

Sales Summary

	October Total Sales			YTD Total Sales		
	2021	2020	% change	2021	2020	% change
Units	1,929	1,835	5.1%	18,714	16,184	15.6%
Median Sales Price	\$215,000	\$195,000	10.3%	\$200,500	\$176,000	13.9%
Average Sales Price	\$249,100	\$241,758	3.0%	\$236,654	\$213,426	10.9%

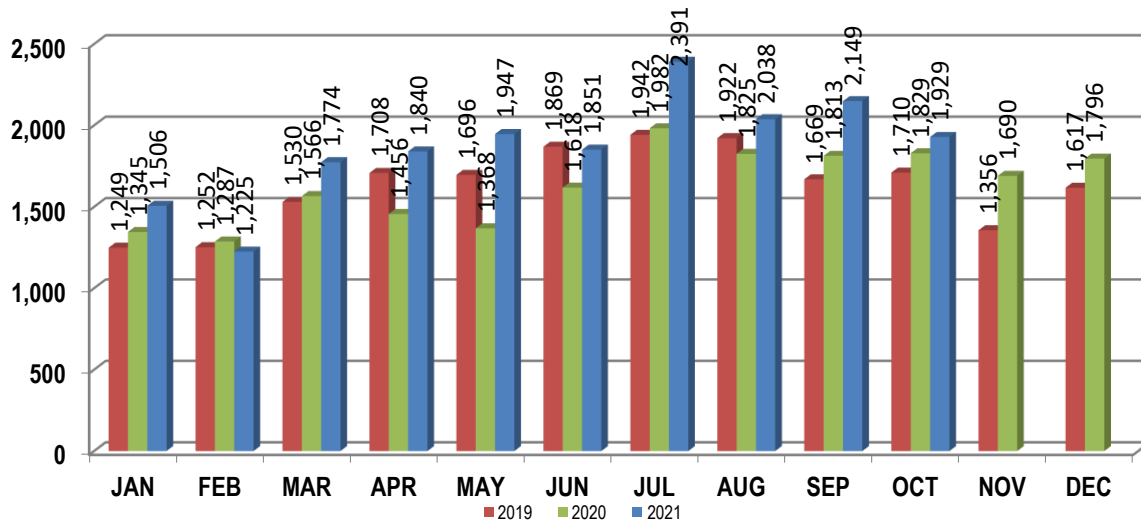
	October Existing Sales			YTD Existing Sales		
	2021	2020	% change	2021	2020	% change
Units	1,859	1,752	6.1%	17,882	15,375	16.3%
Median Sales Price	\$206,000	\$187,000	10.2%	\$194,000	\$168,500	15.1%
Average Sales Price	\$241,363	\$234,382	3.0%	\$228,982	\$204,005	12.2%

	October New Home Sales			YTD New Home Sales		
	2021	2020	% change	2021	2020	% change
Units	70	83	-15.7%	832	809	2.8%
Median Sales Price	\$387,900	\$369,550	5.0%	\$366,400	\$356,900	2.7%
Average Sales Price	\$454,570	\$397,453	14.4%	\$403,488	\$392,471	2.8%

	October Bank Sales			YTD Bank Sales*		
	2021	2020	% change	2021	2020	% change
Units	0	19	-100.0%	96	296	-67.6%
Median Sales Price	\$0	\$48,500	-100.0%	\$63,344	\$50,116	26.4%
Average Sales Price	\$0	\$98,792	-100.0%	\$115,493	\$87,388	32.2%

	October Non-Bank Sales			YTD Non-Bank Sales		
	2021	2020	% change	2021	2020	% change
Units	1,929	1,816	6.2%	18,618	15,888	17.2%
Median Sales Price	\$215,000	\$195,000	10.3%	\$202,000	\$179,000	12.8%
Average Sales Price	\$249,100	\$243,254	2.4%	\$237,279	\$215,774	10.0%

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.

