

Sales Summary

	May Total Sales			YTD Total Sales		
	2021	2020	% change	2021	2020	% change
Units	1,947	1,367	42.4%	8,316	7,048	18.0%
Median Sales Price	\$210,500	\$178,000	18.3%	\$180,000	\$160,000	12.5%
Average Sales Price	\$240,194	\$205,765	16.7%	\$220,474	\$195,784	12.6%

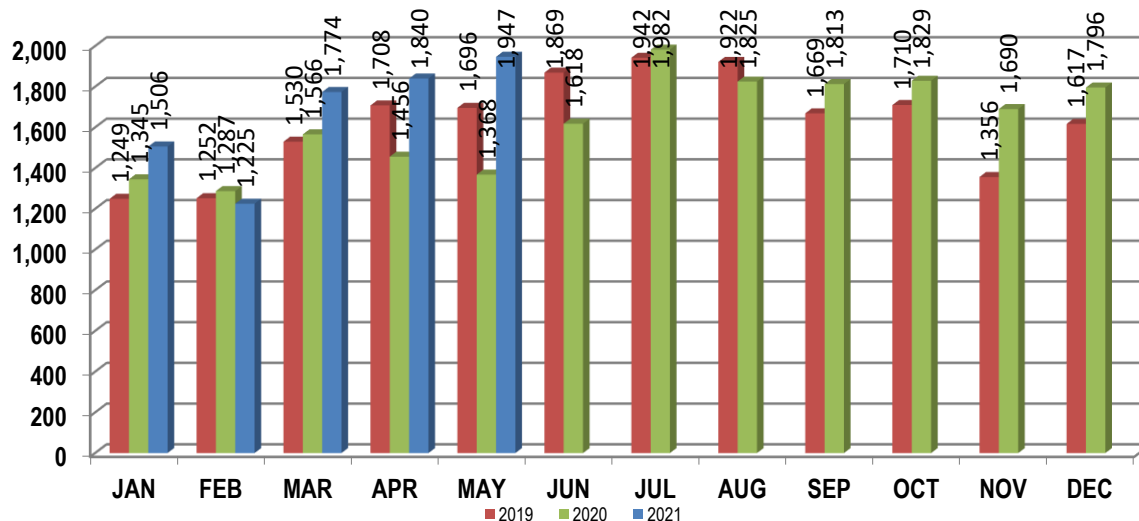
	May Existing Sales			YTD Existing Home Sales		
	2021	2020	% change	2021	2020	% change
Units	1,854	1,307	41.9%	7,918	6,670	18.7%
Median Sales Price	\$202,000	\$170,000	18.8%	\$173,200	\$151,000	14.7%
Average Sales Price	\$233,056	\$197,420	18.1%	\$211,479	\$184,624	14.5%

	May New Home Sales			YTD New Home Sales		
	2021	2020	% change	2021	2020	% change
Units	93	60	55.0%	398	378	5.3%
Median Sales Price	\$353,693	\$330,900	6.9%	\$369,900	\$347,150	6.6%
Average Sales Price	\$382,510	\$387,549	-1.3%	\$399,436	\$392,710	1.7%

	May Bank Sales			YTD Bank Sales*		
	2021	2020	% change	2021	2020	% change
Units	7	29	-75.9%	67	187	-64.2%
Median Sales Price	\$52,490	\$70,000	-25.0%	\$63,344	\$51,900	22.1%
Average Sales Price	\$66,333	\$92,793	-28.5%	\$120,150	\$83,480	43.9%

	May Non-Bank Sales			YTD Non-Bank Sales		
	2021	2020	% change	2021	2020	% change
Units	1,940	1,338	45.0%	8,249	6,861	20.2%
Median Sales Price	\$212,000	\$180,000	17.8%	\$180,000	\$164,000	9.8%
Average Sales Price	\$240,822	\$208,214	15.7%	\$221,289	\$198,845	11.3%

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.



