

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%

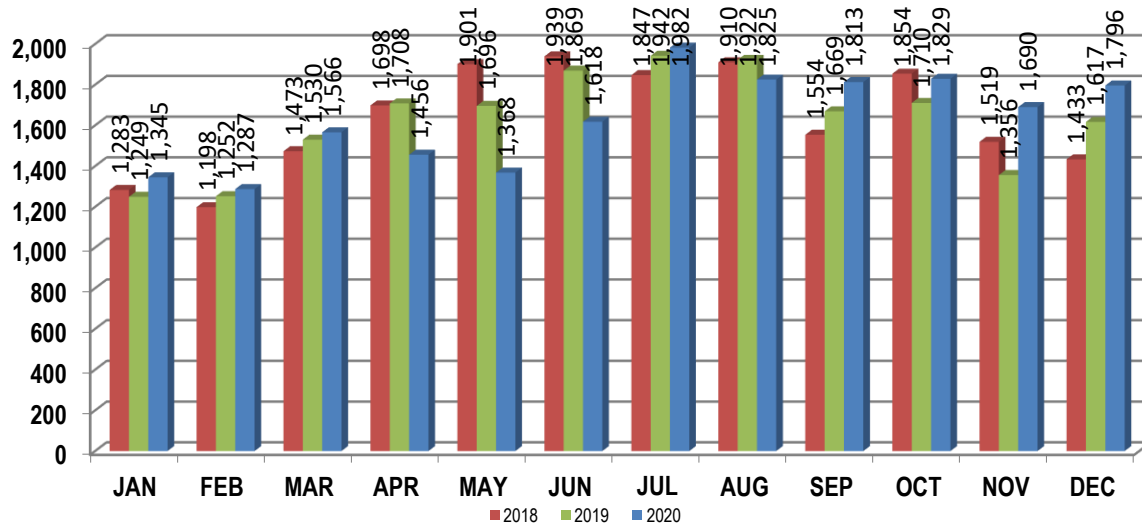
	December Existing Sales			YTD Existing Home Sales		
	2020	2019	% change	2020	2019	% change
Units	1,706	1,531	11.4%	18,694	18,636	0.3%
Median Sales Price	\$175,000	\$149,000	17.4%	\$169,500	\$147,000	15.3%
Average Sales Price	\$215,504	\$179,253	20.2%	\$205,315	\$181,168	13.3%

	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.



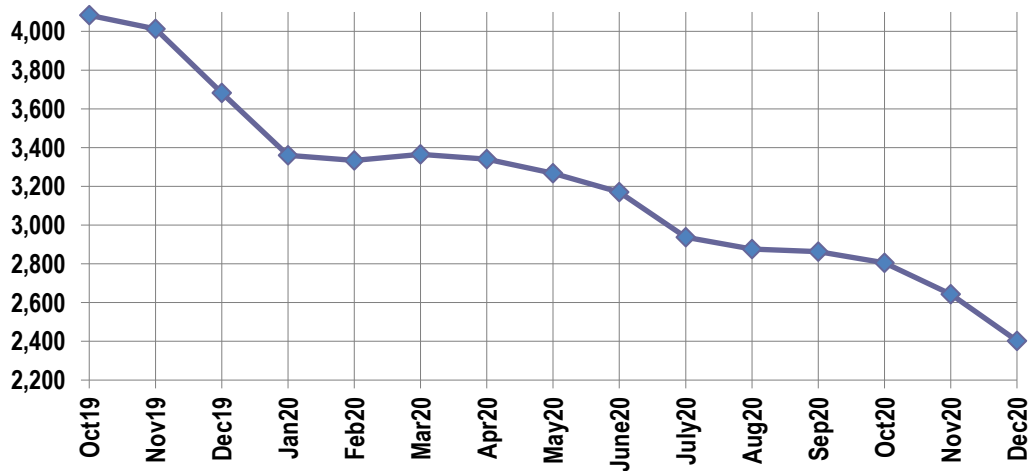
Active Listings, Pending Sales and Foreclosure Action Summary

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
Frayser	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%
Bercclair/ 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 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	
G'town	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%			
Lateland	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%
Berclair/ 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	17.1%
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%
G'town	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%
Collinsville	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%
Lateland	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%