

Sales Summary

| | August Total Sales | | | YTD Total Sales | | |
|---------------------|--------------------|-----------|----------|-----------------|-----------|----------|
| | 2014 | 2013 | % change | 2014 | 2013 | % change |
| Units | 1,293 | 1,717 | -24.7% | 10,287 | 11,205 | -8.2% |
| Median Sales Price | \$130,000 | \$104,900 | 23.9% | \$119,500 | \$104,000 | 14.9% |
| Average Sales Price | \$161,191 | \$145,256 | 11.0% | \$153,630 | \$142,759 | 7.6% |

| | August Existing Sales | | | YTD Existing Home Sales | | |
|---------------------|-----------------------|-----------|----------|-------------------------|-----------|----------|
| | 2014 | 2013 | % change | 2014 | 2013 | % change |
| Units | 1,226 | 1,630 | -24.8% | 9,766 | 10,644 | -8.2% |
| Median Sales Price | \$124,400 | \$99,533 | 25.0% | \$113,000 | \$97,900 | 15.4% |
| Average Sales Price | \$155,340 | \$137,937 | 12.6% | \$147,351 | \$136,551 | 7.9% |

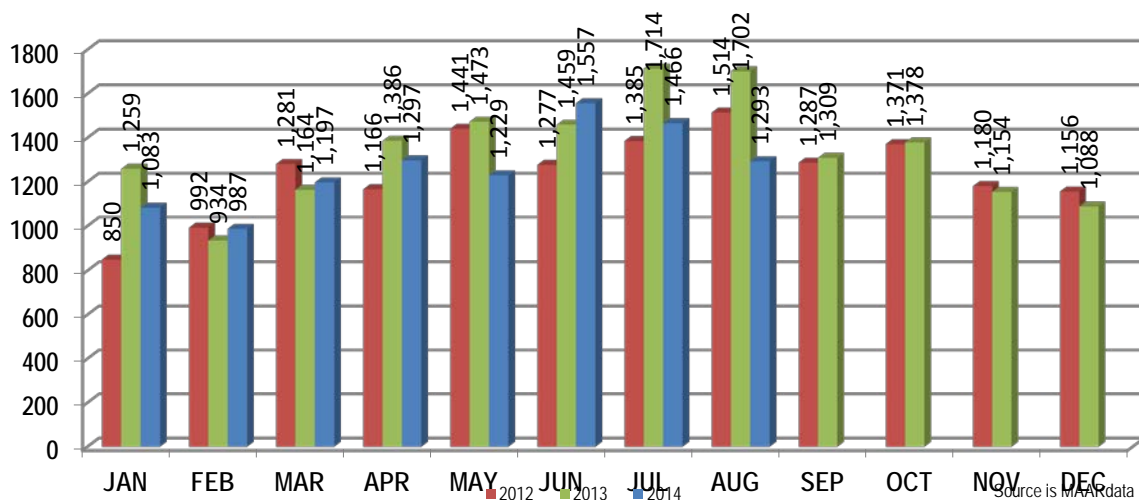
| | August New Home Sales | | | YTD New Home Sales | | |
|---------------------|-----------------------|-----------|----------|--------------------|-----------|----------|
| | 2014 | 2013 | % change | 2014 | 2013 | % change |
| Units | 67 | 87 | -23.0% | 521 | 561 | -7.1% |
| Median Sales Price | \$229,676 | \$243,501 | -5.7% | \$234,430 | \$225,554 | 3.9% |
| Average Sales Price | \$268,269 | \$282,380 | -5.0% | \$271,325 | \$260,543 | 4.1% |

| | August Bank Sales | | | YTD Bank Sales* | | |
|---------------------|-------------------|----------|----------|-----------------|----------|----------|
| | 2014 | 2013 | % change | 2014 | 2013 | % change |
| Units | 144 | 269 | -46.5% | 1,565 | 2,316 | -32.4% |
| Median Sales Price | \$53,000 | \$51,100 | 3.7% | \$48,900 | \$51,340 | -4.8% |
| Average Sales Price | \$73,408 | \$78,964 | -7.0% | \$70,769 | \$77,186 | -8.3% |

| | August Non-Bank Sales | | | YTD Non-Bank Sales | | |
|---------------------|-----------------------|-----------|----------|--------------------|-----------|----------|
| | 2014 | 2013 | % change | 2014 | 2013 | % change |
| Units | 1,149 | 1,448 | -20.6% | 8,722 | 8,889 | -1.9% |
| Median Sales Price | \$141,000 | \$120,474 | 17.0% | \$135,000 | \$125,000 | 8.0% |
| Average Sales Price | \$172,193 | \$157,571 | 9.3% | \$168,498 | \$159,844 | 5.4% |

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.

