

Sales Summary

	March Total Sales			YTD Total Sales		
	2020	2019	% change	2020	2019	% change
Units	1,566	1,535	2.0%	4,208	4,033	4.3%
Median Sales Price	\$155,986	\$136,950	13.9%	\$146,500	\$131,000	11.8%
Average Sales Price	\$193,006	\$174,481	10.6%	\$183,874	\$170,489	7.9%

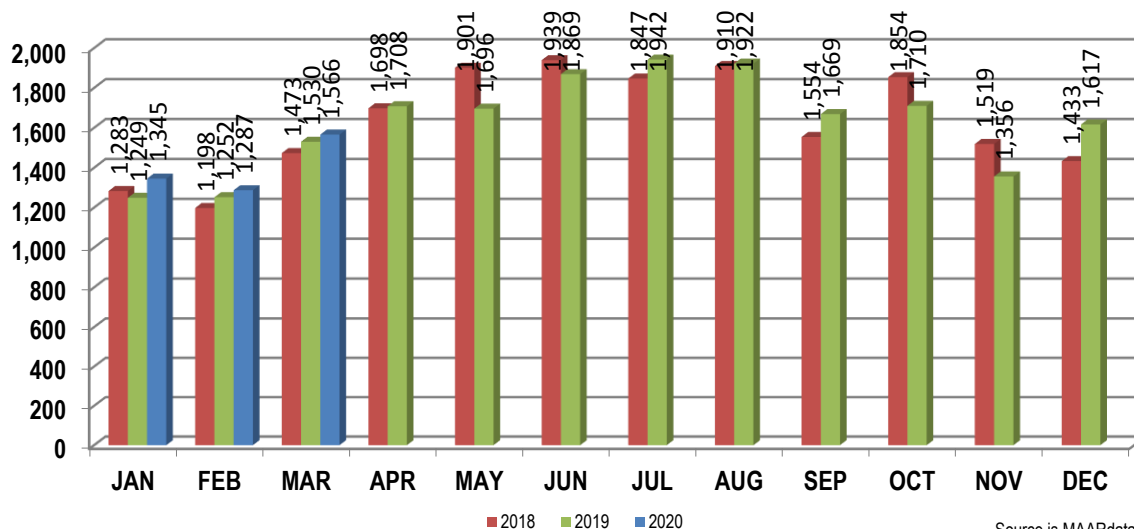
	March Existing Sales			YTD Existing Home Sales		
	2020	2019	% change	2020	2019	% change
Units	1,476	1,455	1.4%	3,988	3,827	4.2%
Median Sales Price	\$148,000	\$130,000	13.8%	\$138,000	\$124,900	10.5%
Average Sales Price	\$181,776	\$163,607	11.1%	\$173,152	\$159,751	8.4%

	March New Home Sales			YTD New Home Sales		
	2020	2019	% change	2020	2019	% change
Units	90	80	12.5%	220	206	6.8%
Median Sales Price	\$343,698	\$318,800	7.8%	\$339,000	\$318,800	6.3%
Average Sales Price	\$377,189	\$372,251	1.3%	\$378,229	\$369,978	2.2%

	March Bank Sales			YTD Bank Sales*		
	2020	2019	% change	2020	2019	% change
Units	39	52	-25.0%	122	156	-21.8%
Median Sales Price	\$36,900	\$70,000	-47.3%	\$47,350	\$53,000	-10.7%
Average Sales Price	\$70,441	\$106,687	-34.0%	\$76,057	\$87,211	-12.8%

	March Non-Bank Sales			YTD Non-Bank Sales		
	2020	2019	% change	2020	2019	% change
Units	1,527	1,483	3.0%	4,086	3,877	5.4%
Median Sales Price	\$160,000	\$139,900	14.4%	\$150,000	\$135,000	11.1%
Average Sales Price	\$196,137	\$176,858	10.9%	\$187,093	\$173,840	7.6%

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.



