

Sales Summary

| | September Total Sales | | | YTD Total Sales | | |
|----------------------------|-----------------------|-----------|----------|-----------------|-----------|----------|
| | 2016 | 2015 | % change | 2016 | 2015 | % change |
| Units | 1,616 | 1,451 | 11.4% | 13,511 | 12,503 | 8.1% |
| Median Sales Price | \$130,000 | \$125,500 | 3.6% | \$133,000 | \$127,000 | 4.7% |
| Average Sales Price | \$163,770 | \$161,362 | 1.5% | \$164,473 | \$159,374 | 3.2% |

| | September Existing Sales | | | YTD Existing Home Sales | | |
|----------------------------|--------------------------|-----------|----------|-------------------------|-----------|----------|
| | 2016 | 2015 | % change | 2016 | 2015 | % change |
| Units | 1,565 | 1,400 | 11.8% | 12,950 | 11,991 | 8.0% |
| Median Sales Price | \$126,500 | \$123,000 | 2.8% | \$128,000 | \$122,500 | 4.5% |
| Average Sales Price | \$159,255 | \$156,115 | 2.0% | \$158,291 | \$153,570 | 3.1% |

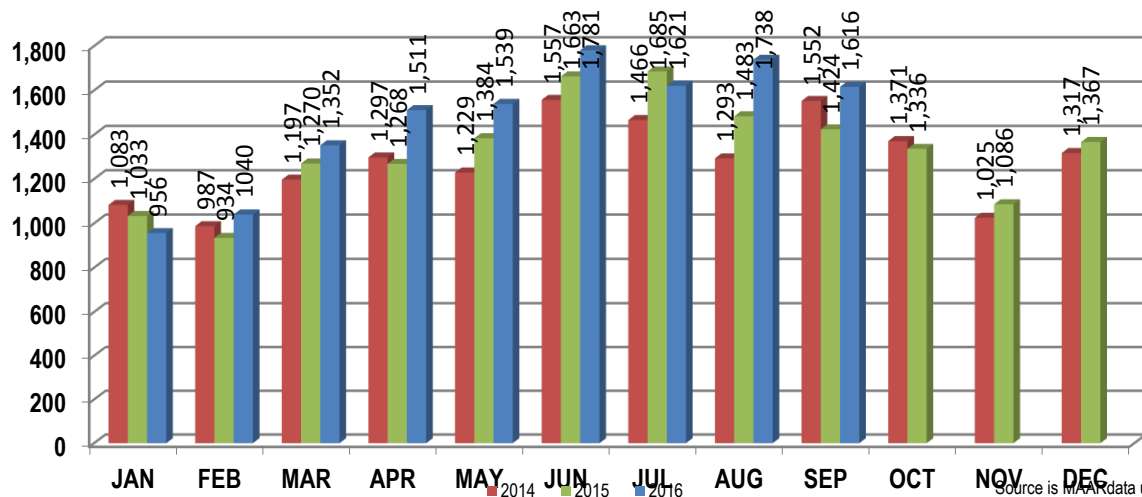
| | September New Home Sales | | | YTD New Home Sales | | |
|----------------------------|--------------------------|-----------|----------|--------------------|-----------|----------|
| | 2016 | 2015 | % change | 2016 | 2015 | % change |
| Units | 51 | 51 | 0.0% | 561 | 512 | 9.6% |
| Median Sales Price | \$269,000 | \$269,500 | -0.2% | \$273,035 | \$267,900 | 1.9% |
| Average Sales Price | \$302,322 | \$305,385 | -1.0% | \$307,164 | \$295,308 | 4.0% |

| | September Bank Sales | | | YTD Bank Sales* | | |
|----------------------------|----------------------|----------|----------|-----------------|----------|----------|
| | 2016 | 2015 | % change | 2016 | 2015 | % change |
| Units | 138 | 184 | -25.0% | 1,450 | 1,670 | -13.2% |
| Median Sales Price | \$48,925 | \$45,000 | 8.7% | \$48,000 | \$50,080 | -4.2% |
| Average Sales Price | \$79,438 | \$70,956 | 12.0% | \$73,852 | \$72,244 | 2.2% |

| | September Non-Bank Sales | | | YTD Non-Bank Sales | | |
|----------------------------|--------------------------|-----------|----------|--------------------|-----------|----------|
| | 2016 | 2015 | % change | 2016 | 2015 | % change |
| Units | 1,478 | 1,267 | 16.7% | 12,061 | 10,833 | 11.3% |
| Median Sales Price | \$140,000 | \$140,000 | 0.0% | \$145,000 | \$140,000 | 3.6% |
| Average Sales Price | \$171,644 | \$174,491 | -1.6% | \$175,367 | \$172,806 | 1.5% |

