

Sales Summary

	April Total Sales			YTD Total Sales		
	2020	2019	% change	2020	2019	% change
Units	1,456	1,710	-14.9%	5,675	5,743	-1.2%
Median Sales Price	\$177,000	\$145,000	22.1%	\$155,000	\$135,000	14.8%
Average Sales Price	\$215,159	\$178,262	20.7%	\$192,218	\$172,803	11.2%

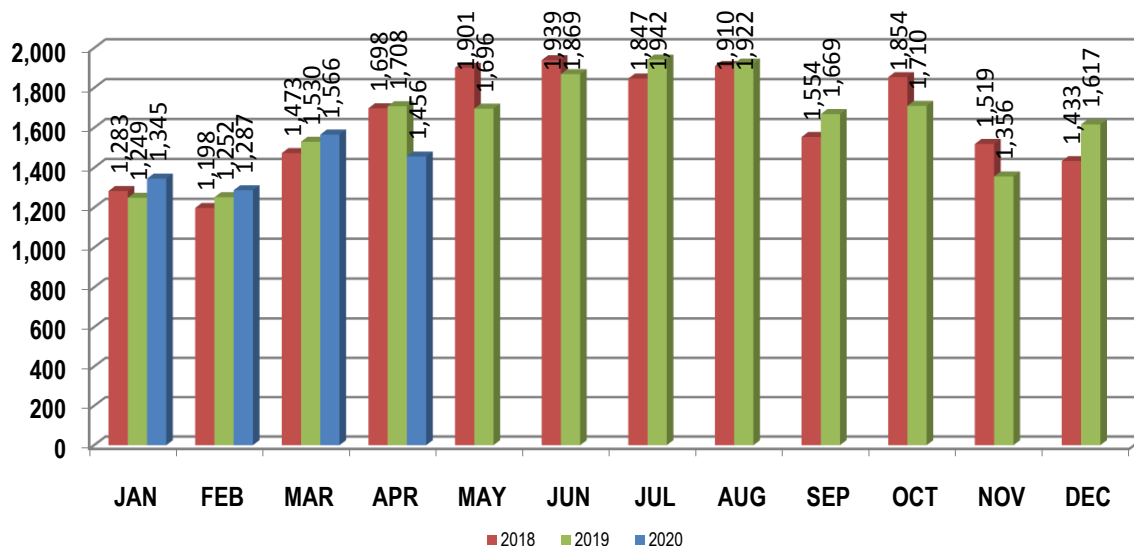
	April Existing Sales			YTD Existing Home Sales		
	2020	2019	% change	2020	2019	% change
Units	1,378	1,642	-16.1%	5,369	5,469	-1.8%
Median Sales Price	\$170,000	\$137,000	24.1%	\$147,000	\$128,000	14.8%
Average Sales Price	\$204,853	\$169,742	20.7%	\$181,261	\$162,750	11.4%

	April New Home Sales			YTD New Home Sales		
	2020	2019	% change	2020	2019	% change
Units	78	68	14.7%	306	274	11.7%
Median Sales Price	\$359,835	\$339,000	6.1%	\$347,150	\$328,150	5.8%
Average Sales Price	\$397,238	\$383,986	3.5%	\$384,461	\$373,455	2.9%

	April Bank Sales			YTD Bank Sales*		
	2020	2019	% change	2020	2019	% change
Units	37	42	-11.9%	159	198	-19.7%
Median Sales Price	\$58,000	\$55,000	5.5%	\$48,000	\$53,000	-9.4%
Average Sales Price	\$99,817	\$82,881	20.4%	\$81,586	\$86,292	-5.5%

	April Non-Bank Sales			YTD Non-Bank Sales		
	2020	2019	% change	2020	2019	% change
Units	1,419	1,668	-14.9%	5,516	5,545	-0.5%
Median Sales Price	\$180,000	\$149,900	20.1%	\$159,900	\$140,000	14.2%
Average Sales Price	\$218,166	\$180,663	20.8%	\$195,407	\$175,892	11.1%

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.



