

Sales Summary

	August Total Sales			YTD Total Sales		
	2021	2020	% change	2021	2020	% change
Units	2,038	1,835	11.1%	14,619	12,519	16.8%
Median Sales Price	\$220,000	\$185,000	18.9%	\$200,000	\$170,000	17.6%
Average Sales Price	\$254,420	\$221,954	14.6%	\$234,362	\$207,415	13.0%

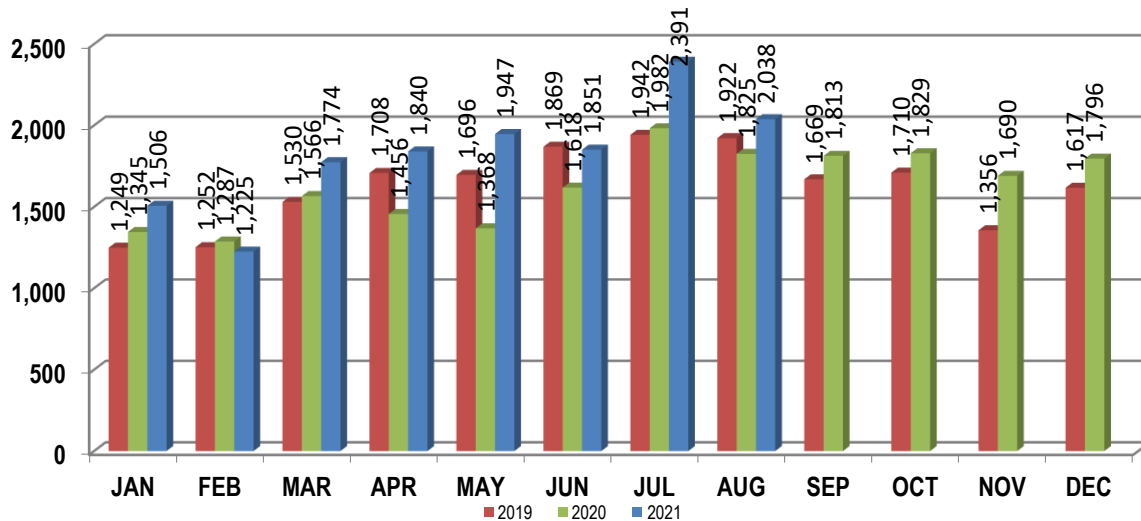
	August Existing Sales			YTD Existing Sales		
	2021	2020	% change	2021	2020	% change
Units	1,961	1,751	12.0%	13,944	11,872	17.5%
Median Sales Price	\$214,000	\$175,000	22.3%	\$190,000	\$164,000	15.9%
Average Sales Price	\$247,001	\$211,612	16.7%	\$226,289	\$197,293	14.7%

	August New Home Sales			YTD New Home Sales		
	2021	2020	% change	2021	2020	% change
Units	77	84	-8.3%	675	647	4.3%
Median Sales Price	\$398,880	\$399,750	-0.2%	\$363,165	\$355,113	2.3%
Average Sales Price	\$443,363	\$437,550	1.3%	\$401,127	\$393,144	2.0%

	August Bank Sales			YTD Bank Sales*		
	2021	2020	% change	2021	2020	% change
Units	7	28	-75.0%	93	253	-63.2%
Median Sales Price	\$130,000	\$49,000	165.3%	\$63,000	\$51,900	21.4%
Average Sales Price	\$136,664	\$84,234	62.2%	\$110,240	\$84,115	31.1%

	August Non-Bank Sales			YTD Non-Bank Sales		
	2021	2020	% change	2021	2020	% change
Units	2,031	1,807	12.4%	14,526	12,266	18.4%
Median Sales Price	\$220,000	\$187,500	17.3%	\$200,000	\$175,000	14.3%
Average Sales Price	\$254,826	\$224,088	13.7%	\$235,156	\$209,958	12.0%

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.



