

Sales Summary

	November Total Sales			YTD Total Sales		
	2019	2018	% change	2019	2018	% change
Units	1,356	1,523	-11.0%	17,964	18,314	-1.9%
Median Sales Price	\$150,000	\$139,900	7.2%	\$155,000	\$149,000	4.0%
Average Sales Price	\$193,916	\$175,770	10.3%	\$190,584	\$183,168	4.1%

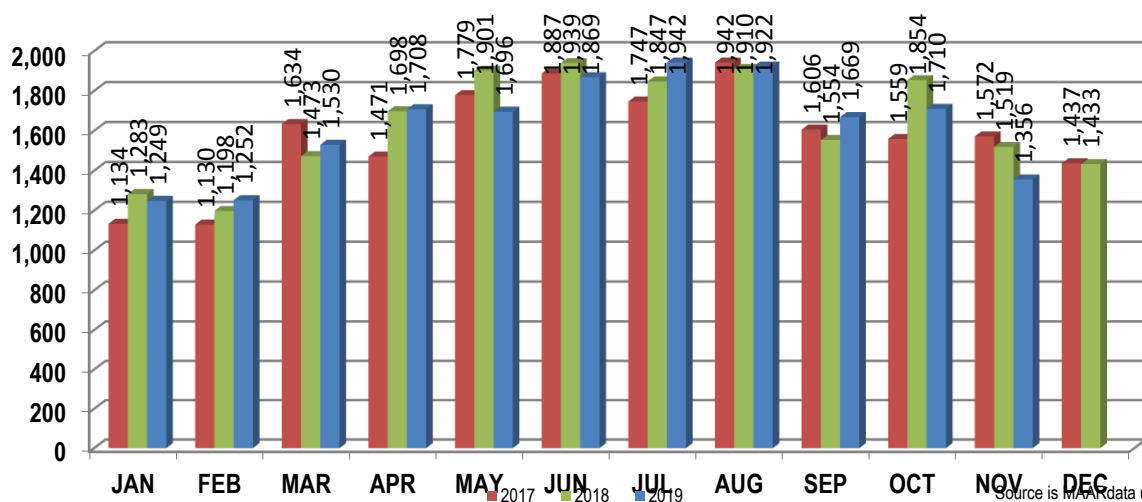
	November Existing Home Sales			YTD Existing Home Sales		
	2019	2018	% change	2019	2018	% change
Units	1,275	1,465	-13.0%	17,128	17,444	-1.8%
Median Sales Price	\$144,500	\$134,900	7.1%	\$146,000	\$140,000	4.3%
Average Sales Price	\$181,323	\$168,076	7.9%	\$181,154	\$174,119	4.0%

	November New Home Sales			YTD New Home Sales		
	2019	2018	% change	2019	2018	% change
Units	81	58	39.7%	836	870	-3.9%
Median Sales Price	\$351,576	\$348,943	0.8%	\$335,000	\$315,309	6.2%
Average Sales Price	\$392,141	\$370,102	6.0%	\$383,788	\$364,588	5.3%

	November Bank Sales			YTD Bank Sales*		
	2019	2018	% change	2019	2018	% change
Units	36	47	-23.4%	520	733	-29.1%
Median Sales Price	\$99,450	\$50,000	98.9%	\$64,000	\$54,700	17.0%
Average Sales Price	\$118,803	\$98,281	20.9%	\$88,444	\$81,636	8.3%

	November Non-Bank Sales			YTD Non-Bank Sales		
	2019	2018	% change	2019	2018	% change
Units	1,320	1,476	-10.6%	17,444	17,581	-0.8%
Median Sales Price	\$152,000	\$143,000	6.3%	\$158,000	\$152,500	3.6%
Average Sales Price	\$195,965	\$178,237	9.9%	\$193,629	\$187,401	3.3%

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.



