

**Sales Summary**

	October Total Sales			YTD Total Sales		
	2020	2019	% change	2020	2019	% change
Units	1,829	1,719	6.4%	16,156	16,604	-2.7%
Median Sales Price	\$194,900	\$145,000	34.4%	\$175,000	\$155,000	12.9%
Average Sales Price	\$241,213	\$188,641	27.9%	\$213,119	\$190,616	11.8%

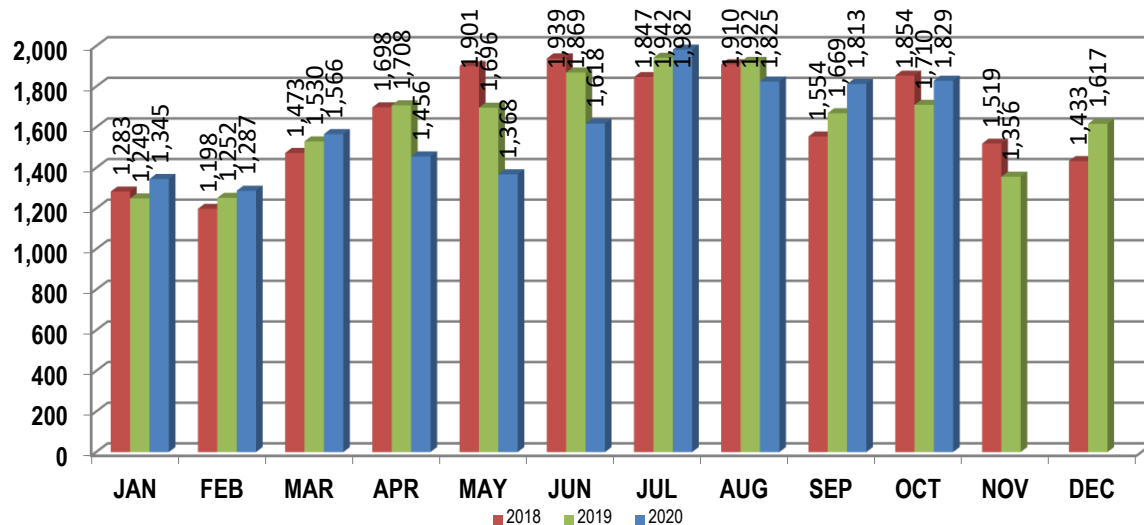
	October Existing Sales			YTD Existing Home Sales		
	2020	2019	% change	2020	2019	% change
Units	1,749	1,616	8.2%	15,358	15,834	-3.0%
Median Sales Price	\$186,000	\$135,000	37.8%	\$168,000	\$147,000	14.3%
Average Sales Price	\$234,238	\$176,570	32.7%	\$203,973	\$181,296	12.5%

	October New Home Sales			YTD New Home Sales		
	2020	2019	% change	2020	2019	% change
Units	80	103	-22.3%	798	770	3.6%
Median Sales Price	\$369,550	\$322,500	14.6%	\$356,900	\$329,900	8.2%
Average Sales Price	\$393,688	\$378,028	4.1%	\$389,148	\$382,259	1.8%

	October Bank Sales			YTD Bank Sales*		
	2020	2019	% change	2020	2019	% change
Units	19	39	-51.3%	296	482	-38.6%
Median Sales Price	\$48,900	\$56,000	-12.7%	\$50,116	\$60,000	-16.5%
Average Sales Price	\$98,792	\$91,197	8.3%	\$87,388	\$86,140	1.4%

	October Non-Bank Sales			YTD Non-Bank Sales		
	2020	2019	% change	2020	2019	% change
Units	1,810	1,680	7.7%	15,860	16,122	-1.6%
Median Sales Price	\$195,000	\$147,000	32.7%	\$179,000	\$159,500	12.2%
Average Sales Price	\$242,708	\$190,903	27.1%	\$215,466	\$193,739	11.2%

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.



