

Sales Summary

	September Total Sales			YTD Total Sales		
	2021	2020	% change	2021	2020	% change
Units	2,149	1,828	17.6%	16,781	14,347	17.0%
Median Sales Price	\$210,000	\$189,000	11.1%	\$200,000	\$175,000	14.3%
Average Sales Price	\$240,539	\$225,691	6.6%	\$235,251	\$209,744	12.2%

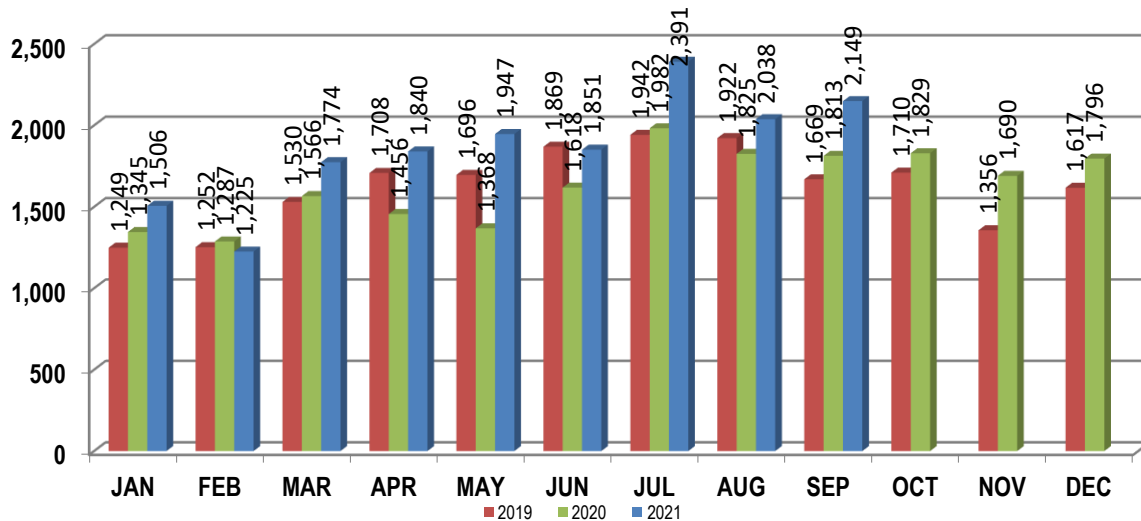
	September Existing Sales			YTD Existing Sales		
	2021	2020	% change	2021	2020	% change
Units	2,073	1,751	18.4%	16,023	13,622	17.6%
Median Sales Price	\$205,750	\$181,000	13.7%	\$191,900	\$165,000	16.3%
Average Sales Price	\$235,335	\$219,010	7.5%	\$227,516	\$200,076	13.7%

	September New Home Sales			YTD New Home Sales		
	2021	2020	% change	2021	2020	% change
Units	76	77	-1.3%	758	725	4.6%
Median Sales Price	\$347,000	\$359,650	-3.5%	\$360,744	\$355,475	1.5%
Average Sales Price	\$382,479	\$377,622	1.3%	\$398,754	\$391,394	1.9%

	September Bank Sales			YTD Bank Sales*		
	2021	2020	% change	2021	2020	% change
Units	5	24	-79.2%	97	277	-65.0%
Median Sales Price	\$75,900	\$49,900	52.1%	\$63,344	\$51,250	23.6%
Average Sales Price	\$224,405	\$112,867	98.8%	\$116,931	\$86,606	35.0%

	September Non-Bank Sales			YTD Non-Bank Sales		
	2021	2020	% change	2021	2020	% change
Units	2,144	1,804	18.8%	16,684	14,070	18.6%
Median Sales Price	\$211,000	\$190,000	11.1%	\$200,000	\$176,500	13.3%
Average Sales Price	\$240,577	\$227,192	5.9%	\$235,939	\$212,168	11.2%

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.



