

Sales Summary

	March Total Sales			YTD Total Sales		
	2021	2020	% change	2021	2020	% change
Units	1,774	1,572	12.8%	4,516	4,218	7.1%
Median Sales Price	\$175,500	\$158,371	10.8%	\$170,000	\$147,000	15.6%
Average Sales Price	\$219,487	\$194,817	12.7%	\$209,515	\$185,241	13.1%

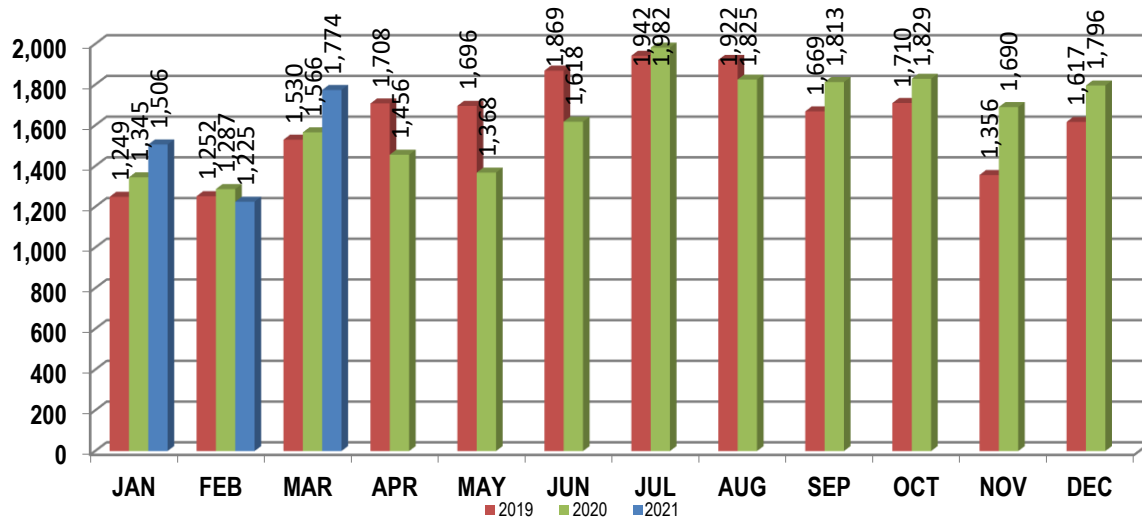
	March Existing Sales			YTD Existing Home Sales		
	2021	2020	% change	2021	2020	% change
Units	1,677	1,474	13.8%	4,313	3,986	8.2%
Median Sales Price	\$167,000	\$149,000	12.1%	\$162,000	\$138,000	17.4%
Average Sales Price	\$209,041	\$182,131	14.8%	\$200,687	\$173,267	15.8%

	March New Home Sales			YTD New Home Sales		
	2021	2020	% change	2021	2020	% change
Units	97	98	-1.0%	203	232	-12.5%
Median Sales Price	\$380,300	\$356,385	6.7%	\$362,194	\$344,900	5.0%
Average Sales Price	\$400,098	\$385,621	3.8%	\$397,067	\$390,971	1.6%

	March Bank Sales			YTD Bank Sales*		
	2021	2020	% change	2021	2020	% change
Units	23	38	-39.5%	50	121	-58.7%
Median Sales Price	\$75,000	\$36,900	103.3%	\$70,000	\$47,300	48.0%
Average Sales Price	\$140,907	\$70,913	98.7%	\$124,830	\$76,252	63.7%

	March Non-Bank Sales			YTD Non-Bank Sales		
	2021	2020	% change	2021	2020	% change
Units	1,751	1,534	14.1%	4,466	4,097	9.0%
Median Sales Price	\$176,000	\$160,000	10.0%	\$170,000	\$150,000	13.3%
Average Sales Price	\$220,520	\$197,886	11.4%	\$210,463	\$188,460	11.7%

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.



