

Sales Summary

	January Total Sales			YTD Total Sales		
	2021	2020	% change	2021	2020	% change
Units	1,506	1,354	11.2%	1,506	1,354	11.2%
Median Sales Price	\$167,000	\$140,000	19.3%	\$167,000	\$140,000	19.3%
Average Sales Price	\$204,005	\$177,569	14.9%	\$204,005	\$177,569	14.9%

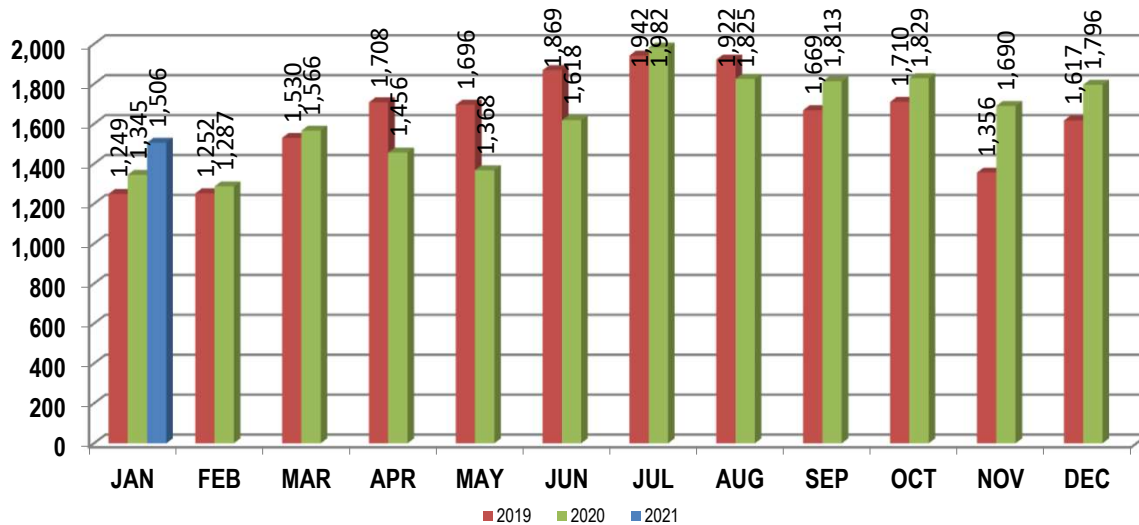
	January Existing Sales			YTD Existing Home Sales		
	2021	2020	% change	2021	2020	% change
Units	1,459	1,284	13.6%	1,459	1,284	13.6%
Median Sales Price	\$160,000	\$130,000	23.1%	\$160,000	\$130,000	23.1%
Average Sales Price	\$197,347	\$165,915	18.9%	\$197,347	\$165,915	18.9%

	January New Home Sales			YTD New Home Sales		
	2021	2020	% change	2021	2020	% change
Units	47	70	-32.9%	47	70	-32.9%
Median Sales Price	\$319,900	\$312,000	2.5%	\$319,900	\$312,000	2.5%
Average Sales Price	\$410,687	\$391,327	4.9%	\$410,687	\$391,327	4.9%

	January Bank Sales			YTD Bank Sales*		
	2021	2020	% change	2021	2020	% change
Units	15	43	-65.1%	15	43	-65.1%
Median Sales Price	\$63,000	\$50,700	24.3%	\$63,000	\$50,700	24.3%
Average Sales Price	\$110,866	\$73,489	50.9%	\$110,866	\$73,489	50.9%

	January Non-Bank Sales			YTD Non-Bank Sales		
	2021	2020	% change	2021	2020	% change
Units	1,491	1,311	13.7%	1,491	1,311	13.7%
Median Sales Price	\$168,000	\$145,000	15.9%	\$168,000	\$145,000	15.9%
Average Sales Price	\$204,942	\$180,982	13.2%	\$204,942	\$180,982	13.2%

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.



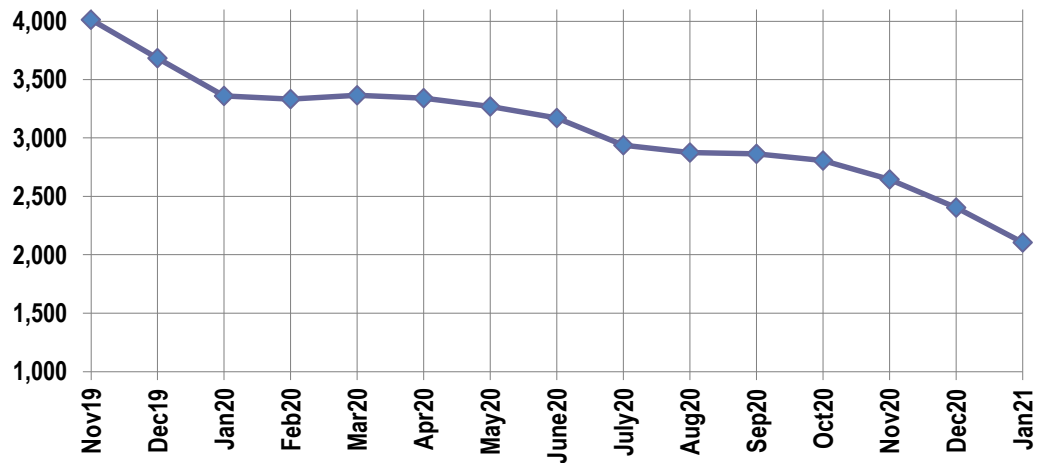
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 01-19-21)		
	Units	Ave. List Price
Single Family	1,935	\$319,981
Condo/Co-op	124	\$206,760
Duplex	46	\$114,254
Market Total	2,105	\$308,816

