

Sales Summary

	May Total Sales			YTD Total Sales		
	2020	2019	% change	2020	2019	% change
Units	1,368	1,722	-20.6%	7,049	7,467	-5.6%
Median Sales Price	\$177,000	\$155,000	14.2%	\$160,000	\$140,000	14.3%
Average Sales Price	\$205,082	\$191,226	7.2%	\$195,040	\$177,153	10.1%

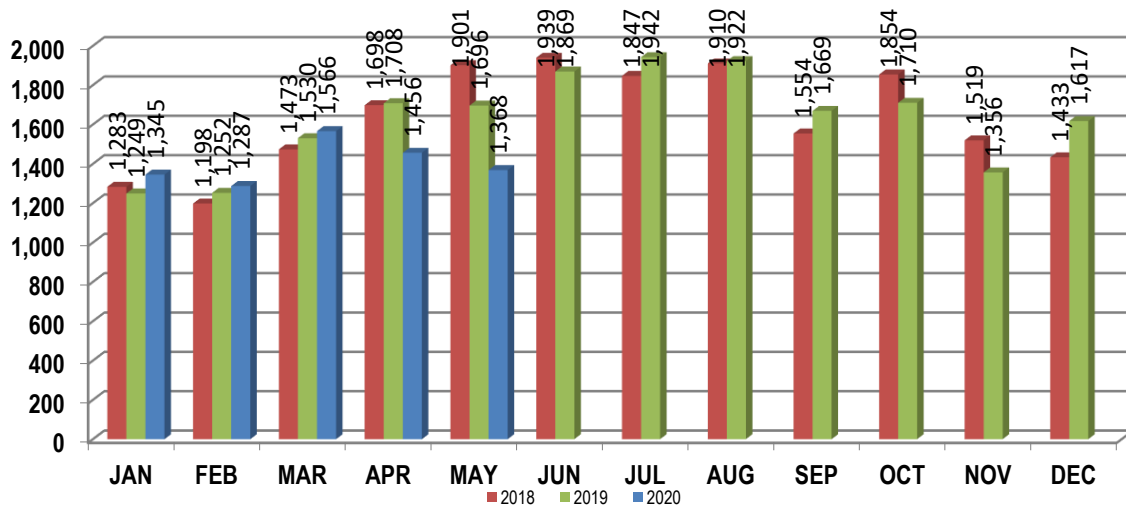
	May Existing Sales			YTD Existing Home Sales		
	2020	2019	% change	2020	2019	% change
Units	1,311	1,657	-20.9%	6,679	7,127	-6.3%
Median Sales Price	\$169,500	\$150,000	13.0%	\$150,000	\$133,000	12.8%
Average Sales Price	\$197,049	\$183,855	7.2%	\$184,407	\$167,639	10.0%

	May New Home Sales			YTD New Home Sales		
	2020	2019	% change	2020	2019	% change
Units	57	65	-12.3%	370	340	8.8%
Median Sales Price	\$330,900	\$324,800	1.9%	\$349,800	\$327,000	7.0%
Average Sales Price	\$389,845	\$379,134	2.8%	\$386,975	\$376,574	2.8%

	May Bank Sales			YTD Bank Sales*		
	2020	2019	% change	2020	2019	% change
Units	30	50	-40.0%	189	249	-24.1%
Median Sales Price	\$70,000	\$55,900	25.2%	\$51,900	\$52,500	-1.1%
Average Sales Price	\$90,366	\$79,790	13.3%	\$82,980	\$84,773	-2.1%

	May Non-Bank Sales			YTD Non-Bank Sales		
	2020	2019	% change	2020	2019	% change
Units	1,338	1,672	-20.0%	6,860	7,218	-5.0%
Median Sales Price	\$180,000	\$160,000	12.5%	\$163,000	\$145,000	12.4%
Average Sales Price	\$207,654	\$194,558	6.7%	\$198,127	\$180,339	9.9%

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.