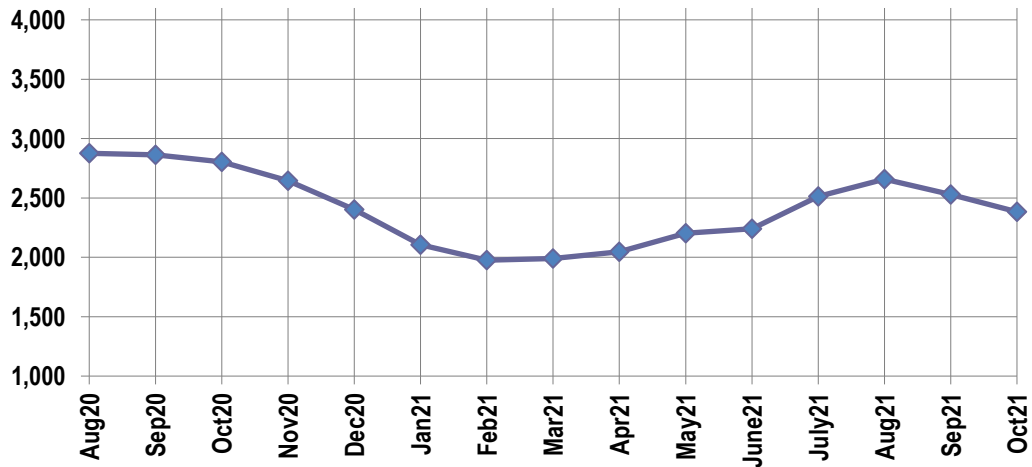


Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 10-17-21)		
	Units	Ave. List Price
Single Family	2,250	\$333,856
Condo/Co-op	96	\$251,632
Duplex	38	\$129,176
Market Total	2,384	\$329,170

Pending Sales (as of 10-17-21)		
	Units	Ave. List Price
Single Family	1,435	\$283,073
Condo/Co-op	33	\$174,093
Duplex	15	\$122,666
Market Total	1,483	\$279,026

	October Foreclosure Actions			YTD Foreclosure Actions		
	2021	2020	% change	2021	2020	% change
Total	28	24	16.7%	247	424	-41.7%



Inventory

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
Sep-20	2,863	Sep-21	2,529
Oct-20	2,805	Oct-21	2,384

