



## Memphis Area Home Sales Report

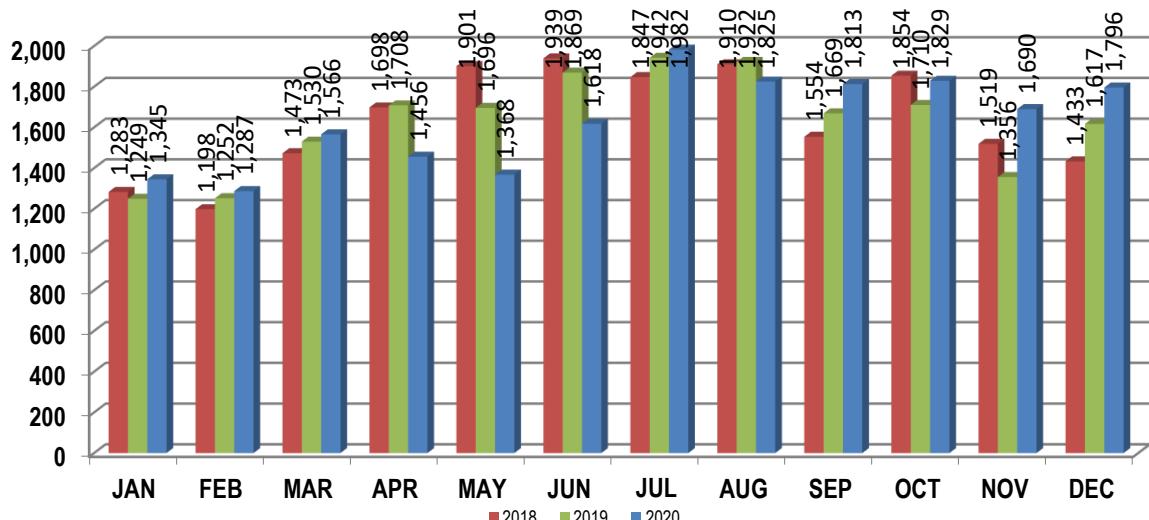
December 2020

### Sales Summary

|                     | December Total Sales |           |          | YTD Total Sales |           |          |
|---------------------|----------------------|-----------|----------|-----------------|-----------|----------|
|                     | 2020                 | 2019      | % change | 2020            | 2019      | % change |
| Units               | 1,796                | 1,622     | 10.7%    | 19,660          | 19,589    | 0.4%     |
| Median Sales Price  | \$182,000            | \$157,000 | 15.9%    | \$177,000       | \$155,000 | 14.2%    |
| Average Sales Price | \$223,843            | \$189,972 | 17.8%    | \$214,516       | \$190,971 | 12.3%    |

|                     | December Existing Sales |           |          | YTD Existing Home Sales |           |          |
|---------------------|-------------------------|-----------|----------|-------------------------|-----------|----------|
|                     | 2020                    | 2019      | % change | 2020                    | 2019      | % change |
| Units               | 1,706                   | 1,531     | 11.4%    | 18,694                  | 18,636    | 0.3%     |
| Median Sales Price  | \$175,000               | \$149,000 | 17.4%    | \$169,500               | \$147,000 | 15.3%    |
| Average Sales Price | \$215,504               | \$179,253 | 20.2%    | \$205,315               | \$181,168 | 13.3%    |
|                     | December New Home Sales |           |          | YTD New Home Sales      |           |          |
|                     | 2020                    | 2019      | % change | 2020                    | 2019      | % change |
| Units               | 90                      | 91        | -1.1%    | 966                     | 953       | 1.4%     |
| Median Sales Price  | \$340,990               | \$330,001 | 3.3%     | \$356,900               | \$332,248 | 7.4%     |
| Average Sales Price | \$381,903               | \$370,310 | 3.1%     | \$392,590               | \$382,667 | 2.6%     |
|                     | December Bank Sales     |           |          | YTD Bank Sales*         |           |          |
|                     | 2020                    | 2019      | % change | 2020                    | 2019      | % change |
| Units               | 15                      | 30        | -50.0%   | 322                     | 547       | -41.1%   |
| Median Sales Price  | \$75,000                | \$56,500  | 32.7%    | \$51,900                | \$62,400  | -16.8%   |
| Average Sales Price | \$105,427               | \$80,215  | 31.4%    | \$89,429                | \$87,896  | 1.7%     |
|                     | December Non-Bank Sales |           |          | YTD Non-Bank Sales      |           |          |
|                     | 2020                    | 2019      | % change | 2020                    | 2019      | % change |
| Units               | 1,781                   | 1,592     | 11.9%    | 19,338                  | 19,042    | 1.6%     |
| Median Sales Price  | \$183,000               | \$159,000 | 15.1%    | \$179,900               | \$159,000 | 13.1%    |
| Average Sales Price | \$224,840               | \$192,040 | 17.1%    | \$216,599               | \$193,932 | 11.7%    |

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.