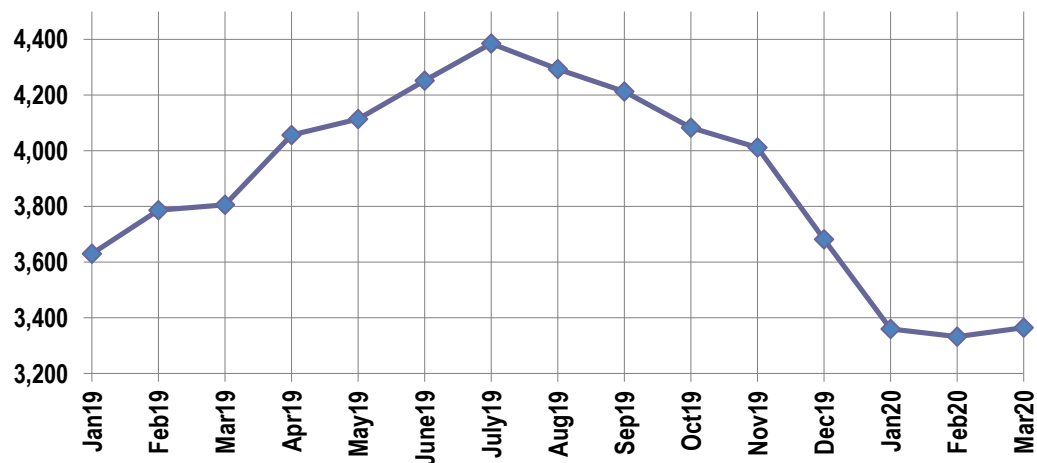
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 03-18-20)		
	Units	Ave. List Price
Single Family	3,173	\$307,027
Condo/Co-op	128	\$169,607
Duplex	64	\$82,480
Market Total	3,365	\$297,529

Pending Sales (as of 03-18-20)		
	Units	Ave. List Price
Single Family	1,166	\$227,134
Condo/Co-op	46	\$163,908
Duplex	16	\$86,749
Market Total	1,228	\$222,937

	March Foreclosure Actions			YTD Foreclosure Actions		
	2020	2019	% change	2020	2019	% change
Total	64	121	-47.1%	238	324	-26.5%

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



Inventory

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
Feb-19	3,786	Feb-20	3,333
Mar-19	3,806	Mar-20	3,365

