

**Sales Summary**

	November Total Sales			YTD Total Sales		
	2017	2016	% change	2017	2016	% change
<b>Units</b>	1,572	1,518	3.6%	17,837	16,642	7.2%
<b>Median Sales Price</b>	\$144,900	\$131,000	10.6%	\$138,000	\$132,500	4.2%
<b>Average Sales Price</b>	\$176,129	\$170,950	3.0%	\$172,606	\$164,689	4.8%

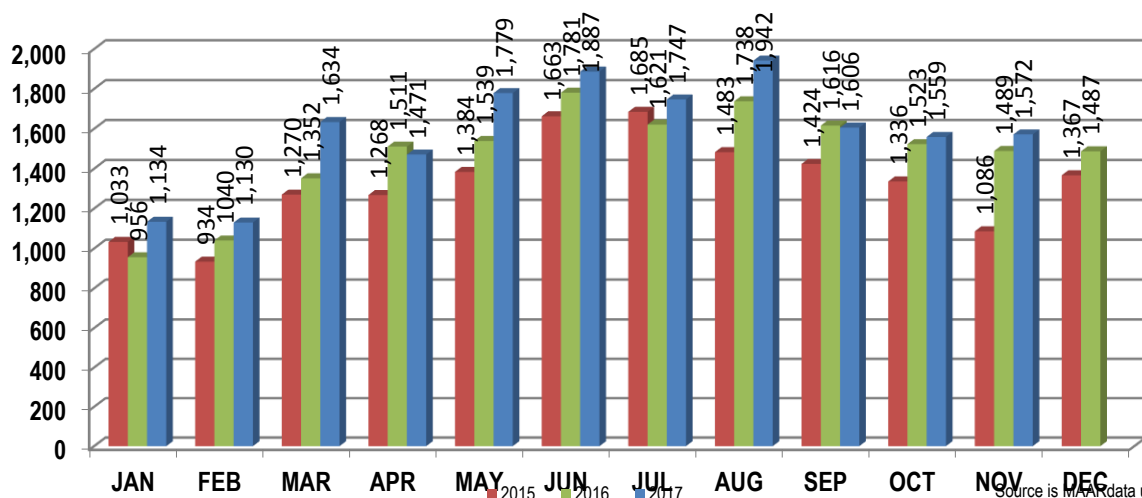
	November Existing Home Sales			YTD Existing Home Sales		
	2017	2016	% change	2017	2016	% change
<b>Units</b>	1,497	1,427	4.9%	17,114	15,919	7.5%
<b>Median Sales Price</b>	\$138,400	\$125,000	10.7%	\$133,000	\$127,000	4.7%
<b>Average Sales Price</b>	\$168,817	\$162,241	4.1%	\$165,593	\$158,244	4.6%

	November New Home Sales			YTD New Home Sales		
	2017	2016	% change	2017	2016	% change
<b>Units</b>	75	91	-17.6%	723	723	0.0%
<b>Median Sales Price</b>	\$290,567	\$277,029	4.9%	\$289,000	\$273,000	5.9%
<b>Average Sales Price</b>	\$322,076	\$307,522	4.7%	\$338,603	\$306,583	10.4%

	November Bank Sales			YTD Bank Sales*		
	2017	2016	% change	2017	2016	% change
<b>Units</b>	92	155	-40.6%	1,160	1,757	-34.0%
<b>Median Sales Price</b>	\$55,100	\$52,888	4.2%	\$51,000	\$48,459	5.2%
<b>Average Sales Price</b>	\$78,555	\$70,876	10.8%	\$77,213	\$73,653	4.8%

	November Non-Bank Sales			YTD Non-Bank Sales		
	2017	2016	% change	2017	2016	% change
<b>Units</b>	1,480	1,363	8.6%	16,677	14,885	12.0%
<b>Median Sales Price</b>	\$148,900	\$145,000	2.7%	\$145,000	\$144,000	0.7%
<b>Average Sales Price</b>	\$182,194	\$182,330	-0.1%	\$179,241	\$175,434	2.2%

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.



