

Sales Summary

	June Total Sales			YTD Total Sales		
	2021	2020	% change	2021	2020	% change
Units	1,851	1,647	12.4%	10,172	8,697	17.0%
Median Sales Price	\$223,000	\$186,500	19.6%	\$190,000	\$165,000	15.2%
Average Sales Price	\$251,890	\$223,239	12.8%	\$225,979	\$200,984	12.4%

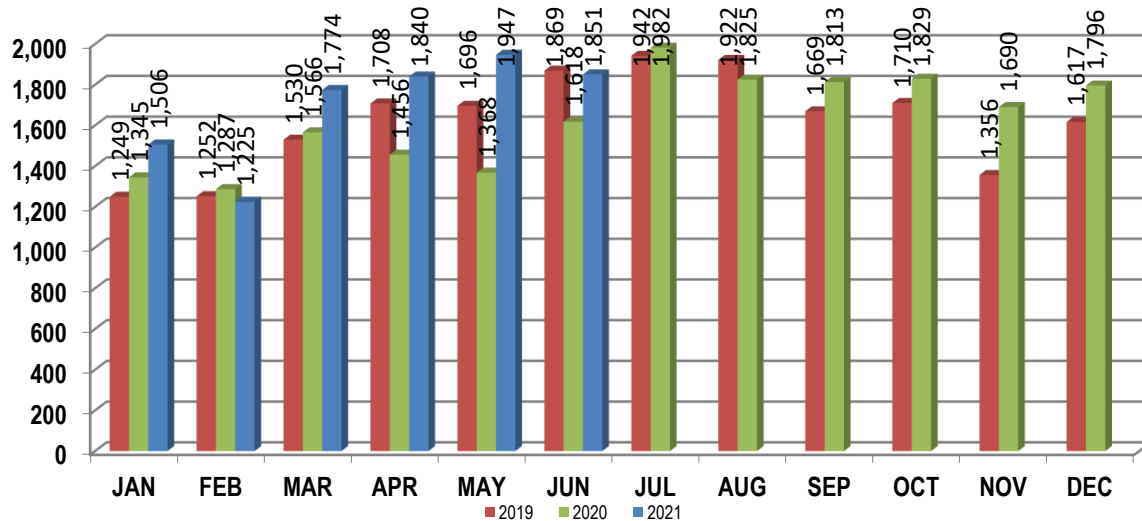
	June Existing Sales			YTD Existing Sales		
	2021	2020	% change	2021	2020	% change
Units	1,762	1,546	14.0%	9,678	8,218	17.8%
Median Sales Price	\$215,000	\$177,000	21.5%	\$180,000	\$155,000	16.1%
Average Sales Price	\$245,427	\$212,819	15.3%	\$217,395	\$189,932	14.5%

	June New Home Sales			YTD New Home Sales		
	2021	2020	% change	2021	2020	% change
Units	89	101	-11.9%	494	479	3.1%
Median Sales Price	\$338,485	\$363,105	-6.8%	\$359,900	\$349,950	2.8%
Average Sales Price	\$379,840	\$382,736	-0.8%	\$394,149	\$390,607	0.9%

	June Bank Sales			YTD Bank Sales*		
	2021	2020	% change	2021	2020	% change
Units	12	20	-40.0%	79	207	-61.8%
Median Sales Price	\$61,000	\$63,500	-3.9%	\$63,000	\$51,900	21.4%
Average Sales Price	\$62,387	\$78,878	-20.9%	\$111,376	\$83,035	34.1%

	June Non-Bank Sales			YTD Non-Bank Sales		
	2021	2020	% change	2021	2020	% change
Units	1,839	1,627	13.0%	10,093	8,490	18.9%
Median Sales Price	\$225,000	\$188,000	19.7%	\$190,000	\$169,000	12.4%
Average Sales Price	\$253,126	\$225,014	12.5%	\$226,876	\$203,860	11.3%

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.



