

Sales Summary

| | March Total Sales | | | YTD Total Sales | | |
|---------------------|-------------------|-----------|----------|-----------------|-----------|----------|
| | 2013 | 2012 | % change | 2013 | 2012 | % change |
| Units | 1,164 | 1,290 | -9.8% | 3,367 | 3,145 | 7.1% |
| Median Sales Price | \$95,900 | \$83,000 | 15.5% | \$89,400 | \$75,000 | 19.2% |
| Average Sales Price | \$133,240 | \$122,450 | 8.8% | \$125,582 | \$113,793 | 10.4% |

| | March Existing Sales | | | YTD Existing Home Sales | | |
|---------------------|----------------------|-----------|----------|-------------------------|-----------|----------|
| | 2013 | 2012 | % change | 2013 | 2012 | % change |
| Units | 1,107 | 1,228 | -9.9% | 3,205 | 2,987 | 7.3% |
| Median Sales Price | \$89,960 | \$78,000 | 15.3% | \$83,900 | \$70,500 | 19.0% |
| Average Sales Price | \$127,260 | \$115,182 | 10.5% | \$119,846 | \$106,491 | 12.5% |

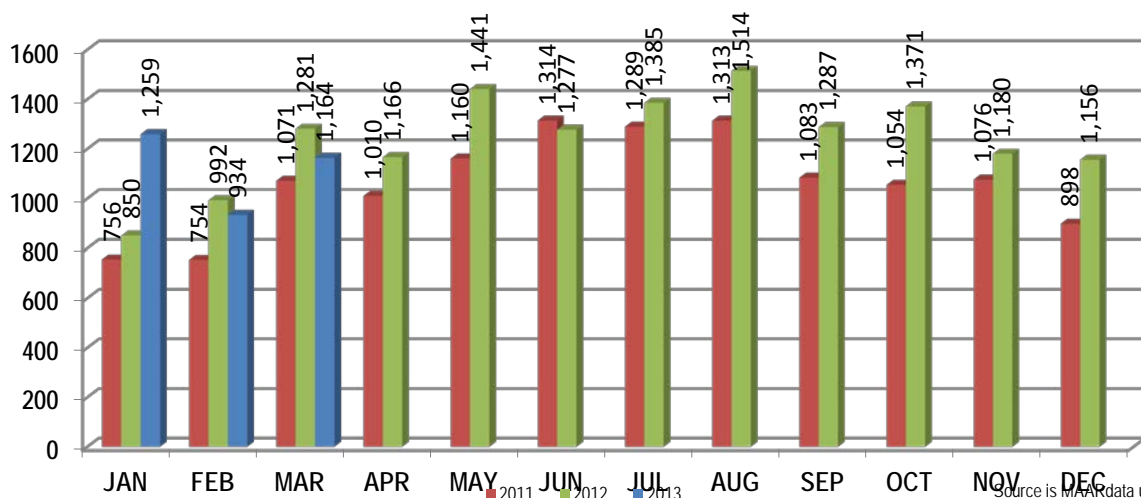
| | March New Home Sales | | | YTD New Home Sales | | |
|---------------------|----------------------|-----------|----------|--------------------|-----------|----------|
| | 2013 | 2012 | % change | 2013 | 2012 | % change |
| Units | 57 | 62 | -8.1% | 162 | 158 | 2.5% |
| Median Sales Price | \$228,276 | \$215,725 | 5.8% | \$211,260 | \$218,000 | -3.1% |
| Average Sales Price | \$249,371 | \$266,405 | -6.4% | \$239,045 | \$251,836 | -5.1% |

| | March Bank Sales | | | YTD Bank Sales* | | |
|---------------------|------------------|----------|----------|-----------------|----------|----------|
| | 2013 | 2012 | % change | 2013 | 2012 | % change |
| Units | 297 | 402 | -26.1% | 868 | 1,059 | -18.0% |
| Median Sales Price | \$52,000 | \$43,000 | 20.9% | \$52,101 | \$38,500 | 35.3% |
| Average Sales Price | \$77,852 | \$69,066 | 12.7% | \$75,396 | \$63,791 | 18.2% |

| | March Non-Bank Sales | | | YTD Non-Bank Sales | | |
|---------------------|----------------------|-----------|----------|--------------------|-----------|----------|
| | 2013 | 2012 | % change | 2013 | 2012 | % change |
| Units | 867 | 888 | -2.4% | 2,499 | 2,086 | 19.8% |
| Median Sales Price | \$118,500 | \$119,900 | -1.2% | \$109,000 | \$108,000 | 0.9% |
| Average Sales Price | \$152,214 | \$146,617 | 3.8% | \$143,013 | \$139,177 | 2.8% |

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.

