

Sales Summary

	August Total Sales			YTD Total Sales		
	2018	2017	% change	2018	2017	% change
Units	1,910	1,956	-2.3%	13,314	13,089	1.7%
Median Sales Price	\$150,000	\$147,500	1.7%	\$149,900	\$136,000	10.2%
Average Sales Price	\$180,668	\$182,722	-1.1%	\$184,027	\$171,096	7.6%

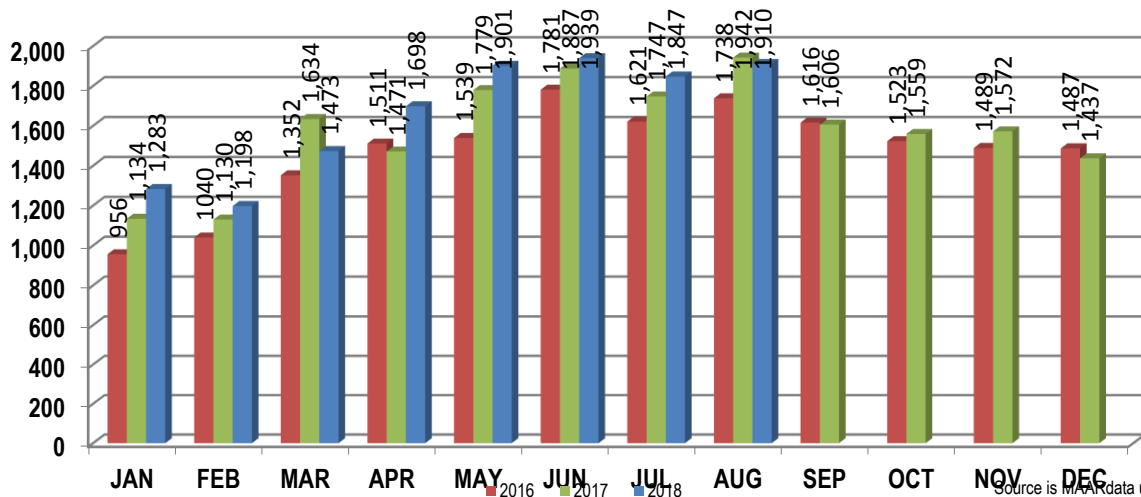
	August Existing Sales			YTD Existing Home Sales		
	2018	2017	% change	2018	2017	% change
Units	1,841	1,888	-2.5%	12,713	12,581	1.0%
Median Sales Price	\$142,000	\$142,000	0.0%	\$140,900	\$131,000	7.6%
Average Sales Price	\$173,373	\$176,639	-1.8%	\$175,223	\$164,712	6.4%

	August New Home Sales			YTD New Home Sales		
	2018	2017	% change	2018	2017	% change
Units	69	68	1.5%	601	508	18.3%
Median Sales Price	\$302,650	\$297,980	1.6%	\$314,339	\$282,900	11.1%
Average Sales Price	\$375,310	\$351,625	6.7%	\$370,250	\$329,181	12.5%

	August Bank Sales			YTD Bank Sales*		
	2018	2017	% change	2018	2017	% change
Units	62	105	-41.0%	573	904	-36.6%
Median Sales Price	\$43,100	\$52,000	-17.1%	\$52,500	\$50,553	3.9%
Average Sales Price	\$94,880	\$79,541	19.3%	\$79,272	\$74,461	6.5%

	August Non-Bank Sales			YTD Non-Bank Sales		
	2018	2017	% change	2018	2017	% change
Units	1,848	1,851	-0.2%	12,741	12,185	4.6%
Median Sales Price	\$154,900	\$151,000	2.6%	\$153,700	\$145,000	6.0%
Average Sales Price	\$183,546	\$188,575	-2.7%	\$188,738	\$178,265	5.9%

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 MFR data unless otherwise noted.

