

Sales Summary

	January Total Sales			YTD Total Sales		
	2019	2018	% change	2019	2018	% change
Units	1,249	1,287	-2.9%	1,249	1,287	-2.9%
Median Sales Price	\$125,000	\$134,900	-7.3%	\$125,000	\$134,900	-7.3%
Average Sales Price	\$163,515	\$168,503	-3.0%	\$163,515	\$168,503	-3.0%

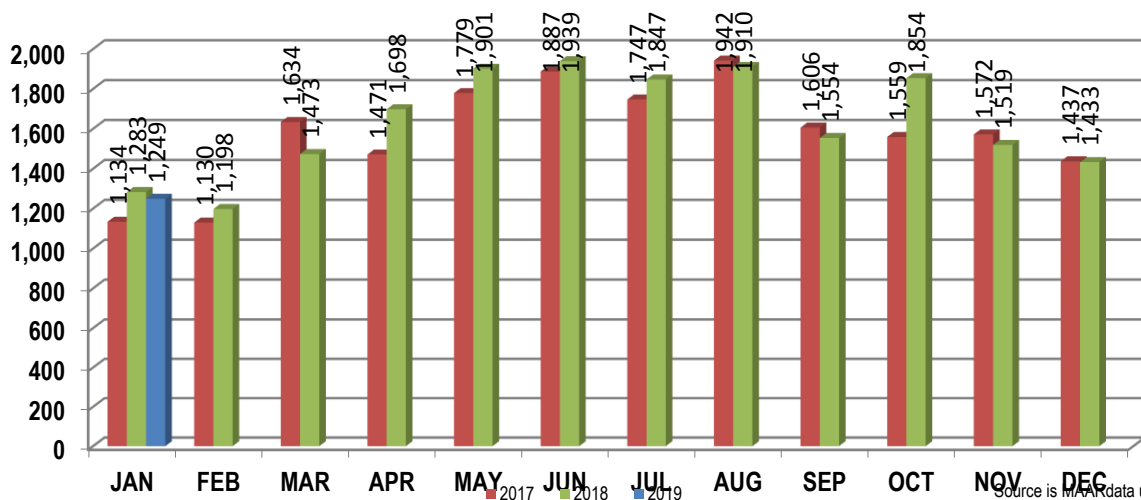
	January Existing Sales			YTD Existing Home Sales		
	2019	2018	% change	2019	2018	% change
Units	1,183	1,230	-3.8%	1,183	1,230	-3.8%
Median Sales Price	\$119,900	\$128,000	-6.3%	\$119,900	\$128,000	-6.3%
Average Sales Price	\$152,064	\$159,035	-4.4%	\$152,064	\$159,035	-4.4%

	January New Home Sales			YTD New Home Sales		
	2019	2018	% change	2019	2018	% change
Units	66	57	15.8%	66	57	15.8%
Median Sales Price	\$330,000	\$318,822	3.5%	\$330,000	\$318,822	3.5%
Average Sales Price	\$368,770	\$372,820	-1.1%	\$368,770	\$372,820	-1.1%

	January Bank Sales			YTD Bank Sales*		
	2019	2018	% change	2019	2018	% change
Units	55	83	-33.7%	55	83	-33.7%
Median Sales Price	\$40,455	\$46,000	-12.1%	\$40,455	\$46,000	-12.1%
Average Sales Price	\$67,773	\$76,607	-11.5%	\$67,773	\$76,607	-11.5%

	January Non-Bank Sales			YTD Non-Bank Sales		
	2019	2018	% change	2019	2018	% change
Units	1,194	1,204	-0.8%	1,194	1,204	-0.8%
Median Sales Price	\$130,000	\$139,900	-7.1%	\$130,000	\$139,900	-7.1%
Average Sales Price	\$167,926	\$174,838	-4.0%	\$167,926	\$174,838	-4.0%

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.



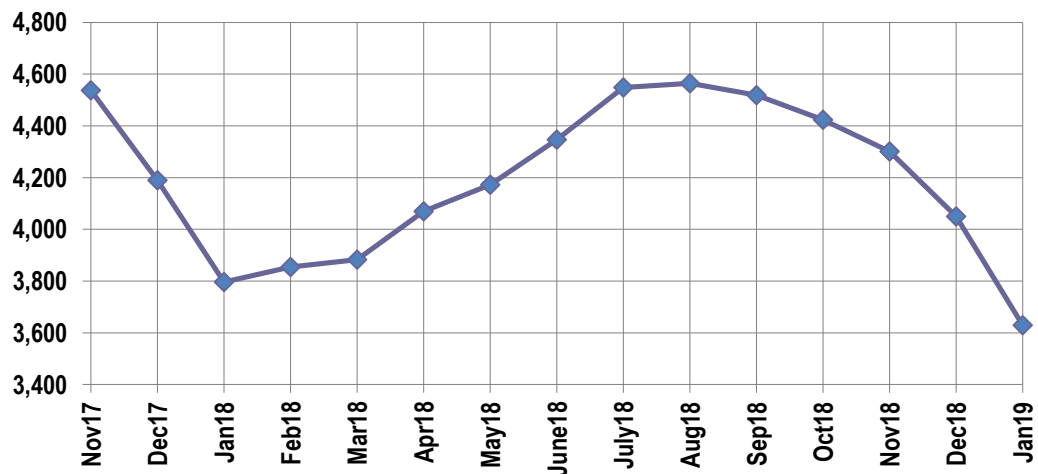
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 01-16-19)		
	Units	Ave. List Price
Single Family	3,460	\$262,859
Condo/Co-op	115	\$184,959
Duplex	55	\$75,317
Market Total	3,630	\$257,550

