

### Sales Summary

	March Total Sales			YTD Total Sales		
	2019	2018	% change	2019	2018	% change
Units	1,530	1,484	3.1%	4,032	3,982	1.3%
Median Sales Price	\$135,250	\$135,000	0.2%	\$131,000	\$130,000	0.8%
Average Sales Price	\$173,814	\$173,505	0.2%	\$170,016	\$167,627	1.4%

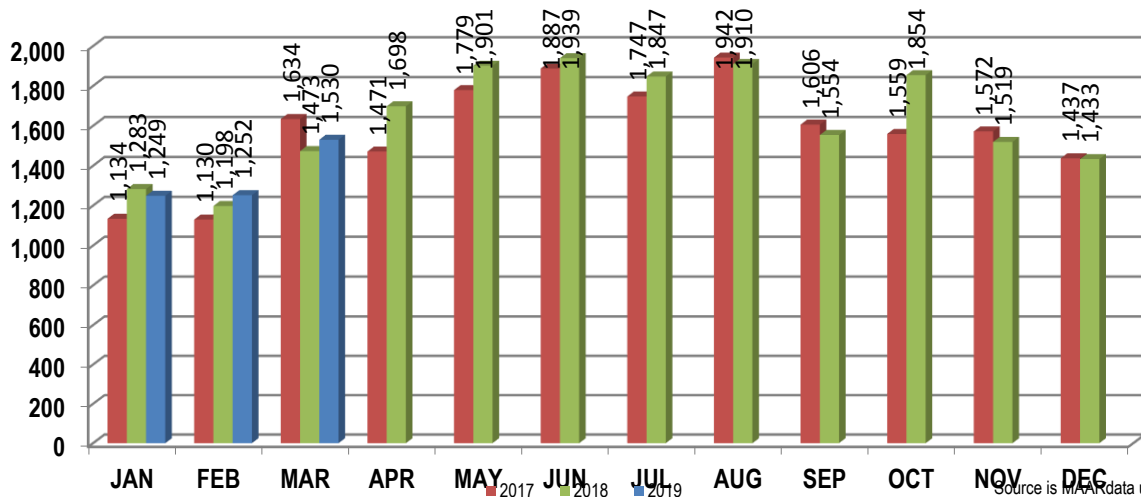
	March Existing Sales			YTD Existing Home Sales		
	2019	2018	% change	2019	2018	% change
Units	1,452	1,397	3.9%	3,828	3,771	1.5%
Median Sales Price	\$130,000	\$127,000	2.4%	\$124,900	\$122,000	2.4%
Average Sales Price	\$163,395	\$161,020	1.5%	\$159,543	\$156,559	1.8%

	March New Home Sales			YTD New Home Sales		
	2019	2018	% change	2019	2018	% change
Units	78	87	-10.3%	204	211	-3.3%
Median Sales Price	\$318,800	\$299,900	6.3%	\$318,800	\$306,304	4.1%
Average Sales Price	\$367,759	\$374,013	-1.7%	\$368,238	\$365,431	0.8%

	March Bank Sales			YTD Bank Sales*		
	2019	2018	% change	2019	2018	% change
Units	52	85	-38.8%	157	236	-33.5%
Median Sales Price	\$70,000	\$60,000	16.7%	\$52,000	\$55,500	-6.3%
Average Sales Price	\$106,687	\$85,714	24.5%	\$86,649	\$81,736	6.0%

	March Non-Bank Sales			YTD Non-Bank Sales		
	2019	2018	% change	2019	2018	% change
Units	1,478	1,399	5.6%	3,875	3,746	3.4%
Median Sales Price	\$139,900	\$141,000	-0.8%	\$135,000	\$135,000	0.0%
Average Sales Price	\$176,175	\$178,840	-1.5%	\$173,394	\$173,038	0.2%

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.