Total Monthly Sales Comparison



Source is MAAR data unless otherwise noted.

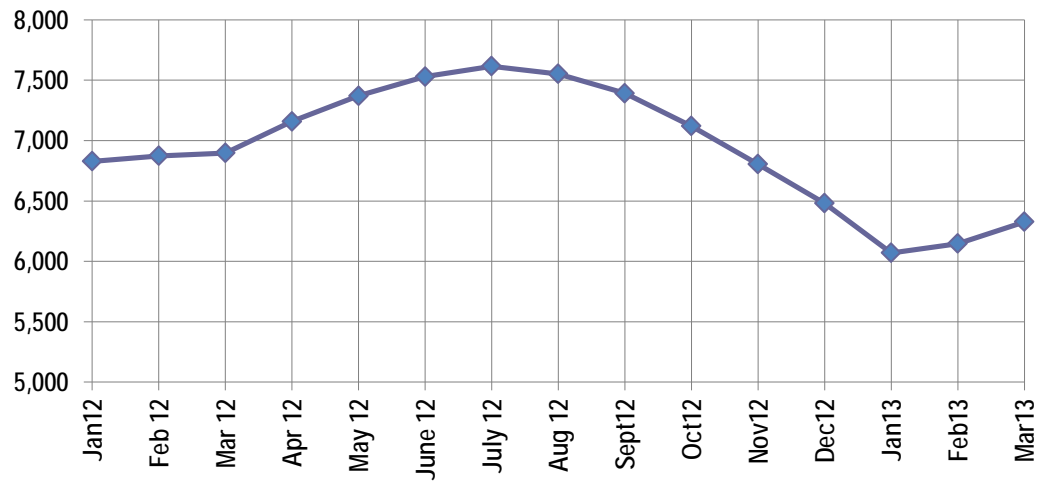
Active Listings, Pending Sales and Foreclosure Action Summary

| Active Listings (as of 03-15-13) | | |
|----------------------------------|--------------|------------------|
| | Units | Ave. List Price |
| Single Family | 5,900 | \$213,723 |
| Condo/Co-op | 331 | \$155,817 |
| Duplex | 96 | \$61,542 |
| Market Total | 6,327 | \$208,399 |

| Pending Sales (as of 03-15-13) | | |
|--------------------------------|--------------|------------------|
| | Units | Ave. List Price |
| Single Family | 1,823 | \$151,966 |
| Condo/Co-op | 54 | \$130,742 |
| Duplex | 17 | \$51,341 |
| Market Total | 1,894 | \$150,458 |

| | March Foreclosure Actions | | | YTD Foreclosure Actions | | |
|--------------|---------------------------|------|----------|-------------------------|-------|----------|
| | 2013 | 2012 | % change | 2013 | 2012 | % change |
| Total | 321 | 436 | -26.4% | 1,130 | 1,337 | -15.5% |

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



| | | | |
|--------|-------|--------|-------|
| Apr-11 | 8,661 | Apr-12 | 7,158 |
| May-11 | 8,638 | May-12 | 7,370 |
| Jun-11 | 8,554 | Jun-12 | 7,529 |
| Jul-11 | 8,498 | Jul-12 | 7,615 |
| Aug-11 | 8,370 | Aug-12 | 7,552 |
| Sep-11 | 8,242 | Sep-12 | 7,392 |
| Oct-11 | 8,053 | Oct-12 | 7,120 |
| Nov-11 | 7,673 | Nov-12 | 6,805 |
| Dec-11 | 7,194 | Dec-12 | 6,481 |
| Jan-12 | 6,828 | Jan-13 | 6,070 |
| Feb-12 | 6,873 | Feb-13 | 6,147 |
| Mar-12 | 6,897 | Mar-13 | 6,327 |