Pending Sales (as of 01-19-21)		
	Units	Ave. List Price
Single Family	1,217	\$236,504
Condo/Co-op	34	\$209,075
Duplex	11	\$85,045
Market Total	1,262	\$234,445

	January Foreclosure Actions			YTD Foreclosure Actions		
	2021	2020	% change	2021	2020	% change
Total	36	104	-65.4%	36	104	-65.4%

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



Inventory

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
19-Dec	3,682	Dec-21	2,403
Jan-20	3,360	Jan-21	2,105

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Frayser	Units	105	90	16.7%	105	90	16.7%				2	4	-50.0%
	Median Sales Price	\$62,000	\$42,000	47.6%	\$62,000	\$42,000	47.6%					\$21,550	
	Ave. Sales Price	\$75,035	\$48,948	53.3%	\$75,035	\$48,948	53.3%				\$67,201	\$23,255	189.0%
Raleigh/ Cov. Pike	Units	67	63	6.3%	64	61	4.9%	3	2	50.0%	1	1	0.0%
	Median Sales Price	\$97,900	\$84,900	15.3%	\$94,950	\$84,700	12.1%	\$125,000					
	Ave. Sales Price	\$100,759	\$89,547	12.5%	\$99,388	\$88,139	12.8%	\$130,000	\$132,500	-1.9%	\$144,000	\$26,200	449.6%
Downtown	Units	33	30	10.0%	33	28	17.9%		2			1	
	Median Sales Price	\$255,990	\$250,000	2.4%	\$255,990	\$250,000	2.4%						
	Ave. Sales Price	\$287,107	\$260,006	10.4%	\$287,107	\$253,259	13.4%		\$354,455			\$63,000	
Midtown	Units	89	81	9.9%	88	81	8.6%	1			1	4	-75.0%
	Median Sales Price	\$170,000	\$135,000	25.9%	\$165,500	\$135,000	22.6%					\$13,750	
	Ave. Sales Price	\$184,490	\$170,490	8.2%	\$183,121	\$170,490	7.4%	\$305,000			\$5,750	\$66,725	-91.4%
S. Memphis	Units	79	78	1.3%	79	78	1.3%				1	2	-50.0%
	Median Sales Price	\$37,750	\$28,750	31.3%	\$37,750	\$28,750	31.3%						
	Ave. Sales Price	\$50,732	\$37,183	36.4%	\$50,732	\$37,183	36.4%				\$37,750	\$22,162	70.3%
Berclair/ Highland Heights	Units	61	56	8.9%	61	56	8.9%				1	1	0.0%
	Median Sales Price	\$62,500	\$39,820	57.0%	\$62,500	\$39,820	57.0%						
	Ave. Sales Price	\$67,702	\$46,423	45.8%	\$67,702	\$46,423	45.8%				\$44,200	\$19,900	122.1%
E. Memphis	Units	241	227	6.2%	241	222	8.6%		5		3	5	-40.0%
	Median Sales Price	\$165,000	\$145,000	13.8%	\$165,000	\$140,250	17.6%		\$852,100		\$76,000	\$43,050	76.5%
	Ave. Sales Price	\$220,621	\$195,252	13.0%	\$220,621	\$183,092	20.5%		\$735,133		\$83,066	\$77,596	7.0%
Whitehaven	Units	84	73	15.1%	84	68	23.5%		5		1	8	-87.5%
	Median Sales Price	\$71,500	\$71,200	0.4%	\$71,500	\$70,000	2.1%		\$184,160			\$40,250	
	Ave. Sales Price	\$77,919	\$75,989	2.5%	\$77,919	\$68,217	14.2%		\$181,688		\$34,900	\$45,999	-24.1%
Parkway Village/ Oakhaven	Units	43	42	2.4%	43	42	2.4%					2	
	Median Sales Price	\$73,000	\$53,500	36.4%	\$73,000	\$53,500	36.4%						
	Ave. Sales Price	\$77,367	\$58,583	32.1%	\$77,367	\$58,583	32.1%					\$68,450	
Hickory Hill	Units	102	84	21.4%	101	83	21.7%	1	1	0.0%		5	
	Median Sales Price	\$142,250	\$120,450	18.1%	\$140,000	\$120,000	16.7%					\$129,358	
	Ave. Sales Price	\$149,183	\$120,697	23.6%	\$147,463	\$118,899	24.0%	\$322,900	\$269,900	19.6%		\$113,569	
Southwind	Units	10	13	-23.1%	10	10	0.0%		3				
	Median Sales Price	\$258,500	\$285,000	-9.3%	\$258,500	\$264,950	-2.4%		\$298,000				
	Ave. Sales Price	\$330,700	\$281,481	17.5%	\$330,700	\$274,530	20.5%		\$304,651				

