

### Sales Summary

	February Total Sales			YTD Total Sales		
	2019	2018	% change	2019	2018	% change
Units	1,252	1,211	3.4%	2,501	2,498	0.1%
Median Sales Price	\$130,000	\$117,900	10.3%	\$128,600	\$125,000	2.9%
Average Sales Price	\$171,757	\$159,626	7.6%	\$167,638	\$164,134	2.1%

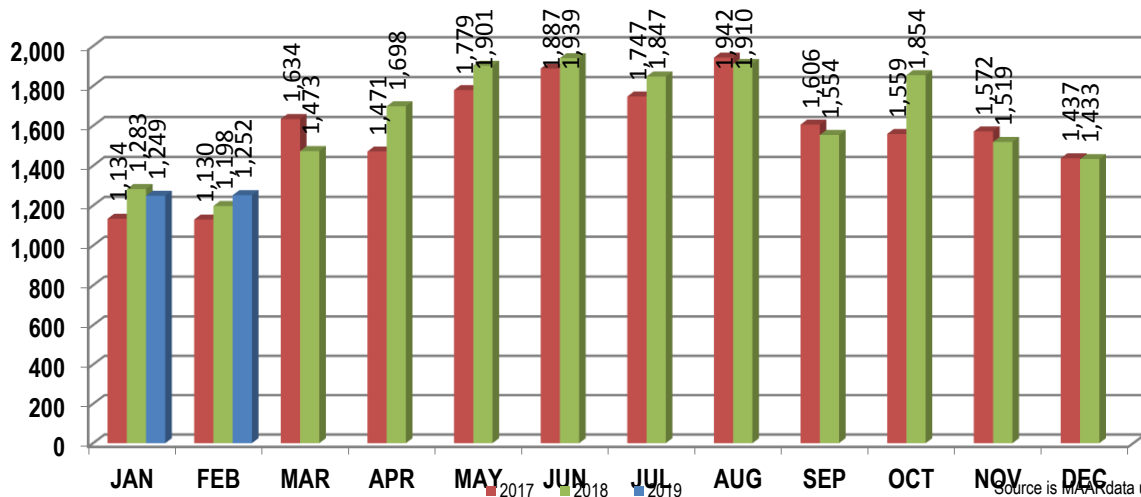
	February Existing Sales			YTD Existing Home Sales		
	2019	2018	% change	2019	2018	% change
Units	1,194	1,144	4.4%	2,377	2,374	0.1%
Median Sales Price	\$124,900	\$109,900	13.6%	\$120,000	\$119,000	0.8%
Average Sales Price	\$162,163	\$148,594	9.1%	\$157,134	\$153,934	2.1%

	February New Home Sales			YTD New Home Sales		
	2019	2018	% change	2019	2018	% change
Units	58	67	-13.4%	124	124	0.0%
Median Sales Price	\$335,000	\$299,900	11.7%	\$330,000	\$312,900	5.5%
Average Sales Price	\$369,247	\$348,000	6.1%	\$368,993	\$359,409	2.7%

	February Bank Sales			YTD Bank Sales*		
	2019	2018	% change	2019	2018	% change
Units	51	68	-25.0%	105	151	-30.5%
Median Sales Price	\$59,100	\$58,000	1.9%	\$46,000	\$49,500	-7.1%
Average Sales Price	\$85,903	\$83,025	3.5%	\$76,725	\$79,497	-3.5%

	February Non-Bank Sales			YTD Non-Bank Sales		
	2019	2018	% change	2019	2018	% change
Units	1,201	1,143	5.1%	2,396	2,347	2.1%
Median Sales Price	\$135,000	\$120,900	11.7%	\$134,000	\$131,000	2.3%
Average Sales Price	\$175,402	\$164,184	6.8%	\$171,622	\$169,579	1.2%

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.