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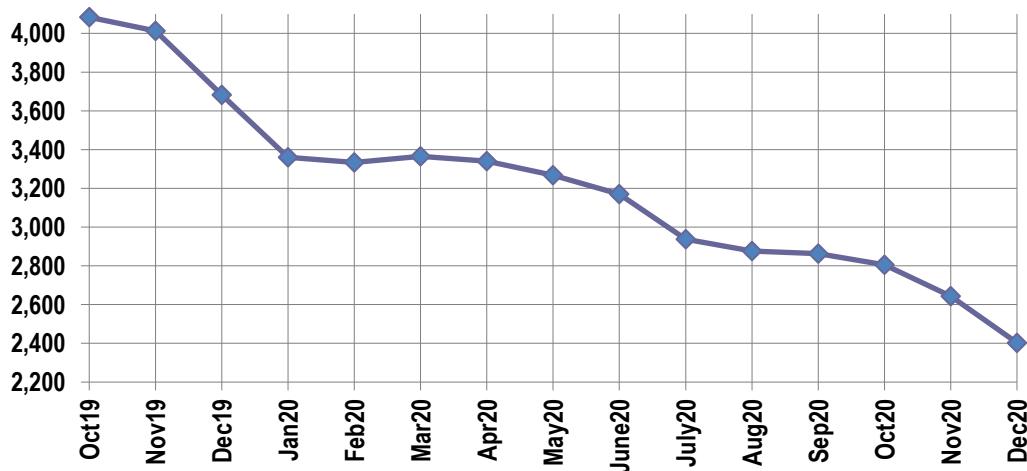
### Active Listings, Pending Sales and Foreclosure Action Summary

| Active Listings (as of 12-18-20) |       |                 |
|----------------------------------|-------|-----------------|
|                                  | Units | Ave. List Price |
| Single Family                    | 2,220 | \$310,274       |
| Condo/Co-op                      | 139   | \$215,372       |
| Duplex                           | 44    | \$128,329       |
| Market Total                     | 2,403 | \$301,453       |

| Pending Sales (as of 12-18-20) |       |                 |
|--------------------------------|-------|-----------------|
|                                | Units | Ave. List Price |
| Single Family                  | 1,277 | \$233,134       |
| Condo/Co-op                    | 26    | \$178,863       |
| Duplex                         | 12    | \$92,850        |
| Market Total                   | 1,315 | \$230,781       |

|       | December Foreclosure Actions |      |          | YTD Foreclosure Actions |       |          |
|-------|------------------------------|------|----------|-------------------------|-------|----------|
|       | 2020                         | 2019 | % change | 2020                    | 2019  | % change |
| Total | 32                           | 78   | -59.0%   | 477                     | 1,090 | -56.2%   |

Compiled from trustee deeds recorded in Shelby, Fayette and Tipton counties.



### Inventory

|        |       |        |       |
|--------|-------|--------|-------|
| Jan-19 | 3,630 | Jan-20 | 3,360 |
| Feb-19 | 3,786 | Feb-20 | 3,333 |
| Mar-19 | 3,806 | Mar-20 | 3,365 |
| Apr-19 | 4,056 | Apr-20 | 3,340 |
| May-19 | 4,114 | May-20 | 3,268 |
| Jun-19 | 4,251 | Jun-20 | 3,171 |
| Jul-19 | 4,385 | Jul-20 | 2,938 |
| Aug-19 | 4,293 | Aug-20 | 2,876 |
| Sep-19 | 4,213 | Sep-20 | 2,863 |
| Oct-19 | 4,083 | Oct-20 | 2,805 |
| 19-Nov | 4,012 | Nov-20 | 2,644 |
| 19-Dec | 3,682 | Dec-21 | 2,403 |

