

Sales Summary

	November Total Sales			YTD Total Sales		
	2021	2020	% change	2021	2020	% change
Units	1,716	1,698	1.1%	20,441	17,885	14.3%
Median Sales Price	\$225,000	\$179,000	25.7%	\$204,600	\$176,000	16.3%
Average Sales Price	\$252,938	\$217,494	16.3%	\$238,046	\$213,801	11.3%

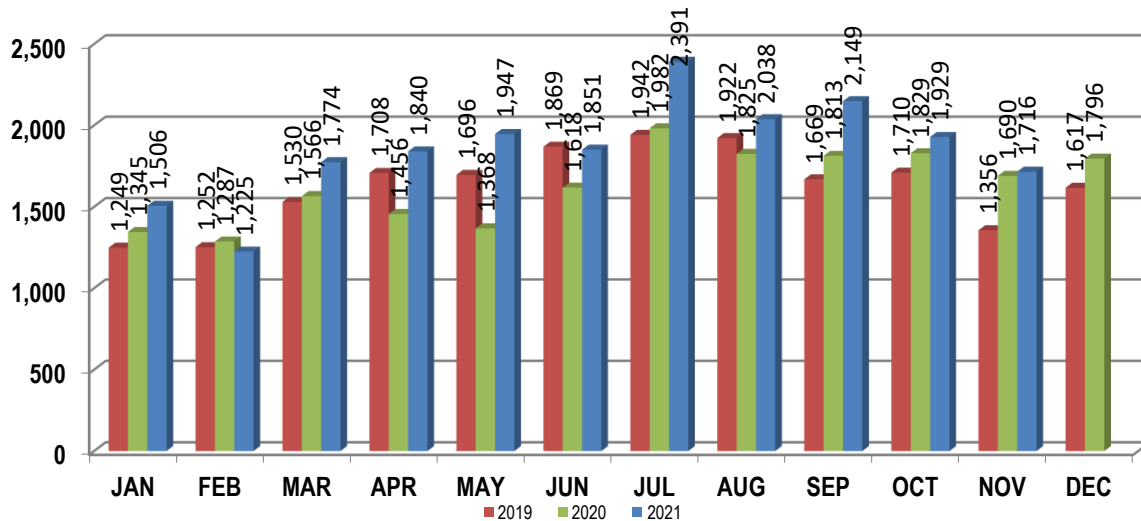
	November Existing Sales			YTD Existing Sales		
	2021	2020	% change	2021	2020	% change
Units	1,635	1,624	0.7%	19,522	17,002	14.8%
Median Sales Price	\$215,000	\$171,000	25.7%	\$195,000	\$169,000	15.4%
Average Sales Price	\$242,733	\$207,465	17.0%	\$230,030	\$204,326	12.6%

	November New Home Sales			YTD New Home Sales		
	2021	2020	% change	2021	2020	% change
Units	81	74	9.5%	919	883	4.1%
Median Sales Price	\$428,900	\$374,428	14.5%	\$370,900	\$359,000	3.3%
Average Sales Price	\$458,929	\$437,579	4.9%	\$408,319	\$396,251	3.0%

	November Bank Sales			YTD Bank Sales*		
	2021	2020	% change	2021	2020	% change
Units	5	11	-54.5%	101	307	-67.1%
Median Sales Price	\$237,000	\$74,200	219.4%	\$65,001	\$51,250	26.8%
Average Sales Price	\$187,000	\$122,541	52.6%	\$119,033	\$88,648	34.3%

	November Non-Bank Sales			YTD Non-Bank Sales		
	2021	2020	% change	2021	2020	% change
Units	1,711	1,687	1.4%	20,340	17,578	15.7%
Median Sales Price	\$225,000	\$180,000	25.0%	\$205,000	\$179,000	14.5%
Average Sales Price	\$253,130	\$218,113	16.1%	\$238,637	\$215,987	10.5%

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.

