

Sales Summary

	February Total Sales			YTD Total Sales		
	2020	2019	% change	2020	2019	% change
Units	1,287	1,250	3.0%	2,638	2,499	5.6%
Median Sales Price	\$139,900	\$132,500	5.6%	\$140,000	\$129,500	8.1%
Average Sales Price	\$178,283	\$172,407	3.4%	\$177,854	\$167,973	5.9%

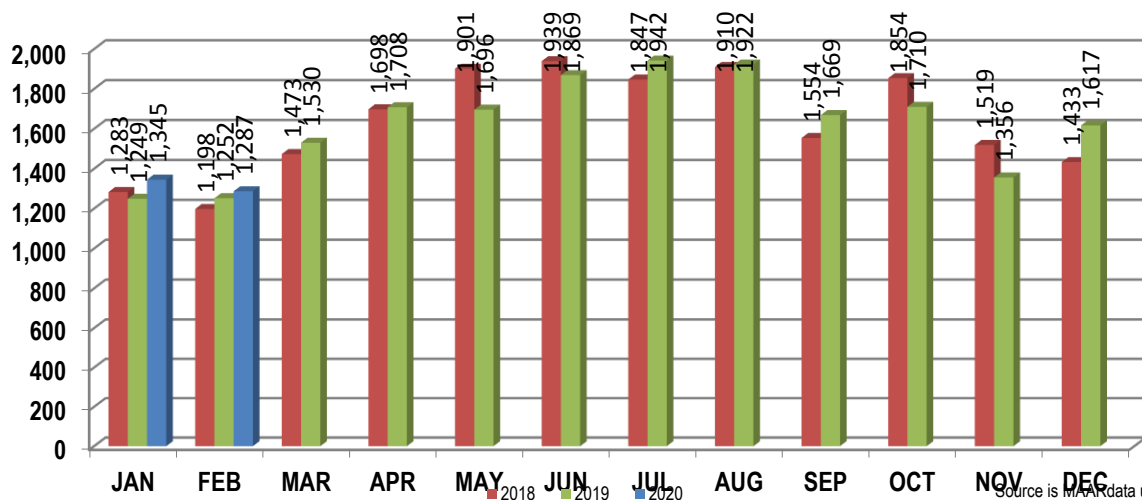
	February Existing Sales			YTD Existing Home Sales		
	2020	2019	% change	2020	2019	% change
Units	1,229	1,191	3.2%	2,512	2,373	5.9%
Median Sales Price	\$132,000	\$124,900	5.7%	\$131,000	\$120,000	9.2%
Average Sales Price	\$170,030	\$162,722	4.5%	\$168,085	\$157,324	6.8%

	February New Home Sales			YTD New Home Sales		
	2020	2019	% change	2020	2019	% change
Units	58	59	-1.7%	126	126	0.0%
Median Sales Price	\$347,150	\$318,000	9.2%	\$319,819	\$333,000	-4.0%
Average Sales Price	\$353,156	\$367,903	-4.0%	\$372,618	\$368,535	1.1%

	February Bank Sales			YTD Bank Sales*		
	2020	2019	% change	2020	2019	% change
Units	40	50	-20.0%	83	104	-20.2%
Median Sales Price	\$53,600	\$60,000	-10.7%	\$51,250	\$47,540	7.8%
Average Sales Price	\$84,294	\$87,362	-3.5%	\$78,696	\$77,473	1.6%

	February Non-Bank Sales			YTD Non-Bank Sales		
	2020	2019	% change	2020	2019	% change
Units	1,247	1,200	3.9%	2,555	2,395	6.7%
Median Sales Price	\$142,500	\$135,000	5.6%	\$144,900	\$134,000	8.1%
Average Sales Price	\$181,297	\$175,950	3.0%	\$181,075	\$171,903	5.3%

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.