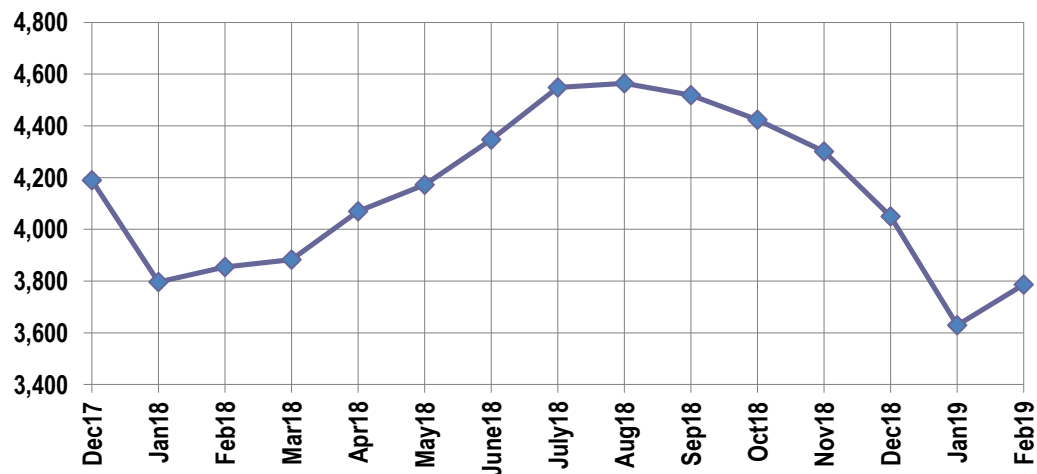
### Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 02-15-19)		
	Units	Ave. List Price
Single Family	3,620	\$262,317
Condo/Co-op	119	\$183,198
Duplex	47	\$80,694
<b>Market Total</b>	<b>3,786</b>	<b>\$257,576</b>

Pending Sales (as of 02-15-19)		
	Units	Ave. List Price
Single Family	1,209	\$196,868
Condo/Co-op	26	\$147,923
Duplex	25	\$69,616
<b>Market Total</b>	<b>1,260</b>	<b>\$193,333</b>

	February Foreclosure Actions			YTD Foreclosure Actions		
	2019	2018	% change	2019	2018	% change
<b>Total</b>	83	142	-41.5%	195	306	-36.3%

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



### Inventory

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
Nov-17	4,538	Nov-18	4,301
Dec-17	4,190	Dec-18	4,050
Jan-18	3,796	Jan-19	3,630
Feb-18	3,854	Feb-19	3,786

