

## Sales Summary

	April Total Sales			YTD Total Sales		
	2021	2020	% change	2021	2020	% change
Units	1,840	1,462	25.9%	6,361	5,680	12.0%
Median Sales Price	\$182,000	\$178,475	2.0%	\$173,000	\$155,000	11.6%
Average Sales Price	\$224,956	\$216,980	3.7%	\$214,336	\$193,410	10.8%

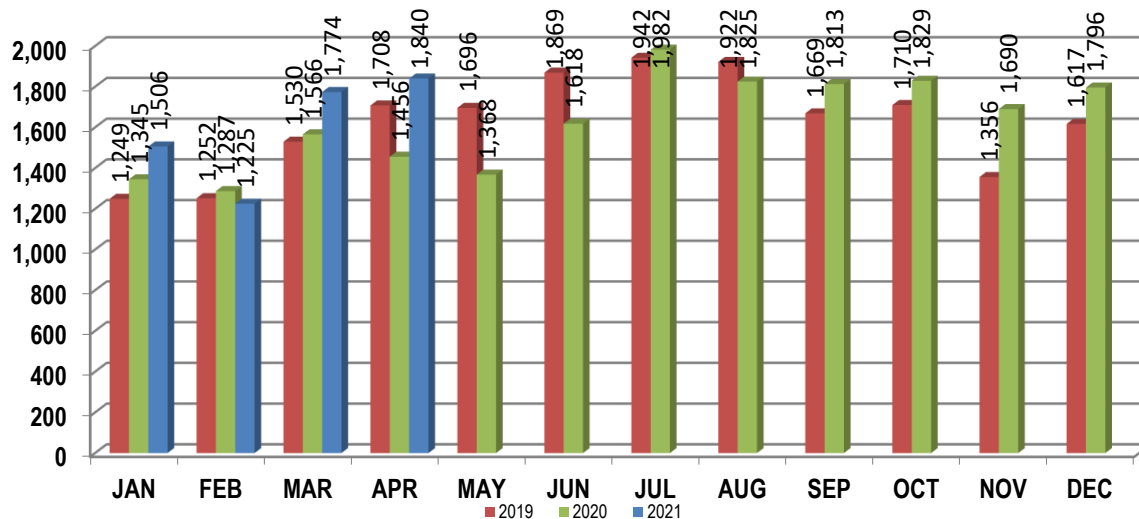
	April Existing Sales			YTD Existing Home Sales		
	2021	2020	% change	2021	2020	% change
Units	1,753	1,376	27.4%	6,065	5,362	13.1%
Median Sales Price	\$172,000	\$170,000	1.2%	\$165,000	\$147,000	12.2%
Average Sales Price	\$214,940	\$205,478	4.6%	\$204,867	\$181,532	12.9%

	April New Home Sales			YTD New Home Sales		
	2021	2020	% change	2021	2020	% change
Units	87	86	1.2%	296	318	-6.9%
Median Sales Price	\$410,000	\$356,600	15.0%	\$383,256	\$349,800	9.6%
Average Sales Price	\$426,765	\$401,001	6.4%	\$408,360	\$393,683	3.7%

	April Bank Sales			YTD Bank Sales*		
	2021	2020	% change	2021	2020	% change
Units	10	37	-73.0%	60	158	-62.0%
Median Sales Price	\$137,000	\$58,000	136.2%	\$75,000	\$48,000	56.3%
Average Sales Price	\$134,420	\$99,817	34.7%	\$126,428	\$81,771	54.6%

	April Non-Bank Sales			YTD Non-Bank Sales		
	2021	2020	% change	2021	2020	% change
Units	1,830	1,425	28.4%	6,301	5,522	14.1%
Median Sales Price	\$182,400	\$180,000	1.3%	\$174,900	\$160,000	9.3%
Average Sales Price	\$225,451	\$220,022	2.5%	\$215,173	\$196,604	9.4%

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.



