

### Sales Summary

	October Total Sales			YTD Total Sales		
	2018	2017	% change	2018	2017	% change
Units	1,854	1,560	18.8%	16,749	16,281	2.9%
Median Sales Price	\$146,000	\$136,500	7.0%	\$149,900	\$137,511	9.0%
Average Sales Price	\$177,051	\$173,597	2.0%	\$183,451	\$172,295	6.5%

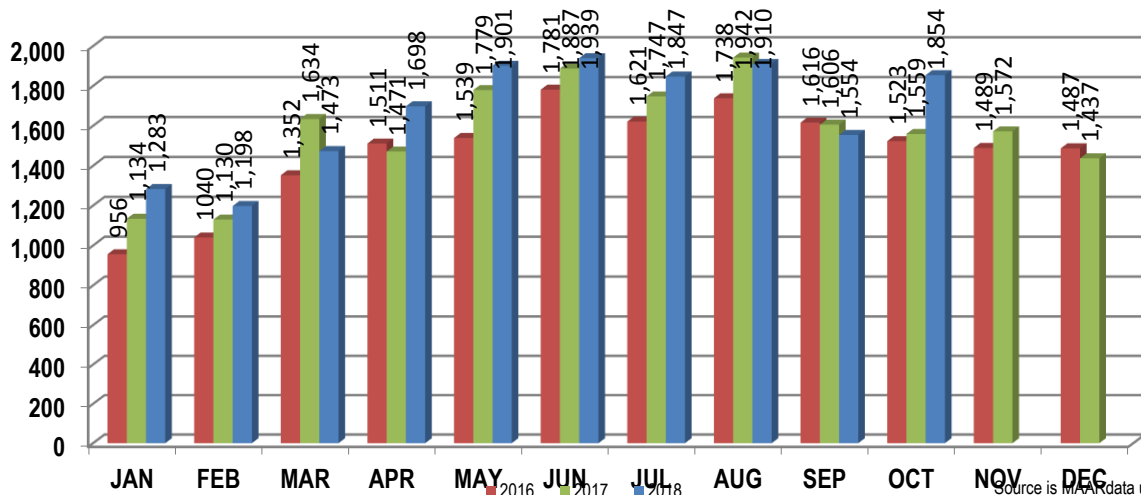
	October Existing Sales			YTD Existing Home Sales		
	2018	2017	% change	2018	2017	% change
Units	1,775	1,484	19.6%	15,973	15,629	2.2%
Median Sales Price	\$139,250	\$131,500	5.9%	\$141,000	\$132,500	6.4%
Average Sales Price	\$168,984	\$163,577	3.3%	\$174,646	\$165,237	5.7%

	October New Home Sales			YTD New Home Sales		
	2018	2017	% change	2018	2017	% change
Units	79	76	3.9%	776	652	19.0%
Median Sales Price	\$332,039	\$293,816	13.0%	\$314,339	\$287,908	9.2%
Average Sales Price	\$358,306	\$369,233	-3.0%	\$364,686	\$341,495	6.8%

	October Bank Sales			YTD Bank Sales*		
	2018	2017	% change	2018	2017	% change
Units	84	88	-4.5%	703	1,065	-34.0%
Median Sales Price	\$65,500	\$60,100	9.0%	\$55,000	\$50,553	8.8%
Average Sales Price	\$86,877	\$105,954	-18.0%	\$81,019	\$77,071	5.1%

	October Non-Bank Sales			YTD Non-Bank Sales		
	2018	2017	% change	2018	2017	% change
Units	1,770	1,472	20.2%	16,046	15,216	5.5%
Median Sales Price	\$150,000	\$142,000	5.6%	\$154,000	\$145,000	6.2%
Average Sales Price	\$181,331	\$177,640	2.1%	\$187,938	\$178,960	5.0%

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 MFR data unless otherwise noted.

