

Sales Summary

	January Total Sales			YTD Total Sales		
	2020	2019	% change	2020	2019	% change
Units	1,345	1,249	7.7%	1,345	1,249	7.7%
Median Sales Price	\$140,000	\$125,000	12.0%	\$140,000	\$125,000	12.0%
Average Sales Price	\$177,108	\$163,536	8.3%	\$177,108	\$163,536	8.3%

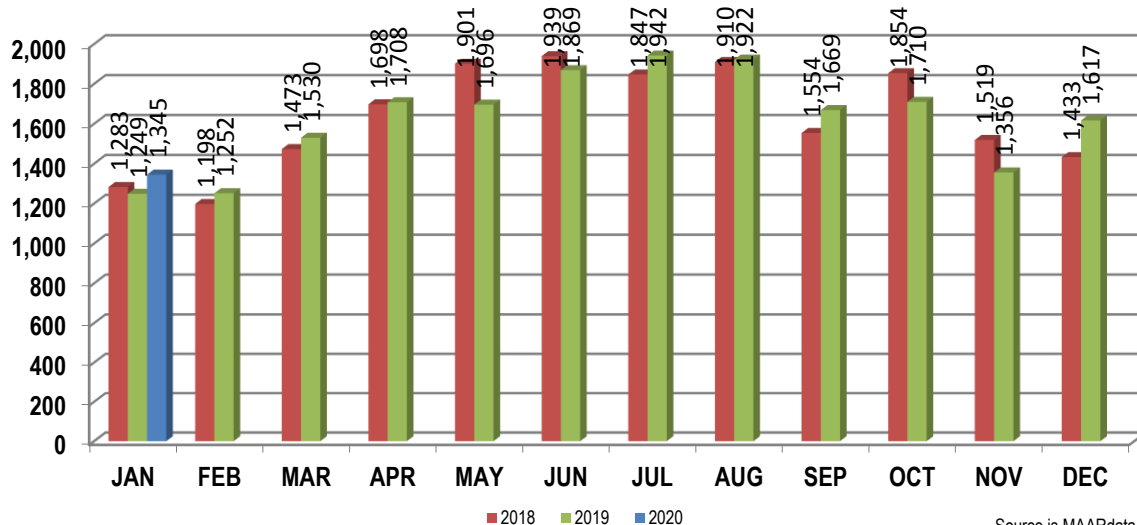
	January Existing Sales			YTD Existing Home Sales		
	2020	2019	% change	2020	2019	% change
Units	1,283	1,182	8.5%	1,283	1,182	8.5%
Median Sales Price	\$130,000	\$119,900	8.4%	\$130,000	\$119,900	8.4%
Average Sales Price	\$166,227	\$151,884	9.4%	\$166,227	\$151,884	9.4%

	January New Home Sales			YTD New Home Sales		
	2020	2019	% change	2020	2019	% change
Units	62	67	-7.5%	62	67	-7.5%
Median Sales Price	\$325,000	\$330,000	-1.5%	\$325,000	\$330,000	-1.5%
Average Sales Price	\$402,268	\$369,092	9.0%	\$402,268	\$369,092	9.0%

	January Bank Sales			YTD Bank Sales*		
	2020	2019	% change	2020	2019	% change
Units	41	54	-24.1%	41	54	-24.1%
Median Sales Price	\$51,900	\$41,734	24.4%	\$51,900	\$41,734	24.4%
Average Sales Price	\$75,110	\$68,316	9.9%	\$75,110	\$68,316	9.9%

	January Non-Bank Sales			YTD Non-Bank Sales		
	2020	2019	% change	2020	2019	% change
Units	1,304	1,195	9.1%	1,304	1,195	9.1%
Median Sales Price	\$145,000	\$130,000	11.5%	\$145,000	\$130,000	11.5%
Average Sales Price	\$180,315	\$167,838	7.4%	\$180,315	\$167,838	7.4%

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.



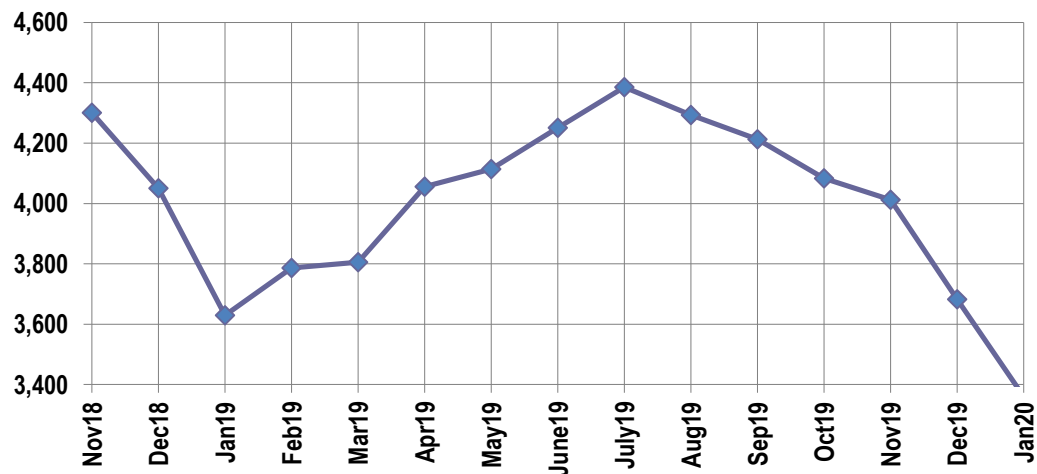
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 01-15-20)		
	Units	Ave. List Price
Single Family	3,160	\$295,904
Condo/Co-op	130	\$174,196
Duplex	70	\$84,887
Market Total	3,360	\$286,799