|                             |                    | December Total Sales |           |          | December Existing Sales |           |          | December New Home Sales |           |          | December Bank Sales |           |          |
|-----------------------------|--------------------|----------------------|-----------|----------|-------------------------|-----------|----------|-------------------------|-----------|----------|---------------------|-----------|----------|
|                             |                    | 2020                 | 2019      | % change | 2020                    | 2019      | % change | 2020                    | 2019      | % change | 2020                | 2019      | % change |
| Frayer                      | Units              | 102                  | 82        | 24.4%    | 102                     | 81        | 25.9%    |                         | 1         |          | 1                   | 2         | -50.0%   |
|                             | Median Sales Price | \$68,500             | \$41,750  | 64.1%    | \$68,500                | \$41,500  | 65.1%    |                         |           |          |                     |           |          |
|                             | Ave. Sales Price   | \$71,679             | \$55,518  | 29.1%    | \$71,679                | \$55,117  | 30.0%    |                         | \$88,000  |          | \$36,000            | \$27,050  | 33.1%    |
| Raleigh/ Cov. Pike          | Units              | 89                   | 112       | -20.5%   | 89                      | 112       | -20.5%   |                         |           |          |                     | 3         |          |
|                             | Median Sales Price | \$107,000            | 95,750    | 11.7%    | \$107,000               | 95,750    | 11.7%    |                         |           |          |                     | \$25,000  |          |
|                             | Ave. Sales Price   | \$105,410            | \$98,558  | 7.0%     | \$105,410               | \$98,558  | 7.0%     |                         |           |          |                     | \$49,860  |          |
| Downtown                    | Units              | 43                   | 42        | 2.4%     | 38                      | 39        | -2.6%    | 5                       | 3         | 66.7%    |                     |           |          |
|                             | Median Sales Price | \$162,500            | \$273,000 | -40.5%   | \$175,000               | \$264,000 | -33.7%   | \$118,000               | \$357,923 | -67.0%   |                     |           |          |
|                             | Ave. Sales Price   | \$199,116            | \$274,240 | -27.4%   | \$208,684               | \$265,074 | -21.3%   | \$126,400               | \$393,405 | -67.9%   |                     |           |          |
| Midtown                     | Units              | 107                  | 88        | 21.6%    | 107                     | 88        | 21.6%    |                         |           |          | 1                   | 1         | 0.0%     |
|                             | Median Sales Price | \$202,000            | \$113,500 | 78.0%    | \$202,000               | \$113,500 | 78.0%    |                         |           |          |                     |           |          |
|                             | Ave. Sales Price   | \$208,289            | \$148,671 | 40.1%    | \$208,289               | \$148,671 | 40.1%    |                         |           |          | \$44,250            | \$5,000   | 785.0%   |
| S. Memphis                  | Units              | 81                   | 70        | 15.7%    | 81                      | 70        | 15.7%    |                         |           |          | 3                   | 5         | -40.0%   |
|                             | Median Sales Price | \$40,000             | \$36,389  | 9.9%     | \$40,000                | \$36,389  | 9.9%     |                         |           |          | \$42,500            | \$31,000  | 37.1%    |
|                             | Ave. Sales Price   | \$50,283             | \$43,831  | 14.7%    | \$50,283                | \$43,831  | 14.7%    |                         |           |          | \$47,551            | \$36,355  | 30.8%    |
| Berkclair/ Highland Heights | Units              | 76                   | 52        | 46.2%    | 76                      | 52        | 46.2%    |                         |           |          | 1                   | 2         | -50.0%   |
|                             | Median Sales Price | \$58,500             | \$51,000  | 14.7%    | \$58,500                | \$51,000  | 14.7%    |                         |           |          |                     |           |          |
|                             | Ave. Sales Price   | \$66,818             | \$54,397  | 22.8%    | \$66,818                | \$54,397  | 22.8%    |                         |           |          | \$15,000            | \$21,000  | -28.6%   |
| E. Memphis                  | Units              | 313                  | 251       | 24.7%    | 310                     | 249       | 24.5%    | 3                       | 2         | 50.0%    | 1                   | 3         | -66.7%   |
|                             | Median Sales Price | \$190,000            | \$162,000 | 17.3%    | \$186,500               | \$160,000 | 16.6%    | \$709,000               |           |          |                     | \$27,000  |          |
|                             | Ave. Sales Price   | \$249,706            | \$185,633 | 34.5%    | \$244,718               | \$182,970 | 33.7%    | \$765,166               | \$517,250 | 47.9%    | \$34,000            | \$32,833  | 3.6%     |
| Whitehaven                  | Units              | 63                   | 81        | -22.2%   | 61                      | 74        | -17.6%   | 2                       | 7         | -71.4%   | 3                   | 2         | 50.0%    |
|                             | Median Sales Price | \$85,000             | \$72,500  | 17.2%    | \$83,000                | \$70,051  | 18.5%    |                         | \$180,590 |          | \$85,750            |           |          |
|                             | Ave. Sales Price   | \$93,732             | \$82,618  | 13.5%    | \$89,926                | \$73,935  | 21.6%    | \$209,800               | \$174,410 | 20.3%    | \$97,916            | \$41,086  | 138.3%   |
| Parkway Village/ Oakhaven   | Units              | 36                   | 44        | -18.2%   | 36                      | 44        | -18.2%   |                         |           |          |                     | 2         |          |
|                             | Median Sales Price | \$87,500             | \$63,500  | 37.8%    | \$87,500                | \$63,500  | 37.8%    |                         |           |          |                     |           |          |
|                             | Ave. Sales Price   | \$86,417             | \$71,174  | 21.4%    | \$86,417                | \$71,174  | 21.4%    |                         |           |          |                     | \$41,500  |          |
| Hickory Hill                | Units              | 115                  | 108       | 6.5%     | 111                     | 103       | 7.8%     | 4                       | 3         | 33.3%    |                     | 2         |          |
|                             | Median Sales Price | \$145,000            | \$130,000 | 11.5%    | \$145,000               | \$129,900 | 11.6%    | \$318,900               | \$269,930 | 18.1%    |                     |           |          |
|                             | Ave. Sales Price   | \$149,251            | \$131,898 | 13.2%    | \$143,120               | \$125,003 | 14.5%    | \$319,400               | \$273,933 | 16.6%    |                     | \$125,550 |          |
| Southwind                   | Units              | 6                    | 14        | -57.1%   | 6                       | 13        | -53.8%   |                         | 1         |          |                     |           |          |
|                             | Median Sales Price | \$242,751            | \$254,500 | -4.6%    | \$242,751               | \$228,500 | 6.2%     |                         |           |          |                     |           |          |
|                             | Ave. Sales Price   | \$268,083            | \$303,725 | -11.7%   | \$268,083               | \$305,146 | -12.1%   |                         | \$285,250 |          |                     |           |          |