Total Monthly Sales Comparison



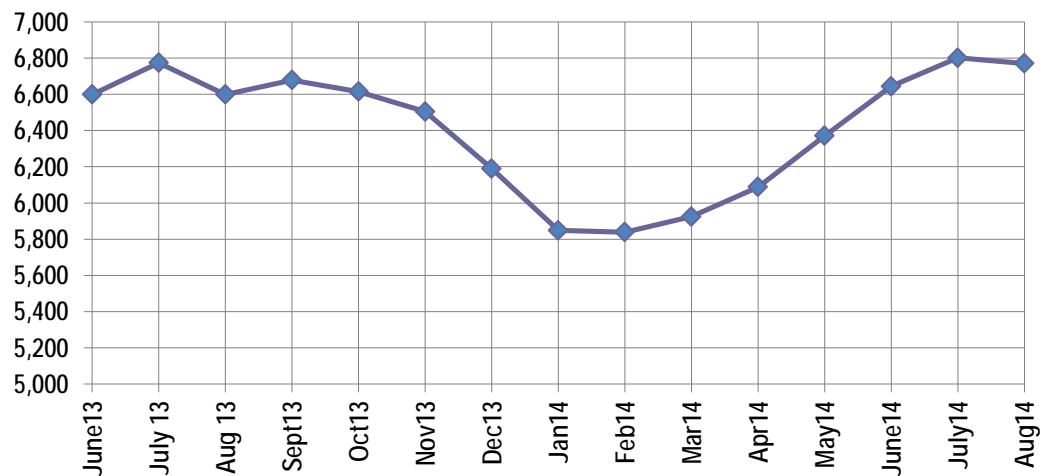
Active Listings, Pending Sales and Foreclosure Action Summary

| Active Listings (as of 08-19-14) | | |
|----------------------------------|--------------|------------------|
| | Units | Ave. List Price |
| Single Family | 6,420 | \$229,145 |
| Condo/Co-op | 250 | \$181,552 |
| Duplex | 100 | \$71,540 |
| Market Total | 6,770 | \$225,059 |

| Pending Sales (as of 08-19-14) | | |
|--------------------------------|--------------|------------------|
| | Units | Ave. List Price |
| Single Family | 1,627 | \$162,668 |
| Condo/Co-op | 63 | \$138,140 |
| Duplex | 11 | \$54,290 |
| Market Total | 1,701 | \$161,059 |

| | August Foreclosure Actions | | | YTD Foreclosure Actions | | |
|--------------|----------------------------|------------|---------------|-------------------------|--------------|---------------|
| | 2014 | 2013 | % change | 2014 | 2013 | % change |
| Total | 229 | 349 | -34.4% | 2,095 | 2,886 | -27.4% |

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



Inventory

| | | | |
|--------|-------|--------|-------|
| Sep-12 | 7,392 | Sep-13 | 6,678 |
| Oct-12 | 7,120 | Oct-13 | 6,615 |
| Nov-12 | 6,805 | Nov-13 | 6,504 |
| Dec-12 | 6,481 | Dec-13 | 6,190 |
| Jan-13 | 6,070 | Jan-14 | 5,849 |
| Feb-13 | 6,147 | Feb-14 | 5,839 |
| Mar-13 | 6,327 | Mar-14 | 5,925 |
| Apr-13 | 6,447 | Apr-14 | 6,088 |
| May-13 | 6,483 | May-14 | 6,371 |
| Jun-13 | 6,599 | Jun-14 | 6,644 |
| Jul-13 | 6,774 | Jul-14 | 6,801 |
| Aug-13 | 6,599 | Aug-14 | 6,770 |