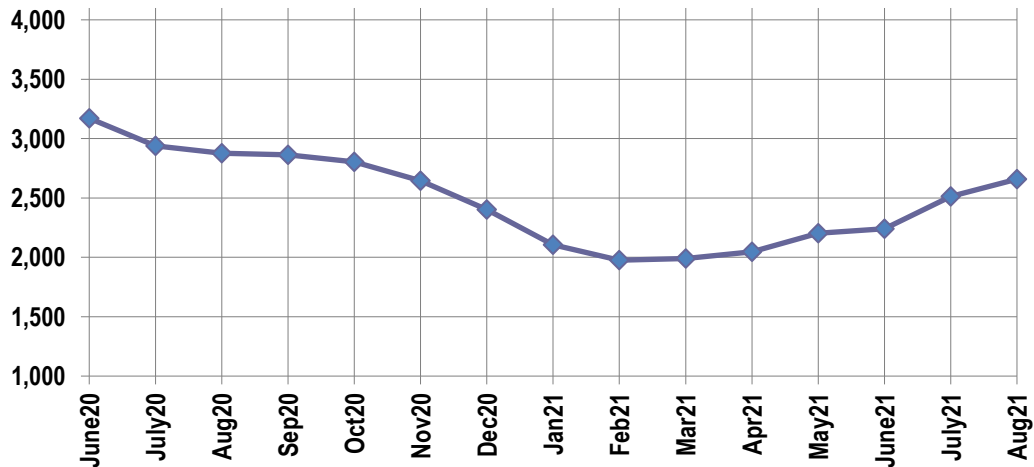
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 08-16-21)		
	Units	Ave. List Price
Single Family	2,496	\$325,968
Condo/Co-op	103	\$215,020
Duplex	60	\$135,126
Market Total	2,659	\$317,364

Pending Sales (as of 08-16-21)		
	Units	Ave. List Price
Single Family	1,558	\$280,933
Condo/Co-op	32	\$160,369
Duplex	22	\$123,086
Market Total	1,612	\$276,385

	August Foreclosure Actions			YTD Foreclosure Actions		
	2021	2020	% change	2021	2020	% change
Total	20	28	-28.6%	179	369	-51.5%

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



Inventory

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-20	2,403
Jan-20	3,360	Jan-21	2,105
Feb-20	3,333	Feb-21	1,976
Mar-20	3,365	Mar-21	1,990
Apr-20	3,340	Apr-21	2,048
May-20	3,268	May-21	2,202
Jun-20	3,171	Jun-21	2,242
Jul-20	2,938	Jul-21	2,514
Aug-20	2,876	Aug-21	2,659

