

Sales Summary

	August Total Sales			YTD Total Sales		
	2020	2019	% change	2020	2019	% change
Units	1,825	1,927	-5.3%	12,499	13,205	-5.3%
Median Sales Price	\$185,000	\$163,000	13.5%	\$170,400	\$155,000	9.9%
Average Sales Price	\$221,098	\$195,134	13.3%	\$206,913	\$190,184	8.8%

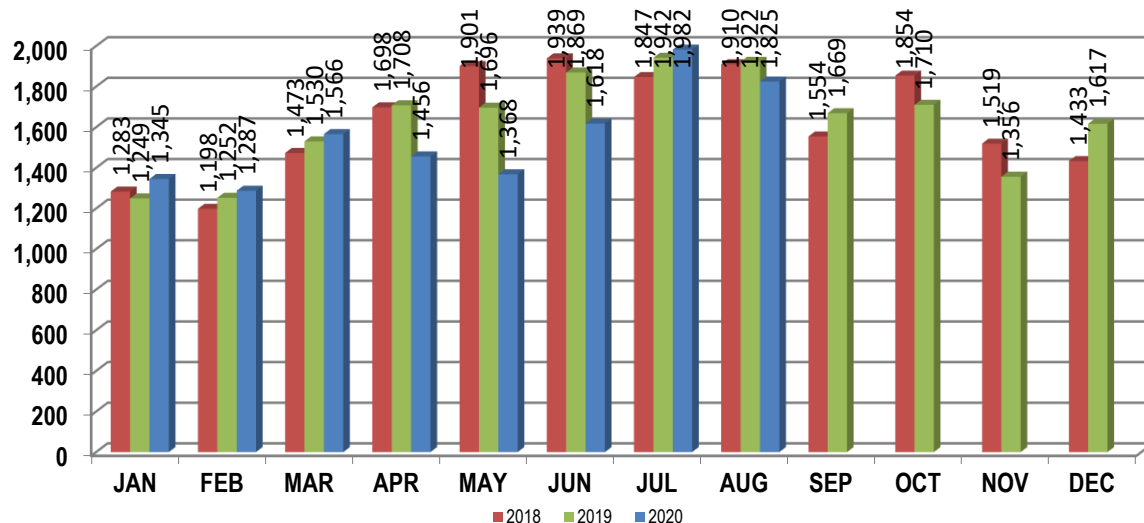
	August Existing Sales			YTD Existing Home Sales		
	2020	2019	% change	2020	2019	% change
Units	1,745	1,838	-5.1%	11,865	12,603	-5.9%
Median Sales Price	\$175,000	\$156,000	12.2%	\$164,000	\$148,000	10.8%
Average Sales Price	\$211,988	\$186,125	13.9%	\$197,289	\$180,965	9.0%

	August New Home Sales			YTD New Home Sales		
	2020	2019	% change	2020	2019	% change
Units	80	89	-10.1%	634	602	5.3%
Median Sales Price	\$399,451	\$326,000	22.5%	\$355,113	\$332,278	6.9%
Average Sales Price	\$419,808	\$381,178	10.1%	\$387,014	\$383,175	1.0%

	August Bank Sales			YTD Bank Sales*		
	2020	2019	% change	2020	2019	% change
Units	28	62	-54.8%	253	403	-37.2%
Median Sales Price	\$49,000	\$70,200	-30.2%	\$51,900	\$60,000	-13.5%
Average Sales Price	\$84,234	\$78,016	8.0%	\$84,115	\$85,769	-1.9%

	August Non-Bank Sales			YTD Non-Bank Sales		
	2020	2019	% change	2020	2019	% change
Units	1,797	1,865	-3.6%	12,246	12,802	-4.3%
Median Sales Price	\$187,500	\$166,000	13.0%	\$175,000	\$159,900	9.4%
Average Sales Price	\$223,230	\$199,027	12.2%	\$209,450	\$193,471	8.3%

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.