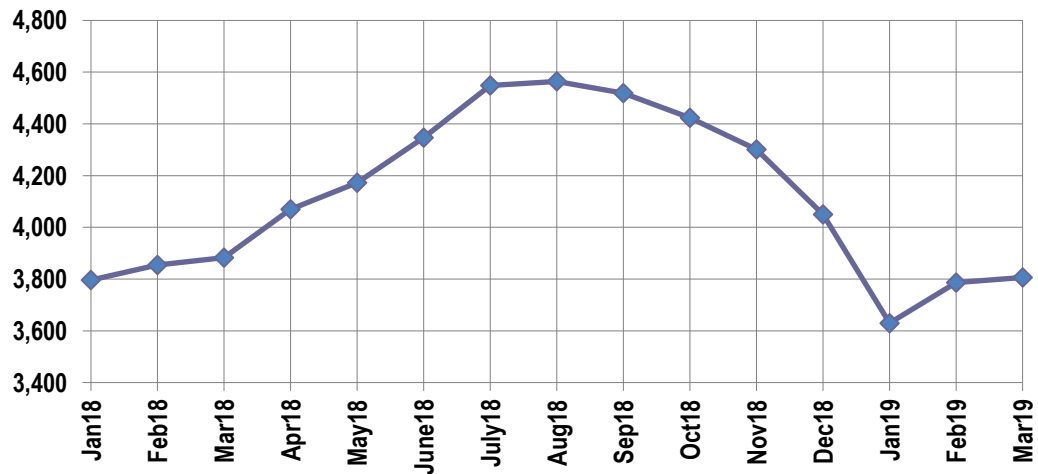
**Active Listings, Pending Sales and Foreclosure Action Summary**

Active Listings (as of 03-18-19)		
	Units	Ave. List Price
Single Family	3,627	\$274,532
Condo/Co-op	126	\$190,471
Duplex	53	\$85,472
<b>Market Total</b>	<b>3,806</b>	<b>\$269,116</b>

Pending Sales (as of 03-18-19)		
	Units	Ave. List Price
Single Family	1,242	\$187,687
Condo/Co-op	42	\$153,233
Duplex	21	\$82,780
<b>Market Total</b>	<b>1,305</b>	<b>\$184,890</b>

	March Foreclosure Actions			YTD Foreclosure Actions		
	2019	2018	% change	2019	2018	% change
<b>Total</b>	119	131	-9.2%	314	437	-28.1%