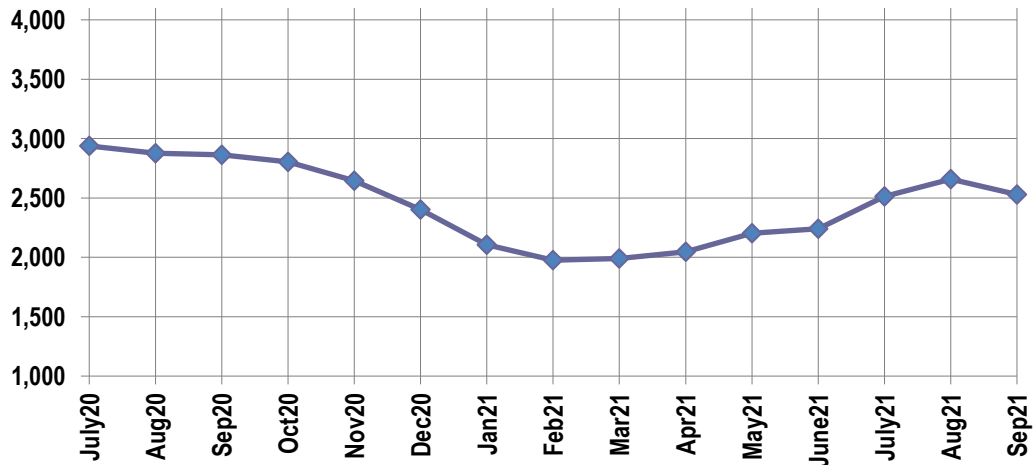
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 09-15-21)		
	Units	Ave. List Price
Single Family	2,371	\$322,229
Condo/Co-op	105	\$193,087
Duplex	53	\$133,088
Market Total	2,529	\$312,903

Pending Sales (as of 09-15-21)		
	Units	Ave. List Price
Single Family	1,490	\$285,962
Condo/Co-op	45	\$196,273
Duplex	17	\$144,164
Market Total	1,553	\$281,794

	September Foreclosure Actions			YTD Foreclosure Actions		
	2021	2020	% change	2021	2020	% change
Total	38	32	18.8%	218	400	-45.5%

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



Inventory

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
Jul-20	2,938	Jul-21	2,514
Aug-20	2,876	Aug-21	2,659
Sep-20	2,863	Sep-21	2,529

