

## Sales Summary

	June Total Sales			YTD Total Sales		
	2020	2019	% change	2020	2019	% change
Units	1,618	1,871	-13.5%	8,660	9,332	-7.2%
Median Sales Price	\$185,000	\$180,000	2.8%	\$165,000	\$150,000	10.0%
Average Sales Price	\$220,883	\$218,570	1.1%	\$200,044	\$185,654	7.8%

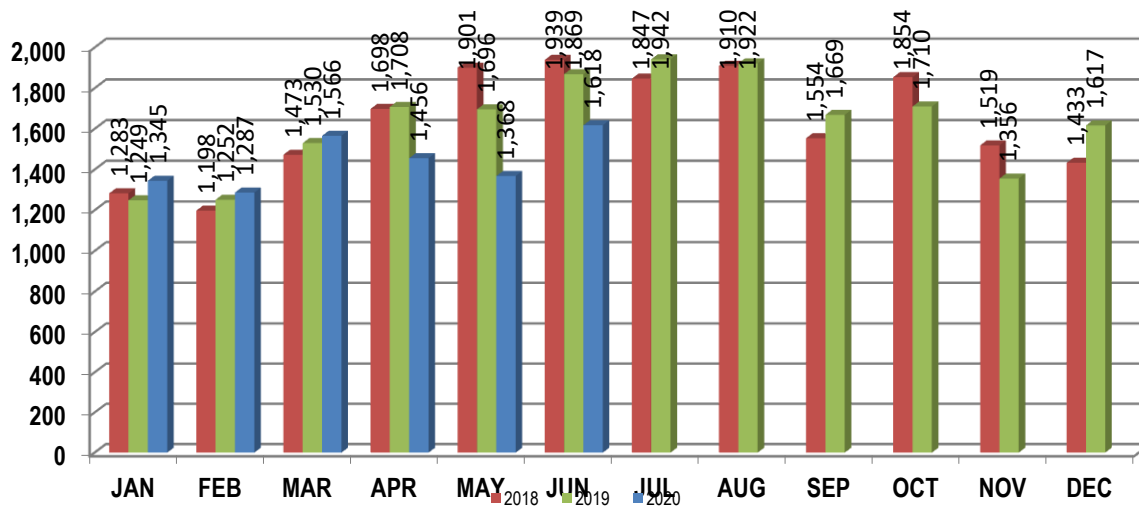
	June Existing Sales			YTD Existing Home Sales		
	2020	2019	% change	2020	2019	% change
Units	1,543	1,782	-13.4%	8,212	8,899	-7.7%
Median Sales Price	\$176,500	\$170,000	3.8%	\$155,000	\$140,000	10.7%
Average Sales Price	\$212,385	\$208,707	1.8%	\$189,779	\$176,025	7.8%

	June New Home Sales			YTD New Home Sales		
	2020	2019	% change	2020	2019	% change
Units	75	89	-15.7%	448	433	3.5%
Median Sales Price	\$375,000	\$407,683	-8.0%	\$356,400	\$333,950	6.7%
Average Sales Price	\$395,720	\$416,046	-4.9%	\$388,201	\$383,558	1.2%

	June Bank Sales			YTD Bank Sales*		
	2020	2019	% change	2020	2019	% change
Units	20	41	-51.2%	207	288	-28.1%
Median Sales Price	\$63,500	\$80,000	-20.6%	\$51,900	\$55,900	-7.2%
Average Sales Price	\$78,878	\$94,566	-16.6%	\$83,035	\$86,519	-4.0%

	June Non-Bank Sales			YTD Non-Bank Sales		
	2020	2019	% change	2020	2019	% change
Units	1,598	1,830	-12.7%	8,453	9,044	-6.5%
Median Sales Price	\$185,000	\$183,500	0.8%	\$167,500	\$153,000	9.5%
Average Sales Price	\$222,660	\$221,348	0.6%	\$202,909	\$188,811	7.5%

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.



