

Sales Summary

	September Total Sales			YTD Total Sales		
	2023	2022	% change	2023	2022	% change
Units	1,339	1,877	-28.7%	11,800	16,002	-26.3%
Median Sales Price	\$215,000	\$230,000	-6.5%	\$220,000	\$231,150	-4.8%
Average Sales Price	\$273,330	\$271,756	0.6%	\$270,323	\$266,021	1.6%

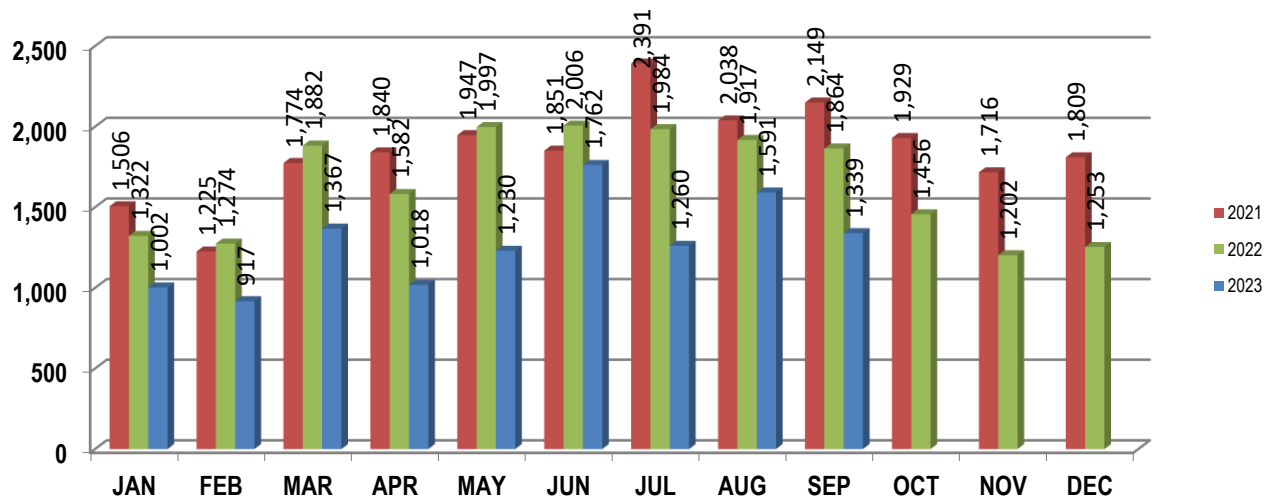
	September Existing Sales			YTD Existing Sales		
	2023	2022	% change	2023	2022	% change
Units	1,279	1,779	-28.1%	11,137	15,212	-26.8%
Median Sales Price	\$205,000	\$220,000	-6.8%	\$208,000	\$214,000	-2.8%
Average Sales Price	\$261,082	\$258,867	0.9%	\$257,029	\$255,146	0.7%

	September New Home Sales			YTD New Home Sales		
	2023	2022	% change	2023	2022	% change
Units	60	98	-38.8%	663	790	-16.1%
Median Sales Price	\$450,300	\$451,331	-0.2%	\$434,299	\$432,750	0.4%
Average Sales Price	\$534,410	\$505,747	5.7%	\$493,618	\$475,436	3.8%

	September Bank Sales			YTD Bank Sales*		
	2023	2022	% change	2023	2022	% change
Units	7	4	75.0%	87	56	55.4%
Median Sales Price	\$145,000	\$73,250	98.0%	\$95,000	\$81,750	16.2%
Average Sales Price	\$171,100	\$89,563	91.0%	\$150,839	\$132,861	13.5%

	September Non-Bank Sales			YTD Non-Bank Sales		
	2023	2022	% change	2023	2022	% change
Units	1,332	1,873	-28.9%	11,713	15,946	-26.5%
Median Sales Price	\$215,000	\$230,000	-6.5%	\$220,000	\$225,000	-2.2%
Average Sales Price	\$273,867	\$272,146	0.6%	\$271,210	\$266,489	1.8%

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.