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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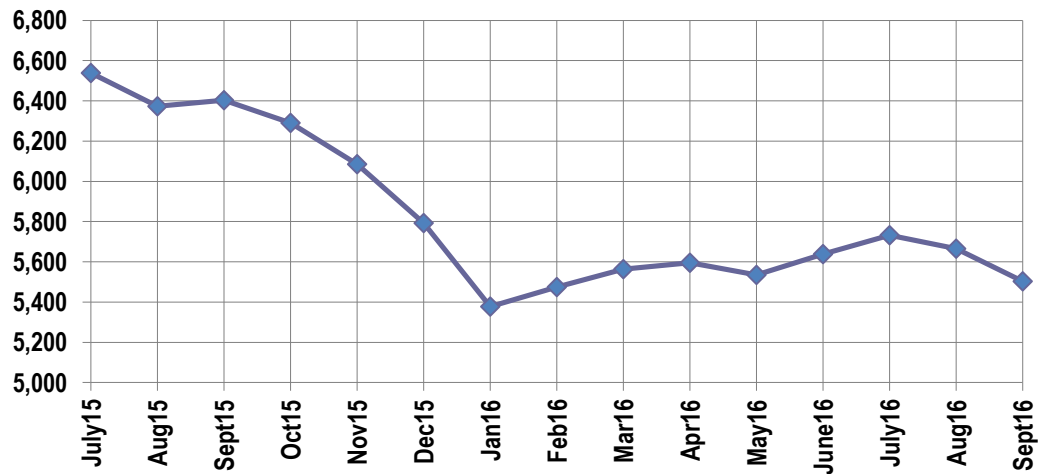
Active Listings, Pending Sales and Foreclosure Action Summary

| Active Listings (as of 09-15-16) | | |
|----------------------------------|--------------|------------------|
| | Units | Ave. List Price |
| Single Family | 5,202 | \$251,382 |
| Condo/Co-op | 226 | \$183,324 |
| Duplex | 76 | \$93,145 |
| Market Total | 5,504 | \$246,403 |

| Pending Sales (as of 09-15-16) | | |
|--------------------------------|--------------|------------------|
| | Units | Ave. List Price |
| Single Family | 1,602 | \$172,891 |
| Condo/Co-op | 113 | \$212,464 |
| Duplex | 7 | \$44,971 |
| Market Total | 1,722 | \$174,968 |

| | September Foreclosure Actions | | | YTD Foreclosure Actions | | |
|--------------|-------------------------------|------|----------|-------------------------|-------|----------|
| | 2016 | 2015 | % change | 2016 | 2015 | % change |
| Total | 154 | 253 | -39.1% | 1,735 | 2,375 | -26.9% |

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



Inventory

| | | | |
|--------|-------|--------|-------|
| Oct-14 | 6,579 | Oct-15 | 6,291 |
| Nov-14 | 6,443 | Nov-15 | 6,086 |
| Dec-14 | 6,131 | Dec-15 | 5,793 |
| Jan-15 | 5,786 | Jan-16 | 5,377 |
| Feb-15 | 5,948 | Feb-16 | 5,474 |
| Mar-15 | 5,847 | Mar-16 | 5,564 |
| Apr-15 | 6,057 | 16-Apr | 5,595 |
| May-15 | 6,338 | 16-May | 5,535 |
| Jun-15 | 6,472 | 16-Jun | 5,639 |
| Jul-15 | 6,539 | 16-Jul | 5,732 |
| Aug-15 | 6,374 | 16-Aug | 5,666 |
| Sep-15 | 6,404 | 16-Sep | 5,504 |