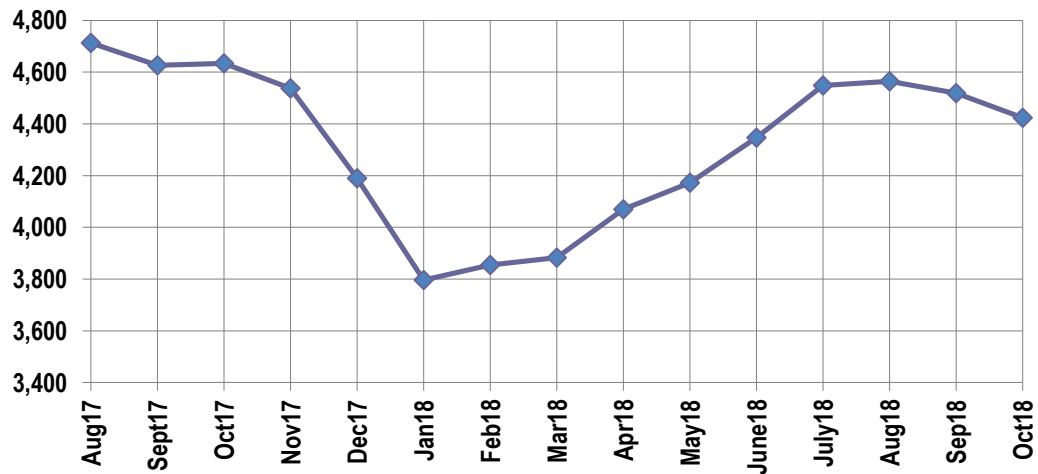
**Active Listings, Pending Sales and Foreclosure Action Summary**

Active Listings (as of 10-15-18)		
	Units	Ave. List Price
Single Family	4,203	\$275,966
Condo/Co-op	149	\$191,100
Duplex	72	\$92,143
<b>Market Total</b>	<b>4,424</b>	<b>\$270,116</b>

Pending Sales (as of 10-15-18)		
	Units	Ave. List Price
Single Family	1,241	\$192,602
Condo/Co-op	41	\$186,026
Duplex	20	\$86,090
<b>Market Total</b>	<b>1,302</b>	<b>\$190,758</b>

	October Foreclosure Actions			YTD Foreclosure Actions		
	2018	2017	% change	2018	2017	% change
<b>Total</b>	104	122	-14.8%	1,237	1,590	-22.2%

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



**Inventory**

Nov-16	5,235	Nov-17	4,538
Dec-17	4,715	Dec-18	4,190
Jan-17	4,344	Jan-18	3,796
Feb-17	4,500	Feb-18	3,854
Mar-17	4,464	Mar-18	3,883
Apr-17	4,681	Apr-18	4,070
May-17	4,697	May-18	4,172
Jun-17	4,777	Jun-18	4,347
Jul-17	4,815	Jul-18	4,548
Aug-17	4,713	Aug-18	4,564
Sep-17	4,627	Sep-18	4,519
Oct-17	4,634	Oct-18	4,424