Memphis Area Home Sales Report
March 2013

Area Detail - Current Month

| | | March Total Sales | | | March Existing Sales | | | March New Home Sales | | | March Bank Sales | | |
|-----------------------------------|--------------------|-------------------|-----------|----------|----------------------|-----------|----------|----------------------|-----------|----------|------------------|-----------|----------|
| | | 2013 | 2012 | % change | 2013 | 2012 | % change | 2013 | 2012 | % change | 2013 | 2012 | % change |
| Frayser | Units | 58 | 81 | -28.4% | 58 | 81 | -28.4% | | - | - | 20 | 38 | -47.4% |
| | Median Sales Price | \$22,250 | \$17,400 | 27.9% | \$22,250 | \$17,400 | 27.9% | | - | - | \$14,525 | \$15,500 | -6.3% |
| | Ave. Sales Price | \$28,533 | \$21,797 | 30.9% | \$28,533 | \$21,797 | 30.9% | | - | - | \$16,825 | \$17,993 | -6.5% |
| Raleigh/ Gov. Pike | Units | 67 | 85 | -21.2% | 67 | 84 | -20.2% | | 1 | | 16 | 27 | -40.7% |
| | Median Sales Price | \$51,000 | \$48,500 | 5.2% | \$51,000 | \$48,250 | 5.7% | | | | \$44,051 | \$37,500 | 17.5% |
| | Ave. Sales Price | \$52,797 | \$49,001 | 7.7% | \$52,797 | \$48,728 | 8.4% | | \$72,000 | | \$49,633 | \$35,549 | 39.6% |
| Downtown | Units | 29 | 29 | 0.0% | 29 | 29 | 0.0% | | | | 6 | 10 | -40.0% |
| | Median Sales Price | \$172,000 | \$187,000 | -8.0% | \$172,000 | \$187,000 | -8.0% | | | | \$96,500 | \$117,000 | -17.5% |
| | Ave. Sales Price | \$195,077 | \$180,162 | 8.3% | \$195,077 | \$180,162 | 8.3% | | | | \$84,074 | \$105,740 | -20.5% |
| Midtown | Units | 65 | 65 | 0.0% | 65 | 65 | 0.0% | | | | 14 | 17 | -17.6% |
| | Median Sales Price | \$72,500 | \$68,000 | 6.6% | \$72,500 | \$68,000 | 6.6% | | | | \$15,250 | \$29,500 | -48.3% |
| | Ave. Sales Price | \$95,546 | \$88,896 | 7.5% | \$95,546 | \$88,896 | 7.5% | | | | \$38,730 | \$50,339 | -23.1% |
| S. Memphis | Units | 43 | 51 | -15.7% | 43 | 51 | -15.7% | | | - | 18 | 16 | 12.5% |
| | Median Sales Price | \$14,001 | \$12,500 | 12.0% | \$14,001 | \$12,500 | 12.0% | | - | - | \$10,950 | \$7,600 | 44.1% |
| | Ave. Sales Price | \$18,492 | \$15,376 | 20.3% | \$18,492 | \$15,376 | 20.3% | | | - | \$10,905 | \$10,916 | -0.1% |
| Bercilair/ Highland Heights | Units | 38 | 42 | -9.5% | 38 | 42 | -9.5% | | - | - | 10 | 18 | -44.4% |
| | Median Sales Price | \$30,401 | \$27,279 | 11.4% | \$30,401 | \$27,279 | 11.4% | | - | - | \$24,750 | \$21,275 | 16.3% |
| | Ave. Sales Price | \$33,863 | \$29,820 | 13.6% | \$33,863 | \$29,820 | 13.6% | | - | - | \$24,162 | \$22,139 | 9.1% |
| E. Memphis | Units | 167 | 183 | -8.7% | 166 | 182 | -8.8% | 1 | 1 | 0.0% | 23 | 37 | -37.8% |
| | Median Sales Price | \$115,000 | \$93,200 | 23.4% | \$115,000 | \$92,100 | 24.9% | | | | \$51,340 | \$27,000 | 90.1% |
| | Ave. Sales Price | \$147,461 | \$147,022 | 0.3% | \$147,220 | \$144,108 | 2.2% | \$187,500 | \$677,500 | -72.3% | \$60,308 | \$59,991 | 0.5% |
| Whitehaven | Units | 45 | 66 | -31.8% | 45 | 66 | -31.8% | | | | 17 | 31 | -45.2% |
| | Median Sales Price | \$43,000 | \$32,500 | 32.3% | \$43,000 | \$32,500 | 32.3% | | | - | \$22,950 | \$27,675 | -17.1% |
| | Ave. Sales Price | \$47,607 | \$41,940 | 13.5% | \$47,607 | \$41,940 | 13.5% | | | | \$38,703 | \$29,972 | 29.1% |
| Parkway Village/ Oakhaven | Units | 40 | 50 | -20.0% | 40 | 50 | -20.0% | | | | 16 | 20 | -20.0% |
| | Median Sales Price | \$32,050 | \$31,500 | 1.7% | \$32,050 | \$31,500 | 1.7% | | | | \$29,251 | \$27,500 | 6.4% |
| | Ave. Sales Price | \$38,738 | \$35,814 | 8.2% | \$38,738 | \$35,814 | 8.2% | | | | \$29,725 | \$27,912 | 6.5% |
| Hickory Hill | Units | 93 | 122 | -23.8% | 90 | 114 | -21.1% | 3 | 8 | -62.5% | 29 | 60 | -51.7% |
| | Median Sales Price | \$65,500 | \$60,863 | 7.6% | \$65,000 | \$59,550 | 9.2% | \$156,000 | \$146,415 | 6.5% | \$50,501 | \$47,500 | 6.3% |
| | Ave. Sales Price | \$75,053 | \$70,370 | 6.7% | \$72,602 | \$64,942 | 11.8% | \$148,580 | \$147,715 | 0.6% | \$54,867 | \$51,178 | 7.2% |
| Southwind | Units | 6 | 10 | -40.0% | 5 | 10 | -50.0% | 1 | | | 3 | 5 | -40.0% |
| | Median Sales Price | \$104,250 | \$146,750 | -29.0% | \$101,000 | \$146,750 | -31.2% | | | | \$101,000 | \$177,000 | -42.9% |
| | Ave. Sales Price | \$130,783 | \$178,050 | -26.5% | \$103,539 | \$178,050 | -41.8% | \$267,000 | | | \$103,399 | \$173,000 | -40.2% |



