

## Sales Summary

	July Total Sales			YTD Total Sales		
	2021	2020	% change	2021	2020	% change
Units	2,391	1,986	20.4%	12,570	10,683	17.7%
Median Sales Price	\$220,000	\$193,000	14.0%	\$195,000	\$170,000	14.7%
Average Sales Price	\$251,968	\$222,128	13.4%	\$231,010	\$204,919	12.7%

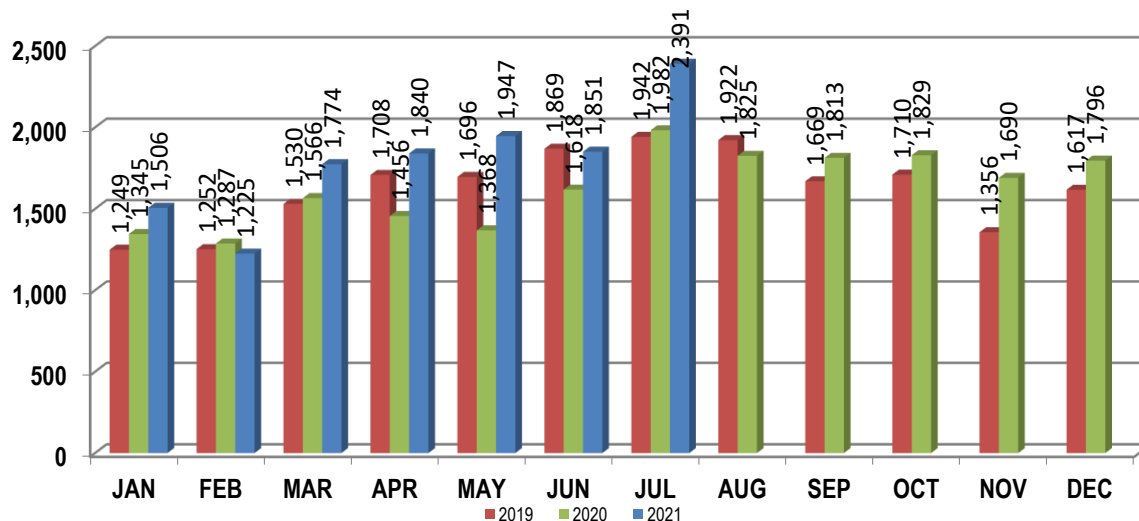
	July Existing Sales			YTD Existing Sales		
	2021	2020	% change	2021	2020	% change
Units	2,300	1,903	20.9%	11,979	10,120	18.4%
Median Sales Price	\$211,350	\$185,000	14.2%	\$185,000	\$160,000	15.6%
Average Sales Price	\$246,201	\$215,896	14.0%	\$222,931	\$194,816	14.4%

	July New Home Sales			YTD New Home Sales		
	2021	2020	% change	2021	2020	% change
Units	91	83	9.6%	591	563	5.0%
Median Sales Price	\$345,900	\$347,910	-0.6%	\$359,630	\$349,900	2.8%
Average Sales Price	\$397,737	\$365,011	9.0%	\$394,777	\$386,519	2.1%

	July Bank Sales			YTD Bank Sales*		
	2021	2020	% change	2021	2020	% change
Units	7	18	-61.1%	86	225	-61.8%
Median Sales Price	\$33,000	\$55,000	-40.0%	\$61,000	\$53,100	14.9%
Average Sales Price	\$71,000	\$96,343	-26.3%	\$108,089	\$84,100	28.5%

	July Non-Bank Sales			YTD Non-Bank Sales		
	2021	2020	% change	2021	2020	% change
Units	2,384	1,968	21.1%	12,484	10,458	19.4%
Median Sales Price	\$220,000	\$195,000	12.8%	\$196,500	\$172,000	14.2%
Average Sales Price	\$252,500	\$223,279	13.1%	\$231,857	\$207,519	11.7%

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.