Source is MAAR data unless otherwise noted.

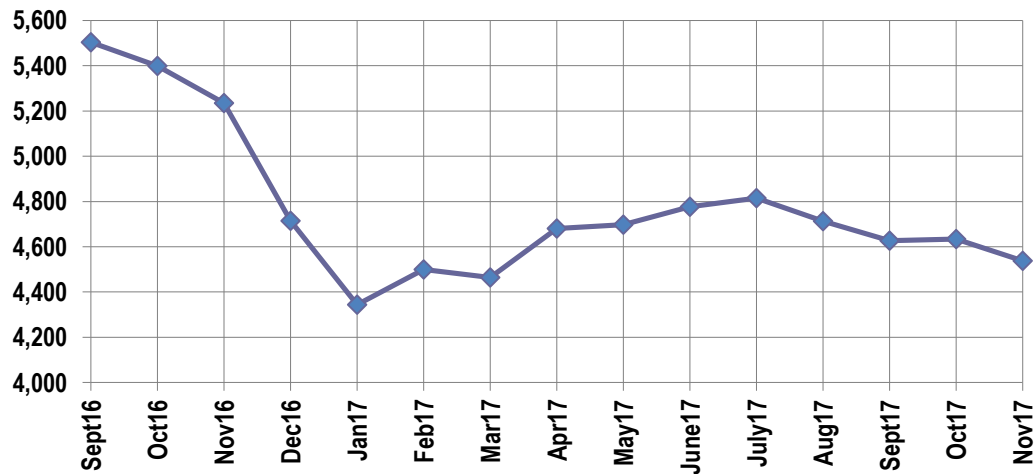
**Active Listings, Pending Sales and Foreclosure Action Summary**

Active Listings (as of 11-15-17)		
	Units	Ave. List Price
Single Family	4,281	\$263,515
Condo/Co-op	185	\$187,446
Duplex	72	\$85,518
<b>Market Total</b>	<b>4,538</b>	<b>\$257,590</b>

Pending Sales (as of 11-15-17)		
	Units	Ave. List Price
Single Family	1,502	\$182,035
Condo/Co-op	51	\$166,542
Duplex	16	\$64,168
<b>Market Total</b>	<b>1,569</b>	<b>\$180,329</b>

	November Foreclosure Actions			YTD Foreclosure Actions		
	2017	2016	% change	2017	2016	% change
<b>Total</b>	134	144	-6.9%	1,718	2,026	-15.2%

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



**Inventory**

Dec-15	5,793	Dec-17	4,715
Jan-16	5,377	Jan-17	4,344
Feb-16	5,474	Feb-17	4,500
Mar-16	5,564	Mar-17	4,464
Apr-16	5,595	Apr-17	4,681
May-16	5,535	May-17	4,697
Jun-16	5,639	Jun-17	4,777
Jul-16	5,732	Jul-17	4,815
Aug-16	5,666	Aug-17	4,713
Sep-16	5,504	Sep-17	4,627
Oct-16	5,399	Oct-17	4,634
Nov-16	5,235	Nov-17	4,538