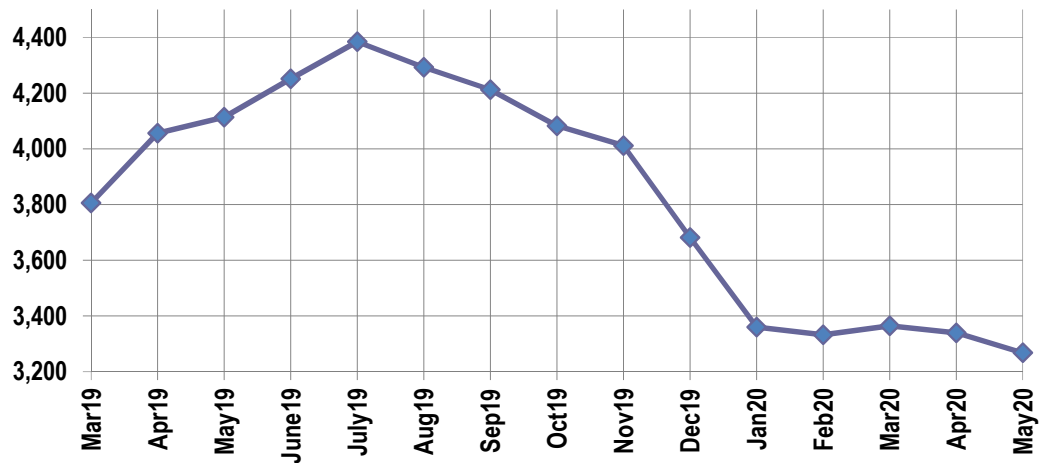
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 05-15-20)		
	Units	Ave. List Price
Single Family	3,079	\$321,109
Condo/Co-op	138	\$210,268
Duplex	51	\$100,142
Market Total	3,268	\$312,980

Pending Sales (as of 05-15-20)		
	Units	Ave. List Price
Single Family	1,190	\$228,304
Condo/Co-op	50	\$176,405
Duplex	17	\$79,588
Market Total	1,257	\$224,228

	May Foreclosure Actions			YTD Foreclosure Actions		
	2020	2019	% change	2020	2019	% change
Total	13	100	-87.0%	281	512	-45.1%

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



Inventory

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
Mar-19	3,806	Mar-20	3,365
Apr-19	4,056	Apr-20	3,340
May-19	4,114	May-20	3,268