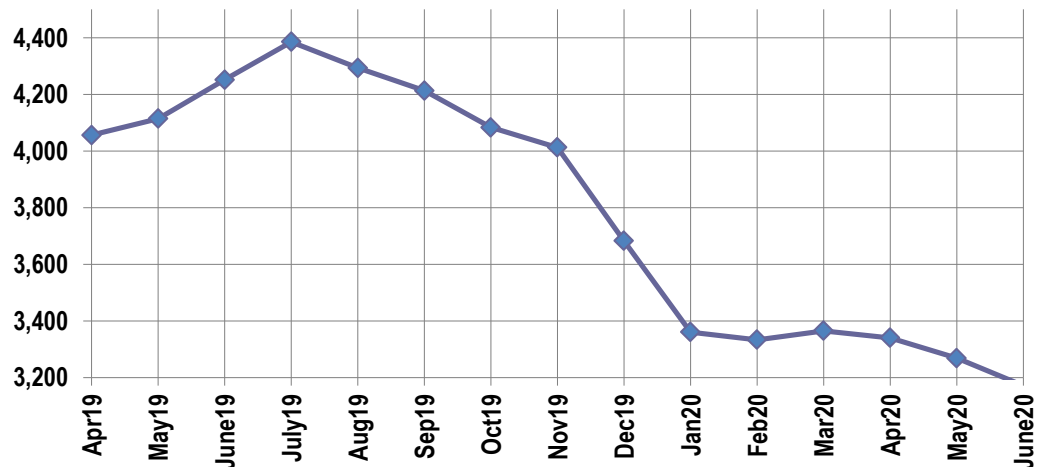
## Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 06-17-20)		
	Units	Ave. List Price
Single Family	2,975	\$324,725
Condo/Co-op	144	\$190,938
Duplex	52	\$108,297
<b>Market Total</b>	<b>3,171</b>	<b>\$315,100</b>

Pending Sales (as of 06-17-20)		
	Units	Ave. List Price
Single Family	1,364	\$243,605
Condo/Co-op	45	\$204,784
Duplex	16	\$84,056
<b>Market Total</b>	<b>1,425</b>	<b>\$240,588</b>

	June Foreclosure Actions			YTD Foreclosure Actions		
	2020	2019	% change	2020	2019	% change
<b>Total</b>	24	78	-69.2%	304	588	-48.3%

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



## Inventory

Jul-18	4,548	Jul-19	4,385
Aug-18	4,564	Aug-19	4,293
Sep-18	4,519	Sep-19	4,213
Oct-18	4,424	Oct-19	4,083
Nov-18	4,301	Nov-19	4,012
Dec-18	4,050	Dec-20	3,682
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

