

Sales Summary

	September Total Sales			YTD Total Sales		
	2018	2017	% change	2018	2017	% change
Units	1,554	1,629	-4.6%	14,880	14,719	1.1%
Median Sales Price	\$150,000	\$145,000	3.4%	\$149,900	\$138,000	8.6%
Average Sales Price	\$183,092	\$180,589	1.4%	\$184,062	\$172,148	6.9%

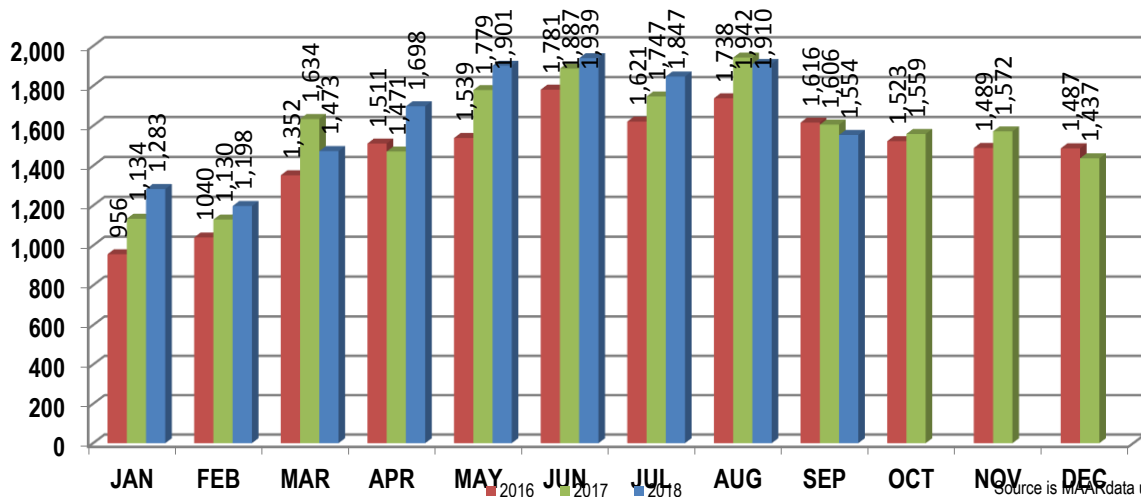
	September Existing Sales			YTD Existing Home Sales		
	2018	2017	% change	2018	2017	% change
Units	1,493	1,562	-4.4%	14,199	14,144	0.4%
Median Sales Price	\$145,000	\$140,000	3.6%	\$141,500	\$132,500	6.8%
Average Sales Price	\$175,706	\$170,930	2.8%	\$175,257	\$165,401	6.0%

	September New Home Sales			YTD New Home Sales		
	2018	2017	% change	2018	2017	% change
Units	61	67	-9.0%	681	575	18.4%
Median Sales Price	\$305,800	\$332,250	-8.0%	\$314,166	\$287,274	9.4%
Average Sales Price	\$363,851	\$405,773	-10.3%	\$367,646	\$338,106	8.7%

	September Bank Sales			YTD Bank Sales*		
	2018	2017	% change	2018	2017	% change
Units	47	73	-35.6%	620	977	-36.5%
Median Sales Price	\$55,000	\$44,500	23.6%	\$53,751	\$50,100	7.3%
Average Sales Price	\$92,117	\$74,580	23.5%	\$80,246	\$74,470	7.8%

	September Non-Bank Sales			YTD Non-Bank Sales		
	2018	2017	% change	2018	2017	% change
Units	1,507	1,556	-3.1%	14,260	13,742	3.8%
Median Sales Price	\$155,000	\$150,000	3.3%	\$154,000	\$145,500	5.8%
Average Sales Price	\$185,929	\$185,563	0.2%	\$188,575	\$179,093	5.3%

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.