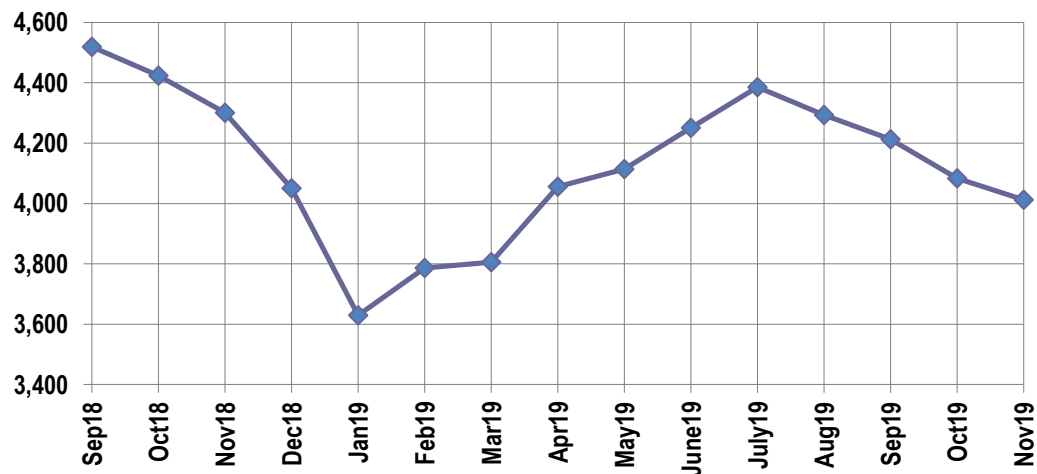
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 11-18-19)		
	Units	Ave. List Price
Single Family	3,799	\$301,075
Condo/Co-op	146	\$189,168
Duplex	67	\$95,443
Market Total	4,012	\$293,569

Pending Sales (as of 11-18-19)		
	Units	Ave. List Price
Single Family	1,127	\$196,734
Condo/Co-op	33	\$176,236
Duplex	20	\$119,594
Market Total	1,180	\$194,853

	November Foreclose Actions			YTD Foreclosure Actions		
	2019	2018	% change	2019	2018	% change
Total	53	82	-35.4%	1,013	1,318	-23.1%

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



Inventory

Dec-17	4,190	Dec-18	4,050
Jan-18	3,796	Jan-19	3,630
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

		November Total Sales			November Existing Sales			November New Home Sales			November Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	87	82	6.1%	87	82	6.1%					2	
	Median Sales Price	\$60,000	\$53,090	13.0%	\$60,000	\$53,090	13.0%						
	Ave. Sales Price	\$55,782	\$59,523	-6.3%	\$55,782	\$59,523	-6.3%					\$182,950	
Raleigh/ Cov. Pike	Units	74	94	-21.3%	73	94	-22.3%	1			2	4	-50.0%
	Median Sales Price	\$97,700	\$76,000	28.5%	\$97,500	\$76,000	28.3%					\$63,000	
	Ave. Sales Price	\$94,871	\$77,715	22.1%	\$94,458	\$77,715	21.5%	\$125,000			\$119,200	\$60,655	96.5%
Downtown	Units	30	31	-3.2%	25	31	-19.4%	5				1	
	Median Sales Price	\$316,000	\$230,000	37.4%	\$295,000	\$230,000	28.3%	\$353,485					
	Ave. Sales Price	\$322,601	\$258,921	24.6%	\$311,936	\$258,921	20.5%	\$375,928				\$12,000	
Midtown	Units	86	67	28.4%	85	67	26.9%	1				1	
	Median Sales Price	\$154,500	\$174,800	-11.6%	\$151,000	\$174,800	-13.6%						
	Ave. Sales Price	\$163,825	\$183,268	-10.6%	\$161,658	\$183,268	-11.8%	\$348,000				\$3,500	
S. Memphis	Units	54	57	-5.3%	54	57	-5.3%				3	6	-50.0%