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Frayer	Units	94	100	-6.0%	91	99	-8.1%	3	1	200.0%		3	-100.0%
	Median Sales Price	\$77,000	\$49,058	57.0%	\$75,900	\$48,000	58.1%	\$125,000				\$35,000	-100.0%
	Ave. Sales Price	\$86,679	\$59,419	45.9%	\$85,536	\$58,756	45.6%	\$121,333	\$125,000	-2.9%		\$39,538	-100.0%
Raleigh/ Cov. Pike	Units	98	80	22.5%	98	79	24.1%		1			1	-100.0%
	Median Sales Price	\$144,500	103,625	39.4%	\$144,500	103,250	40.0%						
	Ave. Sales Price	\$146,229	\$105,041	39.2%	\$146,229	\$104,915	39.4%		\$115,000			\$35,000	
Downtown	Units	43	45	-4.4%	43	44	-2.3%		1				
	Median Sales Price	\$275,000	\$240,000	14.6%	\$275,000	\$237,500	15.8%						
	Ave. Sales Price	\$301,770	\$342,001	-11.8%	\$301,770	\$337,279	-10.5%		\$549,775				
Midtown	Units	103	101	2.0%	103	101	2.0%					1	-100.0%
	Median Sales Price	\$201,000	\$185,000	8.6%	\$201,000	\$185,000	8.6%						
	Ave. Sales Price	\$225,662	\$209,373	7.8%	\$225,662	\$209,373	7.8%					\$48,500	-100.0%
S. Memphis	Units	87	80	8.8%	87	80	8.8%					2	-100.0%
	Median Sales Price	\$60,900	\$44,000	38.4%	\$60,900	\$44,000	38.4%						
	Ave. Sales Price	\$65,548	\$47,449	38.1%	\$65,548	\$47,449	38.1%					\$40,650	-100.0%
Berciair/ Highland Heights	Units	91	66	37.9%	91	66	37.9%					1	-100.0%
	Median Sales Price	\$74,000	\$63,250	17.0%	\$74,000	\$63,250	17.0%						
	Ave. Sales Price	\$82,236	\$69,808	17.8%	\$82,236	\$69,808	17.8%					\$27,500	-100.0%
E. Memphis	Units	314	296	6.1%	312	292	6.8%	2	4	-50.0%		2	-100.0%
	Median Sales Price	\$190,000	\$194,095	-2.1%	\$189,000	\$191,595	-1.4%		\$631,000				
	Ave. Sales Price	\$257,596	\$266,185	-3.2%	\$253,702	\$262,711	-3.4%	\$865,000	\$519,750	66.4%		\$167,050	-100.0%
Whitehaven	Units	76	60	26.7%	75	58	29.3%	1	2	-50.0%		3	-100.0%
	Median Sales Price	\$95,000	\$73,750	28.8%	\$95,000	\$73,250	29.7%					\$42,500	-100.0%
	Ave. Sales Price	\$104,451	\$85,538	22.1%	\$102,817	\$81,651	25.9%	\$227,000	\$198,277	14.5%		\$40,833	-100.0%
Parkway/ Village/ Oakhaven	Units	49	40	22.5%	49	40	22.5%						
	Median Sales Price	\$102,000	\$79,950	27.6%	\$102,000	\$79,950	27.6%						
	Ave. Sales Price	\$97,813	\$81,573	19.9%	\$97,813	\$81,573	19.9%						
Hickory Hill	Units	127	98	29.6%	127	97	30.9%		1				
	Median Sales Price	\$166,500	\$134,950	23.4%	\$166,500	\$134,900	23.4%						
	Ave. Sales Price	\$170,164	\$132,733	28.2%	\$170,164	\$130,875	30.0%		\$312,900				
Southwind	Units	20	12	66.7%	16	12	33.3%	4				1	-100.0%
	Median Sales Price	\$287,500	\$286,450	0.4%	\$300,500	\$286,450	4.9%	\$253,072					
	Ave. Sales Price	\$402,942	\$368,575	9.3%	\$437,868	\$368,575	18.8%	\$263,237				\$288,000	-100.0%

