

#### Sales Summary

	December Total Sales			YTD Total Sales		
	2021	2020	% change	2021	2020	% change
Units	1,809	1,813	-0.2%	22,263	19,698	13.0%
Median Sales Price	\$220,000	\$185,000	18.9%	\$205,000	\$177,000	15.8%
Average Sales Price	\$268,164	\$224,705	19.3%	\$240,584	\$214,805	12.0%

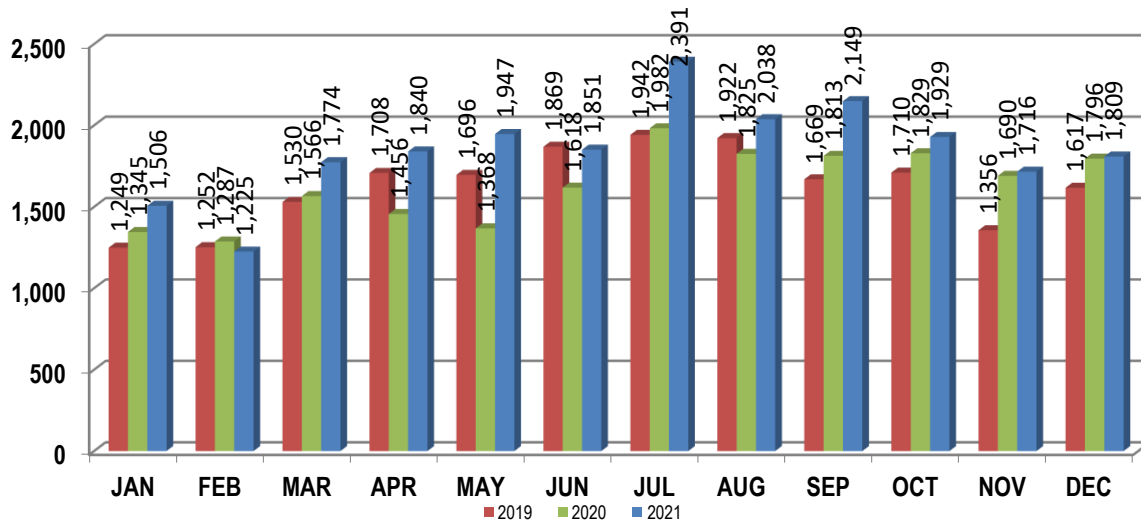
	December Existing Sales			YTD Existing Sales		
	2021	2020	% change	2021	2020	% change
Units	1,711	1,712	-0.1%	21,231	18,714	13.4%
Median Sales Price	\$206,500	\$175,000	18.0%	\$195,500	\$169,500	15.3%
Average Sales Price	\$255,997	\$215,627	18.7%	\$232,050	\$205,359	13.0%

	December New Home Sales			YTD New Home Sales		
	2021	2020	% change	2021	2020	% change
Units	98	101	-3.0%	1,032	984	4.9%
Median Sales Price	\$422,350	\$326,900	29.2%	\$376,020	\$356,400	5.5%
Average Sales Price	\$480,588	\$378,588	26.9%	\$416,162	\$394,438	5.5%

	December Bank Sales			YTD Bank Sales*		
	2021	2020	% change	2021	2020	% change
Units	5	15	-66.7%	107	322	-66.8%
Median Sales Price	\$86,000	\$75,000	14.7%	\$66,300	\$51,900	27.7%
Average Sales Price	\$71,240	\$105,427	-32.4%	\$116,455	\$89,429	30.2%

	December Non-Bank Sales			YTD Non-Bank Sales		
	2021	2020	% change	2021	2020	% change
Units	1,804	1,798	0.3%	22,156	19,376	14.3%
Median Sales Price	\$220,000	\$185,000	18.9%	\$205,000	\$179,900	14.0%
Average Sales Price	\$268,709	\$225,700	19.1%	\$241,184	\$216,888	11.2%

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.