	Median Sales Price	\$25,150	\$29,000	-13.3%	\$25,150	\$29,000	-13.3%				\$16,600	\$15,000	10.7%
	Ave. Sales Price	\$39,048	\$35,418	10.2%	\$39,048	\$35,418	10.2%				\$26,266	\$18,363	43.0%
Berclair/ Highland Heights	Units	65	78	-16.7%	65	78	-16.7%				2	3	-33.3%
	Median Sales Price	\$49,000	\$40,000	22.5%	\$49,000	\$40,000	22.5%					\$15,000	
	Ave. Sales Price	\$54,292	\$51,843	4.7%	\$54,292	\$51,843	4.7%				\$17,950	\$31,500	-43.0%
E. Memphis	Units	225	253	-11.1%	223	250	-10.8%	2	3	-33.3%	1	5	-80.0%
	Median Sales Price	\$129,500	\$154,000	-15.9%	\$129,000	\$151,375	-14.8%		\$434,000			\$45,000	
	Ave. Sales Price	\$207,816	\$192,367	8.0%	\$204,259	\$189,816	7.6%	\$604,398	\$405,000	49.2%	\$21,000	\$113,080	-81.4%
Whitehaven	Units	50	77	-35.1%	48	76	-36.8%	2	1	100.0%	2	6	-66.7%
	Median Sales Price	\$73,250	\$48,000	52.6%	\$71,000	\$46,500	52.7%					\$25,045	
	Ave. Sales Price	\$78,345	\$58,750	33.4%	\$76,859	\$57,484	33.7%	\$114,022	\$155,000	-26.4%	\$182,540	\$36,273	403.2%
Parkway Village/ Oakhaven	Units	38	52	-26.9%	38	52	-26.9%				2	3	-33.3%
	Median Sales Price	\$61,000	\$62,250	-2.0%	\$61,000	\$62,250	-2.0%					\$54,000	
	Ave. Sales Price	\$62,497	\$65,953	-5.2%	\$62,497	\$65,953	-5.2%				\$78,500	\$47,333	65.8%
Hickory Hill	Units	89	114	-21.9%	86	113	-23.9%	3	1	200.0%	5	6	-16.7%
	Median Sales Price	\$120,000	\$105,200	14.1%	\$116,500	\$104,900	11.1%	\$279,900			\$97,056	\$92,361	5.1%
	Ave. Sales Price	\$126,754	\$109,452	15.8%	\$121,412	\$108,350	12.1%	\$279,916	\$234,000	19.6%	\$94,631	\$83,016	14.0%
Southwind	Units	8	15	-46.7%	7	14	-50.0%	1	1	0.0%			
	Median Sales Price	\$422,500	\$279,900	50.9%	\$427,000	\$270,850	57.7%						
	Ave. Sales Price	\$414,937	\$331,451	25.2%	\$436,714	\$331,769	31.6%	\$262,500	\$327,000	-19.7%			