		November Total Sales			November Existing Sales			November New Home Sales			November Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Frayser	Units	71	62	14.5%	71	62	14.5%				8	8	0.0%
	Median Sales Price	\$35,000	\$24,940	40.3%	\$35,000	\$24,940	40.3%				\$19,400	\$15,751	23.2%
	Ave. Sales Price	\$50,116	\$42,400	18.2%	\$50,116	\$42,400	18.2%				\$39,262	\$15,485	153.5%
Raleigh/ Cov. Pike	Units	67	82	-18.3%	64	82	-22.0%	3			6	8	-25.0%
	Median Sales Price	\$80,000	\$72,250	10.7%	\$77,500	\$72,250	7.3%	\$148,900			\$35,500	\$39,950	-11.1%
	Ave. Sales Price	\$82,061	\$74,388	10.3%	\$78,889	\$74,388	6.1%	\$149,733			\$45,720	\$44,483	2.8%
Downtown	Units	42	44	-4.5%	41	35	17.1%	1	9	-88.9%	2	2	0.0%
	Median Sales Price	\$233,500	\$221,000	5.7%	\$242,000	\$239,900	0.9%		\$102,000				
	Ave. Sales Price	\$230,014	\$221,491	3.8%	\$232,819	\$239,228	-2.7%	\$115,000	\$152,515	-24.6%	\$54,500	\$40,950	33.1%
Midtown	Units	73	93	-21.5%	73	93	-21.5%				5	9	-44.4%
	Median Sales Price	\$147,500	\$139,900	5.4%	\$147,500	\$139,900	5.4%				\$21,500	\$23,000	-6.5%
	Ave. Sales Price	\$184,145	\$154,224	19.4%	\$184,145	\$154,224	19.4%				\$31,400	\$64,487	-51.3%
S. Memphis	Units	42	42	0.0%	42	42	0.0%				6	13	-53.9%
	Median Sales Price	\$17,875	\$14,600	22.4%	\$17,875	\$14,600	22.4%				\$13,000	\$13,500	-3.7%
	Ave. Sales Price	\$25,315	\$19,045	32.9%	\$25,315	\$19,045	32.9%				\$17,424	\$17,162	1.5%
Berclair/ Highland Heights	Units	52	36	44.4%	52	36	44.4%				6	8	-25.0%
	Median Sales Price	\$35,450	\$40,460	-12.4%	\$35,450	\$40,460	-12.4%				\$23,779	\$33,210	-28.4%
	Ave. Sales Price	\$40,450	\$46,649	-13.3%	\$40,450	\$46,649	-13.3%				\$32,176	\$51,227	-37.2%
E. Memphis	Units	274	236	16.1%	274	236	16.1%				14	13	7.7%
	Median Sales Price	\$131,225	\$131,125	0.1%	\$131,225	\$131,125	0.1%				\$72,550	\$39,000	86.0%
	Ave. Sales Price	\$172,571	\$185,631	-7.0%	\$172,571	\$185,631	-7.0%				\$90,432	\$65,345	38.4%
Whitehaven	Units	77	58	32.8%	76	58	31.0%	1			9	10	-10.0%
	Median Sales Price	\$61,000	\$60,164	1.4%	\$61,000	\$60,164	1.4%				\$34,900	\$40,650	-14.1%
	Ave. Sales Price	\$71,080	\$61,599	15.4%	\$69,403	\$61,599	12.7%	\$198,500			\$43,141	\$37,725	14.4%
Parkway Village/ Oakhaven	Units	57	49	16.3%	55	49	12.2%	2			4	9	-55.6%
	Median Sales Price	\$63,000	\$68,000	-7.4%	\$62,000	\$68,000	-8.8%				\$34,500	\$38,000	-9.2%
	Ave. Sales Price	\$61,697	\$58,444	5.6%	\$60,759	\$58,444	4.0%	\$87,500			\$36,338	\$43,737	-16.9%
Hickory Hill	Units	116	106	9.4%	112	101	10.9%	4	5	-20.0%	9	14	-35.7%
	Median Sales Price	\$102,750	\$93,500	9.9%	\$100,850	\$90,500	11.4%	\$185,586	\$196,900	-5.8%	\$57,150	\$51,894	10.1%
	Ave. Sales Price	\$105,627	\$101,393	4.2%	\$102,261	\$95,678	6.9%	\$199,889	\$216,838	-7.8%	\$76,026	\$70,753	7.5%
Southwind	Units	16	12	33.3%	13	8	62.5%	3	4	-25.0%		3	
	Median Sales Price	\$232,372	\$245,500	-5.3%	\$232,544	\$228,000	2.0%	\$232,200	\$297,058	-21.8%		\$120,225	
	Ave. Sales Price	\$381,078	\$251,055	51.8%	\$413,557	\$230,040	79.8%	\$240,337	\$293,085	-18.0%		\$152,241	

