

Sales Summary

	November Total Sales			YTD Total Sales		
	2020	2019	% change	2020	2019	% change
Units	1,690	1,361	24.2%	17,847	17,965	-0.7%
Median Sales Price	\$179,000	\$151,000	18.5%	\$176,000	\$155,000	13.5%
Average Sales Price	\$217,080	\$196,044	10.7%	\$213,520	\$191,027	11.8%

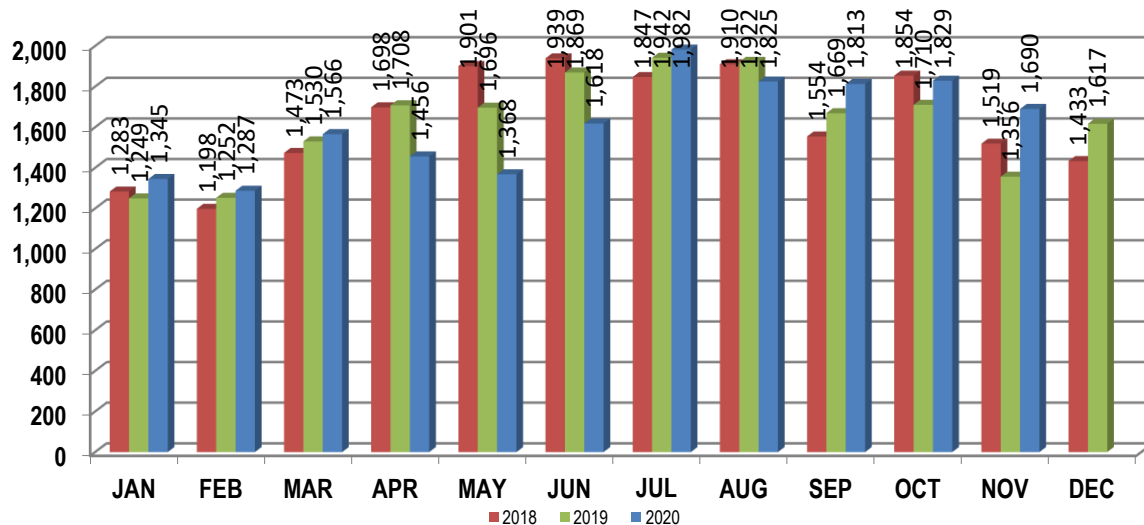
	November Existing Sales			YTD Existing Home Sales		
	2020	2019	% change	2020	2019	% change
Units	1,626	1,271	27.9%	16,984	17,105	-0.7%
Median Sales Price	\$172,500	\$145,000	19.0%	\$169,000	\$146,500	15.4%
Average Sales Price	\$207,647	\$181,841	14.2%	\$204,333	\$181,337	12.7%

	November New Home Sales			YTD New Home Sales		
	2020	2019	% change	2020	2019	% change
Units	64	90	-28.9%	863	860	0.3%
Median Sales Price	\$408,900	\$351,576	16.3%	\$359,835	\$332,656	8.2%
Average Sales Price	\$456,745	\$396,622	15.2%	\$394,307	\$383,762	2.7%

	November Bank Sales			YTD Bank Sales*		
	2020	2019	% change	2020	2019	% change
Units	11	36	-69.4%	307	518	-40.7%
Median Sales Price	\$74,200	\$99,450	-25.4%	\$51,250	\$63,750	-19.6%
Average Sales Price	\$122,541	\$118,873	3.1%	\$88,648	\$88,415	0.3%

	November Non-Bank Sales			YTD Non-Bank Sales		
	2020	2019	% change	2020	2019	% change
Units	1,679	1,325	26.7%	17,540	17,447	0.5%
Median Sales Price	\$179,000	\$154,000	16.2%	\$179,000	\$159,000	12.6%
Average Sales Price	\$217,700	\$198,141	9.9%	\$215,705	\$194,074	11.1%

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.



