

## Sales Summary

	December Total Sales			YTD Total Sales		
	2019	2018	% change	2019	2018	% change
Units	1,617	1,435	12.7%	19,589	19,750	-0.8%
Median Sales Price	\$155,000	\$139,000	11.5%	\$155,000	\$148,000	4.7%
Average Sales Price	\$188,517	\$175,850	7.2%	\$190,488	\$182,628	4.3%

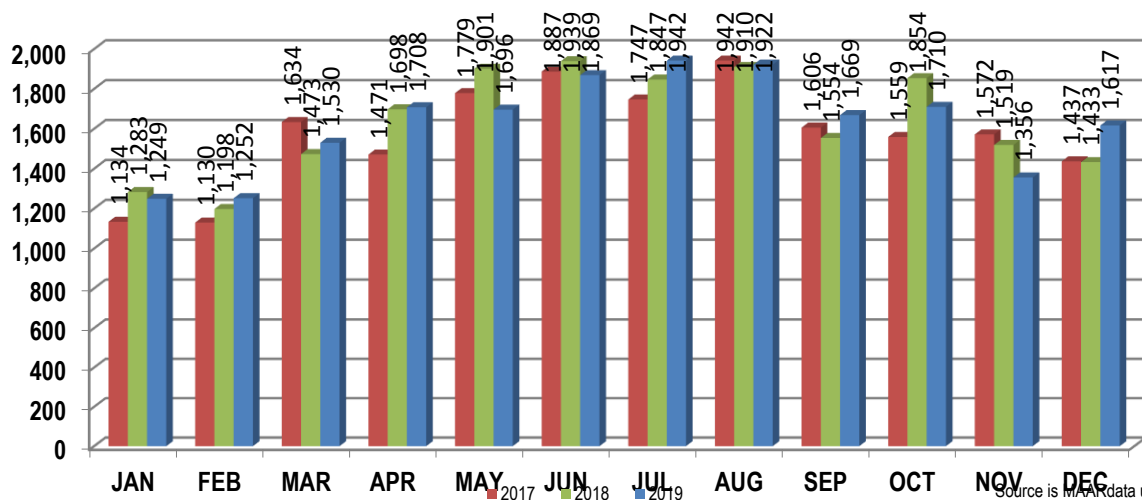
	December Existing Sales			YTD Existing Home Sales		
	2019	2018	% change	2019	2018	% change
Units	1,533	1,347	13.8%	18,661	18,792	-0.7%
Median Sales Price	\$148,000	\$130,500	13.4%	\$146,100	\$140,000	4.3%
Average Sales Price	\$178,090	\$164,990	8.0%	\$180,941	\$173,457	4.2%

	December New Home Sales			YTD New Home Sales		
	2019	2018	% change	2019	2018	% change
Units	84	88	-4.5%	928	958	-3.1%
Median Sales Price	\$335,900	\$315,375	6.5%	\$333,950	\$315,309	5.9%
Average Sales Price	\$378,808	\$342,084	10.7%	\$382,464	\$362,521	5.5%

	December Bank Sales			YTD Bank Sales*		
	2019	2018	% change	2019	2018	% change
Units	30	40	-25.0%	551	773	-28.7%
Median Sales Price	\$56,500	\$47,500	18.9%	\$62,500	\$54,000	15.7%
Average Sales Price	\$80,215	\$77,908	3.0%	\$87,895	\$81,443	7.9%

	December Non-Bank Sales			YTD Non-Bank Sales		
	2019	2018	% change	2019	2018	% change
Units	1,587	1,395	13.8%	19,038	18,977	0.3%
Median Sales Price	\$158,000	\$140,250	12.7%	\$158,000	\$152,000	3.9%
Average Sales Price	\$190,564	\$178,659	6.7%	\$193,457	\$186,749	3.6%

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.



Source is MCA data unless otherwise noted.

