

Sales Summary

	September Total Sales			YTD Total Sales		
	2020	2019	% change	2020	2019	% change
Units	1,813	1,681	7.9%	14,314	14,886	-3.8%
Median Sales Price	\$187,500	\$163,000	15.0%	\$174,900	\$155,025	12.8%
Average Sales Price	\$224,713	\$195,996	14.7%	\$209,328	\$190,832	9.7%

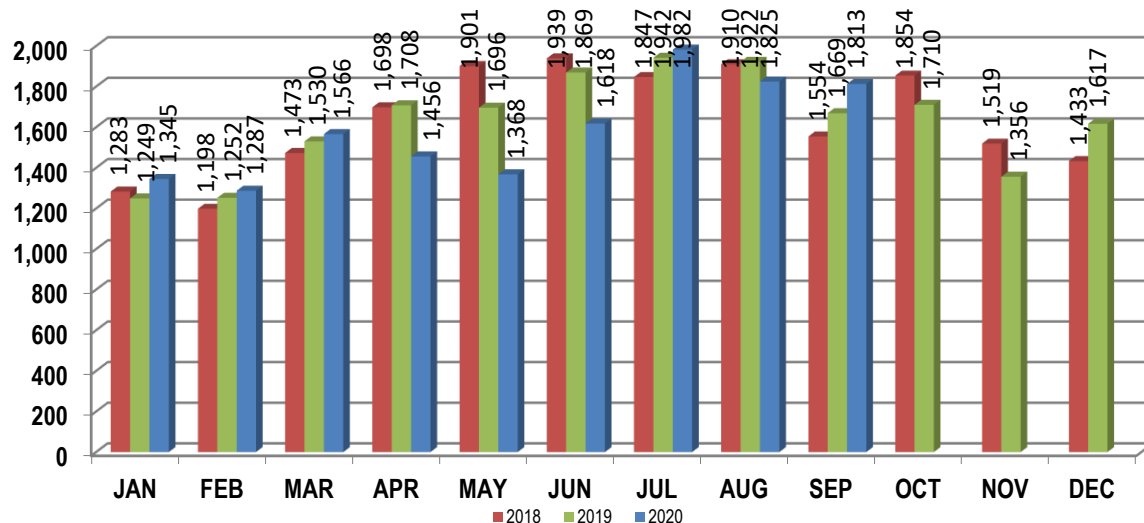
	September Existing Sales			YTD Existing Home Sales		
	2020	2019	% change	2020	2019	% change
Units	1,745	1,616	8.0%	13,606	14,219	-4.3%
Median Sales Price	\$181,000	\$157,000	15.3%	\$165,000	\$149,900	10.1%
Average Sales Price	\$219,104	\$188,576	16.2%	\$200,062	\$181,822	10.0%

	September New Home Sales			YTD New Home Sales		
	2020	2019	% change	2020	2019	% change
Units	68	65	4.6%	708	667	6.1%
Median Sales Price	\$357,400	\$329,900	8.3%	\$355,475	\$330,000	7.7%
Average Sales Price	\$368,644	\$380,478	-3.1%	\$387,411	\$382,912	1.2%

	September Bank Sales			YTD Bank Sales*		
	2020	2019	% change	2020	2019	% change
Units	24	40	-40.0%	277	443	-37.5%
Median Sales Price	\$49,900	\$65,500	-23.8%	\$51,250	\$60,000	-14.6%
Average Sales Price	\$112,867	\$84,946	32.9%	\$86,606	\$85,695	1.1%

	September Non-Bank Sales			YTD Non-Bank Sales		
	2020	2019	% change	2020	2019	% change
Units	1,789	1,641	9.0%	14,037	14,443	-2.8%
Median Sales Price	\$190,000	\$165,000	15.2%	\$176,000	\$160,000	10.0%
Average Sales Price	\$226,213	\$198,703	13.8%	\$211,750	\$194,057	9.1%

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.