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Frayser	Units	81	109	-25.7%	81	109	-25.7%				2	3	-33.3%
	Median Sales Price	\$45,000	\$38,793	16.0%	\$45,000	\$38,793	16.0%					\$80,000	
	Ave. Sales Price	\$57,183	\$47,551	20.3%	\$57,183	\$47,551	20.3%				\$44,250	\$75,266	-41.2%
Raleigh/ Cov. Pike	Units	78	87	-10.3%	77	86	-10.5%	1	1	0.0%	2	3	-33.3%
	Median Sales Price	\$90,300	102,500	-11.9%	\$90,000	101,750	-11.5%					\$102,500	
	Ave. Sales Price	\$96,581	\$98,743	-2.2%	\$96,017	\$98,090	-2.1%	\$140,000	\$154,900	-9.6%	\$74,950	\$91,700	-18.3%
Downtown	Units	49	60	-18.3%	48	60	-20.0%	1					
	Median Sales Price	\$305,000	\$233,500	30.6%	\$305,000	\$233,500	30.6%						
	Ave. Sales Price	\$301,812	\$264,863	14.0%	\$300,535	\$264,863	13.5%	\$363,105					
Midtown	Units	87	114	-23.7%	84	111	-24.3%	3	3	0.0%	1	2	-50.0%
	Median Sales Price	\$179,500	\$167,940	6.9%	\$164,000	\$167,000	-1.8%	\$375,000	\$317,000	18.3%			
	Ave. Sales Price	\$193,837	\$199,534	-2.9%	\$187,507	\$197,752	-5.2%	\$371,083	\$265,466	39.8%	\$75,100	\$68,637	9.4%
S. Memphis	Units	51	58	-12.1%	51	58	-12.1%				3	4	-25.0%
	Median Sales Price	\$25,000	\$30,750	-18.7%	\$25,000	\$30,750	-18.7%				\$17,000	\$16,250	4.6%
	Ave. Sales Price	\$37,805	\$38,334	-1.4%	\$37,805	\$38,334	-1.4%				\$17,833	\$17,550	1.6%
Berclair/ Highland Heights	Units	50	58	-13.8%	50	58	-13.8%					1	
	Median Sales Price	\$45,000	\$40,000	12.5%	\$45,000	\$40,000	12.5%						
	Ave. Sales Price	\$53,059	\$53,408	-0.7%	\$53,059	\$53,408	-0.7%					\$30,500	
E. Memphis	Units	281	324	-13.3%	279	323	-13.6%	2	1	100.0%		1	
	Median Sales Price	\$191,000	\$179,750	6.3%	\$190,000	\$179,500	5.8%						
	Ave. Sales Price	\$245,566	\$237,796	3.3%	\$242,846	\$236,597	2.6%	\$625,000	\$625,000	0.0%		\$92,000	
Whitehaven	Units	63	54	16.7%	61	53	15.1%	2	1	100.0%	3	7	-57.1%
	Median Sales Price	\$70,000	\$65,000	7.7%	\$70,000	\$65,000	7.7%				\$40,000	\$62,400	-35.9%
	Ave. Sales Price	\$79,058	\$74,242	6.5%	\$75,411	\$72,343	4.2%	\$190,282	\$174,900	8.8%	\$42,833	\$62,842	-31.8%
Parkway Village/ Oakhaven	Units	28	44	-36.4%	28	43	-34.9%		1			1	
	Median Sales Price	\$80,750	\$81,000	-0.3%	\$80,750	\$77,000	4.9%						
	Ave. Sales Price	\$80,392	\$77,480	3.8%	\$80,392	\$77,143	4.2%		\$92,000			\$28,500	
Hickory Hill	Units	105	109	-3.7%	101	105	-3.8%	4	4	0.0%	1	5	-80.0%
	Median Sales Price	\$135,000	\$119,000	13.4%	\$135,000	\$115,000	17.4%	\$212,400	\$254,950	-16.7%		\$86,000	
	Ave. Sales Price	\$134,383	\$129,831	3.5%	\$131,213	\$125,588	4.5%	\$214,425	\$241,200	-11.1%	\$15,611	\$75,023	-79.2%
Southwind	Units	10	15	-33.3%	10	12	-16.7%		3				
	Median Sales Price	\$447,950	\$255,189	75.5%	\$447,950	\$225,500	98.6%		\$255,189				
	Ave. Sales Price	\$496,890	\$313,405	58.5%	\$496,890	\$327,041	51.9%		\$258,859				

