

Sales Summary

	May Total Sales			YTD Total Sales		
	2022	2021	% change	2022	2021	% change
Units	1,997	1,953	2.3%	8,085	8,334	-3.0%
Median Sales Price	\$221,000	\$211,500	4.5%	\$211,000	\$180,000	17.2%
Average Sales Price	\$265,797	\$239,933	10.8%	\$253,234	\$220,304	14.9%

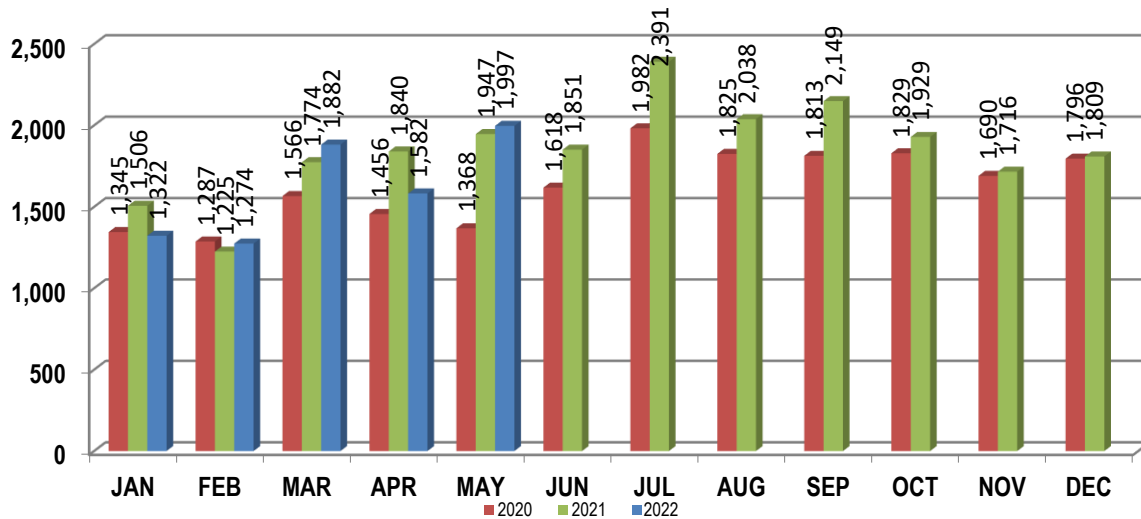
	May Existing Sales			YTD Existing Sales		
	2022	2021	% change	2022	2021	% change
Units	1,927	1,852	4.0%	7,733	7,919	-2.3%
Median Sales Price	\$215,000	\$202,000	6.4%	\$200,000	\$173,000	15.6%
Average Sales Price	\$258,981	\$232,306	11.5%	\$243,269	\$210,960	15.3%

	May New Home Sales			YTD New Home Sales		
	2022	2021	% change	2022	2021	% change
Units	70	101	-30.7%	352	415	-15.2%
Median Sales Price	\$439,400	\$353,693	24.2%	\$419,950	\$369,695	13.6%
Average Sales Price	\$453,417	\$379,783	19.4%	\$472,140	\$398,620	18.4%

	May Bank Sales			YTD Bank Sales*		
	2022	2021	% change	2022	2021	% change
Units	3	7	-57.1%	25	68	-63.2%
Median Sales Price	\$18,000	\$52,490	-65.7%	\$91,000	\$66,672	36.5%
Average Sales Price	\$46,833	\$66,333	-29.4%	\$169,096	\$119,591	41.4%

	May Non-Bank Sales			YTD Non-Bank Sales		
	2022	2021	% change	2022	2021	% change
Units	1,994	1,946	2.5%	8,060	8,266	-2.5%
Median Sales Price	\$222,000	\$212,000	4.7%	\$212,000	\$181,125	17.0%
Average Sales Price	\$266,126	\$240,558	10.6%	\$253,495	\$221,133	14.6%

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.