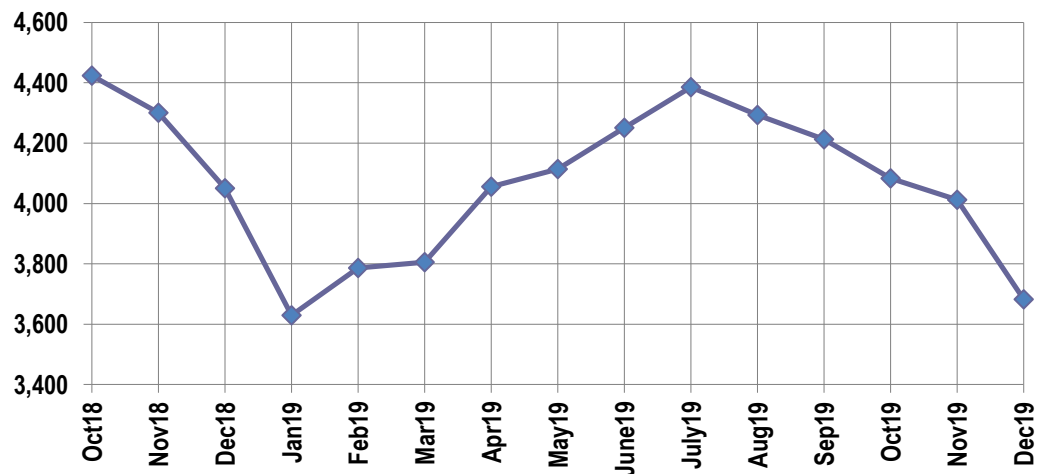
## Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 12-16-19)		
	Units	Ave. List Price
Single Family	3,476	\$297,558
Condo/Co-op	133	\$173,317
Duplex	73	\$86,325
<b>Market Total</b>	<b>3,682</b>	<b>\$288,882</b>

Pending Sales (as of 12-16-19)		
	Units	Ave. List Price
Single Family	1,077	\$203,166
Condo/Co-op	32	\$158,464
Duplex	21	\$109,690
<b>Market Total</b>	<b>1,130</b>	<b>\$200,163</b>

	December Foreclosure Actions			YTD Foreclosure Actions		
	2019	2018	% change	2019	2018	% change
<b>Total</b>	<b>79</b>	<b>97</b>	<b>-18.6%</b>	<b>1,082</b>	<b>1,415</b>	<b>-22.8%</b>