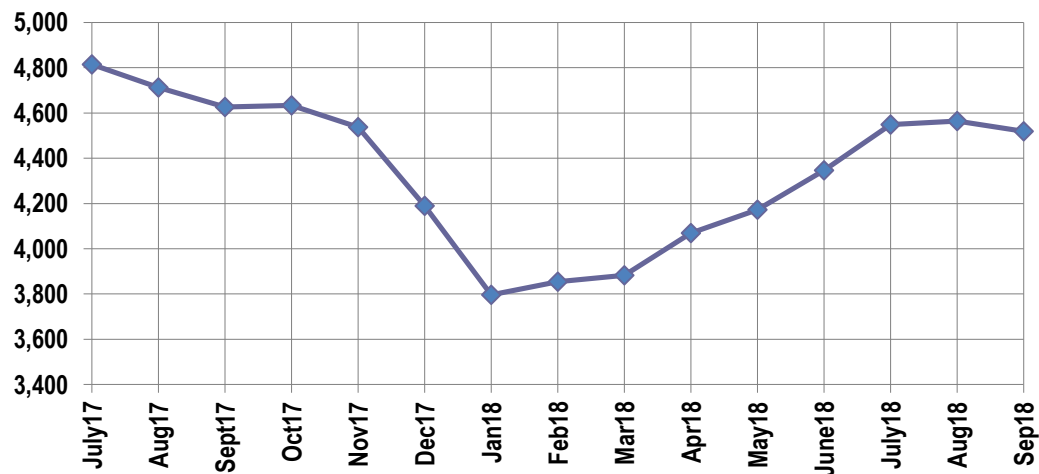
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 09-17-18)		
	Units	Ave. List Price
Single Family	4,285	\$271,950
Condo/Co-op	161	\$208,277
Duplex	73	\$102,326
Market Total	4,519	\$266,941

Pending Sales (as of 09-17-18)		
	Units	Ave. List Price
Single Family	1,340	\$190,806
Condo/Co-op	51	\$150,989
Duplex	18	\$75,000
Market Total	1,409	\$188,207

	September Foreclosure Actions			YTD Foreclosure Actions		
	2018	2017	% change	2018	2017	% change
Total	105	119	-11.8%	1,131	1,468	-23.0%

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



Inventory

Oct-16	5,399	Oct-17	4,634
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

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Frayser	Units	82	83	-1.2%	82	83	-1.2%				4	10	-60.0%
	Median Sales Price	\$43,950	\$27,000	62.8%	\$43,950	\$27,000	62.8%				\$33,500	\$21,251	57.6%
	Ave. Sales Price	\$47,265	\$44,043	7.3%	\$47,265	\$44,043	7.3%				\$37,765	\$19,780	90.9%
Raleigh/ Cov. Pike	Units	71	100	-29.0%	70	98	-28.6%	1	2	-50.0%	5	5	0.0%
	Median Sales Price	\$75,000	\$89,700	-16.4%	\$74,500	\$88,700	-16.0%				\$49,900	\$67,000	-25.5%
	Ave. Sales Price	\$76,341	\$83,840	-8.9%	\$75,147	\$82,512	-8.9%	\$159,900	\$148,900	7.4%	\$56,680	\$66,980	-15.4%
Downtown	Units	41	28	46.4%	41	28	46.4%					1	
	Median Sales Price	\$170,000	\$245,000	-30.6%	\$170,000	\$245,000	-30.6%						
	Ave. Sales Price	\$197,026	\$240,825	-18.2%	\$197,026	\$240,825	-18.2%					\$3,800	
Midtown	Units	97	79	22.8%	97	79	22.8%				2	2	0.0%
	Median Sales Price	\$165,000	\$175,000	-5.7%	\$165,000	\$175,000	-5.7%						
	Ave. Sales Price	\$186,230	\$182,116	2.3%	\$186,230	\$182,116	2.3%				\$33,150	\$70,535	-53.0%
S. Memphis	Units	54	37	45.9%	54	37	45.9%				5	3	66.7%
