693
Market Total	1,180	\$323,019

	September Foreclosure Actions			YTD Foreclosure Actions		
	2022	2021	% change	2022	2021	% change
Total	41	40	2.5%	322	220	46.4%



## Inventory

Oct-20	2,805	Oct-21	2,384
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

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Fraser	Units	80	108	-25.9%	77	104	-26.0%	3	4	-25.0%	1		
	Median Sales Price	\$96,500	\$76,000	27.0%	\$92,000	\$74,200	24.0%	\$167,500	\$125,000	34.0%			
	Ave. Sales Price	\$103,833	\$84,377	23.1%	\$101,541	\$82,766	22.7%	\$162,667	\$126,250	28.8%	\$55,501		
Raleigh/ Cov. Pike	Units	107	109	-1.8%	107	107	0.0%		2				
	Median Sales Price	\$159,000	\$135,000	17.8%	\$159,000	\$135,000	17.8%						
	Ave. Sales Price	\$160,968	\$140,784	14.3%	\$160,968	\$139,957	15.0%		\$185,000				
Downtown	Units	53	46	15.2%	52	46	13.0%	1					
	Median Sales Price	\$305,000	\$271,000	12.5%	\$297,500	\$271,000	9.8%						
	Ave. Sales Price	\$296,675	\$269,191	10.2%	\$292,476	\$269,191	8.6%	\$515,000					
Midtown	Units	115	118	-2.5%	114	116	-1.7%	1	2	-50.0%		1	
	Median Sales Price	\$180,357	\$207,750	-13.2%	\$177,678	\$205,250	-13.4%						
	Ave. Sales Price	\$195,408	\$216,222	-9.6%	\$193,594	\$212,743	-9.0%	\$402,300	\$418,000	-3.8%		\$150,000	
S. Memphis	Units	99	98	1.0%	99	98	1.0%					2	
	Median Sales Price	\$55,000	\$42,750	28.7%	\$55,000	\$42,750	28.7%						
	Ave. Sales Price	\$68,022	\$53,376	27.4%	\$68,022	\$53,376	27.4%					\$42,500	
Berkshire/ Highland Heights	Units	73	89	-18.0%	72	89	-19.1%	1					
	Median Sales Price	\$100,000	\$75,000	33.3%	\$100,000	\$75,000	33.3%						
	Ave. Sales Price	\$107,324	\$86,344	24.3%	\$106,696	\$86,344	23.6%	\$152,500					
E. Memphis	Units	308	342	-9.9%	305	341	-10.6%	3	1	200.0%			
	Median Sales Price	\$219,000	\$201,000	9.0%	\$220,000	\$201,000	9.5%	\$210,350					
	Ave. Sales Price	\$280,582	\$243,718	15.1%	\$279,401	\$241,973	15.5%	\$400,617	\$839,000	-52.3%			
Whitehaven	Units	93	84	10.7%	92	83	10.8%	1	1	0.0%	2		
	Median Sales Price	\$105,000	\$78,950	33.0%	\$103,600	\$78,000	32.8%						
	Ave. Sales Price	\$115,890	\$91,853	26.2%	\$113,590	\$90,771	25.1%	\$327,500	\$181,640	80.3%	\$66,125		
Parkway Village/ Oakhaven	Units	52	58	-10.3%	52	57	-8.8%		1				
	Median Sales Price	\$108,500	\$103,000	5.3%	\$108,500	\$103,000	5.3%						
	Ave. Sales Price	\$109,513	\$103,550	5.8%	\$109,513	\$103,173	6.1%		\$125,000				
Hickory Hill	Units	103	148	-30.4%	103	148	-30.4%						
	Median Sales Price	\$195,000	\$162,450	20.0%	\$195,000	\$162,450	20.0%						
	Ave. Sales Price	\$194,222	\$163,197	19.0%	\$194,222	\$163,197	19.0%						
Southwind	Units	12	24	-50.0%	10	18	-44.4%	2	6	-66.7%			
	Median Sales Price	\$327,370	\$335,000	-2.3%	\$363,000	\$397,500	-8.7%		\$250,096				
	Ave. Sales Price	\$377,539	\$444,482	-15.1%	\$392,472	\$506,444	-22.5%	\$302,870	\$258,594	17.1%			

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Cordova	Units	232	311	-25.4%	224	307	-27.0%	8	4	100.0%		1	