Memphis Area Home Sales Report
August 2014

| | | August Total Sales | | | August Existing Sales | | | August New Home Sales | | | August Bank Sales | | |
|----------------------------------|--------------------|--------------------|-----------|----------|-----------------------|-----------|----------|-----------------------|-----------|----------|-------------------|-----------|----------|
| | | 2014 | 2013 | % change | 2014 | 2013 | % change | 2014 | 2013 | % change | 2014 | 2013 | % change |
| Frayser | Units | 50 | 66 | -24.2% | 50 | 66 | -24.2% | | - | - | 12 | 16 | -25.0% |
| | Median Sales Price | \$21,375 | \$24,950 | -14.3% | \$21,375 | \$24,950 | -14.3% | | - | - | \$19,576 | \$14,850 | 31.8% |
| | Ave. Sales Price | \$43,450 | \$38,899 | 11.7% | \$43,450 | \$38,899 | 11.7% | | - | - | \$22,041 | \$23,823 | -7.5% |
| Raleigh/ Gov. Pike | Units | 69 | 101 | -31.7% | 67 | 99 | -32.3% | 2 | 2 | 0.0% | 11 | 19 | -42.1% |
| | Median Sales Price | \$67,900 | \$68,250 | -0.5% | \$67,000 | \$65,400 | 2.5% | | | | \$38,500 | \$45,000 | -14.4% |
| | Ave. Sales Price | \$64,783 | \$64,288 | 0.8% | \$64,508 | \$64,072 | 0.7% | \$74,000 | \$75,000 | -1.3% | \$42,285 | \$47,405 | -10.8% |
| Downtown | Units | 37 | 32 | 15.6% | 33 | 32 | 3.1% | 4 | | | 2 | 7 | -71.4% |
| | Median Sales Price | \$185,000 | \$169,000 | 9.5% | \$198,000 | \$169,000 | 17.2% | | | | | \$127,500 | |
| | Ave. Sales Price | \$225,179 | \$183,962 | 22.4% | \$241,262 | \$183,962 | 31.1% | \$92,500 | | | \$153,750 | \$118,685 | 29.5% |
| Midtown | Units | 56 | 82 | -31.7% | 56 | 81 | -30.9% | | 1 | | 7 | 12 | -41.7% |
| | Median Sales Price | \$112,500 | \$119,000 | -5.5% | \$112,500 | \$120,000 | -6.3% | | | | \$41,580 | \$28,000 | 48.5% |
| | Ave. Sales Price | \$138,118 | \$148,500 | -7.0% | \$138,118 | \$148,950 | -7.3% | | \$112,000 | | \$51,888 | \$44,033 | 17.8% |
| S. Memphis | Units | 27 | 49 | -44.9% | 27 | 49 | -44.9% | | | - | 5 | 16 | -68.8% |
| | Median Sales Price | \$14,500 | \$20,000 | -27.5% | \$14,500 | \$20,000 | -27.5% | | - | | \$7,600 | \$11,275 | -32.6% |
| | Ave. Sales Price | \$27,250 | \$25,911 | 5.2% | \$27,250 | \$25,911 | 5.2% | | - | | \$9,830 | \$19,500 | -49.6% |
| Berclair/ Highland Heights | Units | 41 | 71 | -42.3% | 41 | 71 | -42.3% | | - | - | 7 | 17 | -58.8% |
| | Median Sales Price | \$31,000 | \$30,000 | 3.3% | \$31,000 | \$30,000 | 3.3% | | - | - | \$25,200 | \$23,200 | 8.6% |
| | Ave. Sales Price | \$35,355 | \$38,013 | -7.0% | \$35,355 | \$38,013 | -7.0% | | - | - | \$24,991 | \$19,895 | 25.6% |
| E. Memphis | Units | 209 | 301 | -30.6% | 209 | 298 | -29.9% | | 3 | | 13 | 30 | -56.7% |
| | Median Sales Price | \$121,500 | \$117,500 | 3.4% | \$121,500 | \$116,600 | 4.2% | | \$675,000 | | \$36,000 | \$27,001 | 33.3% |
| | Ave. Sales Price | \$159,211 | \$171,679 | -7.3% | \$159,211 | \$167,626 | -5.0% | | \$574,300 | | \$73,049 | \$45,307 | 61.2% |
| Whitehaven | Units | 40 | 76 | -47.4% | 40 | 76 | -47.4% | | | | 8 | 24 | -66.7% |
| | Median Sales Price | \$41,000 | \$40,221 | 1.9% | \$41,000 | \$40,221 | 1.9% | | | | \$28,150 | \$27,005 | 4.2% |
| | Ave. Sales Price | \$45,758 | \$46,404 | -1.4% | \$45,758 | \$46,404 | -1.4% | | | | \$33,443 | \$36,485 | -8.3% |
| Parkway Village/ Oakhaven | Units | 44 | 87 | -49.4% | 44 | 85 | -48.2% | | 2 | | 7 | 10 | -30.0% |
| | Median Sales Price | \$54,000 | \$42,891 | 25.9% | \$54,000 | \$41,921 | 28.8% | | | | \$25,500 | \$30,694 | -16.9% |
| | Ave. Sales Price | \$51,715 | \$46,896 | 10.3% | \$51,715 | \$46,317 | 11.7% | | \$71,500 | | \$23,900 | \$32,250 | -25.9% |
| Hickory Hill | Units | 105 | 172 | -39.0% | 103 | 166 | -37.9% | 2 | 6 | -66.7% | 22 | 38 | -42.1% |
| | Median Sales Price | \$75,000 | \$73,507 | 2.0% | \$75,000 | \$71,250 | 5.3% | | \$153,253 | | \$54,000 | \$58,147 | -7.1% |
| | Ave. Sales Price | \$76,190 | \$78,917 | -3.5% | \$74,550 | \$76,406 | -2.4% | \$160,657 | \$148,375 | 8.3% | \$59,080 | \$68,781 | -14.1% |
| Southwind | Units | 8 | 9 | -11.1% | 7 | 8 | -12.5% | 1 | 1 | 0.0% | | 3 | |
| | Median Sales Price | \$274,770 | \$327,850 | -16.2% | \$310,000 | \$299,000 | 3.7% | | | | | \$198,000 | |
| | Ave. Sales Price | \$310,305 | \$318,939 | -2.7% | \$320,414 | \$317,825 | 0.8% | \$239,540 | \$327,850 | -26.9% | | \$235,473 | |