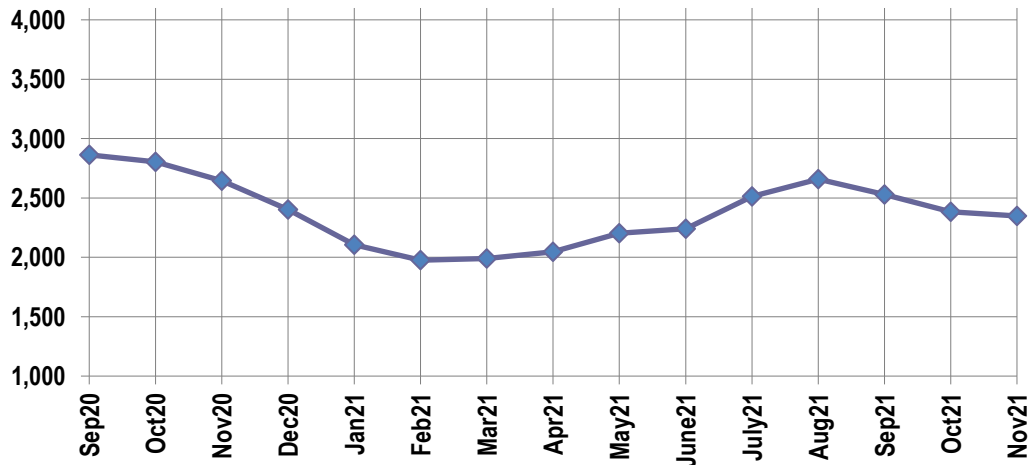


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 11-15-21)		
	Units	Ave. List Price
Single Family	2,203	\$333,602
Condo/Co-op	96	\$269,393
Duplex	49	\$111,057
Market Total	2,348	\$326,332

Pending Sales (as of 11-15-21)		
	Units	Ave. List Price
Single Family	1,438	\$282,493
Condo/Co-op	38	\$147,960
Duplex	13	\$142,607
Market Total	1,489	\$277,838

	November Foreclosure Actions			YTD Foreclosure Actions		
	2021	2020	% change	2021	2020	% change
Total	28	19	47.4%	276	443	-37.7%



Inventory

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
Sep-20	2,863	Sep-21	2,529
Oct-20	2,805	Oct-21	2,384
Nov-20	2,644	Nov-21	2,348

		November Total Sales			November Existing Sales			November New Home Sales			November Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Frayser	Units	58	112	-48.2%	58	112	-48.2%					1	
	Median Sales Price	\$86,250	\$61,250	40.8%	\$86,250	\$61,250	40.8%						
	Ave. Sales Price	\$124,797	\$69,851	78.7%	\$124,797	\$69,851	78.7%					\$51,599	
Raleigh/ Cov. Pike	Units	87	78	11.5%	87	78	11.5%				1	2	-50.0%
	Median Sales Price	\$125,000	\$9,950	39.0%	\$125,000	\$9,950	39.0%						
	Ave. Sales Price	\$155,978	\$97,117	60.6%	\$155,978	\$97,117	60.6%				\$110,000	\$56,525	94.6%
Downtown	Units	43	52	-17.3%	43	50	-14.0%		2				
	Median Sales Price	\$236,500	\$205,950	14.8%	\$236,500	\$220,500	7.3%						
	Ave. Sales Price	\$236,975	\$220,191	7.6%	\$236,975	\$224,719	5.5%		\$107,000				
Midtown	Units	108	102	5.9%	108	101	6.9%		1		1		
	Median Sales Price	\$200,000	\$144,950	38.0%	\$200,000	\$139,900	43.0%						