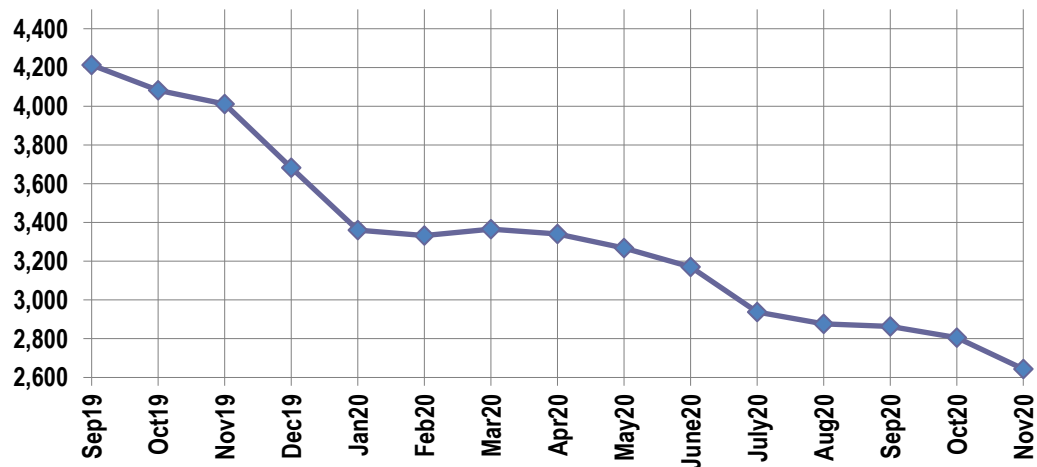
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as 11-23-20)		
	Units	Ave. List Price
Single Family	2,461	\$313,827
Condo/Co-op	131	\$232,575
Duplex	52	\$127,442
Market Total	2,644	\$306,136

Pending Sales (as of 11-23-20)		
	Units	Ave. List Price
Single Family	1,382	\$250,277
Condo/Co-op	33	\$178,189
Duplex	7	\$94,114
Market Total	1,422	\$247,836

	November Foreclosure Actions			YTD Foreclosure Actions		
	2020	2019	% change	2020	2019	% change
Total	19	53	-64.2%	445	1,011	-56.0%

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



Inventory

Dec-18	4,050	19-Dec	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
Apr-19	4,056	Apr-20	3,340
May-19	4,114	May-20	3,268
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

		November Total Sales			November Existing Sales			November New Home Sales			November Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Fraser	Units	111	87	27.6%	111	87	27.6%				1	1	0.0%
	Median Sales Price	\$60,000	\$60,000	0.0%	\$60,000	\$60,000	0.0%						
	Ave. Sales Price	\$69,850	\$55,782	25.2%	\$69,850	\$55,782	25.2%				\$51,599	\$33,000	56.4%
Raleigh/ Cov. Pike	Units	78	74	5.4%	78	73	6.8%		1		2	2	0.0%
	Median Sales Price	\$89,950	\$97,700	-7.9%	\$89,950	\$97,500	-7.7%						
	Ave. Sales Price	\$97,117	\$94,871	2.4%	\$97,117	\$94,458	2.8%		\$125,000		\$56,525	\$119,200	-52.6%
Downtown	Units	53	31	71.0%	51	25	104.0%	2	6	-66.7%			
	Median Sales Price	\$212,000	\$322,000	-34.2%	\$229,000	\$295,000	-22.4%		\$354,461				
	Ave. Sales Price	\$222,546	\$323,660	-31.2%	\$227,078	\$311,936	-27.2%	\$107,000	\$372,512	-71.3%			
Midtown	Units	102	86	18.6%	101	85	18.8%	1	1	0.0%			
	Median Sales Price	\$144,950	\$154,500	-6.2%	\$139,900	\$151,000	-7.4%						