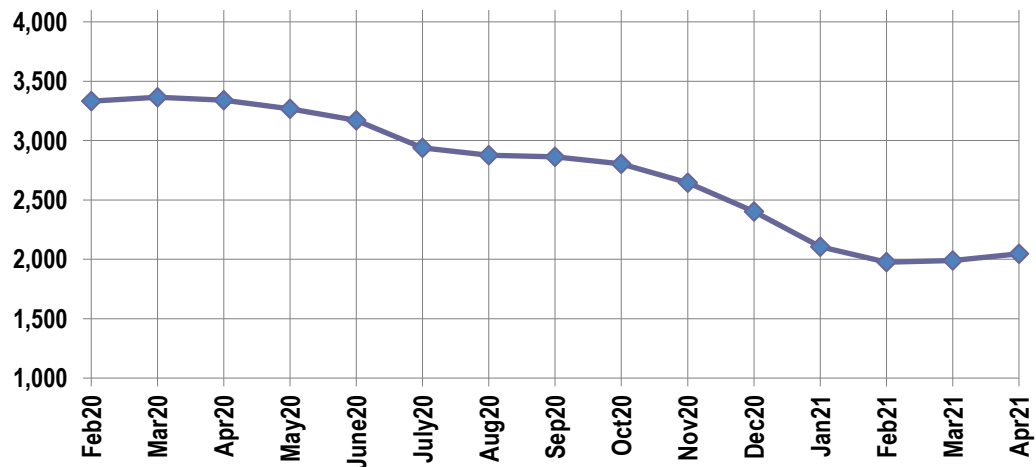
## Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 04-15-21)		
	Units	Ave. List Price
Single Family	1,903	\$321,392
Condo/Co-op	92	\$243,930
Duplex	53	\$125,762
<b>Market Total</b>	<b>2,048</b>	<b>\$312,849</b>

Pending Sales (as of 04-15-21)		
	Units	Ave. List Price
Single Family	1,501	\$280,683
Condo/Co-op	46	\$198,397
Duplex	10	\$128,260
<b>Market Total</b>	<b>1,557</b>	<b>\$277,273</b>

	April Foreclosure Actions			YTD Foreclosure Actions		
	2021	2020	% change	2021	2020	% change
<b>Total</b>	27	29	-6.9%	96	268	-64.2%