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



## Inventory

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
Dec-18	4,050	Dec-19	3,682

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	83	89	-6.7%	82	89	-7.9%	1			2	5	-60.0%
	Median Sales Price	\$42,000	\$58,000	-27.6%	\$41,750	\$58,000	-28.0%					\$30,000	
	Ave. Sales Price	\$57,862	\$57,772	0.2%	\$57,494	\$57,772	-0.5%	\$88,000			\$27,050	\$24,665	9.7%
Raleigh/ Cov. Pike	Units	112	85	31.8%	112	84	33.3%		1		3	4	-25.0%
	Median Sales Price	\$95,750	\$79,900	19.8%	\$95,750	\$78,200	22.4%				\$25,000	\$26,850	-6.9%
	Ave. Sales Price	\$98,558	\$83,863	17.5%	\$98,558	\$83,826	17.6%		\$87,000		\$49,869	\$25,337	96.8%
Downtown	Units	42	31	35.5%	39	29	34.5%	3	2	50.0%		2	
	Median Sales Price	\$273,000	\$172,500	58.3%	\$264,000	\$200,000	32.0%	\$357,923					
	Ave. Sales Price	\$274,240	\$196,327	39.7%	\$265,074	\$202,281	31.0%	\$393,405	\$110,000	257.6%		\$22,250	
Midtown	Units	88	83	6.0%	88	81	8.6%		2		1	1	0.0%
	Median Sales Price	\$113,500	\$135,000	-15.9%	\$113,500	\$135,000	-15.9%						
	Ave. Sales Price	\$148,671	\$171,908	-13.5%	\$148,671	\$166,548	-10.7%		\$389,000		\$5,000	\$56,500	-91.1%
S. Memphis	Units	71	54	31.5%	71	54	31.5%				5	4	25.0%
	Median Sales Price	\$36,000	\$30,500	18.0%	\$36,000	\$30,500	18.0%				\$31,000	\$25,400	22.0%
	Ave. Sales Price	\$43,685	\$38,437	13.7%	\$43,685	\$38,437	13.7%				\$36,355	\$35,817	1.5%
Berclair/ Highland Heights	Units	52	49	6.1%	52	49	6.1%				2	1	100.0%
	Median Sales Price	\$51,000	\$49,000	4.1%	\$51,000	\$49,000	4.1%						
	Ave. Sales Price	\$54,397	\$51,274	6.1%	\$54,397	\$51,274	6.1%				\$21,000	\$43,000	-51.2%
E. Memphis	Units	251	218	15.1%	249	217	14.7%	2	1	100.0%	3	3	0.0%
	Median Sales Price	\$162,000	\$155,000	4.5%	\$160,000	\$155,000	3.2%				\$27,000	\$43,000	-37.2%
	Ave. Sales Price	\$185,406	\$193,638	-4.3%	\$182,741	\$190,498	-4.1%	\$517,250	\$875,000	-40.9%	\$32,833	\$91,666	-64.2%
Whitehaven	Units	79	82	-3.7%	74	78	-5.1%	5	4	25.0%	2	4	-50.0%
	Median Sales Price	\$72,500	\$70,500	2.8%	\$70,051	\$69,450	0.9%	\$168,560	\$140,250	20.2%		\$48,000	
	Ave. Sales Price	\$79,993	\$77,184	3.6%	\$73,935	\$73,506	0.6%	\$169,645	\$148,912	13.9%	\$41,086	\$65,725	-37.5%
Parkway Village/ Oakhaven	Units	44	53	-17.0%	44	53	-17.0%				2	4	-50.0%
	Median Sales Price	\$63,500	\$60,000	5.8%	\$63,500	\$60,000	5.8%					\$58,260	
	Ave. Sales Price	\$71,174	\$66,313	7.3%	\$71,174	\$66,313	7.3%				\$41,500	\$55,213	-24.8%
Hickory Hill	Units	107	118	-9.3%	103	113	-8.8%	4	5	-20.0%	2	2	0.0%
	Median Sales Price	\$130,000	\$113,200	14.8%	\$129,900	\$109,500	18.6%	\$271,950	\$241,900	12.4%			
	Ave. Sales Price	\$130,192	\$119,260	9.2%	\$124,571	\$113,071	10.2%	\$274,934	\$259,136	6.1%	\$125,550	\$83,529	50.3%
Southwind	Units	14	10	40.0%	13	10	30.0%	1					
	Median Sales Price	\$254,500	\$210,750	20.8%	\$228,500	\$210,750	8.4%						
	Ave. Sales Price	\$303,725	\$252,555	19.8%	\$305,146	\$252,555	20.3%	\$285,250					