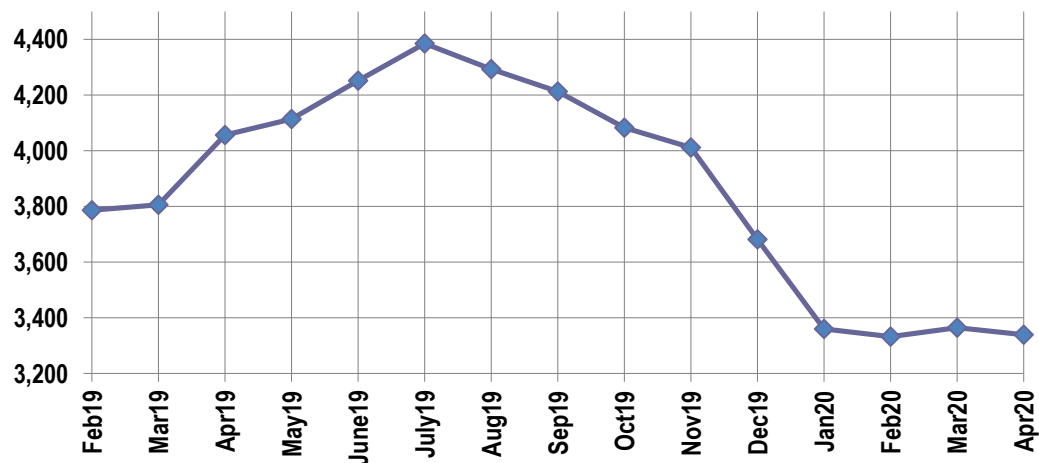
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 04-17-20)		
	Units	Ave. List Price
Single Family	3,141	\$308,762
Condo/Co-op	136	\$196,368
Duplex	63	\$90,413
Market Total	3,340	\$300,067

Pending Sales (as of 04-17-20)		
	Units	Ave. List Price
Single Family	1,127	\$231,324
Condo/Co-op	40	\$159,480
Duplex	9	\$82,233
Market Total	1,176	\$227,739

	April Foreclosure Actions			YTD Foreclosure Actions		
	2020	2019	% change	2020	2019	% change
Total	29	88	-67.0%	268	412	-35.0%

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



Inventory

May-18	4,172	May-19	4,114
Jun-18	4,347	Jun-19	4,251
Jul-18	4,548	Jul-19	4,385
Aug-18	4,564	Aug-19	4,293
Sep-18	4,519	Sep-19	4,213
Oct-18	4,424	Oct-19	4,083
Nov-18	4,301	Nov-19	4,012
Dec-18	4,050	Dec-19	3,682
Jan-19	3,630	Jan-20	3,360
Feb-19	3,786	Feb-20	3,333
Mar-19	3,806	Mar-20	3,365
Apr-19	4,056	Apr-20	3,340