December 2020

|                |                    | December Total Sales |           |          | December Existing Sales |           |          | December New Home Sales |             |          | December Bank Sales |           |          |
|----------------|--------------------|----------------------|-----------|----------|-------------------------|-----------|----------|-------------------------|-------------|----------|---------------------|-----------|----------|
|                |                    | 2020                 | 2019      | % change | 2020                    | 2019      | % change | 2020                    | 2019        | % change | 2020                | 2019      | % change |
| Cordova        | Units              | 216                  | 192       | 12.5%    | 210                     | 179       | 17.3%    | 6                       | 13          | -53.8%   | 2                   | 3         | -33.3%   |
|                | Median Sales Price | \$216,250            | \$184,950 | 16.9%    | \$215,000               | \$178,000 | 20.8%    | \$409,950               | \$200,000   | 105.0%   | \$153,500           |           |          |
|                | Ave. Sales Price   | \$227,917            | \$200,162 | 13.9%    | \$223,222               | \$196,835 | 13.4%    | \$392,234               | \$245,971   | 59.5%    | \$236,500           | \$161,500 | 46.4%    |
| Bartlett       | Units              | 108                  | 100       | 8.0%     | 105                     | 99        | 6.1%     | 3                       | 1           | 200.0%   |                     | 2         |          |
|                | Median Sales Price | \$251,700            | \$215,500 | 16.8%    | \$250,000               | \$215,000 | 16.3%    | \$305,000               |             |          |                     |           |          |
|                | Ave. Sales Price   | \$256,237            | \$231,170 | 10.8%    | \$254,398               | \$229,940 | 10.6%    | \$320,600               | \$353,000   | -9.2%    | \$245,250           |           |          |
| Gtown          | Units              | 78                   | 84        | -7.1%    | 78                      | 82        | -4.9%    |                         | 2           |          |                     |           |          |
|                | Median Sales Price | \$380,000            | \$340,000 | 11.8%    | \$380,000               | \$339,000 | 12.1%    |                         |             |          |                     |           |          |
|                | Ave. Sales Price   | \$480,435            | \$423,777 | 13.4%    | \$480,435               | \$400,393 | 20.0%    |                         | \$1,382,500 |          |                     |           |          |
| Collierville   | Units              | 111                  | 90        | 23.3%    | 99                      | 74        | 33.8%    | 12                      | 16          | -25.0%   |                     |           |          |
|                | Median Sales Price | \$410,000            | \$376,500 | 8.9%     | \$389,900               | \$340,000 | 14.7%    | \$567,530               | \$506,850   | 12.0%    |                     |           |          |
|                | Ave. Sales Price   | \$447,795            | \$386,108 | 16.0%    | \$422,423               | \$359,004 | 17.7%    | \$657,116               | \$511,461   | 28.5%    |                     |           |          |
| Lakeland       | Units              | 26                   | 16        | 62.5%    | 21                      | 12        | 75.0%    | 5                       | 4           | 25.0%    |                     |           |          |
|                | Median Sales Price | \$400,750            | \$375,000 | 6.9%     | \$285,000               | \$249,500 | 14.2%    | \$504,400               | \$485,749   | 3.8%     |                     |           |          |
|                | Ave. Sales Price   | \$375,238            | \$342,165 | 9.7%     | \$344,785               | \$296,522 | 16.3%    | \$503,137               | \$479,096   | 5.0%     |                     |           |          |
| Arlington      | Units              | 42                   | 29        | 44.8%    | 31                      | 18        | 72.2%    | 11                      | 11          | 0.0%     |                     |           |          |
|                | Median Sales Price | \$323,500            | \$315,000 | 2.7%     | \$272,500               | \$229,450 | 18.8%    | \$387,760               | \$378,640   | 2.4%     |                     |           |          |
|                | Ave. Sales Price   | \$314,002            | \$299,922 | 4.7%     | \$284,980               | \$244,372 | 16.6%    | \$395,792               | \$390,821   | 1.3%     |                     |           |          |
| Millington     | Units              | 32                   | 22        | 45.5%    | 24                      | 22        | 9.1%     | 3                       |             |          |                     |           |          |
|                | Median Sales Price | \$186,000            | \$123,500 | 50.6%    | \$153,250               | \$123,500 | 24.1%    | \$235,990               |             |          |                     |           |          |
|                | Ave. Sales Price   | \$174,947            | \$129,350 | 35.3%    | \$152,062               | \$129,350 | 17.6%    | \$243,603               |             |          |                     |           |          |
| Shelby County  | Units              | 1,607                | 1,465     | 9.7%     | 1,548                   | 1,399     | 10.7%    | 59                      | 66          | -10.6%   | 12                  | 26        | -53.8%   |
|                | Median Sales Price | \$175,000            | \$149,900 | 16.7%    | \$170,000               | \$142,900 | 19.0%    | \$387,760               | \$356,089   | 8.9%     | \$59,625            | \$42,050  | 41.8%    |
|                | Ave. Sales Price   | \$220,019            | \$184,192 | 19.5%    | \$212,485               | \$174,374 | 21.9%    | \$417,687               | \$392,317   | 6.5%     | \$86,554            | \$73,894  | 17.1%    |
| Fayette County | Units              | 90                   | 73        | 23.3%    | 66                      | 53        | 24.5%    | 24                      | 20          | 20.0%    | 1                   |           |          |
|                | Median Sales Price | \$307,000            | \$268,000 | 14.6%    | \$302,000               | \$258,000 | 17.1%    | \$312,450               | \$288,617   | 8.3%     |                     |           |          |
|                | Ave. Sales Price   | \$340,116            | \$312,177 | 8.9%     | \$339,537               | \$308,560 | 10.0%    | \$341,711               | \$321,762   | 6.2%     |                     | \$185,316 |          |
| Tipton County  | Units              | 99                   | 84        | 17.9%    | 92                      | 79        | 16.5%    | 7                       | 5           | 40.0%    | 3                   | 3         | 0.0%     |
|                | Median Sales Price | \$180,000            | \$160,500 | 12.1%    | \$179,500               | \$158,000 | 13.6%    | \$215,000               | \$304,800   | -29.5%   | \$195,000           | \$135,000 | 44.4%    |
|                | Ave. Sales Price   | \$180,211            | \$184,568 | -2.4%    | \$177,328               | \$178,907 | -0.9%    | \$218,103               | \$274,009   | -20.4%   | \$180,920           | \$99,966  | 81.0%    |