| | | September Total Sales | | | September Existing Sales | | | September New Home Sales | | | September Bank Sales | | |
|----------------------------------|--------------------|-----------------------|-----------|----------|--------------------------|-----------|----------|--------------------------|-----------|----------|----------------------|-----------|----------|
| | | 2016 | 2015 | % change | 2016 | 2015 | % change | 2016 | 2015 | % change | 2016 | 2015 | % change |
| Frayser | Units | 65 | 63 | 3.2% | 65 | 63 | 3.2% | | | | 10 | 16 | -37.5% |
| | Median Sales Price | \$23,800 | \$25,000 | -4.8% | \$23,800 | \$25,000 | -4.8% | | | | \$18,700 | \$17,500 | 6.9% |
| | Ave. Sales Price | \$37,436 | \$40,115 | -6.7% | \$37,436 | \$40,115 | -6.7% | | | | \$21,780 | \$16,690 | 30.5% |
| Raleigh/ Cov. Pike | Units | 100 | 83 | 20.5% | 100 | 83 | 20.5% | | | | 11 | 18 | -38.9% |
| | Median Sales Price | \$74,450 | \$69,900 | 6.5% | \$74,450 | \$69,900 | 6.5% | | | | \$41,000 | \$41,820 | -2.0% |
| | Ave. Sales Price | \$73,018 | \$66,770 | 9.4% | \$73,018 | \$66,770 | 9.4% | | | | \$35,556 | \$45,577 | -22.0% |
| Downtown | Units | 52 | 39 | 33.3% | 51 | 36 | 41.7% | 1 | 3 | -66.7% | 1 | 2 | -50.0% |
| | Median Sales Price | \$219,281 | \$230,000 | -4.7% | \$220,000 | \$233,500 | -5.8% | | \$105,000 | | | | |
| | Ave. Sales Price | \$213,781 | \$231,424 | -7.6% | \$214,787 | \$235,379 | -8.7% | \$162,508 | \$183,966 | -11.7% | \$9,700 | \$12,000 | -19.2% |
| Midtown | Units | 80 | 66 | 21.2% | 80 | 66 | 21.2% | | | | 11 | 9 | 22.2% |
| | Median Sales Price | \$121,833 | \$116,750 | 4.4% | \$121,833 | \$116,750 | 4.4% | | | | \$44,800 | \$30,303 | 47.8% |
| | Ave. Sales Price | \$139,202 | \$156,705 | -11.2% | \$139,202 | \$156,705 | -11.2% | | | | \$60,676 | \$52,324 | 16.0% |
| S. Memphis | Units | 18 | 46 | -60.9% | 18 | 46 | -60.9% | | | | 2 | 9 | -77.8% |
| | Median Sales Price | \$20,250 | \$14,500 | 39.7% | \$20,250 | \$14,500 | 39.7% | | | | | \$10,000 | |
| | Ave. Sales Price | \$23,044 | \$19,120 | 20.5% | \$23,044 | \$19,120 | 20.5% | | | | \$17,500 | \$11,419 | 53.3% |
| Berclair/ Highland Heights | Units | 43 | 41 | 4.9% | 43 | 41 | 4.9% | | | | 4 | 9 | -55.6% |
| | Median Sales Price | \$38,235 | \$26,759 | 42.9% | \$38,235 | \$26,759 | 42.9% | | | | \$64,904 | \$15,000 | 332.7% |
| | Ave. Sales Price | \$46,810 | \$30,104 | 55.5% | \$46,810 | \$30,104 | 55.5% | | | | \$57,451 | \$17,873 | 221.4% |
| E. Memphis | Units | 279 | 246 | 13.4% | 279 | 245 | 13.9% | | 1 | | 16 | 23 | -30.4% |
| | Median Sales Price | \$115,000 | \$120,500 | -4.6% | \$115,000 | \$120,000 | -4.2% | | | | \$41,375 | \$39,500 | 4.7% |
| | Ave. Sales Price | \$163,400 | \$164,568 | -0.7% | \$163,400 | \$164,099 | -0.4% | | \$279,515 | | \$46,980 | \$51,007 | -7.9% |
| Whitehaven | Units | 67 | 42 | 59.5% | 67 | 42 | 59.5% | | | | 16 | 12 | 33.3% |
| | Median Sales Price | \$46,000 | \$47,000 | -2.1% | \$46,000 | \$47,000 | -2.1% | | | | \$28,976 | \$22,200 | 30.5% |
| | Ave. Sales Price | \$54,226 | \$53,327 | 1.7% | \$54,226 | \$53,327 | 1.7% | | | | \$32,163 | \$35,041 | -8.2% |
| Parkway Village/ Oakhaven | Units | 58 | 54 | 7.4% | 58 | 54 | 7.4% | | | | 12 | 10 | 20.0% |
| | Median Sales Price | \$58,750 | \$41,000 | 43.3% | \$58,750 | \$41,000 | 43.3% | | | | \$35,113 | \$26,041 | 34.8% |
| | Ave. Sales Price | \$59,067 | \$44,231 | 33.5% | \$59,067 | \$44,231 | 33.5% | | | | \$36,348 | \$27,554 | 31.9% |
| Hickory Hill | Units | 107 | 96 | 11.5% | 104 | 95 | 9.5% | 3 | 1 | 200.0% | 12 | 19 | -36.8% |
| | Median Sales Price | \$90,000 | \$80,925 | 11.2% | \$89,950 | \$80,850 | 11.3% | \$257,893 | | | \$58,000 | \$67,740 | -14.4% |
| | Ave. Sales Price | \$95,844 | \$86,515 | 10.8% | \$91,798 | \$85,477 | 7.4% | \$236,107 | \$185,135 | 27.5% | \$73,682 | \$68,940 | 6.9% |
| Southwind | Units | 13 | 10 | 30.0% | 12 | 10 | 20.0% | 1 | | | 2 | 2 | 0.0% |
| | Median Sales Price | \$252,900 | \$151,250 | 67.2% | \$313,500 | \$151,250 | 107.3% | | | | | | |
| | Ave. Sales Price | \$476,538 | \$208,142 | 128.9% | \$495,175 | \$208,142 | 137.9% | \$252,900 | | | \$316,902 | \$213,812 | 48.2% |