Memphis Area Home Sales Report
August 2014

| | | August Total Sales | | | August Existing Sales | | | August New Home Sales | | | August Bank Sales | | |
|----------------|--------------------|--------------------|-----------|----------|-----------------------|-----------|----------|-----------------------|-----------|----------|-------------------|-----------|----------|
| | | 2014 | 2013 | % change | 2014 | 2013 | % change | 2014 | 2013 | % change | 2014 | 2013 | % change |
| Cordova | Units | 189 | 197 | -4.1% | 172 | 185 | -7.0% | 17 | 12 | 41.7% | 18 | 37 | -51.4% |
| | Median Sales Price | \$145,000 | \$121,000 | 19.8% | \$140,000 | \$117,321 | 19.3% | \$175,000 | \$194,845 | -10.2% | \$111,750 | \$100,000 | 11.8% |
| | Ave. Sales Price | \$154,649 | \$138,696 | 11.5% | \$151,071 | \$134,410 | 12.4% | \$190,857 | \$204,766 | -6.8% | \$98,778 | \$126,257 | -21.8% |
| Bartlett | Units | 75 | 97 | -22.7% | 68 | 88 | -22.7% | 7 | 9 | -22.2% | 12 | 10 | 20.0% |
| | Median Sales Price | \$157,000 | \$159,950 | -1.8% | \$150,000 | \$149,950 | 0.0% | \$228,457 | \$221,850 | 3.0% | \$128,000 | \$105,254 | 21.6% |
| | Ave. Sales Price | \$169,689 | \$156,638 | 8.3% | \$162,906 | \$150,102 | 8.5% | \$235,575 | \$220,548 | 6.8% | \$133,634 | \$124,310 | 7.5% |
| G'town | Units | 73 | 101 | -27.7% | 71 | 99 | -28.3% | 2 | 2 | 0.0% | 1 | 4 | -75.0% |
| | Median Sales Price | \$302,500 | \$291,000 | 4.0% | \$300,000 | \$282,000 | 6.4% | | | | | \$197,500 | |
| | Ave. Sales Price | \$356,603 | \$302,735 | 17.8% | \$340,826 | \$295,954 | 15.2% | \$916,665 | \$638,400 | 43.6% | \$110,000 | \$179,836 | -38.8% |
| Collierville | Units | 102 | 109 | -6.4% | 89 | 91 | -2.2% | 13 | 18 | -27.8% | 1 | 6 | -83.3% |
| | Median Sales Price | \$291,125 | \$294,000 | -1.0% | \$285,000 | \$270,000 | 5.6% | \$375,880 | \$386,054 | -2.6% | | \$299,500 | |
| | Ave. Sales Price | \$319,463 | \$309,920 | 3.1% | \$312,672 | \$288,450 | 8.4% | \$365,957 | \$418,467 | -12.5% | \$342,000 | \$309,545 | 10.5% |
| Lakeland | Units | 23 | 39 | -41.0% | 21 | 28 | -25.0% | 2 | 11 | -81.8% | 1 | 3 | -66.7% |
| | Median Sales Price | \$228,000 | \$235,000 | -3.0% | \$200,000 | \$227,500 | -12.1% | | \$319,999 | | | \$251,500 | |
| | Ave. Sales Price | \$252,340 | \$256,268 | -1.5% | \$239,119 | \$236,521 | 1.1% | \$391,166 | \$306,532 | 27.6% | \$113,000 | \$251,833 | -55.1% |
| Arlington | Units | 39 | 26 | 50.0% | 33 | 19 | 73.7% | 6 | 7 | -14.3% | 2 | | |
| | Median Sales Price | \$199,900 | \$224,487 | -11.0% | \$185,000 | \$197,900 | -6.5% | \$268,263 | \$245,575 | 9.2% | | | |
| | Ave. Sales Price | \$209,503 | \$213,189 | -1.7% | \$196,540 | \$196,646 | -0.1% | \$280,799 | \$258,090 | 8.8% | \$188,414 | | |
| Millington | Units | 9 | 18 | -50.0% | 9 | 18 | -50.0% | | | | | 3 | |
| | Median Sales Price | \$94,000 | \$75,000 | 25.3% | \$94,000 | \$75,000 | 25.3% | | | | | \$58,100 | |
| | Ave. Sales Price | \$110,533 | \$103,394 | 6.9% | \$110,533 | \$103,394 | 6.9% | | | | | \$98,033 | |
| Shelby County | Units | 1,177 | 1,596 | -26.3% | 1,121 | 1,522 | -26.3% | 56 | 74 | -24.3% | 126 | 246 | -48.8% |
| | Median Sales Price | \$124,000 | \$99,900 | 24.1% | \$119,000 | \$93,350 | 27.5% | \$223,749 | \$252,893 | -11.5% | \$46,394 | \$46,750 | -0.8% |
| | Ave. Sales Price | \$159,866 | \$143,837 | 11.1% | \$154,444 | \$136,523 | 13.1% | \$268,399 | \$294,268 | -8.8% | \$67,984 | \$75,201 | -9.6% |
| Fayette County | Units | 64 | 51 | 25.5% | 59 | 43 | 37.2% | 5 | 8 | -37.5% | 7 | 7 | 0.0% |
| | Median Sales Price | \$175,000 | \$179,000 | -2.2% | \$175,000 | \$157,000 | 11.5% | \$164,000 | \$204,500 | -19.8% | \$109,000 | \$90,600 | 20.3% |
| | Ave. Sales Price | \$200,798 | \$198,370 | 1.2% | \$194,340 | \$195,939 | -0.8% | \$276,995 | \$211,438 | 31.0% | \$156,065 | \$162,342 | -3.9% |
| Tipton County | Units | 52 | 70 | -25.7% | 46 | 65 | -29.2% | 6 | 5 | 20.0% | 11 | 16 | -31.3% |
| | Median Sales Price | \$139,250 | \$130,000 | 7.1% | \$131,250 | \$129,900 | 1.0% | \$273,698 | \$169,900 | 61.1% | \$75,000 | \$103,450 | -27.5% |
| | Ave. Sales Price | \$142,448 | \$138,898 | 2.6% | \$127,143 | \$132,663 | -4.2% | \$259,782 | \$219,960 | 18.1% | \$82,932 | \$100,345 | -17.4% |