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Frayser	Units	56	112	-50.0%	56	112	-50.0%				4		
	Median Sales Price	\$48,000	\$36,750	30.6%	\$48,000	\$36,750	30.6%				\$37,000		
	Ave. Sales Price	\$54,112	\$49,179	10.0%	\$54,112	\$49,179	10.0%				\$40,031		
Raleigh/ Cov. Pike	Units	73	84	-13.1%	73	84	-13.1%				3	2	50.0%
	Median Sales Price	\$95,000	75,950	25.1%	\$95,000	75,950	25.1%				\$101,250		
	Ave. Sales Price	\$100,778	\$83,497	20.7%	\$100,778	\$83,497	20.7%				\$117,050	\$113,050	3.5%
Downtown	Units	36	52	-30.8%	34	52	-34.6%	2			1	1	0.0%
	Median Sales Price	\$275,000	\$228,000	20.6%	\$272,450	\$228,000	19.5%						
	Ave. Sales Price	\$274,510	\$205,014	33.9%	\$262,535	\$205,014	28.1%	\$478,081			\$58,000	\$17,500	231.4%
Midtown	Units	91	83	9.6%	91	82	11.0%		1		1	2	-50.0%
	Median Sales Price	\$155,900	\$127,500	22.3%	\$155,900	\$126,250	23.5%						
	Ave. Sales Price	\$172,069	\$149,422	15.2%	\$172,069	\$147,720	16.5%		\$289,000		\$8,900	\$207,750	-95.7%
S. Memphis	Units	71	61	16.4%	71	61	16.4%				5	7	-28.6%
	Median Sales Price	\$31,000	\$25,000	24.0%	\$31,000	\$25,000	24.0%				\$15,333	\$16,100	-4.8%
	Ave. Sales Price	\$40,575	\$34,630	17.2%	\$40,575	\$34,630	17.2%				\$12,726	\$19,784	-35.7%
Berclair/ Highland Heights	Units	36	66	-45.5%	36	66	-45.5%				3	2	50.0%
	Median Sales Price	\$66,600	\$41,500	60.5%	\$66,600	\$41,500	60.5%				\$26,321		
	Ave. Sales Price	\$65,326	\$48,857	33.7%	\$65,326	\$48,857	33.7%				\$37,046	\$28,000	32.3%
E. Memphis	Units	246	298	-17.4%	241	295	-18.3%	5	3	66.7%	4	5	-20.0%
	Median Sales Price	\$206,743	\$137,500	50.4%	\$200,000	\$136,000	47.1%	\$824,000	\$710,000	16.1%	\$86,600	\$112,500	-23.0%
	Ave. Sales Price	\$252,554	\$187,081	35.0%	\$243,134	\$182,036	33.6%	\$706,600	\$683,211	3.4%	\$112,255	\$100,081	12.2%
Whitehaven	Units	65	70	-7.1%	64	70	-8.6%	1			3	3	0.0%
	Median Sales Price	\$75,000	\$70,000	7.1%	\$74,500	\$70,000	6.4%				\$16,404	\$55,000	-70.2%
	Ave. Sales Price	\$82,346	\$75,057	9.7%	\$81,023	\$75,057	7.9%	\$167,000			\$22,801	\$53,166	-57.1%
Parkway Village/ Oakhaven	Units	43	55	-21.8%	43	55	-21.8%				1	4	-75.0%
	Median Sales Price	\$79,500	\$75,000	6.0%	\$79,500	\$75,000	6.0%					\$50,394	
	Ave. Sales Price	\$78,374	\$72,074	8.7%	\$78,374	\$72,074	8.7%				\$100,500	\$47,197	112.9%
Hickory Hill	Units	87	120	-27.5%	83	119	-30.3%	4	1	300.0%	4	4	0.0%
	Median Sales Price	\$145,000	\$111,450	30.1%	\$143,500	\$108,000	32.9%	\$277,400			\$177,500	\$75,638	134.7%
	Ave. Sales Price	\$141,519	\$116,706	21.3%	\$134,970	\$115,284	17.1%	\$277,400	\$285,900	-3.0%	\$160,955	\$70,519	128.2%
Southwind	Units	7	13	-46.2%	5	12	-58.3%	2	1	100.0%		1	
	Median Sales Price	\$250,000	\$246,163	1.6%	\$233,000	\$233,032	0.0%						
	Ave. Sales Price	\$244,850	\$262,917	-6.9%	\$233,400	\$261,968	-10.9%	\$273,475	\$274,307	-0.3%		\$123,660	