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2020	2019	% change	141	2019	% change	2020	2019	% change	2020	2019	% change
Cordova	Units	179	218	-17.9%	171	209	-18.2%	8	9	-11.1%		4	
	Median Sales Price	\$200,000	\$190,000	5.3%	\$197,500	\$188,000	5.1%	\$209,900	\$275,000	-23.7%		\$159,250	
	Ave. Sales Price	\$226,070	\$205,209	10.2%	\$225,657	\$202,842	11.2%	\$234,900	\$260,166	-9.7%		\$148,281	
Bartlett	Units	105	125	-16.0%	103	119	-13.4%	2	6	-66.7%		2	
	Median Sales Price	\$215,000	\$223,250	-3.7%	\$215,000	\$219,000	-1.8%		\$315,950				
	Ave. Sales Price	\$223,447	\$230,092	-2.9%	\$221,719	\$225,857	-1.8%	\$312,400	\$314,083	-0.5%		\$335,562	
G'town	Units	83	101	-17.8%	82	96	-14.6%	1	5	-80.0%	1		
	Median Sales Price	\$349,000	\$375,000	-6.9%	\$347,000	\$369,000	-6.0%		\$695,000				
	Ave. Sales Price	\$385,564	\$426,340	-9.6%	\$377,473	\$404,234	-6.6%	\$1,049,000	\$850,780	23.3%	\$299,000		
Collierville	Units	132	150	-12.0%	123	126	-2.4%	9	24	-62.5%	1		
	Median Sales Price	\$368,725	\$394,250	-6.5%	\$359,900	\$355,000	1.4%	\$579,900	\$524,444	10.6%			
	Ave. Sales Price	\$406,743	\$408,143	-0.3%	\$391,216	\$380,452	2.8%	\$618,940	\$553,517	11.8%	\$190,257		
Lakeland	Units	37	48	-22.9%	28	46	-39.1%	9	2	350.0%			
	Median Sales Price	\$377,000	\$317,500	18.7%	\$346,000	\$307,500	12.5%	\$477,250					
	Ave. Sales Price	\$376,817	\$318,538	18.3%	\$338,571	\$313,351	8.0%	\$495,806	\$433,529	14.4%			
Arlington	Units	35	48	-27.1%	26	35	-25.7%	9	13	-30.8%		1	
	Median Sales Price	\$329,000	\$309,750	6.2%	\$285,750	\$270,000	5.8%	\$391,765	\$399,900	-2.0%			
	Ave. Sales Price	\$320,477	\$309,714	3.5%	\$291,330	\$283,453	2.8%	\$404,678	\$380,417	6.4%		\$212,000	
Millington	Units	18	28	-35.7%	18	28	-35.7%				1	1	0.0%
	Median Sales Price	\$111,250	\$126,000	-11.7%	\$111,250	\$126,000	-11.7%						
	Ave. Sales Price	\$130,783	\$163,314	-19.9%	\$130,783	\$163,314	-19.9%				\$215,000	\$80,000	168.8%
Shelby County	Units	1,452	1,726	-15.9%	1,401	1,653	-15.2%	51	73	-30.1%	15	35	-57.1%
	Median Sales Price	\$185,000	\$174,900	5.8%	\$177,000	\$168,880	4.8%	\$389,900	\$414,910	-6.0%	\$63,500	\$80,000	-20.6%
	Ave. Sales Price	\$221,093	\$216,351	2.2%	\$213,914	\$207,054	3.3%	\$418,283	\$426,868	-2.0%	\$76,357	\$92,304	-17.3%
Fayette County	Units	67	77	-13.0%	51	65	-21.5%	16	12	33.3%	2	3	-33.3%
	Median Sales Price	\$268,000	\$279,900	-4.3%	\$239,900	\$265,000	-9.5%	\$384,000	\$370,338	3.7%		\$40,000	
	Ave. Sales Price	\$284,933	\$300,350	-5.1%	\$250,830	\$285,682	-12.2%	\$393,637	\$379,802	3.6%	\$130,275	\$65,999	97.4%
Tipton County	Units	99	68	45.6%	91	64	42.2%	8	4	100.0%	3	3	0.0%
	Median Sales Price	\$160,000	\$170,450	-6.1%	\$156,000	\$167,500	-6.9%	\$273,450	\$326,171	-16.2%	\$48,750	\$175,700	-72.3%
	Ave. Sales Price	\$174,461	\$182,274	-4.3%	\$167,288	\$173,212	-3.4%	\$256,049	\$327,271	-21.8%	\$57,216	\$149,525	-61.7%