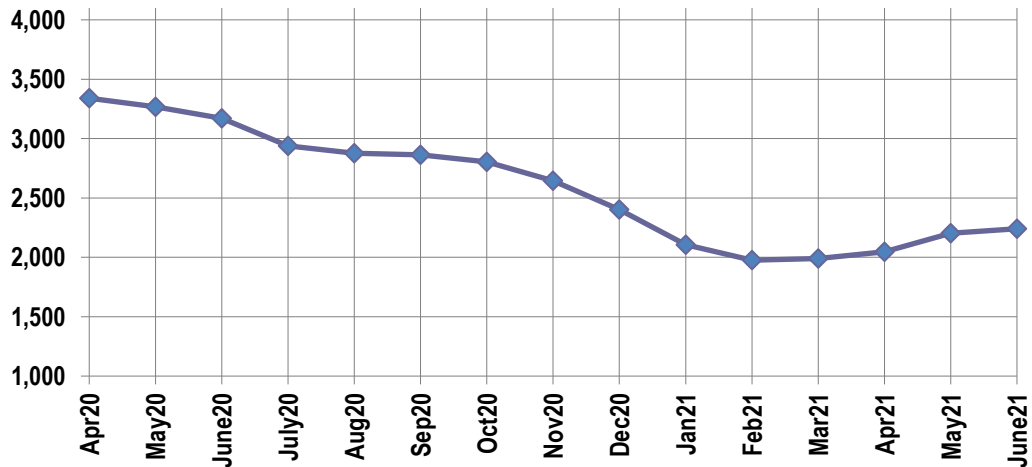
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 06-15-21)		
	Units	Ave. List Price
Single Family	2,083	\$328,677
Condo/Co-op	119	\$215,486
Duplex	40	\$165,362
Market Total	2,242	\$319,756

Pending Sales (as of 06-15-21)		
	Units	Ave. List Price
Single Family	1,639	\$280,033
Condo/Co-op	35	\$186,577
Duplex	13	\$125,946
Market Total	1,687	\$276,907

	June Foreclosure Actions			YTD Foreclosure Actions		
	2021	2020	% change	2021	2020	% change
Total	22	26	-15.4%	134	307	-56.4%

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



Inventory

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
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