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Frayser	Units	91	106	-14.2%	90	106	-15.1%	1			2	2	0.0%
	Median Sales Price	\$73,000	\$41,750	74.9%	\$72,500	\$41,750	73.7%						
	Ave. Sales Price	\$79,192	\$57,004	38.9%	\$78,683	\$57,004	38.0%	\$125,000			\$121,575	\$29,750	308.7%
Raleigh/ Cov. Pike	Units	93	61	52.5%	92	61	50.8%		1		1		
	Median Sales Price	\$128,000	98,000	30.6%	\$124,000	98,000	26.5%						
	Ave. Sales Price	\$124,157	\$104,561	18.7%	\$123,985	\$104,561	18.6%		\$140,000		\$130,000		
Downtown	Units	53	51	3.9%	53	50	6.0%		1			1	
	Median Sales Price	\$210,750	\$279,000	-24.5%	\$210,750	\$275,500	-23.5%						
	Ave. Sales Price	\$218,644	\$260,174	-16.0%	\$218,644	\$254,107	-14.0%		\$563,475			\$31,900	
Midtown	Units	114	94	21.3%	111	94	18.1%	3				1	
	Median Sales Price	\$183,000	\$153,795	19.0%	\$179,000	\$153,795	16.4%	\$260,000					
	Ave. Sales Price	\$223,639	\$184,002	21.5%	\$220,491	\$184,002	19.8%	\$340,116				\$21,015	
S. Memphis	Units	94	97	-3.1%	94	96	-2.1%		1			7	
	Median Sales Price	\$49,500	\$34,400	43.9%	\$49,500	\$32,200	53.7%					\$35,900	
	Ave. Sales Price	\$69,441	\$41,871	65.8%	\$69,441	\$40,276	72.4%		\$195,000			\$33,028	
Bercclair/ Highland Heights	Units	82	70	17.1%	82	70	17.1%						
	Median Sales Price	\$76,500	\$60,000	27.5%	\$76,500	\$60,000	27.5%						
	Ave. Sales Price	\$89,738	\$60,968	47.2%	\$89,738	\$60,968	47.2%						
E. Memphis	Units	319	300	6.3%	315	298	5.7%	4	2	100.0%		1	
	Median Sales Price	\$209,850	\$179,700	16.8%	\$200,000	\$178,750	11.9%	\$574,725					
	Ave. Sales Price	\$265,640	\$237,306	11.9%	\$261,241	\$234,079	11.6%	\$580,550	\$718,014	-19.1%		\$149,080	
Whitehaven	Units	77	79	-2.5%	76	77	-1.3%	1	2	-50.0%		4	
	Median Sales Price	\$87,000	\$75,000	16.0%	\$85,560	\$70,000	22.2%					\$82,775	
	Ave. Sales Price	\$95,320	\$80,514	18.4%	\$94,680	\$77,788	21.7%	\$143,999	\$185,470	-22.4%		\$81,637	
Parkway Village/ Oakhaven	Units	42	32	31.3%	42	32	31.3%					2	
	Median Sales Price	\$103,500	\$77,950	32.8%	\$103,500	\$77,950	32.8%						
	Ave. Sales Price	\$91,319	\$75,269	21.3%	\$91,319	\$75,269	21.3%					\$37,568	
Hickory Hill	Units	117	94	24.5%	117	88	33.0%	6			1	1	0.0%
	Median Sales Price	\$167,500	\$126,500	32.4%	\$167,500	\$123,350	35.8%	\$310,200					
	Ave. Sales Price	\$170,200	\$135,179	25.9%	\$170,200	\$123,217	38.1%	\$310,616			\$81,000	\$93,618	-13.5%
Southwind	Units	12	9	33.3%	10	9	11.1%	2					
	Median Sales Price	\$280,500	\$230,000	22.0%	\$280,500	\$230,000	22.0%						
	Ave. Sales Price	\$278,964	\$333,611	-16.4%	\$280,200	\$333,611	-16.0%	\$272,785					