	Ave. Sales Price	\$210,632	\$184,088	14.4%	\$210,632	\$180,415	16.7%		\$555,000		\$41,000		
S. Memphis	Units	81	62	30.6%	81	62	30.6%						
	Median Sales Price	\$45,600	\$36,500	24.9%	\$45,600	\$36,500	24.9%						
	Ave. Sales Price	\$62,395	\$46,758	33.4%	\$62,395	\$46,758	33.4%						
Berciair/ Highland Heights	Units	66	66	0.0%	66	66	0.0%						
	Median Sales Price	\$75,000	\$49,000	53.1%	\$75,000	\$49,000	53.1%						
	Ave. Sales Price	\$81,939	\$60,299	35.9%	\$81,939	\$60,299	35.9%						
E. Memphis	Units	284	276	2.9%	283	274	3.3%	1	2	-50.0%		1	
	Median Sales Price	\$207,450	\$185,000	12.1%	\$205,000	\$184,000	11.4%						
	Ave. Sales Price	\$253,120	\$232,429	8.9%	\$252,685	\$228,480	10.6%	\$659,000	\$773,410	-14.8%		\$194,000	
Whitehaven	Units	68	63	7.9%	67	60	11.7%	1	3	-66.7%		1	
	Median Sales Price	\$94,950	\$75,000	26.6%	\$94,900	\$73,750	28.7%		\$193,735				
	Ave. Sales Price	\$99,900	\$89,204	12.0%	\$98,388	\$83,856	17.3%	\$201,165	\$196,160	2.6%		\$47,500	
Parkway Village/ Oakhaven	Units	48	47	2.1%	48	47	2.1%					1	
	Median Sales Price	\$96,168	\$75,000	28.2%	\$96,168	\$75,000	28.2%						
	Ave. Sales Price	\$98,598	\$74,986	31.5%	\$98,598	\$74,986	31.5%					\$52,575	
Hickory Hill	Units	126	103	22.3%	125	103	21.4%	1					
	Median Sales Price	\$184,500	\$128,500	43.6%	\$184,000	\$128,500	43.2%						
	Ave. Sales Price	\$182,777	\$133,398	37.0%	\$182,136	\$133,398	36.5%	\$263,000					
Southwind	Units	17	16	6.3%	14	15	-6.7%	3	1	200.0%			
	Median Sales Price	\$276,430	\$223,900	23.5%	\$295,000	\$228,000	29.4%	\$259,000					
	Ave. Sales Price	\$321,333	\$284,550	12.9%	\$333,857	\$290,186	15.0%	\$262,887	\$200,014	31.4%			