		November Total Sales			November Existing Sales			November New Home Sales			November Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	156	204	-23.5%	150	191	-21.5%	6	13	-53.8%	5	4	25.0%
	Median Sales Price	\$171,000	\$164,000	4.3%	\$166,600	\$158,000	5.4%	\$197,900	\$261,350	-24.3%	\$126,500	\$142,189	-11.0%
	Ave. Sales Price	\$185,169	\$180,310	2.7%	\$184,051	\$175,306	5.0%	\$213,105	\$253,830	-16.0%	\$127,309	\$168,594	-24.5%
Bartlett	Units	70	85	-17.6%	68	83	-18.1%	2	2	0.0%	3	1	200.0%
	Median Sales Price	\$217,750	\$180,000	21.0%	\$217,250	\$179,900	2.2%				\$200,000		
	Ave. Sales Price	\$222,425	\$195,953	13.5%	\$219,531	\$192,400	14.1%	\$320,825	\$343,371	-6.6%	\$196,833	\$295,000	-33.3%
G'town	Units	65	51	27.5%	64	51	25.5%	1				1	
	Median Sales Price	\$365,000	\$355,000	2.8%	\$364,500	\$355,000	2.7%						
	Ave. Sales Price	\$417,915	\$396,003	5.5%	\$402,961	\$396,003	1.8%	\$1,375,000				\$945,000	
Collierville	Units	73	93	-21.5%	62	79	-21.5%	11	14	-21.4%	1		
	Median Sales Price	\$375,000	\$367,000	2.2%	\$364,750	\$330,000	10.5%	\$563,672	\$478,104	17.9%			
	Ave. Sales Price	\$407,157	\$387,523	5.1%	\$368,195	\$363,285	1.4%	\$626,766	\$524,291	19.5%	\$225,000		
Lakeland	Units	25	21	19.0%	20	21	-4.8%	5					
	Median Sales Price	\$320,000	\$214,900	48.9%	\$297,523	\$214,900	38.4%	\$494,500					
	Ave. Sales Price	\$334,086	\$301,080	11.0%	\$295,142	\$301,080	-2.0%	\$489,863					
Arlington	Units	16	32	-50.0%	10	25	-60.0%	6	7	-14.3%	1		
	Median Sales Price	\$359,793	\$234,500	53.4%	\$285,700	\$214,000	33.5%	\$379,840	\$365,707	3.9%			
	Ave. Sales Price	\$337,963	\$258,449	30.8%	\$304,840	\$225,159	35.4%	\$393,169	\$377,345	4.2%	\$190,000		
Millington	Units	12	16	-25.0%	12	16	-25.0%				2		
	Median Sales Price	\$145,250	\$104,389	39.1%	\$145,250	\$104,389	39.1%						
	Ave. Sales Price	\$150,591	\$134,892	11.6%	\$150,591	\$134,892	11.6%				\$110,650		
Shelby County	Units	1,192	1,398	-14.7%	1,146	1,356	-15.5%	46	42	9.5%	28	43	-34.9%
	Median Sales Price	\$142,000	\$132,000	7.6%	\$137,900	\$126,500	9.0%	\$367,170	\$356,570	3.0%	\$104,675	\$45,000	132.6%
	Ave. Sales Price	\$188,333	\$170,395	10.5%	\$178,536	\$163,948	8.9%	\$432,386	\$378,548	14.2%	\$114,703	\$97,237	18.0%
Fayette County	Units	80	60	33.3%	52	48	8.3%	28	12	133.3%	4	2	100.0%
	Median Sales Price	\$296,700	\$279,711	6.1%	\$244,000	\$249,450	-2.2%	\$343,418	\$314,548	9.2%	\$184,128		
	Ave. Sales Price	\$293,719	\$308,990	-4.9%	\$259,087	\$296,064	-12.5%	\$358,035	\$360,692	-0.7%	\$204,188	\$102,500	99.2%
Tipton County	Units	84	65	29.2%	77	61	26.2%	7	4	75.0%	4	2	100.0%
	Median Sales Price	\$174,000	\$163,000	6.7%	\$167,000	\$152,200	9.7%	\$260,000	\$310,599	-16.3%	\$57,250		
	Ave. Sales Price	\$178,104	\$169,397	5.1%	\$170,287	\$159,134	7.0%	\$264,096	\$309,649	-14.7%	\$62,125	\$116,512	-46.7%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2019	2018	%change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	1,007	985	2.2%	1,007	985	2.2%				37	62	-40.3%
	Median Sales Price	\$38,793	\$35,000	10.8%	\$38,793	\$35,000	10.8%				\$29,500	\$24,750	19.2%