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



## Inventory

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
Apr-20	3,340	Apr-21	2,048

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Fraser	Units	132	55	140.0%	132	55	140.0%					4	
	Median Sales Price	\$60,200	\$49,000	22.9%	\$60,200	\$49,000	22.9%					\$37,000	
	Ave. Sales Price	\$70,974	\$55,069	28.9%	\$70,974	\$55,069	28.9%					\$40,031	
Raleigh/ Cov. Pike	Units	100	74	35.1%	100	74	35.1%					3	
	Median Sales Price	\$110,000	\$95,000	15.8%	\$110,000	\$95,000	15.8%					\$101,250	
	Ave. Sales Price	\$117,541	\$99,944	17.6%	\$117,541	\$99,944	17.6%					\$117,050	
Downtown	Units	44	36	22.2%	44	34	29.4%		2			1	
	Median Sales Price	\$227,500	\$275,000	-17.3%	\$227,500	\$272,450	-16.5%						
	Ave. Sales Price	\$259,075	\$274,510	-5.6%	\$259,075	\$262,535	-1.3%		\$478,081			\$58,000	
Midtown	Units	104	90	15.6%	104	90	15.6%					1	
	Median Sales Price	\$202,500	\$152,950	32.4%	\$202,500	\$152,950	32.4%						
	Ave. Sales Price	\$223,843	\$170,697	31.1%	\$223,843	\$170,697	31.1%					\$8,900	
S. Memphis	Units	85	70	21.4%	84	70	20.0%	1				5	
	Median Sales Price	\$49,500	\$31,000	59.7%	\$48,750	\$31,000	57.3%					\$15,333	
	Ave. Sales Price	\$58,650	\$40,826	43.7%	\$56,729	\$40,826	39.0%	\$220,000				\$12,726	
Berkshire/ Highland Heights	Units	74	36	105.6%	74	36	105.6%					3	
	Median Sales Price	\$65,000	\$66,600	-2.4%	\$65,000	\$66,600	-2.4%					\$26,321	
	Ave. Sales Price	\$72,016	\$65,326	10.2%	\$72,016	\$65,326	10.2%					\$37,046	
E. Memphis	Units	306	247	23.9%	306	242	26.4%		5		1	4	-75.0%
	Median Sales Price	\$180,000	\$208,000	-13.5%	\$180,000	\$202,500	-11.1%		\$824,000			\$86,600	
	Ave. Sales Price	\$242,858	\$255,090	-4.8%	\$242,858	\$245,762	-1.2%		\$706,600		\$250,000	\$112,255	122.7%
Whitehaven	Units	89	66	34.8%	88	64	37.5%	1	2	-50.0%	3	3	0.0%
	Median Sales Price	\$87,900	\$75,000	17.2%	\$87,400	\$74,500	17.3%				\$71,000	\$16,404	332.8%
	Ave. Sales Price	\$98,329	\$83,802	17.3%	\$97,339	\$81,023	20.1%	\$185,460	\$172,737	7.4%	\$66,000	\$22,801	189.5%
Parkway/ Village/ Oakhaven	Units	50	43	16.3%	50	43	16.3%					1	
	Median Sales Price	\$83,450	\$79,500	5.0%	\$83,450	\$79,500	5.0%						
	Ave. Sales Price	\$80,837	\$78,374	3.1%	\$80,837	\$78,374	3.1%					\$100,500	
Hickory Hill	Units	98	87	12.6%	98	83	18.1%		4		2	4	-50.0%
	Median Sales Price	\$142,250	\$145,000	-1.9%	\$142,250	\$143,500	-0.9%		\$277,400			\$177,500	
	Ave. Sales Price	\$145,783	\$141,519	3.0%	\$145,783	\$134,970	8.0%		\$277,400		\$165,250	\$160,955	2.7%
Southwind	Units	15	7	114.3%	14	5	180.0%	1	2	-50.0%	1		
	Median Sales Price	\$262,500	\$250,000	5.0%	\$268,400	\$233,000	15.2%						
	Ave. Sales Price	\$310,767	\$244,850	26.9%	\$315,675	\$233,400	35.3%	\$242,060	\$273,475	-11.5%	\$262,500		