	Median Sales Price	\$22,600	\$18,500	22.2%	\$22,600	\$18,500	22.2%				\$15,000	\$15,000	0.0%
	Ave. Sales Price	\$28,448	\$20,989	35.5%	\$28,448	\$20,989	35.5%				\$21,000	\$16,368	28.3%
Berclair/ Highland Heights	Units	50	49	2.0%	50	49	2.0%				3	2	50.0%
	Median Sales Price	\$50,950	\$36,500	39.6%	\$50,950	\$36,500	39.6%				\$23,500		
	Ave. Sales Price	\$53,976	\$41,713	29.4%	\$53,976	\$41,713	29.4%				\$26,751	\$49,000	-45.4%
E. Memphis	Units	229	263	-12.9%	229	262	-12.6%		1		3	6	-50.0%
	Median Sales Price	\$140,000	\$135,500	3.3%	\$140,000	\$135,250	3.5%				\$23,500	\$71,500	-67.1%
	Ave. Sales Price	\$194,235	\$187,003	3.9%	\$194,235	\$186,690	4.0%		\$269,000		\$27,825	\$133,013	-79.1%
Whitehaven	Units	73	51	43.1%	71	51	39.2%	2			3	9	-66.7%
	Median Sales Price	\$50,000	\$62,500	-20.0%	\$50,000	\$62,500	-20.0%				\$45,750	\$37,000	23.6%
	Ave. Sales Price	\$58,154	\$65,181	-10.8%	\$55,747	\$65,181	-14.5%	\$143,625			\$42,283	\$37,799	11.9%
Parkway/ Village/ Oakhaven	Units	42	54	-22.2%	42	54	-22.2%					9	
	Median Sales Price	\$55,000	\$50,500	8.9%	\$55,000	\$50,500	8.9%					\$35,001	
	Ave. Sales Price	\$56,654	\$54,143	4.6%	\$56,654	\$54,143	4.6%					\$32,790	
Hickory Hill	Units	106	112	-5.4%	104	106	-1.9%	2	6	-66.7%	4	10	-60.0%
	Median Sales Price	\$119,700	\$109,750	9.1%	\$117,250	\$100,425	16.8%		\$217,500		\$123,375	\$75,500	63.4%
	Ave. Sales Price	\$115,948	\$110,550	4.9%	\$113,759	\$103,177	10.3%	\$229,763	\$240,811	-4.6%	\$126,187	\$78,180	61.4%
Southwind	Units	14	11	27.3%	13	10	30.0%	1	1	0.0%	1	1	0.0%
	Median Sales Price	\$230,250	\$215,400	6.9%	\$190,000	\$213,700	-11.1%						
	Ave. Sales Price	\$305,621	\$279,059	9.5%	\$308,323	\$274,830	12.2%	\$270,500	\$321,350	-15.8%	\$389,000	\$432,000	-9.9%