	Ave. Sales Price	\$184,088	\$163,825	12.4%	\$180,415	\$161,658	11.6%	\$555,000	\$348,000	59.5%			
S. Memphis	Units	62	54	14.8%	62	54	14.8%					3	
	Median Sales Price	\$36,500	\$25,150	45.1%	\$36,500	\$25,150	45.1%					\$16,600	
	Ave. Sales Price	\$46,758	\$39,048	19.7%	\$46,758	\$39,048	19.7%					\$26,266	
Berclair/ Highland Heights	Units	66	65	1.5%	66	65	1.5%					2	
	Median Sales Price	\$49,000	\$49,000	0.0%	\$49,000	\$49,000	0.0%						
	Ave. Sales Price	\$60,299	\$54,292	11.1%	\$60,299	\$54,292	11.1%					\$17,950	
E. Memphis	Units	276	225	22.7%	274	223	22.9%	2	2	0.0%	1	1	0.0%
	Median Sales Price	\$187,500	\$129,500	44.8%	\$185,000	\$129,000	43.4%						
	Ave. Sales Price	\$232,637	\$207,816	11.9%	\$228,690	\$204,259	12.0%	\$773,410	\$604,398	28.0%	\$194,000	\$21,000	823.8%
Whitehaven	Units	63	51	23.5%	60	48	25.0%	3	3	0.0%	1	2	-50.0%
	Median Sales Price	\$75,000	\$74,000	1.4%	\$73,750	\$71,000	3.9%	\$193,735	\$143,045	35.4%			
	Ave. Sales Price	\$89,204	\$79,789	11.8%	\$83,856	\$76,859	9.1%	\$196,160	\$126,681	54.8%	\$47,500	\$182,540	-74.0%
Parkway Village/ Oakhaven	Units	47	37	27.0%	47	37	27.0%				1	2	-50.0%
	Median Sales Price	\$75,000	\$60,000	25.0%	\$75,000	\$60,000	25.0%						
	Ave. Sales Price	\$74,986	\$62,402	20.2%	\$74,986	\$62,402	20.2%				\$52,575	\$78,500	-33.0%
Hickory Hill	Units	103	89	15.7%	103	86	19.8%		3			5	
	Median Sales Price	\$128,500	\$120,000	7.1%	\$128,500	\$116,500	10.3%		\$279,900			\$97,056	
	Ave. Sales Price	\$133,398	\$126,754	5.2%	\$133,398	\$121,412	9.9%		\$279,916			\$94,631	
Southwind	Units	16	8	100.0%	16	7	128.6%		1				
	Median Sales Price	\$223,900	\$422,500	-47.0%	\$223,900	\$427,000	-47.6%						
	Ave. Sales Price	\$284,550	\$414,937	-31.4%	\$284,550	\$436,714	-34.8%		\$262,500				