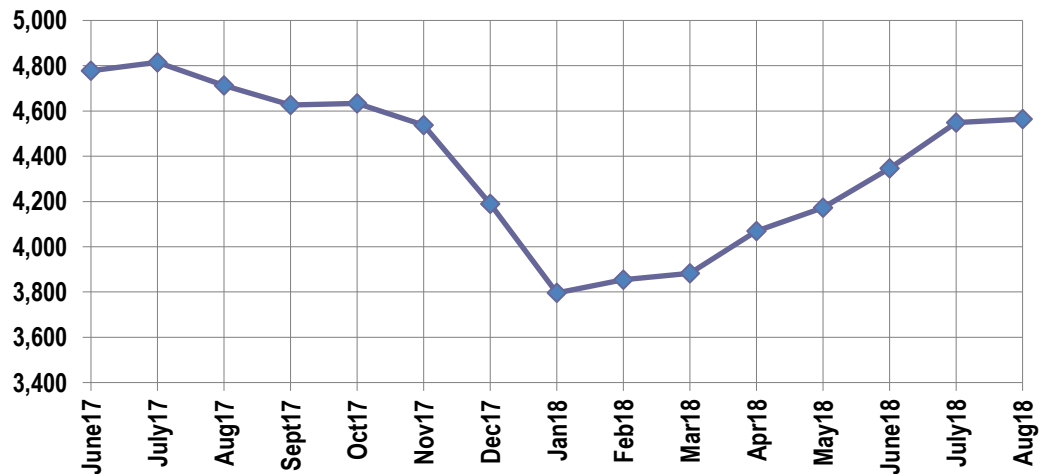
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 08-16-18)		
	Units	Ave. List Price
Single Family	4,328	\$273,745
Condo/Co-op	163	\$187,726
Duplex	73	\$97,572
Market Total	4,564	\$267,855

Pending Sales (as of 08-16-18)		
	Units	Ave. List Price
Single Family	1,381	\$190,386
Condo/Co-op	36	\$140,386
Duplex	24	\$79,970
Market Total	1,441	\$187,298

	August Foreclosure Actions			YTD Foreclosure Actions		
	2018	2017	% change	2018	2017	% change
Total	118	129	-8.5%	1,025	1,350	-24.1%

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



Inventory

Sep-16	5,504	Sep-17	4,627
Oct-16	5,399	Oct-17	4,634
Nov-16	5,235	Nov-17	4,538
Dec-17	4,715	Dec-18	4,190
Jan-17	4,344	Jan-18	3,796
Feb-17	4,500	Feb-18	3,854
Mar-17	4,464	Mar-18	3,883
Apr-17	4,681	Apr-18	4,070
May-17	4,697	May-18	4,172
Jun-17	4,777	Jun-18	4,347
Jul-17	4,815	Jul-18	4,548
Aug-17	4,713	Aug-18	4,564