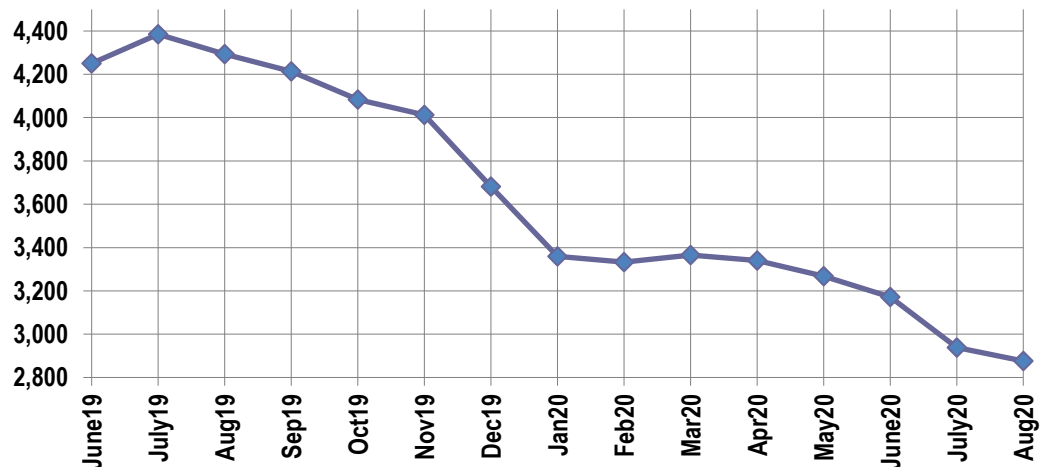
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 08-17-20)		
	Units	Ave. List Price
Single Family	2,670	\$338,308
Condo/Co-op	139	\$234,252
Duplex	67	\$89,511
Market Total	2,876	\$327,483

Pending Sales (as of 08-17-20)		
	Units	Ave. List Price
Single Family	1,424	\$237,231
Condo/Co-op	42	\$191,147
Duplex	12	\$65,416
Market Total	1,478	\$234,526

	August Foreclosure Actions			YTD Foreclosure Actions		
	2020	2019	% change	2020	2019	% change
Total	28	103	-72.8%	367	767	-52.2%

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



Inventory

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-20	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
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

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Frayser	Units	104	92	13.0%	104	92	13.0%				2	6	-66.7%
	Median Sales Price	\$42,750	\$39,250	8.9%	\$42,750	\$39,250	8.9%					\$30,878	
	Ave. Sales Price	\$57,857	\$48,656	18.9%	\$57,857	\$48,656	18.9%				\$29,750	\$37,619	-20.9%
Raleigh/ Cov. Pike	Units	61	98	-37.8%	61	94	-35.1%		4			5	
	Median Sales Price	\$98,000	102,950	-4.8%	\$98,000	99,950	-2.0%		\$157,400			\$67,000	
	Ave. Sales Price	\$104,561	\$101,250	3.3%	\$104,561	\$98,863	5.8%		\$157,400			\$63,580	
Downtown	Units	51	45	13.3%	50	45	11.1%	1			1		
	Median Sales Price	\$279,000	\$257,500	8.3%	\$275,500	\$257,500	7.0%						
	Ave. Sales Price	\$260,174	\$260,410	-0.1%	\$254,107	\$260,410	-2.4%	\$563,475			\$31,900		
Midtown	Units	94	117	-19.7%	94	116	-19.0%		1		1	2	-50.0%
	Median Sales Price	\$153,795	\$156,000	-1.4%	\$153,795	\$154,500	-0.5%						
	Ave. Sales Price	\$184,002	\$167,969	9.5%	\$184,002	\$166,400	10.6%		\$350,000		\$21,015	\$28,860	-27.2%
S. Memphis	Units	97	68	42.6%	96	68	41.2%	1			7	3	133.3%