Pending Sales (as of 01-15-20)		
	Units	Ave. List Price
Single Family	1,010	\$204,029
Condo/Co-op	31	\$179,045
Duplex	16	\$67,987
Market Total	1,057	\$201,237

	January Foreclosure Actions			YTD Foreclosure Actions		
	2020	2019	% change	2020	2019	% change
Total	104	115	-9.6%	104	115	-9.6%

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



Inventory

Feb-18	3,854	Feb-19	3,786
Mar-18	3,883	Mar-19	3,806
Apr-18	4,070	Apr-19	4,056
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

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Frayser	Units	90	84	7.1%	90	84	7.1%				4	3	33.3%
	Median Sales Price	\$42,000	\$34,750	20.9%	\$42,000	\$34,750	20.9%				\$21,550	\$37,001	-41.8%
	Ave. Sales Price	\$48,948	\$50,521	-3.1%	\$48,948	\$50,521	-3.1%				\$23,255	\$43,500	-46.5%
Raleigh/ Cov. Pike	Units	63	75	-16.0%	61	75	-18.7%	2			1	6	-83.3%
	Median Sales Price	\$84,900	\$75,000	13.2%	\$84,700	\$75,000	12.9%					\$44,490	
	Ave. Sales Price	\$89,547	\$86,162	3.9%	\$88,139	\$86,162	2.3%	\$132,500			\$26,200	\$45,345	-42.2%
Downtown	Units	30	28	7.1%	28	26	7.7%	2	2	0.0%	1		
	Median Sales Price	\$250,000	\$174,000	43.7%	\$250,000	\$186,650	33.9%						
	Ave. Sales Price	\$260,006	\$216,978	19.8%	\$253,259	\$225,399	12.4%	\$354,455	\$107,500	229.7%	\$63,000		
Midtown	Units	81	85	-4.7%	81	84	-3.6%		1		4	3	33.3%
	Median Sales Price	\$135,000	\$100,000	35.0%	\$135,000	\$97,500	38.5%				\$13,750	\$46,000	-70.1%
	Ave. Sales Price	\$170,490	\$122,099	39.6%	\$170,490	\$119,446	42.7%		\$345,000		\$65,725	\$56,958	15.4%
S. Memphis	Units	78	74	5.4%	78	74	5.4%				2	6	-66.7%
	Median Sales Price	\$28,750	\$25,000	15.0%	\$28,750	\$25,000	15.0%					\$12,875	
	Ave. Sales Price	\$37,183	\$32,430	14.7%	\$37,183	\$32,430	14.7%				\$22,162	\$15,358	44.3%
Berkshire/ Highland Heights	Units	56	39	43.6%	56	39	43.6%				1	3	-66.7%
	Median Sales Price	\$39,820	\$46,000	-13.4%	\$39,820	\$46,000	-13.4%					\$20,000	
	Ave. Sales Price	\$46,423	\$44,676	3.9%	\$46,423	\$44,676	3.9%				\$19,900	\$21,116	-5.8%
E. Memphis	Units	227	175	29.7%	222	174	27.6%	5	1	400.0%	5	2	150.0%
	Median Sales Price	\$145,000	\$120,000	20.8%	\$140,250	\$120,000	16.9%	\$852,100			\$43,050		
	Ave. Sales Price	\$195,252	\$184,568	5.8%	\$183,092	\$180,657	1.3%	\$735,133	\$865,000	-15.0%	\$77,596	\$58,300	33.1%
Whitehaven	Units	71	88	-19.3%	68	84	-19.0%	3	4	-25.0%	6	9	-33.3%
	Median Sales Price	\$70,600	\$65,500	7.8%	\$70,000	\$64,950	7.8%	\$184,160	\$174,900	5.3%	\$38,873	\$32,500	19.6%
	Ave. Sales Price	\$73,109	\$71,248	2.6%	\$68,217	\$66,725	2.2%	\$183,995	\$166,237	10.7%	\$47,916	\$44,916	6.7%
Parkway/ Village/ Oakhaven	Units	42	42	0.0%	42	42	0.0%				2	6	-66.7%
	Median Sales Price	\$53,500	\$55,875	-4.3%	\$53,500	\$55,875	-4.3%					\$43,117	
	Ave. Sales Price	\$58,583	\$59,429	-1.4%	\$58,583	\$59,429	-1.4%				\$68,450	\$36,264	88.8%
Hickory Hill	Units	84	78	7.7%	83	78	6.4%	1			5	2	150.0%
	Median Sales Price	\$120,450	\$121,750	-1.1%	\$120,000	\$121,750	-1.4%				\$129,358		
	Ave. Sales Price	\$120,774	\$118,747	1.7%	\$118,977	\$118,747	0.2%	\$269,900			\$113,569	\$58,000	95.8%
Southwind	Units	13	14	-7.1%	10	14	-28.6%	3					
	Median Sales Price	\$285,000	\$191,200	49.1%	\$264,950	\$191,200	38.6%	\$298,000					
	Ave. Sales Price	\$281,481	\$249,992	12.6%	\$274,530	\$249,992	9.8%	\$304,651					