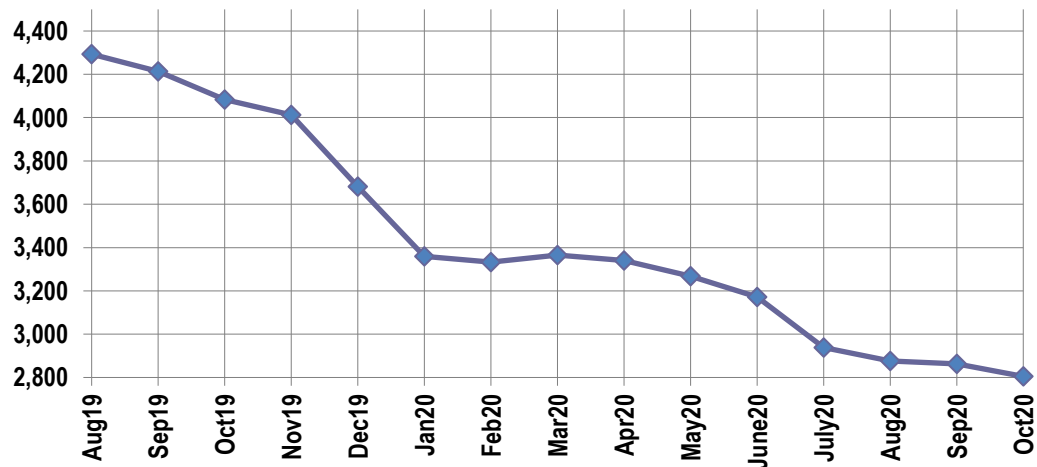
## Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 10-16-20)		
	Units	Ave. List Price
Single Family	2,603	\$331,727
Condo/Co-op	132	\$235,084
Duplex	70	\$104,355
<b>Market Total</b>	<b>2,805</b>	<b>\$321,505</b>

Pending Sales (as of 10-16-20)		
	Units	Ave. List Price
Single Family	1,418	\$244,571
Condo/Co-op	35	\$169,641
Duplex	10	\$131,780
<b>Market Total</b>	<b>1,463</b>	<b>\$242,007</b>

	October Foreclosure Actions			YTD Foreclosure Actions		
	2020	2019	% change	2020	2019	% change
<b>Total</b>	25	103	-75.7%	425	958	-55.6%

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



## Inventory

Nov-18	4,301	19-Nov	4,012
Dec-18	4,050	19-Dec	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
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