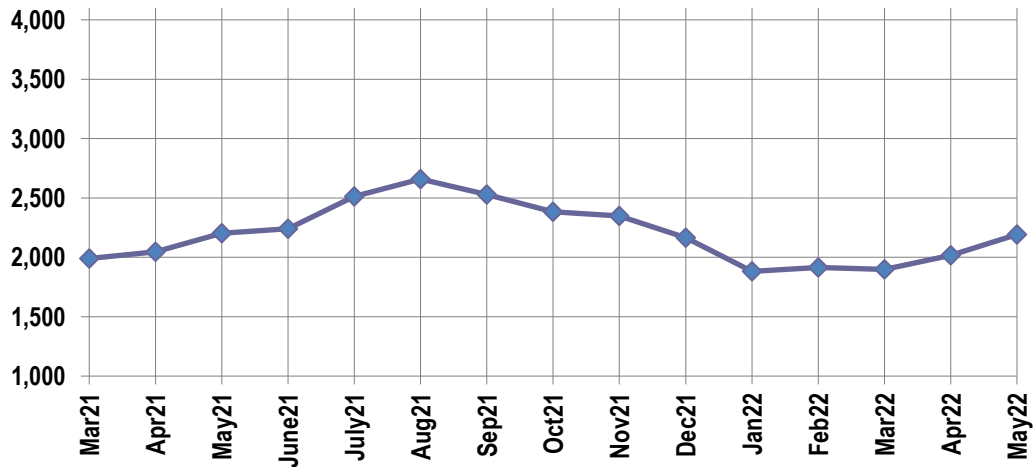


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings		
	Units	Ave. List Price
Single Family	2,060	\$359,563
Condo/Co-op	104	\$195,510
Duplex	27	\$262,122
Market Total	2,191	\$350,575

Pending Sales		
	Units	Ave. List Price
Single Family	1,477	\$324,407
Condo/Co-op	50	\$177,628
Duplex	34	\$125,897
Market Total	1,561	\$315,381

	May Foreclosure Actions			YTD Foreclosure Actions		
	2022	2021	% change	2022	2021	% change
Total	29	16	81.3%	138	113	22.1%



Inventory

Jun-20	3,171	Jun-21	2,242
Jul-20	2,938	Jul-21	2,514
Aug-20	2,876	Aug-21	2,659
Sep-20	2,863	Sep-21	2,529
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