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Frayser	Units	103	81	27.2%	103	80	28.8%		1		5	13	-61.5%
	Median Sales Price	\$33,500	\$35,000	-4.3%	\$33,500	\$35,000	-4.3%				\$32,000	\$13,000	146.2%
	Ave. Sales Price	\$46,014	\$49,496	-7.0%	\$46,014	\$48,491	-5.1%		\$129,000		\$31,940	\$32,386	-1.4%
Raleigh/ Cov. Pike	Units	107	111	-3.6%	107	111	-3.6%				3	12	-75.0%
	Median Sales Price	\$88,500	\$80,000	10.6%	\$88,500	\$80,000	10.6%				\$38,500	\$53,000	-27.4%
	Ave. Sales Price	\$90,872	\$81,199	11.9%	\$90,872	\$81,199	11.9%				\$47,500	\$52,488	-9.5%
Downtown	Units	46	43	7.0%	46	43	7.0%					2	
	Median Sales Price	\$147,500	\$225,500	-34.6%	\$147,500	\$225,500	-34.6%						
	Ave. Sales Price	\$201,691	\$224,444	-10.1%	\$201,691	\$224,444	-10.1%					\$3,375	
Midtown	Units	102	90	13.3%	99	89	11.2%	3	1	200.0%	4	3	33.3%
	Median Sales Price	\$129,125	\$112,500	14.8%	\$126,500	\$110,000	15.0%	\$385,000			\$16,390	\$43,500	-62.3%
	Ave. Sales Price	\$159,432	\$142,422	11.9%	\$151,788	\$138,854	9.3%	\$411,666	\$459,900	-10.5%	\$17,195	\$33,729	-49.0%
S. Memphis	Units	63	55	14.5%	63	55	14.5%				5	4	25.0%
	Median Sales Price	\$19,200	\$20,000	-4.0%	\$19,200	\$20,000	-4.0%				\$14,000	\$14,915	-6.1%
	Ave. Sales Price	\$23,856	\$31,702	-24.7%	\$23,856	\$31,702	-24.7%				\$12,399	\$12,857	-3.6%
Berclair/ Highland Heights	Units	58	46	26.1%	58	46	26.1%				4	4	0.0%
	Median Sales Price	\$51,250	\$43,000	19.2%	\$51,250	\$43,000	19.2%				\$26,388	\$27,250	-3.2%
	Ave. Sales Price	\$52,467	\$44,923	16.8%	\$52,467	\$44,923	16.8%				\$23,306	\$25,750	-9.5%
E. Memphis	Units	295	319	-7.5%	293	318	-7.9%	2	1	100.0%	4	11	-63.6%
	Median Sales Price	\$156,500	\$160,000	-2.2%	\$155,000	\$160,000	-3.1%				\$36,125	\$58,000	-37.7%
	Ave. Sales Price	\$196,246	\$225,047	-12.8%	\$192,185	\$223,820	-14.1%	\$791,225	\$615,000	28.6%	\$31,878	\$104,147	-69.4%
Whitehaven	Units	98	63	55.6%	97	63	54.0%	1			5	7	-28.6%
	Median Sales Price	\$64,000	\$69,000	-7.2%	\$64,000	\$69,000	-7.2%				\$65,833	\$38,501	71.0%
	Ave. Sales Price	\$67,483	\$61,541	9.7%	\$66,784	\$61,541	8.5%	\$135,250			\$71,706	\$37,541	91.0%
Parkway Village/ Oakhaven	Units	62	67	-7.5%	62	67	-7.5%				7	8	-12.5%
	Median Sales Price	\$57,000	\$53,000	7.5%	\$57,000	\$53,000	7.5%				\$45,000	\$38,550	16.7%
	Ave. Sales Price	\$61,674	\$60,539	1.9%	\$61,674	\$60,539	1.9%				\$47,585	\$36,918	28.9%
Hickory Hill	Units	116	148	-21.6%	116	144	-19.4%		4		5	5	0.0%
	Median Sales Price	\$114,450	\$101,775	12.5%	\$114,450	\$100,950	13.4%		\$270,423		\$76,505	\$68,200	12.2%
	Ave. Sales Price	\$113,004	\$101,554	11.3%	\$113,004	\$97,336	16.1%		\$253,404		\$76,356	\$69,830	9.3%
Southwind	Units	22	14	57.1%	17	12	41.7%	5	2	150.0%	3	1	200.0%
	Median Sales Price	\$241,550	\$187,250	29.0%	\$218,000	\$177,750	22.6%	\$241,600			\$218,000		
	Ave. Sales Price	\$259,706	\$223,096	16.4%	\$264,326	\$208,000	27.1%	\$243,998	\$313,672	-22.2%	\$232,600	\$259,000	-10.2%