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Frayser	Units	85	81	4.9%	85	81	4.9%				4	2	100.0%
	Median Sales Price	\$70,000	\$45,000	55.6%	\$70,000	\$45,000	55.6%				\$44,151		
	Ave. Sales Price	\$86,163	\$57,183	50.7%	\$86,183	\$57,183	50.7%				\$55,575	\$44,250	25.6%
Raleigh/ Cov. Pike	Units	84	77	9.1%	83	76	9.2%	1	1	0.0%	1	2	-50.0%
	Median Sales Price	\$120,000	90,600	32.5%	\$120,000	90,300	32.9%						
	Ave. Sales Price	\$130,306	\$96,764	34.7%	\$129,587	\$96,195	34.7%	\$190,000	\$140,000	35.7%	\$145,000	\$74,950	93.5%
Downtown	Units	63	49	28.6%	63	48	31.3%		1				
	Median Sales Price	\$300,000	\$305,000	-1.6%	\$300,000	\$305,000	-1.6%						
	Ave. Sales Price	\$274,212	\$301,812	-9.1%	\$274,212	\$300,535	-8.8%		\$363,105				
Midtown	Units	116	87	33.3%	113	84	34.5%	3	3	0.0%		1	
	Median Sales Price	\$227,925	\$179,500	27.0%	\$226,000	\$164,000	37.8%	\$262,000	\$375,000	-30.1%			
	Ave. Sales Price	\$242,756	\$193,837	25.2%	\$241,528	\$187,507	28.8%	\$289,000	\$371,083	-22.1%		\$75,100	
S. Memphis	Units	85	51	66.7%	85	51	66.7%				1	3	-66.7%
	Median Sales Price	\$50,000	\$25,000	100.0%	\$50,000	\$25,000	100.0%					\$17,000	
	Ave. Sales Price	\$57,678	\$37,805	52.6%	\$57,678	\$37,805	52.6%				\$65,001	\$17,833	264.5%
Berclair/ Highland Heights	Units	64	50	28.0%	64	50	28.0%				1		
	Median Sales Price	\$66,500	\$45,000	47.8%	\$66,500	\$45,000	47.8%						
	Ave. Sales Price	\$79,970	\$53,059	50.7%	\$79,970	\$53,059	50.7%				\$61,000		
E. Memphis	Units	302	285	6.0%	301	279	7.9%	1	6	-83.3%			
	Median Sales Price	\$235,500	\$195,000	20.8%	\$235,000	\$190,000	23.7%		\$625,000				
	Ave. Sales Price	\$277,218	\$249,181	11.3%	\$275,817	\$243,151	13.4%	\$699,000	\$529,587	32.0%			
Whitehaven	Units	68	67	1.5%	66	62	6.5%	2	5	-60.0%	2	3	-33.3%
	Median Sales Price	\$87,400	\$77,500	12.8%	\$86,400	\$70,000	23.4%		\$186,085			\$40,000	
	Ave. Sales Price	\$97,143	\$85,613	13.5%	\$93,651	\$77,466	20.9%	\$212,360	\$186,634	13.8%	\$53,000	\$42,833	23.7%
Parkway Village/ Oakhaven	Units	35	28	25.0%	35	28	25.0%				1		
	Median Sales Price	\$84,900	\$80,750	5.1%	\$84,900	\$80,750	5.1%						
	Ave. Sales Price	\$85,391	\$80,392	6.2%	\$85,391	\$80,392	6.2%				\$66,300		
Hickory Hill	Units	85	105	-19.0%	84	101	-16.8%	1	4	-75.0%		1	
	Median Sales Price	\$145,000	\$135,000	7.4%	\$145,000	\$135,000	7.4%		\$212,400				
	Ave. Sales Price	\$152,177	\$134,383	13.2%	\$151,763	\$131,213	15.7%	\$187,000	\$214,425	-12.8%		\$15,611	
Southwind	Units	17	10	70.0%	12	10	20.0%	5					
	Median Sales Price	\$271,440	\$447,950	-39.4%	\$326,500	\$447,950	-27.1%	\$240,500					
	Ave. Sales Price	\$330,494	\$496,890	-33.5%	\$365,283	\$496,890	-26.5%	\$247,000					