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Frayser	Units	95	106	-10.4%	93	106	-12.3%	2			4	3	33.3%
	Median Sales Price	\$49,500	\$39,950	23.9%	\$48,900	\$39,950	22.4%				\$10,750	\$10,000	7.5%
	Ave. Sales Price	\$53,376	\$48,904	9.1%	\$51,621	\$48,904	5.6%	\$134,950			\$12,500	\$14,000	-10.7%
Raleigh/ Cov. Pike	Units	86	83	3.6%	86	83	3.6%				4	5	-20.0%
	Median Sales Price	\$86,000	\$85,000	1.2%	\$86,000	\$85,000	1.2%				\$65,950	\$52,000	26.8%
	Ave. Sales Price	\$98,896	\$86,070	14.9%	\$98,896	\$86,070	14.9%				\$68,725	\$61,810	11.2%
Downtown	Units	43	37	16.2%	39	37	5.4%	4			4	2	100.0%
	Median Sales Price	\$205,000	\$235,500	-13.0%	\$190,000	\$235,500	-19.3%	\$359,745			\$26,950		
	Ave. Sales Price	\$231,458	\$237,608	-2.6%	\$217,876	\$237,608	-8.3%	\$363,875			\$25,699	\$129,155	-80.1%
Midtown	Units	90	81	11.1%	90	79	13.9%		2		4	2	100.0%
	Median Sales Price	\$119,250	\$116,000	2.8%	\$119,250	\$110,400	8.0%				\$18,595		
	Ave. Sales Price	\$133,514	\$137,565	-2.9%	\$133,514	\$133,631	-0.1%		\$292,950		\$18,750	\$25,750	-27.2%
S. Memphis	Units	76	81	-6.2%	76	81	-6.2%				4	5	-20.0%
	Median Sales Price	\$37,350	\$32,000	16.7%	\$37,350	\$32,000	16.7%				\$17,000	\$13,500	25.9%
	Ave. Sales Price	\$45,723	\$41,254	10.8%	\$45,723	\$41,254	10.8%				\$15,475	\$22,314	-30.6%
Berclair/ Highland Heights	Units	66	61	8.2%	66	61	8.2%				1	2	-50.0%
	Median Sales Price	\$42,000	\$42,500	-1.2%	\$42,000	\$42,500	-1.2%						
	Ave. Sales Price	\$48,133	\$51,895	-7.2%	\$48,133	\$51,895	-7.2%				\$28,000	\$34,875	-19.7%
E. Memphis	Units	250	269	-7.1%	247	264	-6.4%	3	5	-40.0%	2	3	-33.3%
	Median Sales Price	\$155,000	\$143,500	8.0%	\$155,000	\$140,100	10.6%	\$650,000	\$830,000	-21.7%		\$36,100	
	Ave. Sales Price	\$228,981	\$185,798	23.2%	\$222,941	\$176,006	26.7%	\$726,284	\$702,800	3.3%	\$29,750	\$59,916	-50.3%
Whitehaven	Units	74	75	-1.3%	72	73	-1.4%	2	2	0.0%	4	4	0.0%
	Median Sales Price	\$74,850	\$66,000	13.4%	\$74,600	\$65,000	14.8%				\$52,500	\$51,035	2.9%
	Ave. Sales Price	\$82,593	\$68,955	19.8%	\$79,555	\$66,392	19.8%	\$191,982	\$162,500	18.1%	\$69,250	\$45,267	53.0%
Parkway Village/ Oakhaven	Units	50	55	-9.1%	50	55	-9.1%					1	
	Median Sales Price	\$70,000	\$75,000	-6.7%	\$70,000	\$75,000	-6.7%						
	Ave. Sales Price	\$71,880	\$73,846	-2.7%	\$71,880	\$73,846	-2.7%					\$33,300	
Hickory Hill	Units	103	95	8.4%	101	94	7.4%	2	1	100.0%	2	3	-33.3%
	Median Sales Price	\$132,000	\$122,500	7.8%	\$130,000	\$121,750	6.8%					\$70,000	
	Ave. Sales Price	\$133,258	\$121,339	9.8%	\$130,357	\$119,938	8.7%	\$279,772	\$253,090	10.5%	\$112,178	\$78,966	42.1%
Southwind	Units	7	12	-41.7%	5	11	-54.5%	2	1	100.0%		2	
	Median Sales Price	\$224,900	\$217,450	3.4%	\$210,000	\$189,900	10.6%						
	Ave. Sales Price	\$246,729	\$241,808	2.0%	\$233,680	\$238,336	-2.0%	\$279,352	\$280,000	-0.2%		\$217,450	