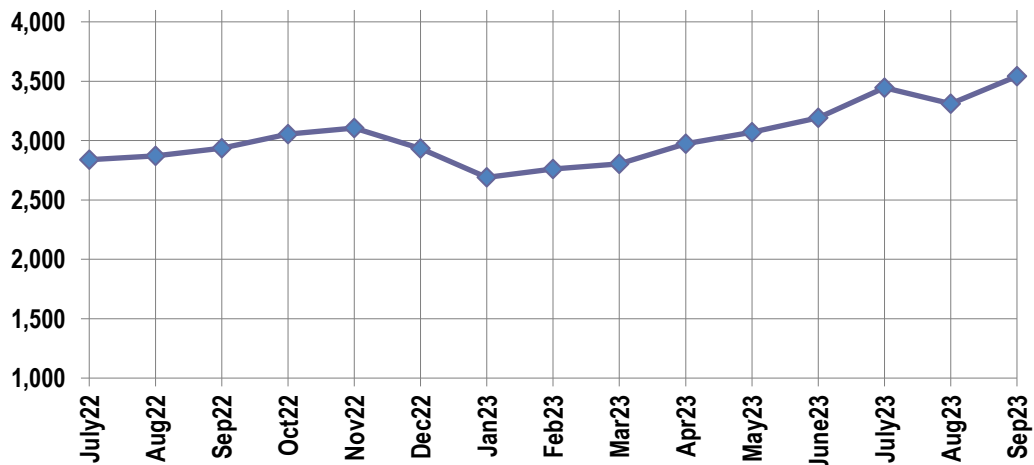


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	3,307	\$358,261
Condo/Co-op	182	\$271,143
Duplex	52	\$193,093
Market Total	3,542	\$351,304

Pending Sales		
	Units	Ave. List Price
Single Family	855	\$314,346
Condo/Co-op	53	\$267,788
Duplex	14	\$173,978
Market Total	922	\$309,538

	September Foreclosure Actions			YTD Foreclosure Actions		
	2023	2022	% change	2023	2022	% change
Total	22	41	-46.3%	292	322	-9.3%



Inventory

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
Jul-22	2,839	Jul-23	3,445
Aug-22	2,871	Aug-23	3,311
Sep-22	2,935	Sep-23	3,542