		November Total Sales			November Existing Sales			November New Home Sales			November Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Cordova	Units	239	203	17.7%	224	186	20.4%	15	17	-11.8%	9	18	-50.0%
	Median Sales Price	\$165,000	\$145,000	13.8%	\$160,000	\$139,592	14.6%	\$260,351	\$214,270	21.5%	\$127,700	\$128,917	-0.9%
	Ave. Sales Price	\$182,972	\$164,284	11.4%	\$178,027	\$159,441	11.7%	\$256,809	\$217,273	18.2%	\$141,696	\$135,323	4.7%
Bartlett	Units	97	109	-11.0%	90	95	-5.3%	7	14	-50.0%	3	5	-40.0%
	Median Sales Price	\$194,900	\$199,000	-2.1%	\$185,000	\$190,000	-2.6%	\$318,741	\$262,670	21.4%	\$161,088	\$97,484	65.3%
	Ave. Sales Price	\$208,440	\$210,191	-0.8%	\$199,515	\$202,687	-1.6%	\$323,189	\$261,109	23.8%	\$172,862	\$103,983	66.2%
G'town	Units	67	74	-9.5%	66	71	-7.0%	1	3	-66.7%		2	
	Median Sales Price	\$287,500	\$277,500	3.6%	\$285,750	\$275,000	3.9%		\$579,000				
	Ave. Sales Price	\$333,398	\$345,604	-3.5%	\$329,071	\$335,137	-1.8%	\$619,000	\$593,333	4.3%		\$201,500	
Collierville	Units	91	90	1.1%	76	76	0.0%	15	14	7.1%	3	1	200.0%
	Median Sales Price	\$367,500	\$332,000	10.7%	\$353,700	\$298,750	18.4%	\$466,503	\$462,570	0.9%	\$246,000		
	Ave. Sales Price	\$388,260	\$342,359	13.4%	\$369,638	\$309,494	19.4%	\$482,612	\$520,772	-7.3%	\$240,166	\$202,000	18.9%
Lateland	Units	14	29	-51.7%	14	26	-46.2%		3		2	1	100.0%
	Median Sales Price	\$235,000	\$375,000	-37.3%	\$235,000	\$374,950	-37.3%		\$490,000				
	Ave. Sales Price	\$265,092	\$386,412	-31.4%	\$265,092	\$378,888	-30.0%		\$451,620		\$140,000	\$243,000	-42.4%
Arlington	Units	30	32	-6.3%	22	25	-12.0%	8	7	14.3%		1	
	Median Sales Price	\$265,250	\$235,750	12.5%	\$237,500	\$221,000	7.5%	\$367,298	\$305,235	20.3%			
	Ave. Sales Price	\$274,748	\$234,469	17.2%	\$240,361	\$211,329	13.7%	\$369,314	\$317,111	16.5%		\$139,500	
Millington	Units	12	22	-45.5%	12	22	-45.5%				2	3	-33.3%
	Median Sales Price	\$158,500	\$89,500	77.1%	\$158,500	\$89,500	77.1%					\$90,000	
	Ave. Sales Price	\$190,958	\$111,377	71.5%	\$190,958	\$111,377	71.5%				\$156,802	\$79,166	98.1%
Shelby County	Units	1,418	1,376	3.1%	1,358	1,300	4.5%	60	76	-21.1%	86	127	-32.3%
	Median Sales Price	\$139,900	\$128,000	9.3%	\$135,000	\$122,000	10.7%	\$313,321	\$279,133	12.2%	\$55,600	\$48,000	15.8%
	Ave. Sales Price	\$172,979	\$169,802	1.9%	\$166,347	\$161,556	3.0%	\$323,090	\$310,839	3.9%	\$77,615	\$69,335	11.9%