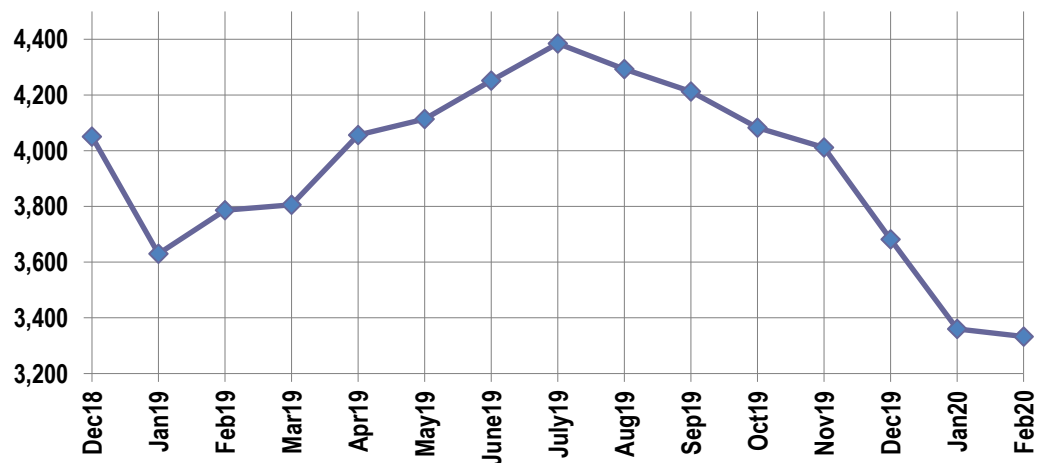
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 02-18-20)		
	Units	Ave. List Price
Single Family	3,135	\$300,756
Condo/Co-op	130	\$176,125
Duplex	68	\$82,678
Market Total	3,333	\$291,446

Pending Sales (as of 02-18-20)		
	Units	Ave. List Price
Single Family	1,179	\$214,722
Condo/Co-op	41	\$186,974
Duplex	17	\$99,058
Market Total	1,237	\$212,213

	February Foreclosure Actions			YTD Foreclosure Actions		
	2020	2019	% change	2020	2019	% change
Total	70	88	-20.5%	174	203	-14.3%

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



Inventory

Mar-18	3,883	Mar-19	3,806
Apr-18	4,070	Apr-19	4,056
May-18	4,172	May-19	4,114
Jun-18	4,347	Jun-19	4,251
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-19	3,682
Jan-19	3,630	Jan-20	3,360
Feb-19	3,786	Feb-20	3,333