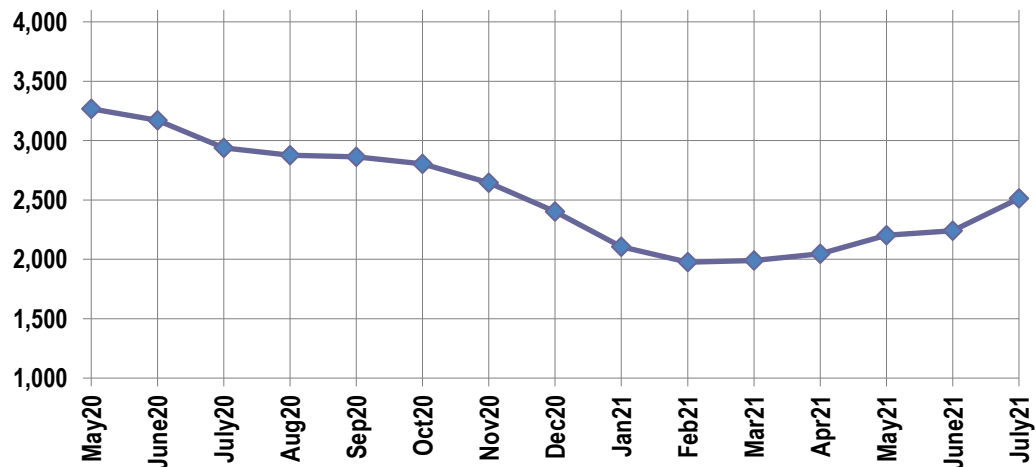
## Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 07-15-21)		
	Units	Ave. List Price
Single Family	2,375	\$326,495
Condo/Co-op	97	\$215,853
Duplex	42	\$191,597
<b>Market Total</b>	<b>2,514</b>	<b>\$319,972</b>

Pending Sales (as of 07-15-21)		
	Units	Ave. List Price
Single Family	1,606	\$290,270
Condo/Co-op	47	\$202,410
Duplex	17	\$98,817
<b>Market Total</b>	<b>1,671</b>	<b>\$285,821</b>

	July Foreclosure Actions			YTD Foreclosure Actions		
	2021	2020	% change	2021	2020	% change
<b>Total</b>	23	33	-30.3%	159	340	-53.2%

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



## Inventory

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
May-20	3,268	May-21	2,202
Jun-20	3,171	Jun-21	2,242
Jul-20	2,938	Jul-21	2,514

