

Sales Summary

	July Total Sales			YTD Total Sales		
	2020	2019	% change	2020	2019	% change
Units	1,982	1,945	1.9%	10,670	11,279	-5.4%
Median Sales Price	\$193,000	\$172,500	11.9%	\$170,000	\$153,318	10.9%
Average Sales Price	\$222,114	\$206,834	7.4%	\$204,461	\$189,329	8.0%

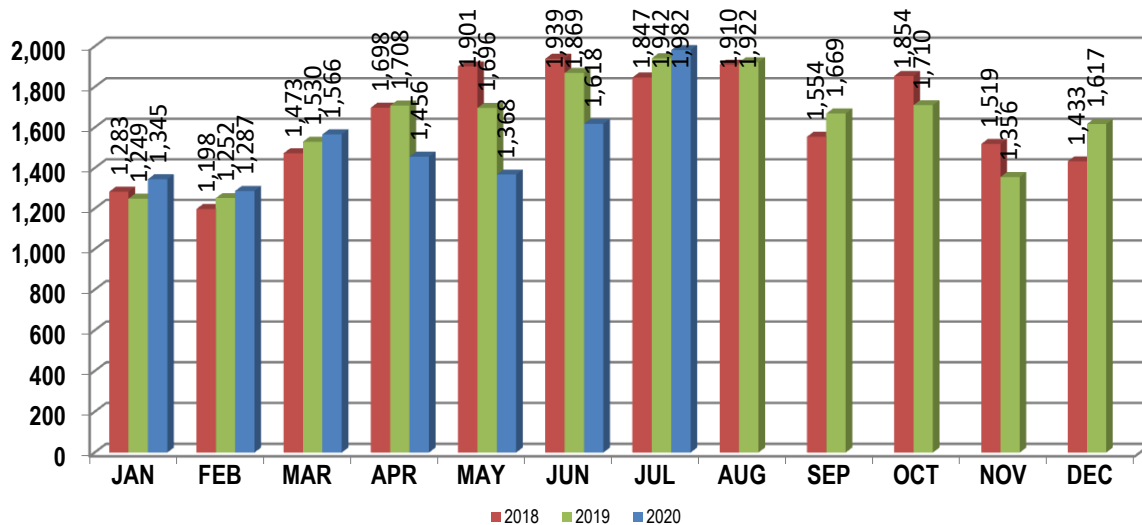
	July Existing Sales			YTD Existing Home Sales		
	2020	2019	% change	2020	2019	% change
Units	1,902	1,868	1.8%	10,119	10,767	-6.0%
Median Sales Price	\$185,000	\$167,000	10.8%	\$160,000	\$145,000	10.3%
Average Sales Price	\$215,883	\$199,414	8.3%	\$194,731	\$180,082	8.1%

	July New Home Sales			YTD New Home Sales		
	2020	2019	% change	2020	2019	% change
Units	80	77	3.9%	551	512	7.6%
Median Sales Price	\$352,165	\$326,000	8.0%	\$350,000	\$332,341	5.3%
Average Sales Price	\$370,275	\$386,861	-4.3%	\$383,152	\$383,783	-0.2%

	July Bank Sales			YTD Bank Sales*		
	2020	2019	% change	2020	2019	% change
Units	18	53	-66.0%	225	341	-34.0%
Median Sales Price	\$55,000	\$75,000	-26.7%	\$53,100	\$58,932	-9.9%
Average Sales Price	\$96,343	\$90,767	6.1%	\$84,100	\$87,179	-3.5%

	July Non-Bank Sales			YTD Non-Bank Sales		
	2020	2019	% change	2020	2019	% change
Units	1,964	1,892	3.8%	10,445	10,938	-4.5%
Median Sales Price	\$195,000	\$175,000	11.4%	\$171,500	\$157,000	9.2%
Average Sales Price	\$223,267	\$210,086	6.3%	\$207,054	\$192,514	7.6%

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.