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Fraser	Units	78	80	-2.5%	75	77	-2.6%	3	3	0.0%	1	1	0.0%
	Median Sales Price	\$85,075	\$96,500	-11.8%	\$81,250	\$92,000	-11.7%	\$155,000	\$167,500	-7.5%			
	Ave. Sales Price	\$109,989	\$103,833	5.9%	\$108,348	\$101,541	6.7%	\$151,000	\$162,667	-7.2%	\$64,000	\$55,501	15.3%
Raleigh/ Cov. Pike	Units	60	107	-43.9%	60	107	-43.9%						
	Median Sales Price	\$159,050	\$159,000	0.0%	\$159,050	\$159,000	0.0%						
	Ave. Sales Price	\$156,241	\$160,968	-2.9%	\$156,241	\$160,968	-2.9%						
Downtown	Units	32	53	-39.6%	31	51	-39.2%	1	2	-50.0%			
	Median Sales Price	\$243,750	\$305,000	-20.1%	\$245,000	\$305,000	-19.7%						
	Ave. Sales Price	\$290,759	\$296,675	-2.0%	\$295,784	\$293,162	0.9%	\$135,000	\$386,250	-65.0%			
Midtown	Units	78	115	-32.2%	78	114	-31.6%		1				
	Median Sales Price	\$155,000	\$180,357	-14.1%	\$155,000	\$177,678	-12.8%						
	Ave. Sales Price	\$202,441	\$195,408	3.6%	\$202,441	\$193,594	4.6%		\$402,300				
S. Memphis	Units	79	99	-20.2%	79	99	-20.2%						
	Median Sales Price	\$74,000	\$55,000	34.5%	\$74,000	\$55,000	34.5%						
	Ave. Sales Price	\$84,169	\$68,022	23.7%	\$84,169	\$68,022	23.7%						
Berclair/ Highland Heights	Units	54	73	-26.0%	54	72	-25.0%		1		1		
	Median Sales Price	\$111,429	\$100,000	11.4%	\$111,429	\$100,000	11.4%						
	Ave. Sales Price	\$109,193	\$107,324	1.7%	\$109,193	\$106,696	2.3%		\$152,500		\$145,000		
E. Memphis	Units	212	308	-31.2%	211	306	-31.0%	1	2	-50.0%	2		
	Median Sales Price	\$235,000	\$219,000	7.3%	\$235,000	\$220,000	6.8%						
	Ave. Sales Price	\$298,788	\$280,243	6.6%	\$297,597	\$280,889	5.9%	\$550,000	\$181,425	203.2%	\$141,500		
Whitehaven	Units	68	92	-26.1%	68	91	-25.3%		1				
	Median Sales Price	\$117,450	\$103,600	13.4%	\$117,450	\$102,200	14.9%						
	Ave. Sales Price	\$115,831	\$114,379	1.3%	\$115,831	\$112,037	3.4%		\$327,500				
Parkway Village/ Oakhaven	Units	45	52	-13.5%	45	52	-13.5%						
	Median Sales Price	\$125,000	\$105,750	18.2%	\$125,000	\$105,750	18.2%						
	Ave. Sales Price	\$128,233	\$109,350	17.3%	\$128,233	\$109,350	17.3%						
Hickory Hill	Units	90	103	-12.6%	89	103	-13.6%	1			1		
	Median Sales Price	\$170,000	\$195,000	-12.8%	\$170,000	\$195,000	-12.8%						
	Ave. Sales Price	\$173,693	\$194,222	-10.6%	\$171,375	\$194,222	-11.8%	\$380,000			\$260,000		
Southwind	Units	10	12	-16.7%	9	10	-10.0%	1	2	-50.0%			
	Median Sales Price	\$333,392	\$327,370	1.8%	\$330,000	\$363,000	-9.1%						
	Ave. Sales Price	\$384,836	\$377,539	1.9%	\$388,687	\$392,472	-1.0%	\$350,171	\$302,870	15.6%			