	Median Sales Price	\$34,400	\$25,500	34.9%	\$32,200	\$25,500	26.3%				\$35,900	\$15,000	139.3%
	Ave. Sales Price	\$41,871	\$36,226	15.6%	\$40,276	\$36,226	11.2%	\$195,000			\$33,028	\$18,500	78.5%
Berclair/ Highland Heights	Units	70	80	-12.5%	70	80	-12.5%					3	
	Median Sales Price	\$60,000	\$44,500	34.8%	\$60,000	\$44,500	34.8%					\$66,500	
	Ave. Sales Price	\$60,968	\$50,018	21.9%	\$60,968	\$50,018	21.9%					\$63,916	
E. Memphis	Units	298	320	-6.9%	296	319	-7.2%	2	1	100.0%	1	4	-75.0%
	Median Sales Price	\$182,450	\$165,500	10.2%	\$179,700	\$165,000	8.9%					\$59,725	
	Ave. Sales Price	\$238,200	\$206,690	15.2%	\$234,958	\$203,213	15.6%	\$718,014	\$1,315,656	-45.4%	\$149,080	\$64,237	132.1%
Whitehaven	Units	79	80	-1.3%	77	79	-2.5%	2	1	100.0%	4	5	-20.0%
	Median Sales Price	\$75,000	\$64,250	16.7%	\$70,000	\$64,000	9.4%				\$82,775	\$28,000	195.6%
	Ave. Sales Price	\$80,514	\$72,484	11.1%	\$77,788	\$71,693	8.5%	\$185,470	\$135,000	37.4%	\$81,637	\$30,680	166.1%
Parkway Village/ Oakhaven	Units	32	63	-49.2%	32	63	-49.2%				2	4	-50.0%
	Median Sales Price	\$77,950	\$65,000	19.9%	\$77,950	\$65,000	19.9%					\$52,120	
	Ave. Sales Price	\$75,269	\$67,463	11.6%	\$75,269	\$67,463	11.6%				\$37,568	\$56,535	-33.5%
Hickory Hill	Units	94	120	-21.7%	88	117	-24.8%	6	3	100.0%	1	13	-92.3%
	Median Sales Price	\$126,500	\$128,000	-1.2%	\$123,350	\$125,000	-1.3%	\$310,200	\$189,900	63.3%		\$78,000	
	Ave. Sales Price	\$135,179	\$125,878	7.4%	\$123,217	\$123,603	-0.3%	\$310,616	\$214,600	44.7%	\$93,618	\$86,583	8.1%
Southwind	Units	9	13	-30.8%	9	10	-10.0%		3				
	Median Sales Price	\$230,000	\$240,000	-4.2%	\$230,000	\$189,000	21.7%		\$271,110				
	Ave. Sales Price	\$333,611	\$256,795	29.9%	\$333,611	\$253,350	31.7%		\$268,280				