		November Total Sales			November Existing Sales			November New Home Sales			November Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Cordova	Units	230	194	18.6%	226	189	19.6%	4	5	-20.0%	2		
	Median Sales Price	\$255,000	\$200,000	27.5%	\$252,500	\$197,000	28.2%	\$400,203	\$320,000	25.1%			
	Ave. Sales Price	\$273,828	\$209,548	30.7%	\$271,638	\$206,454	31.6%	\$397,601	\$326,485	21.8%	\$273,500		
Bartlett	Units	93	94	-1.1%	93	93	0.0%		1		1		
	Median Sales Price	\$292,000	\$235,500	24.0%	\$292,000	\$235,000	24.3%						
	Ave. Sales Price	\$287,668	\$244,967	17.4%	\$287,668	\$243,656	18.1%		\$366,900		\$237,000		
G'town	Units	53	81	-34.6%	52	79	-34.2%	1	2	-50.0%			
	Median Sales Price	\$420,000	\$384,000	9.4%	\$418,500	\$380,000	10.1%						
	Ave. Sales Price	\$443,741	\$470,047	-5.6%	\$437,082	\$450,169	-2.9%	\$790,000	\$1,255,222	-37.1%			
Collierville	Units	106	117	-9.4%	85	99	-14.1%	21	18	16.7%		1	
	Median Sales Price	\$492,475	\$425,000	15.9%	\$460,000	\$385,000	19.5%	\$566,344	\$559,950	1.1%			
	Ave. Sales Price	\$506,902	\$443,408	14.3%	\$472,600	\$408,938	15.6%	\$645,745	\$632,992	2.0%		\$542,000	
Lateland	Units	38	20	90.0%	30	17	76.5%	8	3	166.7%			
	Median Sales Price	\$455,950	\$422,500	7.9%	\$405,000	\$415,000	-2.4%	\$539,450	\$494,500	9.1%			
	Ave. Sales Price	\$448,127	\$423,509	5.8%	\$426,468	\$415,588	2.6%	\$529,347	\$468,393	13.0%			
Arlington	Units	30	32	-6.3%	28	24	16.7%	2	8	-75.0%			
	Median Sales Price	\$384,500	\$334,600	14.9%	\$371,500	\$293,500	26.6%		\$423,796				
	Ave. Sales Price	\$385,207	\$330,387	16.6%	\$381,450	\$304,105	25.4%	\$437,808	\$409,234	7.0%			
Millington	Units	19	24	-20.8%	19	20	-5.0%		4			1	
	Median Sales Price	\$183,000	\$205,000	-10.7%	\$183,000	\$177,500	3.1%		\$235,995				
	Ave. Sales Price	\$227,423	\$194,357	17.0%	\$227,423	\$181,980	25.0%		\$256,245		\$105,000		
Shelby County	Units	1,528	1,514	0.9%	1,486	1,464	1.5%	42	50	-16.0%	5	9	-44.4%
	Median Sales Price	\$215,000	\$168,500	27.6%	\$206,000	\$163,000	26.4%	\$519,014	\$478,354	8.5%	\$237,000	\$52,575	350.8%
	Ave. Sales Price	\$246,181	\$212,056	16.1%	\$237,686	\$202,419	17.4%	\$546,744	\$494,239	10.6%	\$187,000	\$126,528	47.8%
Fayette County	Units	99	96	3.1%	70	79	-11.4%	29	17	70.6%			
	Median Sales Price	\$349,900	\$282,243	24.0%	\$300,000	\$280,000	7.1%	\$375,900	\$288,705	30.2%			
	Ave. Sales Price	\$372,520	\$318,488	17.0%	\$372,708	\$313,280	19.0%	\$372,069	\$342,691	8.6%			
Tipton County	Units	89	88	1.1%	79	81	-2.5%	10	7	42.9%		2	
	Median Sales Price	\$231,200	\$201,000	15.0%	\$205,000	\$190,000	7.9%	\$304,995	\$244,000	25.0%			
	Ave. Sales Price	\$235,927	\$200,864	17.5%	\$222,500	\$195,468	13.8%	\$341,999	\$263,309	29.9%		\$104,600	