Fayette County	Units	68	72	-5.6%	60	61	-1.6%	8	11	-27.3%	3	12	-75.0%
	Median Sales Price	\$229,000	\$205,000	11.7%	\$216,000	\$197,000	9.6%	\$270,150	\$245,900	9.9%	\$54,000	\$82,250	-34.4%
	Ave. Sales Price	\$256,635	\$237,397	8.1%	\$244,223	\$223,914	9.1%	\$349,724	\$312,164	12.0%	\$110,003	\$92,066	19.5%
Tipton County	Units	86	70	22.9%	79	66	19.7%	7	4	75.0%	3	16	-81.3%
	Median Sales Price	\$155,000	\$121,750	27.3%	\$145,000	\$118,950	21.9%	\$277,500	\$258,570	7.3%	\$47,600	\$68,750	-30.8%
	Ave. Sales Price	\$164,413	\$125,174	31.3%	\$154,013	\$118,716	29.7%	\$281,788	\$231,735	21.6%	\$74,066	\$67,219	10.2%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Frayser	Units	841	711	18.3%	837	709	18.1%	4	2	100	105	146	-28.1%
	Median Sales Price	\$30,000	\$24,000	25.0%	\$30,000	\$24,000	25.0%	\$129,900			\$20,000	\$17,500	14.3%
	Ave. Sales Price	\$44,132	\$40,228	9.7%	\$43,847	\$40,069	9.4%	\$103,675	\$96,450	7.5%	\$29,618	\$22,997	28.8%
Raleigh/ Cov. Pike	Units	973	895	8.7%	966	884	9.3%	7	11	-36.4%	103	137	-24.8%
	Median Sales Price	\$79,749	\$69,000	15.6%	\$79,000	\$67,590	16.9%	\$148,900	\$153,900	-3.2%	\$53,900	\$43,500	23.9%
	Ave. Sales Price	\$78,639	\$69,712	12.8%	\$78,197	\$68,744	13.8%	\$132,050	\$147,454	-10.4%	\$54,387	\$44,984	20.9%
Downtown	Units	477	471	1.3%	473	445	6.3%	4	26	-84.6%	16	27	-40.7%
	Median Sales Price	\$225,500	\$216,000	4.4%	\$225,500	\$213,000	5.9%	\$199,177	\$276,035	-27.8%	\$11,462	\$24,900	-54.0%
	Ave. Sales Price	\$232,295	\$222,725	4.3%	\$232,329	\$220,523	5.4%	\$228,338	\$260,408	-12.3%	\$31,120	\$50,043	-37.8%
Midtown	Units	885	836	5.9%	880	835	5.4%	5	1	400.0%	45	81	-44.4%
	Median Sales Price	\$144,250	\$135,000	6.9%	\$142,950	\$135,000	5.9%	\$289,000			\$43,500	\$35,000	24.3%
	Ave. Sales Price	\$165,643	\$156,453	5.9%	\$164,922	\$156,114	5.6%	\$292,680	\$440,000	-33.5%	\$64,751	\$72,832	-11.1%
S. Memphis	Units	466	362	28.7%	466	362	28.7%				67	100	-33.0%
	Median Sales Price	\$18,375	\$15,000	22.5%	\$18,375	\$15,000	22.5%				\$14,929	\$11,889	25.6%
	Ave. Sales Price	\$24,894	\$20,637	20.6%	\$24,894	\$20,637	20.6%				\$16,081	\$17,054	-5.7%
Berkshire/ Highland Heights	Units	557	579	-3.8%	557	579	-3.8%				51	89	-42.7%
	Median Sales Price	\$38,000	\$32,500	16.9%	\$38,000	\$32,500	16.9%				\$32,340	\$26,000	24.4%