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Frayser	Units	108	94	14.9%	104	94	10.6%	4				2	
	Median Sales Price	\$76,000	\$49,700	52.9%	\$74,200	\$49,700	49.3%	\$125,000					
	Ave. Sales Price	\$84,376	\$66,926	26.1%	\$82,766	\$66,926	23.7%	\$126,250				\$32,450	
Raleigh/ Cov. Pike	Units	108	86	25.6%	106	86	23.3%	2				3	
	Median Sales Price	\$135,000	94,139	43.4%	\$135,000	94,139	43.4%					\$55,000	
	Ave. Sales Price	\$139,846	\$97,831	42.9%	\$138,994	\$97,831	42.1%	\$185,000				\$63,900	
Downtown	Units	46	50	-8.0%	46	49	-6.1%		1			1	
	Median Sales Price	\$271,000	\$273,200	-0.8%	\$271,000	\$270,000	0.4%						
	Ave. Sales Price	\$269,191	\$269,700	-0.2%	\$269,191	\$263,708	2.1%		\$563,351			\$7,501	
Midtown	Units	118	108	9.3%	116	107	8.4%	2	1	100.0%	1	1	0.0%
	Median Sales Price	\$207,750	\$202,975	2.4%	\$205,250	\$198,950	3.2%						
	Ave. Sales Price	\$216,222	\$211,873	2.1%	\$212,743	\$209,160	1.7%	\$418,000	\$502,252	-16.8%	\$150,000	\$32,501	361.5%
S. Memphis	Units	98	95	3.2%	98	95	3.2%				2	2	0.0%
	Median Sales Price	\$42,750	\$35,000	22.1%	\$42,750	\$35,000	22.1%						
	Ave. Sales Price	\$53,375	\$42,080	26.8%	\$53,375	\$42,080	26.8%				\$42,500	\$13,750	209.1%
Bercclair/ Highland Heights	Units	90	65	38.5%	90	65	38.5%						
	Median Sales Price	\$75,000	\$55,000	36.4%	\$75,000	\$55,000	36.4%						
	Ave. Sales Price	\$85,884	\$64,325	33.5%	\$85,884	\$64,325	33.5%						
E. Memphis	Units	342	294	16.3%	341	291	17.2%	1	3	-66.7%		3	
	Median Sales Price	\$201,000	\$183,000	9.8%	\$201,000	\$180,000	11.7%		\$438,000			\$148,000	
	Ave. Sales Price	\$243,718	\$234,905	3.8%	\$241,972	\$231,620	4.5%	\$839,000	\$553,500	51.6%		\$200,133	
Whitehaven	Units	84	73	15.1%	83	67	23.9%	1	6	-83.3%		1	
	Median Sales Price	\$78,950	\$77,500	1.9%	\$78,000	\$75,000	4.0%		\$194,660				
	Ave. Sales Price	\$91,853	\$93,209	-1.5%	\$90,771	\$84,317	7.7%	\$181,640	\$192,502	-5.6%		\$48,360	
Parkway Village/ Oakhaven	Units	58	34	70.6%	57	34	67.6%	1				2	
	Median Sales Price	\$103,000	\$67,500	52.6%	\$103,000	\$67,500	52.6%						
	Ave. Sales Price	\$102,379	\$73,364	39.5%	\$101,982	\$73,364	39.0%	\$125,000				\$40,000	
Hickory Hill	Units	148	95	55.8%	148	92	60.9%		3				
	Median Sales Price	\$162,450	\$141,000	15.2%	\$162,450	\$139,000	16.9%		\$309,150				
	Ave. Sales Price	\$163,196	\$143,602	13.6%	\$163,196	\$138,227	18.1%		\$308,450				
Southwind	Units	24	17	41.2%	18	17	5.9%	6					
	Median Sales Price	\$335,000	\$257,000	30.4%	\$397,500	\$257,000	54.7%	\$250,097					
	Ave. Sales Price	\$444,481	\$383,013	16.0%	\$506,444	\$383,013	32.2%	\$258,594					