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2023	2022	% change	2023	2022	% change	2023	2022	% change	2023	2022	% change
Cordova	Units	110	232	-52.6%	107	222	-51.8%	3	10	-70.0%	1		
	Median Sales Price	\$269,750	\$280,000	-3.7%	\$269,500	\$275,000	-2.0%	\$376,900	\$447,450	-15.8%			
	Ave. Sales Price	\$281,570	\$284,983	-1.2%	\$278,660	\$278,016	0.2%	\$385,367	\$439,651	-12.3%	\$215,000		
Bartlett	Units	75	96	-21.9%	75	94	-20.2%		2			1	
	Median Sales Price	\$310,000	\$317,500	-2.4%	\$310,000	\$312,750	-0.9%						
	Ave. Sales Price	\$321,786	\$328,788	-2.1%	\$321,786	\$324,437	-0.8%		\$533,290			\$170,500	
G'town	Units	65	87	-25.3%	63	83	-24.1%	2	4	-50.0%			
	Median Sales Price	\$483,000	\$460,000	5.0%	\$480,000	\$450,000	6.7%		\$1,284,000				
	Ave. Sales Price	\$547,577	\$605,576	-9.6%	\$530,503	\$571,981	-7.3%	\$1,085,396	\$1,302,688	-16.7%			
Collierville	Units	95	120	-20.8%	84	104	-19.2%	11	16	-31.3%			
	Median Sales Price	\$505,000	\$458,625	10.1%	\$457,500	\$433,000	5.7%	\$939,999	\$737,500	27.5%			
	Ave. Sales Price	\$601,248	\$513,530	17.1%	\$549,043	\$475,547	15.5%	\$999,908	\$760,421	31.5%			
Lakeland	Units	10	28	-64.3%	9	23	-60.9%	1	5	-80.0%			
	Median Sales Price	\$520,000	\$506,250	2.7%	\$490,000	\$495,000	-1.0%		\$571,732				
	Ave. Sales Price	\$513,600	\$518,785	-1.0%	\$490,667	\$498,202	-1.5%	\$720,000	\$613,466	17.4%			
Arlington	Units	23	40	-42.5%	12	29	-58.6%	11	11	0.0%			
	Median Sales Price	\$478,105	\$414,145	15.4%	\$422,500	\$372,000	13.6%	\$493,083	\$489,950	0.6%			
	Ave. Sales Price	\$445,282	\$426,382	4.4%	\$398,333	\$398,284	0.0%	\$496,498	\$500,547	-0.8%			
Millington	Units	25	33	-24.2%	25	24	4.2%		9				
	Median Sales Price	\$194,770	\$270,630	-28.0%	\$194,770	\$228,500	-14.8%		\$291,990				
	Ave. Sales Price	\$189,292	\$249,439	-24.1%	\$189,292	\$232,857	-18.7%		\$293,657				
Shelby County	Units	1,196	1,714	-30.2%	1,161	1,646	-29.5%	35	68	-48.5%	5	4	25.0%
	Median Sales Price	\$201,450	\$224,054	-10.1%	\$198,000	\$215,000	-7.9%	\$507,105	\$489,458	3.6%	\$145,000	\$73,250	98.0%
	Ave. Sales Price	\$266,570	\$266,830	-0.1%	\$255,333	\$255,365	0.0%	\$639,301	\$544,334	17.4%	\$164,400	\$89,563	83.6%
Fayette County	Units	70	79	-11.4%	52	55	-5.5%	18	24	-25.0%	1		
	Median Sales Price	\$343,490	\$375,000	-8.4%	\$332,450	\$335,000	-0.8%	\$346,990	\$399,995	-13.3%			
	Ave. Sales Price	\$395,357	\$396,018	-0.2%	\$396,957	\$384,888	3.1%	\$390,734	\$421,524	-7.3%	\$310,700		
Tipton County	Units	73	84	-13.1%	66	78	-15.4%	7	6	16.7%	1		
	Median Sales Price	\$265,000	\$241,250	9.8%	\$250,000	\$230,500	8.5%	\$371,990	\$379,450	-2.0%			
	Ave. Sales Price	\$267,075	\$255,424	4.6%	\$255,161	\$243,895	4.6%	\$379,409	\$405,308	-6.4%	\$65,000		