Memphis Area Home Sales Report
August 2014

Area Detail - Current Month

| | | YTD Total Sales | | | YTD Existing Sales | | | YTD New Home Sales | | | YTD Bank Sales | | |
|-----------------------------------|--------------------|-----------------|-----------|----------|--------------------|-----------|----------|--------------------|-----------|----------|----------------|-----------|----------|
| | | 2014 | 2013 | % change | 2014 | 2013 | % change | 2014 | 2013 | % change | 2014 | 2013 | % change |
| Frayser | Units | 375 | 509 | -26.3% | 374 | 509 | -26.5% | 1 | - | - | 104 | 159 | -34.6% |
| | Median Sales Price | \$20,361 | \$23,750 | -14.3% | \$20,181 | \$23,750 | -15.0% | | - | - | \$17,050 | \$16,000 | 6.6% |
| | Ave. Sales Price | \$36,841 | \$36,715 | 0.3% | \$36,715 | \$36,715 | 0.0% | \$84,000 | - | - | \$27,369 | \$22,556 | 21.3% |
| Raleigh/ Cov. Pike | Units | 646 | 697 | -7.3% | 635 | 688 | -7.7% | 11 | 9 | 22.2% | 153 | 174 | -12.1% |
| | Median Sales Price | \$60,000 | \$57,014 | 5.2% | \$58,900 | \$56,750 | 3.8% | \$74,000 | \$76,000 | -2.6% | \$44,200 | \$45,000 | -1.8% |
| | Ave. Sales Price | \$61,923 | \$58,561 | 5.7% | \$61,296 | \$57,955 | 5.8% | \$98,113 | \$104,914 | -6.5% | \$45,591 | \$46,299 | -1.5% |
| Downtown | Units | 251 | 285 | -11.9% | 241 | 281 | -14.2% | 10 | 4 | 150.0% | 26 | 43 | -39.5% |
| | Median Sales Price | \$185,000 | \$190,000 | -2.6% | \$189,000 | \$192,000 | -1.6% | \$95,000 | \$95,000 | 0.0% | \$65,500 | \$80,000 | -18.1% |
| | Ave. Sales Price | \$191,125 | \$190,402 | 0.4% | \$194,591 | \$191,760 | 1.5% | \$107,600 | \$95,000 | 13.3% | \$91,607 | \$85,616 | 7.0% |
| Midtown | Units | 515 | 565 | -8.8% | 514 | 562 | -8.5% | 1 | 3 | -66.7% | 67 | 106 | -36.8% |
| | Median Sales Price | \$125,000 | \$99,900 | 25.1% | \$125,000 | \$99,700 | 25.4% | | \$199,000 | | \$27,000 | \$27,950 | -3.4% |
| | Ave. Sales Price | \$144,469 | \$132,817 | 8.8% | \$143,987 | \$131,775 | 9.3% | \$392,500 | \$328,055 | 19.6% | \$50,018 | \$51,372 | -2.6% |
| S. Memphis | Units | 247 | 312 | -20.8% | 247 | 312 | -20.8% | | | - | 94 | 111 | -15.3% |
| | Median Sales Price | \$15,000 | \$13,000 | 15.4% | \$15,000 | \$13,000 | 15.4% | | - | | \$11,725 | \$10,000 | 17.3% |
| | Ave. Sales Price | \$20,655 | \$20,508 | 0.7% | \$20,655 | \$20,508 | 0.7% | | | - | \$14,203 | \$12,957 | 9.6% |