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2020	2019	% change	141	2019	% change	2020	2019	% change	2020	2019	% change
Cordova	Units	230	257	-10.5%	225	244	-7.8%	5	13	-61.5%		3	
	Median Sales Price	\$200,000	\$180,550	10.8%	\$200,000	\$177,400	12.7%	\$292,900	\$202,000	45.0%		\$256,500	
	Ave. Sales Price	\$219,147	\$205,735	6.5%	\$217,629	\$203,798	6.8%	\$287,500	\$242,089	18.8%		\$210,623	
Bartlett	Units	111	99	12.1%	110	98	12.2%	1	1	0.0%	1		
	Median Sales Price	\$250,000	\$217,500	14.9%	\$250,000	\$217,250	15.1%						
	Ave. Sales Price	\$252,533	\$220,454	14.6%	\$252,739	\$218,409	15.7%	\$229,900	\$420,840	-45.4%	\$338,000		
G'town	Units	106	80	32.5%	106	79	34.2%		1			1	
	Median Sales Price	\$393,000	\$325,000	20.9%	\$393,000	\$320,000	22.8%						
	Ave. Sales Price	\$446,896	\$373,149	19.8%	\$446,896	\$366,113	22.1%		\$929,000			\$232,595	
Collierville	Units	145	124	16.9%	125	108	15.7%	20	16	25.0%	1	2	-50.0%
	Median Sales Price	\$409,000	\$377,750	8.3%	\$389,900	\$347,450	12.2%	\$567,247	\$561,560	1.0%			
	Ave. Sales Price	\$430,081	\$410,909	4.7%	\$402,150	\$385,523	4.3%	\$604,650	\$582,262	3.8%	\$183,000	\$279,250	-34.5%
Lakeland	Units	33	34	-2.9%	26	26	0.0%	7	8	-12.5%			
	Median Sales Price	\$392,000	\$440,218	-11.0%	\$342,450	\$396,500	-13.6%	\$459,800	\$494,069	-6.9%			
	Ave. Sales Price	\$366,571	\$402,356	-8.9%	\$343,786	\$375,446	-8.4%	\$451,199	\$489,813	-7.9%			
Arlington	Units	30	37	-18.9%	18	28	-35.7%	12	9	33.3%			
	Median Sales Price	\$344,200	\$329,000	4.6%	\$307,500	\$291,500	5.5%	\$402,666	\$375,715	7.2%			
	Ave. Sales Price	\$345,256	\$320,355	7.8%	\$302,697	\$299,882	0.9%	\$409,096	\$384,051	6.5%			
Millington	Units	18	26	-30.8%	17	26	-34.6%	1				2	
	Median Sales Price	\$144,950	\$139,950	3.6%	\$139,900	\$139,950	0.0%						
	Ave. Sales Price	\$144,349	\$167,533	-13.8%	\$139,076	\$167,533	-17.0%	\$233,990				\$109,750	
Shelby County	Units	1,632	1,722	-5.2%	1,574	1,661	-5.2%	58	61	-4.9%	24	53	-54.7%
	Median Sales Price	\$178,000	\$156,000	14.1%	\$170,000	\$150,000	13.3%	\$437,180	\$387,535	12.8%	\$39,500	\$69,900	-43.5%
	Ave. Sales Price	\$219,602	\$192,112	14.3%	\$210,864	\$184,076	14.6%	\$456,742	\$410,935	11.1%	\$69,558	\$80,247	-13.3%
Fayette County	Units	88	93	-5.4%	71	75	-5.3%	17	18	-5.6%	1	2	-50.0%
	Median Sales Price	\$277,500	\$230,000	20.7%	\$260,000	\$215,000	20.9%	\$324,491	\$312,490	3.8%			
	Ave. Sales Price	\$291,454	\$260,324	12.0%	\$279,713	\$241,990	15.6%	\$340,489	\$336,717	1.1%	\$255,000	\$55,000	363.6%
Tipton County	Units	105	112	-6.3%	100	102	-2.0%	5	10	-50.0%	3	7	-57.1%
	Median Sales Price	\$172,000	\$174,500	-1.4%	\$169,550	\$167,500	1.2%	\$238,595	\$282,250	-15.5%	\$127,000	\$75,500	68.2%
	Ave. Sales Price	\$185,377	\$187,463	-1.1%	\$181,593	\$178,421	1.8%	\$261,051	\$279,687	-6.7%	\$144,720	\$67,700	113.8%