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Cordova	Units	253	265	-4.5%	239	257	-7.0%	14	8	75.0%	3	14	-78.6%
	Median Sales Price	\$182,500	\$155,000	17.7%	\$178,000	\$153,525	15.9%	\$245,000	\$241,790	1.3%	\$132,000	\$107,200	23.1%
	Ave. Sales Price	\$198,975	\$169,471	17.4%	\$196,112	\$167,209	17.3%	\$247,843	\$242,128	2.4%	\$293,000	\$125,248	133.9%
Bartlett	Units	146	129	13.2%	139	116	19.8%	7	13	-46.2%	2	1	100.0%
	Median Sales Price	\$193,750	\$194,000	-0.1%	\$190,000	\$187,250	1.5%	\$299,883	\$297,980	0.6%			
	Ave. Sales Price	\$200,790	\$203,829	-1.5%	\$196,311	\$192,294	2.1%	\$289,740	\$306,755	-5.5%	\$205,700	\$91,500	124.8%
G'town	Units	86	97	-11.3%	83	96	-13.5%	3	1	200.0%	1	3	-66.7%
	Median Sales Price	\$311,000	\$310,000	0.3%	\$308,000	\$305,000	1.0%	\$874,911					
	Ave. Sales Price	\$367,368	\$354,260	3.7%	\$351,401	\$351,310	0.0%	\$809,137	\$637,500	26.9%	\$212,700	\$262,633	-19.0%
Collierville	Units	117	148	-20.9%	110	133	-17.3%	7	15	-53.3%	3	3	0.0%
	Median Sales Price	\$335,000	\$327,000	2.4%	\$325,000	\$313,000	3.8%	\$497,750	\$505,000	-1.4%	\$422,625	\$195,000	116.7%
	Ave. Sales Price	\$366,285	\$356,068	2.9%	\$350,152	\$336,411	4.1%	\$619,803	\$530,357	16.9%	\$434,516	\$202,500	114.6%
Lateland	Units	25	40	-37.5%	23	40	-42.5%	2				2	
	Median Sales Price	\$300,000	\$250,000	20.0%	\$288,200	\$250,000	15.3%						
	Ave. Sales Price	\$317,032	\$252,065	25.8%	\$304,986	\$252,065	21.0%	\$455,555				\$140,500	
Arlington	Units	33	49	-32.7%	26	44	-40.9%	7	5	40.0%		1	
	Median Sales Price	\$230,000	\$239,900	-4.1%	\$213,750	\$231,950	-7.8%	\$358,835	\$310,645	15.5%			
	Ave. Sales Price	\$266,177	\$247,026	7.8%	\$239,394	\$237,553	0.8%	\$365,659	\$330,387	10.7%		\$220,000	
Millington	Units	30	21	42.9%	30	21	42.9%				1	2	-50.0%
	Median Sales Price	\$106,500	\$140,000	-23.9%	\$106,500	\$140,000	-23.9%						
	Ave. Sales Price	\$145,473	\$143,757	1.2%	\$145,473	\$143,757	1.2%				\$189,000	\$113,450	66.6%
Shelby County	Units	1,739	1,775	-2.0%	1,688	1,724	-2.1%	51	51	0.0%	55	95	-42.1%
	Median Sales Price	\$142,000	\$142,400	-0.3%	\$139,500	\$138,000	1.1%	\$315,000	\$332,791	-5.3%	\$40,000	\$52,000	-23.1%
	Ave. Sales Price	\$176,655	\$180,763	-2.3%	\$170,199	\$175,081	-2.8%	\$390,342	\$372,850	4.7%	\$98,515	\$79,583	23.8%
Fayette County	Units	73	94	-22.3%	63	85	-25.9%	10	9	11.1%	1	5	-80.0%
	Median Sales Price	\$255,000	\$219,000	16.4%	\$234,000	\$213,000	9.9%	\$267,360	\$249,900	7.0%		\$94,000	
	Ave. Sales Price	\$283,420	\$253,898	11.6%	\$271,941	\$251,248	8.2%	\$355,738	\$278,927	27.5%	\$94,000	\$75,482	24.5%
Tipton County	Units	98	87	12.6%	90	79	13.9%	8	8	0.0%	6	5	20.0%
	Median Sales Price	\$165,000	\$140,000	17.9%	\$155,000	\$139,000	11.5%	\$293,247	\$279,405	4.9%	\$49,125	\$51,000	-3.7%
	Ave. Sales Price	\$175,342	\$145,790	20.3%	\$163,910	\$130,367	25.7%	\$303,949	\$298,099	2.0%	\$61,708	\$82,800	-25.5%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2018	2017	%change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Frayser	Units	732	621	17.9%	732	618	18.4%		3		51	80	-36.2%