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Cordova	Units	180	187	-3.7%	170	174	-2.3%	10	13	-23.1%	1	5	-80.0%
	Median Sales Price	\$201,000	\$183,000	9.8%	\$192,450	\$175,900	9.4%	\$281,605	\$285,198	-1.3%		\$162,100	
	Ave. Sales Price	\$226,324	\$208,436	8.6%	\$222,870	\$203,395	9.6%	\$285,045	\$275,898	3.3%	\$209,500	\$240,620	-12.9%
Bartlett	Units	80	87	-8.0%	80	80	0.0%		7		1	2	-50.0%
	Median Sales Price	\$228,500	\$225,000	1.6%	\$228,500	\$215,000	6.3%		\$289,900				
	Ave. Sales Price	\$240,649	\$223,721	7.6%	\$240,649	\$217,952	10.4%		\$289,657		\$307,500	\$214,750	43.2%
G'town	Units	70	50	40.0%	69	50	38.0%	1				1	
	Median Sales Price	\$327,500	\$315,000	4.0%	\$325,000	\$315,000	3.2%						
	Ave. Sales Price	\$351,585	\$385,755	-8.9%	\$347,261	\$385,755	-10.0%	\$650,000				\$336,000	
Collierville	Units	86	78	10.3%	72	65	10.8%	14	13	7.7%		1	
	Median Sales Price	\$404,000	\$382,000	5.8%	\$365,000	\$365,000	0.0%	\$580,980	\$487,020	19.3%			
	Ave. Sales Price	\$420,966	\$376,542	11.8%	\$391,437	\$352,568	11.0%	\$572,829	\$496,411	15.4%		\$358,488	
Lakeland	Units	22	15	46.7%	20	13	53.8%	2	2	0.0%		1	
	Median Sales Price	\$310,000	\$369,500	-16.1%	\$300,000	\$359,900	-16.6%						
	Ave. Sales Price	\$339,940	\$382,045	-11.0%	\$327,377	\$372,169	-12.0%	\$465,574	\$446,240	4.3%		\$149,900	
Arlington	Units	36	30	20.0%	23	21	9.5%	13	9	44.4%	1		
	Median Sales Price	\$323,700	\$257,500	25.7%	\$230,000	\$245,000	-6.1%	\$383,032	\$384,900	-0.5%			
	Ave. Sales Price	\$302,540	\$295,414	2.4%	\$251,976	\$264,771	-4.8%	\$391,998	\$366,914	6.8%	\$290,000		
Millington	Units	11	25	-56.0%	11	25	-56.0%					2	
	Median Sales Price	\$78,500	\$125,000	-37.2%	\$78,500	\$125,000	-37.2%						
	Ave. Sales Price	\$148,955	\$122,672	21.4%	\$148,955	\$122,672	21.4%					\$128,000	
Shelby County	Units	1,388	1,399	-0.8%	1,333	1,344	-0.8%	55	55	0.0%	32	42	-23.8%
	Median Sales Price	\$149,450	\$129,900	15.1%	\$141,000	\$123,250	14.4%	\$383,032	\$329,950	16.1%	\$29,750	\$56,250	-47.1%
	Ave. Sales Price	\$190,014	\$168,483	12.8%	\$180,634	\$159,589	13.2%	\$417,339	\$385,824	8.2%	\$61,869	\$108,841	-43.2%
Fayette County	Units	85	52	63.5%	62	38	63.2%	23	14	64.3%	5	4	25.0%
	Median Sales Price	\$246,795	\$269,950	-8.6%	\$211,200	\$239,250	-11.7%	\$304,350	\$302,222	0.7%	\$55,000	\$127,000	-56.7%
	Ave. Sales Price	\$255,047	\$304,756	-16.3%	\$222,151	\$287,444	-22.7%	\$343,723	\$351,748	-2.3%	\$70,502	\$147,500	-52.2%
Tipton County	Units	93	84	10.7%	81	73	11.0%	12	11	9.1%	2	6	-66.7%
	Median Sales Price	\$171,400	\$182,500	-6.1%	\$168,000	\$175,000	-4.0%	\$259,450	\$312,608	-17.0%		\$70,700	
	Ave. Sales Price	\$180,966	\$193,734	-6.6%	\$169,655	\$173,128	-2.0%	\$257,309	\$330,482	-22.1%	\$207,450	\$64,400	222.1%