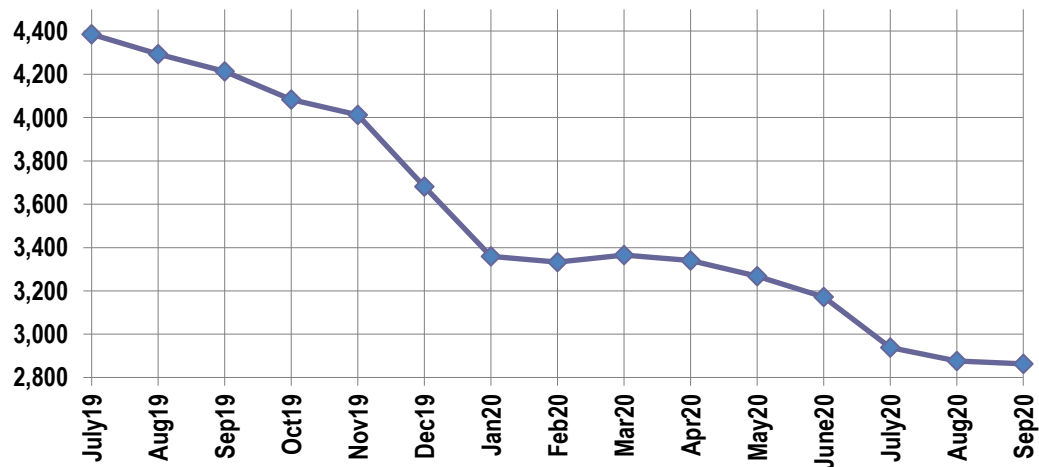
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 09-16-20)		
	Units	Ave. List Price
Single Family	2,661	\$331,144
Condo/Co-op	142	\$237,233
Duplex	60	\$94,393
Market Total	2,863	\$321,525

Pending Sales (as of 09-16-20)		
	Units	Ave. List Price
Single Family	1,419	\$242,733
Condo/Co-op	28	\$161,257
Duplex	11	\$77,009
Market Total	1,458	\$239,918

	September Foreclosure Actions			YTD Foreclosure Actions		
	2020	2019	% change	2020	2019	% change
Total	32	88	-63.6%	400	855	-53.2%

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



Inventory

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
Jul-19	4,385	Jul-20	2,938
Aug-19	4,293	Aug-20	2,876
Sep-19	4,213	Sep-20	2,863