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



**Inventory**

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
Mar-18	3,883	Mar-19	3,806

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	106	83	27.7%	106	83	27.7%				3	7	-57.1%
	Median Sales Price	\$39,950	\$30,000	33.2%	\$39,950	\$30,000	33.2%				\$10,000	\$30,000	-66.7%
	Ave. Sales Price	\$48,904	\$51,293	-4.7%	\$48,904	\$51,293	-4.7%				\$14,000	\$31,142	-55.0%
Raleigh/ Cov. Pike	Units	83	85	-2.4%	83	85	-2.4%				5	4	25.0%
	Median Sales Price	\$85,000	\$75,000	13.3%	\$85,000	\$75,000	13.3%				\$52,000	\$34,450	50.9%
	Ave. Sales Price	\$86,070	\$77,312	11.3%	\$86,070	\$77,312	11.3%				\$61,810	\$34,225	80.6%
Downtown	Units	37	47	-21.3%	37	47	-21.3%				2	1	100.0%
	Median Sales Price	\$235,500	\$215,000	9.5%	\$235,500	\$215,000	9.5%						
	Ave. Sales Price	\$237,608	\$208,167	14.1%	\$237,608	\$208,167	14.1%				\$129,155	\$88,000	46.8%
Midtown	Units	81	90	-10.0%	79	88	-10.2%	2	2	0.0%	2	6	-66.7%
	Median Sales Price	\$116,000	\$130,000	-10.8%	\$110,400	\$127,000	-13.1%					\$76,025	
	Ave. Sales Price	\$137,565	\$166,147	-17.2%	\$133,631	\$161,062	-17.0%	\$292,950	\$389,900	-24.9%	\$25,750	\$82,550	-68.8%
S. Memphis	Units	81	54	50.0%	81	54	50.0%				5	11	-54.5%
	Median Sales Price	\$32,000	\$19,000	68.4%	\$32,000	\$19,000	68.4%				\$13,500	\$20,000	-32.5%
	Ave. Sales Price	\$41,254	\$31,474	31.1%	\$41,254	\$31,474	31.1%				\$22,314	\$42,576	-47.6%
Berclair/ Highland Heights	Units	61	56	8.9%	61	56	8.9%				2	3	-33.3%
	Median Sales Price	\$42,500	\$40,000	6.3%	\$42,500	\$40,000	6.3%					\$48,000	
	Ave. Sales Price	\$52,109	\$42,233	23.4%	\$52,109	\$42,233	23.4%				\$34,875	\$48,333	-27.8%
E. Memphis	Units	268	238	12.6%	264	237	11.4%	4	1	300.0%	3	7	-57.1%
	Median Sales Price	\$144,250	\$134,900	6.9%	\$142,600	\$134,900	5.7%	\$702,500			\$36,100	\$57,000	-36.7%
	Ave. Sales Price	\$183,442	\$192,381	-4.6%	\$176,150	\$189,543	-7.1%	\$664,750	\$865,000	-23.1%	\$59,916	\$74,892	-20.0%
Whitehaven	Units	75	65	15.4%	73	65	12.3%	2			4	3	33.3%
	Median Sales Price	\$66,000	\$48,500	36.1%	\$65,000	\$48,500	34.0%				\$51,035	\$37,500	36.1%
	Ave. Sales Price	\$68,955	\$52,171	32.2%	\$66,392	\$52,171	27.3%	\$162,500			\$45,267	\$34,500	31.2%
Parkway/ Village/ Oakhaven	Units	55	58	-5.2%	55	57	-3.5%		1		1	5	-80.0%
	Median Sales Price	\$75,000	\$69,950	7.2%	\$75,000	\$69,900	7.3%					\$39,000	
	Ave. Sales Price	\$73,846	\$68,478	7.8%	\$73,846	\$67,995	8.6%		\$96,000		\$33,300	\$30,940	7.6%
Hickory Hill	Units	95	102	-6.9%	94	96	-2.1%	1	6	-83.3%	3	10	-70.0%
	Median Sales Price	\$122,500	\$100,500	21.9%	\$121,750	\$94,450	28.9%		\$192,000		\$70,000	\$84,450	-17.1%
	Ave. Sales Price	\$121,339	\$107,354	13.0%	\$119,938	\$101,475	18.2%	\$253,090	\$201,404	25.7%	\$78,966	\$89,130	-11.4%
Southwind	Units	12	12	0.0%	11	10	10.0%	1	2	-50.0%	2	1	100.0%
	Median Sales Price	\$217,450	\$241,860	-10.1%	\$189,900	\$241,860	-21.5%						
	Ave. Sales Price	\$241,808	\$263,669	-8.3%	\$238,336	\$275,233	-13.4%	\$280,000	\$205,850	36.0%	\$217,450	\$134,610	61.5%