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Cordova	Units	310	227	36.6%	306	224	36.6%	4	3	33.3%	1	1	0.0%
	Median Sales Price	\$245,000	\$200,000	22.5%	\$245,000	\$200,000	22.5%	\$345,720	\$344,900	0.2%			
	Ave. Sales Price	\$268,182	\$223,492	20.0%	\$267,173	\$221,870	20.4%	\$345,400	\$344,556	0.2%	\$811,125	\$165,000	391.6%
Bartlett	Units	131	107	22.4%	130	107	21.5%	1				2	
	Median Sales Price	\$280,000	\$249,000	12.4%	\$277,500	\$249,000	11.4%						
	Ave. Sales Price	\$283,690	\$247,301	14.7%	\$283,564	\$247,301	14.7%	\$300,000				\$350,000	
G'town	Units	96	94	2.1%	96	93	3.2%		1				
	Median Sales Price	\$407,500	\$382,000	6.7%	\$407,500	\$380,000	7.2%						
	Ave. Sales Price	\$455,279	\$480,985	-5.3%	\$455,279	\$477,716	-4.7%		\$785,000				
Collierville	Units	121	126	-4.0%	108	114	-5.3%	13	12	8.3%			
	Median Sales Price	\$435,000	\$429,500	1.3%	\$417,008	\$412,450	1.1%	\$596,299	\$538,682	10.7%			
	Ave. Sales Price	\$448,402	\$425,721	5.3%	\$428,900	\$411,042	4.3%	\$610,416	\$565,180	8.0%			
Lateland	Units	36	27	33.3%	34	24	41.7%	2	3	-33.3%		2	
	Median Sales Price	\$433,500	\$350,000	23.9%	\$421,250	\$318,500	32.3%		\$510,500				
	Ave. Sales Price	\$419,960	\$350,277	19.9%	\$410,378	\$331,588	23.8%	\$582,850	\$499,784	16.6%		\$234,500	
Arlington	Units	41	45	-8.9%	36	35	2.9%	5	10	-50.0%			
	Median Sales Price	\$328,850	\$350,000	-6.0%	\$312,500	\$320,000	-2.3%	\$402,210	\$400,168	0.5%			
	Ave. Sales Price	\$355,454	\$346,926	2.5%	\$342,641	\$325,291	5.3%	\$447,712	\$422,649	5.9%			
Millington	Units	24	23	4.3%	23	22	4.5%	1	1	0.0%			
	Median Sales Price	\$160,000	\$130,385	22.7%	\$160,000	\$117,693	35.9%						
	Ave. Sales Price	\$168,720	\$154,281	9.4%	\$165,056	\$150,431	9.7%	\$253,000	\$238,990	5.9%			
Shelby County	Units	1,944	1,634	19.0%	1,901	1,590	19.6%	43	44	-2.3%	4	20	-80.0%
	Median Sales Price	\$204,773	\$180,000	13.8%	\$200,000	\$176,000	13.6%	\$393,846	\$453,925	-13.2%	\$97,500	\$49,130	98.5%
	Ave. Sales Price	\$235,158	\$221,968	5.9%	\$231,176	\$215,927	7.1%	\$411,220	\$440,275	-6.6%	\$261,531	\$119,343	119.1%
Fayette County	Units	107	91	17.6%	80	73	9.6%	27	18	50.0%			
	Median Sales Price	\$325,000	\$266,367	22.0%	\$315,250	\$266,000	18.5%	\$336,348	\$268,975	25.0%			
	Ave. Sales Price	\$352,246	\$319,706	10.2%	\$349,305	\$327,628	6.6%	\$360,962	\$287,577	25.5%			
Tipton County	Units	98	103	-4.9%	92	88	4.5%	6	15	-60.0%	1	4	-75.0%
	Median Sales Price	\$220,000	\$200,000	10.0%	\$211,500	\$183,950	15.0%	\$289,990	\$301,451	-3.8%		\$82,150	
	Ave. Sales Price	\$225,306	\$201,687	11.7%	\$222,175	\$184,607	20.4%	\$273,326	\$301,894	-9.5%	\$75,900	\$80,488	-5.7%