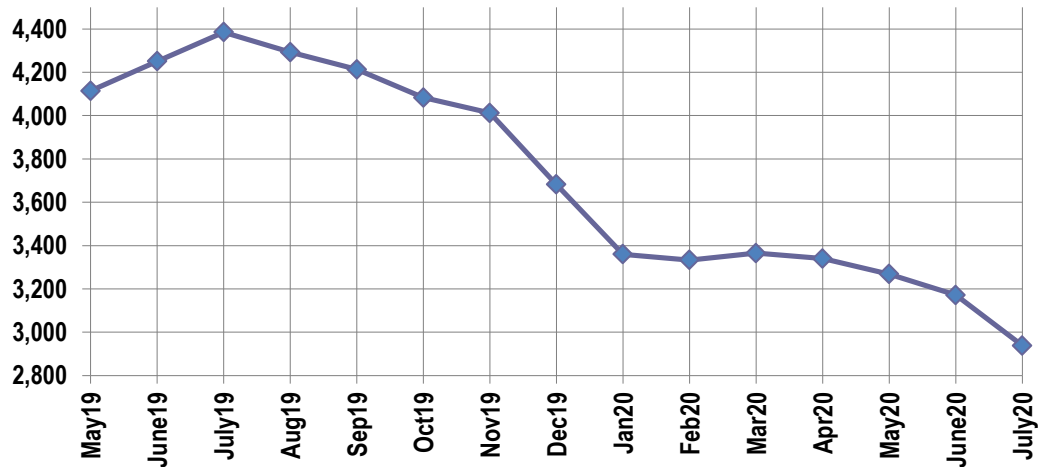
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 07-16-20)		
	Units	Ave. List Price
Single Family	2,756	\$337,017
Condo/Co-op	136	\$222,916
Duplex	46	\$99,773
Market Total	2,938	\$328,021

Pending Sales (as of 07-16-20)		
	Units	Ave. List Price
Single Family	1,452	\$240,766
Condo/Co-op	47	\$194,140
Duplex	13	\$122,623
Market Total	1,512	\$238,301

	July Foreclosure Actions			YTD Foreclosure Actions		
	2020	2019	% change	2020	2019	% change
Total	33	76	-56.6%	338	664	-49.1%

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



Inventory

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
Jul-19	4,385	Jul-20	2,938

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Frayer	Units	91	95	-4.2%	91	95	-4.2%				1	5	-80.0%
	Median Sales Price	\$56,000	\$38,793	44.4%	\$56,000	\$38,793	44.4%					\$27,300	
	Ave. Sales Price	\$69,611	\$50,594	37.6%	\$69,611	\$50,594	37.6%				\$28,500	\$28,071	1.5%
Raleigh/ Cov. Pike	Units	95	95	0.0%	94	93	1.1%	1	2	-50.0%	1	8	-87.5%
	Median Sales Price	\$89,900	\$99,900	-10.0%	\$87,450	\$99,500	-12.1%					\$74,000	
	Ave. Sales Price	\$96,311	\$97,399	-1.1%	\$96,006	\$96,592	-0.6%	\$125,000	\$134,950	-7.4%	\$152,000	\$73,188	107.7%
Downtown	Units	58	61	-4.9%	56	60	-6.7%	2	1	100.0%	1		
	Median Sales Price	\$233,500	\$242,500	-3.7%	\$235,000	\$250,750	-6.3%						
	Ave. Sales Price	\$211,331	\$241,132	-12.4%	\$213,092	\$243,684	-12.6%	\$162,000	\$88,000	84.1%	\$16,500		
Midtown	Units	127	111	14.4%	126	109	15.6%	1	2	-50.0%	2	4	-50.0%
	Median Sales Price	\$187,650	\$190,000	-1.2%	\$187,325	\$190,000	-1.4%					\$79,325	
	Ave. Sales Price	\$204,682	\$198,407	3.2%	\$203,306	\$197,425	3.0%	\$378,000	\$251,950	50.0%	\$34,390	\$77,303	-55.5%