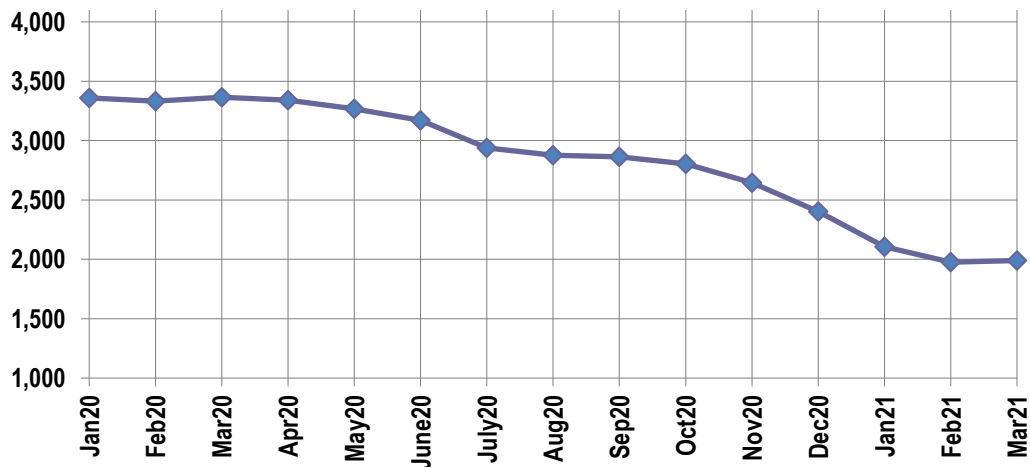
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 03-15-21)		
	Units	Ave. List Price
Single Family	1,840	\$331,613
Condo/Co-op	106	\$230,234
Duplex	44	\$107,260
Market Total	1,990	\$321,252

Pending Sales (as of 03-15-21)		
	Units	Ave. List Price
Single Family	1,295	\$256,944
Condo/Co-op	42	\$161,078
Duplex	12	\$86,300
Market Total	1,349	\$252,441

	March Foreclosure Actions			YTD Foreclosure Actions		
	2021	2020	% change	2021	2020	% change
Total	21	65	-67.7%	69	239	-71.1%