		February Total Sales			February Existing Sales			February New Home Sales			February Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Frayser	Units	83	85	-2.4%	83	85	-2.4%				2	4	-50.0%
	Median Sales Price	\$40,000	\$33,000	21.2%	\$40,000	\$33,000	21.2%						
	Ave. Sales Price	\$51,378	\$42,576	20.7%	\$51,378	\$42,576	20.7%				\$69,500	\$22,750	205.5%
Raleigh/ Cov. Pike	Units	77	80	-3.8%	76	80	-5.0%	1			2	8	-75.0%
	Median Sales Price	\$104,500	\$78,500	33.1%	\$102,250	\$78,500	30.3%						
	Ave. Sales Price	\$99,234	\$87,054	14.0%	\$98,737	\$87,054	13.4%	\$137,000			\$69,500	\$87,380	-20.5%
Downtown	Units	46	31	48.4%	43	31	38.7%	3			4	1	300.0%
	Median Sales Price	\$222,500	\$245,000	-9.2%	\$211,000	\$245,000	-13.9%	\$461,056			\$51,700		
	Ave. Sales Price	\$247,233	\$218,710	13.0%	\$233,430	\$218,710	6.7%	\$445,081			\$57,031	\$36,500	56.2%
Midtown	Units	69	71	-2.8%	69	71	-2.8%				2		
	Median Sales Price	\$110,000	\$166,000	-33.7%	\$110,000	\$166,000	-33.7%						
	Ave. Sales Price	\$147,379	\$180,426	-18.3%	\$147,379	\$180,426	-18.3%				\$63,152		
S. Memphis	Units	57	47	21.3%	57	47	21.3%				5	6	-16.7%
	Median Sales Price	\$29,000	\$20,449	41.8%	\$29,000	\$20,449	41.8%				\$20,500	\$20,225	1.4%
	Ave. Sales Price	\$37,929	\$28,125	34.9%	\$37,929	\$28,125	34.9%				\$24,480	\$17,991	36.1%
Berclair/ Highland Heights	Units	52	46	13.0%	52	46	13.0%				2	3	-33.3%
	Median Sales Price	\$40,750	\$33,975	19.9%	\$40,750	\$33,975	19.9%					\$33,212	
	Ave. Sales Price	\$45,886	\$45,173	1.6%	\$45,886	\$45,173	1.6%				\$41,323	\$38,237	8.1%
E. Memphis	Units	213	213	0.0%	213	212	0.5%		1		7	4	75.0%
	Median Sales Price	\$125,000	\$130,000	-3.8%	\$125,000	\$128,750	-2.9%				\$42,500	\$67,463	-37.0%
	Ave. Sales Price	\$186,759	\$184,056	1.5%	\$186,759	\$182,801	2.2%		\$450,000		\$48,913	\$84,231	-41.9%
Whitehaven	Units	70	63	11.1%	67	61	9.8%	3	2	50.0%	1	3	-66.7%
	Median Sales Price	\$71,100	\$64,000	11.1%	\$70,000	\$64,000	9.4%	\$179,270				\$28,100	
	Ave. Sales Price	\$77,895	\$72,735	7.1%	\$73,353	\$68,449	7.2%	\$179,331	\$203,450	-11.9%	\$30,000	\$30,033	-0.1%
Parkway/ Village/ Oakhaven	Units	41	43	-4.7%	41	43	-4.7%				3	5	-40.0%
	Median Sales Price	\$65,000	\$65,000	0.0%	\$65,000	\$65,000	0.0%				\$47,300	\$58,932	-19.7%
	Ave. Sales Price	\$65,503	\$63,050	3.9%	\$65,503	\$63,050	3.9%				\$34,233	\$46,706	-26.7%
Hickory Hill	Units	95	90	5.6%	94	88	6.8%	1	2	-50.0%	1	5	-80.0%
	Median Sales Price	\$115,000	\$101,500	13.3%	\$115,000	\$97,500	17.9%					\$85,000	
	Ave. Sales Price	\$115,921	\$133,322	-13.1%	\$114,177	\$109,274	4.5%	\$279,900	\$291,460	-4.0%	\$147,000	\$86,026	70.9%
Southwind	Units	8	9	-11.1%	8	9	-11.1%					1	
	Median Sales Price	\$256,250	\$249,900	2.5%	\$256,250	\$249,900	2.5%						
	Ave. Sales Price	\$258,550	\$285,144	-9.3%	\$258,550	\$285,144	-9.3%					\$214,500	