	Median Sales Price	\$33,000	\$30,000	10.0%	\$33,000	\$30,000	10.0%		\$129,900		\$24,500	\$20,128	21.7%
	Ave. Sales Price	\$48,221	\$43,124	11.8%	\$48,221	\$42,963	12.2%		\$94,933		\$30,500	\$30,118	1.3%
Raleigh/ Cov. Pike	Units	771	724	6.5%	761	723	5.3%	10	1	900.0%	39	88	-55.7%
	Median Sales Price	\$80,000	\$76,000	5.3%	\$79,900	\$76,000	5.1%	\$151,400			\$54,053	\$51,150	5.7%
	Ave. Sales Price	\$85,069	\$76,448	11.3%	\$84,183	\$76,441	10.1%	\$152,470	\$81,500	87.1%	\$57,943	\$53,099	9.1%
Downtown	Units	392	371	5.7%	391	368	6.3%	1	3	-66.7%	12	11	9.1%
	Median Sales Price	\$219,250	\$225,000	-2.6%	\$220,000	\$224,422	-2.0%		\$255,738		\$31,724	\$8,924	255.5%
	Ave. Sales Price	\$220,412	\$233,465	-5.6%	\$220,681	\$233,199	-5.4%	\$115,000	\$266,117	-56.8%	\$80,107	\$30,021	166.8%
Midtown	Units	704	659	6.8%	691	657	5.2%	13	2	550.0%	29	31	-6.5%
	Median Sales Price	\$155,000	\$137,500	12.7%	\$153,000	\$137,000	11.7%	\$378,000			\$54,000	\$54,000	0.0%
	Ave. Sales Price	\$178,670	\$159,133	12.3%	\$174,923	\$158,471	10.4%	\$377,815	\$376,700	0.3%	\$68,625	\$71,020	-3.4%
S. Memphis	Units	400	354	13.0%	400	354	13.0%				51	53	-3.8%
	Median Sales Price	\$20,698	\$18,750	10.4%	\$20,698	\$18,750	10.4%				\$17,288	\$15,000	15.2%
	Ave. Sales Price	\$27,889	\$25,526	9.3%	\$27,889	\$25,526	9.3%				\$23,623	\$16,596	42.3%
Berclair/ Highland Heights	Units	397	395	0.5%	397	395	0.5%				22	37	-40.5%
	Median Sales Price	\$42,000	\$39,891	5.3%	\$42,000	\$39,891	5.3%				\$31,750	\$32,340	-1.8%
	Ave. Sales Price	\$46,291	\$42,475	9.0%	\$46,291	\$42,475	9.0%				\$32,380	\$32,607	-0.7%
E. Memphis	Units	2,170	2,218	-2.2%	2,157	2,214	-2.6%	13	4	225.0%	53	97	-45.4%
	Median Sales Price	\$155,000	\$139,000	11.5%	\$154,900	\$138,000	12.2%	\$782,000	\$511,500	52.9%	\$31,500	\$41,000	-23.2%
	Ave. Sales Price	\$203,740	\$183,719	10.9%	\$200,746	\$183,089	9.6%	\$700,596	\$532,750	31.5%	\$55,098	\$67,720	-18.6%
Whitehaven	Units	596	510	16.9%	594	509	16.7%	2	1	100.0%	61	88	-30.7%
	Median Sales Price	\$64,000	\$56,000	14.3%	\$64,000	\$56,000	14.3%				\$42,327	\$36,025	17.5%
	Ave. Sales Price	\$64,532	\$59,130	9.1%	\$64,278	\$58,849	9.2%	\$140,125	\$202,000	-30.6%	\$50,198	\$39,992	25.5%
Parkway Village/ Oakhaven	Units	393	419	-6.2%	392	419	-6.4%	1			31	60	-48.3%
	Median Sales Price	\$64,000	\$52,000	23.1%	\$63,700	\$52,000	22.5%				\$40,201	\$40,005	0.5%
	Ave. Sales Price	\$62,901	\$56,441	11.4%	\$62,816	\$56,441	11.3%	\$96,000			\$42,974	\$41,549	3.4%
Hickory Hill	Units	877	959	-8.6%	853	927	-8.0%	24	32	-25.0%	57	74	-23.0%
	Median Sales Price	\$104,000	\$96,000	8.3%	\$102,000	\$94,100	8.4%	\$229,265	\$207,538	10.5%	\$80,000	\$63,500	26.0%
	Ave. Sales Price	\$108,444	\$99,375	9.1%	\$105,455	\$95,790	10.1%	\$214,669	\$203,229	5.6%	\$88,889	\$69,703	27.5%
Southwind	Units	122	123	-0.8%	101	111	-9.0%	21	12	75.0%	12	10	20.0%
	Median Sales Price	\$251,505	\$187,354	34.2%	\$240,000	\$180,000	33.3%	\$260,700	\$241,418	8.0%	\$134,805	\$122,250	10.3%
	Ave. Sales Price	\$288,285	\$238,889	20.7%	\$292,366	\$235,076	24.4%	\$268,653	\$274,159	-2.0%	\$173,118	\$159,360	8.6%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Cordova	Units	1,652	1,643	0.5%	1,569	1,553	1.0%	83	90	-7.8%	49	84	-41.7%