|                            |                    | YTD Total Sales |           |          | YTD Existing Sales |           |          | YTD New Home Sales |           |          | YTD Bank Sales |           |           |          |          |
|----------------------------|--------------------|-----------------|-----------|----------|--------------------|-----------|----------|--------------------|-----------|----------|----------------|-----------|-----------|----------|----------|
|                            |                    | 2020            | 2019      | % change | 2020               | 2019      | % change | 2020               | 2019      | % change | 2020           | 2019      | % change  |          |          |
| Frayer                     | Units              | 1,081           | 1,085     | -0.4%    | 1,078              | 1,084     | -0.6%    | 3                  | 1         | 200.0%   | 30             | 39        | -23.1%    |          |          |
|                            | Median Sales Price | \$48,360        | \$39,000  | 24.0%    | \$48,000           | \$39,000  | 23.1%    | \$134,900          |           |          | \$34,950       | \$30,555  | 14.4%     |          |          |
|                            | Ave. Sales Price   | \$60,521        | \$49,673  | 21.8%    | \$60,323           | \$49,638  | 21.5%    | \$131,633          | \$88,000  | 49.6%    | \$38,625       | \$35,422  | 9.0%      |          |          |
| Raleigh/ Cov. Pike         | Units              | 926             | 1,064     | -13.0%   | 919                | 1,053     | -12.7%   | 7                  | 11        | -36.4%   | 19             | 58        | -67.2%    |          |          |
|                            | Median Sales Price | \$95,000        | \$89,700  | 5.9%     | \$95,000           | \$88,500  | 7.3%     | \$125,000          | \$154,900 | -19.3%   | \$74,500       | \$72,250  | 3.1%      |          |          |
|                            | Ave. Sales Price   | \$98,955        | \$93,001  | 6.4%     | \$98,722           | \$92,435  | 6.8%     | \$129,571          | \$147,200 | -12.0%   | \$75,415       | \$74,113  | 1.8%      |          |          |
| Downtown                   | Units              | 533             | 524       | 1.7%     | 508                | 512       | -0.8%    | 25                 | 12        | 108.3%   | 16             | 6         | 166.7%    |          |          |
|                            | Median Sales Price | \$249,900       | \$244,000 | 2.4%     | \$245,000          | \$242,250 | 1.1%     | \$356,600          | \$353,387 | 0.9%     | \$39,462       | \$27,000  | 46.2%     |          |          |
|                            | Ave. Sales Price   | \$254,421       | \$248,306 | 2.5%     | \$250,778          | \$246,863 | 1.6%     | \$328,451          | \$309,857 | 6.0%     | \$63,645       | \$97,301  | -34.6%    |          |          |
| Midtown                    | Units              | 1,134           | 1,161     | -2.3%    | 1,128              | 1,149     | -1.8%    | 6                  | 12        | -50.0%   | 19             | 22        | -13.6%    |          |          |
|                            | Median Sales Price | \$162,750       | \$145,000 | 12.2%    | \$162,250          | \$140,000 | 15.9%    | \$378,625          | \$318,250 | 19.0%    | \$26,000       | \$41,500  | -37.3%    |          |          |
|                            | Ave. Sales Price   | \$188,113       | \$164,472 | 14.4%    | \$186,854          | \$163,062 | 14.6%    | \$424,750          | \$299,433 | 41.9%    | \$43,855       | \$61,896  | -29.1%    |          |          |
| S. Memphis                 | Units              | 890             | 749       | 18.8%    | 889                | 749       | 18.7%    | 1                  |           |          | 38             | 50        | -24.0%    |          |          |
|                            | Median Sales Price | \$33,000        | \$27,000  | 22.2%    | \$33,000           | \$27,000  | 22.2%    |                    |           |          | \$22,613       | \$20,225  | 11.8%     |          |          |
|                            | Ave. Sales Price   | \$42,243        | \$36,410  | 16.0%    | \$42,071           | \$36,410  | 15.5%    | \$195,000          |           |          | \$24,921       | \$23,679  | 5.2%      |          |          |