		February Total Sales			February Existing Sales			February New Home Sales			February Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Cordova	Units	139	143	-2.8%	133	134	-0.7%	6	9	-33.3%	4	4	0.0%
	Median Sales Price	\$180,500	\$174,000	3.7%	\$179,500	\$168,450	6.6%	\$233,700	\$275,000	-15.0%	\$145,400	\$97,125	49.7%
	Ave. Sales Price	\$203,410	\$184,411	10.3%	\$201,591	\$178,698	12.8%	\$243,728	\$269,484	-9.6%	\$185,472	\$205,187	-9.6%
Bartlett	Units	67	65	3.1%	67	59	13.6%		6			2	
	Median Sales Price	\$210,000	\$199,000	5.5%	\$210,000	\$194,900	7.7%		\$309,794				
	Ave. Sales Price	\$223,292	\$220,077	1.5%	\$223,292	\$211,317	5.7%		\$306,222			\$114,950	
G'town	Units	45	54	-16.7%	44	52	-15.4%	1	2	-50.0%		1	
	Median Sales Price	\$340,000	\$322,500	5.4%	\$327,750	\$318,950	2.8%						
	Ave. Sales Price	\$392,180	\$372,209	5.4%	\$382,911	\$358,769	6.7%	\$800,000	\$721,652	10.9%		\$526,050	
Collierville	Units	63	76	-17.1%	54	62	-12.9%	9	14	-35.7%	1		
	Median Sales Price	\$381,000	\$380,000	0.3%	\$338,125	\$320,000	5.7%	\$540,000	\$485,883	11.1%			
	Ave. Sales Price	\$398,720	\$371,872	7.2%	\$376,133	\$338,437	11.1%	\$534,237	\$519,939	2.7%	\$289,580		
Lateland	Units	19	12	58.3%	17	10	70.0%	2	2	0.0%	1		
	Median Sales Price	\$362,000	\$231,225	56.6%	\$295,000	\$189,000	56.1%						
	Ave. Sales Price	\$347,460	\$269,945	28.7%	\$335,582	\$236,075	42.2%	\$448,427	\$439,300	2.1%	\$393,000		
Arlington	Units	22	25	-12.0%	15	20	-25.0%	7	5	40.0%		1	
	Median Sales Price	\$272,500	\$295,000	-7.6%	\$217,000	\$263,500	-17.6%	\$385,742	\$384,710	0.3%			
	Ave. Sales Price	\$283,207	\$324,165	-12.6%	\$231,166	\$309,940	-25.4%	\$394,722	\$381,069	3.6%		\$262,000	
Millington	Units	9	11	-18.2%	9	11	-18.2%						
	Median Sales Price	\$130,000	\$110,000	18.2%	\$130,000	\$110,000	18.2%						
	Ave. Sales Price	\$184,888	\$123,136	50.1%	\$184,888	\$123,136	50.1%						
Shelby County	Units	1,154	1,147	0.6%	1,121	1,104	1.5%	33	43	-23.3%	36	46	-21.7%
	Median Sales Price	\$130,000	\$125,000	4.0%	\$127,000	\$119,900	5.9%	\$401,466	\$384,710	4.4%	\$52,425	\$60,000	-12.6%
	Ave. Sales Price	\$172,302	\$169,235	1.8%	\$165,759	\$160,239	3.4%	\$394,562	\$400,207	-1.4%	\$85,230	\$86,156	-1.1%
Fayette County	Units	69	49	40.8%	53	39	35.9%	16	10	60.0%	1	2	-50.0%
	Median Sales Price	\$259,900	\$239,000	8.7%	\$227,500	\$213,500	6.6%	\$330,321	\$267,500	23.5%			
	Ave. Sales Price	\$285,379	\$269,728	5.8%	\$268,445	\$259,766	3.3%	\$341,474	\$308,581	10.7%	\$36,500	\$160,725	-77.3%
Tipton County	Units	64	54	18.5%	55	48	14.6%	9	6	50.0%	3	2	50.0%
	Median Sales Price	\$173,000	\$156,000	10.9%	\$158,500	\$149,950	5.7%	\$220,825	\$254,900	-13.4%	\$95,000		
	Ave. Sales Price	\$170,666	\$151,457	12.7%	\$162,249	\$140,981	15.1%	\$222,103	\$235,261	-5.6%	\$89,000	\$41,750	113.2%