		February Total Sales			February Existing Sales			February New Home Sales			February Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	85	90	-5.6%	85	90	-5.6%				4	9	-55.6%
	Median Sales Price	\$33,000	\$29,750	10.9%	\$33,000	\$29,750	10.9%				\$19,250	\$22,500	-14.4%
	Ave. Sales Price	\$42,576	\$43,878	-3.0%	\$42,576	\$43,878	-3.0%				\$22,750	\$27,174	-16.3%
Raleigh/ Cov. Pike	Units	80	78	2.6%	80	76	5.3%		2		8	5	60.0%
	Median Sales Price	\$78,500	\$77,750	1.0%	\$78,500	\$75,525	3.9%				\$79,000	\$30,501	159.0%
	Ave. Sales Price	\$87,054	\$80,996	7.5%	\$87,054	\$79,183	9.9%		\$149,900		\$87,380	\$40,610	115.2%
Downtown	Units	31	22	40.9%	31	22	40.9%				1	1	0.0%
	Median Sales Price	\$245,000	\$201,248	21.7%	\$245,000	\$201,248	21.7%						
	Ave. Sales Price	\$218,710	\$231,845	-5.7%	\$218,710	\$231,845	-5.7%				\$36,500	\$157,500	-76.8%
Midtown	Units	71	58	22.4%	71	56	26.8%		2			7	
	Median Sales Price	\$166,000	\$122,500	35.5%	\$166,000	\$119,500	38.9%					\$82,935	
	Ave. Sales Price	\$180,426	\$138,055	30.7%	\$180,426	\$129,950	38.8%		\$365,000			\$103,240	
S. Memphis	Units	48	38	26.3%	48	38	26.3%				6	5	20.0%
	Median Sales Price	\$20,724	\$19,500	6.3%	\$20,724	\$19,500	6.3%				\$20,225	\$17,000	19.0%
	Ave. Sales Price	\$28,414	\$26,015	9.2%	\$28,414	\$26,015	9.2%				\$17,991	\$17,620	2.1%
Berclair/ Highland Heights	Units	46	44	4.5%	46	44	4.5%				3	2	50.0%
	Median Sales Price	\$33,975	\$38,500	-11.8%	\$33,975	\$38,500	-11.8%				\$33,212		
	Ave. Sales Price	\$45,173	\$42,865	5.4%	\$45,173	\$42,865	5.4%				\$38,237	\$38,000	0.6%
E. Memphis	Units	213	188	13.3%	212	187	13.4%	1	1	0.0%	4	5	-20.0%
	Median Sales Price	\$130,000	\$105,000	23.8%	\$128,750	\$105,000	22.6%				\$67,463	\$25,511	164.4%
	Ave. Sales Price	\$184,056	\$169,748	8.4%	\$182,801	\$166,511	9.8%	\$450,000	\$775,000	-41.9%	\$84,231	\$27,302	208.5%
Whitehaven	Units	64	61	4.9%	62	61	1.6%	2			3	5	-40.0%
	Median Sales Price	\$64,500	\$65,000	-0.8%	\$64,000	\$65,000	-1.5%				\$28,100	\$60,940	-53.9%
	Ave. Sales Price	\$73,723	\$60,663	21.5%	\$69,539	\$60,663	14.6%	\$203,450			\$30,033	\$65,288	-54.0%
Parkway Village/ Oakhaven	Units	43	50	-14.0%	43	50	-14.0%				5	4	25.0%
	Median Sales Price	\$65,000	\$59,000	10.2%	\$65,000	\$59,000	10.2%				\$58,932	\$36,700	60.6%
	Ave. Sales Price	\$63,050	\$61,202	3.0%	\$63,050	\$61,202	3.0%				\$46,706	\$32,850	42.2%
Hickory Hill	Units	90	102	-11.8%	88	95	-7.4%	2	7	-71.4%	5	7	-28.6%
	Median Sales Price	\$101,500	\$102,950	-1.4%	\$97,500	\$99,000	-1.5%		\$233,000		\$85,000	\$106,050	-19.8%
	Ave. Sales Price	\$113,322	\$110,802	2.3%	\$109,274	\$102,333	6.8%	\$291,460	\$225,739	29.1%	\$86,026	\$104,053	-17.3%
Southwind	Units	9	7	28.6%	9	6	50.0%		1		1	1	0.0%
	Median Sales Price	\$249,900	\$345,772	-27.7%	\$249,900	\$268,000	-6.8%						
	Ave. Sales Price	\$285,144	\$282,538	0.9%	\$285,144	\$272,000	4.8%		\$345,772		\$214,500	\$94,000	128.2%