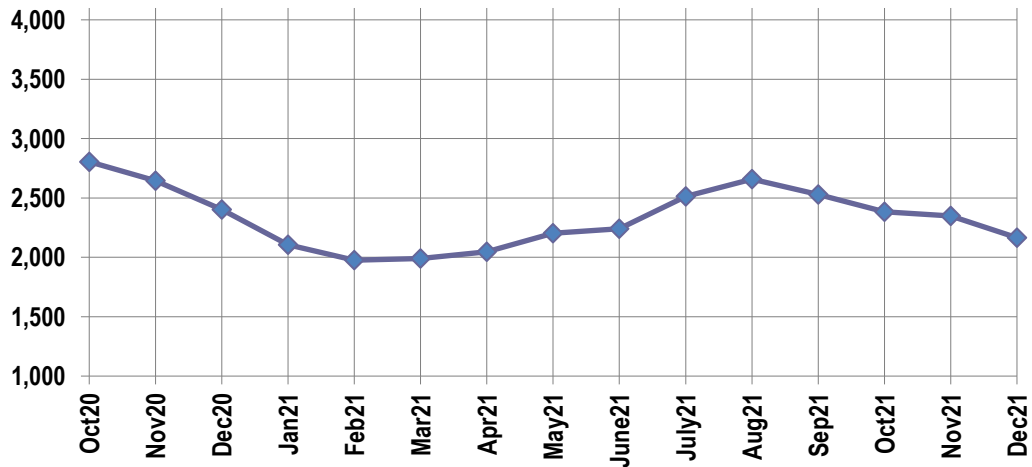


**Active Listings, Pending Sales and Foreclosure Action Summary**

Active Listings (as of 12-16-21)		
	Units	Ave. List Price
Single Family	2,018	\$314,706
Condo/Co-op	111	\$204,241
Duplex	36	\$119,297
<b>Market Total</b>	<b>2,165</b>	<b>\$305,793</b>

Pending Sales (as of 12-16-21)		
	Units	Ave. List Price
Single Family	1,295	\$296,624
Condo/Co-op	37	\$164,998
Duplex	11	\$167,263
<b>Market Total</b>	<b>1,343</b>	<b>\$291,938</b>

	December Foreclosure Actions			YTD Foreclosure Actions		
	2021	2020	% change	2021	2020	% change
<b>Total</b>	14	33	-57.6%	290	476	-39.1%



**Inventory**

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
Jun-20	3,171	Jun-21	2,242
Jul-20	2,938	Jul-21	2,514
Aug-20	2,876	Aug-21	2,659
Sep-20	2,863	Sep-21	2,529
Oct-20	2,805	Oct-21	2,384
Nov-20	2,644	Nov-21	2,348
Dec-20	2,403	Dec-21	2,165