Pending Sales (as of 01-16-19)		
	Units	Ave. List Price
Single Family	966	\$180,830
Condo/Co-op	34	\$129,291
Duplex	17	\$87,182
Market Total	1,017	\$177,542

	January Foreclosure Actions			YTD Foreclosure Actions		
	2019	2018	% change	2019	2018	% change
Total	111	164	-32.3%	111	164	-32.3%

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



Inventory

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

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	84	60	40.0%	84	60	40.0%				3	8	-62.5%
	Median Sales Price	\$34,750	\$33,450	3.9%	\$34,750	\$33,450	3.9%				\$37,001	\$19,756	87.3%
	Ave. Sales Price	\$50,521	\$48,436	4.3%	\$50,521	\$48,436	4.3%				\$43,500	\$33,592	29.5%
Raleigh/ Cov. Pike	Units	76	88	-13.6%	76	87	-12.6%		1		7	8	-12.5%
	Median Sales Price	\$75,000	\$78,325	-4.2%	\$75,000	\$77,900	-3.7%				\$42,980	\$46,500	-7.6%
	Ave. Sales Price	\$85,561	\$84,559	1.2%	\$85,561	\$83,843	2.0%		\$146,900		\$44,646	\$76,731	-41.8%
Downtown	Units	28	36	-22.2%	26	36	-27.8%	2				5	
	Median Sales Price	\$174,000	\$137,250	26.8%	\$186,650	\$137,250	36.0%					\$30,948	
	Ave. Sales Price	\$216,978	\$145,609	49.0%	\$225,399	\$145,609	54.8%	\$107,500				\$37,357	
Midtown	Units	85	58	46.6%	84	57	47.4%	1	1	0.0%	3	3	0.0%
	Median Sales Price	\$100,000	\$144,500	-30.8%	\$97,500	\$144,000	-32.3%				\$46,000	\$54,000	-14.8%
	Ave. Sales Price	\$122,099	\$177,498	-31.2%	\$119,446	\$174,384	-31.5%	\$345,000	\$355,000	-2.8%	\$56,958	\$50,633	12.5%
S. Memphis	Units	74	44	68.2%	74	44	68.2%				6	5	20.0%
	Median Sales Price	\$25,000	\$23,857	4.8%	\$25,000	\$23,857	4.8%				\$12,875	\$12,000	7.3%
	Ave. Sales Price	\$32,430	\$25,584	26.8%	\$32,430	\$25,584	26.8%				\$15,358	\$14,281	7.5%
Berclair/ Highland Heights	Units	39	36	8.3%	39	36	8.3%				3	3	0.0%
	Median Sales Price	\$46,000	\$49,350	-6.8%	\$46,000	\$49,350	-6.8%				\$20,000	\$26,257	-23.8%
	Ave. Sales Price	\$44,676	\$49,921	-10.5%	\$44,676	\$49,921	-10.5%				\$21,116	\$31,585	-33.1%
E. Memphis	Units	175	193	-9.3%	174	193	-9.8%	1			2	10	-80.0%
	Median Sales Price	\$120,000	\$141,000	-14.9%	\$120,000	\$141,000	-14.9%					\$32,550	
	Ave. Sales Price	\$184,568	\$191,997	-3.9%	\$180,657	\$191,997	-5.9%	\$865,000			\$58,300	\$65,453	-10.9%
Whitehaven	Units	88	69	27.5%	84	69	21.7%	4			9	15	-40.0%
	Median Sales Price	\$65,500	\$67,000	-2.2%	\$64,950	\$67,000	-3.1%	\$174,900			\$32,500	\$26,000	25.0%
	Ave. Sales Price	\$71,248	\$61,891	15.1%	\$66,725	\$61,891	7.8%	\$166,237			\$44,916	\$36,237	24.0%
Parkway/ Village/ Oakhaven	Units	42	40	5.0%	42	40	5.0%				6	2	200.0%
	Median Sales Price	\$55,875	\$73,950	-24.4%	\$55,875	\$73,950	-24.4%				\$43,117		
	Ave. Sales Price	\$59,429	\$66,554	-10.7%	\$59,429	\$66,554	-10.7%				\$36,264	\$44,650	-18.8%
Hickory Hill	Units	78	108	-27.8%	78	103	-24.3%		5		2	3	-33.3%
	Median Sales Price	\$121,750	\$113,875	6.9%	\$121,750	\$106,900	13.9%		\$231,432			\$55,000	
	Ave. Sales Price	\$118,747	\$117,975	0.7%	\$118,747	\$113,980	4.2%		\$200,266		\$58,000	\$51,930	11.7%
Southwind	Units	14	11	27.3%	14	8	75.0%	3				1	
	Median Sales Price	\$191,200	\$270,500	-29.3%	\$191,200	\$221,250	-13.6%	\$270,500					
	Ave. Sales Price	\$249,992	\$226,157	10.5%	\$249,992	\$213,666	17.0%	\$259,466				\$98,500	