| Bercilair/ Highland Heights | Units | 360 | 410 | -12.2% | 360 | 410 | -12.2% | | - | - | 78 | 117 | -33.3% |
| | Median Sales Price | \$32,250 | \$27,560 | 17.0% | \$32,250 | \$27,560 | 17.0% | | - | - | \$27,625 | \$21,500 | 28.5% |
| | Ave. Sales Price | \$34,359 | \$32,294 | 6.4% | \$34,359 | \$32,294 | 6.4% | | - | - | \$27,802 | \$21,996 | 26.4% |
| E. Memphis | Units | 1,675 | 1,859 | -9.9% | 1,668 | 1,850 | -9.8% | 7 | 9 | -22.2% | 165 | 269 | -38.7% |
| | Median Sales Price | \$125,000 | \$113,500 | 10.1% | \$125,000 | \$112,500 | 11.1% | \$470,000 | \$345,000 | 36.2% | \$34,000 | \$33,000 | 3.0% |
| | Ave. Sales Price | \$173,208 | \$169,205 | 2.4% | \$172,293 | \$168,114 | 2.5% | \$391,428 | \$393,488 | -0.5% | \$63,107 | \$64,222 | -1.7% |
| Whitehaven | Units | 392 | 435 | -9.9% | 392 | 434 | -9.7% | | 1 | | 121 | 148 | -18.2% |
| | Median Sales Price | \$45,000 | \$41,000 | 9.8% | \$45,000 | \$40,850 | 10.2% | | | - | \$33,800 | \$26,650 | 26.8% |
| | Ave. Sales Price | \$49,954 | \$47,474 | 5.2% | \$49,954 | \$47,380 | 5.4% | | \$88,296 | | \$37,170 | \$34,784 | 6.9% |
| Parkway Village/ Oakhaven | Units | 324 | 423 | -23.4% | 321 | 414 | -22.5% | 3 | 9 | -66.7% | 71 | 92 | -22.8% |
| | Median Sales Price | \$41,000 | \$39,900 | 2.8% | \$41,000 | \$39,000 | 5.1% | \$70,000 | \$72,000 | -2.8% | \$30,000 | \$30,500 | -1.6% |
| | Ave. Sales Price | \$44,815 | \$43,266 | 3.6% | \$44,570 | \$42,646 | 4.5% | \$71,000 | \$71,777 | -1.1% | \$31,589 | \$31,412 | 0.6% |
| Hickory Hill | Units | 849 | 1,027 | -17.3% | 814 | 990 | -17.8% | 35 | 37 | -5.4% | 189 | 282 | -33.0% |
| | Median Sales Price | \$77,100 | \$72,779 | 5.9% | \$75,000 | \$70,306 | 6.7% | \$170,315 | \$153,090 | 11.2% | \$55,000 | \$57,301 | -4.0% |
| | Ave. Sales Price | \$80,556 | \$78,023 | 3.2% | \$76,409 | \$75,032 | 1.8% | \$176,991 | \$158,053 | 12.0% | \$63,129 | \$66,851 | -5.6% |
| Southwind | Units | 83 | 87 | -4.6% | 74 | 81 | -8.6% | 9 | 6 | 50.0% | 13 | 24 | -45.8% |
| | Median Sales Price | \$209,800 | \$159,000 | 31.9% | \$167,500 | \$154,500 | 8.4% | \$233,015 | \$260,500 | -10.5% | \$108,000 | \$145,150 | -25.6% |
| | Ave. Sales Price | \$275,403 | \$211,377 | 30.3% | \$280,659 | \$207,400 | 35.3% | \$232,182 | \$265,066 | -12.4% | \$129,347 | \$182,321 | -29.1% |