		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	268	275	-2.5%	266	275	-3.3%	2			10	10	0.0%
	Median Sales Price	\$40,000	\$35,000	14.3%	\$40,000	\$35,000	14.3%				\$21,550	\$23,750	-9.3%
	Ave. Sales Price	\$51,270	\$47,442	8.1%	\$50,641	\$47,442	6.7%	\$134,950			\$28,202	\$26,350	7.0%
Raleigh/ Cov. Pike	Units	226	238	-5.0%	223	238	-6.3%	3			7	19	-63.2%
	Median Sales Price	\$87,722	80,000	9.7%	\$87,000	80,000	8.8%	\$137,000			\$64,500	\$62,006	4.0%
	Ave. Sales Price	\$96,405	\$86,430	11.5%	\$95,899	\$86,430	11.0%	\$134,000			\$62,871	\$67,377	-6.7%
Downtown	Units	119	96	24.0%	110	94	17.0%	9	2	350.0%	9	3	200.0%
	Median Sales Price	\$230,000	\$228,250	0.8%	\$215,000	\$232,250	-7.4%	\$363,105			\$42,024	\$36,500	15.1%
	Ave. Sales Price	\$244,753	\$225,488	8.5%	\$232,963	\$227,999	2.2%	\$388,850	\$107,500	261.7%	\$43,769	\$98,270	-55.5%
Midtown	Units	240	237	1.3%	240	234	2.6%		3		10	5	100.0%
	Median Sales Price	\$122,500	\$130,000	-5.8%	\$122,500	\$127,750	-4.1%		\$296,900		\$18,840	\$31,500	-40.2%
	Ave. Sales Price	\$149,980	\$144,858	3.5%	\$149,980	\$142,737	5.1%		\$310,300		\$46,420	\$44,475	4.4%
S. Memphis	Units	211	202	4.5%	211	202	4.5%				11	17	-35.3%
	Median Sales Price	\$31,000	\$25,375	22.2%	\$31,000	\$25,375	22.2%				\$20,500	\$13,500	51.9%
	Ave. Sales Price	\$40,460	\$34,967	15.7%	\$40,460	\$34,967	15.7%				\$20,784	\$18,333	13.4%
Berclair/ Highland Heights	Units	174	146	19.2%	174	146	19.2%				4	8	-50.0%
	Median Sales Price	\$40,000	\$40,000	0.0%	\$40,000	\$40,000	0.0%				\$28,524	\$32,406	-12.0%
	Ave. Sales Price	\$46,911	\$47,849	-2.0%	\$46,911	\$47,849	-2.0%				\$32,636	\$30,976	5.4%
E. Memphis	Units	691	656	5.3%	682	649	5.1%	9	7	28.6%	14	9	55.6%
	Median Sales Price	\$145,000	\$130,000	11.5%	\$141,000	\$128,500	9.7%	\$662,500	\$830,000	-20.2%	\$37,000	\$65,100	-43.2%
	Ave. Sales Price	\$205,513	\$185,170	11.0%	\$198,670	\$179,726	10.5%	\$724,113	\$689,857	5.0%	\$56,419	\$70,363	-19.8%
Whitehaven	Units	217	226	-4.0%	207	218	-5.0%	10	8	25.0%	13	16	-18.8%
	Median Sales Price	\$73,000	\$65,000	12.3%	\$71,000	\$64,450	10.2%	\$182,518	\$174,900	4.4%	\$37,000	\$33,750	9.6%
	Ave. Sales Price	\$78,856	\$70,902	11.2%	\$73,823	\$67,096	10.0%	\$183,040	\$174,606	4.8%	\$51,922	\$42,213	23.0%
Parkway Village/ Oakhaven	Units	133	140	-5.0%	133	140	-5.0%				5	12	-58.3%
	Median Sales Price	\$61,500	\$66,750	-7.9%	\$61,500	\$66,750	-7.9%				\$51,900	\$45,250	14.7%
	Ave. Sales Price	\$65,715	\$66,205	-0.7%	\$65,715	\$66,205	-0.7%				\$47,920	\$40,368	18.7%
Hickory Hill	Units	282	263	7.2%	278	260	6.9%	4	3	33.3%	8	10	-20.0%
	Median Sales Price	\$122,000	\$119,900	1.8%	\$120,923	\$118,850	1.7%	\$274,900	\$273,020	0.7%	\$136,179	\$77,750	75.1%
	Ave. Sales Price	\$123,676	\$117,827	5.0%	\$121,465	\$115,971	4.7%	\$277,336	\$278,670	-0.5%	\$117,400	\$78,303	49.9%
Southwind	Units	28	35	-20.0%	23	34	-32.4%	5	1	400.0%		3	
	Median Sales Price	\$273,875	\$241,600	13.4%	\$234,900	\$235,800	-0.4%	\$290,955				\$214,500	
	Ave. Sales Price	\$266,241	\$256,225	3.9%	\$260,091	\$255,526	1.8%	\$294,532	\$280,000	5.2%		\$216,466	