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Cordova	Units	175	199	-12.1%	169	191	-11.5%	6	8	-25.0%	2	1	100.0%
	Median Sales Price	\$202,000	\$163,000	23.9%	\$200,000	\$162,000	23.5%	\$209,950	\$223,950	-6.3%			
	Ave. Sales Price	\$217,449	\$181,282	20.0%	\$216,636	\$178,980	21.0%	\$240,350	\$236,248	1.7%	\$144,387	\$50,000	188.8%
Bartlett	Units	102	104	-1.9%	101	100	1.0%	1	4	-75.0%	1		
	Median Sales Price	\$216,443	\$188,950	14.6%	\$215,000	\$187,000	15.0%		\$289,900				
	Ave. Sales Price	\$229,260	\$202,744	13.1%	\$227,897	\$198,666	14.7%	\$366,900	\$304,700	20.4%	\$36,500		
G'town	Units	73	83	-12.0%	73	80	-8.8%		3				
	Median Sales Price	\$352,000	\$337,000	4.5%	\$352,000	\$329,950	6.7%		\$725,000				
	Ave. Sales Price	\$443,052	\$367,740	20.5%	\$443,052	\$354,501	25.0%		\$720,768				
Collierville	Units	83	97	-14.4%	70	88	-20.5%	13	9	44.4%	1	1	0.0%
	Median Sales Price	\$425,000	\$349,000	21.8%	\$409,950	\$337,500	21.5%	\$552,337	\$518,621	6.5%			
	Ave. Sales Price	\$451,326	\$381,897	18.2%	\$421,834	\$363,200	16.1%	\$609,550	\$564,715	7.9%	\$630,000	\$350,000	80.0%
Lakeland	Units	30	28	7.1%	23	24	-4.2%	7	4	75.0%	1		
	Median Sales Price	\$402,500	\$318,341	26.4%	\$395,000	\$260,250	51.8%	\$405,000	\$436,732	-7.3%			
	Ave. Sales Price	\$380,124	\$312,680	21.6%	\$360,717	\$291,386	23.8%	\$443,889	\$440,440	0.8%	\$525,000		
Arlington	Units	37	43	-14.0%	26	33	-21.2%	11	10	10.0%	1	1	0.0%
	Median Sales Price	\$325,000	\$301,900	7.7%	\$302,500	\$270,000	12.0%	\$365,730	\$365,668	0.0%			
	Ave. Sales Price	\$312,582	\$291,504	7.2%	\$285,014	\$266,974	6.8%	\$377,744	\$372,453	1.4%	\$82,000	\$71,000	15.5%
Millington	Units	12	20	-40.0%	12	20	-40.0%						
	Median Sales Price	\$152,500	\$182,450	-16.4%	\$152,500	\$182,450	-16.4%						
	Ave. Sales Price	\$165,905	\$172,947	-4.1%	\$165,905	\$172,947	-4.1%						
Shelby County	Units	1,318	1,563	-15.7%	1,266	1,519	-16.7%	52	44	18.2%	33	37	-10.8%
	Median Sales Price	\$171,575	\$137,000	25.2%	\$167,000	\$133,000	25.6%	\$390,750	\$410,165	-4.7%	\$58,000	\$50,000	16.0%
	Ave. Sales Price	\$214,373	\$174,577	22.8%	\$204,767	\$167,298	22.4%	\$448,236	\$425,878	5.2%	\$105,255	\$75,054	40.2%
Fayette County	Units	71	68	4.4%	56	52	7.7%	15	16	-6.3%	2	1	100.0%
	Median Sales Price	\$262,000	\$259,494	1.0%	\$225,750	\$225,000	0.3%	\$319,900	\$305,248	4.8%			
	Ave. Sales Price	\$261,142	\$269,198	-3.0%	\$238,699	\$255,345	-6.5%	\$344,926	\$314,220	9.8%	\$18,657	\$448,000	-95.8%
Tipton County	Units	67	79	-15.2%	56	71	-21.1%	11	8	37.5%	2	4	-50.0%
	Median Sales Price	\$168,000	\$180,000	-6.7%	\$164,450	\$167,900	-2.1%	\$212,660	\$298,750	-28.8%		\$65,500	
	Ave. Sales Price	\$181,893	\$172,886	5.2%	\$172,936	\$159,339	8.5%	\$227,490	\$293,113	-22.4%	\$91,250	\$64,000	42.6%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Frayser	Units	324	387	-16.3%	322	387	-16.8%	2			14	10	40.0%
	Median Sales Price	\$42,000	\$35,500	18.3%	\$41,500	\$35,500	16.9%				\$28,312	\$23,750	19.2%