| Bercilia/ Highland Heights | Units              | 719             | 710       | 1.3%     | 719                | 710       | 1.3%     |                    |           |          | 10             | 28        | -64.3%    |          |          |
|                            | Median Sales Price | \$50,000        | \$45,000  | 11.1%    | \$50,000           | \$45,000  | 11.1%    |                    |           |          | \$27,750       | \$33,431  | -17.0%    |          |          |
|                            | Ave. Sales Price   | \$57,927        | \$51,744  | 11.9%    | \$57,927           | \$51,744  | 11.9%    |                    |           |          | \$31,278       | \$38,803  | -19.4%    |          |          |
| E. Memphis                 | Units              | 3,290           | 3,224     | 2.0%     | 3,251              | 3,197     | 1.7%     | 39                 | 27        | 44.4%    | 29             | 38        | -23.7%    |          |          |
|                            | Median Sales Price | \$180,000       | \$150,712 | 19.4%    | \$179,900          | \$150,000 | 19.9%    | \$660,000          | \$774,000 | -14.7%   | \$77,199       | \$43,513  | 77.4%     |          |          |
|                            | Ave. Sales Price   | \$236,569       | \$206,229 | 14.7%    | \$231,761          | \$201,879 | 14.8%    | \$637,388          | \$721,251 | -11.6%   | \$107,009      | \$57,619  | 85.7%     |          |          |
| Whitehaven                 | Units              | 827             | 914       | -9.5%    | 788                | 887       | -11.2%   | 39                 | 27        | 44.4%    | 34             | 45        | -24.4%    |          |          |
|                            | Median Sales Price | \$75,000        | \$68,000  | 10.3%    | \$73,000           | \$67,000  | 9.0%     | \$186,865          | \$174,900 | 6.8%     | \$47,756       | \$38,500  | 24.0%     |          |          |
|                            | Ave. Sales Price   | \$84,000        | \$75,075  | 11.9%    | \$78,885           | \$72,204  | 9.3%     | \$187,332          | \$169,389 | 10.6%    | \$55,416       | \$53,335  | 3.9%      |          |          |
| Parkway Village/ Oakhaven  | Units              | 468             | 565       | -17.2%   | 468                | 564       | -17.0%   |                    |           |          | 1              |           | 13        | 35       | -62.9%   |
|                            | Median Sales Price | \$75,000        | \$68,000  | 10.3%    | \$75,000           | \$68,000  | 10.3%    |                    |           |          |                |           | \$51,900  | \$47,540 | 9.2%     |
|                            | Ave. Sales Price   | \$75,832        | \$69,762  | 8.7%     | \$75,832           | \$69,723  | 8.8%     |                    | \$92,000  |          |                |           |           | \$55,639 | \$47,531 |
| Hickory Hill               | Units              | 1,146           | 1,280     | -10.5%   | 1,116              | 1,253     | -10.9%   | 30                 | 27        | 11.1%    | 17             | 60        | -71.7%    |          |          |
|                            | Median Sales Price | \$133,240       | \$119,600 | 11.4%    | \$130,000          | \$117,075 | 11.0%    | \$294,723          | \$269,900 | 9.2%     | \$110,250      | \$85,050  | 29.6%     |          |          |
|                            | Ave. Sales Price   | \$134,323       | \$122,229 | 9.9%     | \$130,268          | \$119,155 | 9.3%     | \$285,163          | \$264,866 | 7.7%     | \$111,323      | \$87,921  | 26.6%     |          |          |
| Southwind                  | Units              | 129             | 140       | -7.9%    | 120                | 124       | -3.2%    | 9                  | 16        | -43.8%   | 1              | 9         | -88.9%    |          |          |
|                            | Median Sales Price | \$260,000       | \$248,000 | 4.8%     | \$250,000          | \$235,075 | 6.3%     | \$275,000          | \$272,709 | 0.8%     |                |           | \$189,900 |          |          |
|                            | Ave. Sales Price   | \$317,766       | \$288,562 | 10.1%    | \$320,876          | \$290,655 | 10.4%    | \$276,301          | \$272,346 | 1.5%     | \$288,000      | \$203,840 | 41.3%     |          |          |