	Ave. Sales Price	\$41,897	\$37,843	10.7%	\$41,897	\$37,843	10.7%				\$32,875	\$33,073	-0.6%
E. Memphis	Units	2,996	2,782	7.7%	2,989	2,772	7.8%	7	10	-30.0%	123	191	-35.6%
	Median Sales Price	\$135,700	\$130,000	4.4%	\$135,000	\$130,000	3.8%	\$408,000	\$393,250	3.8%	\$42,000	\$37,500	12.0%
	Ave. Sales Price	\$181,693	\$179,058	1.5%	\$180,964	\$177,963	1.7%	\$492,883	\$482,399	2.2%	\$71,812	\$58,481	22.8%
Whitehaven	Units	703	639	10.0%	701	639	9.7%	2			115	139	-17.3%
	Median Sales Price	\$56,000	\$52,000	7.7%	\$56,000	\$52,000	7.7%				\$36,500	\$30,000	21.7%
	Ave. Sales Price	\$60,394	\$56,382	7.1%	\$59,995	\$56,382	6.4%	\$200,250			\$41,451	\$34,929	18.7%
Parkway/ Village/ Oakhaven	Units	590	558	5.7%	588	557	5.6%	2	1	100.0%	78	93	-16.1%
	Median Sales Price	\$53,000	\$45,000	17.8%	\$53,000	\$45,000	17.8%				\$39,880	\$33,500	19.0%
	Ave. Sales Price	\$57,148	\$51,305	11.4%	\$57,045	\$51,234	11.3%	\$87,500	\$91,000	-3.9%	\$42,140	\$33,741	24.9%
Hickory Hill	Units	1,301	1,108	17.4%	1,257	1,070	17.5%	44	38	15.6%	100	180	-44.4%
	Median Sales Price	\$99,250	\$90,000	10.3%	\$97,500	\$89,900	8.5%	\$217,500	\$209,176	4.0%	\$64,000	\$57,563	11.2%
	Ave. Sales Price	\$101,353	\$95,533	6.1%	\$97,602	\$91,434	6.7%	\$208,500	\$210,954	-1.2%	\$71,759	\$68,809	4.3%
Southwind	Units	158	130	21.5%	141	117	20.5%	17	13	30.8%	13	15	-13.3%
	Median Sales Price	\$192,050	\$189,200	1.5%	\$182,000	\$175,000	4.0%	\$244,836	\$288,379	-15.1%	\$134,500	\$155,000	-13.2%
	Ave. Sales Price	\$253,469	\$261,339	-3.0%	\$251,530	\$258,541	-2.7%	\$269,545	\$286,519	-5.9%	\$188,431	\$220,881	-14.7%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Cordova	Units	2,330	2,211	5.4%	2,209	2,095	5.4%	121	116	4.3%	109	185	-41.1%
	Median Sales Price	\$154,950	\$144,000	7.6%	\$150,000	\$139,900	7.2%	\$230,000	\$209,492	9.8%	\$116,900	\$110,000	6.3%
	Ave. Sales Price	\$170,009	\$158,465	7.3%	\$165,710	\$154,748	7.1%	\$248,496	\$225,598	10.2%	\$140,111	\$118,948	17.8%
Bartlett	Units	1,216	1,227	-0.9%	1,090	1,087	0.3%	126	140	-10.0%	32	94	-66.0%
	Median Sales Price	\$190,000	\$182,000	4.4%	\$180,000	\$172,000	4.7%	\$282,971	\$253,784	11.5%	\$154,544	\$135,738	13.9%
	Ave. Sales Price	\$201,226	\$190,505	5.6%	\$191,139	\$181,974	5.0%	\$288,485	\$256,741	12.4%	\$172,361	\$141,004	22.2%
G'town	Units	854	848	0.7%	823	833	-1.2%	31	15	106.7%	7	19	-63.2%