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Frayser	Units	89	68	30.9%	89	67	32.8%		1		7	7	0.0%
	Median Sales Price	\$44,200	\$30,500	44.9%	\$44,200	\$30,000	47.3%				\$27,000	\$19,000	42.1%
	Ave. Sales Price	\$48,132	\$47,338	1.7%	\$48,132	\$46,105	4.4%		\$129,000		\$38,400	\$26,939	42.5%
Raleigh/ Cov. Pike	Units	110	84	31.0%	109	83	31.3%	1	1	0.0%	11	4	175.0%
	Median Sales Price	\$95,000	\$88,250	7.6%	\$95,000	\$88,000	7.9%				\$116,108	\$86,500	34.2%
	Ave. Sales Price	\$93,972	\$87,691	7.2%	\$94,072	\$86,953	8.2%	\$83,000	\$148,900	-44.3%	\$105,228	\$79,991	31.5%
Downtown	Units	57	36	58.3%	57	36	58.3%				2	2	0.0%
	Median Sales Price	\$222,500	\$227,450	-2.2%	\$222,500	\$227,450	-2.2%						
	Ave. Sales Price	\$251,919	\$216,267	16.5%	\$251,919	\$216,267	16.5%				\$62,651	\$27,450	128.2%
Midtown	Units	98	74	32.4%	96	71	35.2%	2	3	-33.3%	5	7	-28.6%
	Median Sales Price	\$157,450	\$149,035	5.6%	\$152,500	\$144,569	5.5%		\$289,000		\$18,500	\$30,500	-39.3%
	Ave. Sales Price	\$163,411	\$187,784	-13.0%	\$158,910	\$185,719	-14.4%	\$379,500	\$236,666	60.3%	\$67,775	\$59,157	14.6%
S. Memphis	Units	68	33	106.1%	68	33	106.1%				6	5	20.0%
	Median Sales Price	\$22,250	\$19,000	17.1%	\$22,250	\$19,000	17.1%				\$19,550	\$7,000	179.3%
	Ave. Sales Price	\$32,057	\$21,957	46.0%	\$32,057	\$21,957	46.0%				\$19,337	\$8,840	118.7%
Berclair/ Highland Heights	Units	67	61	9.8%	67	61	9.8%				1	6	-83.3%
	Median Sales Price	\$40,000	\$35,000	14.3%	\$40,000	\$35,000	14.3%					\$27,500	
	Ave. Sales Price	\$44,639	\$39,532	12.9%	\$44,639	\$39,532	12.9%				\$60,028	\$29,849	101.1%
E. Memphis	Units	265	244	8.6%	262	242	8.3%	3	2	50.0%	5	6	-16.7%
	Median Sales Price	\$140,000	\$129,450	8.1%	\$139,750	\$128,500	8.8%	\$859,775			\$60,028	\$24,000	150.1%
	Ave. Sales Price	\$198,541	\$167,528	18.5%	\$191,106	\$164,573	16.1%	\$847,828	\$525,093	61.5%	\$72,755	\$33,333	118.3%
Whitehaven	Units	79	66	19.7%	79	66	19.7%				8	9	-11.1%
	Median Sales Price	\$60,000	\$52,250	14.8%	\$60,000	\$52,250	14.8%				\$35,500	\$53,500	-33.6%
	Ave. Sales Price	\$68,879	\$54,143	27.2%	\$68,879	\$54,143	27.2%				\$45,936	\$57,677	-20.4%
Parkway/ Village/ Oakhaven	Units	65	60	8.3%	65	60	8.3%				5	5	0.0%
	Median Sales Price	\$60,000	\$61,316	-2.1%	\$60,000	\$61,316	-2.1%				\$45,960	\$83,000	-44.6%
	Ave. Sales Price	\$60,863	\$60,474	0.6%	\$60,863	\$60,474	0.6%				\$41,522	\$70,700	-41.3%
Hickory Hill	Units	145	114	27.2%	139	112	24.1%	6	2	200.0%	10	6	66.7%
	Median Sales Price	\$115,900	\$110,950	4.5%	\$115,000	\$109,700	4.8%	\$234,914			\$128,000	\$63,605	101.2%
	Ave. Sales Price	\$122,852	\$105,515	16.4%	\$118,232	\$103,594	14.1%	\$229,896	\$213,114	7.9%	\$139,670	\$81,301	71.8%
Southwind	Units	12	8	50.0%	9	7	28.6%	3	1	200.0%		2	
	Median Sales Price	\$270,075	\$170,450	58.4%	\$255,000	\$169,500	50.4%	\$333,759					
	Ave. Sales Price	\$302,506	\$187,226	61.6%	\$290,655	\$178,258	63.0%	\$338,059	\$250,000	35.2%		\$212,000	

