

Sales Summary

| | February Total Sales | | | YTD Total Sales | | |
|---------------------|----------------------|-----------|----------|-----------------|-----------|----------|
| | 2020 | 2019 | % change | 2020 | 2019 | % change |
| Units | 1,287 | 1,250 | 3.0% | 2,638 | 2,499 | 5.6% |
| Median Sales Price | \$139,900 | \$132,500 | 5.6% | \$140,000 | \$129,500 | 8.1% |
| Average Sales Price | \$178,283 | \$172,407 | 3.4% | \$177,854 | \$167,973 | 5.9% |

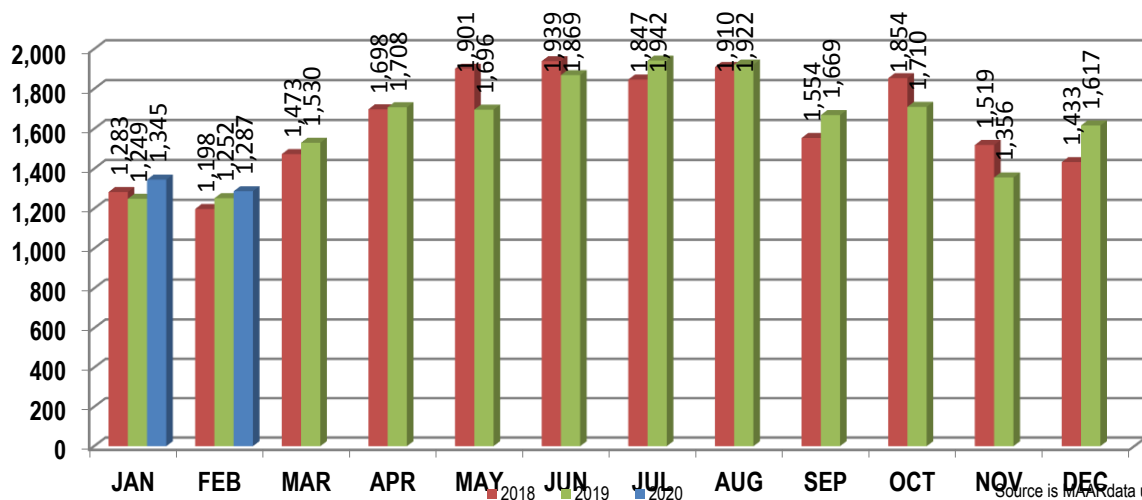
| | February Existing Sales | | | YTD Existing Home Sales | | |
|---------------------|-------------------------|-----------|----------|-------------------------|-----------|----------|
| | 2020 | 2019 | % change | 2020 | 2019 | % change |
| Units | 1,229 | 1,191 | 3.2% | 2,512 | 2,373 | 5.9% |
| Median Sales Price | \$132,000 | \$124,900 | 5.7% | \$131,000 | \$120,000 | 9.2% |
| Average Sales Price | \$170,030 | \$162,722 | 4.5% | \$168,085 | \$157,324 | 6.8% |

| | February New Home Sales | | | YTD New Home Sales | | |
|---------------------|-------------------------|-----------|----------|--------------------|-----------|----------|
| | 2020 | 2019 | % change | 2020 | 2019 | % change |
| Units | 58 | 59 | -1.7% | 126 | 126 | 0.0% |
| Median Sales Price | \$347,150 | \$318,000 | 9.2% | \$319,819 | \$333,000 | -4.0% |
| Average Sales Price | \$353,156 | \$367,903 | -4.0% | \$372,618 | \$368,535 | 1.1% |

| | February Bank Sales | | | YTD Bank Sales* | | |
|---------------------|---------------------|----------|----------|-----------------|----------|----------|
| | 2020 | 2019 | % change | 2020 | 2019 | % change |
| Units | 40 | 50 | -20.0% | 83 | 104 | -20.2% |
| Median Sales Price | \$53,600 | \$60,000 | -10.7% | \$51,250 | \$47,540 | 7.8% |
| Average Sales Price | \$84,294 | \$87,362 | -3.5% | \$78,696 | \$77,473 | 1.6% |

| | February Non-Bank Sales | | | YTD Non-Bank Sales | | |
|---------------------|-------------------------|-----------|----------|--------------------|-----------|----------|
| | 2020 | 2019 | % change | 2020 | 2019 | % change |
| Units | 1,247 | 1,200 | 3.9% | 2,555 | 2,395 | 6.7% |
| Median Sales Price | \$142,500 | \$135,000 | 5.6% | \$144,900 | \$134,000 | 8.1% |
| Average Sales Price | \$181,297 | \$175,950 | 3.0% | \$181,075 | \$171,903 | 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.