	Median Sales Price	\$280,000	\$245,000	14.3%	\$276,500	\$245,000	12.9%	\$447,450	\$345,719	29.4%			
	Ave. Sales Price	\$285,004	\$268,173	6.3%	\$279,417	\$267,166	4.6%	\$441,439	\$345,401	27.8%		\$811,125	
Bartlett	Units	97	131	-26.0%	95	130	-26.9%	2	1	100.0%	1		
	Median Sales Price	\$320,000	\$280,000	14.3%	\$315,000	\$277,500	13.5%						
	Ave. Sales Price	\$330,296	\$283,690	16.4%	\$326,022	\$283,565	15.0%	\$533,290	\$300,000	77.8%	\$170,500		
G'town	Units	85	96	-11.5%	83	96	-13.5%	2					
	Median Sales Price	\$460,000	\$407,500	12.9%	\$450,000	\$407,500	10.4%						
	Ave. Sales Price	\$589,614	\$455,279	29.5%	\$571,981	\$455,279	25.6%	\$1,321,376					
Collierville	Units	119	121	-1.7%	104	108	-3.7%	15	13	15.4%			
	Median Sales Price	\$455,250	\$435,000	4.7%	\$433,000	\$417,007	3.8%	\$725,000	\$596,299	21.6%			
	Ave. Sales Price	\$507,892	\$448,402	13.3%	\$475,547	\$428,901	10.9%	\$732,149	\$610,416	19.9%			
Lakeland	Units	26	36	-27.8%	23	33	-30.3%	3	3	0.0%			
	Median Sales Price	\$506,250	\$433,500	16.8%	\$495,000	\$417,500	18.6%	\$571,732	\$555,800	2.9%			
	Ave. Sales Price	\$514,972	\$414,182	24.3%	\$498,202	\$402,056	23.9%	\$643,544	\$547,667	17.5%			
Arlington	Units	37	41	-9.8%	29	35	-17.1%	8	6	33.3%			
	Median Sales Price	\$408,000	\$328,650	24.1%	\$372,000	\$305,000	22.0%	\$494,950	\$411,055	20.4%			
	Ave. Sales Price	\$420,022	\$355,455	18.2%	\$398,284	\$334,015	19.2%	\$498,822	\$480,518	3.8%			
Millington	Units	33	25	32.0%	24	23	4.3%	9	2	350.0%			
	Median Sales Price	\$270,630	\$160,000	69.1%	\$228,500	\$160,000	42.8%	\$291,990					
	Ave. Sales Price	\$249,439	\$176,612	41.2%	\$232,857	\$165,057	41.1%	\$293,657	\$309,500	-5.1%			
Shelby County	Units	1,708	1,945	-12.2%	1,650	1,899	-13.1%	58	46	26.1%	4	4	0.0%
	Median Sales Price	\$221,600	\$205,000	8.1%	\$215,000	\$200,000	7.5%	\$486,983	\$398,028	22.3%	\$73,250	\$97,500	-24.9%
	Ave. Sales Price	\$264,514	\$235,119	12.5%	\$255,432	\$230,720	10.7%	\$522,889	\$416,740	25.5%	\$89,563	\$261,531	-65.8%
Fayette County	Units	74	106	-30.2%	53	79	-32.9%	21	27	-22.2%			
	Median Sales Price	\$375,000	\$322,000	16.5%	\$335,000	\$314,000	6.7%	\$411,000	\$336,348	22.2%			
	Ave. Sales Price	\$396,989	\$349,560	13.6%	\$385,016	\$345,664	11.4%	\$427,176	\$360,962	18.3%			
Tipton County	Units	82	98	-16.3%	77	91	-15.4%	5	7	-28.6%		1	
	Median Sales Price	\$241,250	\$220,000	9.7%	\$231,000	\$211,000	9.5%	\$389,000	\$288,990	34.6%			
	Ave. Sales Price	\$256,901	\$224,654	14.4%	\$246,804	\$220,770	11.8%	\$412,390	\$275,136	49.9%		\$75,900	

		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	884	897	-1.4%	873	885	-1.4%	11	12	-8.3%	10	12	-16.7%
	Median Sales Price	\$80,250	\$69,900	14.8%	\$80,000	\$68,000	17.6%	\$167,500	\$125,000	34.0%	\$57,700	\$51,745	11.5%
	Ave. Sales Price	\$94,517	\$78,305	20.7%	\$93,739	\$77,750	20.6%	\$156,273	\$119,208	31.1%	\$63,590	\$69,574	-8.6%