		September Total Sales			September Existing Sales			September New Home Sales			September Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Cordova	Units	207	228	-9.2%	196	222	-11.7%	11	6	83.3%	7	5	40.0%
	Median Sales Price	\$173,000	\$160,000	8.1%	\$170,750	\$158,500	7.7%	\$263,899	\$284,041	-7.1%	\$137,000	\$110,500	24.0%
	Ave. Sales Price	\$182,300	\$171,821	6.1%	\$177,586	\$168,858	5.2%	\$266,297	\$281,474	-5.4%	\$153,343	\$134,883	13.7%
Bartlett	Units	90	110	-18.2%	86	99	-13.1%	4	11	-63.6%	2	1	100.0%
	Median Sales Price	\$196,300	\$188,500	4.1%	\$190,900	\$178,000	7.2%	\$310,850	\$306,456	1.4%			
	Ave. Sales Price	\$210,180	\$201,027	4.6%	\$205,535	\$188,453	9.1%	\$310,040	\$314,189	-1.3%	\$91,075	\$167,105	-45.5%
G'town	Units	74	95	-22.1%	72	90	-20.0%	2	5	-60.0%			
	Median Sales Price	\$309,000	\$304,000	1.6%	\$307,750	\$294,250	4.6%		\$713,368				
	Ave. Sales Price	\$385,182	\$345,596	11.5%	\$367,737	\$324,374	13.4%	\$1,013,182	\$727,587	39.3%			
Collierville	Units	98	111	-11.7%	88	94	-6.4%	10	17	-41.2%	1		
	Median Sales Price	\$334,500	\$354,900	-5.7%	\$326,250	\$319,700	2.0%	\$495,461	\$509,000	-2.7%			
	Ave. Sales Price	\$364,642	\$373,333	-2.3%	\$343,145	\$335,872	2.2%	\$553,816	\$580,472	-4.6%	\$91,501		
Lateland	Units	32	33	-3.0%	31	33	-6.1%	1					
	Median Sales Price	\$302,450	\$289,900	4.3%	\$299,900	\$289,900	3.4%						
	Ave. Sales Price	\$339,434	\$343,525	-1.2%	\$335,932	\$343,525	-2.2%	\$448,000					
Arlington	Units	34	43	-20.9%	31	35	-11.4%	3	8	-62.5%			
	Median Sales Price	\$263,000	\$267,000	-1.5%	\$261,000	\$242,000	7.9%	\$353,573	\$318,369	11.1%			
	Ave. Sales Price	\$275,016	\$262,321	4.8%	\$265,741	\$248,985	6.7%	\$370,850	\$320,667	15.6%			
Millington	Units	12	21	-42.9%	12	21	-42.9%						
	Median Sales Price	\$133,500	\$98,500	35.5%	\$133,500	\$98,500	35.5%						
	Ave. Sales Price	\$153,583	\$120,563	27.4%	\$153,583	\$120,563	27.4%						
Shelby County	Units	1,394	1,488	-6.3%	1,357	1,431	-5.2%	37	57	-35.1%	39	65	-40.0%
	Median Sales Price	\$144,950	\$142,250	1.9%	\$140,000	\$136,000	2.9%	\$315,900	\$327,704	-3.6%	\$49,700	\$38,000	30.8%
	Ave. Sales Price	\$179,637	\$179,585	0.0%	\$173,871	\$170,282	2.1%	\$391,126	\$413,144	-5.3%	\$79,837	\$66,544	20.0%
Fayette County	Units	77	75	2.7%	57	68	-16.2%	20	7	185.7%	3	4	-25.0%
	Median Sales Price	\$249,000	\$200,000	24.5%	\$221,000	\$187,500	17.9%	\$282,450	\$429,762	-34.3%	\$51,400	\$141,750	-63.7%
	Ave. Sales Price	\$265,307	\$228,776	16.0%	\$244,010	\$211,956	15.1%	\$326,004	\$392,172	-16.9%	\$174,800	\$184,625	-5.3%
Tipton County	Units	83	66	25.8%	79	63	25.4%	4	3	33.3%	5	4	25.0%
	Median Sales Price	\$151,500	\$136,250	11.2%	\$150,000	\$132,500	13.2%	\$300,078	\$282,500	6.2%	\$112,500	\$70,025	60.7%
	Ave. Sales Price	\$164,843	\$148,462	11.0%	\$157,959	\$141,366	11.7%	\$300,788	\$297,466	1.1%	\$138,300	\$95,118	45.4%