	Median Sales Price	\$165,000	\$151,000	9.3%	\$163,000	\$148,600	9.7%	\$250,670	\$215,025	16.8%	\$135,511	\$114,325	18.5%
	Ave. Sales Price	\$183,842	\$167,220	9.9%	\$180,255	\$163,310	10.4%	\$251,660	\$234,700	7.2%	\$158,413	\$127,798	24.0%
Bartlett	Units	847	910	-6.9%	762	813	-6.3%	85	97	-12.4%	14	27	-48.1%
	Median Sales Price	\$205,000	\$190,000	7.9%	\$195,000	\$180,000	8.3%	\$299,883	\$276,698	8.4%	\$123,500	\$148,000	-16.6%
	Ave. Sales Price	\$211,192	\$200,652	5.3%	\$200,433	\$190,708	5.1%	\$307,638	\$283,994	8.3%	\$163,919	\$171,032	-4.2%
G'town	Units	658	616	6.8%	626	594	5.4%	32	22	45.4%	7	6	16.7%
	Median Sales Price	\$330,000	\$305,000	8.2%	\$322,750	\$300,000	7.6%	\$823,496	\$725,344	13.5%	\$212,700	\$194,750	9.2%
	Ave. Sales Price	\$386,741	\$363,067	6.5%	\$363,994	\$348,272	4.5%	\$831,738	\$762,510	9.1%	\$289,114	\$221,266	30.7%
Collierville	Units	823	853	-3.5%	726	777	-6.6%	97	76	27.6%	7	14	-50.0%
	Median Sales Price	\$355,000	\$335,000	6.0%	\$325,500	\$320,000	1.7%	\$471,069	\$469,000	0.4%	\$315,000	\$236,200	33.4%
	Ave. Sales Price	\$377,074	\$353,588	6.6%	\$356,408	\$339,548	5.0%	\$531,751	\$497,131	7.0%	\$295,178	\$254,534	16.0%
Lateland	Units	205	234	-12.4%	200	229	-12.7%	5	5	0.0%	1	10	-90.0%
	Median Sales Price	\$295,000	\$252,500	16.8%	\$292,000	\$250,000	16.8%	\$451,795	\$356,999	26.5%		\$198,700	
	Ave. Sales Price	\$316,321	\$269,342	17.4%	\$313,318	\$266,778	17.4%	\$436,462	\$386,817	12.8%	\$134,250	\$205,731	-34.7%
Arlington	Units	284	286	-0.7%	234	257	-8.9%	50	29	72.4%	3	8	-62.5%
	Median Sales Price	\$265,000	\$240,000	10.4%	\$245,000	\$230,000	6.5%	\$345,607	\$310,850	11.2%	\$307,500	\$192,500	59.7%
	Ave. Sales Price	\$269,381	\$247,431	8.9%	\$252,039	\$237,837	6.0%	\$350,537	\$332,455	5.4%	\$300,833	\$184,658	62.9%
Millington	Units	157	155	1.3%	157	155	1.3%				5	18	-72.2%
	Median Sales Price	\$109,900	\$118,000	-6.9%	\$109,900	\$118,000	-6.9%				\$168,000	\$72,500	131.7%
	Ave. Sales Price	\$133,330	\$131,830	1.1%	\$133,330	\$131,830	1.1%				\$129,950	\$110,962	17.1%
Shelby County	Units	12,063	11,932	1.1%	11,626	11,555	0.6%	437	377	15.9%	502	788	-36.3%
	Median Sales Price	\$142,500	\$132,500	7.5%	\$137,000	\$129,000	6.2%	\$332,934	\$292,362	13.9%	\$47,250	\$48,613	-2.8%
	Ave. Sales Price	\$181,396	\$169,354	7.1%	\$173,439	\$163,728	5.9%	\$393,068	\$341,770	15.0%	\$77,885	\$72,221	7.8%
Fayette County	Units	577	536	7.6%	470	450	4.4%	107	86	24.4%	21	41	-48.8%
	Median Sales Price	\$234,000	\$206,393	13.4%	\$215,000	\$190,500	12.9%	\$272,120	\$254,900	6.8%	\$90,000	\$99,900	-9.9%
	Ave. Sales Price	\$259,344	\$235,496	10.1%	\$244,203	\$222,345	9.8%	\$325,852	\$304,305	7.1%	\$102,216	\$118,253	-13.6%
Tipton County	Units	674	621	8.5%	617	576	7.1%	57	45	26.7%	50	75	-33.3%
	Median Sales Price	\$157,750	\$144,900	8.9%	\$152,000	\$140,000	8.6%	\$284,000	\$279,000	1.8%	\$64,500	\$60,000	7.5%
	Ave. Sales Price	\$166,636	\$148,981	11.9%	\$156,287	\$139,428	12.1%	\$278,660	\$271,261	2.7%	\$83,560	\$74,059	12.8%