Memphis Area Home Sales Report
March 2013

Area Detail - Current Month

| | | March Total Sales | | | March Existing Sales | | | March New Home Sales | | | March Bank Sales | | |
|----------------|--------------------|-------------------|-----------|----------|----------------------|-----------|----------|----------------------|-----------|----------|------------------|-----------|----------|
| | | 2013 | 2012 | % change | 2013 | 2012 | % change | 2013 | 2012 | % change | 2013 | 2012 | % change |
| Cordova | Units | 150 | 153 | -2.0% | 139 | 148 | -6.1% | 11 | 5 | 120.0% | 54 | 51 | 5.9% |
| | Median Sales Price | \$107,450 | \$104,900 | 2.4% | \$103,000 | \$103,300 | -0.3% | \$190,720 | \$201,064 | -5.1% | \$86,827 | \$77,000 | 12.8% |
| | Ave. Sales Price | \$136,111 | \$117,433 | 15.9% | \$132,454 | \$114,350 | 15.8% | \$182,323 | \$208,673 | -12.6% | \$128,088 | \$87,145 | 47.0% |
| Bartlett | Units | 71 | 57 | 24.6% | 65 | 50 | 30.0% | 6 | 7 | -14.3% | 17 | 13 | 30.8% |
| | Median Sales Price | \$149,900 | \$157,000 | -4.5% | \$143,900 | \$151,500 | -5.0% | \$217,310 | \$184,885 | 17.5% | \$117,600 | \$140,000 | -16.0% |
| | Ave. Sales Price | \$150,686 | \$155,918 | -3.4% | \$144,017 | \$150,875 | -4.5% | \$222,930 | \$191,939 | 16.1% | \$118,644 | \$139,441 | -14.9% |
| G'town | Units | 70 | 56 | 25.0% | 67 | 53 | 26.4% | 3 | 3 | 0.0% | 4 | 10 | -60.0% |
| | Median Sales Price | \$268,050 | \$232,500 | 15.3% | \$265,000 | \$215,000 | 23.3% | \$374,800 | \$374,500 | 0.1% | \$258,550 | \$127,850 | 102.2% |
| | Ave. Sales Price | \$309,874 | \$261,267 | 18.6% | \$306,237 | \$254,112 | 20.5% | \$391,100 | \$387,666 | 0.9% | \$311,750 | \$246,364 | 26.5% |
| Collierville | Units | 65 | 93 | -30.1% | 57 | 83 | -31.3% | 8 | 10 | -20.0% | 11 | 13 | -15.4% |
| | Median Sales Price | \$297,855 | \$255,000 | 16.8% | \$278,100 | \$245,000 | 13.5% | \$361,150 | \$376,289 | -4.0% | \$128,000 | \$179,000 | -28.5% |
| | Ave. Sales Price | \$288,939 | \$286,192 | 1.0% | \$279,987 | \$266,856 | 4.9% | \$352,718 | \$446,685 | -21.0% | \$155,347 | \$184,507 | -15.8% |
| Lakeland | Units | 20 | 18 | 11.1% | 17 | 13 | 30.8% | 3 | 5 | -40.0% | 4 | 3 | 33.3% |
| | Median Sales Price | \$271,250 | \$249,000 | 8.9% | \$251,500 | \$248,000 | 1.4% | \$379,900 | \$317,573 | 19.6% | \$160,000 | \$250,000 | -36.0% |
| | Ave. Sales Price | \$294,220 | \$254,538 | 15.6% | \$280,323 | \$242,719 | 15.5% | \$372,966 | \$285,268 | 30.7% | \$175,000 | \$278,783 | -37.2% |
| Arlington | Units | 30 | 34 | -11.8% | 22 | 26 | -15.4% | 8 | 8 | 0.0% | 4 | 7 | -42.9% |
| | Median Sales Price | \$210,280 | \$193,083 | 8.9% | \$197,450 | \$185,050 | 6.7% | \$221,018 | \$219,925 | 0.5% | \$175,000 | \$181,600 | -3.6% |
| | Ave. Sales Price | \$207,525 | \$201,127 | 3.2% | \$197,190 | \$190,829 | 3.3% | \$235,945 | \$234,595 | 0.6% | \$183,168 | \$188,142 | -2.6% |
| Millington | Units | 16 | 7 | 128.6% | 16 | 7 | 128.6% | | | | 8 | 2 | 300.0% |
| | Median Sales Price | \$53,950 | \$85,000 | -36.5% | \$53,950 | \$85,000 | -36.5% | | | | \$38,250 | | |
| | Ave. Sales Price | \$61,256 | \$109,535 | -44.1% | \$61,256 | \$109,535 | -44.1% | | | | \$49,274 | \$93,750 | -47.4% |
| Shelby County | Units | 1,063 | 1,182 | -10.1% | 1,019 | 1,134 | -10.1% | 44 | 48 | -8.3% | 271 | 372 | -27.2% |
| | Median Sales Price | \$92,400 | \$77,900 | 18.6% | \$87,000 | \$74,950 | 16.1% | \$227,168 | \$219,925 | 3.3% | \$50,501 | \$40,000 | 26.3% |
| | Ave. Sales Price | \$132,135 | \$119,252 | 10.8% | \$126,805 | \$112,614 | 12.6% | \$255,565 | \$276,065 | -7.4% | \$76,319 | \$67,627 | 12.9% |
| Fayette County | Units | 49 | 51 | -3.9% | 41 | 43 | -4.7% | 8 | 8 | 0.0% | 10 | 9 | 11.1% |
| | Median Sales Price | \$160,000 | \$165,000 | -3.0% | \$154,900 | \$136,000 | 13.9% | \$208,450 | \$203,993 | 2.2% | \$93,298 | \$106,000 | -12.0% |
| | Ave. Sales Price | \$180,461 | \$198,823 | -9.2% | \$168,481 | \$193,036 | -12.7% | \$241,857 | \$229,926 | 5.2% | \$123,113 | \$117,555 | 4.7% |
| Tipton County | Units | 52 | 57 | -8.8% | 47 | 51 | -7.8% | 5 | 6 | -16.7% | 16 | 21 | -23.8% |
| | Median Sales Price | \$114,500 | \$105,000 | 9.0% | \$94,000 | \$102,500 | -8.3% | \$241,000 | \$253,400 | -4.9% | \$54,850 | \$72,507 | -24.4% |
| | Ave. Sales Price | \$111,337 | \$120,441 | -7.6% | \$101,173 | \$106,639 | -5.1% | \$206,880 | \$237,764 | -13.0% | \$75,518 | \$73,762 | 2.4% |



