

Sales Summary

	October Total Sales			YTD Total Sales		
	2017	2016	% change	2017	2016	% change
Units	1,559	1,552	0.5%	16,258	15,122	7.5%
Median Sales Price	\$136,500	\$126,000	8.3%	\$137,500	\$132,500	3.8%
Average Sales Price	\$174,182	\$157,057	10.9%	\$172,230	\$164,058	5.0%

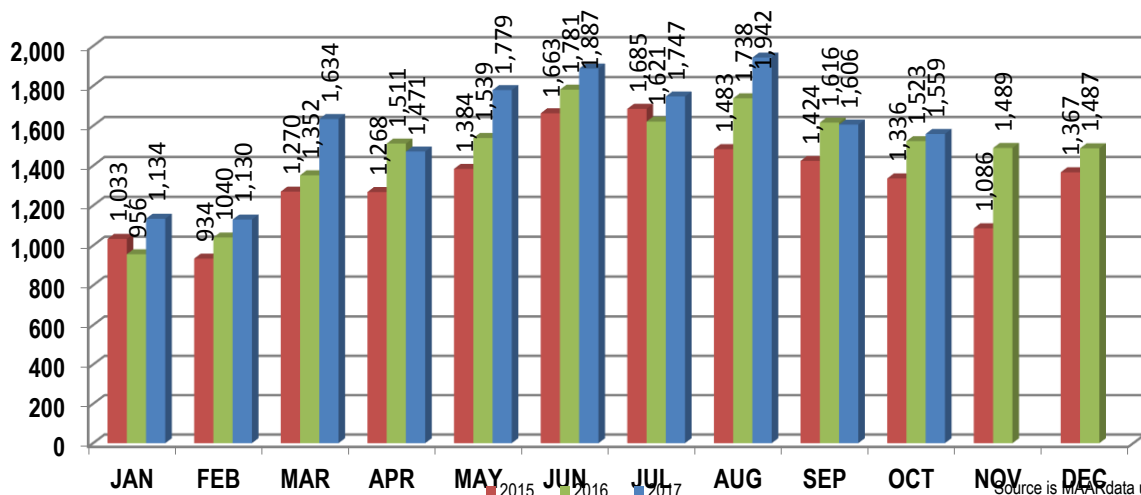
	October Existing Home Sales			YTD Existing Home Sales		
	2017	2016	% change	2017	2016	% change
Units	1,486	1,500	-0.9%	15,614	14,490	7.8%
Median Sales Price	\$132,000	\$122,500	7.8%	\$132,500	\$127,000	4.3%
Average Sales Price	\$164,497	\$151,883	8.3%	\$165,316	\$157,848	4.7%

	October New Home Sales			YTD New Home Sales		
	2017	2016	% change	2017	2016	% change
Units	73	52	40.4%	644	632	1.9%
Median Sales Price	\$289,000	\$274,765	5.2%	\$287,274	\$272,828	5.3%
Average Sales Price	\$371,316	\$306,305	21.2%	\$339,867	\$306,448	10.9%

	October Bank Sales			YTD Bank Sales*		
	2017	2016	% change	2017	2016	% change
Units	88	143	-38.5%	1,068	1,602	-33.3%
Median Sales Price	\$60,100	\$50,003	20.2%	\$50,555	\$48,000	5.3%
Average Sales Price	\$105,954	\$73,582	44.0%	\$77,097	\$73,921	4.3%

	October Non-Bank Sales			YTD Non-Bank Sales		
	2017	2016	% change	2017	2016	% change
Units	1,471	1,409	4.4%	13,713	12,111	13.2%
Median Sales Price	\$142,000	\$135,000	5.2%	\$145,000	\$144,000	0.7%
Average Sales Price	\$178,263	\$165,528	7.7%	\$178,967	\$175,812	1.8%

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.