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Frayser	Units	91	91	0.0%	89	91	-2.2%	2			1	1	0.0%
	Median Sales Price	\$75,000	\$56,000	33.9%	\$74,500	\$56,000	33.0%						
	Ave. Sales Price	\$86,312	\$69,611	24.0%	\$85,442	\$69,611	22.7%	\$125,000			\$33,000	\$28,500	15.8%
Raleigh/ Cov. Pike	Units	121	95	27.4%	120	94	27.7%	1	1	0.0%		1	
	Median Sales Price	\$117,500	89,900	30.7%	\$117,250	87,450	34.1%						
	Ave. Sales Price	\$119,681	\$96,311	24.3%	\$119,553	\$96,006	24.5%	\$135,000	\$125,000	8.0%		\$152,000	
Downtown	Units	64	57	12.3%	64	55	16.4%		2			1	
	Median Sales Price	\$264,000	\$235,000	12.3%	\$264,000	\$235,000	12.3%						
	Ave. Sales Price	\$293,000	\$212,108	38.1%	\$293,000	\$213,930	37.0%		\$162,000			\$16,500	
Midtown	Units	142	127	11.8%	141	126	11.9%	1	1	0.0%		2	
	Median Sales Price	\$232,750	\$187,650	24.0%	\$230,500	\$187,325	23.0%						
	Ave. Sales Price	\$256,113	\$204,682	25.1%	\$255,217	\$203,306	25.5%	\$382,500	\$378,000	1.2%		\$34,390	
S. Memphis	Units	114	75	52.0%	114	75	52.0%				3	2	50.0%
	Median Sales Price	\$45,000	\$30,400	48.0%	\$45,000	\$30,400	48.0%				\$28,000		
	Ave. Sales Price	\$55,662	\$40,511	37.4%	\$55,662	\$40,511	37.4%				\$20,666	\$40,050	-48.4%
Berclair/ Highland Heights	Units	82	67	22.4%	82	67	22.4%						
	Median Sales Price	\$79,000	\$50,000	58.0%	\$79,000	\$50,000	58.0%						
	Ave. Sales Price	\$83,541	\$54,413	53.5%	\$83,541	\$54,413	53.5%						
E. Memphis	Units	428	341	25.5%	425	338	25.7%	3	3	0.0%			
	Median Sales Price	\$220,000	\$205,000	7.3%	\$218,100	\$202,150	7.9%	\$1,300,000	\$685,000	89.8%			
	Ave. Sales Price	\$269,694	\$249,007	8.3%	\$264,361	\$246,305	7.3%	\$1,025,166	\$553,433	85.2%			
Whitehaven	Units	86	77	11.7%	86	74	16.2%		3			2	
	Median Sales Price	\$83,950	\$70,000	19.9%	\$83,950	\$69,750	20.4%		\$190,220				
	Ave. Sales Price	\$94,261	\$78,871	19.5%	\$94,261	\$74,377	26.7%		\$189,718			\$63,050	
Parkway Village/ Oakhaven	Units	58	41	41.5%	58	41	41.5%				1		
	Median Sales Price	\$96,750	\$83,000	16.6%	\$96,750	\$83,000	16.6%						
	Ave. Sales Price	\$95,917	\$84,958	12.9%	\$95,917	\$84,958	12.9%				\$115,000		
Hickory Hill	Units	128	97	32.0%	127	96	32.3%	1	1	0.0%		1	
	Median Sales Price	\$167,000	\$135,000	23.7%	\$167,000	\$134,950	23.7%						
	Ave. Sales Price	\$166,670	\$136,489	22.1%	\$166,250	\$135,109	23.0%	\$220,000	\$269,000	-18.2%		\$55,000	
Southwind	Units	22	12	83.3%	14	12	16.7%	8					
	Median Sales Price	\$290,500	\$242,000	20.0%	\$370,000	\$242,000	52.9%	\$252,915					
	Ave. Sales Price	\$376,643	\$278,083	35.4%	\$445,789	\$278,083	60.3%	\$255,637					