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Fraser	Units	94	67	40.3%	94	67	40.3%				2	2	0.0%
	Median Sales Price	\$49,700	\$48,500	2.5%	\$49,700	\$48,500	2.5%						
	Ave. Sales Price	\$66,926	\$57,500	16.4%	\$66,926	\$57,500	16.4%				\$32,450	\$39,375	-17.6%
Raleigh/ Cov. Pike	Units	86	88	-2.3%	86	87	-1.1%		1		3	5	-40.0%
	Median Sales Price	\$94,139	\$90,000	4.6%	\$94,139	\$90,000	4.6%				\$55,000	\$52,780	4.2%
	Ave. Sales Price	\$97,831	\$95,538	2.4%	\$97,831	\$94,798	3.2%		\$159,900		\$63,900	\$58,096	10.0%
Downtown	Units	50	43	16.3%	49	43	14.0%	1			1	1	0.0%
	Median Sales Price	\$273,200	\$260,000	5.1%	\$270,000	\$260,000	3.8%						
	Ave. Sales Price	\$269,700	\$257,776	4.6%	\$263,708	\$257,776	2.3%	\$563,351			\$7,501	\$258,500	-97.1%
Midtown	Units	108	114	-5.3%	107	114	-6.1%	1			1	3	-66.7%
	Median Sales Price	\$202,975	\$161,250	25.9%	\$198,950	\$161,250	23.4%					\$12,000	
	Ave. Sales Price	\$211,873	\$159,274	33.0%	\$209,160	\$159,274	31.3%	\$502,252			\$32,501	\$12,333	163.5%
S. Memphis	Units	95	52	82.7%	95	52	82.7%				2	1	100.0%
	Median Sales Price	\$35,000	\$24,450	43.1%	\$35,000	\$24,450	43.1%						
	Ave. Sales Price	\$42,322	\$33,978	24.6%	\$42,322	\$33,978	24.6%				\$13,750	\$16,000	-14.1%
Berclair/ Highland Heights	Units	65	54	20.4%	65	54	20.4%					2	
	Median Sales Price	\$55,000	\$55,000	0.0%	\$55,000	\$55,000	0.0%						
	Ave. Sales Price	\$64,325	\$57,463	11.9%	\$64,325	\$57,463	11.9%					\$69,450	
E. Memphis	Units	294	265	10.9%	291	264	10.2%	3	1	200.0%	3	5	-40.0%
	Median Sales Price	\$183,000	\$159,900	14.4%	\$180,000	\$158,950	13.2%	\$438,000			\$148,000	\$44,025	236.2%
	Ave. Sales Price	\$234,905	\$216,215	8.6%	\$231,620	\$213,747	8.4%	\$553,500	\$867,750	-36.2%	\$200,133	\$52,985	277.7%
Whitehaven	Units	71	83	-14.5%	65	82	-20.7%	6	1	500.0%	1	2	-50.0%
	Median Sales Price	\$77,500	\$62,000	25.0%	\$75,500	\$62,000	21.8%	\$194,660					
	Ave. Sales Price	\$94,785	\$81,564	16.2%	\$85,765	\$79,925	7.3%	\$192,502	\$216,000	-10.9%	\$48,360	\$33,500	44.4%
Parkway Village/ Oakhaven	Units	34	46	-26.1%	34	46	-26.1%				2	2	0.0%
	Median Sales Price	\$67,500	\$66,200	2.0%	\$67,500	\$66,200	2.0%						
	Ave. Sales Price	\$73,364	\$74,411	-1.4%	\$73,364	\$74,411	-1.4%				\$40,000	\$40,150	-0.4%
Hickory Hill	Units	94	123	-23.6%	93	121	-23.1%	1	2	-50.0%		9	
	Median Sales Price	\$139,000	\$115,000	20.9%	\$138,000	\$115,000	20.0%					\$75,000	
	Ave. Sales Price	\$138,797	\$127,570	8.8%	\$137,010	\$124,528	10.0%	\$305,000	\$311,614	-2.1%		\$75,777	
Southwind	Units	17	13	30.8%	17	13	30.8%					1	
	Median Sales Price	\$257,000	\$229,000	12.2%	\$257,000	\$229,000	12.2%						
	Ave. Sales Price	\$383,013	\$271,926	40.9%	\$383,013	\$271,926	40.9%					\$152,500	