	Ave. Sales Price	\$51,761	\$47,945	8.0%	\$51,245	\$47,945	6.9%	\$134,950			\$31,581	\$26,350	19.9%
Raleigh/ Cov. Pike	Units	300	322	-6.8%	296	322	-8.1%	4			10	21	-52.4%
	Median Sales Price	\$92,000	\$79,950	15.1%	\$92,000	\$79,950	15.1%	\$131,000			\$84,700	\$72,500	16.8%
	Ave. Sales Price	\$97,564	\$85,665	13.9%	\$97,102	\$85,665	13.4%	\$131,750			\$79,125	\$71,727	10.3%
Downtown	Units	155	148	4.7%	144	146	-1.4%	11	2	450.0%	10	4	150.0%
	Median Sales Price	\$240,000	\$228,250	5.1%	\$226,250	\$232,250	-2.6%	\$363,105			\$43,462	\$27,000	61.0%
	Ave. Sales Price	\$251,664	\$218,295	15.3%	\$239,945	\$219,812	9.2%	\$405,074	\$107,500	276.8%	\$45,192	\$78,077	-42.1%
Midtown	Units	331	320	3.4%	331	316	4.7%		4		11	7	57.1%
	Median Sales Price	\$125,000	\$128,750	-2.9%	\$125,000	\$126,750	-1.4%		\$292,950		\$18,680	\$45,500	-58.9%
	Ave. Sales Price	\$156,052	\$146,042	6.9%	\$156,052	\$144,030	8.3%		\$304,975		\$43,009	\$91,125	-52.8%
S. Memphis	Units	282	263	7.2%	282	263	7.2%				16	24	-33.3%
	Median Sales Price	\$31,000	\$25,000	24.0%	\$31,000	\$25,000	24.0%				\$18,750	\$14,745	27.2%
	Ave. Sales Price	\$40,489	\$34,889	16.1%	\$40,489	\$34,889	16.1%				\$18,266	\$18,756	-2.6%
Berclair/ Highland Heights	Units	211	212	-0.5%	211	212	-0.5%				7	10	-30.0%
	Median Sales Price	\$40,000	\$40,250	-0.6%	\$40,000	\$40,250	-0.6%				\$28,000	\$32,406	-13.6%
	Ave. Sales Price	\$49,949	\$48,163	3.7%	\$49,949	\$48,163	3.7%				\$34,526	\$30,381	13.6%
E. Memphis	Units	938	954	-1.7%	923	944	-2.2%	15	10	50.0%	18	14	28.6%
	Median Sales Price	\$155,000	\$132,250	17.2%	\$154,700	\$130,000	19.0%	\$695,000	\$770,000	-9.7%	\$42,775	\$73,663	-41.9%
	Ave. Sales Price	\$218,372	\$185,767	17.6%	\$210,279	\$180,448	16.5%	\$716,334	\$687,683	4.2%	\$68,827	\$80,977	-15.0%
Whitehaven	Units	282	296	-4.7%	271	288	-5.9%	11	8	37.5%	16	19	-15.8%
	Median Sales Price	\$73,600	\$66,250	11.1%	\$72,500	\$65,000	11.5%	\$180,960	\$174,900	3.5%	\$36,500	\$35,000	4.3%
	Ave. Sales Price	\$79,618	\$71,884	10.8%	\$75,479	\$69,031	9.3%	\$181,581	\$174,606	4.0%	\$46,462	\$43,943	5.7%
Parkway Village/ Oakhaven	Units	176	195	-9.7%	176	195	-9.7%				6	16	-62.5%
	Median Sales Price	\$65,850	\$68,225	-3.5%	\$65,850	\$68,225	-3.5%				\$53,400	\$45,250	18.0%
	Ave. Sales Price	\$68,808	\$67,861	1.4%	\$68,808	\$67,861	1.4%				\$56,683	\$42,075	34.7%
Hickory Hill	Units	369	383	-3.7%	361	379	-4.7%	8	4	100.0%	12	14	-14.3%
	Median Sales Price	\$129,000	\$115,900	11.3%	\$126,900	\$115,000	10.3%	\$274,900	\$279,460	-1.6%	\$144,500	\$77,750	85.9%
	Ave. Sales Price	\$127,883	\$117,476	8.9%	\$124,570	\$115,755	7.6%	\$277,368	\$280,477	-1.1%	\$131,918	\$76,079	73.4%
Southwind	Units	35	48	-27.1%	28	46	-39.1%	7	2	250.0%		4	
	Median Sales Price	\$267,750	\$241,800	10.7%	\$233,950	\$235,800	-0.8%	\$290,955				\$202,200	
	Ave. Sales Price	\$261,963	\$258,038	1.5%	\$255,325	\$257,207	-0.7%	\$288,515	\$277,153	4.1%		\$193,265	