		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
Frayser	Units	765	887	-13.8%	742	875	-15.2%	23	12	91.7%	7	10	-30.0%
	Median Sales Price	\$90,500	\$80,800	12.0%	\$86,825	\$80,000	8.5%	\$155,000	\$160,250	-3.3%	\$75,750	\$57,700	31.3%
	Ave. Sales Price	\$101,859	\$94,546	7.7%	\$100,005	\$93,735	6.7%	\$161,652	\$153,667	5.2%	\$105,050	\$63,590	65.2%
Raleigh/ Cov. Pike	Units	576	887	-35.1%	573	881	-35.0%	3	6	-50.0%	7	5	40.0%
	Median Sales Price	\$151,090	\$146,000	3.5%	\$150,901	\$146,500	3.0%	\$182,500	\$141,500	29.0%	\$175,000	\$75,000	133.3%
	Ave. Sales Price	\$154,265	\$150,221	2.7%	\$154,056	\$150,162	2.6%	\$194,167	\$158,917	22.2%	\$162,814	\$80,200	103.0%
Downtown	Units	291	468	-37.8%	284	453	-37.3%	7	15	-53.3%	1	3	-66.7%
	Median Sales Price	\$268,000	\$230,000	16.5%	\$273,500	\$232,000	17.9%	\$159,000	\$142,000	12.0%		\$35,000	
	Ave. Sales Price	\$294,221	\$267,429	10.0%	\$296,293	\$269,243	10.0%	\$210,143	\$212,633	-1.2%	\$20,000	\$37,833	-47.1%
Midtown	Units	694	926	-25.1%	692	910	-24.0%	2	16	-87.5%	9	6	50.0%
	Median Sales Price	\$209,500	\$210,000	-0.2%	\$209,500	\$205,000	2.2%		\$387,250		\$40,000	\$54,500	-26.6%
	Ave. Sales Price	\$234,727	\$225,367	4.2%	\$234,569	\$222,119	5.6%	\$289,500	\$410,130	-29.4%	\$51,262	\$104,333	-50.9%
S. Memphis	Units	714	844	-15.4%	712	843	-15.5%	2	1	100.0%	15	3	400.0%
	Median Sales Price	\$65,000	\$60,000	8.3%	\$65,000	\$60,000	8.3%				\$31,500	\$20,000	57.5%
	Ave. Sales Price	\$76,954	\$72,487	6.2%	\$76,665	\$72,194	6.2%	\$179,950	\$320,000	-43.8%	\$41,573	\$43,333	-4.1%
Berclair/ Highland Heights	Units	425	615	-30.9%	423	613	-31.0%	2	2	0.0%	5	1	400.0%
	Median Sales Price	\$100,000	\$91,000	9.9%	\$100,000	\$90,000	11.1%				\$95,000		
	Ave. Sales Price	\$104,839	\$99,788	5.1%	\$104,519	\$99,653	4.9%	\$172,500	\$141,250	22.1%	\$83,280	\$44,000	89.3%
E. Memphis	Units	1,868	2,487	-24.9%	1,857	2,463	-24.6%	11	24	-54.2%	5	4	25.0%
	Median Sales Price	\$237,500	\$225,000	5.6%	\$236,000	\$225,000	4.9%	\$540,000	\$535,500	0.8%	\$145,000	\$186,500	-22.3%
	Ave. Sales Price	\$301,231	\$287,091	4.9%	\$299,656	\$283,714	5.6%	\$567,168	\$633,578	-10.5%	\$204,130	\$256,750	-20.5%
Whitehaven	Units	614	778	-21.1%	610	772	-21.0%	4	6	-33.3%	3	5	-40.0%
	Median Sales Price	\$115,000	\$104,800	9.7%	\$115,000	\$103,820	10.8%	\$147,500	\$308,500	-52.2%	\$120,000	\$91,000	31.9%
	Ave. Sales Price	\$117,636	\$111,266	5.7%	\$117,456	\$109,899	6.9%	\$145,000	\$287,143	-49.5%	\$115,367	\$93,030	24.0%
Parkway Village/ Oakhaven	Units	367	462	-20.6%	366	462	-20.8%	1				1	
	Median Sales Price	\$114,900	\$108,801	5.6%	\$114,825	\$108,801	5.5%						
	Ave. Sales Price	\$119,237	\$110,923	7.5%	\$118,976	\$110,923	7.3%	\$215,000				\$109,900	
Hickory Hill	Units	708	989	-28.4%	690	977	-29.4%	18	12	50.0%	5	3	66.7%
	Median Sales Price	\$175,000	\$184,000	-4.9%	\$175,000	\$182,000	-3.8%	\$369,900	\$388,450	-4.8%	\$247,879	\$115,000	115.5%
	Ave. Sales Price	\$182,662	\$199,446	-8.4%	\$178,448	\$197,148	-9.5%	\$344,217	\$386,508	-10.9%	\$181,876	\$110,029	65.3%