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Cordova	Units	200	175	14.3%	190	169	12.4%	10	6	66.7%	1	2	-50.0%
	Median Sales Price	\$235,000	\$202,000	16.3%	\$226,500	\$200,000	13.3%	\$354,490	\$209,950	68.8%			
	Ave. Sales Price	\$241,145	\$217,426	10.9%	\$235,312	\$216,612	8.6%	\$351,965	\$240,350	46.4%	\$235,000	\$144,387	62.8%
Bartlett	Units	104	102	2.0%	103	101	2.0%	1	1	0.0%		1	
	Median Sales Price	\$250,000	\$216,443	15.5%	\$250,000	\$215,000	16.3%						
	Ave. Sales Price	\$255,751	\$229,260	11.6%	\$254,992	\$227,897	11.9%	\$333,900	\$366,900	-9.0%		\$36,500	
G'town	Units	78	74	5.4%	77	73	5.5%	1	1	0.0%			
	Median Sales Price	\$377,000	\$358,500	5.2%	\$375,000	\$352,000	6.5%						
	Ave. Sales Price	\$417,842	\$448,889	-6.9%	\$411,515	\$443,052	-7.1%	\$905,000	\$875,000	3.4%			
Collierville	Units	127	85	49.4%	109	70	55.7%	18	15	20.0%		1	
	Median Sales Price	\$427,500	\$425,000	0.6%	\$400,000	\$409,950	-2.4%	\$565,000	\$552,337	2.3%			
	Ave. Sales Price	\$451,548	\$454,854	-0.7%	\$428,896	\$421,834	1.7%	\$588,718	\$608,943	-3.3%		\$630,000	
Lakeland	Units	29	30	-3.3%	24	23	4.3%	5	7	-28.6%		1	
	Median Sales Price	\$375,000	\$402,500	-6.8%	\$320,000	\$395,000	-19.0%	\$494,900	\$405,000	22.2%			
	Ave. Sales Price	\$403,600	\$380,124	6.2%	\$385,979	\$360,717	7.0%	\$488,185	\$443,889	10.0%		\$525,000	
Arlington	Units	46	36	27.8%	30	25	20.0%	16	11	45.5%		1	
	Median Sales Price	\$373,500	\$327,500	14.0%	\$315,000	\$305,000	3.3%	\$435,967	\$365,730	19.2%			
	Ave. Sales Price	\$367,075	\$317,626	15.6%	\$325,040	\$291,174	11.6%	\$445,891	\$377,744	18.0%		\$82,000	
Millington	Units	19	13	46.2%	18	12	50.0%	1	1	0.0%			
	Median Sales Price	\$154,500	\$155,000	-0.3%	\$148,500	\$152,500	-2.6%						
	Ave. Sales Price	\$152,497	\$176,604	-13.7%	\$147,025	\$165,905	-11.4%	\$250,990	\$305,000	-17.7%			
Shelby County	Units	1,663	1,321	25.9%	1,608	1,264	27.2%	55	57	-3.5%	8	33	-75.8%
	Median Sales Price	\$173,500	\$172,500	0.6%	\$165,000	\$167,300	-1.4%	\$454,950	\$394,000	15.5%	\$165,250	\$58,000	184.9%
	Ave. Sales Price	\$220,077	\$216,181	1.8%	\$211,542	\$205,458	3.0%	\$469,621	\$453,978	3.4%	\$159,500	\$105,255	51.5%
Fayette County	Units	89	70	27.1%	61	54	13.0%	28	16	75.0%	1	2	-50.0%
	Median Sales Price	\$275,000	\$262,993	4.6%	\$260,000	\$229,500	13.3%	\$340,250	\$316,060	7.7%			
	Ave. Sales Price	\$318,494	\$264,256	20.5%	\$299,586	\$241,856	23.9%	\$359,685	\$339,855	5.8%	\$45,200	\$18,657	142.3%
Tipton County	Units	88	71	23.9%	84	58	44.8%	4	13	-69.2%	1	2	-50.0%
	Median Sales Price	\$195,500	\$170,000	15.0%	\$191,000	\$164,450	16.1%	\$303,662	\$218,935	38.7%			
	Ave. Sales Price	\$222,549	\$185,226	20.1%	\$218,525	\$172,059	27.0%	\$307,053	\$243,972	25.9%	\$23,000	\$91,250	-74.8%