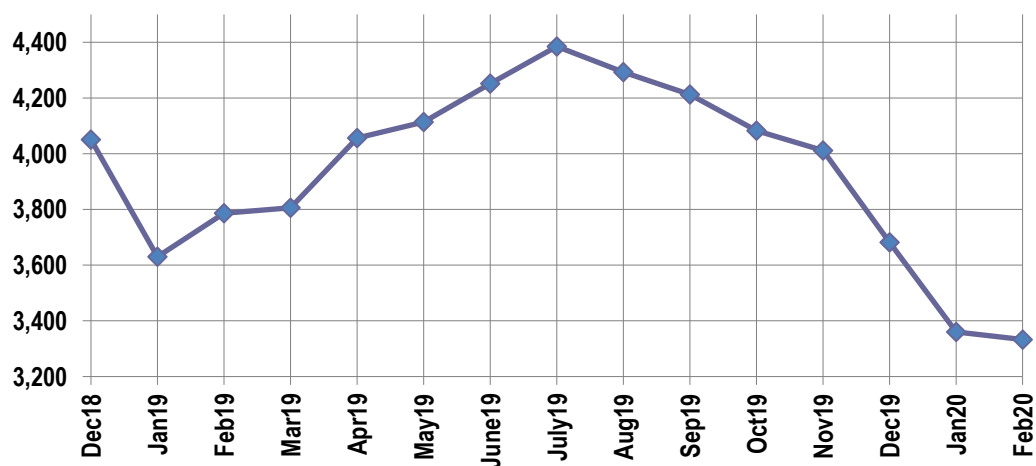
Active Listings, Pending Sales and Foreclosure Action Summary

| Active Listings (as of 02-18-20) | | |
|----------------------------------|--------------|------------------|
| | Units | Ave. List Price |
| Single Family | 3,135 | \$300,756 |
| Condo/Co-op | 130 | \$176,125 |
| Duplex | 68 | \$82,678 |
| Market Total | 3,333 | \$291,446 |

| Pending Sales (as of 02-18-20) | | |
|--------------------------------|--------------|------------------|
| | Units | Ave. List Price |
| Single Family | 1,179 | \$214,722 |
| Condo/Co-op | 41 | \$186,974 |
| Duplex | 17 | \$99,058 |
| Market Total | 1,237 | \$212,213 |

| | February Foreclosure Actions | | | YTD Foreclosure Actions | | |
|--------------|------------------------------|-----------|---------------|-------------------------|------------|---------------|
| | 2020 | 2019 | % change | 2020 | 2019 | % change |
| Total | 70 | 88 | -20.5% | 174 | 203 | -14.3% |

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



Inventory

| | | | |
|--------|-------|--------|-------|
| Mar-18 | 3,883 | Mar-19 | 3,806 |
| Apr-18 | 4,070 | Apr-19 | 4,056 |
| May-18 | 4,172 | May-19 | 4,114 |
| Jun-18 | 4,347 | Jun-19 | 4,251 |
| Jul-18 | 4,548 | Jul-19 | 4,385 |
| Aug-18 | 4,564 | Aug-19 | 4,293 |
| Sep-18 | 4,519 | Sep-19 | 4,213 |
| Oct-18 | 4,424 | Oct-19 | 4,083 |
| Nov-18 | 4,301 | Nov-19 | 4,012 |
| Dec-18 | 4,050 | Dec-19 | 3,682 |
| Jan-19 | 3,630 | Jan-20 | 3,360 |
| Feb-19 | 3,786 | Feb-20 | 3,333 |