S. Memphis	Units	75	62	21.0%	75	62	21.0%				2	4	-50.0%
	Median Sales Price	\$30,400	\$21,500	41.4%	\$30,400	\$21,500	41.4%					\$37,200	
	Ave. Sales Price	\$40,511	\$28,458	42.4%	\$40,511	\$28,458	42.4%				\$40,050	\$36,787	8.9%
Bercclair/ Highland Heights	Units	67	59	13.6%	67	59	13.6%					3	
	Median Sales Price	\$50,000	\$41,187	21.4%	\$50,000	\$41,187	21.4%					\$57,855	
	Ave. Sales Price	\$54,413	\$50,284	8.2%	\$54,413	\$50,284	8.2%					\$61,785	
E. Memphis	Units	341	339	0.6%	338	337	0.3%	3	2	50.0%		2	
	Median Sales Price	\$205,000	\$166,000	23.5%	\$202,150	\$165,000	22.5%	\$685,000					
	Ave. Sales Price	\$249,007	\$224,758	10.8%	\$246,305	\$220,053	11.9%	\$553,433	\$1,017,500	-45.6%		\$32,377	
Whitehaven	Units	77	82	-6.1%	74	80	-7.5%	3	2	50.0%	2	2	0.0%
	Median Sales Price	\$70,000	\$70,000	0.0%	\$69,750	\$69,500	0.4%	\$190,220					
	Ave. Sales Price	\$81,413	\$78,589	3.6%	\$77,022	\$75,630	1.8%	\$189,718	\$196,950	-3.7%	\$63,050	\$51,150	23.3%
Parkway Village/ Oakhaven	Units	41	45	-8.9%	41	45	-8.9%					2	
	Median Sales Price	\$83,000	\$60,000	38.3%	\$83,000	\$60,000	38.3%						
	Ave. Sales Price	\$84,958	\$65,112	30.5%	\$84,958	\$65,112	30.5%					\$61,675	
Hickory Hill	Units	97	123	-21.1%	96	121	-20.7%	1	2	-50.0%	1	7	-85.7%
	Median Sales Price	\$135,000	\$120,000	12.5%	\$134,950	\$119,900	12.6%					\$84,900	
	Ave. Sales Price	\$136,489	\$124,198	9.9%	\$135,109	\$121,508	11.2%	\$269,000	\$286,938	-6.3%	\$55,000	\$93,509	-41.2%
Southwind	Units	12	10	20.0%	12	8	50.0%		2			1	
	Median Sales Price	\$242,000	\$245,045	-1.2%	\$242,000	\$212,450	13.9%						
	Ave. Sales Price	\$278,083	\$343,172	-19.0%	\$278,083	\$360,737	-22.9%		\$272,914			\$175,000	