		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	1,049	979	7.2%	1,034	976	5.9%	15	3	400.0%	12	29	-58.6%
	Median Sales Price	\$72,000	\$46,000	56.5%	\$70,250	\$46,000	52.7%	\$125,000	\$134,900	-7.3%	\$51,745	\$34,900	48.3%
	Ave. Sales Price	\$82,220	\$59,358	38.5%	\$81,678	\$59,136	38.1%	\$119,633	\$131,633	-9.1%	\$69,573	\$38,715	79.7%
Raleigh/ Cov. Pike	Units	994	837	18.8%	986	830	18.8%	8	7	14.3%	7	19	-63.2%
	Median Sales Price	\$120,000	\$94,225	27.4%	\$120,000	\$92,250	30.1%	\$140,000	\$125,000	12.0%	\$130,000	\$74,500	74.5%
	Ave. Sales Price	\$126,026	\$98,269	28.2%	\$125,806	\$98,005	28.4%	\$153,125	\$129,571	18.2%	\$113,214	\$75,415	50.1%
Downtown	Units	545	490	11.2%	541	470	15.1%	4	20	-80.0%	2	16	-87.5%
	Median Sales Price	\$250,000	\$255,000	-2.0%	\$252,500	\$250,000	1.0%	\$122,000	\$363,105	-66.4%		\$39,462	
	Ave. Sales Price	\$269,066	\$260,025	3.5%	\$269,393	\$254,964	5.7%	\$224,750	\$378,964	-40.7%	\$274,000	\$63,645	330.5%
Midtown	Units	1,193	1,030	15.8%	1,180	1,024	15.2%	13	6	116.7%	7	18	-61.1%
	Median Sales Price	\$205,000	\$162,250	26.3%	\$205,000	\$160,000	28.1%	\$347,000	\$378,625	-8.4%	\$35,500	\$23,508	51.0%
	Ave. Sales Price	\$220,248	\$186,168	18.3%	\$218,570	\$184,770	18.3%	\$372,596	\$424,750	-12.3%	\$44,678	\$43,833	1.9%
S. Memphis	Units	937	809	15.8%	936	808	15.8%	1	1	0.0%	12	35	-65.7%
	Median Sales Price	\$45,600	\$32,390	40.8%	\$45,550	\$32,195	41.5%				\$36,250	\$22,000	64.8%
	Ave. Sales Price	\$57,962	\$41,432	39.9%	\$57,789	\$41,242	40.1%	\$220,000	\$195,000	12.8%	\$34,521	\$22,981	50.2%
Berclair/ Highland Heights	Units	835	643	29.9%	835	643	29.9%				5	9	-44.4%
	Median Sales Price	\$70,000	\$50,000	40.0%	\$70,000	\$50,000	40.0%				\$43,500	\$28,000	55.4%
	Ave. Sales Price	\$79,120	\$56,876	39.1%	\$79,120	\$56,876	39.1%				\$39,340	\$33,087	18.9%
E. Memphis	Units	3,370	2,978	13.2%	3,349	2,941	13.9%	21	37	-43.2%	8	28	-71.4%
	Median Sales Price	\$198,000	\$180,000	10.0%	\$195,000	\$179,000	8.9%	\$629,000	\$650,000	-3.2%	\$102,500	\$86,600	18.4%
	Ave. Sales Price	\$248,607	\$235,366	5.6%	\$246,099	\$230,395	6.8%	\$648,549	\$630,545	2.9%	\$132,587	\$109,617	21.0%
Whitehaven	Units	847	765	10.7%	825	728	13.3%	22	37	-40.5%	7	31	-77.4%
	Median Sales Price	\$85,000	\$74,700	13.8%	\$84,000	\$72,100	16.5%	\$205,850	\$186,085	10.6%	\$71,000	\$47,500	49.5%
	Ave. Sales Price	\$94,908	\$83,154	14.1%	\$91,911	\$77,921	18.0%	\$207,297	\$186,117	11.4%	\$59,128	\$51,303	15.3%
Parkway Village/ Oakhaven	Units	534	432	23.6%	533	432	23.4%	1			4	13	-69.2%
	Median Sales Price	\$90,015	\$75,000	20.0%	\$90,000	\$75,000	20.0%				\$64,822	\$51,900	24.9%
	Ave. Sales Price	\$91,203	\$74,950	21.7%	\$91,140	\$74,950	21.6%	\$125,000			\$73,446	\$55,639	32.0%
Hickory Hill	Units	1,237	1,032	19.9%	1,230	1,006	22.3%	7	26	-73.1%	4	17	-76.5%
	Median Sales Price	\$158,000	\$131,150	20.5%	\$157,500	\$130,000	21.2%	\$220,000	\$284,900	-22.8%	\$133,500	\$110,250	21.1%
	Ave. Sales Price	\$161,162	\$132,677	21.5%	\$160,741	\$128,872	24.7%	\$235,100	\$279,895	-16.0%	\$135,375	\$111,323	21.6%
Southwind	Units	169	123	37.4%	135	114	18.4%	34	9	277.8%	1	1	0.0%
	Median Sales Price	\$274,300	\$260,000	5.5%	\$300,000	\$250,000	20.0%	\$251,253	\$275,000	-8.6%			
	Ave. Sales Price	\$359,404	\$320,190	12.2%	\$385,593	\$323,655	19.1%	\$255,416	\$276,301	-7.6%	\$262,500	\$288,000	-8.9%