		May Total Sales			May Existing Sales			May New Home Sales			May Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Frayser	Units	72	87	-17.2%	72	87	-17.2%				4	3	33.3%
	Median Sales Price	\$52,000	\$36,500	42.5%	\$52,000	\$36,500	42.5%				\$69,000	\$24,059	186.8%
	Ave. Sales Price	\$59,408	\$43,232	37.4%	\$59,408	\$43,232	37.4%				\$67,250	\$21,519	212.5%
Raleigh/ Cov. Pike	Units	59	89	-33.7%	59	89	-33.7%					8	
	Median Sales Price	\$99,000	\$83,000	19.3%	\$99,000	\$83,000	19.3%					\$65,450	
	Ave. Sales Price	\$94,447	\$85,418	10.6%	\$94,447	\$85,418	10.6%					\$58,206	
Downtown	Units	30	50	-40.0%	29	50	-42.0%	1			3		
	Median Sales Price	\$262,466	\$230,250	14.0%	\$259,432	\$230,250	12.7%				\$217,500		
	Ave. Sales Price	\$246,551	\$279,523	-11.8%	\$236,233	\$279,523	-15.5%	\$545,763			\$170,166		
Midtown	Units	82	101	-18.8%	82	100	-18.0%		1		1	1	0.0%
	Median Sales Price	\$192,750	\$152,900	26.1%	\$192,750	\$146,450	31.6%						
	Ave. Sales Price	\$211,799	\$165,833	27.7%	\$211,799	\$163,741	29.4%		\$375,000		\$70,000	\$70,000	0.0%
S. Memphis	Units	69	49	40.8%	69	49	40.8%				3	1	200.0%
	Median Sales Price	\$25,000	\$32,500	-23.1%	\$25,000	\$32,500	-23.1%				\$16,001		
	Ave. Sales Price	\$35,157	\$40,295	-12.8%	\$35,157	\$40,295	-12.8%				\$12,833	\$20,500	-37.4%
Berclair/ Highland Heights	Units	48	65	-26.2%	48	65	-26.2%				1	4	-75.0%
	Median Sales Price	\$51,976	\$47,500	9.4%	\$51,976	\$47,500	9.4%					\$36,128	
	Ave. Sales Price	\$56,198	\$57,438	-2.2%	\$56,198	\$57,438	-2.2%				\$28,600	\$33,567	-14.8%
E. Memphis	Units	246	305	-19.3%	244	301	-18.9%	2	4	-50.0%	3	6	-50.0%
	Median Sales Price	\$186,000	\$150,000	24.0%	\$185,000	\$150,000	23.3%		\$674,500		\$147,500	\$32,229	357.7%
	Ave. Sales Price	\$226,925	\$209,448	8.3%	\$224,585	\$203,148	10.6%	\$512,500	\$683,500	-25.0%	\$184,266	\$30,620	501.8%
Whitehaven	Units	63	80	-21.3%	59	76	-22.4%	4	4	0.0%	1	5	-80.0%
	Median Sales Price	\$75,700	\$73,950	2.4%	\$71,200	\$72,500	-1.8%	\$166,338	\$174,900	-4.9%		\$61,833	
	Ave. Sales Price	\$82,981	\$78,711	5.4%	\$76,791	\$74,223	3.5%	\$174,293	\$163,987	6.3%	\$47,511	\$64,766	-26.6%
Parkway/ Village/ Oakhaven	Units	34	46	-26.1%	34	46	-26.1%				2	4	-50.0%
	Median Sales Price	\$88,450	\$68,750	28.7%	\$88,450	\$68,750	28.7%					\$49,000	
	Ave. Sales Price	\$83,632	\$69,331	20.6%	\$83,632	\$69,331	20.6%				\$87,760	\$50,187	74.9%
Hickory Hill	Units	69	86	-19.8%	67	86	-22.1%	2			2	2	0.0%
	Median Sales Price	\$133,480	\$111,500	19.7%	\$130,000	\$111,500	16.6%						
	Ave. Sales Price	\$128,116	\$110,612	15.8%	\$123,585	\$110,612	11.7%	\$279,900			\$72,625	\$140,822	-48.4%
Southwind	Units	12	7	71.4%	11	7	57.1%	1				2	
	Median Sales Price	\$247,500	\$247,000	0.2%	\$242,000	\$247,000	-2.0%						
	Ave. Sales Price	\$284,949	\$305,714	-6.8%	\$286,572	\$305,714	-6.3%	\$267,090				\$232,000	