		May Total Sales			May Existing Sales			May New Home Sales			May Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Frayer	Units	130	119	9.2%	129	116	11.2%	1	3	-66.7%		1	
	Median Sales Price	\$89,950	\$75,000	19.9%	\$89,900	\$73,600	22.1%		\$112,500				
	Ave. Sales Price	\$104,254	\$83,613	24.7%	\$104,054	\$82,866	25.6%	\$130,000	\$112,500	15.6%		\$52,490	
Raleigh/ Cov. Pike	Units	120	90	33.3%	120	90	33.3%				1	1	0.0%
	Median Sales Price	\$147,300	118,250	24.6%	\$147,300	118,250	24.6%						
	Ave. Sales Price	\$149,071	\$119,370	24.9%	\$149,071	\$119,370	24.9%				\$18,000	\$178,500	-89.9%
Downtown	Units	73	64	14.1%	73	63	15.9%		1				
	Median Sales Price	\$260,000	\$284,500	-8.6%	\$260,000	\$285,000	-8.8%						
	Ave. Sales Price	\$295,618	\$292,418	1.1%	\$295,618	\$295,123	0.2%		\$122,000				
Midtown	Units	118	118	0.0%	116	116	0.0%	2	2	0.0%	1		
	Median Sales Price	\$220,000	\$217,000	1.4%	\$213,000	\$215,000	-0.9%						
	Ave. Sales Price	\$240,940	\$217,486	10.8%	\$238,542	\$214,426	11.2%	\$380,000	\$394,950	-3.8%	\$5,000		
S. Memphis	Units	122	63	93.7%	122	63	93.7%						
	Median Sales Price	\$61,500	\$48,000	28.1%	\$61,500	\$48,000	28.1%						
	Ave. Sales Price	\$74,940	\$58,040	29.1%	\$74,940	\$58,040	29.1%						
Berciair/ Highland Heights	Units	92	80	15.0%	92	80	15.0%					2	
	Median Sales Price	\$100,000	\$69,000	44.9%	\$100,000	\$69,000	44.9%						
	Ave. Sales Price	\$100,918	\$76,002	32.8%	\$100,918	\$76,002	32.8%					\$31,750	
E. Memphis	Units	312	309	1.0%	311	307	1.3%	1	2	-50.0%		1	
	Median Sales Price	\$227,500	\$195,000	16.7%	\$228,000	\$195,000	16.9%						
	Ave. Sales Price	\$292,712	\$234,670	24.7%	\$293,058	\$233,063	25.7%	\$185,000	\$481,250	-61.6%		\$43,500	
Whitehaven	Units	83	71	16.9%	83	64	29.7%		7				
	Median Sales Price	\$100,000	\$85,000	17.6%	\$100,000	\$81,450	22.8%		\$206,300				
	Ave. Sales Price	\$108,217	\$99,172	9.1%	\$108,217	\$87,173	24.1%		\$208,869				
Parkway Village/ Oakhaven	Units	58	57	1.8%	58	57	1.8%					1	
	Median Sales Price	\$110,000	\$92,900	18.4%	\$110,000	\$92,900	18.4%						
	Ave. Sales Price	\$116,338	\$93,655	24.2%	\$116,338	\$93,655	24.2%					\$63,344	
Hickory Hill	Units	104	105	-1.0%	102	104	-1.9%	2	1	100.0%			
	Median Sales Price	\$185,000	\$170,000	8.8%	\$185,000	\$169,000	9.5%						
	Ave. Sales Price	\$202,277	\$174,047	16.2%	\$198,598	\$174,009	14.1%	\$389,900	\$178,000	119.0%			
Southwind	Units	25	12	108.3%	18	8	125.0%	7	4	75.0%			
	Median Sales Price	\$325,000	\$262,500	23.8%	\$335,500	\$290,000	15.7%	\$323,625	\$240,500	34.6%			
	Ave. Sales Price	\$378,540	\$376,353	0.6%	\$400,383	\$445,488	-10.1%	\$322,370	\$238,085	35.4%			