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Frayser	Units	108	103	4.9%	108	103	4.9%				1	1	0.0%
	Median Sales Price	\$68,750	\$68,000	1.1%	\$68,750	\$68,000	1.1%						
	Ave. Sales Price	\$85,539	\$71,623	19.4%	\$85,539	\$71,623	19.4%				\$110,000	\$36,000	205.6%
Raleigh/ Cov. Pike	Units	90	89	1.1%	90	89	1.1%						
	Median Sales Price	\$135,000	107,000	26.2%	\$135,000	107,000	26.2%						
	Ave. Sales Price	\$138,098	\$105,410	31.0%	\$138,098	\$105,410	31.0%						
Downtown	Units	46	44	4.5%	46	39	17.9%		5		1		
	Median Sales Price	\$252,000	\$162,250	55.3%	\$252,000	\$170,000	48.2%		\$118,000				
	Ave. Sales Price	\$293,711	\$197,545	48.7%	\$293,711	\$206,666	42.1%		\$126,400		\$18,000		
Midtown	Units	85	107	-20.6%	85	107	-20.6%					1	
	Median Sales Price	\$220,000	\$202,000	8.9%	\$220,000	\$202,000	8.9%						
	Ave. Sales Price	\$240,501	\$208,289	15.5%	\$240,501	\$208,289	15.5%					\$44,250	
S. Memphis	Units	79	81	-2.5%	79	81	-2.5%				1	3	-66.7%
	Median Sales Price	\$52,500	\$40,000	31.3%	\$52,500	\$40,000	31.3%					\$42,500	
	Ave. Sales Price	\$67,198	\$50,283	33.6%	\$67,198	\$50,283	33.6%				\$33,700	\$47,551	-29.1%
Bercclair/ Highland Heights	Units	58	76	-23.7%	58	76	-23.7%					1	
	Median Sales Price	\$89,500	\$58,500	53.0%	\$89,500	\$58,500	53.0%						
	Ave. Sales Price	\$102,731	\$66,818	53.7%	\$102,731	\$66,818	53.7%					\$15,000	
E. Memphis	Units	268	313	-14.4%	266	310	-14.2%	2	3	-33.3%		1	
	Median Sales Price	\$229,000	\$190,000	20.5%	\$227,500	\$186,500	22.0%		\$709,000				
	Ave. Sales Price	\$303,572	\$249,706	21.6%	\$300,272	\$244,718	22.7%	\$742,500	\$765,166	-3.0%		\$34,000	
Whitehaven	Units	77	64	20.3%	76	62	22.6%	1	2	-50.0%		3	
	Median Sales Price	\$105,000	\$85,375	23.0%	\$105,000	\$84,000	25.0%					\$85,750	
	Ave. Sales Price	\$112,049	\$94,323	18.8%	\$110,958	\$90,598	22.5%	\$195,000	\$209,800	-7.1%		\$97,916	
Parkway Village/ Oakhaven	Units	50	36	38.9%	50	36	38.9%				1		
	Median Sales Price	\$94,500	\$87,500	8.0%	\$94,500	\$87,500	8.0%						
	Ave. Sales Price	\$155,630	\$86,417	80.1%	\$155,630	\$86,417	80.1%				\$86,000		
Hickory Hill	Units	115	119	-3.4%	115	111	3.6%		8				
	Median Sales Price	\$170,000	\$147,000	15.6%	\$170,000	\$145,000	17.2%		\$314,900				
	Ave. Sales Price	\$173,607	\$154,870	12.1%	\$173,607	\$143,120	21.3%		\$317,900				
Southwind	Units	19	6	216.7%	10	6	66.7%	9					
	Median Sales Price	\$259,000	\$242,751	6.7%	\$291,000	\$242,751	19.9%	\$258,600					
	Ave. Sales Price	\$285,172	\$268,083	6.4%	\$308,790	\$268,083	15.2%	\$258,930					