		May Total Sales			May Existing Sales			May New Home Sales			May Bank Sales		
		2020	2019	% change	141	2019	% change	2020	2019	% change	2020	2019	% change
Cordova	Units	145	206	-29.6%	141	198	-28.8%	4	8	-50.0%		3	
	Median Sales Price	\$195,700	\$176,444	10.9%	\$195,000	\$175,000	11.4%	\$253,805	\$223,625	13.5%		\$154,350	
	Ave. Sales Price	\$211,596	\$195,233	8.4%	\$210,384	\$193,833	8.5%	\$254,352	\$229,868	10.7%		\$168,316	
Bartlett	Units	77	114	-32.5%	76	110	-30.9%	1	4	-75.0%	1	1	0.0%
	Median Sales Price	\$250,000	\$210,950	18.5%	\$244,500	\$210,000	16.4%		\$289,800				
	Ave. Sales Price	\$244,149	\$227,328	7.4%	\$242,665	\$225,767	7.5%	\$356,900	\$270,236	32.1%	\$94,000	\$153,500	-38.8%
G'town	Units	63	70	-10.0%	61	69	-11.6%	2	1	100.0%			
	Median Sales Price	\$350,000	\$328,450	6.6%	\$350,000	\$327,000	7.0%						
	Ave. Sales Price	\$402,826	\$368,298	9.4%	\$379,049	\$361,157	5.0%	\$1,128,035	\$861,011	31.0%			
Collierville	Units	76	106	-28.3%	72	95	-24.2%	4	11	-63.6%			
	Median Sales Price	\$367,500	\$359,000	2.4%	\$355,000	\$335,000	6.0%	\$595,340	\$519,900	14.5%			
	Ave. Sales Price	\$399,394	\$365,727	9.2%	\$388,808	\$345,472	12.5%	\$589,924	\$540,660	9.1%			
Lakeland	Units	22	26	-15.4%	18	25	-28.0%	4	1	300.0%		1	
	Median Sales Price	\$377,500	\$239,251	57.8%	\$360,000	\$230,000	56.5%	\$512,750					
	Ave. Sales Price	\$375,368	\$287,911	30.4%	\$345,000	\$281,248	22.7%	\$512,024	\$454,490	12.7%		\$199,500	
Arlington	Units	36	41	-12.2%	29	32	-9.4%	7	9	-22.2%	1		
	Median Sales Price	\$312,500	\$277,000	12.8%	\$294,000	\$270,000	8.9%	\$432,030	\$350,585	23.2%			
	Ave. Sales Price	\$320,913	\$284,951	12.6%	\$295,906	\$264,143	12.0%	\$424,513	\$358,935	18.3%	\$275,000		
Millington	Units	16	18	-11.1%	16	18	-11.1%					2	
	Median Sales Price	\$177,500	\$129,500	37.1%	\$177,500	\$129,500	37.1%						
	Ave. Sales Price	\$174,306	\$133,921	30.2%	\$174,306	\$133,921	30.2%					\$109,341	
Shelby County	Units	1,214	1,515	-19.9%	1,182	1,472	-19.7%	32	43	-25.6%	24	40	-40.0%
	Median Sales Price	\$168,000	\$149,000	12.8%	\$165,000	\$140,000	17.9%	\$431,015	\$354,950	21.4%	\$69,000	\$57,950	19.1%
	Ave. Sales Price	\$201,000	\$187,455	7.2%	\$194,509	\$181,261	7.3%	\$440,768	\$399,489	10.3%	\$95,256	\$79,907	19.2%
Fayette County	Units	89	94	-5.3%	72	82	-12.2%	17	12	41.7%	3	1	200.0%
	Median Sales Price	\$255,000	\$251,500	1.4%	\$232,950	\$237,500	-1.9%	\$294,900	\$311,000	-5.2%	\$89,900		
	Ave. Sales Price	\$281,562	\$272,103	3.5%	\$269,549	\$257,035	4.9%	\$332,441	\$375,062	-11.4%	\$76,947	\$115,000	-33.1%
Tipton County	Units	65	113	-42.5%	57	103	-44.7%	8	10	-20.0%	3	9	-66.7%
	Median Sales Price	\$178,000	\$167,000	6.6%	\$162,500	\$160,000	1.6%	\$262,400	\$290,501	-9.7%	\$66,000	\$50,000	32.0%
	Ave. Sales Price	\$176,604	\$174,506	1.2%	\$158,143	\$162,663	-2.8%	\$308,134	\$296,495	3.9%	\$64,666	\$75,359	-14.2%

