

### Sales Summary

	February Total Sales			YTD Total Sales		
	2021	2020	% change	2021	2020	% change
Units	1,225	1,292	-5.2%	2,741	2,646	3.6%
Median Sales Price	\$163,000	\$140,000	16.4%	\$165,000	\$140,000	17.9%
Average Sales Price	\$200,278	\$181,631	10.3%	\$202,878	\$179,552	13.0%

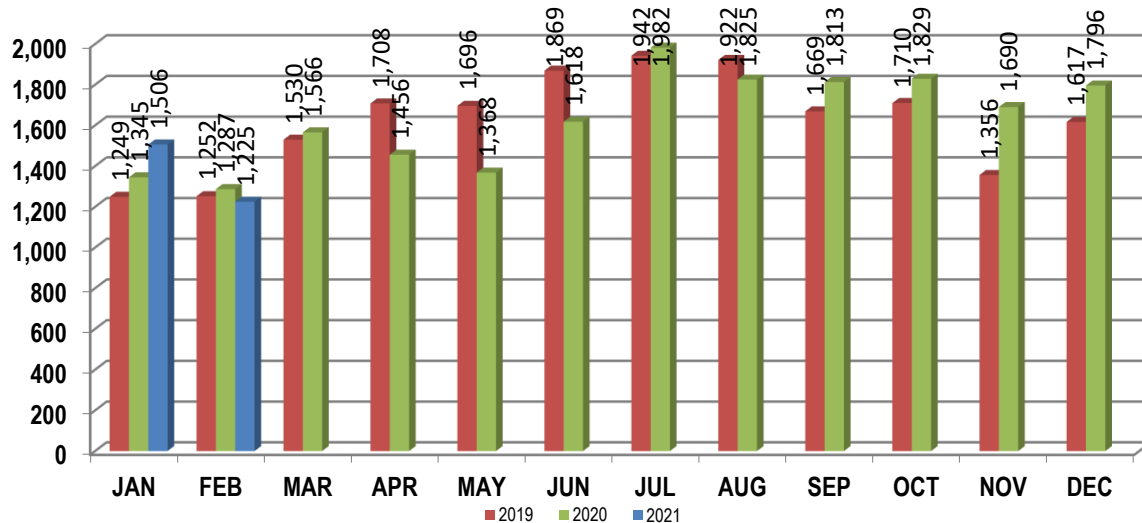
	February Existing Sales			YTD Existing Home Sales		
	2021	2020	% change	2021	2020	% change
Units	1,180	1,228	-3.9%	2,639	2,512	5.1%
Median Sales Price	\$158,000	\$132,000	19.7%	\$160,000	\$131,000	22.1%
Average Sales Price	\$193,335	\$170,314	13.5%	\$195,553	\$168,065	16.4%

	February New Home Sales			YTD New Home Sales		
	2021	2020	% change	2021	2020	% change
Units	45	64	-29.7%	102	134	-23.9%
Median Sales Price	\$331,900	\$349,900	-5.1%	\$319,900	\$343,771	-6.9%
Average Sales Price	\$382,346	\$398,775	-4.1%	\$392,395	\$394,884	-0.6%

	February Bank Sales			YTD Bank Sales*		
	2021	2020	% change	2021	2020	% change
Units	12	40	-70.0%	27	83	-67.5%
Median Sales Price	\$70,000	\$53,600	30.6%	\$63,000	\$51,250	22.9%
Average Sales Price	\$111,471	\$84,294	32.2%	\$111,135	\$78,696	41.2%

	February Non-Bank Sales			YTD Non-Bank Sales		
	2021	2020	% change	2021	2020	% change
Units	1,213	1,252	-3.1%	2,714	2,563	5.9%
Median Sales Price	\$163,900	\$144,900	13.1%	\$167,000	\$145,000	15.2%
Average Sales Price	\$201,157	\$184,740	8.9%	\$203,791	\$182,818	11.5%

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.