		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
Fraser	Units	671	767	-12.5%	669	767	-12.8%	2			23	26	-11.5%
	Median Sales Price	\$44,000	\$38,793	13.4%	\$43,500	\$38,793	12.1%				\$33,500	\$29,000	15.5%
	Ave. Sales Price	\$56,677	\$47,666	18.9%	\$56,443	\$47,666	18.4%	\$134,950			\$38,593	\$35,362	9.1%
Raleigh/ Cov. Pike	Units	594	693	-14.3%	588	685	-14.2%	6	8	-25.0%	13	45	-71.1%
	Median Sales Price	\$92,000	\$86,500	6.4%	\$92,000	\$85,000	8.2%	\$131,000	\$154,900	-15.4%	\$84,900	\$72,500	17.1%
	Ave. Sales Price	\$97,545	\$91,309	6.8%	\$97,194	\$90,610	7.3%	\$132,000	\$151,162	-12.7%	\$84,088	\$70,009	20.1%
Downtown	Units	343	364	-5.8%	327	361	-9.4%	16	3	433.3%	15	4	275.0%
	Median Sales Price	\$255,000	\$235,450	8.3%	\$250,000	\$239,000	4.6%	\$363,105	\$105,000	245.8%	\$42,024	\$27,000	55.6%
	Ave. Sales Price	\$252,826	\$243,415	3.9%	\$246,077	\$244,598	0.6%	\$390,760	\$101,000	286.9%	\$67,388	\$78,077	-13.7%
Midtown	Units	718	763	-5.9%	714	752	-5.1%	4	11	-63.6%	16	16	0.0%
	Median Sales Price	\$156,450	\$149,500	4.6%	\$155,000	\$145,000	6.9%	\$376,500	\$317,000	18.8%	\$20,458	\$45,750	-55.3%
	Ave. Sales Price	\$179,334	\$167,634	7.0%	\$178,250	\$165,771	7.5%	\$372,812	\$295,018	26.4%	\$44,250	\$75,755	-41.6%
S. Memphis	Units	574	500	14.8%	573	500	14.6%	1			31	36	-13.9%
	Median Sales Price	\$30,000	\$25,500	17.6%	\$30,000	\$25,500	17.6%				\$22,000	\$16,925	30.0%
	Ave. Sales Price	\$39,846	\$35,203	13.2%	\$39,575	\$35,203	12.4%	\$195,000			\$22,437	\$20,653	8.6%
Berclair/ Highland Heights	Units	446	474	-5.9%	446	474	-5.9%				8	21	-61.9%
	Median Sales Price	\$46,250	\$42,500	8.8%	\$46,250	\$42,500	8.8%				\$28,300	\$35,000	-19.1%
	Ave. Sales Price	\$53,370	\$50,654	5.4%	\$53,370	\$50,654	5.4%				\$33,785	\$40,270	-16.1%
E. Memphis	Units	2,109	2,242	-5.9%	2,082	2,224	-6.4%	27	18	50.0%	22	27	-18.5%
	Median Sales Price	\$178,000	\$151,562	17.4%	\$174,950	\$149,950	16.7%	\$660,000	\$774,500	-14.8%	\$52,425	\$57,855	-9.4%
	Ave. Sales Price	\$231,281	\$205,389	12.6%	\$225,982	\$200,942	12.5%	\$639,864	\$754,904	-15.2%	\$85,318	\$64,115	33.1%
Whitehaven	Units	570	592	-3.7%	544	576	-5.6%	26	16	62.5%	26	38	-31.6%
	Median Sales Price	\$73,600	\$67,000	9.9%	\$71,200	\$66,750	6.7%	\$182,488	\$174,900	4.3%	\$44,756	\$39,000	14.8%
	Ave. Sales Price	\$81,367	\$74,032	9.9%	\$76,531	\$71,302	7.3%	\$182,550	\$172,287	6.0%	\$52,771	\$48,798	8.1%
Parkway Village/ Oakhaven	Units	311	393	-20.9%	311	392	-20.7%		1		10	27	-63.0%
	Median Sales Price	\$75,000	\$68,000	10.3%	\$75,000	\$68,000	10.3%				\$53,400	\$47,000	13.6%
	Ave. Sales Price	\$74,265	\$68,731	8.1%	\$74,265	\$68,672	8.1%		\$92,000		\$59,073	\$46,368	27.4%
Hickory Hill	Units	734	821	-10.6%	712	808	-11.9%	22	13	69.2%	17	41	-58.5%
	Median Sales Price	\$130,000	\$119,900	8.4%	\$129,900	\$117,950	10.1%	\$279,900	\$260,000	7.7%	\$110,250	\$81,150	35.9%
	Ave. Sales Price	\$131,050	\$120,632	8.6%	\$126,617	\$118,484	6.9%	\$274,502	\$254,183	8.0%	\$111,323	\$85,415	30.3%
Southwind	Units	78	93	-16.1%	70	83	-15.7%	8	10	-20.0%		7	
	Median Sales Price	\$265,545	\$242,000	9.7%	\$246,450	\$230,000	7.2%	\$282,978	\$268,655	5.3%		\$189,900	
	Ave. Sales Price	\$306,365	\$279,537	9.6%	\$308,711	\$280,908	9.9%	\$285,837	\$268,155	6.6%		\$201,722	