Southwind	Units	82	107	-23.4%	62	95	-34.7%	20	12	66.7%	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	\$366,677	\$391,346	-6.3%	\$378,651	\$400,869	-5.5%	\$329,557	\$315,952	4.3%	\$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	1,202	1,870	-35.7%	1,123	1,812	-38.0%	79	58	36.2%	2	2	0.0%
	Median Sales Price	\$274,950	\$280,000	-1.8%	\$265,000	\$278,000	-4.7%	\$385,000	\$424,900	-9.4%			
	Ave. Sales Price	\$292,748	\$311,062	-5.9%	\$284,750	\$307,432	-7.4%	\$406,432	\$424,460	-4.2%	\$242,500	\$189,500	28.0%
Bartlett	Units	623	934	-33.3%	615	900	-31.7%	8	34	-76.5%	1	2	-50.0%
	Median Sales Price	\$303,500	\$305,000	-0.5%	\$300,000	\$300,000	0.0%	\$345,900	\$487,299	-29.0%			
	Ave. Sales Price	\$310,989	\$317,629	-2.1%	\$310,066	\$311,755	-0.5%	\$381,951	\$473,126	-19.3%	\$235,900	\$292,750	-19.4%
G'town	Units	490	605	-19.0%	479	591	-19.0%	11	14	-21.4%	1	3	-66.7%
	Median Sales Price	\$475,000	\$451,500	5.2%	\$465,000	\$450,000	3.3%	\$1,315,000	\$1,325,000	-0.8%		\$405,000	
	Ave. Sales Price	\$573,282	\$547,548	4.7%	\$557,359	\$530,142	5.1%	\$1,266,667	\$1,282,328	-1.2%	\$498,000	\$556,883	-10.6%
Collierville	Units	725	918	-21.0%	618	781	-20.9%	107	137	-21.9%	2		
	Median Sales Price	\$520,000	\$495,500	4.9%	\$481,000	\$463,900	3.7%	\$779,950	\$659,000	18.4%			
	Ave. Sales Price	\$569,871	\$546,234	4.3%	\$528,249	\$520,105	1.6%	\$810,265	\$695,188	16.6%	\$464,669		
Lakeland	Units	162	296	-45.3%	125	236	-47.0%	37	60	-38.3%	2		
	Median Sales Price	\$519,500	\$484,750	7.2%	\$450,000	\$410,500	9.6%	\$667,811	\$572,013	16.7%			
	Ave. Sales Price	\$505,594	\$471,872	7.1%	\$459,445	\$443,653	3.6%	\$661,502	\$582,865	13.5%	\$567,900		
Arlington	Units	213	271	-21.4%	144	220	-34.5%	69	51	35.3%			
	Median Sales Price	\$470,000	\$418,865	12.2%	\$405,000	\$389,500	4.0%	\$508,805	\$492,353	3.3%			
	Ave. Sales Price	\$449,005	\$418,738	7.2%	\$409,199	\$400,150	2.3%	\$532,080	\$498,919	6.6%			
Millington	Units	189	219	-13.7%	167	204	-18.1%	22	15	46.7%	1	2	-50.0%
	Median Sales Price	\$203,000	\$220,000	-7.7%	\$195,000	\$205,000	-4.9%	\$300,990	\$296,990	1.3%			
	Ave. Sales Price	\$220,792	\$230,899	-4.4%	\$207,956	\$223,749	-7.1%	\$318,231	\$328,134	-3.0%	\$44,000	\$122,600	-64.1%
Shelby County	Units	10,594	14,364	-26.2%	10,168	13,890	-26.8%	426	474	-10.1%	67	49	36.7%
	Median Sales Price	\$208,000	\$214,000	-2.8%	\$200,000	\$205,950	-2.9%	\$485,000	\$507,685	-4.5%	\$81,795	\$83,500	-2.0%
	Ave. Sales Price	\$264,776	\$262,281	1.0%	\$253,163	\$252,684	0.2%	\$541,959	\$543,518	-0.3%	\$139,904	\$137,117	2.0%
Fayette County	Units	542	744	-27.2%	369	530	-30.4%	173	214	-19.2%	8	1	700.0%
	Median Sales Price	\$354,945	\$329,945	7.6%	\$325,000	\$319,500	1.7%	\$374,900	\$354,028	5.9%	\$247,750		
	Ave. Sales Price	\$389,914	\$354,877	9.9%	\$377,723	\$343,749	9.9%	\$415,916	\$382,438	8.8%	\$186,025	\$40,000	365.1%
Tipton County	Units	664	894	-25.7%	600	792	-24.2%	64	102	-37.3%	12	6	100.0%
	Median Sales Price	\$258,000	\$250,000	3.2%	\$245,000	\$227,000	7.9%	\$369,945	\$339,975	8.8%	\$112,638	\$88,750	26.9%
	Ave. Sales Price	\$261,201	\$252,171	3.6%	\$248,328	\$239,036	3.9%	\$381,885	\$354,166	7.8%	\$188,431	\$113,583	65.9%