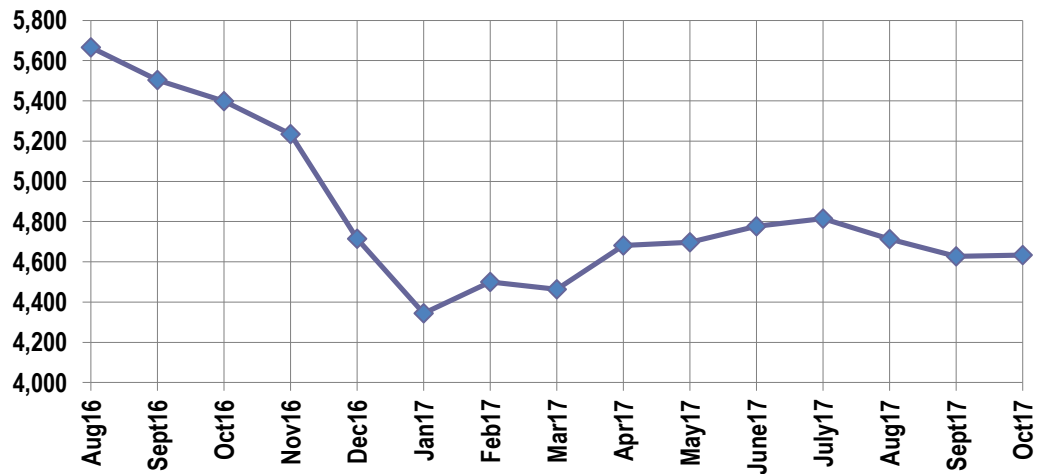
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 10-16-17)		
	Units	Ave. List Price
Single Family	4,399	\$263,188
Condo/Co-op	175	\$202,126
Duplex	60	\$83,367
Market Total	4,634	\$258,554

Pending Sales (as of 10-16-17)s		
	Units	Ave. List Price
Single Family	1,516	\$180,673
Condo/Co-op	48	\$166,161
Duplex	30	\$59,344
Market Total	1,594	\$177,953

	October Foreclosure Actions			YTD Foreclosure Actions		
	2017	2016	% change	2017	2016	% change
Total	119	145	-17.9%	1,584	1,882	-15.8%

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



Inventory

Nov-15	6,086	Nov-16	5,235
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

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Frayser	Units	68	79	-13.9%	67	78	-14.1%	1	1	0	7	9	-22.2%
	Median Sales Price	\$30,500	\$41,000	-25.6%	\$30,000	\$40,991	-26.8%				\$19,000	\$20,750	-8.4%
	Ave. Sales Price	\$47,338	\$55,018	-14.0%	\$46,105	\$54,058	-14.7%	\$129,900	\$129,900	0.0%	\$26,939	\$24,903	8.2%
Raleigh/ Cov. Pike	Units	84	88	-4.5%	83	88	-5.7%	1			4	13	-69.2%
	Median Sales Price	\$88,250	\$75,000	17.7%	\$88,000	\$75,000	17.3%				\$86,500	\$45,888	88.5%
	Ave. Sales Price	\$87,691	\$67,962	29.0%	\$86,953	\$67,962	27.9%	\$148,900			\$79,991	\$45,705	75.0%
Downtown	Units	36	38	-5.3%	36	37	-2.7%		1		2	3	-33.3%
	Median Sales Price	\$227,450	\$193,500	17.5%	\$227,450	\$190,000	19.7%					\$33,400	
	Ave. Sales Price	\$216,267	\$209,849	3.1%	\$216,267	\$207,978	4.0%		\$279,070		\$27,450	\$80,108	-65.7%
Midtown	Units	73	72	1.4%	71	72	-1.4%	2			7	9	-22.2%
	Median Sales Price	\$144,569	\$106,500	35.7%	\$144,569	\$106,500	35.7%				\$30,500	\$57,774	-47.2%
	Ave. Sales Price	\$186,398	\$115,033	62.0%	\$185,719	\$115,033	61.4%	\$210,500			\$59,157	\$66,058	-10.4%