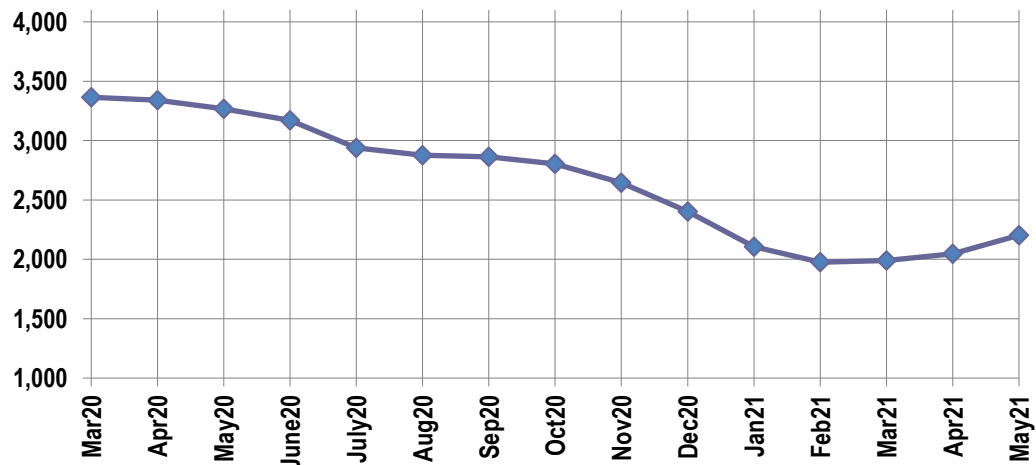
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 05-17-21)		
	Units	Ave. List Price
Single Family	2,064	\$324,446
Condo/Co-op	96	\$225,453
Duplex	42	\$167,595
Market Total	2,202	\$317,138

Pending Sales (as of 05-17-21)		
	Units	Ave. List Price
Single Family	1,643	\$287,844
Condo/Co-op	44	\$209,945
Duplex	17	\$130,411
Market Total	1,704	\$284,262

	May Foreclosure Actions			YTD Foreclosure Actions		
	2021	2020	% change	2021	2020	% change
Total	16	13	23.1%	112	281	-60.1%