		May Total Sales			May Existing Sales			May New Home Sales			May Bank Sales		
		2022	2021	% change	2022	2021	% change	2022	2021	% change	2022	2021	% change
Cordova	Units	216	230	-6.1%	212	225	-5.8%	4	5	-20.0%			
	Median Sales Price	\$290,000	\$225,000	28.9%	\$286,000	\$223,100	28.2%	\$444,900	\$358,775	24.0%			
	Ave. Sales Price	\$299,382	\$247,813	20.8%	\$296,615	\$245,070	21.0%	\$446,028	\$371,265	20.1%			
Bartlett	Units	119	131	-9.2%	115	131	-12.2%	4					
	Median Sales Price	\$290,000	\$290,000	0.0%	\$287,000	\$290,000	-1.0%	\$485,507					
	Ave. Sales Price	\$314,300	\$287,314	9.4%	\$309,429	\$287,314	7.7%	\$454,356					
G'town	Units	76	82	-7.3%	76	82	-7.3%						
	Median Sales Price	\$469,000	\$414,300	13.2%	\$469,000	\$414,300	13.2%						
	Ave. Sales Price	\$522,892	\$481,493	8.6%	\$522,892	\$481,493	8.6%						
Collierville	Units	109	118	-7.6%	97	102	-4.9%	12	16	-25.0%			
	Median Sales Price	\$561,000	\$482,000	16.4%	\$545,000	\$451,500	20.7%	\$637,450	\$628,756	1.4%			
	Ave. Sales Price	\$592,901	\$505,996	17.2%	\$586,530	\$482,198	21.6%	\$644,397	\$657,706	-2.0%			
Lateland	Units	40	38	5.3%	33	32	3.1%	7	6	16.7%			
	Median Sales Price	\$500,000	\$375,500	33.2%	\$485,000	\$293,950	65.0%	\$596,500	\$486,710	22.6%			
	Ave. Sales Price	\$487,615	\$372,703	30.8%	\$468,439	\$351,598	33.2%	\$578,012	\$485,260	19.1%			
Arlington	Units	28	57	-50.9%	24	45	-46.7%	4	12	-66.7%			
	Median Sales Price	\$435,500	\$385,000	13.1%	\$425,500	\$365,000	16.6%	\$542,445	\$419,739	29.2%			
	Ave. Sales Price	\$427,632	\$367,373	16.4%	\$408,994	\$350,789	16.6%	\$539,462	\$429,563	25.6%			
Millington	Units	24	37	-35.1%	24	31	-22.6%		6				
	Median Sales Price	\$140,000	\$200,000	-30.0%	\$140,000	\$175,000	-20.0%		\$232,490				
	Ave. Sales Price	\$205,667	\$194,393	5.8%	\$205,667	\$184,665	11.4%		\$244,658				
Shelby County	Units	1,808	1,738	4.0%	1,764	1,673	5.4%	44	65	-32.3%	2	5	-60.0%
	Median Sales Price	\$215,000	\$206,000	4.4%	\$210,000	\$200,000	5.0%	\$476,030	\$401,637	18.5%		\$52,490	
	Ave. Sales Price	\$263,605	\$239,303	10.2%	\$257,907	\$232,630	10.9%	\$492,037	\$411,050	19.7%	\$11,500	\$71,567	-83.9%
Fayette County	Units	86	110	-21.8%	66	82	-19.5%	20	28	-28.6%			
	Median Sales Price	\$325,000	\$279,500	16.3%	\$325,000	\$274,000	18.6%	\$331,833	\$299,362	10.8%			
	Ave. Sales Price	\$342,127	\$292,611	16.9%	\$331,923	\$279,317	18.8%	\$375,798	\$331,542	13.3%			
Tipton County	Units	103	105	-1.9%	97	97	0.0%	6	8	-25.0%	1	2	-50.0%
	Median Sales Price	\$240,000	\$193,000	24.4%	\$231,000	\$185,000	24.9%	\$420,500	\$274,490	53.2%			
	Ave. Sales Price	\$240,542	\$195,181	23.2%	\$228,888	\$186,982	22.4%	\$428,938	\$294,591	45.6%	\$117,500	\$53,250	120.7%