| | | September Total Sales | | | September Existing Sales | | | September New Home Sales | | | September Bank Sales | | |
|----------------|--------------------|-----------------------|-----------|----------|--------------------------|-----------|----------|--------------------------|-----------|----------|----------------------|-----------|----------|
| | | 2016 | 2015 | % change | 2016 | 2015 | % change | 2016 | 2015 | % change | 2016 | 2015 | % change |
| Cordova | Units | 211 | 197 | 7.1% | 204 | 188 | 8.5% | 7 | 9 | -22.2% | 19 | 24 | -20.8% |
| | Median Sales Price | \$135,000 | \$134,500 | 0.4% | \$131,750 | \$133,000 | -0.9% | \$229,069 | \$187,800 | 22.0% | \$97,601 | \$113,000 | -13.6% |
| | Ave. Sales Price | \$148,403 | \$159,481 | -6.9% | \$145,386 | \$156,849 | -7.3% | \$236,349 | \$214,470 | 10.2% | \$103,788 | \$123,669 | -16.1% |
| Bartlett | Units | 135 | 107 | 26.2% | 127 | 95 | 33.7% | 8 | 12 | -33.3% | 7 | 9 | -22.2% |
| | Median Sales Price | \$194,700 | \$178,000 | 9.4% | \$188,000 | \$170,000 | 10.6% | \$262,221 | \$266,584 | -1.6% | \$168,544 | \$150,000 | 12.4% |
| | Ave. Sales Price | \$201,828 | \$185,596 | 8.7% | \$198,003 | \$175,100 | 13.1% | \$262,548 | \$268,691 | -2.3% | \$169,088 | \$148,030 | 14.2% |
| G'town | Units | 82 | 89 | -7.9% | 82 | 87 | -5.7% | | 2 | | | 2 | |
| | Median Sales Price | \$276,000 | \$289,000 | -4.5% | \$276,000 | \$285,000 | -3.2% | | | | | | |
| | Ave. Sales Price | \$311,650 | \$351,141 | -11.2% | \$311,650 | \$339,731 | -8.3% | | \$847,450 | | | \$279,950 | |
| Collierville | Units | 106 | 91 | 16.5% | 98 | 84 | 16.7% | 8 | 7 | 14.3% | 3 | 5 | -40.0% |
| | Median Sales Price | \$312,500 | \$300,000 | 4.2% | \$299,000 | \$282,000 | 6.0% | \$487,625 | \$380,000 | 28.3% | \$170,634 | \$255,050 | -33.1% |
| | Ave. Sales Price | \$332,925 | \$313,429 | 6.2% | \$321,328 | \$306,072 | 5.0% | \$474,997 | \$401,707 | 18.2% | \$209,211 | \$238,410 | -12.2% |
| Lateland | Units | 24 | 29 | -17.2% | 24 | 25 | -4.0% | | 4 | | 1 | | |
| | Median Sales Price | \$218,500 | \$282,000 | -22.5% | \$218,500 | \$279,900 | -21.9% | | \$366,925 | | | | |
| | Ave. Sales Price | \$240,354 | \$309,193 | -22.3% | \$240,354 | \$299,284 | -19.7% | | \$371,131 | | \$125,000 | | |
| Arlington | Units | 29 | 28 | 3.6% | 25 | 26 | -3.8% | 4 | 2 | 100.0% | 2 | | |
| | Median Sales Price | \$230,000 | \$205,000 | 12.2% | \$216,000 | \$198,000 | 9.1% | \$300,111 | | | | | |
| | Ave. Sales Price | \$238,447 | \$218,787 | 9.0% | \$229,052 | \$210,128 | 9.0% | \$297,164 | \$331,350 | -10.3% | \$135,000 | | |
| Millington | Units | 17 | 18 | -5.6% | 17 | 18 | -5.6% | | | | 1 | 2 | -50.0% |
| | Median Sales Price | \$65,000 | \$92,700 | -29.9% | \$65,000 | \$92,700 | -29.9% | | | | | | |
| | Ave. Sales Price | \$93,139 | \$105,955 | -12.1% | \$93,139 | \$105,955 | -12.1% | | | | \$57,774 | \$37,000 | 56.1% |
| Shelby County | Units | 1,472 | 1,325 | 11.1% | 1,440 | 1,284 | 12.1% | 32 | 41 | -22.0% | 128 | 167 | -23.4% |
| | Median Sales Price | \$125,000 | \$123,750 | 1.0% | \$120,000 | \$120,000 | 0.0% | \$275,010 | \$279,515 | -1.6% | \$45,000 | \$44,000 | 2.3% |
| | Ave. Sales Price | \$161,381 | \$160,537 | 0.5% | \$158,115 | \$155,674 | 1.6% | \$308,350 | \$312,808 | -1.4% | \$68,374 | \$68,925 | -0.8% |
| Fayette County | Units | 64 | 68 | -5.9% | 50 | 61 | -18.0% | 14 | 7 | 100.0% | 5 | 7 | -28.6% |
| | Median Sales Price | \$179,650 | \$171,500 | 4.8% | \$160,950 | \$154,000 | 4.5% | \$235,179 | \$234,900 | 0.1% | \$157,000 | \$105,500 | 48.8% |
| | Ave. Sales Price | \$224,890 | \$186,875 | 20.3% | \$205,315 | \$174,978 | 17.3% | \$294,799 | \$290,544 | 1.5% | \$327,340 | \$105,021 | 211.7% |
| Tipton County | Units | 80 | 58 | 37.9% | 75 | 55 | 36.4% | 5 | 3 | 66.7% | 5 | 10 | -50.0% |
| | Median Sales Price | \$143,500 | \$137,500 | 4.4% | \$139,500 | \$134,000 | 4.1% | \$272,468 | \$250,900 | 8.6% | \$105,000 | \$46,000 | 128.3% |
| | Ave. Sales Price | \$158,836 | \$150,306 | 5.7% | \$150,437 | \$145,491 | 3.4% | \$284,813 | \$238,566 | 19.4% | \$114,786 | \$81,035 | 41.6% |