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Cordova	Units	239	222	7.7%	226	212	6.6%	13	10	30.0%	7	11	-36.4%
	Median Sales Price	\$175,000	\$158,500	10.4%	\$168,000	\$155,000	8.4%	\$262,850	\$276,945	-5.1%	\$154,206	\$193,000	-20.1%
	Ave. Sales Price	\$181,820	\$175,589	3.5%	\$178,355	\$167,815	6.3%	\$242,056	\$340,405	-28.9%	\$158,600	\$235,220	-32.6%
Bartlett	Units	119	100	19.0%	115	88	30.7%	4	12	-66.7%	3	1	200.0%
	Median Sales Price	\$197,000	\$194,500	1.3%	\$195,500	\$181,500	7.7%	\$300,046	\$281,231	6.7%	\$154,101		
	Ave. Sales Price	\$208,503	\$200,330	4.1%	\$205,042	\$189,575	8.2%	\$308,007	\$279,206	10.3%	\$150,380	\$212,000	-29.1%
G'town	Units	74	78	-5.1%	72	74	-2.7%	2	4	-50.0%		1	
	Median Sales Price	\$293,250	\$338,250	-13.3%	\$283,500	\$327,500	-13.4%		\$707,796				
	Ave. Sales Price	\$342,353	\$381,476	-10.3%	\$330,076	\$362,595	-9.0%	\$784,310	\$730,773	7.3%		\$295,000	
Collierville	Units	89	101	-11.9%	81	86	-5.8%	8	15	-46.7%		4	
	Median Sales Price	\$339,900	\$342,000	-0.6%	\$325,000	\$317,450	2.4%	\$491,635	\$522,999	-6.0%		\$330,200	
	Ave. Sales Price	\$358,056	\$376,325	-4.9%	\$345,567	\$344,363	0.3%	\$484,501	\$559,571	-13.4%		\$324,825	
Lateland	Units	31	27	14.8%	27	26	3.8%	4	1	300.0%		2	
	Median Sales Price	\$304,000	\$282,500	7.6%	\$275,000	\$268,750	2.3%	\$436,088					
	Ave. Sales Price	\$314,207	\$282,288	11.3%	\$295,014	\$272,953	8.1%	\$443,765	\$525,000	-15.5%		\$155,000	
Arlington	Units	42	23	82.6%	32	20	60.0%	10	3	233.3%			
	Median Sales Price	\$265,000	\$246,000	7.7%	\$255,000	\$236,500	7.8%	\$357,194	\$377,153	-5.3%			
	Ave. Sales Price	\$287,042	\$253,497	13.2%	\$259,282	\$237,195	9.3%	\$375,872	\$362,184	3.8%			
Millington	Units	23	15	53.3%	23	15	53.3%					1	
	Median Sales Price	\$85,000	\$133,900	-36.5%	\$85,000	\$133,900	-36.5%						
	Ave. Sales Price	\$108,000	\$141,666	-23.8%	\$108,000	\$141,666	-23.8%					\$33,500	
Shelby County	Units	1,651	1,387	19.0%	1,595	1,332	19.7%	56	55	1.8%	73	77	-5.2%
	Median Sales Price	\$136,000	\$132,500	2.6%	\$131,000	\$127,900	2.4%	\$347,448	\$306,761	13.3%	\$62,500	\$58,000	7.8%
	Ave. Sales Price	\$171,894	\$172,490	-0.3%	\$164,678	\$162,797	1.2%	\$377,432	\$407,235	-7.3%	\$83,348	\$102,226	-18.5%
Fayette County	Units	94	82	14.6%	78	69	13.0%	16	13	23.1%	4	7	-42.9%
	Median Sales Price	\$234,950	\$190,292	23.5%	\$204,450	\$175,000	16.8%	\$328,500	\$235,900	39.2%	\$157,750	\$65,000	142.7%
	Ave. Sales Price	\$263,288	\$208,576	26.2%	\$252,370	\$196,849	28.2%	\$316,510	\$270,815	16.9%	\$145,887	\$166,928	-12.6%
Tipton County	Units	109	91	19.8%	102	83	22.9%	7	8	-12.5%	7	4	75.0%
	Median Sales Price	\$175,000	\$155,900	12.3%	\$174,000	\$148,000	17.6%	\$289,900	\$277,400	4.5%	\$63,000	\$50,000	26.0%
	Ave. Sales Price	\$180,795	\$158,939	13.8%	\$172,558	\$148,436	16.2%	\$300,826	\$267,901	12.3%	\$89,964	\$71,000	26.7%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2018	2017	%change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Frayser	Units	904	772	17.1%	904	768	17.7%		4		62	97	-36.1%
	Median Sales Price	\$34,275	\$30,000	14.3%	\$34,275	\$30,000	14.3%		\$129,900		\$24,750	\$20,000	23.8%