S. Memphis	Units	33	46	-28.3%	33	46	-28.3%				5	14	-64.3%
	Median Sales Price	\$19,000	\$13,000	46.2%	\$19,000	\$13,000	46.2%				\$7,000	\$10,962	-36.1%
	Ave. Sales Price	\$21,957	\$18,603	18.0%	\$21,957	\$18,603	18.0%				\$8,840	\$11,569	-23.6%
Berclair/ Highland Heights	Units	61	53	15.1%	61	53	15.1%				6	10	-40.0%
	Median Sales Price	\$35,000	\$37,722	-7.2%	\$35,000	\$37,722	-7.2%				\$27,500	\$43,050	-36.1%
	Ave. Sales Price	\$39,532	\$37,524	5.4%	\$39,532	\$37,524	5.4%				\$29,849	\$43,089	-30.7%
E. Memphis	Units	244	239	2.1%	242	239	1.3%	2			6	13	-53.8%
	Median Sales Price	\$129,450	\$125,000	3.6%	\$128,500	\$125,000	2.8%				\$24,000	\$37,500	-36.0%
	Ave. Sales Price	\$167,528	\$173,440	-3.4%	\$164,573	\$173,440	-5.1%	\$525,093			\$33,333	\$45,836	-27.3%
Whitehaven	Units	66	57	15.8%	66	57	15.8%				9	8	12.5%
	Median Sales Price	\$52,250	\$56,500	-7.5%	\$52,250	\$56,500	-7.5%				\$53,500	\$22,750	135.2%
	Ave. Sales Price	\$54,143	\$63,024	-14.1%	\$54,143	\$63,024	-14.1%				\$57,677	\$34,770	65.9%
Parkway Village/ Oakhaven	Units	60	61	-1.6%	60	61	-1.6%				5	8	-37.5%
	Median Sales Price	\$61,316	\$49,500	23.9%	\$61,316	\$49,500	23.9%				\$83,000	\$39,250	111.5%
	Ave. Sales Price	\$60,474	\$55,414	9.1%	\$60,474	\$55,414	9.1%				\$70,700	\$39,901	77.2%
Hickory Hill	Units	114	105	8.6%	112	102	9.8%	2	3	-33.3%	6	6	0.0%
	Median Sales Price	\$110,950	\$100,000	11.0%	\$109,700	\$99,950	9.8%		\$246,367		\$63,605	\$67,944	-6.4%
	Ave. Sales Price	\$105,515	\$108,323	-2.6%	\$103,594	\$104,867	-1.2%	\$213,114	\$225,835	-5.6%	\$81,301	\$66,793	21.7%
Southwind	Units	8	13	-38.5%	7	12	-41.7%	1	1	0.0%	2	1	100.0%
	Median Sales Price	\$170,450	\$175,000	-2.6%	\$169,500	\$169,950	-0.3%						
	Ave. Sales Price	\$187,226	\$237,339	-21.1%	\$178,258	\$230,825	-22.8%	\$250,000	\$315,516	-20.8%	\$212,000	\$121,000	75.2%