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Cordova	Units	291	231	26.0%	286	226	26.5%	5	5	0.0%			
	Median Sales Price	\$250,000	\$200,000	25.0%	\$250,000	\$200,000	25.0%	\$380,000	\$292,900	29.7%			
	Ave. Sales Price	\$264,447	\$218,870	20.8%	\$262,687	\$217,351	20.9%	\$365,158	\$287,500	27.0%			
Bartlett	Units	140	112	25.0%	139	111	25.2%	1	1	0.0%		1	
	Median Sales Price	\$272,500	\$248,000	9.9%	\$270,000	\$250,000	8.0%						
	Ave. Sales Price	\$286,400	\$252,332	13.5%	\$286,073	\$252,534	13.3%	\$331,900	\$229,900	44.4%		\$338,000	
G'town	Units	96	107	-10.3%	96	106	-9.4%		1				
	Median Sales Price	\$439,000	\$395,000	11.1%	\$439,000	\$393,000	11.7%						
	Ave. Sales Price	\$518,268	\$452,457	14.5%	\$518,268	\$446,896	16.0%		\$1,041,870				
Collierville	Units	126	147	-14.3%	114	125	-8.8%	12	22	-45.5%		1	
	Median Sales Price	\$465,000	\$409,500	13.6%	\$445,000	\$389,900	14.1%	\$684,271	\$608,900	12.4%			
	Ave. Sales Price	\$511,271	\$437,132	17.0%	\$491,326	\$402,150	22.2%	\$700,749	\$635,895	10.2%		\$183,000	
Lateland	Units	44	33	33.3%	42	26	61.5%	2	7	-71.4%			
	Median Sales Price	\$368,251	\$392,000	-6.1%	\$360,751	\$342,450	5.3%		\$459,800				
	Ave. Sales Price	\$385,111	\$366,571	5.1%	\$378,233	\$343,786	10.0%	\$529,543	\$451,199	17.4%			
Arlington	Units	50	30	66.7%	38	18	111.1%	12	12	0.0%			
	Median Sales Price	\$382,500	\$344,200	11.1%	\$371,000	\$307,500	20.7%	\$423,235	\$402,666	5.1%			
	Ave. Sales Price	\$385,311	\$345,256	11.6%	\$359,515	\$302,697	18.8%	\$466,997	\$409,096	14.2%			
Millington	Units	23	18	27.8%	23	17	35.3%		1				
	Median Sales Price	\$150,000	\$144,950	3.5%	\$150,000	\$139,900	7.2%						
	Ave. Sales Price	\$156,730	\$144,349	8.6%	\$156,730	\$139,076	12.7%		\$233,990				
Shelby County	Units	1,835	1,641	11.8%	1,791	1,580	13.4%	44	61	-27.9%	4	24	-83.3%
	Median Sales Price	\$212,000	\$178,000	19.1%	\$207,000	\$170,000	21.8%	\$475,761	\$439,950	8.1%	\$105,500	\$39,500	167.1%
	Ave. Sales Price	\$249,336	\$220,562	13.0%	\$243,442	\$210,451	15.7%	\$489,247	\$482,453	1.4%	\$113,537	\$69,558	63.2%
Fayette County	Units	93	89	4.5%	68	71	-4.2%	25	18	38.9%	2	1	100.0%
	Median Sales Price	\$350,000	\$275,000	27.3%	\$347,625	\$260,000	33.7%	\$355,900	\$322,196	10.5%			
	Ave. Sales Price	\$392,264	\$290,774	34.9%	\$382,652	\$279,713	36.8%	\$418,409	\$334,406	25.1%	\$123,750	\$255,000	-51.5%
Tipton County	Units	110	105	4.8%	102	100	2.0%	8	5	60.0%	1	3	-66.7%
	Median Sales Price	\$232,500	\$172,000	35.2%	\$225,000	\$169,550	32.7%	\$260,495	\$238,595	9.2%		\$127,000	
	Ave. Sales Price	\$222,694	\$185,377	20.1%	\$219,063	\$181,593	20.6%	\$268,982	\$261,051	3.0%	\$255,000	\$144,720	76.2%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Frayer	Units	786	673	16.8%	779	671	16.1%	7	2	250.0%	12	23	-47.8%
	Median Sales Price	\$68,000	\$43,000	58.1%	\$67,500	\$43,000	57.0%	\$112,500			\$51,745	\$33,500	54.5%
	Ave. Sales Price	\$78,263	\$56,546	38.4%	\$77,938	\$56,312	38.4%	\$114,357	\$134,950	-15.3%	\$69,573	\$38,593	80.3%