		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
Frayser	Units	476	580	-17.9%	474	580	-18.3%	2			20	15	33.3%
	Median Sales Price	\$42,500	\$37,350	13.8%	\$42,500	\$37,350	13.8%				\$35,300	\$24,059	46.7%
	Ave. Sales Price	\$53,946	\$47,029	14.7%	\$53,604	\$47,029	14.0%	\$134,950			\$39,982	\$36,890	8.4%
Raleigh/ Cov. Pike	Units	438	500	-12.4%	433	498	-13.1%	5	2	150.0%	12	32	-62.5%
	Median Sales Price	\$92,000	\$83,750	9.9%	\$92,000	\$83,000	10.8%	\$137,000			\$79,700	\$73,750	8.1%
	Ave. Sales Price	\$96,836	\$88,204	9.8%	\$96,413	\$87,936	9.6%	\$133,400	\$154,900	-13.9%	\$78,429	\$70,219	11.7%
Downtown	Units	234	258	-9.3%	221	256	-13.7%	13	2	550.0%	13	4	225.0%
	Median Sales Price	\$257,216	\$230,250	11.7%	\$250,000	\$230,750	8.3%	\$363,105			\$44,900	\$27,000	66.3%
	Ave. Sales Price	\$261,510	\$240,991	8.5%	\$252,618	\$242,033	4.4%	\$412,668	\$107,500	283.9%	\$74,032	\$78,077	-5.2%
Midtown	Units	497	535	-7.1%	494	527	-6.3%	3	8	-62.5%	13	10	30.0%
	Median Sales Price	\$148,000	\$137,000	8.0%	\$144,500	\$135,000	7.0%	\$375,000	\$306,950	22.2%	\$19,000	\$45,750	-58.5%
	Ave. Sales Price	\$171,974	\$161,177	6.7%	\$170,765	\$159,086	7.3%	\$371,083	\$298,912	24.1%	\$47,554	\$84,515	-43.7%
S. Memphis	Units	402	370	8.6%	402	370	8.6%				22	29	-24.1%
	Median Sales Price	\$29,500	\$27,000	9.3%	\$29,500	\$27,000	9.3%				\$17,500	\$14,900	17.4%
	Ave. Sales Price	\$39,233	\$36,145	8.5%	\$39,233	\$36,145	8.5%				\$17,466	\$18,650	-6.3%
Berclair/ Highland Heights	Units	309	335	-7.8%	309	335	-7.8%				8	15	-46.7%
	Median Sales Price	\$44,000	\$42,500	3.5%	\$44,000	\$42,500	3.5%				\$28,300	\$31,600	-10.4%
	Ave. Sales Price	\$51,423	\$50,871	1.1%	\$51,423	\$50,871	1.1%				\$33,785	\$31,238	8.2%
E. Memphis	Units	1,466	1,583	-7.4%	1,447	1,568	-7.7%	19	15	26.7%	21	21	0.0%
	Median Sales Price	\$170,000	\$145,000	17.2%	\$168,000	\$143,000	17.5%	\$660,000	\$710,000	-7.0%	\$51,250	\$65,000	-21.2%
	Ave. Sales Price	\$225,471	\$200,978	12.2%	\$219,433	\$196,372	11.7%	\$685,264	\$682,508	0.4%	\$85,318	\$67,114	27.1%
Whitehaven	Units	409	430	-4.9%	391	417	-6.2%	18	13	38.5%	20	31	-35.5%
	Median Sales Price	\$74,000	\$67,500	9.6%	\$71,300	\$67,000	6.4%	\$179,905	\$174,900	2.9%	\$38,500	\$48,820	-21.1%
	Ave. Sales Price	\$80,291	\$73,450	9.3%	\$75,666	\$70,398	7.5%	\$180,756	\$171,361	5.5%	\$45,970	\$51,569	-10.9%
Parkway Village/ Oakhaven	Units	238	285	-16.5%	238	284	-16.2%		1		8	21	-61.9%
	Median Sales Price	\$71,500	\$70,000	2.1%	\$71,500	\$69,750	2.5%				\$58,950	\$46,000	28.2%
	Ave. Sales Price	\$72,288	\$69,583	3.9%	\$72,288	\$69,504	4.0%		\$92,000		\$64,450	\$42,974	50.0%
Hickory Hill	Units	543	578	-6.1%	528	570	-7.4%	15	8	87.5%	15	21	-28.6%
	Median Sales Price	\$130,000	\$115,058	13.0%	\$129,900	\$115,000	13.0%	\$269,900	\$262,500	2.8%	\$129,358	\$81,150	59.4%
	Ave. Sales Price	\$129,363	\$118,785	8.9%	\$125,640	\$116,791	7.6%	\$260,423	\$260,838	-0.2%	\$116,259	\$81,993	41.8%
Southwind	Units	57	70	-18.6%	49	65	-24.6%	8	5	60.0%		6	
	Median Sales Price	\$271,950	\$245,582	10.7%	\$250,000	\$241,600	3.5%	\$282,978	\$266,200	6.3%		\$202,200	
	Ave. Sales Price	\$308,017	\$274,670	12.1%	\$311,638	\$275,323	13.2%	\$285,837	\$266,177	7.4%		\$206,176	