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Cordova	Units	222	221	0.5%	212	209	1.4%	10	12	-16.7%	11	13	-15.4%
	Median Sales Price	\$158,500	\$145,000	9.3%	\$155,000	\$139,900	10.8%	\$244,900	\$209,542	16.9%	\$193,000	\$88,500	118.1%
	Ave. Sales Price	\$175,274	\$156,474	12.0%	\$167,815	\$152,417	10.1%	\$333,405	\$227,126	46.8%	\$235,220	\$96,677	143.3%
Bartlett	Units	99	105	-5.7%	88	93	-5.4%	11	12	-8.3%	1	7	-85.7%
	Median Sales Price	\$191,000	\$179,900	6.2%	\$181,500	\$170,000	6.7%	\$284,070	\$249,619	13.8%		\$139,000	
	Ave. Sales Price	\$199,655	\$191,991	4.0%	\$189,575	\$183,831	3.1%	\$280,294	\$255,234	9.8%	\$212,000	\$163,978	29.3%
G'town	Units	78	80	-2.5%	74	80	-7.5%	4			1	2	-50.0%
	Median Sales Price	\$338,250	\$279,950	20.8%	\$327,500	\$279,950	17.0%	\$707,796					
	Ave. Sales Price	\$381,476	\$299,161	27.5%	\$362,595	\$299,161	21.2%	\$730,773			\$295,000	\$332,750	-11.3%
Collierville	Units	102	103	-1.0%	87	97	-10.3%	15	6	150.0%	4	7	-42.9%
	Median Sales Price	\$343,000	\$300,000	14.3%	\$319,900	\$294,000	8.8%	\$522,999	\$557,450	-6.2%	\$330,200	\$173,340	90.5%
	Ave. Sales Price	\$383,419	\$322,602	18.9%	\$353,048	\$303,952	16.2%	\$559,571	\$624,108	-10.3%	\$324,825	\$201,248	61.4%
Lateland	Units	27	23	17.4%	26	23	13.0%	1			2		
	Median Sales Price	\$282,500	\$223,000	26.7%	\$268,750	\$223,000	20.5%						
	Ave. Sales Price	\$282,288	\$230,865	22.3%	\$272,953	\$230,865	18.2%	\$525,000			\$155,000		
Arlington	Units	24	26	-7.7%	21	23	-8.7%	3	3	0.0%		4	
	Median Sales Price	\$253,000	\$222,500	13.7%	\$243,000	\$215,000	13.0%	\$377,153	\$304,277	23.9%		\$85,250	
	Ave. Sales Price	\$261,685	\$215,090	21.7%	\$247,328	\$202,573	22.1%	\$362,184	\$311,054	16.4%		\$90,300	
Millington	Units	15	17	-11.8%	15	17	-11.8%				1	1	0.0%
	Median Sales Price	\$133,900	\$118,000	13.5%	\$133,900	\$118,000	13.5%						
	Ave. Sales Price	\$141,666	\$130,205	8.8%	\$141,666	\$130,205	8.8%				\$33,500	\$62,500	-46.4%
Shelby County	Units	1,387	1,402	-1.1%	1,334	1,363	-2.1%	53	39	35.9%	77	126	-38.9%
	Median Sales Price	\$132,500	\$121,050	9.5%	\$127,950	\$118,000	8.4%	\$314,962	\$254,900	23.6%	\$58,000	\$44,250	31.1%
	Ave. Sales Price	\$173,156	\$154,767	11.9%	\$163,715	\$150,488	8.8%	\$410,787	\$304,311	35.0%	\$102,226	\$68,697	48.8%
Fayette County	Units	82	77	6.5%	69	69	0.0%	13	8	62.5%	7	7	0.0%
	Median Sales Price	\$194,792	\$186,871	4.2%	\$185,000	\$179,900	2.8%	\$235,900	\$270,324	-12.7%	\$65,000	\$74,900	-13.2%
	Ave. Sales Price	\$210,332	\$207,416	1.4%	\$198,936	\$195,051	2.0%	\$270,815	\$314,069	-13.8%	\$166,928	\$89,757	86.0%
Tipton County	Units	90	73	23.3%	83	68	22.1%	7	5	40.0%	4	10	-60.0%
	Median Sales Price	\$155,450	\$143,500	8.3%	\$148,000	\$137,000	8.0%	\$274,900	\$302,900	-9.2%	\$50,000	\$105,000	-52.4%
	Ave. Sales Price	\$157,044	\$147,904	6.2%	\$148,436	\$136,026	9.1%	\$259,112	\$309,441	-16.3%	\$71,000	\$123,820	-42.7%