	Ave. Sales Price	\$48,137	\$43,667	10.2%	\$48,137	\$43,354	11.0%		\$103,675		\$31,861	\$28,822	10.5%
Raleigh/ Cov. Pike	Units	952	908	4.8%	940	904	4.0%	12	4	200.0%	55	97	-43.3%
	Median Sales Price	\$80,000	\$79,000	1.3%	\$80,000	\$78,500	1.9%	\$151,400	\$148,900	1.7%	\$56,000	\$54,000	3.7%
	Ave. Sales Price	\$85,447	\$78,302	9.1%	\$84,657	\$78,064	8.4%	\$147,300	\$132,050	11.5%	\$67,285	\$54,923	22.5%
Downtown	Units	490	435	12.6%	489	432	13.2%	1	3	-66.7%	14	14	0.0%
	Median Sales Price	\$218,498	\$225,500	-3.1%	\$218,500	\$225,250	-3.0%		\$255,738		\$31,724	\$8,237	285.1%
	Ave. Sales Price	\$222,120	\$232,515	-4.5%	\$222,339	\$232,282	-4.3%	\$115,000	\$266,117	-56.8%	\$77,613	\$27,781	179.4%
Midtown	Units	901	812	11.0%	885	807	9.7%	16	5	220.0%	36	40	-10.0%
	Median Sales Price	\$156,000	\$142,950	9.1%	\$155,000	\$142,000	9.2%	\$379,450	\$289,000	31.3%	\$48,688	\$49,095	-0.8%
	Ave. Sales Price	\$178,038	\$163,980	8.6%	\$174,420	\$163,183	6.9%	\$378,156	\$292,680	29.2%	\$66,536	\$68,920	-3.5%
S. Memphis	Units	521	424	22.9%	521	424	22.9%				62	61	1.6%
	Median Sales Price	\$21,000	\$18,750	12.0%	\$21,000	\$18,750	12.0%				\$17,144	\$15,000	14.3%
	Ave. Sales Price	\$28,528	\$24,852	14.8%	\$28,528	\$24,852	14.8%				\$22,997	\$15,949	44.2%
Berclair/ Highland Heights	Units	514	505	1.8%	514	505	1.8%				26	45	-42.2%
	Median Sales Price	\$42,000	\$38,500	9.1%	\$42,000	\$38,500	9.1%				\$31,750	\$32,555	-2.5%
	Ave. Sales Price	\$46,823	\$42,046	11.4%	\$46,823	\$42,046	11.4%				\$32,794	\$32,968	-0.5%
E. Memphis	Units	2,662	2,725	-2.3%	2,645	2,718	-2.7%	17	7	142.9%	61	109	-44.0%
	Median Sales Price	\$152,500	\$136,900	11.4%	\$150,000	\$136,000	10.3%	\$782,000	\$408,000	91.7%	\$32,250	\$40,300	-20.0%
	Ave. Sales Price	\$202,341	\$182,596	10.8%	\$199,072	\$181,796	9.5%	\$710,896	\$492,833	44.2%	\$55,204	\$69,421	-20.5%
Whitehaven	Units	748	627	19.3%	741	626	18.4%	7	1	600.0%	72	106	-32.1%
	Median Sales Price	\$61,000	\$55,000	10.9%	\$61,000	\$55,000	10.9%	\$145,000			\$42,164	\$36,500	15.5%
	Ave. Sales Price	\$64,473	\$59,097	9.1%	\$63,726	\$58,869	8.3%	\$143,535	\$202,000	-28.9%	\$49,395	\$41,307	19.6%
Parkway Village/ Oakhaven	Units	500	533	-6.2%	499	533	-6.4%	1			36	74	-51.4%
	Median Sales Price	\$61,200	\$52,000	17.7%	\$61,000	\$52,000	17.3%				\$40,601	\$40,001	1.5%
	Ave. Sales Price	\$62,111	\$56,662	9.6%	\$62,043	\$56,662	9.5%	\$96,000			\$42,772	\$42,453	0.8%
Hickory Hill	Units	1,132	1,185	-4.5%	1,094	1,145	-4.4%	38	40	-5.0%	71	90	-21.1%
	Median Sales Price	\$107,250	\$99,000	8.3%	\$105,000	\$97,000	8.2%	\$229,265	\$217,500	5.4%	\$86,500	\$64,500	34.1%
	Ave. Sales Price	\$111,374	\$101,022	10.2%	\$107,653	\$97,237	10.7%	\$218,486	\$209,361	4.4%	\$98,143	\$71,418	37.4%
Southwind	Units	148	142	4.2%	122	128	-4.7%	26	14	85.7%	13	13	0.0%
	Median Sales Price	\$254,950	\$189,055	34.9%	\$235,000	\$180,750	30.0%	\$265,117	\$245,970	7.8%	\$135,000	\$134,500	0.4%
	Ave. Sales Price	\$291,078	\$239,090	19.8%	\$294,120	\$235,075	25.1%	\$276,803	\$275,804	0.4%	\$189,724	\$188,431	0.7%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Cordova	Units	2,105	2,094	0.5%	1,990	1,987	0.2%	115	107	7.5%	63	100	-37.0%