Raleigh/ Cov. Pike	Units	700	593	18.0%	694	587	18.2%	6	6	0.0%	6	13	-53.8%
	Median Sales Price	\$115,000	\$92,000	25.0%	\$114,000	\$92,000	23.9%	\$137,500	\$131,000	5.0%	\$137,000	\$84,900	61.4%
	Ave. Sales Price	\$117,373	\$97,571	20.3%	\$117,155	\$97,219	20.5%	\$142,500	\$132,000	8.0%	\$113,750	\$84,088	35.3%
Downtown	Units	412	342	20.5%	408	326	25.2%	4	16	-75.0%	2	15	-86.7%
	Median Sales Price	\$249,950	\$255,000	-2.0%	\$250,000	\$250,000	0.0%	\$122,000	\$363,105	-66.4%		\$42,024	
	Ave. Sales Price	\$269,095	\$253,077	6.3%	\$269,530	\$246,319	9.4%	\$224,750	\$390,760	-42.5%	\$274,000	\$67,388	306.6%
Midtown	Units	863	719	20.0%	853	715	19.3%	10	4	150.0%	5	16	-68.8%
	Median Sales Price	\$208,000	\$157,000	32.5%	\$205,000	\$155,000	32.3%	\$283,500	\$376,500	-24.7%	\$25,000	\$20,458	22.2%
	Ave. Sales Price	\$221,158	\$179,342	23.3%	\$219,584	\$178,260	23.2%	\$355,475	\$372,812	-4.7%	\$24,350	\$44,250	-45.0%
S. Memphis	Units	673	573	17.5%	672	476	41.2%	1	1	0.0%	11	31	-64.5%
	Median Sales Price	\$45,000	\$30,000	50.0%	\$45,000	\$30,000	50.0%				\$35,001	\$22,000	59.1%
	Ave. Sales Price	\$57,043	\$39,875	43.1%	\$56,800	\$39,604	43.4%	\$220,000	\$195,000	12.8%	\$32,841	\$22,437	46.4%
Berclair/ Highland Heights	Units	588	446	31.8%	588	446	31.8%				5	8	-37.5%
	Median Sales Price	\$69,900	\$46,250	51.1%	\$69,900	\$46,250	51.1%				\$43,500	\$28,300	53.7%
	Ave. Sales Price	\$77,399	\$53,370	45.0%	\$77,399	\$53,370	45.0%				\$39,340	\$33,785	16.4%
E. Memphis	Units	2,427	2,112	14.9%	2,410	2,084	15.6%	17	28	-39.3%	8	22	-63.6%
	Median Sales Price	\$195,000	\$178,000	9.6%	\$195,000	\$174,950	11.5%	\$490,435	\$661,250	-25.8%	\$102,500	\$52,425	95.5%
	Ave. Sales Price	\$247,678	\$231,495	7.0%	\$245,113	\$225,947	8.5%	\$611,266	\$644,424	-5.1%	\$132,587	\$88,217	50.3%
Whitehaven	Units	618	568	8.8%	599	542	10.5%	19	26	-26.9%	7	26	-73.1%
	Median Sales Price	\$83,500	\$73,600	13.5%	\$82,000	\$71,200	15.2%	\$206,300	\$182,448	13.1%	\$71,000	\$44,756	58.6%
	Ave. Sales Price	\$93,613	\$81,007	15.6%	\$89,987	\$76,135	18.2%	\$207,934	\$182,550	13.9%	\$59,128	\$52,771	12.0%
Parkway/ Village/ Oakhaven	Units	381	311	22.5%	381	311	22.5%				4	10	-60.0%
	Median Sales Price	\$87,600	\$75,000	16.8%	\$87,600	\$75,000	16.8%				\$64,822	\$53,400	21.4%
	Ave. Sales Price	\$87,691	\$74,265	18.1%	\$87,691	\$74,265	18.1%				\$73,446	\$59,073	24.3%
Hickory Hill	Units	836	735	13.7%	830	713	16.4%	6	22	-72.7%	4	17	-76.5%
	Median Sales Price	\$153,000	\$130,000	17.7%	\$152,500	\$129,900	17.4%	\$203,500	\$279,900	-27.3%	\$133,500	\$110,250	21.1%
	Ave. Sales Price	\$156,749	\$131,130	19.5%	\$155,944	\$126,706	23.1%	\$230,450	\$274,502	-16.0%	\$135,375	\$111,323	21.6%
Southwind	Units	107	78	37.2%	86	70	22.9%	21	8	162.5%	1		
	Median Sales Price	\$270,000	\$265,545	1.7%	\$275,000	\$246,450	11.6%	\$242,060	\$282,978	-14.5%			
	Ave. Sales Price	\$339,534	\$306,365	10.8%	\$360,921	\$308,711	16.9%	\$251,951	\$285,837	-11.9%	\$262,500		