		November Total Sales			November Existing Sales			November New Home Sales			November Bank Sales		
		2020	2019	% change	2020	2019	% change	2020	2019	% change	2020	2019	% change
Cordova	Units	195	156	25.0%	190	150	26.7%	5	6	-16.7%		5	
	Median Sales Price	\$200,000	\$171,000	17.0%	\$196,750	\$166,600	18.1%	\$320,000	\$197,900	61.7%		\$126,500	
	Ave. Sales Price	\$208,627	\$185,169	12.7%	\$205,525	\$184,051	11.7%	\$326,485	\$213,105	53.2%		\$127,309	
Bartlett	Units	94	70	34.3%	93	68	36.8%	1	2	-50.0%		3	
	Median Sales Price	\$235,500	\$217,750	8.2%	\$235,000	\$217,250	8.2%					\$200,000	
	Ave. Sales Price	\$244,967	\$222,425	10.1%	\$243,656	\$219,531	11.0%	\$366,900	\$320,825	14.4%		\$196,833	
G'town	Units	81	66	22.7%	79	64	23.4%	2	2	0.0%			
	Median Sales Price	\$384,000	\$370,000	3.8%	\$380,000	\$364,500	4.3%						
	Ave. Sales Price	\$470,047	\$434,739	8.1%	\$450,169	\$402,961	11.7%	\$1,255,222	\$1,451,636	-13.5%			
Collierville	Units	115	73	57.5%	99	62	59.7%	16	11	45.5%	1	1	0.0%
	Median Sales Price	\$420,000	\$375,000	12.0%	\$385,000	\$364,750	5.6%	\$577,000	\$563,672	2.4%			
	Ave. Sales Price	\$441,706	\$407,157	8.5%	\$408,938	\$368,195	11.1%	\$644,460	\$626,766	2.8%	\$542,000	\$225,000	140.9%
Lakeland	Units	20	24	-16.7%	17	19	-10.5%	3	5	-40.0%			
	Median Sales Price	\$422,500	\$320,000	32.0%	\$415,000	\$295,000	40.7%	\$494,500	\$494,500	0.0%			
	Ave. Sales Price	\$423,509	\$335,277	26.3%	\$415,588	\$294,597	41.1%	\$468,393	\$489,863	-4.4%			
Arlington	Units	32	18	77.8%	25	11	127.3%	7	7	0.0%		1	
	Median Sales Price	\$334,600	\$359,793	-7.0%	\$295,000	\$305,500	-3.4%	\$421,677	\$382,080	10.4%			
	Ave. Sales Price	\$330,387	\$341,835	-3.3%	\$309,057	\$304,900	1.4%	\$406,567	\$399,876	1.7%		\$190,000	
Millington	Units	23	12	91.7%	20	12	66.7%	3			1	2	-50.0%
	Median Sales Price	\$205,000	\$145,250	41.1%	\$177,500	\$145,250	22.2%	\$222,000					
	Ave. Sales Price	\$187,807	\$150,591	24.7%	\$181,980	\$150,591	20.8%	\$226,660			\$105,000	\$110,650	-5.1%
Shelby County	Units	1,512	1,195	26.5%	1,467	1,145	28.1%	45	50	-10.0%	9	29	-69.0%
	Median Sales Price	\$168,500	\$143,000	17.8%	\$164,500	\$137,900	19.3%	\$483,882	\$367,170	31.8%	\$52,575	\$99,450	-47.1%
	Ave. Sales Price	\$211,633	\$189,876	11.5%	\$202,680	\$178,635	13.5%	\$503,479	\$447,312	12.6%	\$126,528	\$111,885	13.1%
Fayette County	Units	90	80	12.5%	78	51	52.9%	12	29	-58.6%		3	
	Median Sales Price	\$286,853	\$299,700	-4.3%	\$279,500	\$248,000	12.7%	\$345,543	\$336,500	2.7%		\$299,500	
	Ave. Sales Price	\$324,456	\$300,134	8.1%	\$313,707	\$267,955	17.1%	\$394,331	\$356,724	10.5%		\$262,085	
Tipton County	Units	88	86	2.3%	81	75	8.0%	7	11	-36.4%	2	4	-50.0%
	Median Sales Price	\$201,000	\$175,450	14.6%	\$190,000	\$169,000	12.4%	\$244,000	\$264,500	-7.8%		\$57,250	
	Ave. Sales Price	\$200,864	\$184,925	8.6%	\$195,468	\$172,241	13.5%	\$263,309	\$271,405	-3.0%	\$104,600	\$62,125	68.4%