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2020	2019	% change	141	2019	% change	2020	2019	% change	2020	2019	% change
Cordova	Units	227	200	13.5%	224	190	17.9%	3	10	-70.0%	1	1	0.0%
	Median Sales Price	\$200,000	\$172,000	16.3%	\$200,000	\$168,250	18.9%	\$344,900	\$281,400	22.6%			
	Ave. Sales Price	\$223,492	\$205,868	8.6%	\$221,870	\$201,769	10.0%	\$344,556	\$283,751	21.4%	\$165,000	\$88,000	87.5%
Bartlett	Units	106	114	-7.0%	106	109	-2.8%		5		2		
	Median Sales Price	\$247,750	\$207,450	19.4%	\$247,750	\$203,000	22.0%		\$329,900				
	Ave. Sales Price	\$247,012	\$216,872	13.9%	\$247,012	\$212,411	16.3%		\$314,120		\$350,000		
G'town	Units	92	61	50.8%	92	57	61.4%		4			1	
	Median Sales Price	\$380,000	\$375,000	1.3%	\$380,000	\$355,000	7.0%		\$782,214				
	Ave. Sales Price	\$475,463	\$437,126	8.8%	\$475,463	\$407,680	16.6%		\$856,731			\$283,100	
Collierville	Units	123	114	7.9%	114	105	8.6%	9	9	0.0%			
	Median Sales Price	\$425,000	\$379,000	12.1%	\$412,450	\$355,000	16.2%	\$599,938	\$512,220	17.1%			
	Ave. Sales Price	\$423,615	\$383,630	10.4%	\$411,042	\$373,038	10.2%	\$582,881	\$507,214	14.9%			
Lakeland	Units	27	30	-10.0%	24	29	-17.2%	3	1	200.0%	2	1	100.0%
	Median Sales Price	\$350,000	\$258,595	35.3%	\$318,500	\$252,000	26.4%	\$510,500					
	Ave. Sales Price	\$350,277	\$328,043	6.8%	\$331,588	\$323,837	2.4%	\$499,784	\$450,000	11.1%	\$234,500	\$195,000	20.3%
Arlington	Units	45	40	12.5%	36	34	5.9%	9	6	50.0%			
	Median Sales Price	\$350,000	\$302,450	15.7%	\$322,500	\$269,000	19.9%	\$386,960	\$362,910	6.6%			
	Ave. Sales Price	\$346,926	\$286,096	21.3%	\$329,558	\$271,779	21.3%	\$416,397	\$367,228	13.4%			
Millington	Units	23	29	-20.7%	22	29	-24.1%	1				1	
	Median Sales Price	\$130,385	\$142,000	-8.2%	\$117,693	\$142,000	-17.1%						
	Ave. Sales Price	\$154,281	\$158,932	-2.9%	\$150,431	\$158,932	-5.3%	\$238,990				\$149,000	
Shelby County	Units	1,625	1,516	7.2%	1,588	1,476	7.6%	37	40	-7.5%	20	36	-44.4%
	Median Sales Price	\$180,000	\$155,013	16.1%	\$176,000	\$150,000	17.3%	\$438,000	\$350,335	25.0%	\$49,130	\$59,750	-17.8%
	Ave. Sales Price	\$220,779	\$194,513	13.5%	\$215,878	\$188,321	14.6%	\$431,125	\$423,005	1.9%	\$119,343	\$74,901	59.3%
Fayette County	Units	87	86	1.2%	70	69	1.4%	17	17	0.0%		2	
	Median Sales Price	\$266,367	\$225,295	18.2%	\$270,450	\$200,000	35.2%	\$266,367	\$302,072	-11.8%			
	Ave. Sales Price	\$323,126	\$249,696	29.4%	\$333,084	\$224,246	48.5%	\$282,126	\$352,991	-20.1%		\$265,817	
Tipton County	Units	101	79	27.8%	87	71	22.5%	14	8	75.0%	4	2	100.0%
	Median Sales Price	\$200,000	\$172,500	15.9%	\$185,000	\$165,000	12.1%	\$308,176	\$231,328	33.2%	\$82,150		
	Ave. Sales Price	\$203,242	\$166,003	22.4%	\$186,292	\$159,215	17.0%	\$308,575	\$226,251	36.4%	\$80,488	\$84,875	-5.2%

