## Memphis Area Home Sales Report

### October 2016

### Sales Summary

<table>
<thead>
<tr>
<th></th>
<th>October Total Sales</th>
<th>YTD Total Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2016</td>
<td>2015</td>
</tr>
<tr>
<td>Units</td>
<td>1,523</td>
<td>1,393</td>
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<tr>
<td>Median Sales Price</td>
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</tr>
<tr>
<td>Average Sales Price</td>
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<table>
<thead>
<tr>
<th></th>
<th>October Existing Sales</th>
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</tr>
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<tr>
<td></td>
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<tr>
<td>Units</td>
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<table>
<thead>
<tr>
<th></th>
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<tr>
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<table>
<thead>
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<th></th>
<th>October Bank Sales</th>
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<tr>
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<table>
<thead>
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<th>October Non-Bank Sales</th>
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<tr>
<td>Average Sales Price</td>
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</tbody>
</table>

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.

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Source is MAARdata unless otherwise noted.
Memphis Area Home Sales Report
October 2016

Active Listings, Pending Sales and Foreclosure Action Summary

<table>
<thead>
<tr>
<th>Active Listings (as of 10-17-16)</th>
<th>Pending Sales (as of 10-17-16)</th>
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</thead>
<tbody>
<tr>
<td><strong>Units</strong></td>
<td><strong>Ave. List Price</strong></td>
</tr>
<tr>
<td>Single Family</td>
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<tr>
<td>Condo/Co-op</td>
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<tr>
<td>Duplex</td>
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<table>
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<tr>
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<td><strong>2015</strong></td>
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<td>Total</td>
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Compiled from trustee deeds recorded in Shelby, Fayette and Tipton counties.
<table>
<thead>
<tr>
<th>Area</th>
<th>October Total Sales</th>
<th>October Existing Sales</th>
<th>October New Home Sales</th>
<th>October Bank Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2016</td>
<td>2015</td>
<td>% change</td>
<td>2016</td>
</tr>
<tr>
<td>Frayser</td>
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<td>78</td>
<td>61</td>
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<tr>
<td></td>
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<td></td>
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<tr>
<td>S. Memphis</td>
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<tr>
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<tr>
<td>County</td>
<td>October Total Sales</td>
<td>October Existing Sales</td>
<td>October New Home Sales</td>
<td>October Bank Sales</td>
</tr>
<tr>
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<td>---------------------</td>
<td>------------------------</td>
<td>------------------------</td>
<td>--------------------</td>
</tr>
<tr>
<td></td>
<td>Units</td>
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<td>2015</td>
<td>% change</td>
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<td>Cordova</td>
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<td>YTD Total Sales</td>
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<td>YTD New Home Sales</td>
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</tr>
<tr>
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<tr>
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<td>2015</td>
<td>% change</td>
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<td></td>
<td>Ave. Sales Price</td>
<td>$262,385</td>
<td>$228,649</td>
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<tr>
<td></td>
<td>YTD Total Sales</td>
<td>YTD Existing Sales</td>
<td>YTD New Home Sales</td>
<td>YTD Bank Sales</td>
</tr>
<tr>
<td>-------</td>
<td>-----------------</td>
<td>--------------------</td>
<td>-------------------</td>
<td>----------------</td>
</tr>
<tr>
<td></td>
<td>2016</td>
<td>2015</td>
<td>% change</td>
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</tr>
<tr>
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<td>Bartlett</td>
<td>Units</td>
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<td>17.9%</td>
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<td>Median Sales Price</td>
<td>$179,900</td>
<td>$175,000</td>
<td>2.8%</td>
</tr>
<tr>
<td></td>
<td>Ave. Sales Price</td>
<td>$188,392</td>
<td>$181,265</td>
<td>3.9%</td>
</tr>
<tr>
<td>Germantown</td>
<td>Units</td>
<td>775</td>
<td>742</td>
<td>4.4%</td>
</tr>
<tr>
<td></td>
<td>Median Sales Price</td>
<td>$270,000</td>
<td>$282,000</td>
<td>-4.3%</td>
</tr>
<tr>
<td></td>
<td>Ave. Sales Price</td>
<td>$315,586</td>
<td>$329,880</td>
<td>-4.3%</td>
</tr>
<tr>
<td>Collierville</td>
<td>Units</td>
<td>1,012</td>
<td>1,040</td>
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<tr>
<td></td>
<td>Median Sales Price</td>
<td>$312,750</td>
<td>$289,950</td>
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<tr>
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<td>Ave. Sales Price</td>
<td>$334,623</td>
<td>$315,836</td>
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</tr>
<tr>
<td>Lakeland</td>
<td>Units</td>
<td>253</td>
<td>265</td>
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<tr>
<td></td>
<td>Median Sales Price</td>
<td>$255,000</td>
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</tr>
<tr>
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<tr>
<td>Arlington</td>
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<tr>
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<td>$230,000</td>
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<td>Units</td>
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<tr>
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<tr>
<td>Shelby County</td>
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<td>13,708</td>
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<tr>
<td></td>
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</tr>
<tr>
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<tr>
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<tr>
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