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Cordova	Units	160	164	-2.4%	155	146	6.2%	5	18	-72.2%	2	7	-71.4%
	Median Sales Price	\$182,200	\$180,500	0.9%	\$181,000	\$173,000	4.6%	\$269,900	\$264,573	2.0%		\$199,000	
	Ave. Sales Price	\$199,373	\$200,498	-0.6%	\$197,220	\$192,924	2.2%	\$266,102	\$261,927	1.6%	\$257,000	\$197,699	30.0%
Bartlett	Units	85	61	39.3%	83	57	45.6%	2	4	-50.0%	1	1	0.0%
	Median Sales Price	\$225,000	\$207,500	8.4%	\$225,000	\$196,000	14.8%		\$279,208				
	Ave. Sales Price	\$227,053	\$205,805	10.3%	\$224,075	\$200,875	11.5%	\$350,650	\$276,054	27.0%	\$155,000	\$170,000	-8.8%
G'town	Units	60	46	30.4%	58	44	31.8%	2	2	0.0%			
	Median Sales Price	\$339,950	\$280,000	21.4%	\$336,700	\$279,950	20.3%						
	Ave. Sales Price	\$409,450	\$319,206	28.3%	\$381,500	\$302,215	26.2%	\$1,220,000	\$692,988	76.1%			
Collierville	Units	59	67	-11.9%	49	56	-12.5%	10	11	-9.1%		1	
	Median Sales Price	\$398,000	\$360,000	10.6%	\$351,000	\$324,750	8.1%	\$464,773	\$545,000	-14.7%			
	Ave. Sales Price	\$387,694	\$382,174	1.4%	\$363,685	\$346,155	5.1%	\$505,336	\$565,541	-10.7%		\$338,000	
Lakeland	Units	16	16	0.0%	15	13	15.4%	1	3	-66.7%			
	Median Sales Price	\$296,450	\$251,200	18.0%	\$282,900	\$221,500	27.7%		\$400,581				
	Ave. Sales Price	\$328,356	\$259,813	26.4%	\$304,580	\$227,061	34.1%	\$685,000	\$401,736	70.5%			
Arlington	Units	17	22	-22.7%	12	14	-14.3%	5	8	-37.5%			
	Median Sales Price	\$306,000	\$294,000	4.1%	\$272,500	\$263,000	3.6%	\$372,780	\$356,618	4.5%			
	Ave. Sales Price	\$312,920	\$291,059	7.5%	\$273,866	\$256,771	6.7%	\$406,649	\$351,064	15.8%			
Millington	Units	14	10	40.0%	14	10	40.0%				2		
	Median Sales Price	\$136,000	\$104,950	29.6%	\$136,000	\$104,950	29.6%						
	Ave. Sales Price	\$143,919	\$130,380	10.4%	\$143,919	\$130,380	10.4%				\$41,962		
Shelby County	Units	1,229	1,151	6.8%	1,188	1,097	8.3%	41	54	-24.1%	35	48	-27.1%
	Median Sales Price	\$134,500	\$120,000	12.1%	\$127,250	\$113,500	12.1%	\$372,780	\$319,325	16.7%	\$50,700	\$40,817	24.2%
	Ave. Sales Price	\$174,351	\$158,128	10.3%	\$164,687	\$148,109	11.2%	\$454,361	\$361,657	25.6%	\$74,931	\$71,743	4.4%
Fayette County	Units	54	56	-3.6%	39	45	-13.3%	15	11	36.4%		4	
	Median Sales Price	\$227,765	\$249,950	-8.9%	\$188,000	\$229,000	-17.9%	\$269,178	\$379,900	-29.2%		\$45,086	
	Ave. Sales Price	\$243,651	\$272,749	-10.7%	\$219,195	\$239,454	-8.5%	\$307,238	\$408,954	-24.9%		\$43,220	
Tipton County	Units	62	42	47.6%	56	40	40.0%	6	2	200.0%	6	2	200.0%
	Median Sales Price	\$172,200	\$167,950	2.5%	\$163,000	\$165,750	-1.7%	\$298,000			\$80,675		
	Ave. Sales Price	\$173,800	\$166,109	4.6%	\$162,007	\$156,886	3.3%	\$283,870	\$350,583	-19.0%	\$76,158	\$36,250	110.1%