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	192	178	7.9%	179	167	7.2%	13	11	18.2%	3	2	50.0%
	Median Sales Price	\$184,950	\$160,000	15.6%	\$178,000	\$157,000	13.4%	\$200,000	\$192,000	4.2%	\$153,500		
	Ave. Sales Price	\$200,162	\$178,023	12.4%	\$196,835	\$174,491	12.8%	\$245,971	\$231,469	6.2%	\$161,500	\$136,436	18.4%
Bartlett	Units	100	78	28.2%	99	74	33.8%	1	4	-75.0%	2		
	Median Sales Price	\$215,500	\$222,000	-2.9%	\$215,000	\$214,500	0.2%		\$283,421				
	Ave. Sales Price	\$230,670	\$220,766	4.5%	\$229,435	\$217,291	5.6%	\$353,000	\$285,054	23.8%	\$245,250		
G'town	Units	84	62	35.5%	82	60	36.7%	2	2	0.0%		1	
	Median Sales Price	\$340,000	\$325,450	4.5%	\$339,000	\$320,500	5.8%						
	Ave. Sales Price	\$423,777	\$385,312	10.0%	\$400,393	\$366,811	9.2%	\$1,382,500	\$940,322	47.0%		\$550,000	
Collierville	Units	89	74	20.3%	74	60	23.3%	15	14	7.1%		1	
	Median Sales Price	\$374,000	\$367,450	1.8%	\$340,000	\$338,000	0.6%	\$503,700	\$469,808	7.2%			
	Ave. Sales Price	\$384,435	\$402,041	-4.4%	\$359,004	\$374,541	-4.1%	\$509,891	\$519,898	-1.9%		\$349,125	
Lakeland	Units	16	16	0.0%	12	16	-25.0%	4					
	Median Sales Price	\$375,000	\$258,500	45.1%	\$249,500	\$258,500	-3.5%	\$485,749					
	Ave. Sales Price	\$342,165	\$271,656	26.0%	\$296,522	\$271,656	9.2%	\$479,096					
Arlington	Units	29	31	-6.5%	18	19	-5.3%	11	12	-8.3%			
	Median Sales Price	\$315,000	\$295,000	6.8%	\$229,450	\$236,000	-2.8%	\$378,640	\$363,425	4.2%			
	Ave. Sales Price	\$299,922	\$290,263	3.3%	\$244,372	\$235,173	3.9%	\$390,821	\$377,489	3.5%			
Millington	Units	22	11	100.0%	22	11	100.0%					1	
	Median Sales Price	\$123,500	\$183,500	-32.7%	\$123,500	\$183,500	-32.7%						
	Ave. Sales Price	\$129,350	\$196,900	-34.3%	\$129,350	\$196,900	-34.3%					\$57,500	
Shelby County	Units	1,463	1,304	12.2%	1,401	1,246	12.4%	62	58	6.9%	26	35	-25.7%
	Median Sales Price	\$149,000	\$131,000	13.7%	\$142,900	\$125,000	14.3%	\$363,797	\$341,907	6.4%	\$42,050	\$44,500	-5.5%
	Ave. Sales Price	\$183,729	\$171,610	7.1%	\$174,219	\$162,561	7.2%	\$398,634	\$366,013	8.9%	\$73,894	\$75,564	-2.2%
Fayette County	Units	71	71	0.0%	54	50	8.0%	17	21	-19.0%	1	2	-50.0%
	Median Sales Price	\$268,000	\$224,000	19.6%	\$247,000	\$190,450	29.7%	\$294,528	\$279,900	5.2%			
	Ave. Sales Price	\$292,214	\$256,484	13.9%	\$278,013	\$235,020	18.3%	\$337,324	\$307,590	9.7%	\$185,316	\$57,325	223.3%
Tipton County	Units	83	60	38.3%	78	51	52.9%	5	9	-44.4%	3	3	0.0%
	Median Sales Price	\$160,000	\$161,950	-1.2%	\$157,950	\$157,453	0.3%	\$304,800	\$285,900	6.6%	\$135,000	\$89,050	51.6%
	Ave. Sales Price	\$184,203	\$172,579	6.7%	\$178,446	\$155,676	14.6%	\$274,009	\$268,361	2.1%	\$99,966	\$118,983	-16.0%