		February Total Sales			February Existing Sales			February New Home Sales			February Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	142	138	2.9%	133	134	-0.7%	9	4	125.0%	4	10	-60.0%
	Median Sales Price	\$173,000	\$156,569	10.5%	\$168,000	\$155,000	8.4%	\$275,000	\$238,006	15.5%	\$97,125	\$171,500	-43.4%
	Ave. Sales Price	\$182,893	\$166,466	9.9%	\$177,034	\$164,040	7.9%	\$269,484	\$257,760	8.8%	\$205,187	\$178,753	14.8%
Bartlett	Units	65	68	-4.4%	59	53	11.3%	6	15	-60.0%			
	Median Sales Price	\$199,000	\$225,500	-11.8%	\$194,900	\$209,000	-6.7%	\$309,794	\$291,185	6.4%			
	Ave. Sales Price	\$220,077	\$217,643	1.1%	\$211,317	\$197,081	7.2%	\$306,222	\$290,293	5.5%			
G'town	Units	54	44	22.7%	52	43	20.9%	2	1	100.0%	1		
	Median Sales Price	\$322,500	\$306,000	5.4%	\$318,950	\$302,000	5.6%						
	Ave. Sales Price	\$372,209	\$339,794	9.5%	\$358,769	\$331,020	8.4%	\$721,652	\$717,069	0.6%	\$526,050		
Collierville	Units	76	53	43.4%	62	43	44.2%	14	10	40.0%			
	Median Sales Price	\$380,000	\$305,000	24.6%	\$320,000	\$269,000	19.0%	\$485,883	\$541,215	-10.2%			
	Ave. Sales Price	\$371,872	\$395,370	-5.9%	\$338,437	\$356,573	-5.1%	\$519,939	\$562,200	-7.5%			
Lateland	Units	12	18	-33.3%	10	18	-44.4%	2					
	Median Sales Price	\$231,225	\$324,500	-28.7%	\$189,000	\$324,500	-41.8%						
	Ave. Sales Price	\$269,945	\$348,511	-22.5%	\$236,075	\$348,511	-32.3%	\$439,300					
Arlington	Units	25	28	-10.7%	20	23	-13.0%	5	5	0.0%	1		
	Median Sales Price	\$295,000	\$279,950	5.4%	\$263,500	\$260,000	1.3%	\$384,710	\$327,862	17.3%			
	Ave. Sales Price	\$324,165	\$271,484	19.4%	\$309,940	\$256,491	20.8%	\$381,069	\$340,450	11.9%	\$262,000		
Millington	Units	11	17	-35.3%	11	17	-35.3%					1	
	Median Sales Price	\$110,000	\$117,500	-6.4%	\$110,000	\$117,500	-6.4%						
	Ave. Sales Price	\$123,136	\$133,582	-7.8%	\$123,136	\$133,582	-7.8%					\$185,500	
Shelby County	Units	1,148	1,095	4.8%	1,105	1,047	5.5%	43	48	-10.4%	46	61	-24.6%
	Median Sales Price	\$125,000	\$109,900	13.7%	\$119,900	\$102,500	17.0%	\$384,710	\$314,850	22.2%	\$60,000	\$50,500	18.8%
	Ave. Sales Price	\$168,895	\$153,557	10.0%	\$159,893	\$144,248	10.8%	\$400,207	\$356,614	12.2%	\$86,156	\$79,609	8.2%
Fayette County	Units	50	56	-10.7%	40	43	-7.0%	10	13	-23.1%	3	2	50.0%
	Median Sales Price	\$237,000	\$255,741	-7.3%	\$211,750	\$224,900	-5.8%	\$267,500	\$279,401	-4.3%	\$12,944		
	Ave. Sales Price	\$264,593	\$275,859	-4.1%	\$253,596	\$252,252	0.5%	\$308,581	\$353,945	-12.8%	\$111,464	\$167,525	-33.5%
Tipton County	Units	54	60	-10.0%	49	54	-9.3%	5	6	-16.7%	2	5	-60.0%
	Median Sales Price	\$152,500	\$138,750	9.9%	\$149,900	\$123,000	21.9%	\$239,900	\$269,680	-11.0%		\$37,000	
	Ave. Sales Price	\$146,643	\$161,903	-9.4%	\$138,717	\$150,314	-7.7%	\$224,320	\$266,210	-15.7%	\$41,750	\$90,900	-54.1%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2019	2018	%change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	169	150	12.7%	169	150	12.7%				7	17	-58.8%