		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	765	834	-8.3%	763	834	-8.5%	2			25	28	-10.7%
	Median Sales Price	\$45,000	\$38,793	16.0%	\$44,900	\$38,793	15.7%				\$33,500	\$30,028	11.6%
	Ave. Sales Price	\$57,936	\$48,456	19.6%	\$57,734	\$48,456	19.1%	\$134,950			\$38,101	\$35,649	6.9%
Raleigh/ Cov. Pike	Units	680	781	-12.9%	674	772	-12.7%	6	9	-33.3%	16	50	-68.0%
	Median Sales Price	\$92,000	\$87,500	5.1%	\$92,000	\$86,650	6.2%	\$131,000	\$154,900	-15.4%	\$79,700	\$71,175	12.0%
	Ave. Sales Price	\$97,581	\$91,786	6.3%	\$97,275	\$91,082	6.8%	\$132,000	\$152,133	-13.2%	\$80,303	\$68,818	16.7%
Downtown	Units	393	407	-3.4%	376	404	-6.9%	17	3	466.7%	16	5	220.0%
	Median Sales Price	\$259,432	\$240,000	8.1%	\$255,000	\$240,500	6.0%	\$363,105	\$105,000	245.8%	\$39,462	\$36,500	8.1%
	Ave. Sales Price	\$254,973	\$244,932	4.1%	\$248,375	\$246,001	1.0%	\$400,912	\$101,000	296.9%	\$63,645	\$114,162	-44.3%
Midtown	Units	826	876	-5.7%	821	865	-5.1%	5	11	-54.5%	17	19	-10.5%
	Median Sales Price	\$160,000	\$150,000	6.7%	\$159,250	\$147,000	8.3%	\$378,000	\$317,000	19.2%	\$21,015	\$37,500	-44.0%
	Ave. Sales Price	\$183,589	\$166,570	10.2%	\$182,279	\$164,936	10.5%	\$398,700	\$295,018	35.1%	\$43,559	\$65,741	-33.7%
S. Memphis	Units	668	552	21.0%	667	552	20.8%	1			33	37	-10.8%
	Median Sales Price	\$30,000	\$25,125	19.4%	\$30,000	\$25,125	19.4%				\$22,000	\$16,100	36.6%
	Ave. Sales Price	\$40,223	\$35,087	14.6%	\$39,991	\$35,087	14.0%	\$195,000			\$21,910	\$20,527	6.7%
Berclair/ Highland Heights	Units	511	528	-3.2%	511	528	-3.2%				8	23	-65.2%
	Median Sales Price	\$48,000	\$44,450	8.0%	\$48,000	\$44,450	8.0%				\$28,300	\$36,100	-21.6%
	Ave. Sales Price	\$54,764	\$51,350	6.6%	\$54,764	\$51,350	6.6%				\$33,785	\$42,808	-21.1%
E. Memphis	Units	2,403	2,507	-4.1%	2,373	2,488	-4.6%	30	19	57.9%	25	32	-21.9%
	Median Sales Price	\$179,000	\$152,000	17.8%	\$175,000	\$150,000	16.7%	\$655,000	\$775,000	-15.5%	\$53,600	\$50,940	5.2%
	Ave. Sales Price	\$231,714	\$206,533	12.2%	\$226,664	\$202,300	12.0%	\$631,228	\$760,844	-17.0%	\$101,647	\$62,376	63.0%
Whitehaven	Units	640	675	-5.2%	608	658	-7.6%	32	17	88.2%	27	40	-32.5%
	Median Sales Price	\$74,800	\$67,000	11.6%	\$71,400	\$66,000	8.2%	\$184,005	\$174,900	5.2%	\$47,511	\$37,750	25.9%
	Ave. Sales Price	\$82,434	\$74,958	10.0%	\$77,067	\$72,377	6.5%	\$184,416	\$174,858	5.5%	\$52,608	\$48,033	9.5%
Parkway Village/ Oakhaven	Units	345	439	-21.4%	345	438	-21.2%		1		12	29	-58.6%
	Median Sales Price	\$75,000	\$68,000	10.3%	\$75,000	\$68,000	10.3%				\$50,269	\$47,000	7.0%
	Ave. Sales Price	\$74,177	\$69,326	7.0%	\$74,177	\$69,275	7.1%		\$92,000		\$55,894	\$45,939	21.7%
Hickory Hill	Units	828	944	-12.3%	805	929	-13.3%	23	15	53.3%	17	50	-66.0%
	Median Sales Price	\$130,000	\$119,000	9.2%	\$130,000	\$117,075	11.0%	\$279,900	\$264,000	6.0%	\$110,250	\$80,575	36.8%
	Ave. Sales Price	\$131,929	\$121,536	8.6%	\$127,818	\$119,271	7.2%	\$275,828	\$261,840	5.3%	\$111,323	\$83,680	33.0%
Southwind	Units	95	106	-10.4%	87	96	-9.4%	8	10	-20.0%		8	
	Median Sales Price	\$260,000	\$241,050	7.9%	\$249,900	\$229,500	8.9%	\$282,978	\$268,655	5.3%		\$182,450	
	Ave. Sales Price	\$320,081	\$278,604	14.9%	\$323,230	\$279,692	15.6%	\$285,837	\$268,155	6.6%		\$195,570	