	Ave. Sales Price	\$49,280	\$49,042	0.5%	\$49,280	\$49,042	0.5%				\$34,996	\$35,069	-0.2%
Raleigh/ Cov. Pike	Units	952	1,046	-9.0%	942	1,034	-8.9%	10	12	-16.7%	57	52	9.6%
	Median Sales Price	\$88,500	\$80,000	10.6%	\$87,500	\$79,900	9.5%	\$154,900	\$151,400	2.3%	\$75,000	\$56,000	33.9%
	Ave. Sales Price	\$92,254	\$84,752	8.9%	\$91,679	\$84,026	9.1%	\$146,430	\$147,300	-0.6%	\$77,792	\$62,187	25.1%
Downtown	Units	480	521	-7.9%	472	520	-9.2%	8	1	700.0%	6	15	-60.0%
	Median Sales Price	\$242,000	\$218,500	10.8%	\$241,500	\$219,000	10.3%	\$350,921			\$27,000	\$30,948	-12.8%
	Ave. Sales Price	\$245,982	\$224,310	9.7%	\$245,526	\$224,520	9.4%	\$272,830	\$115,000	137.2%	\$97,301	\$73,239	32.8%
Midtown	Units	1,074	969	10.8%	1,062	953	11.4%	12	16	-25.0%	21	37	-43.2%
	Median Sales Price	\$145,000	\$159,900	-9.3%	\$145,000	\$155,000	-6.5%	\$318,250	\$379,450	-16.1%	\$45,500	\$47,500	-4.2%
	Ave. Sales Price	\$165,798	\$178,506	-7.1%	\$164,288	\$175,154	-6.2%	\$299,433	\$378,156	-20.8%	\$64,605	\$64,833	-0.4%
S. Memphis	Units	679	578	17.5%	679	578	17.5%				45	67	-32.8%
	Median Sales Price	\$25,500	\$21,500	18.6%	\$25,500	\$21,500	18.6%				\$17,750	\$17,000	4.4%
	Ave. Sales Price	\$35,645	\$28,891	23.4%	\$35,645	\$28,891	23.4%				\$22,271	\$22,838	-2.5%
Berclair/ Highland Heights	Units	658	592	11.1%	658	592	11.1%				26	29	-10.3%
	Median Sales Price	\$45,000	\$42,000	7.1%	\$45,000	\$42,000	7.1%				\$34,325	\$31,250	9.8%
	Ave. Sales Price	\$51,534	\$47,484	8.5%	\$51,534	\$47,484	8.5%				\$40,172	\$32,660	23.0%
E. Memphis	Units	2,972	2,915	2.0%	2,950	2,895	1.9%	22	20	10.0%	35	65	-46.2%
	Median Sales Price	\$150,000	\$152,500	-1.6%	\$147,951	\$150,000	-1.4%	\$802,500	\$767,500	4.6%	\$44,025	\$33,600	31.0%
	Ave. Sales Price	\$207,561	\$201,505	3.0%	\$203,377	\$198,303	2.6%	\$768,644	\$665,011	15.6%	\$59,743	\$58,190	2.7%
Whitehaven	Units	832	828	0.5%	813	817	-0.5%	19	11	72.7%	43	79	-45.6%
	Median Sales Price	\$67,000	\$61,000	9.8%	\$66,000	\$60,500	9.1%	\$174,900	\$145,000	20.6%	\$38,500	\$41,900	-8.1%
	Ave. Sales Price	\$74,248	\$64,230	15.6%	\$72,046	\$63,145	14.1%	\$168,455	\$144,795	16.3%	\$53,905	\$46,768	15.3%
Parkway/ Village/ Oakhaven	Units	522	551	-5.3%	521	550	-5.3%	1	1	0.0%	33	37	-10.8%
	Median Sales Price	\$68,000	\$61,400	10.7%	\$68,000	\$61,200	11.1%				\$47,540	\$41,000	15.9%
	Ave. Sales Price	\$69,636	\$62,425	11.6%	\$69,593	\$62,364	11.6%	\$92,000	\$96,000	-4.2%	\$47,896	\$43,467	10.2%
Hickory Hill	Units	1,172	1,248	-6.1%	1,150	1,206	-4.6%	22	42	-47.6%	58	74	-21.6%
	Median Sales Price	\$117,950	\$107,000	10.2%	\$115,058	\$105,000	9.6%	\$264,500	\$231,746	14.1%	\$84,950	\$84,861	0.1%
	Ave. Sales Price	\$121,338	\$111,387	8.9%	\$118,631	\$107,539	10.3%	\$262,806	\$221,880	18.4%	\$86,623	\$93,766	-7.6%
Southwind	Units	126	164	-23.2%	111	136	-18.4%	15	28	-46.4%	9	13	-30.8%
	Median Sales Price	\$248,000	\$256,860	-3.4%	\$235,250	\$243,600	-3.4%	\$271,110	\$265,117	2.3%	\$189,900	\$135,000	40.7%
	Ave. Sales Price	\$286,862	\$294,443	-2.6%	\$289,940	\$297,995	-3.0%	\$271,486	\$277,189	-2.1%	\$203,840	\$189,724	7.4%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	2,180	2,315	-5.8%	2,067	2,184	-5.4%	113	131	-13.7%	39	65	-40.0%