		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	173	169	2.4%	173	169	2.4%				6	7	-14.3%
	Median Sales Price	\$40,000	\$34,250	16.8%	\$40,000	\$34,250	16.8%				\$29,550	\$28,500	3.7%
	Ave. Sales Price	\$50,114	\$46,525	7.7%	\$50,114	\$46,525	7.7%				\$38,670	\$31,643	22.2%
Raleigh/ Cov. Pike	Units	140	155	-9.7%	137	155	-11.6%	3			3	14	-78.6%
	Median Sales Price	\$92,000	78,000	17.9%	\$92,000	78,000	17.9%	\$137,000			\$64,500	\$67,253	-4.1%
	Ave. Sales Price	\$94,875	\$86,623	9.5%	\$94,018	\$86,623	8.5%	\$134,000			\$55,066	\$69,365	-20.6%
Downtown	Units	76	59	28.8%	71	57	24.6%	5	2	150.0%	5	1	400.0%
	Median Sales Price	\$242,500	\$220,000	10.2%	\$225,000	\$220,000	2.3%	\$390,322			\$58,500		
	Ave. Sales Price	\$252,275	\$217,888	15.8%	\$241,250	\$221,761	8.8%	\$408,830	\$107,500	280.3%	\$58,224	\$36,500	59.5%
Midtown	Units	150	156	-3.8%	150	155	-3.2%		1		6	3	100.0%
	Median Sales Price	\$122,500	\$141,000	-13.1%	\$122,500	\$137,000	-10.6%				\$18,840	\$46,000	-59.0%
	Ave. Sales Price	\$159,859	\$148,645	7.5%	\$159,859	\$147,378	8.5%		\$345,000		\$64,867	\$56,958	13.9%
S. Memphis	Units	135	121	11.6%	135	121	11.6%				7	12	-41.7%
	Median Sales Price	\$29,000	\$23,000	26.1%	\$29,000	\$23,000	26.1%				\$22,000	\$14,200	54.9%
	Ave. Sales Price	\$37,498	\$30,758	21.9%	\$37,498	\$30,758	21.9%				\$23,818	\$16,674	42.8%
Berclair/ Highland Heights	Units	108	85	27.1%	108	85	27.1%				3	6	-50.0%
	Median Sales Price	\$40,000	\$37,900	5.5%	\$40,000	\$37,900	5.5%				\$29,047	\$27,450	5.8%
	Ave. Sales Price	\$46,164	\$44,945	2.7%	\$46,164	\$44,945	2.7%				\$34,182	\$29,676	15.2%
E. Memphis	Units	440	388	13.4%	435	386	12.7%	5	2	150.0%	12	6	100.0%
	Median Sales Price	\$135,000	\$124,000	8.9%	\$131,500	\$122,750	7.1%	\$852,100			\$42,775	\$67,463	-36.6%
	Ave. Sales Price	\$191,141	\$184,287	3.7%	\$184,888	\$181,835	1.7%	\$735,133	\$657,500	11.8%	\$60,864	\$75,587	-19.5%
Whitehaven	Units	143	151	-5.3%	135	145	-6.9%	8	6	33.3%	9	12	-25.0%
	Median Sales Price	\$71,200	\$65,000	9.5%	\$70,000	\$64,000	9.4%	\$182,518	\$174,900	4.4%	\$32,500	\$30,300	7.3%
	Ave. Sales Price	\$76,922	\$71,868	7.0%	\$70,766	\$67,450	4.9%	\$180,804	\$178,641	1.2%	\$44,221	\$41,196	7.3%
Parkway Village/ Oakhaven	Units	83	85	-2.4%	83	85	-2.4%				5	11	-54.5%
	Median Sales Price	\$56,000	\$60,000	-6.7%	\$56,000	\$60,000	-6.7%				\$51,900	\$46,000	12.8%
	Ave. Sales Price	\$62,001	\$61,261	1.2%	\$62,001	\$61,261	1.2%				\$47,920	\$41,010	16.8%
Hickory Hill	Units	179	168	6.5%	177	166	6.6%	2	2	0.0%	6	7	-14.3%
	Median Sales Price	\$116,000	\$115,000	0.9%	\$115,250	\$115,000	0.2%				\$136,179	\$80,000	70.2%
	Ave. Sales Price	\$118,162	\$115,841	2.0%	\$116,391	\$113,725	2.3%	\$274,900	\$291,460	-5.7%	\$119,141	\$78,019	52.7%
Southwind	Units	21	23	-8.7%	18	23	-21.7%	3				1	
	Median Sales Price	\$282,500	\$241,600	16.9%	\$264,950	\$241,600	9.7%	\$298,000					
	Ave. Sales Price	\$272,745	\$263,747	3.4%	\$267,427	\$263,747	1.4%	\$304,651				\$214,500	