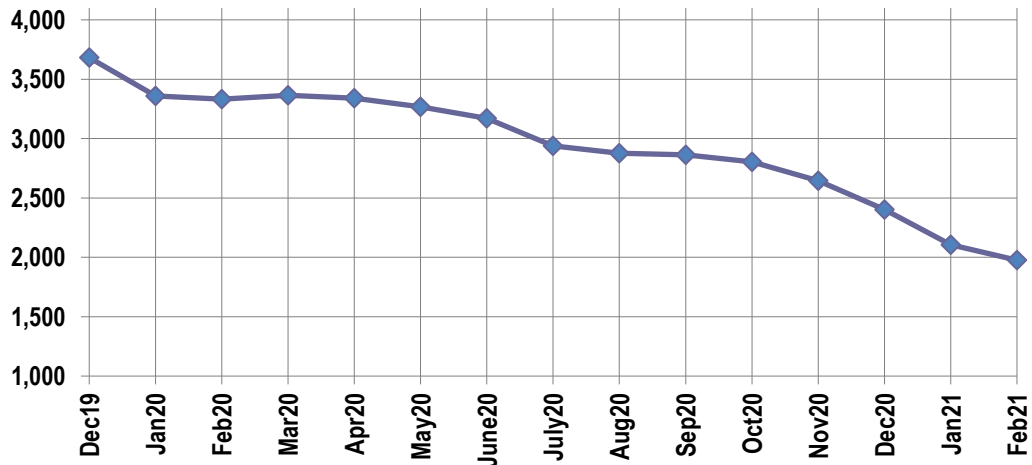
### Active Listings, Pending Sales and Foreclosure Action Summary

Active Listing (as of 02-21-21)		
	Units	Ave. List Price
Single Family	1,823	\$316,980
Condo/Co-op	114	\$204,724
Duplex	39	\$103,846
<b>Market Total</b>	<b>1,976</b>	<b>\$306,297</b>

Pending Sales (as of 02-21-21)		
	Units	Ave. List Price
Single Family	1,433	\$259,025
Condo/Co-op	53	\$200,239
Duplex	18	\$94,666
<b>Market Total</b>	<b>1,504</b>	<b>\$254,986</b>

	February Foreclosure Actions			YTD Foreclosure Actions		
	2021	2020	% change	2021	2020	% change
<b>Total</b>	12	70	-82.9%	48	174	-72.4%

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



### Inventory

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-20	2,403
Jan-20	3,360	Jan-21	2,105
Feb-20	3,333	Feb-21	1,976