		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	395	474	-16.7%	393	474	-17.1%	2			18	13	38.5%
	Median Sales Price	\$42,149	\$35,750	17.9%	\$42,018	\$35,750	17.5%				\$35,300	\$24,000	47.1%
	Ave. Sales Price	\$53,282	\$47,080	13.2%	\$52,867	\$47,080	12.3%	\$134,950			\$39,508	\$25,235	56.6%
Raleigh/ Cov. Pike	Units	360	411	-12.4%	356	411	-13.4%	4			10	29	-65.5%
	Median Sales Price	\$92,000	\$80,000	15.0%	\$92,000	\$80,000	15.0%	\$131,000			\$84,700	\$72,500	16.8%
	Ave. Sales Price	\$96,891	\$85,611	13.2%	\$96,499	\$85,611	12.7%	\$131,750			\$79,125	\$67,977	16.4%
Downtown	Units	185	198	-6.6%	173	196	-11.7%	12	2	500.0%	13	4	225.0%
	Median Sales Price	\$250,000	\$229,500	8.9%	\$235,000	\$230,250	2.1%	\$372,003			\$44,900	\$27,000	66.3%
	Ave. Sales Price	\$250,835	\$233,756	7.3%	\$239,323	\$235,045	1.8%	\$416,798	\$107,500	287.7%	\$74,032	\$78,077	-5.2%
Midtown	Units	413	421	-1.9%	413	416	-0.7%		5		12	8	50.0%
	Median Sales Price	\$135,000	\$130,000	3.8%	\$135,000	\$130,000	3.8%		\$296,900		\$18,840	\$45,750	-58.8%
	Ave. Sales Price	\$166,974	\$150,790	10.7%	\$166,974	\$148,768	12.2%		\$318,980		\$45,259	\$88,484	-48.9%
S. Memphis	Units	351	312	12.5%	351	312	12.5%				19	25	-24.0%
	Median Sales Price	\$29,900	\$26,500	12.8%	\$29,900	\$26,500	12.8%				\$18,000	\$14,900	20.8%
	Ave. Sales Price	\$39,441	\$35,738	10.4%	\$39,441	\$35,738	10.4%				\$17,408	\$18,826	-7.5%
Berclair/ Highland Heights	Units	259	277	-6.5%	259	277	-6.5%				8	14	-42.9%
	Median Sales Price	\$43,000	\$42,500	1.2%	\$43,000	\$42,500	1.2%				\$28,300	\$32,406	-12.7%
	Ave. Sales Price	\$51,107	\$50,339	1.5%	\$51,107	\$50,339	1.5%				\$33,785	\$31,291	8.0%
E. Memphis	Units	1,185	1,259	-5.9%	1,168	1,245	-6.2%	17	14	21.4%	21	20	5.0%
	Median Sales Price	\$165,000	\$136,000	21.3%	\$163,450	\$135,000	21.1%	\$662,500	\$742,000	-10.7%	\$51,250	\$54,000	-5.1%
	Ave. Sales Price	\$220,705	\$191,504	15.2%	\$213,840	\$185,936	15.0%	\$692,354	\$686,616	0.8%	\$85,318	\$65,870	29.5%
Whitehaven	Units	346	376	-8.0%	330	364	-9.3%	16	12	33.3%	17	24	-29.2%
	Median Sales Price	\$74,250	\$68,000	9.2%	\$72,350	\$67,000	8.0%	\$179,905	\$174,900	2.9%	\$37,000	\$42,910	-13.8%
	Ave. Sales Price	\$80,516	\$73,337	9.8%	\$75,714	\$70,115	8.0%	\$179,565	\$171,066	5.0%	\$46,524	\$48,281	-3.6%
Parkway Village/ Oakhaven	Units	210	241	-12.9%	210	241	-12.9%				8	20	-60.0%
	Median Sales Price	\$68,750	\$68,225	0.8%	\$68,750	\$68,225	0.8%				\$58,950	\$46,500	26.8%
	Ave. Sales Price	\$71,208	\$68,141	4.5%	\$71,208	\$68,141	4.5%				\$64,450	\$43,697	47.5%
Hickory Hill	Units	437	469	-6.8%	427	465	-8.2%	10	4	150.0%	14	16	-12.5%
	Median Sales Price	\$129,900	\$115,000	13.0%	\$128,900	\$115,000	12.1%	\$274,900	\$279,460	-1.6%	\$136,179	\$80,575	69.0%
	Ave. Sales Price	\$127,836	\$116,217	10.0%	\$124,322	\$114,804	8.3%	\$277,874	\$280,477	-0.9%	\$123,448	\$84,172	46.7%
Southwind	Units	47	55	-14.5%	39	53	-26.4%	8	2	300.0%		6	
	Median Sales Price	\$253,000	\$242,000	4.5%	\$235,900	\$241,600	-2.4%	\$282,978				\$202,200	
	Ave. Sales Price	\$267,831	\$264,106	1.4%	\$264,138	\$263,613	0.2%	\$285,837	\$277,153	3.1%		\$206,176	