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Cordova	Units	194	161	20.5%	190	155	22.6%	4	6	-33.3%	2	2	0.0%
	Median Sales Price	\$205,000	\$182,400	12.4%	\$203,000	\$181,000	12.2%	\$307,950	\$283,950	8.5%			
	Ave. Sales Price	\$216,167	\$220,246	-1.9%	\$214,177	\$197,220	8.6%	\$310,700	\$278,401	11.6%	\$179,000	\$257,000	-30.4%
Bartlett	Units	91	85	7.1%	91	83	9.6%		2			1	
	Median Sales Price	\$238,000	\$225,000	5.8%	\$238,000	\$225,000	5.8%						
	Ave. Sales Price	\$254,121	\$227,053	11.9%	\$254,121	\$224,075	13.4%		\$350,650			\$155,000	
G'town	Units	58	60	-3.3%	57	58	-1.7%	1	2	-50.0%			
	Median Sales Price	\$385,000	\$339,950	13.3%	\$385,000	\$336,700	14.3%						
	Ave. Sales Price	\$466,604	\$409,450	14.0%	\$457,334	\$381,500	19.9%	\$995,000	\$1,220,000	-18.4%			
Collinsville	Units	61	59	3.4%	53	48	10.4%	8	11	-27.3%			
	Median Sales Price	\$420,000	\$398,000	5.5%	\$389,000	\$350,500	11.0%	\$643,890	\$480,283	34.1%			
	Ave. Sales Price	\$456,264	\$387,694	17.7%	\$416,957	\$359,595	16.0%	\$716,675	\$510,306	40.4%			
Lakeland	Units	17	16	6.3%	15	15	0.0%	2	1	100.0%			
	Median Sales Price	\$352,000	\$296,450	18.7%	\$345,000	\$282,900	22.0%						
	Ave. Sales Price	\$377,929	\$328,356	15.1%	\$372,600	\$304,580	22.3%	\$417,900	\$685,000	-39.0%			
Arlington	Units	24	18	33.3%	20	12	66.7%	4	6	-33.3%			
	Median Sales Price	\$334,950	\$313,000	7.0%	\$303,500	\$272,500	11.4%	\$416,218	\$370,239	12.4%			
	Ave. Sales Price	\$313,703	\$315,871	-0.7%	\$295,155	\$273,866	7.8%	\$406,446	\$399,882	1.6%			
Millington	Units	15	15	0.0%	10	15	-33.3%	5				2	
	Median Sales Price	\$225,000	\$127,000	77.2%	\$184,950	\$127,000	45.6%	\$240,990					
	Ave. Sales Price	\$214,478	\$137,791	55.7%	\$203,422	\$137,791	47.6%	\$236,590				\$41,962	
Shelby County	Units	1,353	1,234	9.6%	1,324	1,188	11.4%	29	46	-37.0%	12	37	-67.6%
	Median Sales Price	\$154,000	\$134,900	14.2%	\$150,500	\$126,500	19.0%	\$352,130	\$366,871	-4.0%	\$69,500	\$48,000	44.8%
	Ave. Sales Price	\$197,465	\$174,542	13.1%	\$192,248	\$164,254	17.0%	\$435,642	\$440,244	-1.0%	\$92,000	\$73,056	25.9%
Fayette County	Units	76	57	33.3%	60	40	50.0%	16	17	-5.9%	1		
	Median Sales Price	\$275,769	\$233,010	18.4%	\$264,500	\$191,500	38.1%	\$292,071	\$270,917	7.8%			
	Ave. Sales Price	\$320,616	\$246,000	30.3%	\$306,220	\$220,713	38.7%	\$374,598	\$305,498	22.6%	\$25,000		
Tipton County	Units	77	63	22.2%	75	56	33.9%	2	7	-71.4%	2	6	-66.7%
	Median Sales Price	\$189,000	\$174,500	8.3%	\$187,500	\$163,000	15.0%					\$80,675	
	Ave. Sales Price	\$203,831	\$174,930	16.5%	\$200,266	\$162,007	23.6%	\$337,542	\$278,317	21.3%	\$267,000	\$76,158	250.6%