Memphis Area Home Sales Report
March 2013

Area Detail - Year to Date

| | | YTD Total Sales | | | YTD Existing Sales | | | YTD New Home Sales | | | YTD Bank Sales | | |
|----------------------------------|--------------------|-----------------|-----------|----------|--------------------|-----------|----------|--------------------|-----------|----------|----------------|-----------|----------|
| | | 2013 | 2012 | % change | 2013 | 2012 | % change | 2013 | 2012 | % change | 2013 | 2012 | % change |
| Frayser | Units | 200 | 182 | 9.9% | 200 | 182 | 9.9% | | | | 62 | 77 | -19.5% |
| | Median Sales Price | \$22,375 | \$19,700 | 13.6% | \$22,375 | \$19,700 | 13.6% | | | | \$16,000 | \$15,000 | 6.7% |
| | Ave. Sales Price | \$28,643 | \$23,562 | 21.6% | \$28,643 | \$23,562 | 21.6% | | | | \$18,163 | \$17,104 | 6.2% |
| Raleigh/ Cov. Pike | Units | 222 | 223 | -0.4% | 219 | 218 | 0.5% | 3 | 5 | -40.0% | 43 | 91 | -52.7% |
| | Median Sales Price | \$52,000 | \$43,900 | 18.5% | \$52,000 | \$42,850 | 21.4% | \$146,815 | \$76,000 | 93.2% | \$43,101 | \$35,000 | 23.1% |
| | Ave. Sales Price | \$56,207 | \$49,062 | 14.6% | \$55,058 | \$48,078 | 14.5% | \$140,076 | \$91,963 | 52.3% | \$47,537 | \$36,377 | 30.7% |
| Downtown | Units | 77 | 68 | 13.2% | 77 | 68 | 13.2% | | | | 16 | 23 | -30.4% |
| | Median Sales Price | \$174,000 | \$168,450 | 3.3% | \$174,000 | \$168,450 | 3.3% | | | | \$107,500 | \$59,000 | 82.2% |
| | Ave. Sales Price | \$183,565 | \$162,366 | 13.1% | \$183,565 | \$162,366 | 13.1% | | | | \$120,182 | \$79,609 | 51.0% |
| Midtown | Units | 159 | 180 | -11.7% | 158 | 180 | -12.2% | 1 | | | 38 | 52 | -26.9% |
| | Median Sales Price | \$77,500 | \$54,000 | 43.5% | \$76,250 | \$54,000 | 41.2% | | | | \$22,600 | \$17,000 | 32.9% |
| | Ave. Sales Price | \$111,658 | \$78,846 | 41.6% | \$111,105 | \$78,846 | 40.9% | \$199,000 | | | \$43,831 | \$32,543 | 34.7% |
| S. Memphis | Units | 103 | 118 | -12.7% | 103 | 118 | -12.7% | | | | 46 | 49 | -6.1% |
| | Median Sales Price | \$12,251 | \$12,000 | 2.1% | \$12,251 | \$12,000 | 2.1% | | | | \$10,950 | \$8,976 | 22.0% |
| | Ave. Sales Price | \$18,252 | \$16,495 | 10.7% | \$18,252 | \$16,495 | 10.7% | | | | \$12,406 | \$11,182 | 10.9% |