	Median Sales Price	\$305,000	\$272,750	11.8%	\$300,000	\$270,000	11.1%	\$709,483	\$579,000	22.5%	\$232,500	\$230,000	1.1%
	Ave. Sales Price	\$359,987	\$318,232	13.1%	\$345,514	\$312,884	10.4%	\$744,201	\$615,229	21.0%	\$231,800	\$291,210	-20.4%
Collierville	Units	1,155	1,110	4.1%	1,032	994	3.8%	123	116	6.0%	21	31	-32.3%
	Median Sales Price	\$340,000	\$315,000	7.9%	\$323,650	\$296,000	9.3%	\$478,422	\$439,950	8.7%	\$246,000	\$195,000	26.2%
	Ave. Sales Price	\$361,005	\$335,496	7.6%	\$342,711	\$318,784	7.5%	\$514,493	\$478,699	7.5%	\$265,870	\$248,680	6.9%
Lateland	Units	307	283	8.5%	301	273	10.3%	6	10	-40.0%	14	9	55.6%
	Median Sales Price	\$255,000	\$260,000	-1.9%	\$255,000	\$256,000	-0.4%	\$425,500	\$362,450	17.4%	\$178,000	\$131,000	35.9%
	Ave. Sales Price	\$278,394	\$276,589	0.7%	\$275,774	\$272,805	1.1%	\$409,848	\$379,875	7.9%	\$189,094	\$176,555	7.1%
Arlington	Units	382	373	2.4%	334	321	4.0%	48	52	-7.7%	8	25	-68.0%
	Median Sales Price	\$244,950	\$232,000	5.6%	\$235,000	\$218,250	7.7%	\$320,438	\$302,506	5.9%	\$192,500	\$139,500	38.0%
	Ave. Sales Price	\$251,618	\$232,330	8.3%	\$239,133	\$218,911	9.2%	\$338,491	\$315,166	7.4%	\$184,658	\$155,939	18.4%
Millington	Units	203	212	-4.2%	203	212	-4.2%				21	29	-27.6%
	Median Sales Price	\$122,000	\$100,000	22.0%	\$122,000	\$100,000	22.0%				\$77,500	\$62,500	24.0%
	Ave. Sales Price	\$134,886	\$117,154	15.1%	\$134,886	\$117,154	15.1%				\$111,639	\$78,212	42.7%
Shelby County	Units	16,210	15,122	7.2%	15,663	14,571	7.5%	547	551	-0.7%	1,017	1,569	-35.2%
	Median Sales Price	\$134,500	\$129,000	4.3%	\$129,900	\$125,000	3.9%	\$298,950	\$279,070	7.1%	\$49,500	\$45,234	9.4%
	Ave. Sales Price	\$170,883	\$163,501	4.5%	\$164,527	\$157,829	4.2%	\$352,884	\$313,502	12.6%	\$74,578	\$71,275	4.6%
Fayette County	Units	760	698	8.9%	647	583	11.0%	113	115	-1.7%	55	66	-16.7%
	Median Sales Price	\$205,500	\$184,199	11.6%	\$190,000	\$173,500	9.5%	\$257,703	\$245,440	5.0%	\$99,900	\$85,000	17.5%
	Ave. Sales Price	\$233,725	\$214,550	8.9%	\$221,118	\$199,757	10.7%	\$305,909	\$289,543	5.7%	\$128,825	\$123,268	4.5%
Tipton County	Units	867	822	5.5%	804	765	5.1%	63	57	10.5%	88	122	-27.8%
	Median Sales Price	\$145,000	\$136,250	6.4%	\$140,000	\$132,000	6.1%	\$279,000	\$271,500	2.8%	\$58,750	\$66,700	-11.9%
	Ave. Sales Price	\$151,238	\$144,193	4.9%	\$141,677	\$134,515	5.3%	\$273,252	\$274,082	-0.3%	\$75,407	\$78,929	-2.6%