		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	815	704	15.8%	815	701	16.3%		3		55	90	-38.9%
	Median Sales Price	\$34,000	\$30,000	13.3%	\$34,000	\$30,000	13.3%		\$129,900		\$24,500	\$20,128	21.7%
	Ave. Sales Price	\$48,137	\$43,312	11.1%	\$48,137	\$43,091	11.7%		\$94,933		\$31,028	\$28,969	7.1%
Raleigh/ Cov. Pike	Units	842	824	2.2%	831	821	1.2%	11	3	266.7%	44	93	-52.7%
	Median Sales Price	\$79,900	\$77,825	2.7%	\$79,000	\$77,449	2.0%	\$152,900	\$148,900	2.7%	\$51,977	\$53,900	-3.6%
	Ave. Sales Price	\$84,333	\$77,345	9.0%	\$83,422	\$77,166	8.1%	\$153,145	\$126,433	21.1%	\$57,800	\$53,845	7.3%
Downtown	Units	433	399	8.5%	432	396	9.1%	1	3	-66.7%	12	12	0.0%
	Median Sales Price	\$215,000	\$225,500	-4.7%	\$216,748	\$225,250	-3.8%		\$255,738		\$31,724	\$8,237	285.1%
	Ave. Sales Price	\$218,197	\$233,981	-6.7%	\$218,436	\$233,738	-6.5%	\$115,000	\$266,117	-56.8%	\$80,107	\$27,836	187.8%
Midtown	Units	803	738	8.8%	789	736	7.2%	14	2	600.0%	31	33	-6.1%
	Median Sales Price	\$157,500	\$142,000	10.9%	\$155,000	\$142,000	9.2%	\$378,950			\$50,000	\$54,000	-7.4%
	Ave. Sales Price	\$180,093	\$161,593	11.4%	\$176,582	\$161,009	9.7%	\$377,964	\$376,700	0.3%	\$66,337	\$70,991	-6.6%
S. Memphis	Units	453	391	15.9%	453	391	15.9%				56	56	0.0%
	Median Sales Price	\$21,000	\$18,500	13.5%	\$21,000	\$18,500	13.5%				\$17,144	\$15,000	14.3%
	Ave. Sales Price	\$27,998	\$25,097	11.6%	\$27,998	\$25,097	11.6%				\$23,389	\$16,584	41.0%
Berclair/ Highland Heights	Units	447	444	0.7%	447	444	0.7%				25	39	-35.9%
	Median Sales Price	\$43,000	\$39,000	10.3%	\$43,000	\$39,000	10.3%				\$31,250	\$32,555	-4.0%
	Ave. Sales Price	\$47,150	\$42,391	11.2%	\$47,150	\$42,391	11.2%				\$31,705	\$33,448	-5.2%
E. Memphis	Units	2,398	2,481	-3.3%	2,384	2,476	-3.7%	14	5	180.0%	56	103	-45.6%
	Median Sales Price	\$154,125	\$137,653	12.0%	\$153,000	\$137,500	11.3%	\$778,500	\$408,000	90.8%	\$31,375	\$41,580	-24.5%
	Ave. Sales Price	\$202,686	\$184,077	10.1%	\$199,874	\$183,480	8.9%	\$681,553	\$480,000	42.0%	\$53,637	\$71,523	-25.0%
Whitehaven	Units	668	561	19.1%	664	560	18.6%	4	1	300.0%	64	97	-34.0%
	Median Sales Price	\$61,250	\$56,000	9.4%	\$61,000	\$56,000	8.9%	\$140,125			\$43,664	\$36,500	19.6%
	Ave. Sales Price	\$63,846	\$59,860	6.7%	\$63,376	\$59,426	6.6%	\$141,875	\$202,000	-29.8%	\$49,827	\$39,788	25.2%
Parkway/ Village/ Oakhaven	Units	435	473	-8.0%	434	473	-8.2%	1			31	69	-55.1%
	Median Sales Price	\$61,500	\$52,000	18.3%	\$61,250	\$52,000	17.8%				\$40,201	\$39,760	1.1%
	Ave. Sales Price	\$62,298	\$56,178	10.9%	\$62,220	\$56,178	10.8%	\$96,000			\$42,974	\$40,407	6.4%
Hickory Hill	Units	986	1,071	-7.9%	956	1,033	-7.4%	30	38	-21.0%	61	84	-27.4%
	Median Sales Price	\$105,000	\$98,000	7.1%	\$104,000	\$95,000	9.5%	\$229,265	\$217,500	5.4%	\$80,000	\$64,828	23.4%
	Ave. Sales Price	\$109,589	\$100,543	9.0%	\$106,275	\$96,548	10.1%	\$215,181	\$209,163	2.9%	\$91,335	\$70,712	29.2%
Southwind	Units	136	134	1.5%	113	121	-6.6%	23	13	76.9%	13	11	18.2%
	Median Sales Price	\$251,505	\$192,050	31.0%	\$230,000	\$182,000	26.4%	\$264,600	\$244,836	8.1%	\$135,000	\$134,500	0.4%
	Ave. Sales Price	\$290,069	\$242,187	19.8%	\$294,396	\$238,362	23.5%	\$268,813	\$277,789	-3.2%	\$189,724	\$184,145	3.0%