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Cordova	Units	655	693	-5.5%	627	645	-2.8%	28	48	-41.7%	9	17	-47.1%
	Median Sales Price	\$190,000	\$175,000	8.6%	\$187,500	\$169,900	10.4%	\$268,700	\$272,500	-1.4%	\$174,000	\$162,100	7.3%
	Ave. Sales Price	\$212,680	\$193,802	9.7%	\$210,335	\$188,664	11.5%	\$265,190	\$262,848	0.9%	\$194,907	\$203,397	-4.2%
Bartlett	Units	335	317	5.7%	332	296	12.2%	3	21	-85.7%	5	3	66.7%
	Median Sales Price	\$225,000	\$200,000	12.5%	\$223,500	\$194,950	14.6%	\$356,400	\$289,900	22.9%	\$155,000	\$170,000	-8.8%
	Ave. Sales Price	\$230,458	\$212,644	8.4%	\$229,323	\$206,825	10.9%	\$356,066	\$294,664	20.8%	\$145,780	\$199,833	-27.0%
G'town	Units	250	233	7.3%	244	226	8.0%	6	7	-14.3%		2	
	Median Sales Price	\$340,000	\$315,000	7.9%	\$334,250	\$312,000	7.1%	\$870,000	\$715,976	21.5%			
	Ave. Sales Price	\$403,255	\$363,060	11.1%	\$390,487	\$352,218	10.9%	\$922,500	\$713,083	29.4%		\$431,025	
Collierville	Units	292	318	-8.2%	245	271	-9.6%	47	47	0.0%	2	3	-33.3%
	Median Sales Price	\$409,900	\$365,000	12.3%	\$375,000	\$338,000	10.9%	\$542,000	\$512,071	5.8%		\$350,000	
	Ave. Sales Price	\$418,780	\$378,246	10.7%	\$391,198	\$351,462	11.3%	\$562,558	\$532,678	5.6%	\$459,790	\$348,829	31.8%
Lakeland	Units	89	71	25.4%	75	60	25.0%	14	11	27.3%	2	1	100.0%
	Median Sales Price	\$334,999	\$274,900	21.9%	\$310,000	\$257,450	20.4%	\$450,195	\$433,800	3.8%			
	Ave. Sales Price	\$353,088	\$308,198	14.6%	\$334,901	\$285,733	17.2%	\$450,516	\$430,732	4.6%	\$459,000	\$149,900	206.2%
Arlington	Units	114	120	-5.0%	76	88	-13.6%	38	32	18.8%	2	2	0.0%
	Median Sales Price	\$313,500	\$290,000	8.1%	\$262,500	\$256,000	2.5%	\$381,250	\$367,697	3.7%			
	Ave. Sales Price	\$304,860	\$299,204	1.9%	\$262,627	\$274,590	-4.4%	\$389,324	\$366,694	6.2%	\$186,000	\$166,500	11.7%
Millington	Units	47	66	-28.8%	47	66	-28.8%				2	2	0.0%
	Median Sales Price	\$145,000	\$116,500	24.5%	\$145,000	\$116,500	24.5%						
	Ave. Sales Price	\$156,601	\$139,152	12.5%	\$156,601	\$139,152	12.5%				\$41,962	\$128,000	-67.2%
Shelby County	Units	5,105	5,259	-2.9%	4,911	5,063	-3.0%	194	196	-1.0%	138	173	-20.2%
	Median Sales Price	\$149,000	\$129,000	15.5%	\$141,000	\$123,000	14.6%	\$386,621	\$349,975	10.5%	\$42,775	\$52,000	-17.7%
	Ave. Sales Price	\$189,159	\$168,222	12.4%	\$179,566	\$159,585	12.5%	\$431,979	\$391,313	10.4%	\$81,338	\$85,290	-4.6%
Fayette County	Units	282	225	25.3%	210	174	20.7%	72	51	41.2%	8	11	-27.3%
	Median Sales Price	\$249,950	\$255,000	-2.0%	\$214,000	\$232,250	-7.9%	\$292,450	\$297,567	-1.7%	\$51,250	\$96,000	-46.6%
	Ave. Sales Price	\$262,675	\$278,415	-5.7%	\$237,703	\$259,236	-8.3%	\$335,509	\$343,849	-2.4%	\$53,290	\$139,302	-61.7%
Tipton County	Units	288	259	11.2%	248	232	6.9%	40	27	48.1%	13	14	-7.1%
	Median Sales Price	\$171,000	\$169,900	0.6%	\$165,000	\$164,550	0.3%	\$231,683	\$305,000	-24.0%	\$100,000	\$47,750	109.4%
	Ave. Sales Price	\$177,455	\$174,081	1.9%	\$167,026	\$159,457	4.7%	\$242,112	\$299,738	-19.2%	\$101,642	\$57,028	78.2%