		February Total Sales			February Existing Sales			February New Home Sales			February Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Frayser	Units	59	83	-28.9%	58	83	-30.1%	1				2	
	Median Sales Price	\$63,000	\$40,000	57.5%	\$61,500	\$40,000	53.8%						
	Ave. Sales Price	\$69,536	\$51,378	35.3%	\$69,218	\$51,378	34.7%	\$88,000				\$69,500	
Raleigh/ Cov. Pike	Units	61	77	-20.8%	61	76	-19.7%		1			2	
	Median Sales Price	\$109,900	104,500	5.2%	\$109,900	102,250	7.5%						
	Ave. Sales Price	\$107,626	\$99,234	8.5%	\$107,626	\$98,737	9.0%		\$137,000			\$69,500	
Downtown	Units	37	46	-19.6%	35	43	-18.6%	2	3	-33.3%		4	
	Median Sales Price	\$237,000	\$222,500	6.5%	\$242,000	\$211,000	14.7%		\$461,056			\$51,700	
	Ave. Sales Price	\$258,343	\$247,233	4.5%	\$266,191	\$233,430	14.0%	\$121,000	\$445,081	-72.8%		\$57,031	
Midtown	Units	78	68	14.7%	78	68	14.7%				1	2	-50.0%
	Median Sales Price	\$157,500	\$110,500	42.5%	\$157,500	\$110,500	42.5%						
	Ave. Sales Price	\$176,957	\$148,590	19.1%	\$176,957	\$148,590	19.1%				\$35,500	\$63,152	-43.8%
S. Memphis	Units	71	57	24.6%	71	57	24.6%				4	5	-20.0%
	Median Sales Price	\$42,500	\$29,000	46.6%	\$42,500	\$29,000	46.6%				\$35,251	\$20,500	72.0%
	Ave. Sales Price	\$51,271	\$37,929	35.2%	\$51,271	\$37,929	35.2%				\$34,500	\$24,480	40.9%
Bercclair/ Highland Heights	Units	62	53	17.0%	62	53	17.0%				1	2	-50.0%
	Median Sales Price	\$62,500	\$40,000	56.3%	\$62,500	\$40,000	56.3%						
	Ave. Sales Price	\$68,860	\$45,492	51.4%	\$68,860	\$45,492	51.4%				\$28,000	\$41,323	-32.2%
E. Memphis	Units	208	215	-3.3%	205	214	-4.2%	3	1	200.0%	2	7	-71.4%
	Median Sales Price	\$180,000	\$126,000	42.9%	\$180,000	\$125,500	43.4%	\$258,900				\$42,500	
	Ave. Sales Price	\$230,637	\$189,336	21.8%	\$229,208	\$187,125	22.5%	\$328,300	\$662,500	-50.4%	\$124,000	\$48,913	153.5%
Whitehaven	Units	60	69	-13.0%	59	66	-10.6%	1	3	-66.7%		1	
	Median Sales Price	\$70,750	\$71,300	-0.8%	\$70,000	\$70,450	-0.6%		\$179,270				
	Ave. Sales Price	\$76,557	\$78,785	-2.8%	\$74,373	\$74,214	0.2%	\$205,400	\$179,331	14.5%		\$30,000	
Parkway Village/ Oakhaven	Units	42	41	2.4%	42	41	2.4%					3	
	Median Sales Price	\$88,500	\$65,000	36.2%	\$88,500	\$65,000	36.2%					\$47,300	
	Ave. Sales Price	\$90,424	\$65,503	38.0%	\$90,424	\$65,503	38.0%					\$34,233	
Hickory Hill	Units	96	95	1.1%	95	94	1.1%	1	1	0.0%		1	
	Median Sales Price	\$143,400	\$115,000	24.7%	\$141,900	\$115,000	23.4%						
	Ave. Sales Price	\$145,140	\$115,921	25.2%	\$143,353	\$114,177	25.6%	\$314,900	\$279,900	12.5%		\$147,000	
Southwind	Units	6	8	-25.0%	6	8	-25.0%						
	Median Sales Price	\$239,950	\$256,250	-6.4%	\$239,950	\$256,250	-6.4%						
	Ave. Sales Price	\$246,491	\$258,550	-4.7%	\$246,491	\$258,550	-4.7%						