		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	480	494	-2.8%	458	454	0.9%	22	40	-45.0%	7	16	-56.3%
	Median Sales Price	\$187,700	\$180,000	4.3%	\$183,000	\$173,000	5.8%	\$272,625	\$275,722	-1.1%	\$174,000	\$174,600	-0.3%
	Ave. Sales Price	\$210,941	\$198,846	6.1%	\$208,010	\$192,738	7.9%	\$271,965	\$268,168	1.4%	\$209,341	\$212,984	-1.7%
Bartlett	Units	232	213	8.9%	230	196	17.3%	2	17	-88.2%	4	3	33.3%
	Median Sales Price	\$225,000	\$210,000	7.1%	\$225,000	\$199,000	13.1%		\$289,900		\$157,500	\$170,000	-7.4%
	Ave. Sales Price	\$230,655	\$217,478	6.1%	\$229,612	\$210,988	8.8%	\$350,650	\$292,303	20.0%	\$173,100	\$199,833	-13.4%
G'town	Units	176	150	17.3%	171	146	17.1%	5	4	25.0%		2	
	Median Sales Price	\$336,700	\$306,500	9.9%	\$330,000	\$301,000	9.6%	\$800,000	\$692,988	15.4%			
	Ave. Sales Price	\$383,387	\$360,470	6.4%	\$368,047	\$350,967	4.9%	\$908,000	\$707,320	28.4%		\$431,025	
Collierville	Units	209	221	-5.4%	175	183	-4.4%	34	38	-10.5%	1	2	-50.0%
	Median Sales Price	\$395,000	\$379,000	4.2%	\$351,200	\$338,000	3.9%	\$527,100	\$488,460	7.9%			
	Ave. Sales Price	\$405,891	\$376,643	7.8%	\$378,944	\$345,818	9.6%	\$544,591	\$525,091	3.7%	\$289,580	\$348,244	-16.8%
Lakeland	Units	57	43	32.6%	52	36	44.4%	5	7	-28.6%	1	1	0.0%
	Median Sales Price	\$310,000	\$266,000	16.5%	\$292,500	\$251,200	16.4%	\$495,389	\$433,800	14.2%			
	Ave. Sales Price	\$339,195	\$305,279	11.1%	\$323,483	\$281,965	14.7%	\$502,600	\$425,184	18.2%	\$393,000	\$149,900	162.2%
Arlington	Units	76	77	-1.3%	50	55	-9.1%	26	22	18.2%	1	1	0.0%
	Median Sales Price	\$299,750	\$289,900	3.4%	\$245,950	\$255,000	-3.5%	\$383,006	\$369,589	3.6%			
	Ave. Sales Price	\$300,101	\$303,505	-1.1%	\$250,987	\$279,159	-10.1%	\$394,551	\$364,367	8.3%	\$290,000	\$262,000	10.7%
Millington	Units	34	46	-26.1%	34	46	-26.1%				2	2	0.0%
	Median Sales Price	\$128,500	\$112,500	14.2%	\$128,500	\$112,500	14.2%						
	Ave. Sales Price	\$156,393	\$124,458	25.7%	\$156,393	\$124,458	25.7%				\$41,962	\$128,000	-67.2%
Shelby County	Units	3,778	3,696	2.2%	3,642	3,544	2.8%	136	152	-10.5%	105	136	-22.8%
	Median Sales Price	\$139,000	\$125,000	11.2%	\$131,250	\$119,900	9.5%	\$385,157	\$340,000	13.3%	\$42,024	\$52,250	-19.6%
	Ave. Sales Price	\$179,951	\$165,534	8.7%	\$170,852	\$156,280	9.3%	\$423,624	\$381,307	11.1%	\$73,820	\$88,075	-16.2%
Fayette County	Units	210	157	33.8%	154	122	26.2%	56	35	60.0%	6	10	-40.0%
	Median Sales Price	\$249,013	\$255,000	-2.3%	\$209,200	\$234,000	-10.6%	\$285,673	\$289,000	-1.2%	\$53,750	\$81,855	-34.3%
	Ave. Sales Price	\$262,439	\$282,407	-7.1%	\$237,334	\$260,895	-9.0%	\$331,477	\$357,393	-7.3%	\$64,835	\$108,433	-40.2%
Tipton County	Units	220	180	22.2%	192	161	19.3%	28	19	47.4%	11	10	10.0%
	Median Sales Price	\$171,700	\$169,900	1.1%	\$165,000	\$163,000	1.2%	\$233,125	\$305,000	-23.6%	\$100,000	\$47,750	109.4%
	Ave. Sales Price	\$176,241	\$174,605	0.9%	\$165,303	\$159,509	3.6%	\$251,245	\$303,528	-17.2%	\$103,531	\$54,240	90.9%