|                |                    | YTD Total Sales |           |          | YTD Existing Sales |           |          | YTD New Home Sales |           |          | YTD Bank Sales |           |          |
|----------------|--------------------|-----------------|-----------|----------|--------------------|-----------|----------|--------------------|-----------|----------|----------------|-----------|----------|
|                |                    | 2020            | 2019      | % change | 2020               | 2019      | % change | 2020               | 2019      | % change | 2020           | 2019      | % change |
| Cordova        | Units              | 2,315           | 2,373     | -2.4%    | 2,249              | 2,245     | 0.2%     | 66                 | 128       | -48.4%   | 14             | 42        | -66.7%   |
|                | Median Sales Price | \$200,000       | \$179,900 | 11.2%    | \$199,920          | \$175,000 | 14.2%    | \$287,605          | \$264,950 | 8.6%     | \$181,388      | \$154,675 | 17.3%    |
|                | Ave. Sales Price   | \$218,505       | \$198,062 | 10.3%    | \$216,641          | \$194,972 | 11.1%    | \$282,018          | \$252,264 | 11.8%    | \$202,475      | \$176,323 | 14.8%    |
| Bartlett       | Units              | 1,153           | 1,175     | -1.9%    | 1,137              | 1,130     | 0.6%     | 16                 | 45        | -64.4%   | 10             | 13        | -23.1%   |
|                | Median Sales Price | \$236,000       | \$214,900 | 9.8%     | \$235,000          | \$210,000 | 11.9%    | \$337,400          | \$306,900 | 9.9%     | \$215,000      | \$230,000 | -6.5%    |
|                | Ave. Sales Price   | \$241,250       | \$221,947 | 8.7%     | \$240,105          | \$218,574 | 9.9%     | \$322,668          | \$306,666 | 5.2%     | \$213,090      | \$227,694 | -6.4%    |
| Gtown          | Units              | 976             | 860       | 13.5%    | 962                | 834       | 15.3%    | 14                 | 26        | -46.2%   | 1              | 5         | -80.0%   |
|                | Median Sales Price | \$367,750       | \$339,950 | 8.2%     | \$365,000          | \$336,445 | 8.5%     | \$967,500          | \$778,305 | 24.3%    |                | \$283,100 |          |
|                | Ave. Sales Price   | \$435,875       | \$395,010 | 10.3%    | \$427,611          | \$379,144 | 12.8%    | \$1,003,741        | \$903,949 | 11.0%    | \$229,000      | \$314,949 | -27.3%   |
| Collierville   | Units              | 1,285           | 1,195     | 7.5%     | 1,131              | 1,031     | 9.7%     | 154                | 164       | -6.1%    | 5              | 7         | -28.6%   |
|                | Median Sales Price | \$412,000       | \$380,000 | 8.4%     | \$389,000          | \$354,000 | 9.9%     | \$555,797          | \$519,950 | 6.9%     | \$289,580      | \$325,000 | -10.9%   |
|                | Ave. Sales Price   | \$433,557       | \$396,319 | 9.4%     | \$411,498          | \$370,566 | 11.0%    | \$595,566          | \$558,212 | 6.7%     | \$366,967      | \$305,698 | 20.0%    |
| Lakeland       | Units              | 335             | 317       | 5.7%     | 275                | 280       | -1.8%    | 60                 | 37        | 62.2%    | 4              | 4         | 0.0%     |