		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	979	1,117	-12.4%	939	1,052	-10.7%	40	65	-38.5%	9	24	-62.5%
	Median Sales Price	\$195,000	\$180,000	8.3%	\$190,000	\$175,000	8.6%	\$256,600	\$267,700	-4.1%	\$174,000	\$158,550	9.7%
	Ave. Sales Price	\$214,968	\$196,292	9.5%	\$213,132	\$192,454	10.7%	\$258,048	\$258,418	-0.1%	\$194,907	\$189,826	2.7%
Bartlett	Units	517	556	-7.0%	511	525	-2.7%	6	31	-80.6%	6	6	0.0%
	Median Sales Price	\$225,000	\$210,000	7.1%	\$225,000	\$206,200	9.1%	\$356,650	\$295,900	20.5%	\$124,500	\$225,000	-44.7%
	Ave. Sales Price	\$231,059	\$219,578	5.2%	\$229,760	\$215,108	6.8%	\$341,650	\$295,270	15.7%	\$137,150	\$237,354	-42.2%
G'town	Units	397	405	-2.0%	387	391	-1.0%	10	14	-28.6%	1	2	-50.0%
	Median Sales Price	\$345,000	\$333,000	3.6%	\$340,000	\$326,000	4.3%	\$907,500	\$720,488	26.0%			
	Ave. Sales Price	\$400,677	\$381,479	5.0%	\$385,927	\$366,567	5.3%	\$971,507	\$797,964	21.7%	\$229,000	\$431,025	-46.9%
Collierville	Units	501	574	-12.7%	439	492	-10.8%	62	82	-24.4%	3	3	0.0%
	Median Sales Price	\$389,900	\$370,000	5.4%	\$363,900	\$344,500	5.6%	\$543,500	\$516,075	5.3%	\$289,580	\$350,000	-17.3%
	Ave. Sales Price	\$412,810	\$383,747	7.6%	\$390,427	\$357,730	9.1%	\$571,297	\$539,848	5.8%	\$369,945	\$348,829	6.1%
Lakeland	Units	150	145	3.4%	121	131	-7.6%	29	14	107.1%	2	2	0.0%
	Median Sales Price	\$372,500	\$289,900	28.5%	\$320,000	\$271,000	18.1%	\$482,800	\$434,940	11.0%			
	Ave. Sales Price	\$364,304	\$307,924	18.3%	\$337,253	\$294,575	14.5%	\$477,172	\$432,828	10.2%	\$459,000	\$174,700	162.7%
Arlington	Units	185	209	-11.5%	131	155	-15.5%	45	41	9.8%	3	3	0.0%
	Median Sales Price	\$315,000	\$290,000	8.6%	\$276,000	\$265,000	4.2%	\$382,980	\$364,885	5.0%	\$275,000	\$212,000	29.7%
	Ave. Sales Price	\$310,938	\$298,822	4.1%	\$275,691	\$274,435	0.5%	\$394,798	\$365,147	8.1%	\$215,666	\$181,666	18.7%
Millington	Units	82	112	-26.8%	81	112	-27.7%	1			3	5	-40.0%
	Median Sales Price	\$150,000	\$125,000	20.0%	\$150,000	\$125,000	20.0%				\$73,425	\$80,000	-8.2%
	Ave. Sales Price	\$156,198	\$144,352	8.2%	\$154,361	\$144,352	6.9%	\$305,000			\$99,641	\$110,936	-10.2%
Shelby County	Units	7,775	8,500	-8.5%	7,490	8,186	-8.5%	285	314	-9.2%	177	247	-28.3%
	Median Sales Price	\$158,000	\$140,000	12.9%	\$152,000	\$135,000	12.6%	\$391,000	\$365,668	6.9%	\$47,511	\$55,900	-15.0%
	Ave. Sales Price	\$197,320	\$181,560	8.7%	\$188,415	\$173,101	8.8%	\$431,368	\$402,091	7.3%	\$82,803	\$85,755	-3.4%
Fayette County	Units	432	387	11.6%	327	312	4.8%	105	75	40.0%	11	14	-21.4%
	Median Sales Price	\$258,600	\$259,900	-0.5%	\$224,000	\$240,000	-6.7%	\$304,350	\$302,496	0.6%	\$55,000	\$105,500	-47.9%
	Ave. Sales Price	\$272,801	\$286,451	-4.8%	\$249,978	\$270,070	-7.4%	\$343,877	\$354,595	-3.0%	\$76,838	\$126,972	-39.5%
Tipton County	Units	453	445	1.8%	395	401	-1.5%	58	44	31.8%	19	27	-29.6%
	Median Sales Price	\$170,000	\$169,900	0.1%	\$161,730	\$164,000	-1.4%	\$237,683	\$300,501	-20.9%	\$77,500	\$50,000	55.0%
	Ave. Sales Price	\$177,405	\$176,186	0.7%	\$165,816	\$162,528	2.0%	\$256,331	\$300,663	-14.7%	\$88,789	\$72,526	22.4%