		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
Fraser	Units	976	1,003	-2.7%	973	1,003	-3.0%	3			29	37	-21.6%
	Median Sales Price	\$46,000	\$38,793	18.6%	\$46,000	\$38,793	18.6%	\$134,900			\$34,900	\$30,555	14.2%
	Ave. Sales Price	\$59,443	\$49,195	20.8%	\$59,220	\$49,195	20.4%	\$131,633			\$38,715	\$35,875	7.9%
Raleigh/ Cov. Pike	Units	837	953	-12.2%	830	942	-11.9%	7	11	-36.4%	19	56	-66.1%
	Median Sales Price	\$94,225	\$88,500	6.5%	\$92,250	\$87,500	5.4%	\$125,000	\$154,900	-19.3%	\$74,500	\$73,750	1.0%
	Ave. Sales Price	\$98,269	\$92,383	6.4%	\$98,005	\$91,743	6.8%	\$129,571	\$147,200	-12.0%	\$75,415	\$76,342	-1.2%
Downtown	Units	491	482	1.9%	471	473	-0.4%	20	9	122.2%	16	6	166.7%
	Median Sales Price	\$255,000	\$242,000	5.4%	\$250,000	\$241,000	3.7%	\$363,105	\$351,576	3.3%	\$39,462	\$27,000	46.2%
	Ave. Sales Price	\$259,449	\$246,046	5.4%	\$254,374	\$245,362	3.7%	\$378,964	\$282,008	34.4%	\$63,645	\$97,301	-34.6%
Midtown	Units	1,027	1,073	-4.3%	1,021	1,061	-3.8%	6	12	-50.0%	18	21	-14.3%
	Median Sales Price	\$160,050	\$145,000	10.4%	\$160,000	\$145,000	10.3%	\$378,625	\$318,250	19.0%	\$23,508	\$45,500	-48.3%
	Ave. Sales Price	\$186,011	\$165,768	12.2%	\$184,608	\$164,256	12.4%	\$424,750	\$299,433	41.9%	\$43,833	\$64,605	-32.2%
S. Memphis	Units	809	679	19.1%	808	679	19.0%	1			35	45	-22.2%
	Median Sales Price	\$32,390	\$25,500	27.0%	\$32,195	\$25,500	26.3%				\$22,000	\$17,750	23.9%
	Ave. Sales Price	\$41,438	\$35,645	16.3%	\$41,248	\$35,645	15.7%	\$195,000			\$22,981	\$22,271	3.2%
Berkshire/ Highland Heights	Units	643	658	-2.3%	643	658	-2.3%				9	26	-65.4%
	Median Sales Price	\$50,000	\$45,000	11.1%	\$50,000	\$45,000	11.1%				\$28,000	\$34,325	-18.4%
	Ave. Sales Price	\$56,876	\$51,534	10.4%	\$56,876	\$51,534	10.4%				\$33,087	\$40,172	-17.6%
E. Memphis	Units	2,975	2,971	0.1%	2,940	2,948	-0.3%	35	23	52.2%	28	35	-20.0%
	Median Sales Price	\$180,000	\$150,000	20.0%	\$179,000	\$148,450	20.6%	\$648,954	\$775,000	-16.3%	\$86,600	\$44,025	96.7%
	Ave. Sales Price	\$235,053	\$207,789	13.1%	\$230,403	\$203,476	13.2%	\$625,647	\$760,500	-17.7%	\$109,617	\$59,743	83.5%
Whitehaven	Units	763	833	-8.4%	726	813	-10.7%	37	20	85.0%	31	43	-27.9%
	Median Sales Price	\$74,900	\$67,000	11.8%	\$72,200	\$66,000	9.4%	\$186,085	\$174,900	6.4%	\$47,500	\$38,500	23.4%
	Ave. Sales Price	\$83,237	\$74,341	12.0%	\$77,994	\$72,046	8.3%	\$186,117	\$167,632	11.0%	\$51,303	\$53,905	-4.8%
Parkway Village/ Oakhaven	Units	432	521	-17.1%	432	520	-16.9%		1		13	33	-60.6%
	Median Sales Price	\$75,000	\$68,000	10.3%	\$75,000	\$68,000	10.3%				\$51,900	\$47,540	9.2%
	Ave. Sales Price	\$74,950	\$69,643	7.6%	\$74,950	\$69,600	7.7%		\$92,000		\$55,639	\$47,896	16.2%
Hickory Hill	Units	1,030	1,172	-12.1%	1,005	1,150	-12.6%	25	22	13.6%	17	58	-70.7%
	Median Sales Price	\$130,150	\$117,950	10.3%	\$130,000	\$115,058	13.0%	\$284,900	\$264,500	7.7%	\$110,250	\$84,950	29.8%
	Ave. Sales Price	\$132,483	\$121,338	9.2%	\$128,849	\$118,631	8.6%	\$278,575	\$262,806	6.0%	\$111,323	\$86,623	28.5%
Southwind	Units	123	126	-2.4%	115	111	3.6%	8	15	-46.7%	1	9	-88.9%
	Median Sales Price	\$260,000	\$248,000	4.8%	\$250,000	\$235,250	6.3%	\$282,978	\$271,110	4.4%		\$189,900	
	Ave. Sales Price	\$320,190	\$286,878	11.6%	\$322,580	\$288,958	11.6%	\$285,837	\$271,486	5.3%	\$288,000	\$203,840	41.3%