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



Inventory

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
May-20	3,268	May-21	2,202

		May Total Sales			May Existing Sales			May New Home Sales			May Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Frayser	Units	119	72	65.3%	116	72	61.1%	3			1	4	-75.0%
	Median Sales Price	\$75,000	\$52,000	44.2%	\$73,600	\$52,000	41.5%	\$112,500				\$69,000	
	Ave. Sales Price	\$83,613	\$59,408	40.7%	\$82,865	\$59,408	39.5%	\$112,500			\$52,490	\$67,250	-21.9%
Raleigh/ Cov. Pike	Units	90	59	52.5%	90	59	52.5%				1		
	Median Sales Price	\$118,250	\$99,000	19.4%	\$118,250	\$99,000	19.4%						
	Ave. Sales Price	\$119,370	\$94,447	26.4%	\$119,370	\$94,447	26.4%				\$178,500		
Downtown	Units	64	30	113.3%	63	29	117.2%	1	1	0.0%		3	
	Median Sales Price	\$284,500	\$262,466	8.4%	\$285,000	\$259,432	9.9%					\$217,500	
	Ave. Sales Price	\$292,418	\$246,551	18.6%	\$295,123	\$236,233	24.9%	\$122,000	\$545,763	-77.6%		\$170,166	
Midtown	Units	117	81	44.4%	116	81	43.2%	1				1	
	Median Sales Price	\$215,000	\$194,000	10.8%	\$215,000	\$194,000	10.8%						
	Ave. Sales Price	\$214,814	\$213,759	0.5%	\$214,426	\$213,759	0.3%	\$259,900				\$70,000	
S. Memphis	Units	63	69	-8.7%	63	69	-8.7%					3	
	Median Sales Price	\$48,000	\$25,000	92.0%	\$48,000	\$25,000	92.0%					\$16,001	
	Ave. Sales Price	\$58,039	\$35,157	65.1%	\$58,039	\$35,157	65.1%					\$12,833	
Berclair/ Highland Heights	Units	80	48	66.7%	80	48	66.7%				2	1	100.0%
	Median Sales Price	\$69,000	\$51,976	32.8%	\$69,000	\$51,976	32.8%						
	Ave. Sales Price	\$76,002	\$56,198	35.2%	\$76,002	\$56,198	35.2%				\$31,750	\$28,600	11.0%
E. Memphis	Units	309	246	25.6%	307	244	25.8%	2	2	0.0%	1	3	-66.7%
	Median Sales Price	\$195,000	\$186,000	4.8%	\$195,000	\$185,000	5.4%					\$147,500	
	Ave. Sales Price	\$234,669	\$226,925	3.4%	\$233,063	\$224,585	3.8%	\$481,250	\$512,500	-6.1%	\$43,500	\$184,266	-76.4%
Whitehaven	Units	69	63	9.5%	64	59	8.5%	5	4	25.0%		1	
	Median Sales Price	\$84,750	\$75,700	12.0%	\$81,450	\$71,200	14.4%	\$206,300	\$166,338	24.0%			
	Ave. Sales Price	\$96,472	\$82,981	16.3%	\$87,375	\$76,791	13.8%	\$212,918	\$174,293	22.2%		\$47,511	
Parkway Village/ Oakhaven	Units	57	34	67.6%	57	34	67.6%				1	2	-50.0%
	Median Sales Price	\$92,900	\$88,450	5.0%	\$92,900	\$88,450	5.0%						
	Ave. Sales Price	\$93,655	\$83,632	12.0%	\$93,655	\$83,632	12.0%				\$63,344	\$87,750	-27.8%
Hickory Hill	Units	106	71	49.3%	105	68	54.4%	1	3	-66.7%		2	
	Median Sales Price	\$170,000	\$137,000	24.1%	\$170,000	\$131,740	29.0%		\$269,900				
	Ave. Sales Price	\$182,855	\$130,983	39.6%	\$182,901	\$124,560	46.8%	\$178,000	\$276,566	-35.6%		\$72,625	
Southwind	Units	12	12	0.0%	8	11	-27.3%	4	1	300.0%			
	Median Sales Price	\$262,500	\$247,500	6.1%	\$290,000	\$242,000	19.8%	\$240,500					
	Ave. Sales Price	\$376,353	\$284,949	32.1%	\$445,487	\$286,572	55.5%	\$238,085	\$267,090	-10.9%			