| | | YTD Total Sales | | | YTD Existing Sales | | | YTD New Home Sales | | | YTD Bank Sales | | |
|----------------------------------|--------------------|-----------------|-----------|----------|--------------------|-----------|----------|--------------------|-----------|----------|----------------|-----------|----------|
| | | 2016 | 2015 | % change | 2016 | 2015 | % change | 2016 | 2015 | % change | 2016 | 2015 | % change |
| Frayser | Units | 570 | 530 | 7.5% | 569 | 529 | 7.6% | 1 | 1 | 0 | 128 | 125 | 2.4% |
| | Median Sales Price | \$22,122 | \$22,500 | -1.7% | \$22,000 | \$22,500 | -2.2% | | | - | \$17,010 | \$16,000 | 6.3% |
| | Ave. Sales Price | \$37,994 | \$36,832 | 3.2% | \$37,950 | \$36,684 | 3.5% | \$63,000 | \$115,000 | -45.2% | \$23,316 | \$21,557 | 8.2% |
| Raleigh/ Cov. Pike | Units | 721 | 737 | -2.2% | 710 | 737 | -3.7% | 11 | | | 115 | 158 | -27.2% |
| | Median Sales Price | \$67,000 | \$59,900 | 11.8% | \$66,117 | \$59,900 | 10.4% | \$153,900 | | | \$43,500 | \$45,000 | -3.3% |
| | Ave. Sales Price | \$69,295 | \$63,403 | 9.3% | \$68,084 | \$63,403 | 7.4% | \$147,454 | | | \$44,386 | \$46,973 | -5.5% |
| Downtown | Units | 387 | 324 | 19.4% | 371 | 315 | 17.8% | 16 | 9 | 77.8% | 22 | 21 | 4.8% |
| | Median Sales Price | \$218,000 | \$199,900 | 9.1% | \$212,000 | \$199,900 | 6.1% | \$313,540 | \$116,000 | 170.3% | \$17,715 | \$36,500 | -51.5% |
| | Ave. Sales Price | \$221,360 | \$205,242 | 7.9% | \$217,109 | \$205,119 | 5.8% | \$319,932 | \$209,544 | 52.7% | \$46,770 | \$74,195 | -37.0% |
| Midtown | Units | 667 | 627 | 6.4% | 666 | 624 | 6.7% | 1 | 3 | -66.7% | 63 | 75 | -16.0% |
| | Median Sales Price | \$137,500 | \$125,000 | 10.0% | \$137,500 | \$125,000 | 10.0% | | \$94,500 | | \$34,900 | \$36,000 | -3.1% |
| | Ave. Sales Price | \$160,457 | \$152,540 | 5.2% | \$160,037 | \$152,835 | 4.7% | \$440,000 | \$91,166 | 382.6% | \$74,991 | \$57,626 | 30.1% |
| S. Memphis | Units | 274 | 307 | -10.7% | 274 | 306 | -10.5% | | 1 | - | 73 | 81 | -9.9% |
| | Median Sales Price | \$15,000 | \$15,000 | 0.0% | \$15,000 | \$15,000 | 0.0% | | - | | \$12,000 | \$12,000 | 0.0% |
| | Ave. Sales Price | \$21,222 | \$20,782 | 2.1% | \$21,222 | \$20,687 | 2.6% | | \$49,800 | - | \$18,086 | \$13,766 | 31.4% |