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Cordova	Units	272	242	12.4%	270	241	12.0%	2	1	100.0%			
	Median Sales Price	\$255,000	\$218,000	17.0%	\$254,000	\$217,000	17.1%						
	Ave. Sales Price	\$253,093	\$228,985	10.5%	\$252,076	\$228,213	10.5%	\$390,269	\$415,000	-6.0%			
Bartlett	Units	123	101	21.8%	122	100	22.0%	1	1	0.0%			
	Median Sales Price	\$266,000	\$265,000	0.4%	\$264,750	\$265,000	-0.1%						
	Ave. Sales Price	\$287,175	\$263,020	9.2%	\$286,349	\$262,351	9.1%	\$387,900	\$329,900	17.6%			
G'town	Units	82	115	-28.7%	82	115	-28.7%						
	Median Sales Price	\$395,000	\$389,000	1.5%	\$395,000	\$389,000	1.5%						
	Ave. Sales Price	\$459,741	\$467,090	-1.6%	\$459,741	\$467,090	-1.6%						
Collierville	Units	102	148	-31.1%	85	130	-34.6%	17	18	-5.6%			
	Median Sales Price	\$504,041	\$464,950	8.4%	\$475,000	\$441,750	7.5%	\$630,000	\$517,500	21.7%			
	Ave. Sales Price	\$520,891	\$486,228	7.1%	\$491,272	\$476,587	3.1%	\$666,984	\$555,860	20.0%			
Lakeland	Units	27	28	-3.6%	25	24	4.2%	2	4	-50.0%			
	Median Sales Price	\$315,000	\$317,500	-0.8%	\$292,000	\$285,000	2.5%		\$449,450				
	Ave. Sales Price	\$359,898	\$326,963	10.1%	\$342,090	\$306,770	11.5%	\$582,500	\$448,125	30.0%			
Arlington	Units	39	26	50.0%	32	22	45.5%	7	4	75.0%			
	Median Sales Price	\$390,000	\$368,200	5.9%	\$384,000	\$343,500	11.8%	\$435,995	\$386,604	12.8%			
	Ave. Sales Price	\$401,796	\$328,551	22.3%	\$385,578	\$318,250	21.2%	\$475,936	\$385,207	23.6%			
Millington	Units	13	18	-27.8%	13	18	-27.8%						
	Median Sales Price	\$185,000	\$173,500	6.6%	\$185,000	\$173,500	6.6%						
	Ave. Sales Price	\$208,607	\$181,805	14.7%	\$208,607	\$181,805	14.7%						
Shelby County	Units	1,722	1,626	5.9%	1,683	1,588	6.0%	39	38	2.6%		34	-100.0%
	Median Sales Price	\$200,000	\$187,250	6.8%	\$200,000	\$181,000	10.5%	\$503,081	\$497,500	1.1%		\$49,494	-100.0%
	Ave. Sales Price	\$242,200	\$240,511	0.7%	\$235,685	\$235,144	0.2%	\$523,376	\$464,788	12.6%		\$89,609	-100.0%
Fayette County	Units	108	109	-0.9%	83	74	12.2%	25	35	-28.6%		3	-100.0%
	Median Sales Price	\$351,150	\$299,900	17.1%	\$350,000	\$262,200	33.5%	\$370,000	\$325,000	13.8%		\$102,000	-100.0%
	Ave. Sales Price	\$392,549	\$308,043	27.4%	\$394,327	\$283,735	39.0%	\$386,646	\$359,439	7.6%		\$257,000	-100.0%
Tipton County	Units	99	100	-1.0%	93	90	3.3%	6	10	-40.0%		2	-100.0%
	Median Sales Price	\$217,500	\$190,000	14.5%	\$205,000	\$182,000	12.6%	\$286,995	\$256,450	11.9%			
	Ave. Sales Price	\$212,626	\$189,791	12.0%	\$207,611	\$180,364	15.1%	\$290,353	\$274,632	5.7%		\$25,268	-100.0%