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



Inventory

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
Mar-20	3,365	Mar-21	1,990

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Frayser	Units	103	95	8.4%	103	93	10.8%		2		2	4	-50.0%
	Median Sales Price	\$66,450	\$49,500	34.2%	\$66,450	\$48,900	35.9%					\$10,750	
	Ave. Sales Price	\$74,692	\$53,376	39.9%	\$74,692	\$51,621	44.7%		\$134,950		\$74,771	\$12,500	498.2%
Raleigh/ Cov. Pike	Units	83	87	-4.6%	83	76	9.2%		1		2	4	-50.0%
	Median Sales Price	\$107,500	\$86,000	25.0%	\$107,500	\$102,250	5.1%					\$65,950	
	Ave. Sales Price	\$112,105	\$99,196	13.0%	\$112,105	\$98,737	13.5%		\$125,000		\$42,500	\$68,725	-38.2%
Downtown	Units	52	43	20.9%	52	39	33.3%		4		2	4	-50.0%
	Median Sales Price	\$230,000	\$205,000	12.2%	\$230,000	\$190,000	21.1%		\$359,745			\$26,950	
	Ave. Sales Price	\$258,208	\$231,458	11.6%	\$258,208	\$217,876	18.5%		\$363,875		\$274,000	\$25,699	966.2%
Midtown	Units	102	90	13.3%	102	90	13.3%				3	4	-25.0%
	Median Sales Price	\$182,450	\$119,250	53.0%	\$182,450	\$119,250	53.0%				\$25,000	\$18,595	34.4%
	Ave. Sales Price	\$210,606	\$133,514	57.7%	\$210,606	\$133,514	57.7%				\$26,833	\$18,750	43.1%
S. Memphis	Units	81	76	6.6%	81	76	6.6%				2	4	-50.0%
	Median Sales Price	\$37,025	\$37,350	-0.9%	\$37,025	\$37,350	-0.9%					\$17,000	
	Ave. Sales Price	\$53,022	\$45,723	16.0%	\$53,022	\$45,723	16.0%				\$29,250	\$15,475	89.0%
Berclair/ Highland Heights	Units	83	66	25.8%	83	66	25.8%					1	
	Median Sales Price	\$71,000	\$42,000	69.0%	\$71,000	\$42,000	69.0%						
	Ave. Sales Price	\$76,808	\$48,133	59.6%	\$76,808	\$48,133	59.6%					\$28,000	
E. Memphis	Units	312	251	24.3%	310	247	25.5%	2	4	-50.0%	1	2	-50.0%
	Median Sales Price	\$166,500	\$155,000	7.4%	\$165,000	\$155,000	6.5%		\$672,500				
	Ave. Sales Price	\$217,305	\$230,838	-5.9%	\$215,258	\$222,941	-3.4%	\$534,500	\$718,463	-25.6%	\$270,000	\$29,750	807.6%
Whitehaven	Units	84	74	13.5%	78	72	8.3%	6	2	200.0%	1	4	-75.0%
	Median Sales Price	\$89,750	\$74,850	19.9%	\$85,800	\$74,600	15.0%	\$218,013					
	Ave. Sales Price	\$107,122	\$82,431	30.0%	\$98,309	\$79,388	23.8%	\$221,697	\$191,982	15.5%	\$75,000	\$69,250	8.3%
Parkway Village/ Oakhaven	Units	53	50	6.0%	53	50	6.0%				1		
	Median Sales Price	\$86,900	\$70,000	24.1%	\$86,900	\$70,000	24.1%						
	Ave. Sales Price	\$83,326	\$71,880	15.9%	\$83,326	\$71,880	15.9%				\$49,140		
Hickory Hill	Units	104	102	2.0%	104	100	4.0%		2		1	2	-50.0%
	Median Sales Price	\$136,500	\$131,000	4.2%	\$136,500	\$130,000	5.0%						
	Ave. Sales Price	\$141,409	\$132,952	6.4%	\$141,409	\$130,015	8.8%		\$279,772		\$130,000	\$112,178	15.9%
Southwind	Units	12	7	71.4%	12	5	140.0%		2				
	Median Sales Price	\$260,000	\$224,900	15.6%	\$260,000	\$210,000	23.8%						
	Ave. Sales Price	\$403,625	\$246,729	63.6%	\$403,625	\$233,680	72.7%		\$279,352				