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Frayser	Units	100	82	22.0%	99	82	20.7%	1			3	8	-62.5%
	Median Sales Price	\$49,058	\$40,000	22.6%	\$48,000	\$40,000	20.0%				\$35,000	\$29,199	19.9%
	Ave. Sales Price	\$59,419	\$49,727	19.5%	\$58,756	\$49,727	18.2%	\$125,000			\$39,538	\$37,025	6.8%
Raleigh/ Cov. Pike	Units	80	98	-18.4%	79	97	-18.6%	1	1	0.0%	1	4	-75.0%
	Median Sales Price	\$103,625	90,000	15.1%	\$103,250	89,000	16.0%					\$111,925	
	Ave. Sales Price	\$105,041	\$95,263	10.3%	\$104,915	\$94,956	10.5%	\$115,000	\$125,000	-8.0%	\$35,000	\$148,962	-76.5%
Downtown	Units	45	44	2.3%	44	44	0.0%	1				1	
	Median Sales Price	\$240,000	\$221,375	8.4%	\$237,500	\$221,375	7.3%						
	Ave. Sales Price	\$342,001	\$201,663	69.6%	\$337,279	\$201,663	67.2%	\$549,775				\$13,000	
Midtown	Units	99	111	-10.8%	99	111	-10.8%				1	2	-50.0%
	Median Sales Price	\$179,900	\$89,000	102.1%	\$179,900	\$89,000	102.1%						
	Ave. Sales Price	\$208,200	\$160,945	29.4%	\$208,200	\$160,945	29.4%				\$48,500	\$53,818	-9.9%
S. Memphis	Units	80	73	9.6%	80	73	9.6%				2	5	-60.0%
	Median Sales Price	\$44,000	\$32,000	37.5%	\$44,000	\$32,000	37.5%					\$32,500	
	Ave. Sales Price	\$47,449	\$37,346	27.1%	\$47,449	\$37,346	27.1%				\$40,650	\$32,780	24.0%
Berclair/ Highland Heights	Units	66	65	1.5%	66	65	1.5%				1	1	0.0%
	Median Sales Price	\$63,250	\$46,500	36.0%	\$63,250	\$46,500	36.0%						
	Ave. Sales Price	\$69,808	\$50,270	38.9%	\$69,808	\$50,270	38.9%				\$27,500	\$24,000	14.6%
E. Memphis	Units	295	239	23.4%	292	237	23.2%	3	2	50.0%	2	2	0.0%
	Median Sales Price	\$193,190	\$149,000	29.7%	\$191,595	\$148,500	29.0%	\$620,000					
	Ave. Sales Price	\$264,833	\$220,929	19.9%	\$262,711	\$215,086	22.1%	\$471,333	\$913,335	-48.4%	\$167,050	\$37,000	351.5%
Whitehaven	Units	60	107	-43.9%	58	107	-45.8%	2			3	1	200.0%
	Median Sales Price	\$73,750	\$65,900	11.9%	\$73,250	\$65,900	11.2%				\$42,500		
	Ave. Sales Price	\$85,538	\$67,853	26.1%	\$81,651	\$67,853	20.3%	\$198,277			\$40,833	\$31,500	29.6%
Parkway Village/ Oakhaven	Units	40	45	-11.1%	40	45	-11.1%					2	
	Median Sales Price	\$79,950	\$77,000	3.8%	\$79,950	\$77,000	3.8%						
	Ave. Sales Price	\$81,573	\$78,688	3.7%	\$81,573	\$78,688	3.7%					\$45,673	
Hickory Hill	Units	97	139	-30.2%	97	135	-28.1%		4			3	
	Median Sales Price	\$134,900	\$108,900	23.9%	\$134,900	\$107,000	26.1%		\$269,788			\$118,000	
	Ave. Sales Price	\$130,875	\$116,520	12.3%	\$130,875	\$112,459	16.4%		\$253,594			\$122,333	
Southwind	Units	12	12	0.0%	12	8	50.0%		4		1	1	0.0%
	Median Sales Price	\$286,450	\$272,500	5.1%	\$286,450	\$267,500	7.1%		\$286,796				
	Ave. Sales Price	\$368,575	\$274,595	34.2%	\$368,575	\$270,862	36.1%		\$282,060		\$28,800	\$270,000	-89.3%