		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	990	867	14.2%	976	864	13.0%	14	3	366.7%	12	28	-57.1%
	Median Sales Price	\$70,000	\$45,000	55.6%	\$70,000	\$44,950	55.7%	\$125,000	\$134,900	-7.3%	\$51,745	\$34,200	51.3%
	Ave. Sales Price	\$79,683	\$58,003	37.4%	\$79,115	\$57,747	37.0%	\$119,250	\$131,633	-9.4%	\$69,573	\$38,255	81.9%
Raleigh/ Cov. Pike	Units	906	759	19.4%	898	752	19.4%	8	7	14.3%	6	17	-64.7%
	Median Sales Price	\$120,000	\$95,000	26.3%	\$120,000	\$93,950	27.7%	\$140,000	\$125,000	12.0%	\$137,000	\$74,500	83.9%
	Ave. Sales Price	\$123,173	\$98,388	25.2%	\$122,906	\$98,097	25.3%	\$153,125	\$129,571	18.2%	\$113,750	\$77,638	46.5%
Downtown	Units	502	438	14.6%	498	420	18.6%	4	18	-77.8%	2	16	-87.5%
	Median Sales Price	\$255,000	\$257,500	-1.0%	\$255,495	\$252,500	1.2%	\$122,000	\$372,003	-67.2%		\$39,462	
	Ave. Sales Price	\$271,815	\$264,754	2.7%	\$272,193	\$258,565	5.3%	\$224,750	\$409,182	-45.1%	\$274,000	\$63,645	330.5%
Midtown	Units	1,084	928	16.8%	1,072	923	16.1%	12	5	140.0%	6	18	-66.7%
	Median Sales Price	\$207,450	\$162,750	27.5%	\$205,000	\$162,500	26.2%	\$326,000	\$378,000	-13.8%	\$30,250	\$23,508	28.7%
	Ave. Sales Price	\$220,992	\$186,397	18.6%	\$219,370	\$185,247	18.4%	\$365,895	\$398,700	-8.2%	\$45,291	\$43,833	3.3%
S. Memphis	Units	856	747	14.6%	855	746	14.6%	1	1	0.0%	12	35	-65.7%
	Median Sales Price	\$45,750	\$32,000	43.0%	\$45,500	\$31,750	43.3%				\$36,250	\$22,000	64.8%
	Ave. Sales Price	\$57,542	\$40,989	40.4%	\$57,352	\$40,783	40.6%	\$220,000	\$195,000	12.8%	\$34,521	\$22,981	50.2%
Berclair/ Highland Heights	Units	769	577	33.3%	769	577	33.3%				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	\$78,879	\$56,485	39.6%	\$78,879	\$56,485	39.6%				\$39,340	\$33,087	18.9%
E. Memphis	Units	3,085	2,702	14.2%	3,065	2,667	14.9%	20	35	-42.9%	8	27	-70.4%
	Median Sales Price	\$196,500	\$180,000	9.2%	\$195,000	\$178,000	9.6%	\$620,750	\$650,000	-4.5%	\$102,500	\$77,199	32.8%
	Ave. Sales Price	\$248,226	\$235,666	5.3%	\$245,617	\$230,591	6.5%	\$648,026	\$622,382	4.1%	\$132,587	\$106,491	24.5%
Whitehaven	Units	779	701	11.1%	758	667	13.6%	21	34	-38.2%	7	30	-76.7%
	Median Sales Price	\$84,900	\$74,500	14.0%	\$83,250	\$72,000	15.6%	\$206,300	\$184,118	12.0%	\$71,000	\$45,006	57.8%
	Ave. Sales Price	\$94,473	\$82,665	14.3%	\$91,339	\$77,437	18.0%	\$207,589	\$185,231	12.1%	\$59,128	\$51,430	15.0%
Parkway Village/ Oakhaven	Units	486	385	26.2%	485	385	26.0%	1			4	12	-66.7%
	Median Sales Price	\$90,000	\$75,000	20.0%	\$90,000	\$75,000	20.0%				\$64,822	\$50,269	29.0%
	Ave. Sales Price	\$90,473	\$74,945	20.7%	\$90,402	\$74,945	20.6%	\$125,000			\$73,446	\$55,894	31.4%
Hickory Hill	Units	1,112	928	19.8%	1,106	902	22.6%	6	26	-76.9%	4	17	-76.5%
	Median Sales Price	\$155,500	\$131,150	18.6%	\$155,000	\$130,000	19.2%	\$203,500	\$284,900	-28.6%	\$133,500	\$110,250	21.1%
	Ave. Sales Price	\$158,950	\$132,576	19.9%	\$158,562	\$128,330	23.6%	\$230,450	\$279,895	-17.7%	\$135,375	\$111,323	21.6%
Southwind	Units	151	107	41.1%	120	99	21.2%	31	8	287.5%	1	1	0.0%
	Median Sales Price	\$274,300	\$267,090	2.7%	\$301,500	\$253,000	19.2%	\$249,288	\$282,978	-11.9%			