		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	895	767	16.7%	884	765	15.6%	11	2	450.0%	12	25	-52.0%
	Median Sales Price	\$69,900	\$44,610	56.7%	\$68,200	\$44,500	53.3%	\$125,000			\$51,745	\$33,500	54.5%
	Ave. Sales Price	\$78,991	\$57,818	36.6%	\$78,497	\$57,617	36.2%	\$118,681	\$134,950	-12.1%	\$69,573	\$38,101	82.6%
Raleigh/ Cov. Pike	Units	808	679	19.0%	800	673	18.9%	8	6	33.3%	6	16	-62.5%
	Median Sales Price	\$118,600	\$92,000	28.9%	\$117,500	\$92,000	27.7%	\$140,000	\$131,000	6.9%	\$137,000	\$79,700	71.9%
	Ave. Sales Price	\$120,376	\$97,604	23.3%	\$120,049	\$97,297	23.4%	\$153,125	\$132,000	16.0%	\$113,750	\$80,303	41.7%
Downtown	Units	459	392	17.1%	455	375	21.3%	4	17	-76.5%	2	16	-87.5%
	Median Sales Price	\$250,000	\$259,716	-3.7%	\$252,500	\$255,000	-1.0%	\$122,000	\$363,105	-66.4%		\$39,462	
	Ave. Sales Price	\$269,008	\$255,197	5.4%	\$269,397	\$248,592	8.4%	\$224,750	\$400,912	-43.9%	\$274,000	\$63,645	330.5%
Midtown	Units	981	827	18.6%	969	822	17.9%	12	5	140.0%	6	17	-64.7%
	Median Sales Price	\$208,000	\$160,000	30.0%	\$205,000	\$159,625	28.4%	\$326,000	\$378,000	-13.8%	\$30,250	\$21,015	43.9%
	Ave. Sales Price	\$220,564	\$183,590	20.1%	\$218,765	\$182,282	20.0%	\$365,895	\$398,700	-8.2%	\$45,291	\$43,559	4.0%
S. Memphis	Units	769	667	15.3%	768	666	15.3%	1	1	0.0%	12	33	-63.6%
	Median Sales Price	\$45,000	\$30,000	50.0%	\$45,000	\$30,000	50.0%				\$36,250	\$22,000	64.8%
	Ave. Sales Price	\$56,637	\$40,215	40.8%	\$56,424	\$39,982	41.1%	\$220,000	\$195,000	12.8%	\$34,521	\$21,910	57.6%
Berciair/ Highland Heights	Units	678	511	32.7%	678	511	32.7%				5	8	-37.5%
	Median Sales Price	\$70,000	\$48,000	45.8%	\$70,000	\$48,000	45.8%				\$43,500	\$28,300	53.7%
	Ave. Sales Price	\$78,525	\$54,764	43.4%	\$78,525	\$54,764	43.4%				\$39,340	\$33,785	16.4%
E. Memphis	Units	2,770	2,406	15.1%	2,752	2,375	15.9%	18	31	-41.9%	8	25	-68.0%
	Median Sales Price	\$197,500	\$179,000	10.3%	\$195,000	\$175,000	11.4%	\$551,468	\$660,000	-16.4%	\$102,500	\$53,600	91.2%
	Ave. Sales Price	\$247,539	\$231,912	6.7%	\$244,775	\$226,642	8.0%	\$623,918	\$635,624	-1.8%	\$132,587	\$101,647	30.4%
Whitehaven	Units	703	641	9.7%	683	609	12.2%	20	32	-37.5%	7	27	-74.1%
	Median Sales Price	\$83,000	\$74,700	11.1%	\$82,000	\$71,300	15.0%	\$205,850	\$184,005	11.9%	\$71,000	\$47,511	49.4%
	Ave. Sales Price	\$93,394	\$82,396	13.3%	\$90,079	\$77,035	16.9%	\$206,619	\$184,416	12.0%	\$59,128	\$52,608	12.4%
Parkway Village/ Oakhaven	Units	438	345	27.0%	437	345	26.7%	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	\$89,722	\$74,177	21.0%	\$89,641	\$74,177	20.8%	\$125,000			\$73,446	\$55,894	31.4%
Hickory Hill	Units	985	830	18.7%	979	805	21.6%	6	25	-76.0%	4	17	-76.5%
	Median Sales Price	\$155,000	\$130,000	19.2%	\$155,000	\$130,000	19.2%	\$203,500	\$284,900	-28.6%	\$133,500	\$110,250	21.1%
	Ave. Sales Price	\$157,504	\$132,558	18.8%	\$157,057	\$128,023	22.7%	\$230,450	\$278,575	-17.3%	\$135,375	\$111,323	21.6%
Southwind	Units	131	95	37.9%	104	87	19.5%	27	8	237.5%	1		
	Median Sales Price	\$272,000	\$260,000	4.6%	\$303,000	\$249,900	21.2%	\$249,288	\$282,978	-11.9%			