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales		
		2020	2019	% change	141	2019	% change	2020	2019	% change	2020	2019	% change
Cordova	Units	225	245	-8.2%	219	235	-6.8%	6	10	-40.0%	2	5	-60.0%
	Median Sales Price	\$200,000	\$182,000	9.9%	\$199,920	\$179,575	11.3%	\$210,200	\$232,442	-9.6%		\$165,500	
	Ave. Sales Price	\$216,981	\$198,964	9.1%	\$216,445	\$197,416	9.6%	\$236,550	\$235,338	0.5%	\$221,250	\$172,890	28.0%
Bartlett	Units	116	140	-17.1%	112	137	-18.2%	4	3	33.3%	1	1	0.0%
	Median Sales Price	\$222,500	\$224,450	-0.9%	\$220,000	\$220,000	0.0%	\$297,200	\$326,900	-9.1%			
	Ave. Sales Price	\$233,526	\$236,010	-1.1%	\$230,935	\$234,122	-1.4%	\$306,075	\$322,233	-5.0%	\$270,000	\$260,000	3.8%
G'town	Units	104	101	3.0%	104	99	5.1%		2				
	Median Sales Price	\$342,750	\$350,000	-2.1%	\$342,750	\$350,000	-2.1%						
	Ave. Sales Price	\$417,570	\$386,402	8.1%	\$417,570	\$380,501	9.7%		\$678,500				
Collinsville	Units	133	120	10.8%	125	107	16.8%	8	13	-38.5%		1	
	Median Sales Price	\$433,000	\$422,000	2.6%	\$420,000	\$385,000	9.1%	\$599,986	\$520,000	15.4%			
	Ave. Sales Price	\$432,243	\$439,587	-1.7%	\$420,945	\$412,958	1.9%	\$608,775	\$658,762	-7.6%		\$309,900	
Lateland	Units	51	37	37.8%	43	35	22.9%	8	2	300.0%			
	Median Sales Price	\$385,000	\$276,500	39.2%	\$320,000	\$273,000	17.2%	\$476,200					
	Ave. Sales Price	\$367,040	\$321,313	14.2%	\$347,111	\$315,288	10.1%	\$474,162	\$426,748	11.1%			
Arlington	Units	55	49	12.2%	41	43	-4.7%	14	6	133.3%			
	Median Sales Price	\$345,000	\$272,500	26.6%	\$275,000	\$267,000	3.0%	\$379,915	\$384,250	-1.1%			
	Ave. Sales Price	\$319,155	\$290,147	10.0%	\$294,514	\$274,664	7.2%	\$391,320	\$401,109	-2.4%			
Millington	Units	23	14	64.3%	23	14	64.3%				1		
	Median Sales Price	\$130,000	\$119,950	8.4%	\$130,000	\$119,950	8.4%						
	Ave. Sales Price	\$159,647	\$147,321	8.4%	\$159,647	\$147,321	8.4%				\$112,500		
Shelby County	Units	1,757	1,759	-0.1%	1,706	1,710	-0.2%	51	49	4.1%	14	45	-68.9%
	Median Sales Price	\$186,000	\$169,900	9.5%	\$182,750	\$165,000	10.8%	\$378,475	\$358,845	5.5%	\$54,050	\$72,000	-24.9%
	Ave. Sales Price	\$220,528	\$205,003	7.6%	\$215,332	\$198,648	8.4%	\$394,334	\$426,766	-7.6%	\$96,570	\$86,493	11.7%
Fayette County	Units	114	79	44.3%	89	59	50.8%	25	20	25.0%	1	1	0.0%
	Median Sales Price	\$264,500	\$250,000	5.8%	\$236,000	\$235,000	0.4%	\$297,900	\$289,200	3.0%			
	Ave. Sales Price	\$287,819	\$283,717	1.4%	\$271,594	\$272,785	-0.4%	\$345,580	\$315,966	9.4%	\$156,200	\$129,000	21.1%
Tipton County	Units	111	107	3.7%	107	99	8.1%	4	8	-50.0%	3	7	-57.1%
	Median Sales Price	\$180,000	\$166,000	8.4%	\$180,000	\$159,900	12.6%	\$228,733	\$290,850	-21.4%	\$17,000	\$131,000	-87.0%
	Ave. Sales Price	\$179,749	\$180,181	-0.2%	\$178,324	\$168,909	5.6%	\$217,866	\$319,679	-31.8%	\$75,333	\$112,778	-33.2%