|                | Median Sales Price | \$365,000       | \$305,000 | 19.7%    | \$320,000          | \$284,500 | 12.5%    | \$485,900          | \$453,597 | 7.1%     | \$329,000      | \$197,250 | 66.8%    |
|                | Ave. Sales Price   | \$365,704       | \$329,810 | 10.9%    | \$341,556          | \$313,250 | 9.0%     | \$476,380          | \$455,123 | 4.7%     | \$346,750      | \$203,600 | 70.3%    |
| Arlington      | Units              | 417             | 421       | -1.0%    | 300                | 316       | -5.1%    | 117                | 105       | 11.4%    | 3              | 5         | -40.0%   |
|                | Median Sales Price | \$330,000       | \$301,900 | 9.3%     | \$290,000          | \$267,250 | 8.5%     | \$387,695          | \$372,637 | 4.0%     | \$275,000      | \$212,000 | 29.7%    |
|                | Ave. Sales Price   | \$322,174       | \$301,230 | 7.0%     | \$291,934          | \$275,791 | 5.9%     | \$399,710          | \$377,792 | 5.8%     | \$215,666      | \$193,000 | 11.7%    |
| Millington     | Units              | 221             | 232       | -4.7%    | 205                | 232       | -11.6%   | 16                 |           |          | 5              | 10        | -50.0%   |
|                | Median Sales Price | \$155,000       | \$129,500 | 19.7%    | \$150,000          | \$129,500 | 15.8%    | \$237,490          |           |          | \$105,000      | \$110,650 | -5.1%    |
|                | Ave. Sales Price   | \$164,709       | \$145,810 | 13.0%    | \$158,100          | \$145,810 | 8.4%     | \$249,386          |           |          | \$103,285      | \$114,448 | -9.8%    |
| Shelby County  | Units              | 17,705          | 17,561    | 0.8%     | 17,705             | 17,561    | 0.8%     | 602                | 639       | -5.8%    | 270            | 469       | -42.4%   |
|                | Median Sales Price | \$170,000       | \$146,500 | 16.0%    | \$170,000          | \$146,500 | 16.0%    | \$409,900          | \$366,450 | 11.9%    | \$48,430       | \$60,500  | -20.0%   |
|                | Ave. Sales Price   | \$211,605       | \$186,892 | 13.2%    | \$211,605          | \$186,892 | 13.2%    | \$439,114          | \$410,507 | 7.0%     | \$86,286       | \$85,522  | 0.9%     |
| Fayette County | Units              | 1,033           | 885       | 16.7%    | 781                | 668       | 16.9%    | 252                | 217       | 16.1%    | 16             | 23        | -30.4%   |
|                | Median Sales Price | \$267,900       | \$259,000 | 3.4%     | \$249,900          | \$235,900 | 5.9%     | \$301,382          | \$302,072 | -0.2%    | \$74,950       | \$124,000 | -39.6%   |
|                | Ave. Sales Price   | \$294,958       | \$285,352 | 3.4%     | \$280,281          | \$266,947 | 5.0%     | \$340,444          | \$342,009 | -0.5%    | \$126,713      | \$153,035 | -17.2%   |
| Tipton County  | Units              | 1,066           | 999       | 6.7%     | 954                | 902       | 5.8%     | 112                | 97        | 15.5%    | 36             | 55        | -34.5%   |
|                | Median Sales Price | \$180,000       | \$170,000 | 5.9%     | \$170,000          | \$164,500 | 3.3%     | \$237,030          | \$286,000 | -17.1%   | \$76,200       | \$75,500  | 0.9%     |
|                | Ave. Sales Price   | \$184,527       | \$179,647 | 2.7%     | \$175,684          | \$167,756 | 4.7%     | \$259,853          | \$290,221 | -10.5%   | \$96,433       | \$80,903  | 19.2%    |