		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	1,434	1,619	-11.4%	1,383	1,531	-9.7%	51	88	-42.0%	11	32	-65.6%
	Median Sales Price	\$198,000	\$180,000	10.0%	\$193,000	\$175,000	10.3%	\$259,900	\$264,950	-1.9%	\$174,000	\$162,800	6.9%
	Ave. Sales Price	\$215,954	\$198,196	9.0%	\$214,388	\$195,024	9.9%	\$258,406	\$253,383	2.0%	\$199,696	\$189,129	5.6%
Bartlett	Units	744	795	-6.4%	733	760	-3.6%	11	35	-68.6%	8	7	14.3%
	Median Sales Price	\$229,000	\$215,000	6.5%	\$226,000	\$210,000	7.6%	\$344,900	\$302,950	13.8%	\$157,500	\$260,000	-39.4%
	Ave. Sales Price	\$234,647	\$222,580	5.4%	\$233,388	\$218,961	6.6%	\$318,554	\$301,169	5.8%	\$178,862	\$240,589	-25.7%
G'town	Units	608	586	3.8%	598	569	5.1%	10	17	-41.2%	1	3	-66.7%
	Median Sales Price	\$350,300	\$335,000	4.6%	\$350,000	\$330,000	6.1%	\$907,500	\$715,976	26.8%		\$336,000	
	Ave. Sales Price	\$411,705	\$381,190	8.0%	\$402,343	\$368,928	9.1%	\$971,507	\$791,617	22.7%	\$229,000	\$364,881	-37.2%
Collierville	Units	780	818	-4.6%	689	707	-2.5%	91	111	-18.0%	4	6	-33.3%
	Median Sales Price	\$400,000	\$380,000	5.3%	\$379,700	\$350,000	8.5%	\$549,950	\$518,774	6.0%	\$239,919	\$331,500	-27.6%
	Ave. Sales Price	\$419,638	\$396,056	6.0%	\$398,090	\$370,334	7.5%	\$582,787	\$559,889	4.1%	\$323,209	\$319,148	1.3%
Lakeland	Units	235	216	8.8%	190	192	-1.0%	45	24	87.5%	2	2	0.0%
	Median Sales Price	\$377,000	\$298,000	26.5%	\$322,500	\$280,500	15.0%	\$479,500	\$444,602	7.8%			
	Ave. Sales Price	\$366,136	\$325,081	12.6%	\$340,378	\$309,302	10.0%	\$474,891	\$451,316	5.2%	\$459,000	\$174,700	162.7%
Arlington	Units	272	295	-7.8%	189	226	-16.4%	83	69	20.3%	3	3	0.0%
	Median Sales Price	\$328,200	\$293,000	12.0%	\$280,000	\$267,750	4.6%	\$384,900	\$372,475	3.3%	\$275,000	\$212,000	29.7%
	Ave. Sales Price	\$317,764	\$300,082	5.9%	\$283,112	\$277,631	2.0%	\$396,672	\$373,617	6.2%	\$215,666	\$181,666	18.7%
Millington	Units	124	152	-18.4%	121	152	-20.4%	3			4	7	-42.9%
	Median Sales Price	\$149,000	\$128,000	16.4%	\$145,000	\$128,000	13.3%	\$238,400			\$92,963	\$82,000	13.4%
	Ave. Sales Price	\$155,780	\$148,590	4.8%	\$153,218	\$148,590	3.1%	\$259,130			\$102,856	\$110,597	-7.0%
Shelby County	Units	11,179	11,981	-6.7%	10,773	11,557	-6.8%	406	424	-4.2%	215	345	-37.7%
	Median Sales Price	\$165,000	\$148,000	11.5%	\$159,000	\$140,000	13.6%	\$397,823	\$368,837	7.9%	\$47,511	\$60,000	-20.8%
	Ave. Sales Price	\$204,418	\$186,519	9.6%	\$195,984	\$178,459	9.8%	\$428,205	\$406,215	5.4%	\$82,221	\$85,000	-3.3%
Fayette County	Units	645	558	15.6%	489	444	10.1%	156	114	36.8%	13	17	-23.5%
	Median Sales Price	\$260,000	\$255,075	1.9%	\$235,000	\$235,000	0.0%	\$303,075	\$302,998	0.0%	\$60,000	\$100,000	-40.0%
	Ave. Sales Price	\$278,791	\$282,085	-1.2%	\$258,749	\$266,143	-2.8%	\$341,616	\$344,077	-0.7%	\$96,647	\$118,624	-18.5%
Tipton County	Units	675	666	1.4%	603	602	0.2%	72	64	12.5%	25	41	-39.0%
	Median Sales Price	\$173,500	\$169,900	2.1%	\$165,800	\$164,000	1.1%	\$234,965	\$290,933	-19.2%	\$77,500	\$57,000	36.0%
	Ave. Sales Price	\$179,566	\$179,138	0.2%	\$170,774	\$166,270	2.7%	\$253,104	\$300,179	-15.7%	\$93,886	\$78,574	19.5%