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Cordova	Units	170	180	-5.6%	165	170	-2.9%	5	10	-50.0%		1	
	Median Sales Price	\$221,500	\$201,000	10.2%	\$220,000	\$192,450	14.3%	\$362,194	\$281,605	28.6%			
	Ave. Sales Price	\$240,220	\$226,324	6.1%	\$236,467	\$222,870	6.1%	\$364,056	\$285,045	27.7%		\$209,500	
Bartlett	Units	101	81	24.7%	100	81	23.5%	1				1	
	Median Sales Price	\$240,000	\$229,000	4.8%	\$240,000	\$229,000	4.8%						
	Ave. Sales Price	\$259,473	\$241,246	7.6%	\$258,189	\$241,246	7.0%	\$387,900				\$307,500	
G'town	Units	71	71	0.0%	71	69	2.9%		2		1		
	Median Sales Price	\$390,000	\$330,000	18.2%	\$390,000	\$325,000	20.0%						
	Ave. Sales Price	\$446,272	\$360,648	23.7%	\$446,272	\$347,261	28.5%		\$822,500		\$284,888		
Collierville	Units	93	86	8.1%	79	72	9.7%	14	14	0.0%	1		
	Median Sales Price	\$453,000	\$404,000	12.1%	\$429,900	\$365,000	17.8%	\$550,392	\$580,980	-5.3%			
	Ave. Sales Price	\$495,943	\$420,966	17.8%	\$474,257	\$391,437	21.2%	\$618,312	\$572,829	7.9%	\$560,000		
Lateland	Units	17	25	-32.0%	15	20	-25.0%	2	5	-60.0%			
	Median Sales Price	\$359,800	\$310,000	16.1%	\$349,000	\$300,000	16.3%		\$536,149				
	Ave. Sales Price	\$364,520	\$348,265	4.7%	\$351,498	\$327,377	7.4%	\$462,180	\$431,815	7.0%			
Arlington	Units	44	37	18.9%	27	23	17.4%	17	14	21.4%		1	
	Median Sales Price	\$365,700	\$332,400	10.0%	\$321,000	\$230,000	39.6%	\$411,470	\$382,464	7.6%			
	Ave. Sales Price	\$359,309	\$304,655	17.9%	\$319,051	\$251,976	26.6%	\$423,248	\$391,199	8.2%		\$290,000	
Millington	Units	30	11	172.7%	24	11	118.2%	6					
	Median Sales Price	\$152,500	\$78,500	94.3%	\$138,750	\$78,500	76.8%	\$242,490					
	Ave. Sales Price	\$159,478	\$148,955	7.1%	\$140,308	\$148,955	-5.8%	\$236,156					
Shelby County	Units	1,562	1,395	12.0%	1,509	1,333	13.2%	53	62	-14.5%	17	32	-46.9%
	Median Sales Price	\$165,000	\$149,900	10.1%	\$160,000	\$141,000	13.5%	\$412,000	\$383,802	7.3%	\$51,500	\$29,750	73.1%
	Ave. Sales Price	\$213,622	\$191,595	11.5%	\$206,016	\$180,719	14.0%	\$430,193	\$425,442	1.1%	\$134,739	\$61,869	117.8%
Fayette County	Units	105	84	25.0%	70	60	16.7%	35	24	45.8%		4	
	Median Sales Price	\$300,000	\$250,283	19.9%	\$289,250	\$220,000	31.5%	\$355,000	\$309,675	14.6%		\$57,500	
	Ave. Sales Price	\$326,343	\$264,239	23.5%	\$298,562	\$231,172	29.2%	\$381,905	\$346,905	10.1%		\$75,003	
Tipton County	Units	107	93	15.1%	98	81	21.0%	9	12	-25.0%	6	2	200.0%
	Median Sales Price	\$200,000	\$171,400	16.7%	\$189,950	\$168,000	13.1%	\$277,990	\$259,450	7.1%	\$125,650		
	Ave. Sales Price	\$200,253	\$180,433	11.0%	\$191,678	\$169,044	13.4%	\$293,621	\$257,309	14.1%	\$158,383	\$207,450	-23.7%