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Cordova	Units	225	179	25.7%	223	171	30.4%	2	8	-75.0%			
	Median Sales Price	\$233,000	\$200,000	16.5%	\$233,000	\$197,500	18.0%		\$209,900				
	Ave. Sales Price	\$250,453	\$226,070	10.8%	\$249,485	\$225,657	10.6%	\$358,352	\$234,900	52.6%			
Bartlett	Units	100	104	-3.8%	99	102	-2.9%	1	2	-50.0%			
	Median Sales Price	\$282,000	\$215,000	31.2%	\$274,000	\$215,000	27.4%						
	Ave. Sales Price	\$283,522	\$224,225	26.4%	\$283,125	\$222,496	27.2%	\$322,900	\$312,400	3.4%			
G'town	Units	87	83	4.8%	87	82	6.1%		1			1	
	Median Sales Price	\$425,000	\$349,000	21.8%	\$425,000	\$347,000	22.5%						
	Ave. Sales Price	\$490,930	\$385,798	27.3%	\$490,930	\$377,710	30.0%		\$1,049,000			\$229,000	
Collierville	Units	110	134	-17.9%	99	124	-20.2%	11	10	10.0%		1	
	Median Sales Price	\$460,000	\$372,950	23.3%	\$437,000	\$360,950	21.1%	\$595,380	\$614,950	-3.2%			
	Ave. Sales Price	\$483,794	\$410,511	17.9%	\$467,916	\$393,452	18.9%	\$626,700	\$622,046	0.7%		\$190,257	
Lateland	Units	41	37	10.8%	34	27	25.9%	7	10	-30.0%			
	Median Sales Price	\$405,000	\$385,000	5.2%	\$342,000	\$340,000	0.6%	\$523,635	\$480,025	9.1%			
	Ave. Sales Price	\$403,818	\$382,504	5.6%	\$375,126	\$337,407	11.2%	\$543,181	\$504,268	7.7%			
Arlington	Units	47	38	23.7%	36	25	44.0%	11	13	-15.4%			
	Median Sales Price	\$367,500	\$332,000	10.7%	\$349,085	\$280,000	24.7%	\$377,477	\$391,765	-3.6%			
	Ave. Sales Price	\$362,341	\$324,863	11.5%	\$350,764	\$285,088	23.0%	\$400,227	\$401,356	-0.3%			
Millington	Units	26	19	36.8%	22	18	22.2%	4	1	300.0%		1	
	Median Sales Price	\$160,750	\$117,500	36.8%	\$132,500	\$111,250	19.1%	\$239,490					
	Ave. Sales Price	\$161,936	\$136,447	18.7%	\$144,135	\$130,783	10.2%	\$259,842	\$238,400	9.0%		\$215,000	
Shelby County	Units	1,615	1,464	10.3%	1,566	1,399	11.9%	49	65	-24.6%	10	15	-33.3%
	Median Sales Price	\$215,000	\$185,000	16.2%	\$210,000	\$177,000	18.6%	\$385,755	\$387,900	-0.6%	\$63,001	\$63,500	-0.8%
	Ave. Sales Price	\$249,702	\$223,008	12.0%	\$244,245	\$214,172	14.0%	\$424,085	\$413,183	2.6%	\$66,560	\$76,357	-12.8%
Fayette County	Units	102	81	25.9%	80	56	42.9%	22	25	-12.0%	1	2	-50.0%
	Median Sales Price	\$300,000	\$268,000	11.9%	\$300,000	\$240,950	24.5%	\$321,223	\$361,753	-11.2%			
	Ave. Sales Price	\$319,366	\$286,728	11.4%	\$310,323	\$253,002	22.7%	\$352,247	\$362,273	-2.8%	\$51,050	\$130,275	-60.8%
Tipton County	Units	134	102	31.4%	116	91	27.5%	18	11	63.6%	1	3	-66.7%
	Median Sales Price	\$236,500	\$160,000	47.8%	\$205,000	\$156,000	31.4%	\$279,445	\$253,130	10.4%		\$48,750	
	Ave. Sales Price	\$226,897	\$176,136	28.8%	\$216,621	\$167,288	29.5%	\$293,120	\$249,327	17.6%	\$32,000	\$57,216	-44.1%