		March Total Sales			March Existing Sales			March New Home Sales			March Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	188	161	16.8%	175	151	15.9%	13	10	30.0%	5	7	-28.6%
	Median Sales Price	\$182,750	\$164,500	11.1%	\$175,500	\$159,900	9.8%	\$285,198	\$259,152	10.0%	\$162,100	\$115,000	41.0%
	Ave. Sales Price	\$208,124	\$184,036	13.1%	\$203,090	\$179,212	13.3%	\$275,898	\$256,885	7.4%	\$240,620	\$151,271	59.1%
Bartlett	Units	87	81	7.4%	80	70	14.3%	7	11	-36.4%	2	3	-33.3%
	Median Sales Price	\$225,000	\$200,000	12.5%	\$215,000	\$178,000	20.8%	\$289,900	\$289,900	0.0%		\$199,900	
	Ave. Sales Price	\$223,721	\$211,729	5.7%	\$217,952	\$193,499	12.6%	\$289,657	\$327,737	-11.6%	\$214,750	\$190,749	12.6%
G'town	Units	50	60	-16.7%	50	51	-2.0%		9		1	1	0.0%
	Median Sales Price	\$315,000	\$366,500	-14.1%	\$315,000	\$305,000	3.3%		\$681,327				
	Ave. Sales Price	\$385,775	\$410,179	-5.9%	\$385,775	\$336,772	14.6%		\$826,148		\$336,000	\$206,000	63.1%
Collierville	Units	78	73	6.8%	65	64	1.6%	13	9	44.4%	1	1	0.0%
	Median Sales Price	\$382,000	\$332,000	15.1%	\$365,000	\$317,000	15.1%	\$487,020	\$454,431	7.2%			
	Ave. Sales Price	\$376,542	\$353,426	6.5%	\$352,568	\$329,006	7.2%	\$496,411	\$527,084	-5.8%	\$358,488	\$81,060	342.2%
Lateland	Units	15	18	-16.7%	13	18	-27.8%	2			1	1	0.0%
	Median Sales Price	\$369,500	\$284,250	30.0%	\$359,900	\$284,250	26.6%						
	Ave. Sales Price	\$382,045	\$276,230	38.3%	\$372,169	\$276,230	34.7%	\$446,240			\$149,900	\$134,250	11.7%
Arlington	Units	30	38	-21.1%	21	30	-30.0%	9	8	12.5%			
	Median Sales Price	\$257,500	\$249,000	3.4%	\$245,000	\$243,250	0.7%	\$384,900	\$342,770	12.3%		\$1	
	Ave. Sales Price	\$295,414	\$277,161	6.6%	\$264,771	\$257,256	2.9%	\$366,914	\$351,806	4.3%		\$310,000	
Millington	Units	25	19	31.6%	25	19	31.6%				2	1	100.0%
	Median Sales Price	\$125,000	\$101,000	23.8%	\$125,000	\$101,000	23.8%						
	Ave. Sales Price	\$122,672	\$138,231	-11.3%	\$122,672	\$138,231	-11.3%				\$128,000	\$168,000	-23.8%
Shelby County	Units	1,399	1,318	6.1%	1,345	1,259	6.8%	54	59	-8.5%	42	72	-41.7%
	Median Sales Price	\$129,900	\$125,750	3.3%	\$123,500	\$118,000	4.7%	\$324,401	\$344,900	-5.9%	\$56,250	\$54,876	2.5%
	Ave. Sales Price	\$168,015	\$168,345	-0.2%	\$159,619	\$156,752	1.8%	\$377,135	\$415,736	-9.3%	\$108,841	\$81,324	33.8%
Fayette County	Units	52	68	-23.5%	38	52	-26.9%	14	16	-12.5%	4	3	33.3%
	Median Sales Price	\$269,950	\$237,000	13.9%	\$239,250	\$228,450	4.7%	\$302,222	\$260,900	15.8%	\$127,000	\$38,222	232.3%
	Ave. Sales Price	\$304,756	\$272,904	11.7%	\$287,444	\$265,392	8.3%	\$351,748	\$297,316	18.3%	\$147,500	\$103,374	42.7%
Tipton County	Units	79	98	-19.4%	69	86	-19.8%	10	12	-16.7%	6	10	-40.0%
	Median Sales Price	\$181,500	\$159,500	13.8%	\$169,900	\$150,000	13.3%	\$315,704	\$284,000	11.7%	\$70,700	\$97,250	-27.3%
	Ave. Sales Price	\$190,302	\$173,950	9.4%	\$168,673	\$160,389	5.2%	\$339,540	\$271,136	25.2%	\$64,400	\$112,025	-42.5%