Raleigh/ Cov. Pike	Units	887	810	9.5%	881	802	9.9%	6	8	-25.0%	5	6	-16.7%
	Median Sales Price	\$146,000	\$118,600	23.1%	\$146,000	\$117,500	24.3%	\$141,500	\$140,000	1.1%	\$75,000	\$137,000	-45.3%
	Ave. Sales Price	\$149,972	\$120,508	24.4%	\$149,912	\$120,183	24.7%	\$158,917	\$153,125	3.8%	\$80,200	\$113,750	-29.5%
Downtown	Units	468	461	1.5%	456	457	-0.2%	12	4	200.0%	3	2	50.0%
	Median Sales Price	\$230,500	\$250,000	-7.8%	\$233,500	\$252,500	-7.5%	\$143,000	\$122,000	17.2%	\$35,000		
	Ave. Sales Price	\$267,860	\$268,549	-0.3%	\$269,067	\$268,932	0.1%	\$222,000	\$224,750	-1.2%	\$37,833	\$274,000	-86.2%
Midtown	Units	925	982	-5.8%	911	968	-5.9%	14	14	0.0%	6	6	0.0%
	Median Sales Price	\$210,000	\$209,000	0.5%	\$205,000	\$205,000	0.0%	\$382,500	\$347,500	10.1%	\$54,500	\$30,250	80.2%
	Ave. Sales Price	\$224,894	\$221,287	1.6%	\$222,341	\$218,936	1.6%	\$391,030	\$383,839	1.9%	\$104,333	\$45,292	130.4%
S. Memphis	Units	845	767	10.2%	844	766	10.2%	1	1	0.0%	3	12	-75.0%
	Median Sales Price	\$60,000	\$45,000	33.3%	\$60,000	\$45,000	33.3%				\$20,000	\$36,250	-44.8%
	Ave. Sales Price	\$72,535	\$56,402	28.6%	\$72,242	\$56,189	28.6%	\$320,000	\$220,000	45.5%	\$43,333	\$34,521	25.5%
Berkshire/ Highland Heights	Units	616	677	-9.0%	614	677	-9.3%	2			1	5	-80.0%
	Median Sales Price	\$90,500	\$70,000	29.3%	\$90,000	\$70,000	28.6%					\$43,500	
	Ave. Sales Price	\$99,771	\$78,478	27.1%	\$99,636	\$78,478	27.0%	\$141,250			\$44,000	\$39,340	11.8%
E. Memphis	Units	2,484	2,777	-10.6%	2,461	2,757	-10.7%	23	20	15.0%	4	8	-50.0%
	Median Sales Price	\$225,000	\$197,500	13.9%	\$225,000	\$195,000	15.4%	\$535,500	\$551,467	-2.9%	\$186,500	\$102,500	82.0%
	Ave. Sales Price	\$287,128	\$247,010	16.2%	\$283,960	\$244,378	16.2%	\$626,034	\$609,772	2.7%	\$256,750	\$132,588	93.6%
Whitehaven	Units	776	704	10.2%	770	684	12.6%	6	20	-70.0%	5	7	-28.6%
	Median Sales Price	\$104,800	\$83,250	25.9%	\$103,820	\$82,000	26.6%	\$308,500	\$205,850	49.9%	\$91,000	\$71,000	28.2%
	Ave. Sales Price	\$111,391	\$93,648	18.9%	\$110,022	\$90,345	21.8%	\$287,143	\$206,619	39.0%	\$93,030	\$59,129	57.3%
Parkway/ Village/ Oakhaven	Units	463	438	5.7%	463	437	5.9%		1		1	4	-75.0%
	Median Sales Price	\$108,863	\$90,000	21.0%	\$108,863	\$90,000	21.0%					\$64,822	
	Ave. Sales Price	\$110,786	\$89,817	23.3%	\$110,786	\$89,736	23.5%		\$125,000		\$109,900	\$73,446	49.6%
Hickory Hill	Units	988	984	0.4%	976	978	-0.2%	12	6	100.0%	3	4	-25.0%
	Median Sales Price	\$184,192	\$155,000	18.8%	\$182,000	\$154,650	17.7%	\$388,450	\$203,500	90.9%	\$115,000	\$133,500	-13.9%
	Ave. Sales Price	\$199,496	\$157,214	26.9%	\$197,196	\$156,765	25.8%	\$386,508	\$230,450	67.7%	\$110,029	\$135,375	-18.7%
Southwind	Units	107	132	-18.9%	95	105	-9.5%	12	27	-55.6%		1	
	Median Sales Price	\$324,086	\$271,720	19.3%	\$325,000	\$302,000	7.6%	\$316,847	\$249,288	27.1%			
	Ave. Sales Price	\$391,346	\$357,711	9.4%	\$400,869	\$384,526	4.3%	\$315,952	\$253,428	24.7%		\$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	1,858	2,072	-10.3%	1,803	2,027	-11.1%	55	45	22.2%	2	4	-50.0%