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Cordova	Units	242	206	17.5%	241	195	23.6%	1	11	-90.9%		1	
	Median Sales Price	\$218,000	\$179,750	21.3%	\$217,000	\$173,000	25.4%						
	Ave. Sales Price	\$228,985	\$197,240	16.1%	\$228,213	\$194,631	17.3%	\$415,000	\$259,900	59.7%		\$144,375	
Bartlett	Units	101	96	5.2%	100	94	6.4%	1	2	-50.0%		1	
	Median Sales Price	\$265,000	\$202,450	30.9%	\$265,000	\$199,900	32.6%						
	Ave. Sales Price	\$263,020	\$212,777	23.6%	\$262,351	\$209,923	25.0%	\$329,900	\$346,900	-4.9%		\$194,900	
G'town	Units	114	63	81.0%	114	62	83.9%		1			1	
	Median Sales Price	\$387,000	\$337,500	14.7%	\$387,000	\$336,250	15.1%						
	Ave. Sales Price	\$467,503	\$402,800	16.1%	\$467,503	\$393,974	18.7%		\$950,000			\$197,000	
Collierville	Units	148	100	48.0%	130	83	56.6%	18	17	5.9%			
	Median Sales Price	\$464,950	\$395,500	17.6%	\$441,750	\$380,000	16.3%	\$517,500	\$543,500	-4.8%			
	Ave. Sales Price	\$486,228	\$414,209	17.4%	\$476,587	\$381,500	24.9%	\$555,860	\$573,907	-3.1%			
Lakeland	Units	28	31	-9.7%	24	28	-14.3%	4	3	33.3%		1	
	Median Sales Price	\$317,500	\$329,000	-3.5%	\$285,000	\$324,500	-12.2%	\$449,450	\$462,500	-2.8%			
	Ave. Sales Price	\$326,963	\$353,854	-7.6%	\$306,770	\$349,185	-12.1%	\$448,125	\$397,433	12.8%		\$270,000	
Arlington	Units	26	39	-33.3%	22	27	-18.5%	4	12	-66.7%		1	
	Median Sales Price	\$368,200	\$310,000	18.8%	\$343,500	\$283,250	21.3%	\$386,604	\$371,896	4.0%			
	Ave. Sales Price	\$328,551	\$307,673	6.8%	\$318,250	\$274,524	15.9%	\$385,207	\$382,259	0.8%		\$230,000	
Millington	Units	18	17	5.9%	18	17	5.9%						
	Median Sales Price	\$173,500	\$123,000	41.1%	\$173,500	\$123,000	41.1%						
	Ave. Sales Price	\$181,805	\$116,488	56.1%	\$181,805	\$116,488	56.1%						
Shelby County	Units	1,621	1,548	4.7%	1,585	1,491	6.3%	36	57	-36.8%	14	34	-58.8%
	Median Sales Price	\$187,000	\$135,000	38.5%	\$180,000	\$129,900	38.6%	\$497,500	\$371,155	34.0%	\$45,500	\$49,494	-8.1%
	Ave. Sales Price	\$240,060	\$182,172	31.8%	\$234,987	\$173,072	35.8%	\$463,445	\$420,216	10.3%	\$75,394	\$89,609	-15.9%
Fayette County	Units	108	88	22.7%	74	51	45.1%	34	37	-8.1%	3		
	Median Sales Price	\$299,450	\$269,950	10.9%	\$262,200	\$240,000	9.3%	\$324,950	\$278,000	16.9%	\$102,000		
	Ave. Sales Price	\$306,121	\$303,496	0.9%	\$283,735	\$284,264	-0.2%	\$354,843	\$330,000	7.5%	\$257,000		
Tipton County	Units	100	83	20.5%	90	74	21.6%	10	9	11.1%	2	5	-60.0%
	Median Sales Price	\$190,000	\$180,000	5.6%	\$182,000	\$170,700	6.6%	\$256,450	\$319,900	-19.8%		\$102,000	
	Ave. Sales Price	\$189,791	\$187,526	1.2%	\$180,364	\$172,841	4.4%	\$274,632	\$308,273	-10.9%	\$25,268	\$102,000	-75.2%