		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
Frayer	Units	485	518	-6.4%	483	514	-6.0%	2	4	-50.0%	5	5	0.0%
	Median Sales Price	\$75,000	\$65,975	13.7%	\$75,000	\$65,250	14.9%		\$112,500		\$60,000	\$52,543	14.2%
	Ave. Sales Price	\$89,444	\$75,277	18.8%	\$89,276	\$75,035	19.0%	\$130,000	\$106,375	22.2%	\$70,300	\$67,287	4.5%
Raleigh/ Cov. Pike	Units	468	401	16.7%	468	398	17.6%		3		2	4	-50.0%
	Median Sales Price	\$137,750	108,500	27.0%	\$137,750	107,500	28.1%		\$125,000			\$97,750	
	Ave. Sales Price	\$143,093	\$112,514	27.2%	\$143,093	\$112,383	27.3%		\$130,000		\$45,000	\$101,875	-55.8%
Downtown	Units	249	233	6.9%	244	229	6.6%	5	4	25.0%	1	2	-50.0%
	Median Sales Price	\$247,500	\$250,000	-1.0%	\$246,250	\$250,000	-1.5%	\$255,000	\$122,000	109.0%			
	Ave. Sales Price	\$274,513	\$271,557	1.1%	\$274,704	\$272,374	0.9%	\$265,200	\$224,750	18.0%	\$45,000	\$274,000	-83.6%
Midtown	Units	490	492	-0.4%	482	488	-1.2%	8	4	100.0%	2	5	-60.0%
	Median Sales Price	\$209,000	\$185,000	13.0%	\$205,000	\$182,750	12.2%	\$380,000	\$417,500	-9.0%		\$25,000	
	Ave. Sales Price	\$224,121	\$206,031	8.8%	\$221,532	\$204,001	8.6%	\$380,089	\$453,725	-16.2%	\$17,000	\$24,350	-30.2%
S. Memphis	Units	427	379	12.7%	426	378	12.7%	1	1	0.0%	1	7	-85.7%
	Median Sales Price	\$60,000	\$42,500	41.2%	\$60,000	\$42,250	42.0%					\$35,500	
	Ave. Sales Price	\$70,869	\$53,641	32.1%	\$70,284	\$53,201	32.1%	\$320,000	\$220,000	45.5%	\$20,000	\$33,464	-40.2%
Berclair/ Highland Heights	Units	332	361	-8.0%	332	361	-8.0%				1	4	-75.0%
	Median Sales Price	\$89,000	\$65,000	36.9%	\$89,000	\$65,000	36.9%					\$35,750	
	Ave. Sales Price	\$94,947	\$72,645	30.7%	\$94,947	\$72,645	30.7%				\$44,000	\$33,925	29.7%
E. Memphis	Units	1,268	1,378	-8.0%	1,252	1,369	-8.5%	14	9	55.6%	4	8	-50.0%
	Median Sales Price	\$223,000	\$175,400	27.1%	\$220,000	\$175,000	25.7%	\$717,000	\$489,000	46.6%	\$186,500	\$102,500	82.0%
	Ave. Sales Price	\$285,309	\$230,068	24.0%	\$280,424	\$228,308	22.8%	\$722,125	\$497,711	45.1%	\$256,750	\$132,588	93.6%
Whitehaven	Units	377	388	-2.8%	375	372	0.8%	2	16	-87.5%	3	5	-40.0%
	Median Sales Price	\$100,000	\$81,450	22.8%	\$99,500	\$80,000	24.4%		\$209,500		\$107,000	\$71,000	50.7%
	Ave. Sales Price	\$108,415	\$92,972	16.6%	\$107,451	\$87,879	22.3%	\$289,180	\$211,377	36.8%	\$110,967	\$61,580	80.2%
Parkway/ Village/ Oakhaven	Units	258	245	5.3%	258	245	5.3%					2	
	Median Sales Price	\$110,000	\$85,000	29.4%	\$110,000	\$85,000	29.4%						
	Ave. Sales Price	\$110,748	\$85,396	29.7%	\$110,748	\$85,396	29.7%					\$56,242	
Hickory Hill	Units	528	505	4.6%	518	501	3.4%	10	4	150.0%	1	3	-66.7%
	Median Sales Price	\$180,000	\$149,900	20.1%	\$179,450	\$147,500	21.7%	\$387,900	\$246,450	57.4%		\$137,000	
	Ave. Sales Price	\$200,986	\$150,874	33.2%	\$197,412	\$150,131	31.5%	\$386,120	\$243,925	58.3%	\$115,000	\$153,500	-25.1%
Southwind	Units	62	55	12.7%	52	50	4.0%	10	5	100.0%		1	
	Median Sales Price	\$316,847	\$262,000	20.9%	\$315,350	\$263,750	19.6%	\$320,355	\$240,500	33.2%			