	Median Sales Price	\$34,250	\$30,850	11.0%	\$34,250	\$30,850	11.0%				\$28,500	\$21,001	35.7%
	Ave. Sales Price	\$46,525	\$45,701	1.8%	\$46,525	\$45,701	1.8%				\$31,643	\$30,194	4.8%
Raleigh/ Cov. Pike	Units	156	166	-6.0%	156	163	-4.3%	3			15	13	15.4%
	Median Sales Price	\$77,750	\$78,325	-0.7%	\$77,750	\$77,700	0.1%	\$149,900			\$62,006	\$35,000	77.2%
	Ave. Sales Price	\$86,327	\$82,885	4.2%	\$86,327	\$81,670	5.7%	\$148,900			\$67,438	\$62,838	7.3%
Downtown	Units	59	58	1.7%	57	58	-1.7%	2			1	6	-83.3%
	Median Sales Price	\$220,000	\$169,950	29.4%	\$220,000	\$169,950	29.4%					\$31,724	
	Ave. Sales Price	\$217,888	\$178,319	22.2%	\$221,761	\$178,319	24.4%	\$107,500			\$36,500	\$57,381	-36.4%
Midtown	Units	156	116	34.5%	155	113	37.2%	1	3	-66.7%	3	10	-70.0%
	Median Sales Price	\$141,000	\$134,450	4.9%	\$137,000	\$130,000	5.4%		\$355,000		\$46,000	\$70,968	-35.2%
	Ave. Sales Price	\$148,645	\$157,777	-5.8%	\$147,378	\$152,364	-3.3%	\$345,000	\$361,666	-4.6%	\$56,958	\$87,458	-34.9%
S. Memphis	Units	122	82	48.8%	122	82	48.8%				12	10	20.0%
	Median Sales Price	\$23,000	\$20,620	11.5%	\$23,000	\$20,620	11.5%				\$14,200	\$15,000	-5.3%
	Ave. Sales Price	\$30,850	\$25,784	19.6%	\$30,850	\$25,784	19.6%				\$16,674	\$15,951	4.5%
Berclair/ Highland Heights	Units	85	80	6.3%	85	80	6.3%				6	5	20.0%
	Median Sales Price	\$37,900	\$43,250	-12.4%	\$37,900	\$43,250	-12.4%				\$27,450	\$26,257	4.5%
	Ave. Sales Price	\$44,945	\$46,040	-2.4%	\$44,945	\$46,040	-2.4%				\$29,676	\$34,151	-13.1%
E. Memphis	Units	388	381	1.8%	386	380	1.6%	2	1	100.0%	6	15	-60.0%
	Median Sales Price	\$124,000	\$125,000	-0.8%	\$122,750	\$122,500	0.2%				\$67,463	\$27,500	145.3%
	Ave. Sales Price	\$184,287	\$181,018	1.8%	\$181,835	\$179,455	1.3%	\$657,500	\$775,000	-15.2%	\$75,587	\$52,736	43.3%
Whitehaven	Units	152	130	16.9%	146	130	12.3%	6			12	20	-40.0%
	Median Sales Price	\$65,000	\$65,140	-0.2%	\$64,450	\$65,140	-1.1%	\$174,900			\$30,300	\$40,664	-25.5%
	Ave. Sales Price	\$72,290	\$61,315	17.9%	\$67,920	\$61,315	10.8%	\$178,641			\$41,196	\$43,499	-5.3%
Parkway/ Village/ Oakhaven	Units	85	90	-5.6%	85	90	-5.6%				11	6	83.3%
	Median Sales Price	\$60,000	\$67,000	-10.4%	\$60,000	\$67,000	-10.4%				\$46,000	\$42,750	7.6%
	Ave. Sales Price	\$61,261	\$63,580	-3.6%	\$61,261	\$63,580	-3.6%				\$41,010	\$36,783	11.5%
Hickory Hill	Units	168	209	-19.6%	166	197	-15.7%	2	12	-83.3%	7	10	-30.0%
	Median Sales Price	\$115,000	\$105,000	9.5%	\$115,000	\$104,000	10.6%		\$232,216		\$80,000	\$74,000	8.1%
	Ave. Sales Price	\$115,841	\$113,772	1.8%	\$113,725	\$107,599	5.7%	\$291,460	\$215,125	35.5%	\$78,019	\$88,416	-11.8%
Southwind	Units	23	18	27.8%	23	14	64.3%		4		1	2	-50.0%
	Median Sales Price	\$241,600	\$270,500	-10.7%	\$241,600	\$227,750	6.1%		\$270,500				