		January Total Sales			January Existing Sales			January New Home Sales			January Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	164	175	-6.3%	146	168	-13.1%	18	7	157.1%	7	6	16.7%
	Median Sales Price	\$180,500	\$160,000	12.8%	\$173,000	\$157,300	10.0%	\$264,573	\$269,836	-1.9%	\$199,000	\$157,775	26.1%
	Ave. Sales Price	\$200,498	\$175,771	14.1%	\$192,924	\$172,878	11.6%	\$261,927	\$245,194	6.8%	\$197,699	\$149,908	31.9%
Bartlett	Units	61	70	-12.9%	57	64	-10.9%	4	6	-33.3%	1	1	0.0%
	Median Sales Price	\$207,500	\$211,500	-1.9%	\$196,000	\$202,500	-3.2%	\$279,208	\$292,288	-4.5%			
	Ave. Sales Price	\$205,805	\$204,228	0.8%	\$200,875	\$195,247	2.9%	\$276,054	\$300,031	-8.0%	\$170,000	\$90,000	88.9%
G'town	Units	46	50	-8.0%	44	46	-4.3%	2	4	-50.0%		1	
	Median Sales Price	\$280,000	\$321,500	-12.9%	\$279,950	\$290,700	-3.7%		\$909,952				
	Ave. Sales Price	\$319,206	\$363,963	-12.3%	\$302,215	\$320,723	-5.8%	\$692,988	\$861,225	-19.5%		\$219,000	
Collierville	Units	67	82	-18.3%	56	68	-17.6%	11	14	-21.4%	1	3	-66.7%
	Median Sales Price	\$360,000	\$336,450	7.0%	\$324,750	\$315,000	3.1%	\$545,000	\$463,450	17.6%		\$300,500	
	Ave. Sales Price	\$382,174	\$375,562	1.8%	\$346,155	\$349,015	-0.8%	\$565,541	\$504,505	12.1%	\$338,000	\$227,212	48.8%
Lateland	Units	16	19	-15.8%	13	18	-27.8%	3	1	200.0%			
	Median Sales Price	\$251,200	\$261,000	-3.8%	\$221,500	\$255,500	-13.3%	\$400,581					
	Ave. Sales Price	\$259,813	\$262,182	-0.9%	\$227,061	\$261,198	-13.1%	\$401,736	\$279,900	43.5%			
Arlington	Units	22	30	-26.7%	14	23	-39.1%	8	7	14.3%		1	
	Median Sales Price	\$294,000	\$234,417	25.4%	\$263,000	\$215,400	22.1%	\$356,618	\$328,802	8.5%			
	Ave. Sales Price	\$291,059	\$246,454	18.1%	\$256,771	\$221,992	15.7%	\$351,064	\$326,827	7.4%		\$285,000	
Millington	Units	10	9	11.1%	10	9	11.1%						
	Median Sales Price	\$104,950	\$58,000	80.9%	\$104,950	\$58,000	80.9%						
	Ave. Sales Price	\$130,380	\$75,047	73.7%	\$130,380	\$75,047	73.7%						
Shelby County	Units	1,152	1,178	-2.2%	1,098	1,129	-2.7%	54	49	10.2%	49	74	-33.8%
	Median Sales Price	\$120,000	\$129,900	-7.6%	\$113,000	\$124,900	-9.5%	\$319,325	\$319,900	-0.2%	\$40,455	\$40,664	-0.5%
	Ave. Sales Price	\$158,026	\$166,227	-4.9%	\$148,011	\$156,725	-5.6%	\$361,657	\$385,180	-6.1%	\$71,104	\$70,952	0.2%
Fayette County	Units	56	36	55.6%	45	31	45.2%	11	5	120.0%	4	2	100.0%
	Median Sales Price	\$249,950	\$275,000	-9.1%	\$229,000	\$254,900	-10.2%	\$379,900	\$325,000	16.9%	\$44,086		
	Ave. Sales Price	\$272,713	\$308,894	-11.7%	\$239,410	\$305,629	-21.7%	\$408,954	\$329,140	24.2%	\$42,720	\$171,000	-75.0%
Tipton County	Units	41	73	-43.8%	40	70	-42.9%	1	3	-66.7%	2	7	-71.4%
	Median Sales Price	\$169,900	\$148,000	14.8%	\$167,950	\$139,400	20.5%		\$250,000			\$92,000	
	Ave. Sales Price	\$168,604	\$135,990	24.0%	\$165,048	\$131,372	25.6%	\$310,830	\$243,734	27.5%	\$36,250	\$109,428	-66.9%