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Cordova	Units	298	225	32.4%	291	219	32.9%	7	6	16.7%		2	
	Median Sales Price	\$250,000	\$200,000	25.0%	\$245,000	\$198,000	23.7%	\$415,000	\$210,200	97.4%			
	Ave. Sales Price	\$270,624	\$216,750	24.9%	\$267,297	\$216,208	23.6%	\$408,921	\$236,550	72.9%		\$221,250	
Bartlett	Units	165	116	42.2%	165	112	47.3%		4			1	
	Median Sales Price	\$285,000	\$222,500	28.1%	\$285,000	\$220,000	29.5%		\$297,200				
	Ave. Sales Price	\$294,400	\$233,526	26.1%	\$294,400	\$230,935	27.5%		\$306,075			\$270,000	
G'town	Units	97	105	-7.6%	97	105	-7.6%						
	Median Sales Price	\$425,000	\$345,000	23.2%	\$425,000	\$345,000	23.2%						
	Ave. Sales Price	\$490,332	\$417,688	17.4%	\$490,332	\$417,688	17.4%						
Collierville	Units	148	133	11.3%	137	125	9.6%	11	8	37.5%			
	Median Sales Price	\$433,656	\$433,000	0.2%	\$425,000	\$420,000	1.2%	\$630,424	\$599,986	5.1%			
	Ave. Sales Price	\$485,420	\$432,243	12.3%	\$469,462	\$420,945	11.5%	\$684,170	\$608,775	12.4%			
Lakeland	Units	37	51	-27.5%	35	43	-18.6%	2	8	-75.0%			
	Median Sales Price	\$300,000	\$385,000	-22.1%	\$293,849	\$320,000	-8.2%		\$476,200				
	Ave. Sales Price	\$337,043	\$367,040	-8.2%	\$329,529	\$347,111	-5.1%	\$468,541	\$474,162	-1.2%			
Arlington	Units	62	55	12.7%	52	41	26.8%	10	14	-28.6%			
	Median Sales Price	\$369,228	\$345,000	7.0%	\$340,500	\$275,000	23.8%	\$409,398	\$379,915	7.8%			
	Ave. Sales Price	\$363,185	\$319,155	13.8%	\$350,118	\$294,514	18.9%	\$431,136	\$391,320	10.2%			
Millington	Units	44	23	91.3%	42	23	82.6%	2				1	
	Median Sales Price	\$176,000	\$130,000	35.4%	\$170,500	\$130,000	31.2%						
	Ave. Sales Price	\$187,788	\$159,647	17.6%	\$184,707	\$159,647	15.7%	\$252,490				\$112,500	
Shelby County	Units	2,166	1,757	23.3%	2,118	1,706	24.2%	48	51	-5.9%	6	14	-57.1%
	Median Sales Price	\$212,250	\$186,000	14.1%	\$210,000	\$182,250	15.2%	\$413,440	\$378,475	9.2%	\$32,500	\$54,050	-39.9%
	Ave. Sales Price	\$249,587	\$220,536	13.2%	\$244,738	\$215,341	13.7%	\$463,538	\$394,334	17.5%	\$43,666	\$96,570	-54.8%
Fayette County	Units	99	116	-14.7%	67	90	-25.6%	32	26	23.1%		1	
	Median Sales Price	\$279,900	\$262,245	6.7%	\$278,000	\$235,500	18.0%	\$279,545	\$296,450	-5.7%			
	Ave. Sales Price	\$349,299	\$286,843	21.8%	\$357,250	\$271,098	31.8%	\$332,653	\$341,346	-2.5%		\$156,200	
Tipton County	Units	126	113	11.5%	115	107	7.5%	11	6	83.3%	1	3	-66.7%
	Median Sales Price	\$219,000	\$184,000	19.0%	\$205,000	\$180,000	13.9%	\$274,990	\$228,733	20.2%		\$17,000	
	Ave. Sales Price	\$216,428	\$180,447	19.9%	\$208,439	\$178,324	16.9%	\$299,940	\$218,316	37.4%	\$235,000	\$75,333	211.9%