		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
Frayser	Units	399	323	23.5%	398	321	24.0%	1	2	-50.0%	4	14	-71.4%
	Median Sales Price	\$63,000	\$42,000	50.0%	\$63,000	\$42,000	50.0%				\$67,973	\$28,312	140.1%
	Ave. Sales Price	\$72,790	\$51,917	40.2%	\$72,752	\$51,400	41.5%	\$88,000	\$134,950	-34.8%	\$70,986	\$31,581	124.8%
Raleigh/ Cov. Pike	Units	311	301	3.3%	308	297	3.7%	3	4	-25.0%	3	10	-70.0%
	Median Sales Price	\$106,900	\$92,000	16.2%	\$105,000	\$92,000	14.1%	\$125,000	\$131,000	-4.6%	\$51,500	\$84,700	-39.2%
	Ave. Sales Price	\$110,530	\$97,370	13.5%	\$110,340	\$96,907	13.9%	\$130,000	\$131,750	-1.3%	\$76,333	\$79,125	-3.5%
Downtown	Units	166	155	7.1%	164	144	13.9%	2	11	-81.8%	2	10	-80.0%
	Median Sales Price	\$236,000	\$240,000	-1.7%	\$239,500	\$226,250	5.9%		\$363,105			\$43,462	
	Ave. Sales Price	\$264,213	\$251,664	5.0%	\$265,959	\$239,945	10.8%	\$121,000	\$405,074	-70.1%	\$274,000	\$45,192	506.3%
Midtown	Units	374	329	13.7%	372	329	13.1%	2			5	11	-54.5%
	Median Sales Price	\$179,950	\$125,000	44.0%	\$177,450	\$125,000	42.0%				\$25,000	\$18,680	33.8%
	Ave. Sales Price	\$202,416	\$155,905	29.8%	\$200,749	\$155,905	28.8%	\$512,500			\$24,350	\$43,009	-43.4%
S. Memphis	Units	317	281	12.8%	316	281	12.5%	1			7	16	-56.3%
	Median Sales Price	\$42,000	\$31,000	35.5%	\$41,500	\$31,000	33.9%				\$35,500	\$18,750	89.3%
	Ave. Sales Price	\$53,495	\$40,551	31.9%	\$52,968	\$40,551	30.6%	\$220,000			\$33,464	\$18,266	83.2%
Berklairst/ Highland Heights	Units	280	211	32.7%	280	211	32.7%				2	7	-71.4%
	Median Sales Price	\$65,000	\$40,000	62.5%	\$65,000	\$40,000	62.5%					\$28,000	
	Ave. Sales Price	\$71,798	\$49,949	43.7%	\$71,798	\$49,949	43.7%				\$36,100	\$34,526	4.6%
E. Memphis	Units	1,069	940	13.7%	1,063	925	14.9%	6	15	-60.0%	7	18	-61.1%
	Median Sales Price	\$174,393	\$155,000	12.5%	\$172,800	\$155,000	11.5%	\$464,500	\$695,000	-33.2%	\$129,000	\$42,775	201.6%
	Ave. Sales Price	\$228,918	\$219,122	4.5%	\$227,537	\$211,059	7.8%	\$473,650	\$716,334	-33.9%	\$145,314	\$68,827	111.1%
Whitehaven	Units	317	282	12.4%	309	270	14.4%	8	12	-33.3%	5	16	-68.8%
	Median Sales Price	\$80,000	\$74,000	8.1%	\$80,000	\$72,750	10.0%	\$213,920	\$180,750	18.4%	\$71,000	\$36,500	94.5%
	Ave. Sales Price	\$91,130	\$80,192	13.6%	\$87,919	\$75,697	16.1%	\$215,130	\$181,322	18.6%	\$61,580	\$46,462	32.5%
Parkway/ Village/ Oakhaven	Units	188	176	6.8%	188	176	6.8%				1	6	-83.3%
	Median Sales Price	\$83,450	\$65,850	26.7%	\$83,450	\$65,850	26.7%					\$53,400	
	Ave. Sales Price	\$82,891	\$68,808	20.5%	\$82,891	\$68,808	20.5%				\$49,140	\$56,683	-13.3%
Hickory Hill	Units	400	368	8.7%	398	360	10.6%	2	8	-75.0%	3	12	-75.0%
	Median Sales Price	\$140,250	\$128,950	8.8%	\$140,000	\$126,450	10.7%		\$274,900		\$137,000	\$144,500	-5.2%
	Ave. Sales Price	\$145,358	\$127,783	13.8%	\$144,486	\$124,459	16.1%	\$318,900	\$277,368	15.0%	\$153,500	\$131,918	16.4%
Southwind	Units	43	35	22.9%	42	28	50.0%	1	7	-85.7%	1		
	Median Sales Price	\$262,000	\$267,750	-2.1%	\$262,250	\$233,950	12.1%		\$290,955				