| Berclair/ Highland Heights | Units | 490 | 397 | 23.4% | 490 | 396 | 23.7% | | 1 | - | 71 | 66 | 7.6% |
| | Median Sales Price | \$31,750 | \$31,000 | 2.4% | \$31,750 | \$31,000 | 2.4% | | - | - | \$24,900 | \$24,970 | -0.3% |
| | Ave. Sales Price | \$37,231 | \$35,778 | 4.1% | \$37,231 | \$35,730 | 4.2% | | \$54,900 | - | \$29,617 | \$25,307 | 17.0% |
| E. Memphis | Units | 2,304 | 2,049 | 12.4% | 2,294 | 2,040 | 12.5% | 10 | 9 | 11.1% | 164 | 183 | -10.4% |
| | Median Sales Price | \$131,450 | \$129,000 | 1.9% | \$130,000 | \$128,800 | 0.9% | \$393,250 | \$419,000 | -6.1% | \$36,950 | \$37,500 | -1.5% |
| | Ave. Sales Price | \$178,519 | \$172,607 | 3.4% | \$177,195 | \$171,323 | 3.4% | \$482,399 | \$463,640 | 4.1% | \$59,235 | \$65,659 | -9.8% |
| Whitehaven | Units | 524 | 404 | 29.7% | 524 | 404 | 29.7% | | | | 121 | 114 | 6.1% |
| | Median Sales Price | \$50,000 | \$47,030 | 6.3% | \$50,000 | \$47,030 | 6.3% | | | | \$28,120 | \$29,500 | -4.7% |
| | Ave. Sales Price | \$55,082 | \$52,848 | 4.2% | \$55,082 | \$52,848 | 4.2% | | | | \$34,709 | \$38,709 | -10.3% |
| Parkway Village/ Oakhaven | Units | 448 | 394 | 13.7% | 447 | 392 | 14.0% | 1 | 2 | -50.0% | 76 | 77 | -1.3% |
| | Median Sales Price | \$42,850 | \$39,531 | 8.4% | \$42,700 | \$39,281 | 8.7% | | | | \$30,403 | \$27,900 | 9.0% |
| | Ave. Sales Price | \$49,965 | \$45,560 | 9.7% | \$49,783 | \$45,426 | 9.6% | \$91,000 | \$71,850 | 26.6% | \$31,909 | \$28,401 | 12.4% |
| Hickory Hill | Units | 893 | 939 | -4.9% | 865 | 918 | -5.8% | 28 | 21 | 33.3% | 160 | 215 | -25.6% |
| | Median Sales Price | \$89,000 | \$86,000 | 3.5% | \$86,900 | \$85,000 | 2.2% | \$209,176 | \$154,850 | 35.1% | \$58,000 | \$58,000 | 0.0% |
| | Ave. Sales Price | \$92,966 | \$89,318 | 4.1% | \$89,217 | \$87,501 | 2.0% | \$208,781 | \$168,740 | 23.7% | \$68,715 | \$69,133 | -0.6% |
| Southwind | Units | 105 | 106 | -0.9% | 97 | 95 | 2.1% | 8 | 11 | -27.3% | 11 | 11 | 0.0% |
| | Median Sales Price | \$185,000 | \$187,250 | -1.2% | \$175,000 | \$167,900 | 4.2% | \$270,640 | \$277,000 | -2.3% | \$189,900 | \$133,000 | 42.8% |
| | Ave. Sales Price | \$265,485 | \$222,731 | 19.2% | \$264,320 | \$218,695 | 20.9% | \$279,611 | \$257,590 | 8.5% | \$248,681 | \$184,775 | 34.6% |