		May Total Sales			May Existing Sales			May New Home Sales			May Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Cordova	Units	230	145	58.6%	225	141	59.6%	5	4	25.0%			
	Median Sales Price	\$225,000	\$195,700	15.0%	\$223,100	\$195,000	14.4%	\$358,775	\$253,805	41.4%			
	Ave. Sales Price	\$247,852	\$211,617	17.1%	\$245,110	\$210,405	16.5%	\$371,265	\$254,352	46.0%			
Bartlett	Units	131	77	70.1%	131	76	72.4%		1			1	
	Median Sales Price	\$290,000	\$250,000	16.0%	\$290,000	\$244,500	18.6%						
	Ave. Sales Price	\$290,138	\$244,285	18.8%	\$290,138	\$242,803	19.5%		\$356,900			\$94,000	
G'town	Units	82	63	30.2%	82	61	34.4%		2				
	Median Sales Price	\$414,300	\$350,000	18.4%	\$414,300	\$350,000	18.4%						
	Ave. Sales Price	\$481,492	\$402,826	19.5%	\$481,492	\$379,049	27.0%		\$1,128,035				
Collierville	Units	118	76	55.3%	102	72	41.7%	16	4	300.0%			
	Median Sales Price	\$482,000	\$367,500	31.2%	\$451,500	\$355,000	27.2%	\$628,757	\$595,340	5.6%			
	Ave. Sales Price	\$505,995	\$399,394	26.7%	\$482,198	\$388,808	24.0%	\$657,706	\$589,924	11.5%			
Lakeland	Units	38	23	65.2%	32	18	77.8%	6	5	20.0%			
	Median Sales Price	\$375,500	\$380,000	-1.2%	\$293,950	\$360,000	-18.3%	\$486,710	\$510,500	-4.7%			
	Ave. Sales Price	\$372,702	\$379,895	-1.9%	\$351,598	\$345,000	1.9%	\$485,260	\$505,519	-4.0%			
Arlington	Units	57	36	58.3%	46	29	58.6%	11	7	57.1%		1	
	Median Sales Price	\$390,000	\$312,500	24.8%	\$365,000	\$294,000	24.1%	\$426,459	\$432,030	-1.3%			
	Ave. Sales Price	\$367,740	\$320,913	14.6%	\$351,858	\$295,906	18.9%	\$434,155	\$424,513	2.3%		\$275,000	
Millington	Units	37	16	131.3%	31	16	93.8%	6					
	Median Sales Price	\$200,000	\$177,500	12.7%	\$175,000	\$177,500	-1.4%	\$232,490					
	Ave. Sales Price	\$194,393	\$174,306	11.5%	\$184,664	\$174,306	5.9%	\$244,658					
Shelby County	Units	1,736	1,216	42.8%	1,675	1,182	41.7%	61	34	79.4%	5	24	-79.2%
	Median Sales Price	\$206,000	\$168,625	22.2%	\$200,000	\$165,000	21.2%	\$413,020	\$431,015	-4.2%	\$52,490	\$69,000	-23.9%
	Ave. Sales Price	\$239,920	\$201,409	19.1%	\$233,486	\$194,636	20.0%	\$416,584	\$436,882	-4.6%	\$71,566	\$95,256	-24.9%
Fayette County	Units	109	85	28.2%	82	68	20.6%	27	17	58.8%		2	
	Median Sales Price	\$279,000	\$259,000	7.7%	\$274,000	\$232,950	17.6%	\$293,825	\$294,900	-0.4%			
	Ave. Sales Price	\$289,515	\$287,989	0.5%	\$278,768	\$276,876	0.7%	\$322,154	\$332,441	-3.1%		\$105,421	
Tipton County	Units	102	66	54.5%	97	57	70.2%	5	9	-44.4%	2	3	-33.3%
	Median Sales Price	\$190,500	\$182,500	4.4%	\$185,000	\$169,000	9.5%	\$270,990	\$282,400	-4.0%		\$66,000	
	Ave. Sales Price	\$192,165	\$180,123	6.7%	\$186,981	\$160,363	16.6%	\$292,724	\$305,274	-4.1%	\$53,250	\$64,666	-17.7%