		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	603	476	26.7%	599	474	26.4%	4	2	100.0%	9	20	-55.0%
	Median Sales Price	\$67,250	\$42,500	58.2%	\$67,000	\$42,500	57.6%	\$112,500			\$52,490	\$35,300	48.7%
	Ave. Sales Price	\$76,814	\$53,946	42.4%	\$76,616	\$53,604	42.9%	\$106,375	\$134,950	-21.2%	\$62,081	\$39,982	55.3%
Raleigh/ Cov. Pike	Units	485	437	11.0%	481	432	11.3%	4	5	-20.0%	5	12	-58.3%
	Median Sales Price	\$110,000	\$92,000	19.6%	\$110,000	\$92,000	19.6%	\$132,500	\$137,000	-3.3%	\$144,000	\$79,700	80.7%
	Ave. Sales Price	\$115,595	\$96,869	19.3%	\$115,351	\$96,446	19.6%	\$145,000	\$133,400	8.7%	\$110,500	\$78,429	40.9%
Downtown	Units	295	234	26.1%	291	221	31.7%	4	13	-69.2%	2	13	-84.6%
	Median Sales Price	\$255,990	\$257,216	-0.5%	\$260,000	\$250,000	4.0%	\$122,000	\$363,105	-66.4%		\$44,900	
	Ave. Sales Price	\$272,973	\$261,510	4.4%	\$273,636	\$252,618	8.3%	\$224,750	\$412,668	-45.5%	\$274,000	\$74,032	270.1%
Midtown	Units	607	497	22.1%	601	494	21.7%	6	3	100.0%	5	13	-61.5%
	Median Sales Price	\$200,000	\$148,000	35.1%	\$199,000	\$144,500	37.7%	\$283,500	\$375,000	-24.4%	\$25,000	\$19,000	31.6%
	Ave. Sales Price	\$212,515	\$171,974	23.6%	\$211,056	\$170,765	23.6%	\$358,650	\$371,083	-3.4%	\$24,350	\$47,554	-48.8%
S. Memphis	Units	465	401	16.0%	464	401	15.7%	1			8	22	-63.6%
	Median Sales Price	\$45,000	\$29,500	52.5%	\$45,000	\$29,500	52.5%				\$36,250	\$17,500	107.1%
	Ave. Sales Price	\$54,875	\$39,274	39.7%	\$54,520	\$39,274	38.8%	\$220,000			\$37,406	\$17,466	114.2%
Berclair/ Highland Heights	Units	424	309	37.2%	424	309	37.2%				5	8	-37.5%
	Median Sales Price	\$65,000	\$44,000	47.7%	\$65,000	\$44,000	47.7%				\$43,500	\$28,300	53.7%
	Ave. Sales Price	\$73,825	\$51,423	43.6%	\$73,825	\$51,423	43.6%				\$39,340	\$33,785	16.4%
E. Memphis	Units	1,680	1,471	14.2%	1,671	1,448	15.4%	9	23	-60.9%	8	21	-61.9%
	Median Sales Price	\$189,250	\$170,000	11.3%	\$186,600	\$168,125	11.0%	\$489,000	\$650,000	-24.8%	\$102,500	\$51,250	100.0%
	Ave. Sales Price	\$238,659	\$226,251	5.5%	\$237,249	\$219,522	8.1%	\$500,377	\$649,893	-23.0%	\$132,587	\$85,318	55.4%
Whitehaven	Units	456	412	10.7%	438	391	12.0%	18	21	-14.3%	7	20	-65.0%
	Median Sales Price	\$83,000	\$74,600	11.3%	\$81,950	\$71,500	14.6%	\$209,500	\$180,540	16.0%	\$71,000	\$38,500	84.4%
	Ave. Sales Price	\$93,239	\$81,500	14.4%	\$88,379	\$76,143	16.1%	\$211,486	\$181,248	16.7%	\$59,128	\$45,970	28.6%
Parkway Village/ Oakhaven	Units	280	238	17.6%	280	238	17.6%				3	8	-62.5%
	Median Sales Price	\$85,000	\$71,500	18.9%	\$85,000	\$71,500	18.9%				\$63,344	\$58,950	7.5%
	Ave. Sales Price	\$85,395	\$72,288	18.1%	\$85,395	\$72,288	18.1%				\$59,594	\$64,450	-7.5%
Hickory Hill	Units	591	544	8.6%	586	529	10.8%	5	15	-66.7%	3	15	-80.0%
	Median Sales Price	\$147,900	\$130,000	13.8%	\$147,000	\$129,900	13.2%	\$187,000	\$269,900	-30.7%	\$137,000	\$129,358	5.9%
	Ave. Sales Price	\$151,939	\$129,475	17.4%	\$151,251	\$125,762	20.3%	\$232,540	\$260,423	-10.7%	\$153,500	\$116,259	32.0%
Southwind	Units	72	57	26.3%	62	49	26.5%	10	8	25.0%	1		
	Median Sales Price	\$262,750	\$271,950	-3.4%	\$266,000	\$250,000	6.4%	\$240,500	\$282,978	-15.0%			