Memphis Area Home Sales Report
August 2014

Area Detail - Current Month

| | | YTD Total Sales | | | YTD Existing Sales | | | YTD New Home Sales | | | YTD Bank Sales | | |
|----------------|--------------------|-----------------|-----------|----------|--------------------|-----------|----------|--------------------|-----------|----------|----------------|-----------|----------|
| | | 2014 | 2013 | % change | 2014 | 2013 | % change | 2014 | 2013 | % change | 2014 | 2013 | % change |
| Cordova | Units | 1,449 | 1,417 | 2.3% | 1,358 | 1,320 | 2.9% | 91 | 97 | -6.2% | 214 | 325 | -34.2% |
| | Median Sales Price | \$129,301 | \$118,500 | 9.1% | \$125,000 | \$114,900 | 8.8% | \$176,682 | \$180,868 | -2.3% | \$99,950 | \$92,700 | 7.8% |
| | Ave. Sales Price | \$140,693 | \$134,446 | 4.6% | \$137,193 | \$130,766 | 4.9% | \$192,924 | \$184,523 | 4.5% | \$106,038 | \$109,483 | -3.1% |
| Bartlett | Units | 633 | 699 | -9.4% | 540 | 608 | -11.2% | 93 | 91 | 2.2% | 75 | 126 | -40.5% |
| | Median Sales Price | \$159,000 | \$154,000 | 3.2% | \$147,750 | \$146,000 | 1.2% | \$219,009 | \$216,635 | 1.1% | \$109,900 | \$109,004 | 0.8% |
| | Ave. Sales Price | \$165,653 | \$158,577 | 4.5% | \$155,362 | \$149,117 | 4.2% | \$225,404 | \$221,784 | 1.6% | \$118,073 | \$124,203 | -4.9% |
| G'town | Units | 562 | 595 | -5.5% | 542 | 573 | -5.4% | 20 | 22 | -9.1% | 19 | 37 | -48.6% |
| | Median Sales Price | \$283,500 | \$272,500 | 4.0% | \$277,500 | \$265,500 | 4.5% | \$580,150 | \$448,750 | 29.3% | \$190,000 | \$197,200 | -3.6% |
| | Ave. Sales Price | \$331,322 | \$313,081 | 5.8% | \$319,664 | \$304,487 | 5.0% | \$647,250 | \$536,905 | 20.5% | \$213,203 | \$227,224 | -6.2% |
| Collierville | Units | 767 | 708 | 8.3% | 659 | 614 | 7.3% | 108 | 94 | 14.9% | 23 | 66 | -65.2% |
| | Median Sales Price | \$293,500 | \$278,050 | 5.6% | \$279,000 | \$269,450 | 3.5% | \$369,940 | \$363,565 | 1.7% | \$255,000 | \$215,125 | 18.5% |
| | Ave. Sales Price | \$310,367 | \$301,436 | 3.0% | \$299,993 | \$288,439 | 4.0% | \$373,668 | \$386,335 | -3.3% | \$274,590 | \$229,497 | 19.6% |
| Lakeland | Units | 162 | 178 | -9.0% | 147 | 147 | 0.0% | 15 | 31 | -51.6% | 11 | 20 | -45.0% |