		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	518	395	31.1%	514	393	30.8%	4	2	100.0%	5	18	-72.2%
	Median Sales Price	\$65,975	\$42,149	56.5%	\$65,250	\$42,018	55.3%	\$112,500			\$52,543	\$35,300	48.8%
	Ave. Sales Price	\$75,276	\$53,282	41.3%	\$75,034	\$52,867	41.9%	\$106,375	\$134,950	-21.2%	\$67,287	\$39,508	70.3%
Raleigh/ Cov. Pike	Units	401	360	11.4%	398	356	11.8%	3	4	-25.0%	4	10	-60.0%
	Median Sales Price	\$108,500	\$92,000	17.9%	\$107,500	\$92,000	16.8%	\$125,000	\$131,000	-4.6%	\$97,750	\$84,700	15.4%
	Ave. Sales Price	\$112,514	\$96,891	16.1%	\$112,382	\$96,499	16.5%	\$130,000	\$131,750	-1.3%	\$101,875	\$79,125	28.8%
Downtown	Units	232	185	25.4%	228	173	31.8%	4	12	-66.7%	2	13	-84.6%
	Median Sales Price	\$250,000	\$250,000	0.0%	\$251,250	\$235,000	6.9%	\$122,000	\$372,003	-67.2%		\$44,900	
	Ave. Sales Price	\$272,636	\$250,835	8.7%	\$273,476	\$239,323	14.3%	\$224,750	\$416,798	-46.1%	\$274,000	\$74,032	270.1%
Midtown	Units	491	410	19.8%	488	410	19.0%	3			5	12	-58.3%
	Median Sales Price	\$185,000	\$135,050	37.0%	\$182,750	\$135,050	35.3%	\$305,000			\$25,000	\$18,840	32.7%
	Ave. Sales Price	\$205,371	\$167,335	22.7%	\$204,000	\$167,335	21.9%	\$428,300			\$24,350	\$45,259	-46.2%
S. Memphis	Units	380	350	8.6%	379	350	8.3%	1			7	19	-63.2%
	Median Sales Price	\$42,750	\$29,950	42.7%	\$42,500	\$29,950	41.9%				\$35,500	\$18,000	97.2%
	Ave. Sales Price	\$54,249	\$39,488	37.4%	\$53,811	\$39,488	36.3%	\$220,000			\$33,464	\$17,408	92.2%
Berkshire/ Highland Heights	Units	360	259	39.0%	360	259	39.0%				4	8	-50.0%
	Median Sales Price	\$65,000	\$43,000	51.2%	\$65,000	\$43,000	51.2%				\$35,750	\$28,300	26.3%
	Ave. Sales Price	\$72,732	\$51,107	42.3%	\$72,732	\$51,107	42.3%				\$33,925	\$33,785	0.4%
E. Memphis	Units	1,378	1,186	16.2%	1,370	1,169	17.2%	8	17	-52.9%	8	21	-61.9%
	Median Sales Price	\$175,900	\$165,000	6.6%	\$175,000	\$164,000	6.7%	\$464,500	\$662,500	-29.9%	\$102,500	\$51,250	100.0%
	Ave. Sales Price	\$230,208	\$220,740	4.3%	\$228,775	\$213,882	7.0%	\$475,550	\$692,354	-31.3%	\$132,587	\$85,318	55.4%
Whitehaven	Units	387	345	12.2%	373	329	13.4%	14	16	-12.5%	5	17	-70.6%
	Median Sales Price	\$81,000	\$74,500	8.7%	\$80,000	\$72,500	10.3%	\$209,500	\$179,905	16.5%	\$71,000	\$37,000	91.9%
	Ave. Sales Price	\$92,361	\$80,702	14.4%	\$87,826	\$75,894	15.7%	\$213,181	\$179,565	18.7%	\$61,580	\$46,524	32.4%
Parkway Village/ Oakhaven	Units	245	210	16.7%	245	210	16.7%				2	8	-75.0%
	Median Sales Price	\$85,000	\$68,750	23.6%	\$85,000	\$68,750	23.6%					\$58,950	
	Ave. Sales Price	\$85,395	\$71,208	19.9%	\$85,395	\$71,208	19.9%				\$56,242	\$64,450	-12.7%
Hickory Hill	Units	506	439	15.3%	502	428	17.3%	4	11	-63.6%	3	14	-78.6%
	Median Sales Price	\$149,900	\$129,900	15.4%	\$147,700	\$128,950	14.5%	\$246,450	\$269,900	-8.7%	\$137,000	\$136,179	0.6%
	Ave. Sales Price	\$153,213	\$128,301	19.4%	\$152,490	\$124,475	22.5%	\$243,925	\$277,149	-12.0%	\$153,500	\$123,448	24.3%
Southwind	Units	55	47	17.0%	50	39	28.2%	5	8	-37.5%	1		
	Median Sales Price	\$262,000	\$253,000	3.6%	\$263,750	\$235,900	11.8%	\$240,500	\$282,978	-15.0%			