	Median Sales Price	\$179,850	\$167,900	7.1%	\$174,900	\$164,000	6.6%	\$264,999	\$254,429	4.2%	\$155,000	\$135,511	14.4%
	Ave. Sales Price	\$197,784	\$183,502	7.8%	\$194,753	\$179,338	8.6%	\$253,229	\$252,920	0.1%	\$177,463	\$158,574	11.9%
Bartlett	Units	1,075	1,153	-6.8%	1,031	1,046	-1.4%	44	107	-58.9%	11	20	-45.0%
	Median Sales Price	\$214,500	\$205,000	4.6%	\$210,000	\$193,000	8.8%	\$305,450	\$305,000	0.2%	\$200,000	\$125,557	59.3%
	Ave. Sales Price	\$221,090	\$210,989	4.8%	\$217,482	\$20,899	8.2%	\$305,613	\$309,631	-1.3%	\$224,502	\$161,158	39.3%
G'town	Units	774	860	-10.0%	752	821	-8.4%	22	39	-43.6%	5	8	-37.5%
	Median Sales Price	\$339,000	\$325,000	4.3%	\$335,000	\$315,000	6.3%	\$738,934	\$810,806	-8.9%	\$283,100	\$215,850	31.2%
	Ave. Sales Price	\$389,558	\$384,491	1.3%	\$376,827	\$363,336	3.7%	\$824,746	\$829,831	-0.6%	\$314,949	\$371,100	-15.1%
Collierville	Units	1,104	1,112	-0.7%	957	974	-1.7%	147	138	6.5%	7	8	-12.5%
	Median Sales Price	\$380,000	\$351,500	8.1%	\$355,000	\$326,750	8.6%	\$520,000	\$482,122	7.9%	\$325,000	\$307,750	5.6%
	Ave. Sales Price	\$397,419	\$376,201	5.6%	\$371,925	\$354,868	4.8%	\$563,391	\$526,774	6.9%	\$305,698	\$269,718	13.3%
Lakeland	Units	302	293	3.1%	269	280	-3.9%	33	13	153.8%	4	1	300.0%
	Median Sales Price	\$302,523	\$295,000	2.5%	\$286,000	\$286,600	-0.2%	\$450,000	\$431,300	4.3%	\$197,250		
	Ave. Sales Price	\$329,025	\$319,345	3.0%	\$313,912	\$314,002	0.0%	\$452,218	\$434,426	4.1%	\$203,600	\$134,250	51.7%
Arlington	Units	390	397	-1.8%	297	324	-8.3%	93	73	27.4%	5	3	66.7%
	Median Sales Price	\$299,950	\$265,000	13.2%	\$269,000	\$246,500	9.1%	\$372,475	\$350,440	6.3%	\$212,000	\$307,500	-31.1%
	Ave. Sales Price	\$300,961	\$272,026	10.6%	\$277,595	\$252,942	9.7%	\$375,581	\$356,729	5.3%	\$193,000	\$300,833	-35.8%
Millington	Units	210	208	1.0%	210	208	1.0%				10	5	100.0%
	Median Sales Price	\$130,000	\$109,900	18.3%	\$130,000	\$109,900	18.3%				\$110,650	\$168,000	-34.1%
	Ave. Sales Price	\$147,534	\$131,818	11.9%	\$147,534	\$131,818	11.9%				\$114,448	\$129,950	-11.9%
Shelby County	Units	16,237	16,561	-2.0%	15,676	15,929	-1.6%	561	632	-11.2%	445	640	-30.5%
	Median Sales Price	\$145,685	\$141,000	3.3%	\$140,000	\$135,000	3.7%	\$368,731	\$329,899	11.8%	\$62,006	\$48,500	27.8%
	Ave. Sales Price	\$186,849	\$179,938	3.8%	\$178,853	\$171,822	4.1%	\$410,292	\$384,513	6.7%	\$86,385	\$78,921	9.5%
Fayette County	Units	825	820	0.6%	632	657	-3.8%	193	163	18.4%	24	30	-20.0%
	Median Sales Price	\$255,000	\$239,000	6.7%	\$230,000	\$216,500	6.2%	\$305,080	\$279,900	9.0%	\$107,500	\$105,250	2.1%
	Ave. Sales Price	\$278,486	\$264,685	5.2%	\$257,963	\$249,610	3.3%	\$345,692	\$325,448	6.2%	\$143,030	\$121,081	18.1%
Tipton County	Units	902	933	-3.3%	820	858	-4.4%	82	75	9.3%	51	63	19.1%
	Median Sales Price	\$170,000	\$160,000	6.3%	\$164,200	\$153,000	7.3%	\$285,950	\$284,000	0.7%	\$75,500	\$66,000	14.4%
	Ave. Sales Price	\$177,419	\$168,845	5.1%	\$165,948	\$158,975	4.4%	\$292,127	\$281,756	3.7%	\$80,721	\$90,431	-10.7%