		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	1,862	1,871	-0.5%	1,763	1,775	-0.7%	99	96	3.1%	56	89	-37.1%
	Median Sales Price	\$167,000	\$151,500	10.2%	\$164,000	\$149,900	9.4%	\$250,954	\$220,861	13.6%	\$136,156	\$114,150	19.3%
	Ave. Sales Price	\$183,863	\$167,781	9.6%	\$179,948	\$164,004	9.7%	\$253,591	\$237,623	6.7%	\$157,780	\$128,196	23.1%
Bartlett	Units	941	1,020	-7.7%	848	912	-7.0%	93	108	-13.9%	16	28	-42.9%
	Median Sales Price	\$205,000	\$190,000	7.9%	\$195,000	\$179,950	8.4%	\$302,650	\$278,103	8.8%	\$120,750	\$148,000	-18.4%
	Ave. Sales Price	\$211,481	\$200,692	5.4%	\$200,950	\$190,463	5.1%	\$307,506	\$287,070	7.1%	\$154,814	\$170,892	-9.4%
G'town	Units	732	711	3.0%	698	684	2.0%	34	27	25.9%	7	6	16.7%
	Median Sales Price	\$327,000	\$305,000	7.2%	\$318,500	\$300,000	6.2%	\$831,813	\$713,368	16.6%	\$212,700	\$194,750	9.2%
	Ave. Sales Price	\$386,584	\$360,732	7.2%	\$364,380	\$345,128	5.6%	\$842,411	\$756,042	11.4%	\$289,114	\$221,266	30.7%
Collierville	Units	922	964	-4.4%	813	871	-6.7%	109	93	17.2%	8	14	-42.9%
	Median Sales Price	\$350,000	\$336,975	3.9%	\$325,500	\$320,000	1.7%	\$473,409	\$478,000	-1.0%	\$307,750	\$236,200	30.3%
	Ave. Sales Price	\$375,869	\$355,862	5.6%	\$354,907	\$339,151	4.6%	\$532,218	\$512,365	3.9%	\$269,718	\$254,534	6.0%
Lateland	Units	237	267	-11.2%	231	262	-11.8%	6	5	20.0%	1	10	-90.0%
	Median Sales Price	\$295,000	\$255,000	15.7%	\$294,000	\$254,000	15.7%	\$449,898	\$356,999	26.0%		\$198,700	
	Ave. Sales Price	\$319,442	\$278,511	14.7%	\$316,353	\$276,444	14.4%	\$438,385	\$386,817	13.3%	\$134,250	\$205,731	-34.7%
Arlington	Units	320	329	-2.7%	266	292	-8.9%	54	37	45.9%	3	8	-62.5%
	Median Sales Price	\$265,000	\$242,000	9.5%	\$246,500	\$234,950	4.9%	\$345,607	\$310,950	11.2%	\$307,500	\$192,500	59.7%
	Ave. Sales Price	\$270,678	\$249,377	8.5%	\$254,305	\$239,173	6.3%	\$351,329	\$329,906	6.5%	\$300,833	\$184,658	62.9%
Millington	Units	169	176	-4.0%	169	176	-4.0%				5	18	-72.2%
	Median Sales Price	\$112,000	\$114,000	-1.7%	\$112,000	\$114,000	-1.7%				\$168,000	\$72,500	131.7%
	Ave. Sales Price	\$134,768	\$130,485	3.3%	\$134,768	\$130,485	3.3%				\$129,950	\$110,962	17.1%
Shelby County	Units	13,470	13,420	0.4%	12,977	12,986	-0.1%	493	434	13.6%	541	853	-36.6%
	Median Sales Price	\$143,000	\$134,000	6.7%	\$137,000	\$129,900	5.5%	\$328,803	\$296,929	10.7%	\$47,500	\$48,000	-1.0%
	Ave. Sales Price	\$181,352	\$170,490	6.4%	\$173,455	\$164,452	5.5%	\$389,237	\$351,144	10.8%	\$78,026	\$71,788	8.7%
Fayette County	Units	654	612	6.9%	527	519	1.5%	127	93	36.6%	24	45	-46.7%
	Median Sales Price	\$235,000	\$205,000	14.6%	\$215,000	\$190,000	13.2%	\$275,000	\$257,064	7.0%	\$82,750	\$100,000	-17.2%
	Ave. Sales Price	\$260,048	\$234,568	10.9%	\$244,184	\$220,887	10.5%	\$325,876	\$310,919	4.8%	\$111,289	\$124,153	-10.4%
Tipton County	Units	756	687	10.0%	695	639	8.8%	61	48	27.1%	55	79	-30.4%
	Median Sales Price	\$156,500	\$143,900	8.8%	\$151,500	\$139,900	8.3%	\$284,000	\$279,000	1.8%	\$66,000	\$60,000	10.0%
	Ave. Sales Price	\$166,599	\$148,931	11.9%	\$156,636	\$139,619	12.2%	\$280,111	\$272,899	2.6%	\$88,536	\$75,125	17.8%