		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
Frayer	Units	267	268	-0.4%	266	266	0.0%	1	2	-50.0%	4	10	-60.0%
	Median Sales Price	\$64,400	\$40,000	61.0%	\$64,200	\$40,000	60.5%				\$67,973	\$21,550	215.4%
	Ave. Sales Price	\$73,688	\$51,270	43.7%	\$73,634	\$50,641	45.4%	\$88,000	\$134,950	-34.8%	\$70,986	\$28,202	151.7%
Raleigh/ Cov. Pike	Units	211	227	-7.0%	208	223	-6.7%	3	4	-25.0%	3	7	-57.1%
	Median Sales Price	\$105,000	88,200	19.0%	\$105,000	87,000	20.7%	\$125,000	\$131,000	-4.6%	\$51,500	\$64,500	-20.2%
	Ave. Sales Price	\$107,207	\$96,531	11.1%	\$106,879	\$95,899	11.4%	\$130,000	\$131,750	-1.3%	\$76,333	\$62,871	21.4%
Downtown	Units	122	119	2.5%	120	110	9.1%	2	9	-77.8%	2	9	-77.8%
	Median Sales Price	\$239,500	\$230,000	4.1%	\$242,000	\$215,000	12.6%		\$363,105			\$42,024	
	Ave. Sales Price	\$266,066	\$244,753	8.7%	\$268,484	\$232,963	15.2%	\$121,000	\$388,850	-68.9%	\$274,000	\$43,769	526.0%
Midtown	Units	269	239	12.6%	268	239	12.1%	1			5	10	-50.0%
	Median Sales Price	\$170,000	\$125,000	36.0%	\$170,000	\$125,000	36.0%				\$25,000	\$18,840	32.7%
	Ave. Sales Price	\$192,209	\$150,335	27.9%	\$191,788	\$150,335	27.6%	\$305,000			\$24,350	\$46,420	-47.5%
S. Memphis	Units	231	211	9.5%	231	211	9.5%				7	11	-36.4%
	Median Sales Price	\$38,500	\$31,000	24.2%	\$38,500	\$31,000	24.2%				\$35,500	\$20,500	73.2%
	Ave. Sales Price	\$51,700	\$40,460	27.8%	\$51,700	\$40,460	27.8%				\$33,464	\$20,784	61.0%
Berciair/ Highland Heights	Units	206	175	17.7%	206	175	17.7%				2	4	-50.0%
	Median Sales Price	\$65,000	\$40,000	62.5%	\$65,000	\$40,000	62.5%					\$28,524	
	Ave. Sales Price	\$71,719	\$46,786	53.3%	\$71,719	\$46,786	53.3%				\$36,100	\$32,636	10.6%
E. Memphis	Units	761	693	9.8%	756	683	10.7%	5	10	-50.0%	6	14	-57.1%
	Median Sales Price	\$170,500	\$145,000	17.6%	\$170,000	\$141,500	20.1%	\$440,000	\$678,750	-35.2%	\$102,500	\$37,000	177.0%
	Ave. Sales Price	\$221,999	\$206,305	7.6%	\$220,751	\$198,767	11.1%	\$410,780	\$721,202	-43.0%	\$127,866	\$56,419	126.6%
Whitehaven	Units	228	216	5.6%	221	206	7.3%	7	10	-30.0%	2	13	-84.6%
	Median Sales Price	\$77,700	\$73,100	6.3%	\$75,000	\$71,100	5.5%	\$215,140	\$182,518	17.9%		\$37,000	
	Ave. Sales Price	\$88,230	\$79,089	11.6%	\$84,169	\$74,043	13.7%	\$219,369	\$183,040	19.8%	\$54,959	\$51,922	5.8%
Parkway Village/ Oakhaven	Units	138	133	3.8%	138	133	3.8%				1	5	-80.0%
	Median Sales Price	\$84,000	\$61,500	36.6%	\$84,000	\$61,500	36.6%					\$51,900	
	Ave. Sales Price	\$83,636	\$65,715	27.3%	\$83,636	\$65,715	27.3%				\$49,140	\$47,920	2.5%
Hickory Hill	Units	302	281	7.5%	300	277	8.3%	2	4	-50.0%	1	8	-87.5%
	Median Sales Price	\$139,500	\$121,000	15.3%	\$138,750	\$120,900	14.8%		\$274,900			\$136,179	
	Ave. Sales Price	\$145,221	\$123,531	17.6%	\$144,063	\$121,310	18.8%	\$318,900	\$277,336	15.0%	\$130,000	\$117,400	10.7%
Southwind	Units	28	28	0.0%	28	23	21.7%		5				
	Median Sales Price	\$251,500	\$273,875	-8.2%	\$251,500	\$234,900	7.1%		\$290,955				
	Ave. Sales Price	\$343,908	\$266,241	29.2%	\$343,908	\$260,091	32.2%		\$294,532				