		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	275	233	18.0%	275	233	18.0%				10	24	-58.3%
	Median Sales Price	\$35,000	\$30,500	14.8%	\$35,000	\$30,500	14.8%				\$23,750	\$23,200	2.4%
	Ave. Sales Price	\$47,442	\$47,693	-0.5%	\$47,442	\$47,693	-0.5%				\$26,350	\$30,471	-13.5%
Raleigh/ Cov. Pike	Units	239	251	-4.8%	239	248	-3.6%		3		20	17	17.6%
	Median Sales Price	\$80,000	\$77,700	3.0%	\$80,000	\$77,250	3.6%		\$149,900		\$61,003	\$35,000	74.3%
	Ave. Sales Price	\$86,238	\$80,998	6.5%	\$86,238	\$80,176	7.6%		\$148,900		\$66,031	\$56,105	17.7%
Downtown	Units	96	105	-8.6%	94	105	-10.5%	2			3	7	-57.1%
	Median Sales Price	\$228,250	\$185,900	22.8%	\$232,250	\$185,900	24.9%				\$36,500	\$32,500	12.3%
	Ave. Sales Price	\$225,448	\$191,679	17.6%	\$227,999	\$191,679	18.9%	\$107,500			\$98,270	\$61,755	59.1%
Midtown	Units	237	206	15.0%	234	201	16.4%	3	5	-40.0%	5	16	-68.8%
	Median Sales Price	\$130,000	\$132,000	-1.5%	\$127,750	\$128,750	-0.8%	\$296,900	\$355,000	-16.4%	\$31,500	\$76,025	-58.6%
	Ave. Sales Price	\$144,858	\$161,434	-10.3%	\$142,737	\$156,172	-8.6%	\$310,300	\$372,960	-16.8%	\$44,475	\$85,617	-48.1%
S. Memphis	Units	203	136	49.3%	203	136	49.3%				17	21	-19.0%
	Median Sales Price	\$25,750	\$20,001	28.7%	\$25,750	\$20,001	28.7%				\$13,500	\$18,500	-27.0%
	Ave. Sales Price	\$35,001	\$28,043	24.8%	\$35,001	\$28,043	24.8%				\$18,333	\$29,897	-38.7%
Berclair/ Highland Heights	Units	146	136	7.4%	146	136	7.4%				8	8	0.0%
	Median Sales Price	\$40,000	\$41,500	-3.6%	\$40,000	\$41,500	-3.6%				\$32,406	\$40,000	-19.0%
	Ave. Sales Price	\$47,938	\$44,472	7.8%	\$47,938	\$44,472	7.8%				\$30,976	\$39,469	-21.5%
E. Memphis	Units	656	619	6.0%	650	617	5.3%	6	2	200.0%	9	22	-59.1%
	Median Sales Price	\$130,000	\$132,900	-2.2%	\$128,000	\$132,500	-3.4%	\$702,500			\$65,100	\$32,550	100.0%
	Ave. Sales Price	\$183,942	\$185,387	-0.8%	\$179,526	\$183,330	-2.1%	\$662,333	\$820,000	-19.2%	\$70,363	\$59,786	17.7%
Whitehaven	Units	227	195	16.4%	219	195	12.3%	8			16	23	-30.4%
	Median Sales Price	\$65,000	\$62,900	3.3%	\$64,900	\$62,900	3.2%	\$174,900			\$33,750	\$39,000	-13.5%
	Ave. Sales Price	\$71,188	\$58,267	22.2%	\$67,411	\$58,267	15.7%	\$174,606			\$42,213	\$42,324	-0.3%
Parkway Village/ Oakhaven	Units	140	148	-5.4%	140	147	-4.8%		1		12	11	9.1%
	Median Sales Price	\$66,750	\$69,900	-4.5%	\$66,750	\$69,900	-4.5%				\$45,250	\$39,500	14.6%
	Ave. Sales Price	\$66,205	\$65,500	1.1%	\$66,205	\$65,292	1.4%		\$96,000		\$40,368	\$34,127	18.3%
Hickory Hill	Units	263	311	-15.4%	260	293	-11.3%	3	18	-83.3%	10	20	-50.0%
	Median Sales Price	\$119,900	\$104,900	14.3%	\$118,850	\$102,000	16.5%	\$273,020	\$216,515	26.1%	\$77,750	\$75,450	3.0%
	Ave. Sales Price	\$117,827	\$111,667	5.5%	\$115,971	\$105,592	9.8%	\$278,670	\$210,552	32.3%	\$78,303	\$88,773	-11.8%
Southwind	Units	35	30	16.7%	34	24	41.7%	1	6	-83.3%	3	3	0.0%
	Median Sales Price	\$241,600	\$259,710	-7.0%	\$235,800	\$241,860	-2.5%		\$265,600		\$214,500	\$98,500	117.8%
	Ave. Sales Price	\$256,225	\$254,317	0.7%	\$255,526	\$253,902	0.6%	\$280,000	\$255,978	9.4%	\$216,466	\$109,036	98.5%