		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	2,570	2,098	22.5%	2,519	2,038	23.6%	51	60	-15.0%	6	12	-50.0%
	Median Sales Price	\$238,750	\$200,000	19.4%	\$236,000	\$197,750	19.3%	\$358,775	\$278,338	28.9%	\$273,500	\$169,500	61.4%
	Ave. Sales Price	\$253,467	\$217,626	16.5%	\$251,176	\$216,055	16.3%	\$366,651	\$270,997	35.3%	\$325,187	\$196,805	65.2%
Bartlett	Units	1,251	1,046	19.6%	1,244	1,033	20.4%	7	13	-46.2%	1	10	-90.0%
	Median Sales Price	\$269,000	\$235,000	14.5%	\$268,200	\$235,000	14.1%	\$333,900	\$344,900	-3.2%		\$215,000	
	Ave. Sales Price	\$277,904	\$239,692	15.9%	\$277,499	\$238,642	16.3%	\$349,915	\$323,146	8.3%	\$237,000	\$213,090	11.2%
G'town	Units	843	900	-6.3%	840	885	-5.1%	3	15	-80.0%	2	1	100.0%
	Median Sales Price	\$412,000	\$365,000	12.9%	\$411,750	\$365,000	12.8%	\$905,000	\$940,000	-3.7%			
	Ave. Sales Price	\$467,106	\$432,356	8.0%	\$465,572	\$422,946	10.1%	\$896,666	\$987,492	-9.2%	\$329,944	\$229,000	44.1%
Collinsville	Units	1,170	1,176	-0.5%	1,017	1,034	-1.6%	153	142	7.7%	1	5	-80.0%
	Median Sales Price	\$455,500	\$414,000	10.0%	\$430,000	\$386,500	11.3%	\$598,900	\$553,351	8.2%		\$289,580	
	Ave. Sales Price	\$486,304	\$432,257	12.5%	\$462,114	\$410,544	12.6%	\$647,094	\$590,365	9.6%	\$560,000	\$366,967	52.6%
Lateland	Units	339	309	9.7%	291	254	14.6%	48	55	-12.7%		4	
	Median Sales Price	\$375,000	\$363,000	3.3%	\$345,000	\$320,000	7.8%	\$507,900	\$482,596	5.2%		\$329,000	
	Ave. Sales Price	\$391,652	\$364,901	7.3%	\$370,645	\$341,289	8.6%	\$519,004	\$473,948	9.5%		\$346,750	
Arlington	Units	474	375	26.4%	365	269	35.7%	109	106	2.8%		3	
	Median Sales Price	\$370,000	\$330,000	12.1%	\$345,000	\$290,000	19.0%	\$414,987	\$387,328	7.1%		\$275,000	
	Ave. Sales Price	\$367,252	\$323,089	13.7%	\$346,733	\$292,736	18.4%	\$435,960	\$400,116	9.0%		\$215,666	
Millington	Units	272	189	43.9%	240	181	32.6%	32	8	300.0%	1	5	-80.0%
	Median Sales Price	\$175,000	\$150,000	16.7%	\$160,250	\$148,000	8.3%	\$242,490	\$238,695	1.6%		\$105,000	
	Ave. Sales Price	\$181,518	\$162,816	11.5%	\$172,712	\$158,735	8.8%	\$247,566	\$255,170	-3.0%	\$194,900	\$103,285	88.7%
Shelby County	Units	18,284	15,964	14.5%	17,755	15,419	15.2%	529	545	-2.9%	79	258	-69.4%
	Median Sales Price	\$195,000	\$169,950	14.7%	\$188,000	\$165,000	13.9%	\$431,720	\$418,900	3.1%	\$63,344	\$48,430	30.8%
	Ave. Sales Price	\$233,593	\$210,896	10.8%	\$226,990	\$202,705	12.0%	\$455,227	\$442,625	2.8%	\$118,363	\$86,274	37.2%
Fayette County	Units	1,053	947	11.2%	761	715	6.4%	292	232	25.9%	5	16	-68.8%
	Median Sales Price	\$300,000	\$265,000	13.2%	\$290,000	\$242,000	19.8%	\$334,924	\$300,257	11.5%	\$51,050	\$74,950	-31.9%
	Ave. Sales Price	\$340,399	\$292,769	16.3%	\$331,947	\$274,663	20.9%	\$362,426	\$348,571	4.0%	\$73,750	\$126,713	-41.8%
Tipton County	Units	1,104	974	13.3%	1,006	868	15.9%	98	106	-7.5%	17	33	-48.5%
	Median Sales Price	\$210,000	\$180,000	16.7%	\$200,000	\$170,000	17.6%	\$278,990	\$239,900	16.3%	\$97,000	\$74,900	29.5%
	Ave. Sales Price	\$214,163	\$184,638	16.0%	\$206,595	\$175,169	17.9%	\$291,853	\$262,175	11.3%	\$135,468	\$88,753	52.6%