| | | YTD Total Sales | | | YTD Existing Sales | | | YTD New Home Sales | | | YTD Bank Sales | | |
|----------------|--------------------|-----------------|-----------|----------|--------------------|-----------|----------|--------------------|-----------|----------|----------------|-----------|----------|
| | | 2016 | 2015 | % change | 2016 | 2015 | % change | 2016 | 2015 | % change | 2016 | 2015 | % change |
| Cordova | Units | 1,778 | 1,668 | 6.6% | 1,693 | 1,590 | 6.5% | 85 | 78 | 9.0% | 152 | 221 | -31.2% |
| | Median Sales Price | \$143,000 | \$135,800 | 5.3% | \$139,900 | \$133,000 | 5.2% | \$208,000 | \$190,925 | 8.9% | \$108,944 | \$104,000 | 4.7% |
| | Ave. Sales Price | \$158,108 | \$148,134 | 6.7% | \$154,635 | \$145,332 | 6.4% | \$227,276 | \$205,251 | 10.7% | \$119,343 | \$110,684 | 7.8% |
| Bartlett | Units | 1,006 | 850 | 18.4% | 896 | 727 | 23.2% | 110 | 123 | -10.6% | 81 | 82 | -1.2% |
| | Median Sales Price | \$179,900 | \$173,250 | 3.8% | \$170,000 | \$162,000 | 4.9% | \$252,957 | \$246,983 | 2.4% | \$137,500 | \$112,050 | 22.7% |
| | Ave. Sales Price | \$188,008 | \$181,036 | 3.9% | \$179,474 | \$169,760 | 5.7% | \$257,517 | \$247,688 | 4.0% | \$141,181 | \$129,073 | 9.4% |
| G'town | Units | 693 | 684 | 1.3% | 682 | 666 | 2.4% | 11 | 18 | -38.9% | 14 | 18 | -22.2% |
| | Median Sales Price | \$270,000 | \$280,000 | -3.6% | \$269,750 | \$275,900 | -2.2% | \$579,000 | \$558,464 | 3.7% | \$233,750 | \$186,250 | 22.5% |
| | Ave. Sales Price | \$316,916 | \$328,560 | -3.5% | \$312,352 | \$321,469 | -2.8% | \$599,858 | \$590,918 | 1.5% | \$306,480 | \$222,412 | 37.8% |
| Collierville | Units | 911 | 947 | -3.8% | 817 | 871 | -6.2% | 94 | 76 | 23.7% | 23 | 32 | -28.1% |
| | Median Sales Price | \$315,000 | \$290,000 | 8.6% | \$295,900 | \$280,000 | 5.7% | \$438,132 | \$419,940 | 4.3% | \$201,750 | \$222,500 | -9.3% |
| | Ave. Sales Price | \$336,476 | \$315,911 | 6.5% | \$321,711 | \$304,938 | 5.5% | \$464,801 | \$441,663 | 5.2% | \$265,145 | \$235,556 | 12.6% |
| Lateland | Units | 230 | 238 | -3.4% | 223 | 214 | 4.2% | 7 | 24 | -70.8% | 8 | 12 | -33.3% |