| | Median Sales Price | \$245,000 | \$230,500 | 6.3% | \$240,000 | \$222,800 | 7.7% | \$375,000 | \$305,451 | 22.8% | \$208,000 | \$133,250 | 56.1% |
| | Ave. Sales Price | \$267,866 | \$243,370 | 10.1% | \$260,574 | \$231,044 | 12.8% | \$339,326 | \$301,822 | 12.4% | \$187,131 | \$176,660 | 5.9% |
| Arlington | Units | 192 | 235 | -18.3% | 157 | 180 | -12.8% | 35 | 55 | -36.4% | 12 | 25 | -52.0% |
| | Median Sales Price | \$218,750 | \$210,299 | 4.0% | \$199,900 | \$196,450 | 1.8% | \$234,430 | \$234,801 | -0.2% | \$220,000 | \$164,000 | 34.2% |
| | Ave. Sales Price | \$218,567 | \$212,506 | 2.8% | \$210,684 | \$201,203 | 4.7% | \$253,928 | \$249,495 | 1.8% | \$196,471 | \$176,127 | 11.5% |
| Millington | Units | 114 | 97 | 17.5% | 114 | 97 | 17.5% | | | | 24 | 29 | -17.2% |
| | Median Sales Price | \$94,625 | \$77,299 | 22.4% | \$94,625 | \$77,299 | 22.4% | | | | \$94,750 | \$38,001 | 149.3% |
| | Ave. Sales Price | \$113,938 | \$101,799 | 11.9% | \$113,938 | \$101,799 | 11.9% | | | | \$129,034 | \$57,035 | 126.2% |
| Shelby County | Units | 9,442 | 10,333 | -8.6% | 9,003 | 9,865 | -8.7% | 439 | 468 | -6.2% | 1,431 | 2,093 | -31.6% |
| | Median Sales Price | \$115,000 | \$100,000 | 15.0% | \$110,000 | \$94,500 | 16.4% | \$230,721 | \$226,163 | 2.0% | \$46,500 | \$49,000 | -5.1% |
| | Ave. Sales Price | \$152,365 | \$141,208 | 7.9% | \$146,502 | \$135,407 | 8.2% | \$272,588 | \$263,482 | 3.5% | \$69,157 | \$74,701 | -7.4% |
| Fayette County | Units | 387 | 380 | 1.8% | 340 | 312 | 9.0% | 47 | 68 | -30.9% | 50 | 78 | -35.9% |
| | Median Sales Price | \$175,500 | \$170,000 | 3.2% | \$170,500 | \$150,101 | 13.6% | \$225,000 | \$217,071 | 3.6% | \$98,150 | \$95,500 | 2.8% |
| | Ave. Sales Price | \$207,265 | \$201,280 | 3.0% | \$199,431 | \$189,266 | 5.4% | \$263,939 | \$256,403 | 2.9% | \$107,197 | \$138,042 | -22.3% |
| Tipton County | Units | 458 | 492 | -6.9% | 423 | 467 | -9.4% | 35 | 25 | 40.0% | 84 | 145 | -42.1% |
| | Median Sales Price | \$126,831 | \$120,000 | 5.7% | \$119,000 | \$115,000 | 3.5% | \$265,000 | \$241,000 | 10.0% | \$71,230 | \$70,000 | 1.8% |
| | Ave. Sales Price | \$134,389 | \$130,142 | 3.3% | \$123,549 | \$125,504 | -1.6% | \$265,405 | \$216,772 | 22.4% | \$76,539 | \$80,314 | -4.7% |