| Berclair/ Highland Heights | Units | 124 | 115 | 7.8% | 124 | 115 | 7.8% | | | | 34 | 50 | -32.0% |
| | Median Sales Price | \$29,950 | \$25,000 | 19.8% | \$29,950 | \$25,000 | 19.8% | | | | \$22,500 | \$19,250 | 16.9% |
| | Ave. Sales Price | \$32,276 | \$27,133 | 19.0% | \$32,276 | \$27,133 | 19.0% | | | | \$23,700 | \$20,640 | 14.8% |
| E. Memphis | Units | 516 | 455 | 13.4% | 514 | 453 | 13.5% | 2 | 2 | 0.0% | 84 | 108 | -22.2% |
| | Median Sales Price | \$100,125 | \$91,000 | 10.0% | \$100,000 | \$91,000 | 9.9% | | | | \$36,500 | \$27,875 | 30.9% |
| | Ave. Sales Price | \$147,815 | \$137,955 | 7.1% | \$147,443 | \$135,789 | 8.6% | \$243,250 | \$628,750 | -61.3% | \$52,537 | \$60,006 | -12.4% |
| Whitehaven | Units | 148 | 174 | -14.9% | 148 | 174 | -14.9% | | | | 43 | 76 | -43.4% |
| | Median Sales Price | \$40,000 | \$32,000 | 25.0% | \$40,000 | \$32,000 | 25.0% | | | | \$26,000 | \$27,838 | -6.6% |
| | Ave. Sales Price | \$48,668 | \$39,562 | 23.0% | \$48,668 | \$39,562 | 23.0% | | | | \$34,153 | \$30,346 | 12.5% |
| Parkway Village/ Oakhaven | Units | 139 | 123 | 13.0% | 138 | 119 | 16.0% | 1 | 4 | -75.0% | 44 | 56 | -21.4% |
| | Median Sales Price | \$34,000 | \$30,000 | 13.3% | \$34,000 | \$30,000 | 13.3% | | \$75,500 | | \$30,000 | \$24,400 | 23.0% |
| | Ave. Sales Price | \$39,127 | \$34,902 | 12.1% | \$38,881 | \$33,537 | 15.9% | \$73,000 | \$75,500 | -3.3% | \$31,883 | \$24,463 | 30.3% |
| Hickory Hill | Units | 324 | 310 | 4.5% | 313 | 295 | 6.1% | 11 | 15 | -26.7% | 113 | 142 | -20.4% |
| | Median Sales Price | \$66,601 | \$63,700 | 4.5% | \$65,299 | \$59,900 | 9.0% | \$153,090 | \$145,240 | 5.4% | \$53,890 | \$45,050 | 19.6% |
| | Ave. Sales Price | \$75,095 | \$69,378 | 8.2% | \$72,272 | \$65,652 | 10.1% | \$155,240 | \$142,651 | 8.9% | \$60,749 | \$55,015 | 10.4% |
| Southwind | Units | 23 | 26 | -11.5% | 20 | 22 | -9.1% | 3 | 4 | -25.0% | 8 | 11 | -27.3% |
| | Median Sales Price | \$142,000 | \$162,450 | -12.6% | \$128,500 | \$146,950 | -12.6% | \$254,000 | \$278,702 | -8.9% | \$123,950 | \$114,900 | 7.9% |
| | Ave. Sales Price | \$179,278 | \$191,850 | -6.6% | \$169,619 | \$176,218 | -3.7% | \$243,666 | \$277,826 | -12.3% | \$157,887 | \$151,136 | 4.5% |