		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	1,090	1,074	1.5%	1,089	1,074	1.4%	1			40	67	-40.3%
	Median Sales Price	\$39,000	\$36,875	5.8%	\$39,000	\$36,875	5.8%				\$30,028	\$25,000	20.1%
	Ave. Sales Price	\$49,333	\$49,765	-0.9%	\$49,898	\$49,765	0.3%	\$88,000			\$34,549	\$34,292	0.7%
Raleigh/ Cov. Pike	Units	1,064	1,131	-5.9%	1,054	1,118	-5.7%	10	13	-23.1%	60	56	7.1%
	Median Sales Price	\$89,700	\$80,000	12.1%	\$88,500	\$79,900	10.8%	\$154,900	\$149,900	3.3%	\$73,750	\$54,804	34.6%
	Ave. Sales Price	\$92,918	\$84,685	9.7%	\$92,410	\$84,011	10.0%	\$146,430	\$142,661	2.6%	\$76,396	\$59,555	28.3%
Downtown	Units	523	552	-5.3%	511	549	-6.9%	12	3	300.0%	6	17	-64.7%
	Median Sales Price	\$245,000	\$217,998	12.4%	\$242,500	\$218,500	11.0%	\$353,387	\$115,000	207.3%	\$27,000	\$30,948	-12.8%
	Ave. Sales Price	\$248,460	\$222,738	11.5%	\$247,018	\$223,345	10.6%	\$309,857	\$111,666	177.5%	\$97,301	\$67,240	44.7%
Midtown	Units	1,162	1,052	10.5%	1,150	1,034	11.2%	12	18	-33.3%	22	38	-42.1%
	Median Sales Price	\$145,000	\$155,250	-6.6%	\$140,000	\$155,000	-9.7%	\$318,250	\$379,950	-16.2%	\$41,500	\$48,688	-14.8%
	Ave. Sales Price	\$164,501	\$177,985	-7.6%	\$163,093	\$174,479	-6.5%	\$299,433	\$379,361	-21.1%	\$61,896	\$64,613	-4.2%
S. Memphis	Units	750	632	18.7%	750	632	18.7%				50	71	-29.6%
	Median Sales Price	\$27,000	\$22,000	22.7%	\$27,000	\$22,000	22.7%				\$20,225	\$17,000	19.0%
	Ave. Sales Price	\$36,406	\$29,707	22.6%	\$36,406	\$29,707	22.6%				\$23,679	\$23,569	0.5%
Berclair/ Highland Heights	Units	710	641	10.8%	710	641	10.8%				28	30	-6.7%
	Median Sales Price	\$45,000	\$43,000	4.7%	\$45,000	\$43,000	4.7%				\$33,431	\$31,750	5.3%
	Ave. Sales Price	\$51,744	\$47,774	8.3%	\$51,744	\$47,774	8.3%				\$38,803	\$33,005	17.6%
E. Memphis	Units	3,223	3,133	2.9%	3,199	3,112	2.8%	24	21	14.3%	38	68	-44.1%
	Median Sales Price	\$150,000	\$153,000	-2.0%	\$150,000	\$150,875	-0.6%	\$786,250	\$775,000	1.4%	\$43,513	\$33,800	28.7%
	Ave. Sales Price	\$205,835	\$200,958	2.4%	\$201,770	\$197,759	2.0%	\$747,695	\$675,011	10.8%	\$57,619	\$59,667	-3.4%
Whitehaven	Units	912	910	0.2%	887	895	-0.9%	25	15	66.7%	45	83	-45.8%
	Median Sales Price	\$68,000	\$62,000	9.7%	\$67,000	\$61,000	9.8%	\$174,900	\$140,250	24.7%	\$38,500	\$42,000	-8.3%
	Ave. Sales Price	\$74,831	\$65,397	14.4%	\$72,204	\$64,048	12.7%	\$168,034	\$145,893	15.2%	\$53,335	\$47,681	11.9%
Parkway Village/ Oakhaven	Units	566	604	-6.3%	565	603	-6.3%	1	1	0.0%	35	41	-14.6%
	Median Sales Price	\$68,000	\$60,530	12.3%	\$68,000	\$60,060	13.2%				\$47,540	\$42,500	11.9%
	Ave. Sales Price	\$69,756	\$62,766	11.1%	\$69,716	\$62,711	11.2%	\$92,000	\$96,000	-4.2%	\$47,531	\$44,613	6.5%
Hickory Hill	Units	1,279	1,366	-6.4%	1,253	1,319	-5.0%	26	47	-44.7%	60	76	-21.1%
	Median Sales Price	\$119,500	\$107,250	11.4%	\$117,075	\$105,000	11.5%	\$267,450	\$232,059	15.2%	\$85,050	\$84,861	0.2%
	Ave. Sales Price	\$122,078	\$112,067	8.9%	\$119,120	\$108,013	10.3%	\$264,672	\$225,844	17.2%	\$87,921	\$93,497	-6.0%
Southwind	Units	140	174	-19.5%	124	146	-15.1%	16	28	-42.9%	9	13	-30.8%
	Median Sales Price	\$248,000	\$254,950	-2.7%	\$235,075	\$240,000	-2.1%	\$272,709	\$265,117	2.9%	\$189,900	\$135,000	40.7%