		February Total Sales			February Existing Sales			February New Home Sales			February Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Cordova	Units	147	139	5.8%	145	133	9.0%	2	6	-66.7%		4	
	Median Sales Price	\$216,000	\$180,500	19.7%	\$215,900	\$179,500	20.3%		\$233,700			\$145,400	
	Ave. Sales Price	\$229,136	\$203,410	12.6%	\$226,968	\$201,591	12.6%	\$386,321	\$243,728	58.5%		\$185,472	
Bartlett	Units	66	67	-1.5%	66	67	-1.5%					2	
	Median Sales Price	\$229,500	\$210,000	9.3%	\$229,500	\$210,000	9.3%						
	Ave. Sales Price	\$236,789	\$223,292	6.0%	\$236,789	\$223,292	6.0%					\$114,950	
G'town	Units	42	46	-8.7%	42	44	-4.5%		2		1		
	Median Sales Price	\$377,000	\$342,000	10.2%	\$377,000	\$327,750	15.0%						
	Ave. Sales Price	\$418,266	\$397,784	5.1%	\$418,266	\$382,911	9.2%		\$725,000		\$375,000		
Collinsville	Units	52	64	-18.8%	47	54	-13.0%	5	10	-50.0%		1	
	Median Sales Price	\$404,750	\$388,000	4.3%	\$385,000	\$338,125	13.9%	\$600,000	\$544,975	10.1%			
	Ave. Sales Price	\$448,612	\$402,411	11.5%	\$414,810	\$376,133	10.3%	\$766,345	\$544,313	40.8%		\$289,580	
Lateland	Units	10	19	-47.4%	7	17	-58.8%	3	2	50.0%		1	
	Median Sales Price	\$358,000	\$362,000	-1.1%	\$320,000	\$295,000	8.5%	\$504,800					
	Ave. Sales Price	\$353,482	\$347,460	1.7%	\$293,428	\$335,582	-12.6%	\$493,607	\$448,427	10.1%		\$393,000	
Arlington	Units	26	22	18.2%	20	15	33.3%	6	7	-14.3%			
	Median Sales Price	\$345,000	\$272,500	26.6%	\$321,500	\$217,000	48.2%	\$393,665	\$385,742	2.1%			
	Ave. Sales Price	\$342,720	\$283,207	21.0%	\$327,809	\$231,166	41.8%	\$392,425	\$394,722	-0.6%			
Millington	Units	21	9	133.3%	15	9	66.7%	6			1		
	Median Sales Price	\$180,000	\$130,000	38.5%	\$150,000	\$130,000	15.4%	\$239,490					
	Ave. Sales Price	\$181,382	\$184,888	-1.9%	\$157,940	\$184,888	-14.6%	\$239,990			\$194,900		
Shelby County	Units	1,112	1,157	-3.9%	1,082	1,121	-3.5%	30	36	-16.7%	9	36	-75.0%
	Median Sales Price	\$155,000	\$130,000	19.2%	\$151,025	\$127,000	18.9%	\$368,380	\$415,268	-11.3%	\$35,500	\$52,425	-32.3%
	Ave. Sales Price	\$196,467	\$173,718	13.1%	\$191,088	\$165,945	15.2%	\$390,496	\$415,779	-6.1%	\$110,155	\$85,230	29.2%
Fayette County	Units	53	70	-24.3%	40	52	-23.1%	13	18	-27.8%		1	
	Median Sales Price	\$272,000	\$267,455	1.7%	\$257,500	\$228,750	12.6%	\$314,900	\$345,336	-8.8%			
	Ave. Sales Price	\$302,097	\$322,927	-6.5%	\$275,915	\$273,030	1.1%	\$382,657	\$467,075	-18.1%		\$36,500	
Tipton County	Units	60	65	-7.7%	58	55	5.5%	2	10	-80.0%	3	3	0.0%
	Median Sales Price	\$167,450	\$171,000	-2.1%	\$165,000	\$158,500	4.1%		\$219,213		\$137,500	\$95,000	44.7%
	Ave. Sales Price	\$180,961	\$170,305	6.3%	\$178,302	\$162,249	9.9%	\$258,082	\$214,618	20.3%	\$115,418	\$89,000	29.7%