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2021	2020	% change	2021	2020	% change	2021	2020	% change	2021	2020	% change
Cordova	Units	233	216	7.9%	226	210	7.6%	7	6	16.7%		2	
	Median Sales Price	\$260,000	\$216,250	20.2%	\$255,625	\$215,000	18.9%	\$422,350	\$409,950	3.0%			
	Ave. Sales Price	\$278,636	\$227,917	22.3%	\$274,283	\$223,222	22.9%	\$419,188	\$392,234	6.9%		\$236,500	
Bartlett	Units	95	109	-12.8%	94	106	-11.3%	1	3	-66.7%			
	Median Sales Price	\$281,000	\$253,400	10.9%	\$278,500	\$250,000	11.4%		\$305,000				
	Ave. Sales Price	\$296,962	\$256,703	15.7%	\$296,931	\$254,894	16.5%	\$299,900	\$320,600	-6.5%			
G'town	Units	72	78	-7.7%	70	78	-10.3%	2					
	Median Sales Price	\$440,000	\$380,000	15.8%	\$439,150	\$380,000	15.6%						
	Ave. Sales Price	\$564,144	\$480,435	17.4%	\$533,120	\$480,435	11.0%	\$1,650,000					
Collierville	Units	119	112	6.3%	96	99	-3.0%	23	13	76.9%			
	Median Sales Price	\$540,000	\$410,000	31.7%	\$473,500	\$389,900	21.4%	\$671,019	\$566,059	18.5%			
	Ave. Sales Price	\$548,887	\$448,788	22.3%	\$520,202	\$422,423	23.1%	\$668,615	\$649,569	2.9%			
Lateland	Units	19	26	-26.9%	13	21	-38.1%	6	5	20.0%			
	Median Sales Price	\$571,650	\$400,759	42.6%	\$570,000	\$285,000	100.0%	\$582,725	\$504,400	15.5%			
	Ave. Sales Price	\$539,641	\$375,238	43.8%	\$483,192	\$344,785	40.1%	\$661,947	\$503,137	31.6%			
Arlington	Units	41	42	-2.4%	31	31	0.0%	10	11	-9.1%			
	Median Sales Price	\$422,955	\$323,500	30.7%	\$398,450	\$272,500	46.2%	\$425,710	\$387,760	9.8%			
	Ave. Sales Price	\$396,767	\$314,002	26.4%	\$385,893	\$284,980	35.4%	\$430,476	\$395,792	8.8%			
Millington	Units	29	32	-9.4%	28	24	16.7%	1	8	-87.5%			
	Median Sales Price	\$167,000	\$186,000	-10.2%	\$164,500	\$153,250	7.3%		\$235,990				
	Ave. Sales Price	\$185,662	\$174,947	6.1%	\$178,221	\$152,062	17.2%	\$394,000	\$243,603	61.7%			
Shelby County	Units	1,602	1,616	-0.9%	1,540	1,552	-0.8%	62	64	-3.1%	5	12	-58.3%
	Median Sales Price	\$208,500	\$175,000	19.1%	\$199,950	\$170,000	17.6%	\$532,982	\$383,298	39.1%	\$86,000	\$59,625	44.2%
	Ave. Sales Price	\$264,530	\$220,315	20.1%	\$252,717	\$212,346	19.0%	\$557,954	\$413,564	34.9%	\$71,240	\$86,554	-17.7%
Fayette County	Units	112	98	14.3%	89	68	30.9%	23	30	-23.3%			
	Median Sales Price	\$315,250	\$310,500	1.5%	\$305,900	\$310,500	-1.5%	\$355,195	\$312,450	13.7%			
	Ave. Sales Price	\$339,861	\$342,041	-0.6%	\$331,874	\$342,315	-3.1%	\$370,768	\$341,419	8.6%			
Tipton County	Units	95	99	-4.0%	82	92	-10.9%	13	7	85.7%		3	
	Median Sales Price	\$240,000	\$180,000	33.3%	\$217,000	\$179,500	20.9%	\$303,990	\$215,000	41.4%		\$195,000	
	Ave. Sales Price	\$244,905	\$180,211	35.9%	\$235,233	\$177,328	32.7%	\$305,909	\$218,103	40.3%		\$180,920	