		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	800	899	-11.0%	768	843	-8.9%	32	56	-42.9%	9	20	-55.0%
	Median Sales Price	\$192,806	\$175,000	10.2%	\$188,888	\$170,000	11.1%	\$268,700	\$266,300	0.9%	\$174,000	\$158,225	10.0%
	Ave. Sales Price	\$212,484	\$194,130	9.5%	\$210,344	\$189,878	10.8%	\$263,835	\$258,137	2.2%	\$194,907	\$198,134	-1.6%
Bartlett	Units	412	431	-4.4%	408	406	0.5%	4	25	-84.0%	6	4	50.0%
	Median Sales Price	\$227,750	\$208,000	9.5%	\$226,000	\$200,000	13.0%	\$356,650	\$289,900	23.0%	\$124,500	\$161,750	-23.0%
	Ave. Sales Price	\$233,017	\$216,528	7.6%	\$231,809	\$211,957	9.4%	\$356,275	\$290,755	22.5%	\$137,150	\$188,250	-27.1%
G'town	Units	314	304	3.3%	305	295	3.4%	9	9	0.0%		2	
	Median Sales Price	\$344,450	\$317,200	8.6%	\$340,000	\$315,000	7.9%	\$875,000	\$725,000	20.7%			
	Ave. Sales Price	\$404,672	\$366,575	10.4%	\$388,199	\$354,309	9.6%	\$962,896	\$768,621	25.3%		\$431,025	
Collierville	Units	369	424	-13.0%	316	366	-13.7%	53	58	-8.6%	2	3	-33.3%
	Median Sales Price	\$398,000	\$364,375	9.2%	\$365,000	\$335,000	9.0%	\$542,000	\$512,836	5.7%		\$350,000	
	Ave. Sales Price	\$414,980	\$375,116	10.6%	\$390,120	\$349,907	11.5%	\$563,206	\$534,192	5.4%	\$459,790	\$348,829	31.8%
Lakeland	Units	112	97	15.5%	93	85	9.4%	19	12	58.3%	2	2	0.0%
	Median Sales Price	\$361,000	\$265,500	36.0%	\$310,000	\$248,501	24.7%	\$499,500	\$434,940	14.8%			
	Ave. Sales Price	\$359,141	\$302,760	18.6%	\$336,856	\$284,414	18.4%	\$468,223	\$432,711	8.2%	\$459,000	\$174,700	162.7%
Arlington	Units	150	161	-6.8%	105	120	-12.5%	45	41	9.8%	3	2	50.0%
	Median Sales Price	\$313,500	\$285,000	10.0%	\$275,000	\$260,000	5.8%	\$382,980	\$364,885	5.0%	\$275,000		
	Ave. Sales Price	\$308,713	\$295,575	4.4%	\$271,819	\$271,804	0.0%	\$394,798	\$365,147	8.1%	\$215,666	\$166,500	29.5%
Millington	Units	63	84	-25.0%	63	84	-25.0%				2	4	-50.0%
	Median Sales Price	\$150,000	\$122,500	22.4%	\$150,000	\$122,500	22.4%					\$109,341	
	Ave. Sales Price	\$161,097	\$138,031	16.7%	\$161,097	\$138,031	16.7%				\$41,962	\$118,670	-64.6%
Shelby County	Units	6,323	6,775	-6.7%	6,092	6,535	-6.8%	231	240	-3.8%	162	213	-23.9%
	Median Sales Price	\$152,000	\$132,900	14.4%	\$146,000	\$127,500	14.5%	\$394,000	\$350,293	12.5%	\$47,431	\$52,500	-9.7%
	Ave. Sales Price	\$191,751	\$172,655	11.1%	\$182,517	\$164,468	11.0%	\$435,294	\$395,585	10.0%	\$83,400	\$84,279	-1.0%
Fayette County	Units	371	319	16.3%	282	256	10.2%	89	63	41.3%	11	12	-8.3%
	Median Sales Price	\$251,165	\$255,000	-1.5%	\$220,000	\$234,000	-6.0%	\$294,900	\$297,567	-0.9%	\$52,500	\$105,500	-50.2%
	Ave. Sales Price	\$267,207	\$276,555	-3.4%	\$245,834	\$258,531	-4.9%	\$334,931	\$349,794	-4.2%	\$59,742	\$137,277	-56.5%
Tipton County	Units	355	373	-4.8%	305	336	-9.2%	50	37	35.1%	16	24	-33.3%
	Median Sales Price	\$174,500	\$169,900	2.7%	\$165,000	\$161,500	2.2%	\$233,625	\$296,001	-21.1%	\$90,000	\$47,750	88.5%
	Ave. Sales Price	\$178,185	\$173,831	2.5%	\$165,366	\$160,063	3.3%	\$256,376	\$298,862	-14.2%	\$94,709	\$62,901	50.6%