		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
Frayser	Units	164	173	-5.2%	163	173	-5.8%	1			2	6	-66.7%
	Median Sales Price	\$62,400	\$40,000	56.0%	\$62,000	\$40,000	55.0%					\$29,550	
	Ave. Sales Price	\$73,057	\$50,114	45.8%	\$72,965	\$50,114	45.6%	\$88,000			\$67,201	\$38,670	73.8%
Raleigh/ Cov. Pike	Units	128	140	-8.6%	125	137	-8.8%	3	3	0.0%	1	3	-66.7%
	Median Sales Price	\$102,950	\$92,000	11.9%	\$102,500	\$92,000	11.4%	\$125,000	\$137,000	-8.8%		\$64,500	
	Ave. Sales Price	\$104,031	\$94,875	9.7%	\$103,408	\$94,018	10.0%	\$130,000	\$134,000	-3.0%	\$144,000	\$55,066	161.5%
Downtown	Units	70	76	-7.9%	68	71	-4.2%	2	5	-60.0%		5	
	Median Sales Price	\$244,500	\$242,500	0.8%	\$251,495	\$225,000	11.8%		\$390,322			\$58,500	
	Ave. Sales Price	\$271,093	\$252,275	7.5%	\$276,342	\$241,250	14.5%	\$121,000	\$408,830	-70.4%		\$58,224	
Midtown	Units	167	149	12.1%	166	149	11.4%	1			2	6	-66.7%
	Median Sales Price	\$165,000	\$125,000	32.0%	\$163,000	\$125,000	30.4%					\$18,840	
	Ave. Sales Price	\$180,972	\$160,496	12.8%	\$180,225	\$160,496	12.3%	\$305,000			\$20,625	\$64,867	-68.2%
S. Memphis	Units	150	135	11.1%	150	135	11.1%				5	7	-28.6%
	Median Sales Price	\$39,500	\$29,000	36.2%	\$39,500	\$29,000	36.2%				\$35,500	\$22,000	61.4%
	Ave. Sales Price	\$50,987	\$37,498	36.0%	\$50,987	\$37,498	36.0%				\$35,150	\$23,818	47.6%
Berclair/ Highland Heights	Units	123	109	12.8%	123	109	12.8%				2	3	-33.3%
	Median Sales Price	\$62,500	\$40,000	56.3%	\$62,500	\$40,000	56.3%					\$29,047	
	Ave. Sales Price	\$68,285	\$45,970	48.5%	\$68,285	\$45,970	48.5%				\$36,100	\$34,182	5.6%
E. Memphis	Units	449	442	1.6%	446	436	2.3%	3	6	-50.0%	5	12	-58.3%
	Median Sales Price	\$175,000	\$135,000	29.6%	\$174,700	\$131,750	32.6%	\$258,900	\$757,300	-65.8%	\$76,000	\$42,775	77.7%
	Ave. Sales Price	\$225,261	\$192,374	17.1%	\$224,568	\$185,072	21.3%	\$328,300	\$723,027	-54.6%	\$99,440	\$60,864	63.4%
Whitehaven	Units	144	142	1.4%	143	134	6.7%	1	8	-87.5%	1	9	-88.9%
	Median Sales Price	\$71,250	\$71,250	0.0%	\$71,000	\$70,000	1.4%		\$182,518			\$32,500	
	Ave. Sales Price	\$77,352	\$77,348	0.0%	\$76,456	\$71,171	7.4%	\$205,400	\$180,804	13.6%	\$34,900	\$44,221	-21.1%
Parkway Village/ Oakhaven	Units	85	83	2.4%	85	83	2.4%					5	
	Median Sales Price	\$83,000	\$56,000	48.2%	\$83,000	\$56,000	48.2%					\$51,900	
	Ave. Sales Price	\$83,829	\$62,001	35.2%	\$83,829	\$62,001	35.2%					\$47,920	
Hickory Hill	Units	198	179	10.6%	196	177	10.7%	2	2	0.0%		6	
	Median Sales Price	\$143,200	\$116,000	23.4%	\$140,950	\$115,250	22.3%					\$136,179	
	Ave. Sales Price	\$147,223	\$118,162	24.6%	\$145,471	\$116,391	25.0%	\$318,900	\$274,900	16.0%		\$119,141	
Southwind	Units	16	21	-23.8%	16	18	-11.1%		3				
	Median Sales Price	\$247,500	\$282,500	-12.4%	\$247,500	\$264,950	-6.6%		\$298,000				
	Ave. Sales Price	\$299,121	\$272,745	9.7%	\$299,121	\$267,427	11.9%		\$304,651				