		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
Frayer	Units	1,157	1,082	6.9%	1,142	1,079	5.8%	15	3	400.0%	13	30	-56.7%
	Median Sales Price	\$71,900	\$48,430	48.5%	\$70,000	\$48,000	45.8%	\$125,000	\$134,900	-7.3%	\$52,490	\$34,950	50.2%
	Ave. Sales Price	\$81,991	\$60,526	35.5%	\$81,496	\$60,328	35.1%	\$119,633	\$131,633	-9.1%	\$72,683	\$38,625	88.2%
Raleigh/ Cov. Pike	Units	1,083	926	17.0%	1,075	919	17.0%	8	7	14.3%	7	19	-63.2%
	Median Sales Price	\$121,500	\$95,000	27.9%	\$120,900	\$95,000	27.3%	\$140,000	\$125,000	12.0%	\$130,000	\$74,500	74.5%
	Ave. Sales Price	\$126,998	\$98,955	28.3%	\$126,803	\$98,722	28.4%	\$153,125	\$129,571	18.2%	\$113,214	\$75,415	50.1%
Downtown	Units	591	534	10.7%	587	509	15.3%	4	25	-84.0%	3	16	-81.3%
	Median Sales Price	\$250,000	\$249,950	0.0%	\$252,500	\$245,000	3.1%	\$122,000	\$356,600	-65.8%	\$18,000	\$39,462	-54.4%
	Ave. Sales Price	\$270,984	\$254,877	6.3%	\$271,299	\$251,263	8.0%	\$224,750	\$328,451	-31.6%	\$188,666	\$63,645	196.4%
Midtown	Units	1,280	1,137	12.6%	1,266	1,131	11.9%	14	6	133.3%	7	19	-63.2%
	Median Sales Price	\$209,000	\$163,000	28.2%	\$205,000	\$162,500	26.2%	\$347,500	\$378,625	-8.2%	\$35,500	\$26,000	36.5%
	Ave. Sales Price	\$221,869	\$188,250	17.9%	\$220,078	\$186,995	17.7%	\$383,839	\$424,750	-9.6%	\$44,678	\$43,855	1.9%
S. Memphis	Units	1,016	890	14.2%	1,015	889	14.2%	1	1	0.0%	13	38	-65.8%
	Median Sales Price	\$46,500	\$33,000	40.9%	\$46,500	\$33,000	40.9%				\$35,500	\$22,613	57.0%
	Ave. Sales Price	\$58,680	\$42,237	38.9%	\$58,521	\$42,065	39.1%	\$220,000	\$195,000	12.8%	\$34,457	\$24,921	38.3%
Berclair/ Highland Heights	Units	893	719	24.2%	893	719	24.2%				5	10	-50.0%
	Median Sales Price	\$71,000	\$50,000	42.0%	\$71,000	\$50,000	42.0%				\$43,500	\$27,750	56.8%
	Ave. Sales Price	\$80,654	\$57,927	39.2%	\$80,654	\$57,927	39.2%				\$39,340	\$31,278	25.8%
E. Memphis	Units	3,638	3,291	10.5%	3,615	3,251	11.2%	23	40	-42.5%	8	29	-72.4%
	Median Sales Price	\$200,000	\$180,000	11.1%	\$198,500	\$179,900	10.3%	\$659,000	\$661,250	-0.3%	\$102,500	\$77,199	32.8%
	Ave. Sales Price	\$252,794	\$236,730	6.8%	\$250,224	\$231,760	8.0%	\$656,718	\$640,642	2.5%	\$132,587	\$107,009	23.9%
Whitehaven	Units	924	829	11.5%	901	790	14.1%	23	39	-41.0%	7	34	-79.4%
	Median Sales Price	\$85,000	\$75,000	13.3%	\$84,900	\$73,000	16.3%	\$205,400	\$186,865	9.9%	\$71,000	\$47,756	48.7%
	Ave. Sales Price	\$96,323	\$84,017	14.6%	\$93,504	\$78,916	18.5%	\$206,763	\$187,332	10.4%	\$59,128	\$55,416	6.7%
Parkway Village/ Oakhaven	Units	584	468	24.8%	583	468	24.6%	1			5	13	-61.5%
	Median Sales Price	\$90,515	\$75,000	20.7%	\$90,030	\$75,000	20.0%				\$66,300	\$51,900	27.7%
	Ave. Sales Price	\$96,719	\$75,832	27.5%	\$96,671	\$75,832	27.5%	\$125,000			\$75,956	\$55,639	36.5%
Hickory Hill	Units	1,352	1,151	17.5%	1,345	1,117	20.4%	7	34	-79.4%	4	17	-76.5%
	Median Sales Price	\$159,050	\$134,900	17.9%	\$158,000	\$130,000	21.5%	\$220,000	\$306,250	-28.2%	\$133,500	\$110,250	21.1%
	Ave. Sales Price	\$162,220	\$134,972	20.2%	\$161,841	\$130,288	24.2%	\$235,100	\$288,838	-18.6%	\$135,375	\$111,323	21.6%
Southwind	Units	188	129	45.7%	145	120	20.8%	43	9	377.8%	1	1	0.0%
	Median Sales Price	\$271,450	\$260,000	4.4%	\$300,000	\$250,000	20.0%	\$253,232	\$275,000	-7.9%			
	Ave. Sales Price	\$351,902	\$317,766	10.7%	\$380,296	\$320,876	18.5%	\$256,152	\$276,301	-7.3%	\$262,500	\$288,000	-8.9%