		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	300	307	-2.3%	288	280	2.9%	12	27	-55.6%	6	11	-45.5%
	Median Sales Price	\$181,950	\$179,000	1.6%	\$180,000	\$170,000	5.9%	\$268,700	\$270,000	-0.5%	\$162,000	\$187,100	-13.4%
	Ave. Sales Price	\$201,712	\$193,005	4.5%	\$199,239	\$186,116	7.1%	\$261,064	\$264,446	-1.3%	\$209,314	\$200,422	4.4%
Bartlett	Units	152	126	20.6%	150	116	29.3%	2	10	-80.0%	3	1	200.0%
	Median Sales Price	\$224,250	\$200,000	12.1%	\$223,500	\$194,950	14.6%		\$292,158		\$155,000		
	Ave. Sales Price	\$225,395	\$213,168	5.7%	\$223,725	\$206,186	8.5%	\$350,650	\$294,155	19.2%	\$128,300	\$170,000	-24.5%
G'town	Units	105	100	5.0%	102	96	6.3%	3	4	-25.0%		1	
	Median Sales Price	\$340,000	\$297,450	14.3%	\$336,700	\$287,450	17.1%	\$940,000	\$692,988	35.6%			
	Ave. Sales Price	\$402,048	\$347,828	15.6%	\$382,108	\$332,849	14.8%	\$1,080,000	\$707,320	52.7%		\$526,050	
Collierville	Units	122	143	-14.7%	103	118	-12.7%	19	25	-24.0%	1	1	0.0%
	Median Sales Price	\$388,000	\$367,500	5.6%	\$347,500	\$322,500	7.8%	\$512,339	\$489,900	4.6%			
	Ave. Sales Price	\$393,387	\$376,698	4.4%	\$370,211	\$342,100	8.2%	\$519,026	\$540,004	-3.9%	\$289,580	\$338,000	-14.3%
Lateland	Units	35	28	25.0%	32	23	39.1%	3	5	-40.0%	1		
	Median Sales Price	\$310,000	\$251,200	23.4%	\$291,500	\$208,400	39.9%	\$495,389	\$414,800	19.4%			
	Ave. Sales Price	\$338,727	\$264,155	28.2%	\$321,050	\$230,980	39.0%	\$527,285	\$416,761	26.5%	\$393,000		
Arlington	Units	39	47	-17.0%	27	34	-20.6%	12	13	-7.7%		1	
	Median Sales Price	\$290,000	\$295,000	-1.7%	\$260,000	\$263,500	-1.3%	\$384,361	\$368,943	4.2%			
	Ave. Sales Price	\$296,159	\$308,669	-4.1%	\$250,144	\$288,047	-13.2%	\$399,692	\$362,604	10.2%		\$262,000	
Millington	Units	23	21	9.5%	23	21	9.5%				2		
	Median Sales Price	\$130,000	\$110,000	18.2%	\$130,000	\$110,000	18.2%						
	Ave. Sales Price	\$159,951	\$126,585	26.4%	\$159,951	\$126,585	26.4%				\$41,962		
Shelby County	Units	2,386	2,298	3.8%	2,309	2,201	4.9%	77	97	-20.6%	73	94	-22.3%
	Median Sales Price	\$131,000	\$122,450	7.0%	\$127,000	\$116,000	9.5%	\$385,742	\$346,910	11.2%	\$50,700	\$48,770	4.0%
	Ave. Sales Price	\$173,430	\$163,672	6.0%	\$165,205	\$154,194	7.1%	\$420,074	\$378,746	10.9%	\$79,060	\$78,796	0.3%
Fayette County	Units	125	105	19.0%	92	84	9.5%	33	21	57.1%	1	6	-83.3%
	Median Sales Price	\$249,900	\$246,247	1.5%	\$209,200	\$229,000	-8.6%	\$282,900	\$289,000	-2.1%		\$45,086	
	Ave. Sales Price	\$267,466	\$271,339	-1.4%	\$247,567	\$248,885	-0.5%	\$322,941	\$361,157	-10.6%	\$36,500	\$82,388	-55.7%
Tipton County	Units	127	96	32.3%	111	88	26.1%	16	8	100.0%	9	4	125.0%
	Median Sales Price	\$174,500	\$159,000	9.7%	\$159,500	\$155,500	2.6%	\$230,058	\$277,900	-17.2%	\$95,000	\$41,500	128.9%
	Ave. Sales Price	\$172,781	\$157,867	9.4%	\$162,126	\$148,211	9.4%	\$246,696	\$264,091	-6.6%	\$80,438	\$39,000	106.3%