		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	2,099	2,181	-3.8%	2,039	2,066	-1.3%	60	115	-47.8%	12	39	-69.2%
	Median Sales Price	\$200,000	\$179,900	11.2%	\$197,500	\$174,900	12.9%	\$278,338	\$264,999	5.0%	\$169,500	\$155,000	9.4%
	Ave. Sales Price	\$217,537	\$197,877	9.9%	\$215,963	\$194,810	10.9%	\$270,997	\$252,976	7.1%	\$196,805	\$177,463	10.9%
Bartlett	Units	1,045	1,075	-2.8%	1,032	1,031	0.1%	13	44	-70.5%	10	11	-9.1%
	Median Sales Price	\$235,000	\$214,500	9.6%	\$235,000	\$210,000	11.9%	\$344,900	\$305,450	12.9%	\$215,000	\$200,000	7.5%
	Ave. Sales Price	\$239,702	\$221,090	8.4%	\$238,650	\$217,482	9.7%	\$323,146	\$305,613	5.7%	\$213,090	\$224,502	-5.1%
G'town	Units	898	776	15.7%	884	752	17.6%	14	24	-41.7%	1	5	-80.0%
	Median Sales Price	\$365,000	\$339,450	7.5%	\$365,000	\$335,000	9.0%	\$967,500	\$760,586	27.2%		\$283,100	
	Ave. Sales Price	\$432,004	\$391,896	10.2%	\$422,950	\$376,827	12.2%	\$1,003,741	\$864,070	16.2%	\$229,000	\$314,949	-27.3%
Collierville	Units	1,172	1,105	6.1%	1,032	957	7.8%	140	148	-5.4%	5	7	-28.6%
	Median Sales Price	\$412,750	\$380,000	8.6%	\$386,500	\$355,000	8.9%	\$554,632	\$521,944	6.3%	\$289,580	\$325,000	-10.9%
	Ave. Sales Price	\$432,025	\$397,150	8.8%	\$410,450	\$371,460	10.5%	\$591,066	\$563,266	4.9%	\$366,967	\$305,698	20.0%
Lakeland	Units	309	301	2.7%	254	268	-5.2%	55	33	66.7%	4	4	0.0%
	Median Sales Price	\$363,000	\$300,045	21.0%	\$320,000	\$285,500	12.1%	\$482,596	\$450,000	7.2%	\$329,000	\$197,250	66.8%
	Ave. Sales Price	\$364,901	\$329,153	10.9%	\$341,289	\$313,999	8.7%	\$474,268	\$452,218	4.9%	\$346,750	\$203,600	70.3%
Arlington	Units	375	392	-4.3%	270	298	-9.4%	105	94	11.7%	3	5	-40.0%
	Median Sales Price	\$330,000	\$301,900	9.3%	\$290,750	\$269,500	7.9%	\$386,960	\$372,556	3.9%	\$275,000	\$212,000	29.7%
	Ave. Sales Price	\$323,089	\$301,327	7.2%	\$293,237	\$277,688	5.6%	\$399,852	\$376,268	6.3%	\$215,666	\$193,000	11.7%
Millington	Units	188	210	-10.5%	181	210	-13.8%	7			5	10	-50.0%
	Median Sales Price	\$150,000	\$130,000	15.4%	\$148,000	\$130,000	13.8%	\$238,400			\$105,000	\$110,650	-5.1%
	Ave. Sales Price	\$162,007	\$147,534	9.8%	\$158,900	\$147,534	7.7%	\$242,337			\$103,285	\$114,448	-9.8%
Shelby County	Units	15,945	16,239	-1.8%	15,409	15,668	-1.7%	536	571	-6.1%	258	444	-41.9%
	Median Sales Price	\$169,900	\$146,000	16.4%	\$165,000	\$140,000	17.9%	\$416,092	\$368,731	12.8%	\$48,430	\$61,920	-21.8%
	Ave. Sales Price	\$210,725	\$187,097	12.6%	\$202,696	\$178,887	13.3%	\$441,549	\$412,387	7.1%	\$86,274	\$86,294	0.0%
Fayette County	Units	936	811	15.4%	713	614	16.1%	223	197	13.2%	16	22	-27.3%
	Median Sales Price	\$265,000	\$258,818	2.4%	\$242,000	\$235,000	3.0%	\$302,150	\$303,499	-0.4%	\$74,950	\$119,500	-37.3%
	Ave. Sales Price	\$290,613	\$283,070	2.7%	\$274,565	\$263,499	4.2%	\$341,923	\$344,065	-0.6%	\$126,713	\$151,568	-16.4%
Tipton County	Units	966	915	5.6%	862	823	4.7%	104	92	13.0%	33	52	-36.5%
	Median Sales Price	\$180,000	\$170,000	5.9%	\$170,000	\$165,000	3.0%	\$239,900	\$285,950	-16.1%	\$74,900	\$72,750	3.0%
	Ave. Sales Price	\$184,945	\$179,195	3.2%	\$175,508	\$166,686	5.3%	\$263,148	\$291,102	-9.6%	\$88,753	\$79,804	11.2%