		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	341	300	13.7%	335	288	16.3%	6	12	-50.0%	2	6	-66.7%
	Median Sales Price	\$210,000	\$181,950	15.4%	\$210,000	\$180,000	16.7%	\$313,950	\$268,700	16.8%		\$162,000	
	Ave. Sales Price	\$221,758	\$201,712	9.9%	\$219,714	\$199,239	10.3%	\$335,907	\$261,064	28.7%	\$179,000	\$209,314	-14.5%
Bartlett	Units	158	152	3.9%	157	150	4.7%	1	2	-50.0%		3	
	Median Sales Price	\$235,000	\$224,250	4.8%	\$235,000	\$223,500	5.1%					\$155,000	
	Ave. Sales Price	\$247,709	\$225,395	9.9%	\$246,835	\$223,725	10.3%	\$384,900	\$350,650	9.8%		\$128,300	
G'town	Units	100	106	-5.7%	99	102	-2.9%	1	4	-75.0%	1		
	Median Sales Price	\$382,000	\$340,000	12.4%	\$379,000	\$336,700	12.6%		\$870,000				
	Ave. Sales Price	\$446,302	\$404,387	10.4%	\$440,760	\$382,108	15.3%	\$995,000	\$972,500	2.3%	\$375,000		
Collierville	Units	115	123	-6.5%	100	102	-2.0%	15	21	-28.6%		1	
	Median Sales Price	\$420,000	\$395,000	6.3%	\$387,000	\$346,250	11.8%	\$599,949	\$519,283	15.5%			
	Ave. Sales Price	\$454,785	\$395,352	15.0%	\$415,948	\$368,351	12.9%	\$713,702	\$526,500	35.6%		\$289,580	
Lateland	Units	27	35	-22.9%	22	32	-31.3%	5	3	66.7%		1	
	Median Sales Price	\$352,000	\$310,000	13.5%	\$337,500	\$291,500	15.8%	\$470,223	\$495,389	-5.1%			
	Ave. Sales Price	\$368,874	\$338,727	8.9%	\$347,409	\$321,050	8.2%	\$463,324	\$527,285	-12.1%		\$393,000	
Arlington	Units	50	40	25.0%	40	27	48.1%	10	13	-23.1%			
	Median Sales Price	\$339,950	\$292,750	16.1%	\$311,500	\$260,000	19.8%	\$397,906	\$382,980	3.9%			
	Ave. Sales Price	\$328,792	\$297,906	10.4%	\$311,482	\$250,144	24.5%	\$398,033	\$397,103	0.2%			
Millington	Units	36	24	50.0%	25	24	4.2%	11			1	2	-50.0%
	Median Sales Price	\$203,445	\$128,500	58.3%	\$154,900	\$128,500	20.5%	\$240,990					
	Ave. Sales Price	\$195,172	\$155,453	25.6%	\$176,133	\$155,453	13.3%	\$238,444			\$194,900	\$41,962	364.5%
Shelby County	Units	2,468	2,391	3.2%	2,406	2,309	4.2%	62	82	-24.4%	21	73	-71.2%
	Median Sales Price	\$155,000	\$131,500	17.9%	\$151,000	\$127,000	18.9%	\$380,768	\$395,111	-3.6%	\$51,000	\$50,700	0.6%
	Ave. Sales Price	\$197,393	\$174,144	13.4%	\$191,726	\$165,075	16.1%	\$417,319	\$429,503	-2.8%	\$99,781	\$79,060	26.2%
Fayette County	Units	135	127	6.3%	100	92	8.7%	35	35	0.0%	1	1	0.0%
	Median Sales Price	\$270,000	\$258,000	4.7%	\$260,000	\$211,450	23.0%	\$289,900	\$288,445	0.5%			
	Ave. Sales Price	\$312,290	\$288,401	8.3%	\$294,098	\$250,283	17.5%	\$364,266	\$388,595	-6.3%	\$25,000	\$36,500	-31.5%
Tipton County	Units	138	128	7.8%	133	111	19.8%	5	17	-70.6%	5	9	-44.4%
	Median Sales Price	\$180,700	\$172,750	4.6%	\$179,000	\$159,500	12.2%	\$280,000	\$230,050	21.7%	\$137,500	\$95,000	44.7%
	Ave. Sales Price	\$193,932	\$172,581	12.4%	\$190,687	\$162,126	17.6%	\$280,229	\$240,847	16.4%	\$176,051	\$80,438	118.9%