| | Median Sales Price | \$255,000 | \$250,000 | 2.0% | \$255,000 | \$226,250 | 12.7% | \$349,999 | \$424,077 | -17.5% | \$128,000 | \$169,600 | -24.5% |
| | Ave. Sales Price | \$266,560 | \$277,848 | -4.1% | \$263,968 | \$262,131 | 0.7% | \$349,128 | \$417,993 | -16.5% | \$168,249 | \$195,391 | -13.9% |
| Arlington | Units | 313 | 272 | 15.1% | 273 | 235 | 16.2% | 40 | 37 | 8.1% | 20 | 11 | 81.8% |
| | Median Sales Price | \$230,000 | \$229,925 | 0.0% | \$218,250 | \$210,000 | 3.9% | \$297,798 | \$295,000 | 0.9% | \$166,500 | \$152,000 | 9.5% |
| | Ave. Sales Price | \$232,961 | \$228,115 | 2.1% | \$220,982 | \$215,921 | 2.3% | \$314,723 | \$305,565 | 3.0% | \$169,889 | \$158,218 | 7.4% |
| Millington | Units | 172 | 129 | 33.3% | 172 | 129 | 33.3% | | | | 25 | 21 | 19.0% |
| | Median Sales Price | \$100,000 | \$97,000 | 3.1% | \$100,000 | \$97,000 | 3.1% | | | | \$61,985 | \$42,200 | 46.9% |
| | Ave. Sales Price | \$117,127 | \$114,599 | 2.2% | \$117,127 | \$114,599 | 2.2% | | | | \$78,726 | \$65,081 | 21.0% |
| Shelby County | Units | 12,300 | 11,436 | 7.6% | 11,877 | 11,022 | 7.8% | 423 | 414 | 2.2% | 1,309 | 1,502 | -12.8% |
| | Median Sales Price | \$129,900 | \$125,000 | 3.9% | \$125,000 | \$120,000 | 4.1% | \$281,443 | \$270,450 | 4.1% | \$45,234 | \$48,900 | -7.5% |
| | Ave. Sales Price | \$163,418 | \$158,703 | 3.0% | \$158,023 | \$153,302 | 3.1% | \$314,916 | \$302,496 | 4.1% | \$71,602 | \$70,428 | 1.7% |
| Fayette County | Units | 541 | 477 | 13.4% | 448 | 407 | 10.1% | 93 | 70 | 32.9% | 46 | 66 | -30.3% |
| | Median Sales Price | \$182,500 | \$175,000 | 4.3% | \$165,000 | \$160,000 | 3.1% | \$245,900 | \$266,591 | -7.8% | \$90,715 | \$75,375 | 20.3% |
| | Ave. Sales Price | \$212,611 | \$209,795 | 1.3% | \$196,757 | \$197,921 | -0.6% | \$288,982 | \$278,837 | 3.6% | \$135,991 | \$94,162 | 44.4% |
| Tipton County | Units | 670 | 590 | 13.6% | 625 | 562 | 11.2% | 45 | 28 | 60.7% | 95 | 102 | -6.7% |
| | Median Sales Price | \$136,250 | \$126,000 | 8.1% | \$132,500 | \$124,950 | 6.0% | \$269,900 | \$248,556 | 8.6% | \$65,000 | \$70,450 | -7.7% |
| | Ave. Sales Price | \$144,964 | \$131,634 | 10.1% | \$135,826 | \$126,723 | 7.2% | \$271,870 | \$230,204 | 18.1% | \$74,766 | \$84,805 | -11.8% |