		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	2,803	2,314	21.1%	2,745	2,248	22.1%	58	66	-12.1%	6	14	-57.1%
	Median Sales Price	\$240,000	\$200,000	20.0%	\$238,500	\$199,960	19.3%	\$361,160	\$287,605	25.6%	\$273,500	\$181,388	50.8%
	Ave. Sales Price	\$255,559	\$218,587	16.9%	\$253,078	\$216,724	16.8%	\$372,991	\$282,018	32.3%	\$325,187	\$202,475	60.6%
Bartlett	Units	1,346	1,155	16.5%	1,338	1,139	17.5%	8	16	-50.0%	1	10	-90.0%
	Median Sales Price	\$270,000	\$236,000	14.4%	\$270,000	\$235,000	14.9%	\$332,900	\$337,400	-1.3%		\$215,000	
	Ave. Sales Price	\$279,249	\$241,298	15.7%	\$278,864	\$240,155	16.1%	\$343,662	\$322,668	6.5%	\$237,000	\$213,090	11.2%
G'town	Units	915	978	-6.4%	910	963	-5.5%	5	15	-66.7%	2	1	100.0%
	Median Sales Price	\$415,000	\$368,500	12.6%	\$415,000	\$365,000	13.7%	\$995,000	\$940,000	5.9%			
	Ave. Sales Price	\$474,742	\$436,190	8.8%	\$470,768	\$427,603	10.1%	\$1,198,000	\$987,492	21.3%	\$329,944	\$229,000	44.1%
Collinsville	Units	1,290	1,288	0.2%	1,113	1,133	-1.8%	177	155	14.2%	1	5	-80.0%
	Median Sales Price	\$462,500	\$412,250	12.2%	\$435,000	\$389,000	11.8%	\$600,000	\$556,694	7.8%		\$289,580	
	Ave. Sales Price	\$492,359	\$433,695	13.5%	\$467,125	\$411,582	13.5%	\$651,034	\$595,330	9.4%	\$560,000	\$366,967	52.6%
Lateland	Units	358	335	6.9%	304	275	10.5%	54	60	-10.0%		4	
	Median Sales Price	\$378,000	\$365,000	3.6%	\$346,000	\$320,000	8.1%	\$513,630	\$485,900	5.7%		\$329,000	
	Ave. Sales Price	\$399,506	\$365,704	9.2%	\$375,458	\$341,556	9.9%	\$534,887	\$476,380	12.3%		\$346,750	
Arlington	Units	517	417	24.0%	395	300	31.7%	122	117	4.3%		3	
	Median Sales Price	\$374,900	\$330,000	13.6%	\$345,000	\$290,000	19.0%	\$419,432	\$387,695	8.2%		\$275,000	
	Ave. Sales Price	\$369,961	\$322,174	14.8%	\$349,053	\$291,934	19.6%	\$437,658	\$399,710	9.5%		\$215,666	
Millington	Units	301	221	36.2%	268	205	30.7%	33	16	106.3%	1	5	-80.0%
	Median Sales Price	\$175,000	\$155,000	12.9%	\$161,250	\$150,000	7.5%	\$242,990	\$237,490	2.3%		\$105,000	
	Ave. Sales Price	\$181,918	\$164,573	10.5%	\$173,288	\$157,953	9.7%	\$252,003	\$249,386	1.0%	\$194,900	\$103,285	88.7%
Shelby County	Units	19,890	17,580	13.1%	19,294	16,971	13.7%	596	609	-2.1%	84	270	-68.9%
	Median Sales Price	\$195,000	\$170,000	14.7%	\$190,000	\$165,000	15.2%	\$442,234	\$409,900	7.9%	\$64,173	\$48,430	32.5%
	Ave. Sales Price	\$236,152	\$211,762	11.5%	\$229,020	\$203,587	12.5%	\$467,043	\$439,571	6.2%	\$115,558	\$86,286	33.9%
Fayette County	Units	1,168	1,045	11.8%	848	783	8.3%	320	262	22.1%	6	16	-62.5%
	Median Sales Price	\$300,000	\$267,900	12.0%	\$292,500	\$249,900	17.0%	\$341,322	\$301,382	13.3%	\$54,275	\$74,950	-27.6%
	Ave. Sales Price	\$340,495	\$297,390	14.5%	\$330,875	\$280,538	17.9%	\$365,989	\$347,752	5.2%	\$75,141	\$126,713	-40.7%
Tipton County	Units	1,205	1,073	12.3%	1,089	960	13.4%	116	113	2.7%	17	36	-52.8%
	Median Sales Price	\$214,000	\$180,000	18.9%	\$200,000	\$170,000	17.6%	\$283,990	\$235,465	20.6%	\$97,000	\$76,200	27.3%
	Ave. Sales Price	\$216,898	\$184,230	17.7%	\$208,776	\$175,376	19.0%	\$293,150	\$259,445	13.0%	\$135,468	\$96,433	40.5%