| | | February Total Sales | | | February Existing Sales | | | February New Home Sales | | | February Bank Sales | | |
|----------------------------------|--------------------|----------------------|-----------|----------|-------------------------|-----------|----------|-------------------------|-----------|----------|---------------------|-----------|----------|
| | | 2020 | 2019 | % change | 2020 | 2019 | % change | 2020 | 2019 | % change | 2020 | 2019 | % change |
| Frayser | Units | 83 | 85 | -2.4% | 83 | 85 | -2.4% | | | | 2 | 4 | -50.0% |
| | Median Sales Price | \$40,000 | \$33,000 | 21.2% | \$40,000 | \$33,000 | 21.2% | | | | | | |
| | Ave. Sales Price | \$51,378 | \$42,576 | 20.7% | \$51,378 | \$42,576 | 20.7% | | | | \$69,500 | \$22,750 | 205.5% |
| Raleigh/ Cov. Pike | Units | 77 | 80 | -3.8% | 76 | 80 | -5.0% | 1 | | | 2 | 8 | -75.0% |
| | Median Sales Price | \$104,500 | 78,500 | 33.1% | \$102,250 | \$78,500 | 30.3% | | | | | | |
| | Ave. Sales Price | \$99,234 | \$87,054 | 14.0% | \$98,737 | \$87,054 | 13.4% | \$137,000 | | | \$69,500 | \$87,380 | -20.5% |
| Downtown | Units | 46 | 31 | 48.4% | 43 | 31 | 38.7% | 3 | | | 4 | 1 | 300.0% |
| | Median Sales Price | \$222,500 | \$245,000 | -9.2% | \$211,000 | \$245,000 | -13.9% | \$461,056 | | | \$51,700 | | |
| | Ave. Sales Price | \$247,233 | \$218,710 | 13.0% | \$233,430 | \$218,710 | 6.7% | \$445,081 | | | \$57,031 | \$36,500 | 56.2% |
| Midtown | Units | 69 | 71 | -2.8% | 69 | 71 | -2.8% | | | | 2 | | |
| | Median Sales Price | \$110,000 | \$166,000 | -33.7% | \$110,000 | \$166,000 | -33.7% | | | | | | |
| | Ave. Sales Price | \$147,379 | \$180,426 | -18.3% | \$147,379 | \$180,426 | -18.3% | | | | \$63,152 | | |
| S. Memphis | Units | 57 | 47 | 21.3% | 57 | 47 | 21.3% | | | | 5 | 6 | -16.7% |
| | Median Sales Price | \$29,000 | \$20,449 | 41.8% | \$29,000 | \$20,449 | 41.8% | | | | \$20,500 | \$20,225 | 1.4% |
| | Ave. Sales Price | \$37,929 | \$28,125 | 34.9% | \$37,929 | \$28,125 | 34.9% | | | | \$24,480 | \$17,991 | 36.1% |
| Berclair/ Highland Heights | Units | 52 | 46 | 13.0% | 52 | 46 | 13.0% | | | | 2 | 3 | -33.3% |
| | Median Sales Price | \$40,750 | \$33,975 | 19.9% | \$40,750 | \$33,975 | 19.9% | | | | | \$33,212 | |
| | Ave. Sales Price | \$45,886 | \$45,173 | 1.6% | \$45,886 | \$45,173 | 1.6% | | | | \$41,323 | \$38,237 | 8.1% |
| E. Memphis | Units | 213 | 213 | 0.0% | 213 | 212 | 0.5% | | 1 | | 7 | 4 | 75.0% |
| | Median Sales Price | \$125,000 | \$130,000 | -3.8% | \$125,000 | \$128,750 | -2.9% | | | | \$42,500 | \$67,463 | -37.0% |
| | Ave. Sales Price | \$186,759 | \$184,056 | 1.5% | \$186,759 | \$182,801 | 2.2% | | \$450,000 | | \$48,913 | \$84,231 | -41.9% |
| Whitehaven | Units | 70 | 63 | 11.1% | 67 | 61 | 9.8% | 3 | 2 | 50.0% | 1 | 3 | -66.7% |
| | Median Sales Price | \$71,100 | \$64,000 | 11.1% | \$70,000 | \$64,000 | 9.4% | \$179,270 | | | | \$28,100 | |
| | Ave. Sales Price | \$77,895 | \$72,735 | 7.1% | \$73,353 | \$68,449 | 7.2% | \$179,331 | \$203,450 | -11.9% | \$30,000 | \$30,033 | -0.1% |
| Parkway Village/ Oakhaven | Units | 41 | 43 | -4.7% | 41 | 43 | -4.7% | | | | 3 | 5 | -40.0% |
| | Median Sales Price | \$65,000 | \$65,000 | 0.0% | \$65,000 | \$65,000 | 0.0% | | | | \$47,300 | \$58,932 | -19.7% |
| | Ave. Sales Price | \$65,503 | \$63,050 | 3.9% | \$65,503 | \$63,050 | 3.9% | | | | \$34,233 | \$46,706 | -26.7% |
| Hickory Hill | Units | 95 | 90 | 5.6% | 94 | 88 | 6.8% | 1 | 2 | -50.0% | 1 | 5 | -80.0% |
| | Median Sales Price | \$115,000 | \$101,500 | 13.3% | \$115,000 | \$97,500 | 17.9% | | | | | \$85,000 | |
| | Ave. Sales Price | \$115,921 | \$133,322 | -13.1% | \$114,177 | \$109,274 | 4.5% | \$279,900 | \$291,460 | -4.0% | \$147,000 | \$86,026 | 70.9% |
| Southwind | Units | 8 | 9 | -11.1% | 8 | 9 | -11.1% | | | | | 1 | |
| | Median Sales Price | \$256,250 | \$249,900 | 2.5% | \$256,250 | \$249,900 | 2.5% | | | | | | |
| | Ave. Sales Price | \$258,550 | \$285,144 | -9.3% | \$258,550 | \$285,144 | -9.3% | | | | | \$214,500 | |