Memphis Area Home Sales Report
March 2013

Area Detail - Year to Date

| | | YTD Total Sales | | | YTD Existing Sales | | | YTD New Home Sales | | | YTD Bank Sales | | |
|----------------|--------------------|-----------------|-----------|----------|--------------------|-----------|----------|--------------------|-----------|----------|----------------|-----------|----------|
| | | 2013 | 2012 | % change | 2013 | 2012 | % change | 2013 | 2012 | % change | 2013 | 2012 | % change |
| Cordova | Units | 426 | 367 | 16.1% | 391 | 351 | 11.4% | 35 | 16 | 118.8% | 145 | 144 | 0.7% |
| | Median Sales Price | \$109,125 | \$105,000 | 3.9% | \$104,000 | \$103,600 | 0.4% | \$186,345 | \$165,450 | 12.6% | \$87,900 | \$80,505 | 9.2% |
| | Ave. Sales Price | \$126,617 | \$115,061 | 10.0% | \$121,827 | \$111,581 | 9.2% | \$180,129 | \$191,409 | -5.9% | \$109,179 | \$87,795 | 24.4% |
| Bartlett | Units | 199 | 170 | 17.1% | 171 | 147 | 16.3% | 28 | 23 | 21.7% | 49 | 45 | 8.9% |
| | Median Sales Price | \$149,900 | \$149,950 | 0.0% | \$139,900 | \$139,900 | 0.0% | \$214,140 | \$187,090 | 14.5% | \$106,000 | \$115,000 | -7.8% |
| | Ave. Sales Price | \$151,360 | \$147,126 | 2.9% | \$140,535 | \$138,975 | 1.1% | \$217,469 | \$199,219 | 9.2% | \$120,830 | \$118,857 | 1.7% |
| G'town | Units | 156 | 125 | 24.8% | 151 | 120 | 25.8% | 5 | 5 | 0.0% | 12 | 14 | -14.3% |
| | Median Sales Price | \$273,050 | \$250,000 | 9.2% | \$265,000 | \$248,000 | 6.9% | \$374,800 | \$378,000 | -0.8% | \$208,300 | \$192,500 | 8.2% |
| | Ave. Sales Price | \$295,814 | \$272,071 | 8.7% | \$289,971 | \$266,995 | 8.6% | \$472,260 | \$393,900 | 19.9% | \$246,574 | \$273,832 | -10.0% |
| Collierville | Units | 181 | 178 | 1.7% | 161 | 152 | 5.9% | 20 | 26 | -23.1% | 28 | 26 | 7.7% |
| | Median Sales Price | \$264,500 | \$271,450 | -2.6% | \$253,000 | \$251,000 | 0.8% | \$339,023 | \$358,050 | -5.3% | \$187,970 | \$207,250 | -9.3% |
| | Ave. Sales Price | \$284,794 | \$287,678 | -1.0% | \$276,224 | \$267,686 | 3.2% | \$353,783 | \$404,554 | -12.5% | \$198,322 | \$202,813 | -2.2% |
| Lakeland | Units | 54 | 44 | 22.7% | 43 | 32 | 34.4% | 11 | 12 | -8.3% | 8 | 10 | -20.0% |