		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
Frayser	Units	770	649	18.6%	766	647	18.4%	4	2	100	97	138	-29.7%
	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	\$43,580	\$40,020	8.9%	\$43,266	\$39,846	8.6%	\$103,675	\$96,450	7.5%	\$28,822	\$23,432	23.0%
Raleigh/ Cov. Pike	Units	906	813	11.4%	902	802	12.5%	4	11	-63.6%	97	129	-24.8%
	Median Sales Price	\$79,000	\$68,000	16.2%	\$79,000	\$66,900	18.1%	\$148,900	\$153,900	-3.2%	\$54,000	\$44,000	22.7%
	Ave. Sales Price	\$78,386	\$69,240	13.2%	\$78,148	\$68,167	14.6%	\$132,050	\$147,454	-10.4%	\$54,923	\$45,015	22.0%
Downtown	Units	435	427	1.9%	432	410	5.4%	3	17	-82.3%	14	25	-44.0%
	Median Sales Price	\$225,500	\$216,000	4.4%	\$225,250	\$211,000	6.8%	\$255,738	\$312,012	-18.0%	\$8,237	\$20,500	-59.8%
	Ave. Sales Price	\$232,515	\$222,852	4.3%	\$232,282	\$218,927	6.1%	\$266,117	\$317,528	-16.2%	\$27,781	\$50,771	-45.3%
Midtown	Units	811	743	9.2%	807	742	8.8%	4	1	300.0%	40	72	-44.4%
	Median Sales Price	\$142,000	\$135,000	5.2%	\$142,000	\$135,000	5.2%	\$291,250			\$49,095	\$36,102	36.0%
	Ave. Sales Price	\$163,826	\$156,732	4.5%	\$163,183	\$156,350	4.4%	\$293,600	\$440,000	-33.3%	\$68,920	\$73,875	-6.7%
S. Memphis	Units	423	320	32.2%	423	320	32.2%				61	87	-28.9%
	Median Sales Price	\$18,500	\$15,000	23.3%	\$18,500	\$15,000	23.3%				\$15,000	\$11,080	35.4%
	Ave. Sales Price	\$24,844	\$20,846	19.2%	\$24,844	\$20,846	19.2%				\$15,949	\$17,037	-6.4%
Berclair/ Highland Heights	Units	505	543	-7.0%	505	543	-7.0%				45	81	-44.4%
	Median Sales Price	\$38,500	\$32,000	20.3%	\$38,500	\$32,000	20.3%				\$32,555	\$25,950	25.4%
	Ave. Sales Price	\$42,046	\$37,260	12.8%	\$42,046	\$37,260	12.8%				\$32,968	\$31,280	5.4%
E. Memphis	Units	2,722	2,546	6.9%	2,715	2,536	7.1%	7	10	-30.0%	109	178	-38.8%
	Median Sales Price	\$136,700	\$130,000	5.2%	\$136,000	\$130,000	4.6%	\$408,000	\$393,250	3.8%	\$40,300	\$36,950	9.1%
	Ave. Sales Price	\$182,611	\$178,448	2.3%	\$181,812	\$177,250	2.6%	\$492,883	\$482,399	2.2%	\$69,421	\$57,980	19.7%
Whitehaven	Units	626	581	7.7%	625	581	7.6%	1			106	129	-17.8%
	Median Sales Price	\$55,000	\$51,000	7.8%	\$55,000	\$51,000	7.8%				\$36,500	\$28,120	29.8%
	Ave. Sales Price	\$59,080	\$55,861	5.8%	\$58,851	\$55,861	5.4%	\$202,000			\$41,307	\$34,713	19.0%
Parkway Village/ Oakhaven	Units	533	509	4.7%	533	508	4.9%		1		74	84	-11.9%
	Median Sales Price	\$52,000	\$44,000	18.2%	\$52,000	\$44,000	18.2%				\$40,001	\$31,649	26.4%
	Ave. Sales Price	\$56,662	\$50,618	11.9%	\$56,662	\$50,538	12.1%		\$91,000		\$42,453	\$32,670	29.9%
Hickory Hill	Units	1,185	1,002	18.3%	1,145	969	18.2%	40	33	21.2%	91	166	-45.2%
	Median Sales Price	\$99,000	\$90,000	10.0%	\$97,000	\$89,900	7.9%	\$217,500	\$210,000	3.6%	\$64,000	\$58,000	10.3%
	Ave. Sales Price	\$100,934	\$94,914	6.3%	\$97,147	\$90,992	6.8%	\$209,361	\$210,062	-0.3%	\$71,336	\$68,645	3.9%
Southwind	Units	142	118	20.3%	128	109	17.4%	14	9	55.6%	13	12	8.3%
	Median Sales Price	\$189,055	\$182,500	3.6%	\$180,750	\$175,000	3.3%	\$245,970	\$288,379	-14.7%	\$134,500	\$172,450	-22.0%
	Ave. Sales Price	\$239,090	\$262,385	-8.8%	\$230,075	\$260,633	-9.8%	\$275,804	\$283,601	-2.7%	\$188,431	\$238,041	-20.8%