		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	511	480	6.5%	500	458	9.2%	11	22	-50.0%	2	7	-71.4%
	Median Sales Price	\$215,900	\$187,700	15.0%	\$214,000	\$183,000	16.9%	\$334,418	\$272,625	22.7%		\$174,000	
	Ave. Sales Price	\$227,900	\$210,941	8.0%	\$225,242	\$208,010	8.3%	\$348,702	\$271,965	28.2%	\$179,000	\$209,341	-14.5%
Bartlett	Units	259	233	11.2%	257	231	11.3%	2	2	0.0%		4	
	Median Sales Price	\$238,000	\$225,000	5.8%	\$236,000	\$225,000	4.9%					\$157,500	
	Ave. Sales Price	\$252,296	\$230,906	9.3%	\$251,253	\$229,869	9.3%	\$386,400	\$350,650	10.2%		\$173,100	
G'town	Units	171	177	-3.4%	170	171	-0.6%	1	6	-83.3%	2		
	Median Sales Price	\$385,000	\$339,900	13.3%	\$385,000	\$330,000	16.7%		\$870,000				
	Ave. Sales Price	\$446,289	\$386,842	15.4%	\$443,062	\$368,047	20.4%	\$995,000	\$922,500	7.9%	\$329,944		
Collinsville	Units	208	209	-0.5%	178	174	2.3%	30	35	-14.3%	1	1	0.0%
	Median Sales Price	\$440,000	\$395,000	11.4%	\$405,450	\$351,100	15.5%	\$573,156	\$529,200	8.3%			
	Ave. Sales Price	\$473,187	\$405,891	16.6%	\$441,214	\$377,904	16.8%	\$662,897	\$545,031	21.6%	\$560,000	\$289,580	93.4%
Lateland	Units	45	60	-25.0%	37	52	-28.8%	8	8	0.0%		1	
	Median Sales Price	\$359,800	\$310,000	16.1%	\$345,000	\$292,500	17.9%	\$487,512	\$515,769	-5.5%			
	Ave. Sales Price	\$370,494	\$342,701	8.1%	\$349,067	\$323,483	7.9%	\$469,596	\$467,616	0.4%		\$393,000	
Arlington	Units	94	77	22.1%	66	50	32.0%	28	27	3.7%		1	
	Median Sales Price	\$351,065	\$304,000	15.5%	\$311,500	\$245,950	26.7%	\$409,113	\$382,980	6.8%			
	Ave. Sales Price	\$343,077	\$301,149	13.9%	\$311,918	\$250,987	24.3%	\$416,521	\$394,042	5.7%		\$290,000	
Millington	Units	66	35	88.6%	49	35	40.0%	17			1	2	-50.0%
	Median Sales Price	\$176,950	\$127,000	39.3%	\$144,000	\$127,000	13.4%	\$240,990					
	Ave. Sales Price	\$178,947	\$153,411	16.6%	\$158,586	\$153,411	3.4%	\$237,637			\$194,900	\$41,962	364.5%
Shelby County	Units	4,031	3,786	6.5%	3,913	3,642	7.4%	118	144	-18.1%	38	105	-63.8%
	Median Sales Price	\$160,000	\$139,250	14.9%	\$155,000	\$131,250	18.1%	\$404,783	\$386,719	4.7%	\$51,250	\$42,024	22.0%
	Ave. Sales Price	\$203,761	\$180,574	12.8%	\$197,076	\$170,801	15.4%	\$425,440	\$427,754	-0.5%	\$115,420	\$73,820	56.4%
Fayette County	Units	241	211	14.2%	170	152	11.8%	71	59	20.3%	1	5	-80.0%
	Median Sales Price	\$285,136	\$250,665	13.8%	\$273,500	\$216,250	26.5%	\$307,042	\$289,900	5.9%		\$55,000	
	Ave. Sales Price	\$318,125	\$278,782	14.1%	\$295,936	\$242,739	21.9%	\$371,253	\$371,636	-0.1%	\$25,000	\$67,302	-62.9%
Tipton County	Units	244	221	10.4%	230	192	19.8%	14	29	-51.7%	11	11	0.0%
	Median Sales Price	\$188,450	\$171,400	9.9%	\$184,500	\$165,000	11.8%	\$278,995	\$232,465	20.0%	\$137,500	\$100,000	37.5%
	Ave. Sales Price	\$197,293	\$175,886	12.2%	\$191,721	\$165,045	16.2%	\$288,838	\$247,659	16.6%	\$166,414	\$103,531	60.7%