		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	567	675	-16.0%	565	675	-16.3%	2			21	20	5.0%
	Median Sales Price	\$44,500	\$38,250	16.3%	\$44,000	\$38,250	15.0%				\$35,100	\$25,680	36.7%
	Ave. Sales Price	\$56,460	\$47,531	18.8%	\$56,183	\$47,531	18.2%	\$134,950			\$39,435	\$34,685	13.7%
Raleigh/ Cov. Pike	Units	533	595	-10.4%	527	591	-10.8%	6	4	50.0%	13	40	-67.5%
	Median Sales Price	\$92,000	\$85,000	8.2%	\$90,600	\$85,000	6.6%	\$131,000	\$154,900	-15.4%	\$84,900	\$73,750	15.1%
	Ave. Sales Price	\$96,742	\$89,672	7.9%	\$96,341	\$89,298	7.9%	\$132,000	\$144,925	-8.9%	\$84,088	\$70,813	18.7%
Downtown	Units	292	319	-8.5%	277	316	-12.3%	15	3	400.0%	14	4	250.0%
	Median Sales Price	\$250,000	\$231,000	8.2%	\$245,000	\$233,250	5.0%	\$363,105	\$105,000	245.8%	\$43,462	\$27,000	61.0%
	Ave. Sales Price	\$251,543	\$241,018	4.4%	\$244,627	\$242,347	0.9%	\$379,245	\$101,000	275.5%	\$69,923	\$78,077	-10.4%
Midtown	Units	624	646	-3.4%	620	636	-2.5%	4	10	-60.0%	15	14	7.1%
	Median Sales Price	\$156,450	\$147,000	6.4%	\$155,000	\$145,000	6.9%	\$376,500	\$306,950	22.7%	\$19,900	\$58,000	-65.7%
	Ave. Sales Price	\$178,631	\$167,574	6.6%	\$177,378	\$165,656	7.1%	\$372,812	\$289,520	28.8%	\$45,799	\$82,454	-44.5%
S. Memphis	Units	477	432	10.4%	477	432	10.4%				24	33	-27.3%
	Median Sales Price	\$30,000	\$25,500	17.6%	\$30,000	\$25,500	17.6%				\$18,750	\$17,750	5.6%
	Ave. Sales Price	\$39,434	\$35,041	12.5%	\$39,434	\$35,041	12.5%				\$19,348	\$20,848	-7.2%
Bercclair/ Highland Heights	Units	376	394	-4.6%	376	394	-4.6%				8	18	-55.6%
	Median Sales Price	\$45,000	\$42,376	6.2%	\$45,000	\$42,376	6.2%				\$28,300	\$33,431	-15.3%
	Ave. Sales Price	\$51,956	\$50,783	2.3%	\$51,956	\$50,783	2.3%				\$33,785	\$36,329	-7.0%
E. Memphis	Units	1,811	1,922	-5.8%	1,786	1,905	-6.2%	25	17	47.1%	21	23	-8.7%
	Median Sales Price	\$176,000	\$148,450	18.6%	\$173,250	\$145,000	19.5%	\$650,000	\$774,000	-16.0%	\$51,250	\$57,855	-11.4%
	Ave. Sales Price	\$230,142	\$205,173	12.2%	\$224,495	\$200,561	11.9%	\$633,612	\$721,919	-12.2%	\$85,318	\$64,093	33.1%
Whitehaven	Units	490	512	-4.3%	466	497	-6.2%	24	15	60.0%	22	33	-33.3%
	Median Sales Price	\$73,200	\$68,000	7.6%	\$71,200	\$67,000	6.3%	\$182,488	\$174,900	4.3%	\$41,000	\$48,820	-16.0%
	Ave. Sales Price	\$81,354	\$74,273	9.5%	\$76,155	\$71,240	6.9%	\$182,307	\$174,773	4.3%	\$47,523	\$51,544	-7.8%
Parkway Village/ Oakhaven	Units	279	330	-15.5%	279	329	-15.2%		1		8	23	-65.2%
	Median Sales Price	\$75,000	\$68,613	9.3%	\$75,000	\$68,225	9.9%				\$58,950	\$47,000	25.4%
	Ave. Sales Price	\$74,150	\$68,973	7.5%	\$74,150	\$68,903	7.6%		\$92,000		\$64,450	\$44,600	44.5%
Hickory Hill	Units	640	701	-8.7%	624	691	-9.7%	16	10	60.0%	16	28	-42.9%
	Median Sales Price	\$130,000	\$118,000	10.2%	\$129,950	\$115,900	12.1%	\$269,900	\$262,500	2.8%	\$119,804	\$83,025	44.3%
	Ave. Sales Price	\$130,443	\$119,734	8.9%	\$127,097	\$117,617	8.1%	\$260,959	\$266,058	-1.9%	\$112,430	\$84,872	32.5%
Southwind	Units	69	80	-13.8%	61	73	-16.4%	8	7	14.3%		7	
	Median Sales Price	\$267,750	\$245,582	9.0%	\$250,000	\$234,900	6.4%	\$282,978	\$266,200	6.3%		\$189,900	
	Ave. Sales Price	\$302,811	\$283,232	6.9%	\$305,037	\$284,683	7.1%	\$285,837	\$268,101	6.6%		\$201,722	