	Ave. Sales Price	\$364,613	\$325,519	12.0%	\$393,009	\$328,726	19.6%	\$254,693	\$285,837	-10.9%	\$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	2,339	1,904	22.8%	2,292	1,849	24.0%	47	55	-14.5%	4	12	-66.7%
	Median Sales Price	\$236,000	\$200,000	18.0%	\$235,000	\$198,000	18.7%	\$358,775	\$269,900	32.9%	\$265,000	\$169,500	56.3%
	Ave. Sales Price	\$251,424	\$218,449	15.1%	\$249,116	\$217,036	14.8%	\$364,016	\$265,953	36.9%	\$351,031	\$196,805	78.4%
Bartlett	Units	1,155	952	21.3%	1,148	940	22.1%	7	12	-41.7%		10	
	Median Sales Price	\$266,000	\$235,000	13.2%	\$265,000	\$234,000	13.2%	\$333,900	\$337,400	-1.0%		\$215,000	
	Ave. Sales Price	\$277,055	\$239,172	15.8%	\$276,610	\$238,146	16.2%	\$349,915	\$319,500	9.5%		\$213,090	
G'town	Units	790	819	-3.5%	788	806	-2.2%	2	13	-84.6%	2	1	100.0%
	Median Sales Price	\$411,750	\$365,000	12.8%	\$411,250	\$360,000	14.2%		\$875,000				
	Ave. Sales Price	\$468,673	\$428,628	9.3%	\$467,452	\$420,278	11.2%	\$950,000	\$946,303	0.4%	\$329,944	\$229,000	44.1%
Collinsville	Units	1,064	1,058	0.6%	932	934	-0.2%	132	124	6.5%	1	4	-75.0%
	Median Sales Price	\$452,500	\$412,250	9.8%	\$425,000	\$389,000	9.3%	\$599,975	\$551,144	8.9%		\$239,919	
	Ave. Sales Price	\$484,252	\$431,196	12.3%	\$461,158	\$410,886	12.2%	\$647,308	\$584,177	10.8%	\$560,000	\$323,209	73.3%
Lateland	Units	300	289	3.8%	262	237	10.5%	38	52	-26.9%		4	
	Median Sales Price	\$365,000	\$362,000	0.8%	\$338,500	\$320,000	5.8%	\$503,138	\$481,048	4.6%		\$329,000	
	Ave. Sales Price	\$383,317	\$360,485	6.3%	\$364,213	\$335,959	8.4%	\$515,038	\$474,268	8.6%		\$346,750	
Arlington	Units	443	343	29.2%	337	245	37.6%	106	98	8.2%		3	
	Median Sales Price	\$369,865	\$330,000	12.1%	\$340,000	\$290,000	17.2%	\$413,979	\$386,351	7.2%		\$275,000	
	Ave. Sales Price	\$365,928	\$322,408	13.5%	\$343,849	\$291,622	17.9%	\$436,123	\$399,372	9.2%		\$215,666	
Millington	Units	254	165	53.9%	222	161	37.9%	32	4	700.0%	1	4	-75.0%
	Median Sales Price	\$173,950	\$147,500	17.9%	\$158,500	\$145,000	9.3%	\$242,490	\$238,695	1.6%		\$92,963	
	Ave. Sales Price	\$177,988	\$158,229	12.5%	\$167,959	\$155,847	7.8%	\$247,566	\$254,095	-2.6%	\$194,900	\$102,856	89.5%
Shelby County	Units	16,747	14,447	15.9%	16,265	13,952	16.6%	482	495	-2.6%	74	249	-70.3%
	Median Sales Price	\$193,000	\$170,000	13.5%	\$185,000	\$165,000	12.1%	\$420,032	\$409,900	2.5%	\$62,000	\$48,000	29.2%
	Ave. Sales Price	\$232,398	\$210,787	10.3%	\$226,020	\$202,747	11.5%	\$447,620	\$437,412	2.3%	\$113,725	\$84,819	34.1%
Fayette County	Units	954	851	12.1%	691	636	8.6%	263	215	22.3%	5	16	-68.8%
	Median Sales Price	\$299,900	\$264,910	13.2%	\$290,000	\$239,950	20.9%	\$323,459	\$300,614	7.6%	\$51,050	\$74,950	-31.9%
	Ave. Sales Price	\$337,507	\$289,868	16.4%	\$328,427	\$269,866	21.7%	\$361,362	\$349,035	3.5%	\$73,750	\$126,713	-41.8%
Tipton County	Units	1,013	886	14.3%	926	787	17.7%	87	99	-12.1%	17	31	-45.2%
	Median Sales Price	\$209,430	\$180,000	16.4%	\$200,000	\$169,500	18.0%	\$274,990	\$239,900	14.6%	\$97,000	\$74,900	29.5%
	Ave. Sales Price	\$212,036	\$183,026	15.9%	\$205,056	\$173,080	18.5%	\$286,329	\$262,095	9.2%	\$135,468	\$87,730	54.4%