		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	1,661	1,819	-8.7%	1,607	1,721	-6.6%	54	98	-44.9%	12	33	-63.6%
	Median Sales Price	\$199,000	\$180,000	10.6%	\$195,000	\$175,000	11.4%	\$268,700	\$268,342	0.1%	\$169,500	\$162,100	4.6%
	Ave. Sales Price	\$216,982	\$199,039	9.0%	\$215,429	\$195,768	10.0%	\$263,192	\$256,482	2.6%	\$196,805	\$186,065	5.8%
Bartlett	Units	849	909	-6.6%	838	869	-3.6%	11	40	-72.5%	10	7	42.9%
	Median Sales Price	\$230,000	\$214,900	7.0%	\$230,000	\$210,000	9.5%	\$344,900	\$303,475	13.7%	\$215,000	\$260,000	-17.3%
	Ave. Sales Price	\$236,300	\$221,865	6.5%	\$235,220	\$218,140	7.8%	\$318,554	\$302,788	5.2%	\$213,090	\$240,589	-11.4%
G'town	Units	701	647	8.3%	690	626	10.2%	11	21	-47.6%	1	4	-75.0%
	Median Sales Price	\$360,000	\$338,000	6.5%	\$355,000	\$333,000	6.6%	\$940,000	\$725,000	29.7%		\$309,550	
	Ave. Sales Price	\$420,971	\$386,464	8.9%	\$412,093	\$372,457	10.6%	\$977,903	\$804,020	21.6%	\$229,000	\$344,436	-33.5%
Collierville	Units	905	932	-2.9%	803	812	-1.1%	102	120	-15.0%	4	6	-33.3%
	Median Sales Price	\$405,000	\$380,000	6.6%	\$381,000	\$350,000	8.9%	\$555,529	\$518,698	7.1%	\$239,919	\$331,500	-27.6%
	Ave. Sales Price	\$421,347	\$394,536	6.8%	\$399,929	\$370,684	7.9%	\$589,963	\$555,938	6.1%	\$323,209	\$319,148	1.3%
Lakeland	Units	261	246	6.1%	213	221	-3.6%	48	25	92.0%	4	3	33.3%
	Median Sales Price	\$369,000	\$295,000	25.1%	\$320,000	\$279,500	14.5%	\$481,048	\$444,800	8.1%	\$329,000	\$195,000	68.7%
	Ave. Sales Price	\$364,480	\$325,442	12.0%	\$339,240	\$311,209	9.0%	\$476,447	\$451,264	5.6%	\$346,750	\$181,466	91.1%
Arlington	Units	317	335	-5.4%	224	260	-13.8%	93	75	24.0%	3	3	0.0%
	Median Sales Price	\$330,000	\$294,900	11.9%	\$290,000	\$267,750	8.3%	\$385,742	\$370,235	4.2%	\$275,000	\$212,000	29.7%
	Ave. Sales Price	\$321,904	\$298,412	7.9%	\$289,843	\$276,866	4.7%	\$399,126	\$373,106	7.0%	\$215,666	\$181,666	18.7%
Millington	Units	147	181	-18.8%	143	181	-21.0%	4			4	8	-50.0%
	Median Sales Price	\$145,000	\$130,000	11.5%	\$139,900	\$130,000	7.6%	\$238,695			\$92,963	\$109,750	-15.3%
	Ave. Sales Price	\$155,546	\$150,247	3.5%	\$152,789	\$150,247	1.7%	\$254,095			\$102,856	\$115,397	-10.9%
Shelby County	Units	12,803	13,496	-5.1%	12,356	13,032	-5.2%	447	464	-3.7%	235	381	-38.3%
	Median Sales Price	\$167,000	\$149,000	12.1%	\$160,000	\$142,000	12.7%	\$399,900	\$367,591	8.8%	\$48,000	\$60,000	-20.0%
	Ave. Sales Price	\$206,668	\$187,416	10.3%	\$198,510	\$179,574	10.5%	\$432,190	\$407,662	6.0%	\$85,380	\$84,051	1.6%
Fayette County	Units	734	644	14.0%	560	513	9.2%	174	131	32.8%	13	19	-31.6%
	Median Sales Price	\$262,000	\$252,183	3.9%	\$239,900	\$230,000	4.3%	\$297,400	\$302,496	-1.7%	\$60,000	\$115,000	-47.8%
	Ave. Sales Price	\$283,906	\$277,742	2.2%	\$267,978	\$260,508	2.9%	\$335,168	\$345,234	-2.9%	\$96,647	\$134,118	-27.9%
Tipton County	Units	777	746	4.2%	690	674	2.4%	87	72	20.8%	29	43	-32.6%
	Median Sales Price	\$178,000	\$170,000	4.7%	\$168,000	\$164,200	2.3%	\$239,900	\$285,600	-16.0%	\$77,500	\$59,000	31.4%
	Ave. Sales Price	\$182,707	\$177,608	2.9%	\$172,731	\$165,392	4.4%	\$261,828	\$291,965	-10.3%	\$92,038	\$78,867	16.7%