		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
Fraser	Units	694	567	22.4%	688	565	21.8%	6	2	200.0%	10	21	-52.4%
	Median Sales Price	\$67,500	\$44,500	51.7%	\$67,375	\$44,000	53.1%	\$112,500			\$51,745	\$35,100	47.4%
	Ave. Sales Price	\$78,059	\$56,460	38.3%	\$77,758	\$56,183	38.4%	\$112,583	\$134,950	-16.6%	\$59,173	\$39,435	50.1%
Raleigh/ Cov. Pike	Units	606	532	13.9%	601	526	14.3%	5	6	-16.7%	5	13	-61.5%
	Median Sales Price	\$112,250	\$92,000	22.0%	\$112,000	\$91,300	22.7%	\$135,000	\$131,000	3.1%	\$144,000	\$84,900	69.6%
	Ave. Sales Price	\$116,411	\$96,769	20.3%	\$116,190	\$96,367	20.6%	\$143,000	\$132,000	8.3%	\$110,500	\$84,088	31.4%
Downtown	Units	359	291	23.4%	355	276	28.6%	4	15	-73.3%	2	14	-85.7%
	Median Sales Price	\$260,000	\$250,000	4.0%	\$260,000	\$246,000	5.7%	\$122,000	\$363,105	-66.4%		\$43,462	
	Ave. Sales Price	\$276,543	\$251,833	9.8%	\$277,127	\$244,909	13.2%	\$224,750	\$379,245	-40.7%	\$274,000	\$69,923	291.9%
Midtown	Units	749	624	20.0%	742	620	19.7%	7	4	75.0%	5	15	-66.7%
	Median Sales Price	\$210,000	\$156,450	34.2%	\$209,000	\$155,000	34.8%	\$305,000	\$376,500	-19.0%	\$25,000	\$19,900	25.6%
	Ave. Sales Price	\$220,781	\$178,631	23.6%	\$219,448	\$177,378	23.7%	\$362,057	\$372,812	-2.9%	\$24,350	\$45,799	-46.8%
S. Memphis	Units	579	476	21.6%	578	476	21.4%	1			11	24	-54.2%
	Median Sales Price	\$45,000	\$30,000	50.0%	\$45,000	\$30,000	50.0%				\$35,001	\$18,750	86.7%
	Ave. Sales Price	\$55,030	\$39,469	39.4%	\$54,745	\$39,469	38.7%	\$220,000			\$32,841	\$19,348	69.7%
Berkshire/ Highland Heights	Units	506	376	34.6%	506	376	34.6%				5	8	-37.5%
	Median Sales Price	\$67,090	\$45,000	49.1%	\$67,090	\$45,000	49.1%				\$43,500	\$28,300	53.7%
	Ave. Sales Price	\$75,399	\$51,956	45.1%	\$75,399	\$51,956	45.1%				\$39,340	\$33,785	16.4%
E. Memphis	Units	2,108	1,812	16.3%	2,096	1,786	17.4%	12	26	-53.8%	8	21	-61.9%
	Median Sales Price	\$195,000	\$177,450	9.9%	\$193,825	\$174,450	11.1%	\$550,750	\$655,000	-15.9%	\$102,500	\$51,250	100.0%
	Ave. Sales Price	\$244,960	\$230,533	6.3%	\$242,747	\$224,590	8.1%	\$631,575	\$638,763	-1.1%	\$132,587	\$85,318	55.4%
Whitehaven	Units	542	489	10.8%	524	465	12.7%	18	24	-25.0%	7	22	-68.2%
	Median Sales Price	\$83,250	\$73,200	13.7%	\$82,000	\$71,200	15.2%	\$209,500	\$182,448	14.8%	\$71,000	\$41,000	73.2%
	Ave. Sales Price	\$93,401	\$81,086	15.2%	\$89,344	\$75,862	17.8%	\$211,486	\$182,307	16.0%	\$59,128	\$47,523	24.4%
Parkway/ Village/ Oakhaven	Units	338	279	21.1%	338	279	21.1%				4	8	-50.0%
	Median Sales Price	\$87,000	\$75,000	16.0%	\$87,000	\$75,000	16.0%				\$64,822	\$58,950	10.0%
	Ave. Sales Price	\$87,200	\$74,150	17.6%	\$87,200	\$74,150	17.6%				\$73,446	\$64,450	14.0%
Hickory Hill	Units	719	641	12.2%	713	625	14.1%	6	16	-62.5%	3	16	-81.3%
	Median Sales Price	\$150,000	\$130,000	15.4%	\$150,000	\$130,000	15.4%	\$203,500	\$269,900	-24.6%	\$137,000	\$119,804	14.4%
	Ave. Sales Price	\$154,561	\$130,536	18.4%	\$153,923	\$127,197	21.0%	\$230,450	\$260,959	-11.7%	\$153,500	\$112,430	36.5%
Southwind	Units	95	69	37.7%	76	61	24.6%	19	8	137.5%	1		
	Median Sales Price	\$267,000	\$267,750	-0.3%	\$274,650	\$250,000	9.9%	\$242,060	\$282,978	-14.5%			