	Ave. Sales Price	\$358,761	\$320,081	12.1%	\$386,108	\$323,230	19.5%	\$253,428	\$285,837	-11.3%	\$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	2,066	1,662	24.3%	2,021	1,608	25.7%	45	54	-16.7%	4	12	-66.7%
	Median Sales Price	\$235,000	\$199,000	18.1%	\$232,500	\$195,000	19.2%	\$357,600	\$268,700	33.1%	\$265,000	\$169,500	56.3%
	Ave. Sales Price	\$251,191	\$216,915	15.8%	\$248,705	\$215,361	15.5%	\$362,850	\$263,192	37.9%	\$351,031	\$196,805	78.4%
Bartlett	Units	1,032	851	21.3%	1,026	840	22.1%	6	11	-45.5%		10	
	Median Sales Price	\$266,000	\$230,000	15.7%	\$265,000	\$230,000	15.2%	\$332,900	\$344,900	-3.5%		\$215,000	
	Ave. Sales Price	\$275,848	\$236,341	16.7%	\$275,452	\$235,265	17.1%	\$343,583	\$318,554	7.9%		\$213,090	
G'town	Units	708	703	0.7%	706	691	2.2%	2	12	-83.3%	2	1	100.0%
	Median Sales Price	\$415,000	\$360,000	15.3%	\$414,500	\$355,000	16.8%		\$907,500				
	Ave. Sales Price	\$469,708	\$421,865	11.3%	\$468,347	\$412,488	13.5%	\$950,000	\$961,828	-1.2%	\$329,944	\$229,000	44.1%
Collinsville	Units	962	910	5.7%	847	804	5.3%	115	106	8.5%	1	4	-75.0%
	Median Sales Price	\$450,000	\$405,000	11.1%	\$425,000	\$381,750	11.3%	\$599,000	\$553,351	8.2%		\$239,919	
	Ave. Sales Price	\$480,367	\$422,246	13.8%	\$458,136	\$400,263	14.5%	\$644,104	\$588,985	9.4%	\$560,000	\$323,209	73.3%
Lateland	Units	273	261	4.6%	238	213	11.7%	35	48	-27.1%		4	
	Median Sales Price	\$370,000	\$369,000	0.3%	\$342,500	\$320,000	7.0%	\$504,800	\$481,048	4.9%		\$329,000	
	Ave. Sales Price	\$386,395	\$364,480	6.0%	\$367,884	\$339,248	8.4%	\$512,270	\$476,447	7.5%		\$346,750	
Arlington	Units	403	317	27.1%	305	223	36.8%	98	94	4.3%		3	
	Median Sales Price	\$366,000	\$330,000	10.9%	\$335,000	\$290,000	15.5%	\$413,202	\$386,351	6.9%		\$275,000	
	Ave. Sales Price	\$362,130	\$321,904	12.5%	\$339,471	\$288,995	17.5%	\$432,652	\$399,975	8.2%		\$215,666	
Millington	Units	240	147	63.3%	209	143	46.2%	31	4	675.0%	1	4	-75.0%
	Median Sales Price	\$172,450	\$145,000	18.9%	\$155,000	\$139,900	10.8%	\$241,990	\$238,695	1.4%		\$92,963	
	Ave. Sales Price	\$175,546	\$155,546	12.9%	\$165,430	\$152,789	8.3%	\$243,745	\$254,095	-4.1%	\$194,900	\$102,856	89.5%
Shelby County	Units	15,022	12,819	17.2%	14,582	12,363	17.9%	440	456	-3.5%	74	235	-68.5%
	Median Sales Price	\$191,000	\$167,000	14.4%	\$185,000	\$160,000	15.6%	\$419,114	\$400,733	4.6%	\$62,000	\$48,000	29.2%
	Ave. Sales Price	\$231,297	\$206,951	11.8%	\$224,972	\$198,562	13.3%	\$440,910	\$434,423	1.5%	\$113,725	\$85,380	33.2%
Fayette County	Units	846	742	14.0%	608	562	8.2%	238	180	32.2%	5	13	-61.5%
	Median Sales Price	\$290,000	\$263,093	10.2%	\$285,000	\$239,450	19.0%	\$314,505	\$297,950	5.6%	\$51,050	\$60,000	-14.9%
	Ave. Sales Price	\$330,480	\$287,198	15.1%	\$319,431	\$268,040	19.2%	\$358,707	\$347,012	3.4%	\$73,750	\$96,647	-23.7%
Tipton County	Units	913	786	16.2%	833	697	19.5%	80	89	-10.1%	18	29	-37.9%
	Median Sales Price	\$209,430	\$178,000	17.7%	\$200,000	\$168,000	19.0%	\$274,490	\$238,595	15.0%	\$97,500	\$77,500	25.8%
	Ave. Sales Price	\$212,066	\$182,166	16.4%	\$204,963	\$172,140	19.1%	\$286,032	\$260,687	9.7%	\$142,108	\$92,038	54.4%