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Cordova	Units	1,756	1,435	22.4%	1,715	1,384	23.9%	41	51	-19.6%	3	11	-72.7%
	Median Sales Price	\$233,000	\$197,500	18.0%	\$230,000	\$192,950	19.2%	\$358,775	\$259,900	38.0%	\$235,000	\$174,000	35.1%
	Ave. Sales Price	\$248,277	\$215,875	15.0%	\$245,497	\$214,307	14.6%	\$364,552	\$258,406	41.1%	\$197,666	\$199,696	-1.0%
Bartlett	Units	900	744	21.0%	895	733	22.1%	5	11	-54.5%		8	
	Median Sales Price	\$265,000	\$229,303	15.6%	\$265,000	\$226,000	17.3%	\$333,900	\$344,900	-3.2%		\$157,500	
	Ave. Sales Price	\$274,697	\$234,765	17.0%	\$274,263	\$233,508	17.5%	\$352,300	\$318,554	10.6%		\$178,862	
G'town	Units	612	609	0.5%	610	598	2.0%	2	11	-81.8%	2	1	100.0%
	Median Sales Price	\$415,000	\$350,600	18.4%	\$415,000	\$350,000	18.6%		\$940,000				
	Ave. Sales Price	\$471,971	\$412,739	14.4%	\$470,404	\$402,343	16.9%	\$950,000	\$977,903	-2.9%	\$329,944	\$229,000	44.1%
Collinsville	Units	839	784	7.0%	738	690	7.0%	101	94	7.4%	1	4	-75.0%
	Median Sales Price	\$450,000	\$402,500	11.8%	\$425,000	\$379,850	11.9%	\$599,949	\$554,516	8.2%		\$239,919	
	Ave. Sales Price	\$484,058	\$421,688	14.8%	\$461,436	\$398,482	15.8%	\$649,352	\$592,024	9.7%	\$560,000	\$323,209	73.3%
Lateland	Units	236	234	0.9%	204	189	7.9%	32	45	-28.9%		2	
	Median Sales Price	\$365,000	\$378,500	-3.6%	\$330,000	\$320,000	3.1%	\$500,738	\$479,500	4.4%			
	Ave. Sales Price	\$380,667	\$366,119	4.0%	\$360,802	\$340,221	6.0%	\$507,308	\$474,891	6.8%		\$459,000	
Arlington	Units	362	272	33.1%	269	188	43.1%	93	84	10.7%		3	
	Median Sales Price	\$367,500	\$328,200	12.0%	\$339,900	\$279,500	21.6%	\$413,383	\$385,321	7.3%		\$275,000	
	Ave. Sales Price	\$362,886	\$317,764	14.2%	\$339,046	\$282,238	20.1%	\$431,842	\$397,276	8.7%		\$215,666	
Millington	Units	215	124	73.4%	185	121	52.9%	30	3	900.0%	1	4	-75.0%
	Median Sales Price	\$175,000	\$149,000	17.4%	\$155,000	\$145,000	6.9%	\$241,490	\$238,400	1.3%		\$92,963	
	Ave. Sales Price	\$176,643	\$155,780	13.4%	\$165,812	\$153,218	8.2%	\$243,437	\$259,130	-6.1%	\$194,900	\$102,856	89.5%
Shelby County	Units	13,070	11,186	16.8%	12,675	10,774	17.6%	395	412	-4.1%	71	215	-67.0%
	Median Sales Price	\$190,000	\$165,000	15.2%	\$182,500	\$159,000	14.8%	\$419,363	\$399,780	4.9%	\$61,000	\$47,511	28.4%
	Ave. Sales Price	\$230,608	\$204,741	12.6%	\$223,969	\$195,982	14.3%	\$443,636	\$433,798	2.3%	\$104,247	\$82,221	26.8%
Fayette County	Units	738	651	13.4%	528	490	7.8%	210	161	30.4%	5	13	-61.5%
	Median Sales Price	\$288,700	\$260,490	10.8%	\$281,000	\$234,950	19.6%	\$308,961	\$302,150	2.3%	\$51,050	\$60,000	-14.9%
	Ave. Sales Price	\$327,381	\$282,654	15.8%	\$314,905	\$259,267	21.5%	\$358,749	\$353,831	1.4%	\$73,750	\$96,647	-23.7%
Tipton County	Units	811	682	18.9%	741	608	21.9%	70	74	-5.4%	17	25	-32.0%
	Median Sales Price	\$205,000	\$174,700	17.3%	\$197,000	\$165,900	18.7%	\$274,490	\$234,965	16.8%	\$98,000	\$77,500	26.5%
	Ave. Sales Price	\$210,212	\$179,446	17.1%	\$202,826	\$170,575	18.9%	\$288,395	\$252,334	14.3%	\$146,003	\$93,886	