	Ave. Sales Price	\$288,548	\$292,093	-1.2%	\$290,639	\$294,951	-1.5%	\$272,346	\$277,189	-1.7%	\$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	2,374	2,494	-4.8%	2,246	2,352	-4.5%	128	142	-9.9%	42	67	-37.3%
	Median Sales Price	\$179,900	\$167,000	7.7%	\$175,000	\$163,000	7.4%	\$264,950	\$251,430	5.4%	\$154,675	\$135,511	14.4%
	Ave. Sales Price	\$198,056	\$183,047	8.2%	\$194,967	\$178,928	9.0%	\$252,264	\$251,272	0.4%	\$176,323	\$157,913	11.7%
Bartlett	Units	1,175	1,231	-4.5%	1,130	1,120	0.9%	45	111	-59.5%	13	20	-35.0%
	Median Sales Price	\$214,900	\$205,000	4.8%	\$210,000	\$195,000	7.7%	\$306,900	\$303,900	1.0%	\$230,000	\$125,557	83.2%
	Ave. Sales Price	\$221,905	\$211,609	4.9%	\$218,529	\$201,982	8.2%	\$306,666	\$308,745	-0.7%	\$227,694	\$161,158	41.3%
G'town	Units	858	922	-6.9%	834	881	-5.3%	24	41	-41.5%	5	9	-44.4%
	Median Sales Price	\$339,450	\$325,000	4.4%	\$336,445	\$317,000	6.1%	\$760,586	\$818,269	-7.1%	\$283,100	\$219,000	29.3%
	Ave. Sales Price	\$392,908	\$384,546	2.2%	\$379,144	\$363,573	4.3%	\$871,225	\$835,221	4.3%	\$314,949	\$390,977	-19.5%
Collierville	Units	1,193	1,186	0.6%	1,031	1,034	-0.3%	162	152	6.6%	7	9	-22.2%
	Median Sales Price	\$380,000	\$353,000	7.6%	\$354,000	\$327,700	8.0%	\$519,900	\$480,223	8.3%	\$325,000	\$315,000	3.2%
	Ave. Sales Price	\$396,451	\$377,814	4.9%	\$370,998	\$356,009	4.2%	\$558,437	\$526,141	6.1%	\$305,698	\$278,541	9.7%
Lakeland	Units	318	309	2.9%	281	296	-5.1%	37	13	184.6%	4	1	300.0%
	Median Sales Price	\$305,000	\$294,000	3.7%	\$285,000	\$280,950	1.4%	\$453,597	\$431,300	5.2%	\$197,250		
	Ave. Sales Price	\$329,686	\$316,876	4.0%	\$313,169	\$311,713	0.5%	\$455,124	\$434,426	4.8%	\$203,600	\$134,250	51.7%
Arlington	Units	420	428	-1.9%	315	343	-8.2%	105	85	23.5%	5	3	66.7%
	Median Sales Price	\$301,900	\$265,000	13.9%	\$267,000	\$245,000	9.0%	\$372,637	\$353,000	5.6%	\$212,000	\$307,500	-31.1%
	Ave. Sales Price	\$301,220	\$273,347	10.2%	\$275,696	\$251,958	9.4%	\$377,792	\$359,660	5.0%	\$193,000	\$300,833	-35.8%
Millington	Units	232	219	5.9%	232	219	5.9%				10	6	66.7%
	Median Sales Price	\$129,500	\$112,000	15.6%	\$129,500	\$112,000	15.6%				\$110,650	\$121,500	-8.9%
	Ave. Sales Price	\$145,810	\$135,087	7.9%	\$145,810	\$135,087	7.9%				\$114,448	\$117,875	-2.9%
Shelby County	Units	17,705	17,866	-0.9%	17,077	17,176	-0.6%	628	690	-9.0%	472	675	-30.1%
	Median Sales Price	\$146,000	\$140,000	4.3%	\$140,000	\$135,000	3.7%	\$365,668	\$330,210	10.7%	\$60,644	\$47,500	27.7%
	Ave. Sales Price	\$186,625	\$179,322	4.1%	\$178,479	\$171,141	4.3%	\$408,143	\$382,958	6.6%	\$85,583	\$78,747	8.7%
Fayette County	Units	899	891	0.9%	688	707	-2.7%	211	184	14.7%	25	32	-21.9%
	Median Sales Price	\$256,360	\$238,679	7.4%	\$235,000	\$215,000	9.3%	\$305,080	\$279,900	9.0%	\$115,000	\$95,950	19.9%
	Ave. Sales Price	\$279,702	\$264,032	5.9%	\$259,708	\$248,578	4.5%	\$344,896	\$323,410	6.6%	\$144,721	\$117,096	23.6%
Tipton County	Units	985	993	-0.8%	896	909	-1.4%	89	84	6.0%	54	66	-18.2%
	Median Sales Price	\$169,900	\$160,000	6.2%	\$164,100	\$153,000	7.3%	\$286,000	\$284,000	0.7%	\$77,750	\$70,875	9.7%
	Ave. Sales Price	\$178,489	\$169,071	5.6%	\$167,380	\$158,790	5.4%	\$290,327	\$280,321	3.6%	\$81,790	\$91,729	-10.8%