	Median Sales Price	\$167,900	\$153,000	9.7%	\$164,500	\$150,000	9.7%	\$254,429	\$223,654	13.8%	\$136,800	\$115,700	18.2%
	Ave. Sales Price	\$183,722	\$168,616	9.0%	\$179,699	\$164,410	9.3%	\$253,332	\$246,709	2.7%	\$157,871	\$139,969	12.8%
Bartlett	Units	1,062	1,120	-5.2%	963	1,000	-3.7%	99	120	-17.5%	19	29	-34.5%
	Median Sales Price	\$205,000	\$190,000	7.9%	\$195,000	\$180,000	8.3%	\$300,560	\$278,349	8.0%	\$125,000	\$148,000	-15.5%
	Ave. Sales Price	\$211,402	\$200,660	5.4%	\$201,439	\$190,385	5.8%	\$308,314	\$286,283	7.7%	\$154,114	\$172,309	-10.6%
G'town	Units	806	789	2.2%	770	758	1.6%	36	31	16.1%	7	7	0.0%
	Median Sales Price	\$324,250	\$307,500	5.4%	\$313,500	\$300,000	4.5%	\$823,496	\$713,368	15.4%	\$212,700	\$232,500	-8.5%
	Ave. Sales Price	\$382,523	\$362,783	5.4%	\$361,173	\$346,833	4.1%	\$839,183	\$752,782	11.5%	\$289,114	\$231,800	24.7%
Collierville	Units	1,014	1,065	-4.8%	896	957	-6.4%	118	108	9.3%	8	18	-55.6%
	Median Sales Price	\$350,000	\$337,500	3.7%	\$325,250	\$320,000	1.6%	\$478,297	\$480,000	-0.3%	\$307,750	\$257,369	19.6%
	Ave. Sales Price	\$374,872	\$357,802	4.8%	\$354,632	\$339,616	4.4%	\$528,555	\$518,921	1.9%	\$269,718	\$270,154	-0.2%
Lateland	Units	269	294	-8.5%	259	288	-10.1%	10	6	66.7%	1	12	-91.7%
	Median Sales Price	\$298,500	\$255,000	17.1%	\$290,000	\$255,000	13.7%	\$449,898	\$425,500	5.7%		\$187,450	
	Ave. Sales Price	\$319,436	\$278,858	14.6%	\$314,760	\$276,129	14.0%	\$440,537	\$409,848	7.5%	\$134,250	\$197,276	-31.9%
Arlington	Units	363	352	3.1%	299	312	-4.2%	64	40	60.0%	3	8	-62.5%
	Median Sales Price	\$265,000	\$243,450	8.9%	\$248,000	\$234,950	5.6%	\$349,199	\$313,857	11.3%	\$307,500	\$192,500	59.7%
	Ave. Sales Price	\$272,878	\$249,647	9.3%	\$255,265	\$239,046	6.8%	\$355,164	\$332,327	6.9%	\$300,833	\$184,658	62.9%
Millington	Units	192	191	0.5%	192	191	0.5%				5	19	-73.7%
	Median Sales Price	\$109,900	\$117,000	-6.1%	\$109,900	\$117,000	-6.1%				\$168,000	\$67,500	148.9%
	Ave. Sales Price	\$131,562	\$131,363	0.2%	\$131,562	\$131,363	0.2%				\$129,950	\$106,885	21.6%
Shelby County	Units	15,133	14,808	2.2%	14,573	14,318	1.8%	560	490	14.3%	614	930	-34.0%
	Median Sales Price	\$142,000	\$133,650	6.2%	\$136,000	\$129,900	4.7%	\$328,496	\$298,700	10.0%	\$49,788	\$48,878	1.9%
	Ave. Sales Price	\$180,460	\$170,678	5.7%	\$172,573	\$164,298	5.0%	\$385,697	\$357,094	8.0%	\$78,659	\$74,308	5.9%
Fayette County	Units	750	695	7.9%	604	589	2.5%	146	106	37.7%	27	52	-48.1%
	Median Sales Price	\$235,000	\$202,000	16.3%	\$213,000	\$189,900	12.2%	\$278,651	\$256,702	8.5%	\$90,000	\$99,950	-9.9%
	Ave. Sales Price	\$260,866	\$231,596	12.6%	\$245,490	\$218,205	12.5%	\$324,476	\$306,000	6.0%	\$117,055	\$129,911	-9.9%
Tipton County	Units	866	778	11.3%	796	722	10.2%	70	56	25.0%	62	83	-25.3%
	Median Sales Price	\$159,950	\$144,900	10.4%	\$153,000	\$139,950	9.3%	\$283,450	\$279,000	1.6%	\$65,500	\$60,000	9.2%
	Ave. Sales Price	\$168,665	\$150,102	12.4%	\$158,833	\$140,633	12.9%	\$280,465	\$272,185	3.0%	\$88,697	\$74,926	18.4%