		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	1,204	1,362	-11.6%	1,158	1,287	-10.0%	46	75	-38.7%	11	29	-62.1%
	Median Sales Price	\$195,350	\$180,000	8.5%	\$191,625	\$175,000	9.5%	\$231,900	\$267,700	-13.4%	\$174,000	\$162,100	7.3%
	Ave. Sales Price	\$215,344	\$196,773	9.4%	\$213,759	\$193,360	10.5%	\$255,244	\$255,340	0.0%	\$199,696	\$186,906	6.8%
Bartlett	Units	633	696	-9.1%	623	662	-5.9%	10	34	-70.6%	7	7	0.0%
	Median Sales Price	\$225,000	\$214,900	4.7%	\$223,500	\$210,000	6.4%	\$347,450	\$299,425	16.0%	\$155,000	\$260,000	-40.4%
	Ave. Sales Price	\$231,511	\$222,883	3.9%	\$229,971	\$219,043	5.0%	\$327,420	\$297,649	10.0%	\$156,128	\$240,589	-35.1%
G'town	Units	501	506	-1.0%	491	490	0.2%	10	16	-37.5%	1	2	-50.0%
	Median Sales Price	\$345,000	\$336,945	2.4%	\$340,500	\$333,000	2.3%	\$907,500	\$705,488	28.6%			
	Ave. Sales Price	\$404,222	\$382,462	5.7%	\$392,669	\$369,382	6.3%	\$971,507	\$783,031	24.1%	\$229,000	\$431,025	-46.9%
Collinsville	Units	635	694	-8.5%	564	599	-5.8%	71	95	-25.3%	3	4	-25.0%
	Median Sales Price	\$399,999	\$380,000	5.3%	\$375,000	\$350,000	7.1%	\$545,000	\$518,621	5.1%	\$289,580	\$344,000	-15.8%
	Ave. Sales Price	\$417,254	\$393,402	6.1%	\$397,191	\$367,595	8.1%	\$576,628	\$556,121	3.7%	\$369,945	\$339,097	9.1%
Lateland	Units	202	182	11.0%	164	166	-1.2%	38	16	137.5%	2	2	0.0%
	Median Sales Price	\$376,000	\$289,450	29.9%	\$320,000	\$272,000	17.6%	\$485,900	\$434,940	11.7%			
	Ave. Sales Price	\$366,065	\$310,646	17.8%	\$339,837	\$298,942	13.7%	\$479,256	\$432,068	10.9%	\$459,000	\$174,700	162.7%
Arlington	Units	242	258	-6.2%	171	198	-13.6%	71	60	18.3%	3	3	0.0%
	Median Sales Price	\$325,000	\$284,500	14.2%	\$276,000	\$265,000	4.2%	\$382,980	\$369,971	3.5%	\$275,000	\$212,000	29.7%
	Ave. Sales Price	\$314,356	\$297,174	5.8%	\$281,050	\$274,484	2.4%	\$394,572	\$372,052	6.1%	\$215,666	\$181,666	18.7%
Millington	Units	106	126	-15.9%	104	126	-17.5%	2			4	5	-20.0%
	Median Sales Price	\$149,000	\$125,000	19.2%	\$146,500	\$125,000	17.2%				\$92,963	\$80,000	16.2%
	Ave. Sales Price	\$157,722	\$144,682	9.0%	\$155,530	\$144,682	7.5%	\$271,700			\$102,856	\$110,936	-7.3%
Shelby County	Units	9,545	10,259	-7.0%	9,197	9,896	-7.1%	348	363	-4.1%	191	292	-34.6%
	Median Sales Price	\$163,000	\$145,000	12.4%	\$156,355	\$139,900	11.8%	\$387,798	\$364,885	6.3%	\$48,000	\$58,716	-18.3%
	Ave. Sales Price	\$201,803	\$185,580	8.7%	\$193,416	\$177,516	9.0%	\$423,449	\$405,422	4.4%	\$83,812	\$85,869	-2.4%
Fayette County	Units	557	466	19.5%	419	371	12.9%	138	95	45.3%	12	15	-20.0%
	Median Sales Price	\$259,900	\$259,700	0.1%	\$227,500	\$240,000	-5.2%	\$298,950	\$302,496	-1.2%	\$57,500	\$115,000	-50.0%
	Ave. Sales Price	\$276,547	\$285,987	-3.3%	\$254,818	\$270,501	-5.8%	\$342,523	\$346,463	-1.1%	\$83,451	\$127,108	-34.3%
Tipton County	Units	568	554	2.5%	503	500	0.6%	65	54	20.4%	22	34	-35.3%
	Median Sales Price	\$172,750	\$169,900	1.7%	\$165,000	\$162,000	1.9%	\$235,465	\$296,201	-20.5%	\$76,200	\$51,000	49.4%
	Ave. Sales Price	\$178,442	\$177,456	0.6%	\$168,722	\$163,792	3.0%	\$253,660	\$303,974	-16.6%	\$86,954	\$80,813	7.6%