		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	2,090	2,008	4.1%	1,984	1,909	3.9%	106	99	7.1%	100	167	-40.1%
	Median Sales Price	\$153,000	\$143,750	6.4%	\$150,000	\$139,900	7.2%	\$223,689	\$209,084	7.0%	\$115,700	\$105,000	10.2%
	Ave. Sales Price	\$168,503	\$157,876	6.7%	\$164,328	\$154,290	6.5%	\$246,659	\$227,027	8.6%	\$139,969	\$117,184	19.4%
Bartlett	Units	1,118	1,118	0.0%	1,000	992	0.8%	118	126	-6.3%	29	89	-67.4%
	Median Sales Price	\$190,000	\$180,000	5.6%	\$180,000	\$170,000	5.9%	\$278,606	\$252,198	10.5%	\$148,000	\$137,500	7.6%
	Ave. Sales Price	\$200,548	\$188,585	6.3%	\$190,385	\$179,990	5.8%	\$286,672	\$256,256	11.9%	\$172,309	\$143,084	20.4%
G'town	Units	786	774	1.6%	757	762	-0.7%	29	12	141.7%	7	17	-58.8%
	Median Sales Price	\$307,300	\$270,000	13.8%	\$300,000	\$270,000	11.1%	\$709,483	\$583,250	21.6%	\$232,500	\$230,000	1.1%
	Ave. Sales Price	\$361,652	\$315,615	14.6%	\$346,948	\$310,811	11.6%	\$745,485	\$620,704	20.1%	\$231,800	\$301,764	-23.2%
Collierville	Units	1,064	1,019	4.4%	956	917	4.3%	108	102	5.9%	18	30	-40.0%
	Median Sales Price	\$338,000	\$315,000	7.3%	\$320,000	\$295,900	8.1%	\$480,000	\$439,791	9.1%	\$257,369	\$193,750	32.8%
	Ave. Sales Price	\$358,674	\$335,081	7.0%	\$340,571	\$319,749	6.5%	\$518,921	\$472,925	9.7%	\$270,154	\$250,236	8.0%
Lateland	Units	293	254	15.4%	287	247	16.2%	6	7	-14.3%	12	8	50.0%
	Median Sales Price	\$255,000	\$255,000	0.0%	\$255,000	\$250,000	2.0%	\$425,500	\$349,999	21.6%	\$187,450	\$128,000	46.5%
	Ave. Sales Price	\$279,030	\$264,050	5.7%	\$276,295	\$261,639	5.6%	\$409,848	\$349,128	17.4%	\$197,276	\$168,249	17.2%
Arlington	Units	353	341	3.5%	313	296	5.7%	40	45	-11.1%	8	24	-66.7%
	Median Sales Price	\$243,900	\$230,000	6.0%	\$235,000	\$218,125	7.7%	\$313,857	\$301,985	3.9%	\$192,500	\$140,300	37.2%
	Ave. Sales Price	\$250,214	\$232,129	7.8%	\$239,720	\$219,551	9.2%	\$332,327	\$314,864	5.5%	\$184,658	\$156,624	17.9%
Millington	Units	191	190	0.5%	191	190	0.5%				19	26	-26.9%
	Median Sales Price	\$117,000	\$100,000	17.0%	\$117,000	\$100,000	17.0%				\$67,500	\$62,243	8.4%
	Ave. Sales Price	\$131,363	\$117,823	11.5%	\$131,363	\$117,823	11.5%				\$106,885	\$78,102	36.8%
Shelby County	Units	14,788	13,745	7.6%	14,304	13,270	7.8%	484	475	1.9%	931	1,442	-35.4%
	Median Sales Price	\$133,500	\$129,000	3.5%	\$129,900	\$125,000	3.9%	\$298,700	\$279,070	7.0%	\$48,900	\$45,234	8.1%
	Ave. Sales Price	\$170,648	\$162,872	4.8%	\$164,385	\$157,465	4.4%	\$355,767	\$313,928	13.3%	\$74,297	\$71,445	4.0%
Fayette County	Units	691	625	10.6%	586	521	12.5%	105	104	1.0%	52	54	-3.7%
	Median Sales Price	\$203,680	\$182,500	11.6%	\$190,000	\$169,000	12.4%	\$257,064	\$244,220	5.3%	\$99,950	\$88,175	12.7%
	Ave. Sales Price	\$231,581	\$211,917	9.3%	\$218,861	\$196,899	11.2%	\$302,571	\$287,150	5.4%	\$129,911	\$130,202	-0.2%
Tipton County	Units	779	752	3.6%	724	699	3.6%	55	53	3.8%	85	106	-19.8%
	Median Sales Price	\$144,900	\$138,500	4.6%	\$139,950	\$134,900	3.7%	\$279,000	\$271,500	2.3%	\$60,000	\$66,300	-9.5%
	Ave. Sales Price	\$149,612	\$145,964	2.5%	\$140,379	\$136,007	3.2%	\$271,444	\$277,278	-2.2%	\$75,454	\$78,929	-4.4%