| | Median Sales Price | \$225,400 | \$219,818 | 2.5% | \$220,000 | \$214,900 | 2.4% | \$305,451 | \$224,818 | 35.9% | \$118,450 | \$198,950 | -40.5% |
| | Ave. Sales Price | \$247,974 | \$228,855 | 8.4% | \$235,218 | \$218,298 | 7.8% | \$297,841 | \$257,000 | 15.9% | \$146,425 | \$208,046 | -29.6% |
| Arlington | Units | 65 | 66 | -1.5% | 50 | 48 | 4.2% | 15 | 18 | -16.7% | 12 | 11 | 9.1% |
| | Median Sales Price | \$209,800 | \$187,750 | 11.7% | \$197,450 | \$169,500 | 16.5% | \$211,260 | \$248,809 | -15.1% | \$167,500 | \$166,000 | 0.9% |
| | Ave. Sales Price | \$204,225 | \$196,683 | 3.8% | \$196,221 | \$178,309 | 10.0% | \$230,906 | \$245,680 | -6.0% | \$185,656 | \$165,909 | 11.9% |
| Millington | Units | 36 | 22 | 63.6% | 36 | 22 | 63.6% | | | | 18 | 8 | 125.0% |
| | Median Sales Price | \$59,950 | \$88,700 | -32.4% | \$59,950 | \$88,700 | -32.4% | | | | \$36,263 | \$85,200 | -57.4% |
| | Ave. Sales Price | \$75,387 | \$100,906 | -25.3% | \$75,387 | \$100,906 | -25.3% | | | | \$48,291 | \$85,112 | -43.3% |
| Shelby County | Units | 3,105 | 2,906 | 6.8% | 2,970 | 2,776 | 7.0% | 135 | 130 | 3.8% | 789 | 982 | -19.7% |
| | Median Sales Price | \$85,000 | \$72,000 | 18.1% | \$80,000 | \$67,390 | 18.7% | \$210,512 | \$221,450 | -4.9% | \$50,000 | \$37,500 | 33.3% |
| | Ave. Sales Price | \$123,741 | \$111,290 | 11.2% | \$118,527 | \$104,647 | 13.3% | \$238,443 | \$253,148 | -5.8% | \$73,215 | \$62,076 | 17.9% |
| Fayette County | Units | 117 | 101 | 15.8% | 100 | 87 | 14.9% | 17 | 14 | 21.4% | 31 | 26 | 19.2% |
| | Median Sales Price | \$154,900 | \$155,000 | -0.1% | \$141,250 | \$141,000 | 0.2% | \$230,000 | \$201,450 | 14.2% | \$95,000 | \$111,200 | -14.6% |
| | Ave. Sales Price | \$194,225 | \$189,957 | 2.2% | \$180,621 | \$178,050 | 1.4% | \$274,249 | \$263,947 | 3.9% | \$125,013 | \$126,343 | -1.1% |
| Tipton County | Units | 145 | 138 | 5.1% | 135 | 124 | 8.9% | 10 | 14 | -28.6% | 48 | 51 | -5.9% |
| | Median Sales Price | \$105,000 | \$100,500 | 4.5% | \$98,000 | \$94,950 | 3.2% | \$157,500 | \$243,400 | -35.3% | \$66,848 | \$54,000 | 23.8% |
| | Ave. Sales Price | \$109,612 | \$110,754 | -1.0% | \$103,855 | \$97,568 | 6.4% | \$187,330 | \$227,545 | -17.7% | \$79,189 | \$64,916 | 22.0% |