	Ave. Sales Price	\$341,949	\$267,831	27.7%	\$352,256	\$264,138	33.4%	\$238,880	\$285,837	-16.4%	\$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	942	800	17.8%	915	768	19.1%	27	32	-15.6%	3	9	-66.7%
	Median Sales Price	\$220,000	\$192,806	14.1%	\$220,000	\$188,888	16.5%	\$351,380	\$268,700	30.8%	\$235,000	\$174,000	35.1%
	Ave. Sales Price	\$235,692	\$212,482	10.9%	\$232,219	\$210,343	10.4%	\$353,396	\$263,835	33.9%	\$197,666	\$194,907	1.4%
Bartlett	Units	494	412	19.9%	491	408	20.3%	3	4	-25.0%		6	
	Median Sales Price	\$253,000	\$227,750	11.1%	\$252,500	\$226,000	11.7%	\$384,900	\$356,650	7.9%		\$124,500	
	Ave. Sales Price	\$263,059	\$232,999	12.9%	\$262,412	\$231,790	13.2%	\$368,900	\$356,275	3.5%		\$137,150	
G'town	Units	331	314	5.4%	329	305	7.9%	2	9	-77.8%	2		
	Median Sales Price	\$390,000	\$344,450	13.2%	\$390,000	\$340,000	14.7%		\$875,000				
	Ave. Sales Price	\$448,307	\$404,672	10.8%	\$445,257	\$388,199	14.7%	\$950,000	\$962,896	-1.3%	\$329,944		
Collierville	Units	454	370	22.7%	388	316	22.8%	66	54	22.2%	1	2	-50.0%
	Median Sales Price	\$449,475	\$398,500	12.8%	\$411,500	\$365,000	12.7%	\$584,430	\$543,500	7.5%			
	Ave. Sales Price	\$475,749	\$415,805	14.4%	\$448,167	\$390,120	14.9%	\$637,896	\$566,110	12.7%	\$560,000	\$459,790	21.8%
Lakeland	Units	112	113	-0.9%	93	93	0.0%	19	20	-5.0%		2	
	Median Sales Price	\$370,000	\$362,000	2.2%	\$330,000	\$310,000	6.5%	\$494,900	\$497,445	-0.5%			
	Ave. Sales Price	\$379,815	\$360,207	5.4%	\$359,463	\$336,856	6.7%	\$479,434	\$468,787	2.3%		\$459,000	
Arlington	Units	197	149	32.2%	142	104	36.5%	55	45	22.2%		3	
	Median Sales Price	\$362,000	\$315,000	14.9%	\$326,900	\$275,500	18.7%	\$415,964	\$382,980	8.6%		\$275,000	
	Ave. Sales Price	\$355,816	\$309,905	14.8%	\$327,629	\$273,173	19.9%	\$428,592	\$394,798	8.6%		\$215,666	
Millington	Units	122	64	90.6%	98	63	55.6%	24	1	2300.0%	1	2	-50.0%
	Median Sales Price	\$175,000	\$152,500	14.8%	\$154,700	\$150,000	3.1%	\$240,990					
	Ave. Sales Price	\$179,512	\$163,346	9.9%	\$164,712	\$161,097	2.2%	\$239,948	\$305,000	-21.3%	\$194,900	\$41,962	364.5%
Shelby County	Units	7,439	6,323	17.6%	7,197	6,088	18.2%	242	235	3.0%	51	162	-68.5%
	Median Sales Price	\$172,775	\$152,500	13.3%	\$167,000	\$146,558	13.9%	\$419,900	\$394,000	6.6%	\$63,000	\$47,431	32.8%
	Ave. Sales Price	\$216,128	\$192,019	12.6%	\$208,769	\$182,623	14.3%	\$434,994	\$435,436	-0.1%	\$118,035	\$83,400	41.5%
Fayette County	Units	441	366	20.5%	313	274	14.2%	128	92	39.1%	2	9	-77.8%
	Median Sales Price	\$281,000	\$258,150	8.9%	\$270,100	\$222,500	21.4%	\$305,971	\$294,950	3.7%		\$55,000	
	Ave. Sales Price	\$310,890	\$278,142	11.8%	\$292,150	\$251,037	16.4%	\$356,716	\$358,867	-0.6%	\$35,100	\$64,963	-46.0%
Tipton County	Units	436	359	21.4%	408	308	32.5%	28	51	-45.1%	14	16	-12.5%
	Median Sales Price	\$193,500	\$174,900	10.6%	\$186,750	\$165,000	13.2%	\$274,490	\$233,785	17.4%	\$97,500	\$90,000	8.3%
	Ave. Sales Price	\$203,172	\$178,133	14.1%	\$197,392	\$165,093	19.6%	\$287,403	\$256,886	11.9%	\$140,004	\$94,709	47.8%