	Ave. Sales Price	\$332,347	\$261,963	26.9%	\$334,497	\$255,325	31.0%	\$242,060	\$288,515	-16.1%	\$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	711	655	8.5%	690	627	10.0%	21	28	-25.0%	3	9	-66.7%
	Median Sales Price	\$220,000	\$190,000	15.8%	\$216,500	\$187,500	15.5%	\$351,380	\$268,700	30.8%	\$235,000	\$174,000	35.1%
	Ave. Sales Price	\$231,626	\$212,674	8.9%	\$228,015	\$210,329	8.4%	\$350,256	\$265,190	32.1%	\$197,666	\$194,907	1.4%
Bartlett	Units	363	335	8.4%	360	332	8.4%	3	3	0.0%		5	
	Median Sales Price	\$240,000	\$225,000	6.7%	\$240,000	\$223,500	7.4%	\$384,900	\$356,400	8.0%		\$155,000	
	Ave. Sales Price	\$253,286	\$230,405	9.9%	\$252,323	\$229,269	10.1%	\$368,900	\$356,066	3.6%		\$145,780	
G'town	Units	249	251	-0.8%	247	244	1.2%	2	7	-71.4%	2		
	Median Sales Price	\$379,900	\$340,000	11.7%	\$379,000	\$334,250	13.4%		\$875,000				
	Ave. Sales Price	\$437,378	\$405,135	8.0%	\$433,227	\$390,487	10.9%	\$950,000	\$915,714	3.7%	\$329,944		
Collierville	Units	336	294	14.3%	286	244	17.2%	50	50	0.0%	1	2	-50.0%
	Median Sales Price	\$435,250	\$409,900	6.2%	\$400,000	\$372,750	7.3%	\$572,925	\$543,500	5.4%			
	Ave. Sales Price	\$465,127	\$420,047	10.7%	\$436,031	\$390,507	11.7%	\$631,557	\$564,205	11.9%	\$560,000	\$459,790	21.8%
Lakeland	Units	74	90	-17.8%	61	75	-18.7%	13	15	-13.3%		2	
	Median Sales Price	\$362,400	\$339,950	6.6%	\$340,000	\$310,000	9.7%	\$494,900	\$495,389	-0.1%			
	Ave. Sales Price	\$383,468	\$355,175	8.0%	\$363,589	\$334,901	8.6%	\$476,745	\$456,543	4.4%		\$459,000	
Arlington	Units	140	113	23.9%	96	75	28.0%	44	38	15.8%		2	
	Median Sales Price	\$355,950	\$315,000	13.0%	\$315,000	\$265,000	18.9%	\$414,674	\$381,250	8.8%			
	Ave. Sales Price	\$350,962	\$306,398	14.5%	\$316,019	\$264,383	19.5%	\$427,201	\$389,324	9.7%		\$186,000	
Millington	Units	85	48	77.1%	67	47	42.6%	18	1	1700.0%	1	2	-50.0%
	Median Sales Price	\$174,900	\$146,500	19.4%	\$144,000	\$145,000	-0.7%	\$240,990					
	Ave. Sales Price	\$173,035	\$159,692	8.4%	\$155,480	\$156,601	-0.7%	\$238,378	\$305,000	-21.8%	\$194,900	\$41,962	364.5%
Shelby County	Units	5,699	5,107	11.6%	5,522	4,906	12.6%	177	201	-11.9%	46	138	-66.7%
	Median Sales Price	\$165,000	\$149,900	10.1%	\$159,698	\$141,000	13.3%	\$422,649	\$387,695	9.0%	\$67,000	\$42,775	56.6%
	Ave. Sales Price	\$208,821	\$189,784	10.0%	\$201,274	\$179,729	12.0%	\$444,254	\$435,191	2.1%	\$123,086	\$81,338	51.3%
Fayette County	Units	331	281	17.8%	231	206	12.1%	100	75	33.3%	2	7	-71.4%
	Median Sales Price	\$284,190	\$258,000	10.2%	\$270,100	\$220,000	22.8%	\$314,505	\$295,000	6.6%		\$50,000	
	Ave. Sales Price	\$318,107	\$275,163	15.6%	\$296,900	\$242,508	22.4%	\$367,095	\$364,856	0.6%	\$35,100	\$53,403	-34.3%
Tipton County	Units	331	292	13.4%	312	250	24.8%	19	42	-54.8%	12	13	-7.7%
	Median Sales Price	\$192,000	\$171,200	12.1%	\$186,750	\$165,000	13.2%	\$280,000	\$232,465	20.4%	\$117,750	\$100,000	17.8%
	Ave. Sales Price	\$205,530	\$178,157	15.4%	\$200,316	\$166,672	20.2%	\$291,154	\$246,518	18.1%	\$154,463	\$101,642	52.0%