		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	865	916	-5.6%	862	916	-5.9%	3			28	36	-22.2%
	Median Sales Price	\$45,000	\$38,793	16.0%	\$45,000	\$38,793	16.0%				\$34,200	\$30,028	13.9%
	Ave. Sales Price	\$58,108	\$48,570	19.6%	\$57,852	\$48,570	19.1%	\$131,633			\$38,255	\$35,955	6.4%
Raleigh/ Cov. Pike	Units	760	879	-13.5%	753	869	-13.3%	7	10	-30.0%	17	54	-68.5%
	Median Sales Price	\$95,000	\$88,000	8.0%	\$93,000	\$87,000	6.9%	\$125,000	\$154,900	-19.3%	\$74,500	\$72,250	3.1%
	Ave. Sales Price	\$98,367	\$92,173	6.7%	\$98,077	\$91,515	7.2%	\$129,571	\$149,420	-13.3%	\$77,638	\$74,754	3.9%
Downtown	Units	438	451	-2.9%	420	448	-6.3%	18	3	500.0%	16	6	166.7%
	Median Sales Price	\$256,000	\$240,000	6.7%	\$250,000	\$240,000	4.2%	\$372,003	\$105,000	254.3%	\$39,462	\$27,000	46.2%
	Ave. Sales Price	\$263,914	\$240,711	9.6%	\$257,688	\$241,646	6.6%	\$409,182	\$101,000	305.1%	\$63,645	\$97,301	-34.6%
Midtown	Units	925	987	-6.3%	920	976	-5.7%	5	11	-54.5%	18	21	-14.3%
	Median Sales Price	\$162,500	\$145,000	12.1%	\$161,025	\$144,500	11.4%	\$378,000	\$317,000	19.2%	\$23,508	\$45,500	-48.3%
	Ave. Sales Price	\$186,223	\$165,937	12.2%	\$185,068	\$164,482	12.5%	\$398,700	\$295,018	35.1%	\$43,833	\$64,605	-32.2%
S. Memphis	Units	747	625	19.5%	746	625	19.4%	1			35	42	-16.7%
	Median Sales Price	\$32,000	\$26,000	23.1%	\$31,750	\$26,000	22.1%				\$22,000	\$17,875	23.1%
	Ave. Sales Price	\$40,996	\$35,351	16.0%	\$40,790	\$35,351	15.4%	\$195,000			\$22,981	\$21,985	4.5%
Berclair/ Highland Heights	Units	577	593	-2.7%	577	593	-2.7%				9	24	-62.5%
	Median Sales Price	\$50,000	\$45,000	11.1%	\$50,000	\$45,000	11.1%				\$28,000	\$35,550	-21.2%
	Ave. Sales Price	\$56,485	\$51,232	10.3%	\$56,485	\$51,232	10.3%				\$33,087	\$42,024	-21.3%
E. Memphis	Units	2,699	2,746	-1.7%	2,666	2,725	-2.2%	33	21	57.1%	27	34	-20.6%
	Median Sales Price	\$180,000	\$152,000	18.4%	\$178,000	\$150,000	18.7%	\$648,954	\$775,000	-16.3%	\$77,199	\$47,013	64.2%
	Ave. Sales Price	\$235,300	\$207,786	13.2%	\$230,579	\$203,412	13.4%	\$616,692	\$775,367	-20.5%	\$106,491	\$60,883	74.9%
Whitehaven	Units	700	782	-10.5%	666	765	-12.9%	34	17	100.0%	30	41	-26.8%
	Median Sales Price	\$74,600	\$67,000	11.3%	\$72,100	\$66,000	9.2%	\$184,118	\$174,900	5.3%	\$45,006	\$37,000	21.6%
	Ave. Sales Price	\$82,700	\$73,986	11.8%	\$77,466	\$71,744	8.0%	\$185,231	\$174,858	5.9%	\$51,430	\$47,630	8.0%
Parkway Village/ Oakhaven	Units	385	484	-20.5%	385	483	-20.3%		1		12	31	-61.3%
	Median Sales Price	\$75,000	\$69,650	7.7%	\$75,000	\$69,500	7.9%				\$50,269	\$47,000	7.0%
	Ave. Sales Price	\$74,945	\$70,197	6.8%	\$74,945	\$70,152	6.8%		\$92,000		\$55,894	\$45,922	21.7%
Hickory Hill	Units	927	1,083	-14.4%	902	1,064	-15.2%	25	19	31.6%	17	53	-67.9%
	Median Sales Price	\$130,300	\$117,600	10.8%	\$130,000	\$115,058	13.0%	\$284,900	\$264,000	7.9%	\$110,250	\$84,900	29.9%
	Ave. Sales Price	\$132,382	\$120,893	9.5%	\$128,330	\$118,407	8.4%	\$278,575	\$260,104	7.1%	\$111,323	\$85,868	29.6%
Southwind	Units	107	118	-9.3%	99	104	-4.8%	8	14	-42.9%	1	9	-88.9%
	Median Sales Price	\$267,090	\$245,582	8.8%	\$253,000	\$232,450	8.8%	\$282,978	\$272,709	3.8%		\$189,900	