	Median Sales Price	\$280,000	\$235,000	19.1%	\$277,000	\$233,000	18.9%	\$429,900	\$357,600	20.2%		\$265,000	
	Ave. Sales Price	\$296,180	\$251,210	17.9%	\$292,256	\$248,731	17.5%	\$424,831	\$362,850	17.1%	\$189,500	\$351,031	-46.0%
Bartlett	Units	936	1,036	-9.7%	902	1,030	-12.4%	34	6	466.7%	2		
	Median Sales Price	\$305,000	\$266,000	14.7%	\$300,000	\$265,500	13.0%	\$487,299	\$332,900	46.4%			
	Ave. Sales Price	\$317,774	\$275,703	15.3%	\$311,786	\$275,308	13.2%	\$476,626	\$343,583	38.7%	\$292,750		
G'town	Units	597	709	-15.8%	590	707	-16.5%	7	2	250.0%	3	2	50.0%
	Median Sales Price	\$450,000	\$415,000	8.4%	\$450,000	\$414,000	8.7%	\$1,500,000			\$405,000		
	Ave. Sales Price	\$540,708	\$469,377	15.2%	\$530,321	\$468,017	13.3%	\$1,416,219	\$950,000	49.1%	\$556,833	\$329,944	68.8%
Collierville	Units	907	964	-5.9%	781	847	-7.8%	126	117	7.7%		1	
	Median Sales Price	\$495,000	\$450,000	10.0%	\$464,900	\$425,000	9.4%	\$675,489	\$596,299	13.3%			
	Ave. Sales Price	\$545,785	\$480,325	13.6%	\$521,144	\$458,137	13.8%	\$698,515	\$640,957	9.0%		\$560,000	
Lakeland	Units	293	275	6.5%	238	237	0.4%	55	38	44.7%			
	Median Sales Price	\$480,000	\$371,268	29.3%	\$413,000	\$340,000	21.5%	\$571,732	\$503,137	13.6%			
	Ave. Sales Price	\$482,586	\$386,373	24.9%	\$460,051	\$366,547	25.5%	\$580,098	\$510,023	13.7%			
Arlington	Units	266	407	-34.6%	219	305	-28.2%	47	102	-53.9%			
	Median Sales Price	\$417,315	\$366,400	13.9%	\$389,000	\$334,500	16.3%	\$493,313	\$413,390	19.3%			
	Ave. Sales Price	\$416,829	\$362,678	14.9%	\$399,142	\$338,440	17.9%	\$499,246	\$435,154	14.7%			
Millington	Units	221	240	-7.9%	206	208	-1.0%	15	32	-53.1%	2	1	100.0%
	Median Sales Price	\$220,000	\$173,950	26.5%	\$207,500	\$154,950	33.9%	\$296,990	\$242,490	22.5%			
	Ave. Sales Price	\$231,372	\$176,417	31.2%	\$224,327	\$165,472	35.6%	\$328,134	\$247,556	32.5%	\$122,600	\$194,900	-37.1%
Shelby County	Units	14,322	15,052	-4.8%	13,885	14,597	-4.9%	437	455	-4.0%	49	74	-33.8%
	Median Sales Price	\$214,000	\$191,470	11.8%	\$206,000	\$185,000	11.4%	\$499,900	\$419,900	19.1%	\$83,500	\$62,000	34.7%
	Ave. Sales Price	\$259,727	\$231,352	12.3%	\$251,075	\$224,807	11.7%	\$534,633	\$441,312	21.1%	\$137,117	\$113,725	20.6%
Fayette County	Units	738	852	-13.4%	533	609	-12.5%	205	243	-15.6%	1	6	-83.3%
	Median Sales Price	\$328,692	\$289,950	13.4%	\$317,301	\$284,900	11.4%	\$354,990	\$310,880	14.2%		\$54,275	
	Ave. Sales Price	\$352,687	\$329,085	7.2%	\$340,684	\$317,604	7.3%	\$383,893	\$357,857	7.3%	\$40,000	\$75,142	-46.8%
Tipton County	Units	859	919	-6.5%	786	837	-6.1%	73	82	-11.0%	6	19	-68.4%
	Median Sales Price	\$243,000	\$209,000	16.3%	\$227,000	\$200,000	13.5%	\$326,000	\$274,490	18.8%	\$88,750	\$97,000	-8.5%
	Ave. Sales Price	\$248,424	\$211,794	17.3%	\$239,238	\$204,713	16.9%	\$347,325	\$284,068	22.3%	\$113,583	\$132,563	-14.3%