	Ave. Sales Price	\$263,747	\$248,083	6.3%	\$263,747	\$238,666	10.5%		\$281,043		\$214,500	\$96,250	122.9%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	306	314	-2.5%	279	303	-7.9%	27	11	145.5%	11	16	-31.3%
	Median Sales Price	\$178,750	\$159,650	12.0%	\$170,000	\$156,000	9.0%	\$270,000	\$250,954	7.6%	\$187,100	\$171,500	9.1%
	Ave. Sales Price	\$192,328	\$171,440	12.2%	\$185,349	\$168,729	9.9%	\$264,446	\$246,127	7.4%	\$200,422	\$167,936	19.3%
Bartlett	Units	126	138	-8.7%	116	117	-0.9%	10	21	-52.4%	1	1	0.0%
	Median Sales Price	\$200,000	\$219,000	-8.7%	\$194,950	\$205,000	-4.9%	\$292,158	\$291,185	0.3%			
	Ave. Sales Price	\$213,168	\$210,838	1.1%	\$206,186	\$196,078	5.2%	\$294,155	\$293,075	0.4%	\$170,000	\$90,000	88.9%
G'town	Units	100	94	6.4%	96	89	7.9%	4	5	-20.0%	1	1	0.0%
	Median Sales Price	\$297,450	\$311,500	-4.5%	\$287,450	\$300,000	-4.2%	\$692,988	\$834,903	-17.0%			
	Ave. Sales Price	\$347,828	\$352,650	-1.4%	\$332,849	\$325,698	2.2%	\$707,320	\$832,394	-15.0%	\$526,050	\$219,000	140.2%
Collierville	Units	143	135	5.9%	118	111	6.3%	25	24	4.2%	1	3	-66.7%
	Median Sales Price	\$367,500	\$332,000	10.7%	\$322,500	\$305,000	5.7%	\$489,900	\$475,242	3.1%		\$300,500	
	Ave. Sales Price	\$376,698	\$383,339	-1.7%	\$342,100	\$351,943	-2.8%	\$540,004	\$528,544	2.2%	\$338,000	\$227,212	48.8%
Lateland	Units	28	37	-24.3%	23	36	-36.1%	5	1	400.0%			
	Median Sales Price	\$251,200	\$285,000	-11.9%	\$208,400	\$289,500	-28.0%	\$414,800					
	Ave. Sales Price	\$264,155	\$304,180	-13.2%	\$230,980	\$304,854	-24.2%	\$416,761	\$279,900	48.9%			
Arlington	Units	47	58	-19.0%	34	46	-26.1%	13	12	8.3%	1	1	0.0%
	Median Sales Price	\$295,000	\$262,000	12.6%	\$263,500	\$238,000	10.7%	\$368,943	\$328,333	12.4%			
	Ave. Sales Price	\$308,669	\$258,537	19.4%	\$288,047	\$239,242	20.4%	\$362,604	\$332,503	9.0%	\$262,000	\$285,000	-8.1%
Millington	Units	21	26	-19.2%	21	26	-19.2%					1	
	Median Sales Price	\$110,000	\$95,750	14.9%	\$110,000	\$95,750	14.9%						
	Ave. Sales Price	\$126,585	\$113,320	11.7%	\$126,585	\$113,320	11.7%					\$185,500	
Shelby County	Units	2,300	2,273	1.2%	2,203	2,176	1.2%	97	97	0.0%	95	135	-29.6%
	Median Sales Price	\$122,400	\$120,000	2.0%	\$115,868	\$114,900	0.8%	\$346,910	\$318,822	8.8%	\$47,540	\$46,000	3.3%
	Ave. Sales Price	\$163,451	\$160,051	2.1%	\$153,971	\$150,646	2.2%	\$378,746	\$371,045	2.1%	\$78,392	\$74,863	4.7%
Fayette County	Units	105	92	14.1%	84	74	13.5%	21	18	16.7%	6	4	50.0%
	Median Sales Price	\$246,247	\$258,649	-4.8%	\$229,000	\$230,000	-0.4%	\$289,000	\$296,870	-2.6%	\$25,375	\$171,000	-85.2%
	Ave. Sales Price	\$270,944	\$288,786	-6.2%	\$248,391	\$274,613	-9.5%	\$361,157	\$347,054	4.1%	\$75,475	\$169,262	-55.4%
Tipton County	Units	96	133	-27.8%	90	124	-27.4%	6	9	-33.3%	4	12	-66.7%
	Median Sales Price	\$157,500	\$140,000	12.5%	\$155,500	\$131,500	18.2%	\$254,900	\$264,460	-3.6%	\$41,500	\$88,950	-53.3%
	Ave. Sales Price	\$154,963	\$147,680	4.9%	\$149,378	\$139,621	7.0%	\$238,738	\$258,718	-7.7%	\$39,000	\$101,708	-61.6%