	Ave. Sales Price	\$377,109	\$341,949	10.3%	\$388,367	\$352,256	10.3%	\$318,569	\$238,880	33.4%		\$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	921	943	-2.3%	899	916	-1.9%	22	27	-18.5%		3	
	Median Sales Price	\$275,000	\$220,000	25.0%	\$270,000	\$220,000	22.7%	\$424,900	\$351,380	20.9%		\$235,000	
	Ave. Sales Price	\$289,274	\$235,739	22.7%	\$286,273	\$232,271	23.2%	\$411,902	\$353,397	16.6%		\$197,667	
Bartlett	Units	447	494	-9.5%	434	491	-11.6%	13	3	333.3%			
	Median Sales Price	\$293,000	\$253,000	15.8%	\$290,000	\$252,500	14.9%	\$480,880	\$384,900	24.9%			
	Ave. Sales Price	\$306,653	\$262,310	16.9%	\$302,144	\$261,659	15.5%	\$457,196	\$368,900	23.9%			
G'town	Units	289	332	-13.0%	286	330	-13.3%	3	2	50.0%	3	2	50.0%
	Median Sales Price	\$439,000	\$390,000	12.6%	\$436,500	\$390,000	11.9%	\$1,585,000			\$405,000		
	Ave. Sales Price	\$510,136	\$447,665	14.0%	\$497,215	\$444,620	11.8%	\$1,741,928	\$950,000	83.4%	\$556,833	\$329,944	68.8%
Collierville	Units	417	457	-8.8%	352	388	-9.3%	65	69	-5.8%		1	
	Median Sales Price	\$500,000	\$450,000	11.1%	\$460,500	\$411,500	11.9%	\$657,845	\$583,860	12.7%			
	Ave. Sales Price	\$546,841	\$476,072	14.9%	\$522,441	\$448,168	16.6%	\$678,972	\$632,985	7.3%		\$560,000	
Lateland	Units	151	112	34.8%	117	93	25.8%	34	19	78.9%			
	Median Sales Price	\$471,500	\$370,000	27.4%	\$371,000	\$330,000	12.4%	\$559,741	\$494,900	13.1%			
	Ave. Sales Price	\$463,611	\$379,816	22.1%	\$433,402	\$359,464	20.6%	\$567,563	\$479,435	18.4%			
Arlington	Units	115	198	-41.9%	100	141	-29.1%	15	57	-73.7%			
	Median Sales Price	\$390,000	\$363,272	7.4%	\$365,306	\$325,000	12.4%	\$498,709	\$413,383	20.6%			
	Ave. Sales Price	\$401,530	\$355,909	12.8%	\$385,275	\$327,116	17.8%	\$509,896	\$427,135	19.4%			
Millington	Units	103	122	-15.6%	98	98	0.0%	5	24	-79.2%		1	
	Median Sales Price	\$201,000	\$175,000	14.9%	\$197,500	\$154,700	27.7%	\$366,100	\$240,990	51.9%			
	Ave. Sales Price	\$231,274	\$179,513	28.8%	\$223,980	\$164,712	36.0%	\$374,220	\$239,949	56.0%		\$194,900	
Shelby County	Units	7,269	7,446	-2.4%	7,060	7,195	-1.9%	209	251	-16.7%	22	51	-56.9%
	Median Sales Price	\$200,038	\$172,850	15.7%	\$196,000	\$167,000	17.4%	\$513,757	\$419,900	22.4%	\$68,950	\$63,000	9.4%
	Ave. Sales Price	\$250,443	\$216,091	15.9%	\$241,446	\$208,439	15.8%	\$554,367	\$435,140	27.4%	\$167,541	\$118,035	41.9%
Fayette County	Units	372	448	-17.0%	272	315	-13.7%	100	133	-24.8%		3	
	Median Sales Price	\$304,995	\$280,000	8.9%	\$293,000	\$270,100	8.5%	\$310,495	\$304,634	1.9%		\$45,200	
	Ave. Sales Price	\$325,311	\$310,478	4.8%	\$312,250	\$291,516	7.1%	\$360,838	\$355,389	1.5%		\$50,767	
Tipton County	Units	444	440	0.9%	401	409	-2.0%	43	31	38.7%	3	14	-78.6%
	Median Sales Price	\$235,500	\$193,500	21.7%	\$220,000	\$187,202	17.5%	\$285,990	\$277,990	2.9%	\$190,000	\$97,500	94.9%
	Ave. Sales Price	\$238,525	\$199,958	19.3%	\$228,575	\$193,255	18.3%	\$331,316	\$288,400	14.9%	\$180,500	\$140,004	28.9%