	Ave. Sales Price	\$347,186	\$302,811	14.7%	\$371,542	\$305,037	21.8%	\$249,758	\$285,837	-12.6%	\$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	1,465	1,204	21.7%	1,429	1,158	23.4%	36	46	-21.7%	3	11	-72.7%
	Median Sales Price	\$228,000	\$195,000	16.9%	\$225,000	\$191,125	17.7%	\$358,188	\$231,900	54.5%	\$235,000	\$174,000	35.1%
	Ave. Sales Price	\$245,065	\$215,300	13.8%	\$242,057	\$213,713	13.3%	\$364,468	\$255,244	42.8%	\$197,666	\$199,696	-1.0%
Bartlett	Units	759	632	20.1%	755	622	21.4%	4	10	-60.0%		7	
	Median Sales Price	\$263,000	\$225,000	16.9%	\$262,600	\$224,000	17.2%	\$359,400	\$347,450	3.4%		\$155,000	
	Ave. Sales Price	\$272,568	\$231,562	17.7%	\$272,119	\$230,112	18.3%	\$357,400	\$327,420	9.2%		\$156,128	
G'town	Units	516	502	2.8%	513	492	4.3%	3	10	-70.0%	2	1	100.0%
	Median Sales Price	\$408,200	\$345,000	18.3%	\$406,400	\$340,750	19.3%	\$905,000	\$907,500	-0.3%			
	Ave. Sales Price	\$462,990	\$404,274	14.5%	\$461,526	\$392,745	17.5%	\$713,333	\$971,507	-26.6%	\$329,944	\$229,000	44.1%
Collierville	Units	712	637	11.8%	624	565	10.4%	88	72	22.2%	1	3	-66.7%
	Median Sales Price	\$447,000	\$400,000	11.8%	\$421,500	\$375,000	12.4%	\$585,125	\$547,475	6.9%		\$289,580	
	Ave. Sales Price	\$479,002	\$418,123	14.6%	\$455,976	\$397,671	14.7%	\$642,281	\$578,619	11.0%	\$560,000	\$369,945	51.4%
Lakeland	Units	192	201	-4.5%	162	163	-0.6%	30	38	-21.1%		2	
	Median Sales Price	\$365,000	\$377,000	-3.2%	\$327,000	\$320,000	2.2%	\$499,950	\$485,900	2.9%			
	Ave. Sales Price	\$379,649	\$366,045	3.7%	\$356,283	\$339,652	4.9%	\$505,825	\$479,256	5.5%		\$459,000	
Arlington	Units	307	242	26.9%	230	170	35.3%	77	72	6.9%		3	
	Median Sales Price	\$363,455	\$325,000	11.8%	\$330,000	\$275,500	19.8%	\$411,470	\$383,006	7.4%		\$275,000	
	Ave. Sales Price	\$357,825	\$314,356	13.8%	\$335,595	\$280,072	19.8%	\$424,227	\$395,306	7.3%		\$215,666	
Millington	Units	192	106	81.1%	162	104	55.8%	30	2	1400.0%	1	4	-75.0%
	Median Sales Price	\$175,000	\$149,000	17.4%	\$155,000	\$146,500	5.8%	\$241,490				\$92,963	
	Ave. Sales Price	\$179,029	\$157,722	13.5%	\$167,101	\$155,530	7.4%	\$243,437	\$271,700	-10.4%	\$194,900	\$102,856	89.5%
Shelby County	Units	11,226	9,544	17.6%	10,880	9,193	18.4%	346	351	-1.4%	67	191	-64.9%
	Median Sales Price	\$185,000	\$163,000	13.5%	\$180,000	\$156,900	14.7%	\$413,532	\$389,900	6.1%	\$52,543	\$48,000	9.5%
	Ave. Sales Price	\$227,436	\$202,023	12.6%	\$220,798	\$193,496	14.1%	\$436,162	\$425,343	2.5%	\$103,692	\$83,812	23.7%
Fayette County	Units	644	562	14.6%	460	419	9.8%	184	143	28.7%	3	12	-75.0%
	Median Sales Price	\$284,715	\$259,900	9.5%	\$277,125	\$227,500	21.8%	\$299,365	\$298,000	0.5%	\$45,200	\$57,500	-21.4%
	Ave. Sales Price	\$318,082	\$281,368	13.0%	\$304,890	\$255,802	19.2%	\$351,060	\$356,277	-1.5%	\$40,416	\$83,451	-51.6%
Tipton County	Units	700	577	21.3%	639	508	25.8%	61	69	-11.6%	16	22	-27.3%
	Median Sales Price	\$205,000	\$174,900	17.2%	\$195,000	\$165,000	18.2%	\$277,990	\$234,465	18.6%	\$97,500	\$76,200	28.0%
	Ave. Sales Price	\$208,222	\$178,367	16.7%	\$200,234	\$168,406	18.9%	\$291,900	\$251,702	16.0%	\$139,191	\$86,954	60.1%