	Ave. Sales Price	\$325,519	\$278,196	17.0%	\$328,726	\$279,013	17.8%	\$285,837	\$272,128	5.0%	\$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	1,904	2,025	-6.0%	1,849	1,916	-3.5%	55	109	-49.5%	12	34	-64.7%
	Median Sales Price	\$200,000	\$180,000	11.1%	\$198,000	\$175,000	13.1%	\$269,900	\$267,700	0.8%	\$169,500	\$158,550	6.9%
	Ave. Sales Price	\$218,449	\$198,856	9.9%	\$217,036	\$195,653	10.9%	\$265,953	\$255,170	4.2%	\$196,805	\$184,838	6.5%
Bartlett	Units	951	1,005	-5.4%	939	963	-2.5%	12	42	-71.4%	10	8	25.0%
	Median Sales Price	\$235,000	\$213,000	10.3%	\$235,000	\$209,900	12.0%	\$337,400	\$305,450	10.5%	\$215,000	\$227,450	-5.5%
	Ave. Sales Price	\$239,181	\$220,996	8.2%	\$238,155	\$217,338	9.6%	\$319,500	\$304,888	4.8%	\$213,090	\$234,878	-9.3%
G'town	Units	817	710	15.1%	805	688	17.0%	12	22	-45.5%	1	5	-80.0%
	Median Sales Price	\$365,000	\$337,750	8.1%	\$360,000	\$334,450	7.6%	\$907,500	\$738,934	22.8%		\$283,100	
	Ave. Sales Price	\$428,233	\$387,914	10.4%	\$420,279	\$374,396	12.3%	\$961,828	\$810,655	18.6%	\$229,000	\$314,949	-27.3%
Collierville	Units	1,057	1,032	2.4%	933	895	4.2%	124	137	-9.5%	4	6	-33.3%
	Median Sales Price	\$412,000	\$380,000	8.4%	\$389,000	\$354,000	9.9%	\$551,144	\$519,900	6.0%	\$239,919	\$331,500	-27.6%
	Ave. Sales Price	\$430,972	\$396,442	8.7%	\$410,610	\$371,687	10.5%	\$584,177	\$558,168	4.7%	\$323,209	\$319,148	1.3%
Lakeland	Units	289	277	4.3%	237	249	-4.8%	52	28	85.7%	4	4	0.0%
	Median Sales Price	\$362,000	\$300,000	20.7%	\$320,000	\$285,000	12.3%	\$481,048	\$446,100	7.8%	\$329,000	\$197,250	66.8%
	Ave. Sales Price	\$360,845	\$328,622	9.8%	\$335,959	\$315,480	6.5%	\$474,268	\$445,496	6.5%	\$346,750	\$203,600	70.3%
Arlington	Units	343	374	-8.3%	245	287	-14.6%	98	87	12.6%	3	4	-25.0%
	Median Sales Price	\$330,000	\$296,838	11.2%	\$290,000	\$269,000	7.8%	\$386,351	\$371,155	4.1%	\$275,000	\$221,000	24.4%
	Ave. Sales Price	\$322,408	\$299,378	7.7%	\$291,622	\$276,645	5.4%	\$399,372	\$374,368	6.7%	\$215,666	\$193,750	11.3%
Millington	Units	165	198	-16.7%	161	198	-18.7%	4			4	8	-50.0%
	Median Sales Price	\$147,500	\$129,500	13.9%	\$145,000	\$129,500	12.0%	\$238,695			\$92,963	\$109,750	-15.3%
	Ave. Sales Price	\$158,411	\$147,349	7.5%	\$156,033	\$147,349	5.9%	\$254,095			\$102,856	\$115,397	-10.9%
Shelby County	Units	14,434	15,044	-4.1%	13,943	14,523	-4.0%	491	521	-5.8%	249	415	-40.0%
	Median Sales Price	\$169,900	\$147,000	15.6%	\$165,000	\$140,000	17.9%	\$409,900	\$368,731	11.2%	\$48,000	\$59,100	-18.8%
	Ave. Sales Price	\$210,621	\$186,876	12.7%	\$202,689	\$178,906	13.3%	\$435,873	\$409,036	6.6%	\$84,819	\$84,506	0.4%
Fayette County	Units	844	731	15.5%	634	563	12.6%	210	168	25.0%	16	19	-15.8%
	Median Sales Price	\$264,900	\$255,000	3.9%	\$240,000	\$235,000	2.1%	\$299,293	\$299,443	-0.1%	\$74,950	\$115,000	-34.8%
	Ave. Sales Price	\$286,813	\$281,202	2.0%	\$269,825	\$263,096	2.6%	\$338,100	\$341,880	-1.1%	\$126,713	\$134,118	-5.5%
Tipton County	Units	878	829	5.9%	781	748	4.4%	97	81	19.8%	31	48	-35.4%
	Median Sales Price	\$180,000	\$170,000	5.9%	\$169,500	\$164,500	3.0%	\$239,900	\$286,000	-16.1%	\$74,900	\$72,750	3.0%
	Ave. Sales Price	\$183,349	\$178,601	2.7%	\$173,438	\$166,129	4.4%	\$263,148	\$293,777	-10.4%	\$87,730	\$81,277	7.9%