		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	494	475	4.0%	454	454	0.0%	40	21	90.5%	16	23	-30.4%
	Median Sales Price	\$180,000	\$160,000	12.5%	\$172,000	\$157,300	9.3%	\$275,722	\$250,954	9.9%	\$174,600	\$155,138	12.5%
	Ave. Sales Price	\$198,340	\$175,710	12.9%	\$192,187	\$172,216	11.6%	\$268,168	\$251,250	6.7%	\$212,984	\$162,864	30.8%
Bartlett	Units	213	219	-2.7%	196	187	4.8%	17	32	-46.9%	3	4	-25.0%
	Median Sales Price	\$210,000	\$215,000	-2.3%	\$199,000	\$196,500	1.3%	\$289,900	\$290,543	-0.2%	\$170,000	\$159,700	6.4%
	Ave. Sales Price	\$217,478	\$211,168	3.0%	\$210,988	\$195,112	8.1%	\$292,303	\$304,990	-4.2%	\$199,833	\$165,562	20.7%
G'town	Units	150	154	-2.6%	146	140	4.3%	4	14	-71.4%	2	2	0.0%
	Median Sales Price	\$306,500	\$330,000	-7.1%	\$301,000	\$302,000	-0.3%	\$692,988	\$772,896	-10.3%			
	Ave. Sales Price	\$360,470	\$375,064	-3.9%	\$350,967	\$329,732	6.4%	\$707,320	\$828,379	-14.6%	\$431,025	\$212,500	102.8%
Collierville	Units	221	208	6.3%	183	175	4.6%	38	33	15.1%	2	4	-50.0%
	Median Sales Price	\$379,000	\$332,000	14.2%	\$338,000	\$313,000	8.0%	\$488,460	\$467,934	4.4%		\$190,780	
	Ave. Sales Price	\$376,643	\$372,841	1.0%	\$345,818	\$343,554	0.7%	\$525,091	\$528,146	-0.6%	\$348,244	\$190,674	82.6%
Lateland	Units	43	55	-21.8%	36	54	-33.3%	7	1	600.0%	1	1	0.0%
	Median Sales Price	\$266,000	\$285,000	-6.7%	\$251,200	\$289,500	-13.2%	\$433,800					
	Ave. Sales Price	\$305,279	\$295,033	3.5%	\$281,965	\$295,313	-4.5%	\$425,184	\$279,900	51.9%	\$149,900	\$134,250	11.7%
Arlington	Units	77	96	-19.8%	55	76	-27.6%	22	20	10.0%	1	2	-50.0%
	Median Sales Price	\$289,900	\$255,000	13.7%	\$255,000	\$240,000	6.3%	\$369,589	\$334,034	10.6%			
	Ave. Sales Price	\$303,505	\$265,909	14.1%	\$279,159	\$246,353	13.3%	\$364,367	\$340,224	7.1%	\$262,000	\$297,500	-11.9%
Millington	Units	46	45	2.2%	46	45	2.2%				2	2	0.0%
	Median Sales Price	\$112,500	\$99,900	12.6%	\$112,500	\$99,900	12.6%						
	Ave. Sales Price	\$124,458	\$123,838	0.5%	\$124,458	\$123,838	0.5%				\$128,000	\$176,750	-27.6%
Shelby County	Units	3,699	3,591	3.0%	3,548	3,435	3.3%	151	156	-3.2%	137	207	-33.8%
	Median Sales Price	\$125,000	\$122,400	2.1%	\$119,900	\$115,000	4.3%	\$335,000	\$324,540	3.2%	\$52,000	\$47,500	9.5%
	Ave. Sales Price	\$165,177	\$163,095	1.3%	\$156,112	\$152,884	2.1%	\$378,170	\$387,947	-2.5%	\$87,727	\$77,111	13.8%
Fayette County	Units	157	160	-1.9%	122	126	-3.2%	35	34	2.9%	10	7	42.9%
	Median Sales Price	\$255,000	\$252,984	0.8%	\$234,000	\$228,450	2.4%	\$289,000	\$271,500	6.4%	\$81,855	\$145,000	-43.5%
	Ave. Sales Price	\$282,143	\$282,036	0.0%	\$260,555	\$270,807	-3.8%	\$357,393	\$323,648	10.4%	\$104,285	\$141,024	-26.0%
Tipton County	Units	176	231	-23.8%	158	210	-24.8%	18	21	-14.3%	10	22	-54.5%
	Median Sales Price	\$167,250	\$150,000	11.5%	\$159,500	\$140,000	13.9%	\$305,773	\$282,900	8.1%	\$47,750	\$93,500	-48.9%
	Ave. Sales Price	\$171,700	\$158,825	8.1%	\$156,399	\$148,126	5.6%	\$306,007	\$265,814	15.1%	\$54,240	\$106,397	-49.0%