	Ave. Sales Price	\$339,244	\$308,017	10.1%	\$354,777	\$311,638	13.8%	\$242,940	\$285,837	-15.0%	\$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	1,167	979	19.2%	1,138	939	21.2%	29	40	-27.5%	3	9	-66.7%
	Median Sales Price	\$222,000	\$195,000	13.8%	\$220,000	\$190,000	15.8%	\$351,380	\$256,600	36.9%	\$235,000	\$174,000	35.1%
	Ave. Sales Price	\$238,538	\$214,967	11.0%	\$235,602	\$213,131	10.5%	\$353,738	\$258,048	37.1%	\$197,666	\$194,907	1.4%
Bartlett	Units	594	516	15.1%	590	510	15.7%	4	6	-33.3%		6	
	Median Sales Price	\$257,700	\$225,000	14.5%	\$256,500	\$225,000	14.0%	\$359,400	\$356,650	0.8%		\$124,500	
	Ave. Sales Price	\$266,504	\$231,230	15.3%	\$265,887	\$229,931	15.6%	\$357,400	\$341,650	4.6%		\$137,150	
G'town	Units	418	397	5.3%	416	387	7.5%	2	10	-80.0%	2	1	100.0%
	Median Sales Price	\$401,250	\$345,000	16.3%	\$400,250	\$340,000	17.7%		\$907,500				
	Ave. Sales Price	\$457,178	\$400,726	14.1%	\$454,809	\$385,977	17.8%	\$950,000	\$971,507	-2.2%	\$329,944	\$229,000	44.1%
Collinsville	Units	564	504	11.9%	487	440	10.7%	77	64	20.3%	1	3	-66.7%
	Median Sales Price	\$450,000	\$389,950	15.4%	\$418,000	\$364,400	14.7%	\$585,000	\$547,475	6.9%		\$289,580	
	Ave. Sales Price	\$477,318	\$414,397	15.2%	\$452,182	\$391,059	15.6%	\$636,297	\$574,850	10.7%	\$560,000	\$369,945	51.4%
Lateland	Units	153	150	2.0%	127	120	5.8%	26	30	-13.3%		2	
	Median Sales Price	\$375,000	\$376,000	-0.3%	\$330,000	\$319,500	3.3%	\$499,950	\$489,095	2.2%			
	Ave. Sales Price	\$386,248	\$365,707	5.6%	\$363,656	\$336,980	7.9%	\$496,597	\$480,614	3.3%		\$459,000	
Arlington	Units	244	187	30.5%	177	129	37.2%	67	58	15.5%		3	
	Median Sales Price	\$364,083	\$319,900	13.8%	\$330,000	\$276,000	19.6%	\$411,470	\$383,802	7.2%		\$275,000	
	Ave. Sales Price	\$356,987	\$312,945	14.1%	\$331,925	\$275,482	20.5%	\$423,195	\$396,268	6.8%		\$215,666	
Millington	Units	148	83	78.3%	120	81	48.1%	28	2	1300.0%	1	3	-66.7%
	Median Sales Price	\$175,000	\$150,000	16.7%	\$150,000	\$150,000	0.0%	\$240,990				\$73,425	
	Ave. Sales Price	\$176,425	\$157,188	12.2%	\$160,939	\$154,361	4.3%	\$242,790	\$271,700	-10.6%	\$194,900	\$99,641	95.6%
Shelby County	Units	9,055	7,787	16.3%	8,761	7,487	17.0%	294	300	-2.0%	61	177	-65.5%
	Median Sales Price	\$180,000	\$159,000	13.2%	\$174,900	\$152,500	14.7%	\$413,532	\$390,661	5.9%	\$63,000	\$47,511	32.6%
	Ave. Sales Price	\$222,035	\$197,846	12.2%	\$215,010	\$188,519	14.1%	\$431,378	\$430,614	0.2%	\$109,596	\$82,803	32.4%
Fayette County	Units	544	447	21.7%	393	330	19.1%	151	117	29.1%	3	11	-72.7%
	Median Sales Price	\$285,068	\$259,900	9.7%	\$276,250	\$224,450	23.1%	\$307,042	\$299,900	2.4%	\$45,200	\$55,000	-17.8%
	Ave. Sales Price	\$312,384	\$279,968	11.6%	\$295,849	\$251,371	17.7%	\$355,418	\$359,595	-1.2%	\$40,416	\$76,838	-47.4%
Tipton County	Units	573	463	23.8%	524	401	30.7%	49	62	-21.0%	15	19	-21.1%
	Median Sales Price	\$200,000	\$171,000	17.0%	\$190,000	\$163,000	16.6%	\$277,990	\$237,683	17.0%	\$97,000	\$77,500	25.2%
	Ave. Sales Price	\$206,275	\$177,782	16.0%	\$198,433	\$165,759	19.7%	\$290,134	\$255,545	13.5%	\$132,803	\$88,789	49.6%