| | | February Total Sales | | | February Existing Sales | | | February New Home Sales | | | February Bank Sales | | |
|----------------|--------------------|----------------------|-----------|----------|-------------------------|-----------|----------|-------------------------|-----------|----------|---------------------|-----------|----------|
| | | 2020 | 2019 | % change | 2020 | 2019 | % change | 2020 | 2019 | % change | 2020 | 2019 | % change |
| Cordova | Units | 139 | 143 | -2.8% | 133 | 134 | -0.7% | 6 | 9 | -33.3% | 4 | 4 | 0.0% |
| | Median Sales Price | \$180,500 | \$174,000 | 3.7% | \$179,500 | \$168,450 | 6.6% | \$233,700 | \$275,000 | -15.0% | \$145,400 | \$97,125 | 49.7% |
| | Ave. Sales Price | \$203,410 | \$184,411 | 10.3% | \$201,591 | \$178,698 | 12.8% | \$243,728 | \$269,484 | -9.6% | \$185,472 | \$205,187 | -9.6% |
| Bartlett | Units | 67 | 65 | 3.1% | 67 | 59 | 13.6% | | 6 | | | 2 | |
| | Median Sales Price | \$210,000 | \$199,000 | 5.5% | \$210,000 | \$194,900 | 7.7% | | \$309,794 | | | | |
| | Ave. Sales Price | \$223,292 | \$220,077 | 1.5% | \$223,292 | \$211,317 | 5.7% | | \$306,222 | | | \$114,950 | |
| G'town | Units | 45 | 54 | -16.7% | 44 | 52 | -15.4% | 1 | 2 | -50.0% | | 1 | |
| | Median Sales Price | \$340,000 | \$322,500 | 5.4% | \$327,750 | \$318,950 | 2.8% | | | | | | |
| | Ave. Sales Price | \$392,180 | \$372,209 | 5.4% | \$382,911 | \$358,769 | 6.7% | \$800,000 | \$721,652 | 10.9% | | \$526,050 | |
| Collierville | Units | 63 | 76 | -17.1% | 54 | 62 | -12.9% | 9 | 14 | -35.7% | 1 | | |
| | Median Sales Price | \$381,000 | \$380,000 | 0.3% | \$338,125 | \$320,000 | 5.7% | \$540,000 | \$485,883 | 11.1% | | | |
| | Ave. Sales Price | \$398,720 | \$371,872 | 7.2% | \$376,133 | \$338,437 | 11.1% | \$534,237 | \$519,939 | 2.7% | \$289,580 | | |
| Lakeland | Units | 19 | 12 | 58.3% | 17 | 10 | 70.0% | 2 | 2 | 0.0% | 1 | | |
| | Median Sales Price | \$362,000 | \$231,225 | 56.6% | \$295,000 | \$189,000 | 56.1% | | | | | | |
| | Ave. Sales Price | \$347,460 | \$269,945 | 28.7% | \$335,582 | \$236,075 | 42.2% | \$448,427 | \$439,300 | 2.1% | \$393,000 | | |
| Arlington | Units | 22 | 25 | -12.0% | 15 | 20 | -25.0% | 7 | 5 | 40.0% | | 1 | |
| | Median Sales Price | \$272,500 | \$295,000 | -7.6% | \$217,000 | \$263,500 | -17.6% | \$385,742 | \$384,710 | 0.3% | | | |
| | Ave. Sales Price | \$283,207 | \$324,165 | -12.6% | \$231,166 | \$309,940 | -25.4% | \$394,722 | \$381,069 | 3.6% | | \$262,000 | |
| Millington | Units | 9 | 11 | -18.2% | 9 | 11 | -18.2% | | | | | | |
| | Median Sales Price | \$130,000 | \$110,000 | 18.2% | \$130,000 | \$110,000 | 18.2% | | | | | | |
| | Ave. Sales Price | \$184,888 | \$123,136 | 50.1% | \$184,888 | \$123,136 | 50.1% | | | | | | |
| Shelby County | Units | 1,154 | 1,147 | 0.6% | 1,121 | 1,104 | 1.5% | 33 | 43 | -23.3% | 36 | 46 | -21.7% |
| | Median Sales Price | \$130,000 | \$125,000 | 4.0% | \$127,000 | \$119,900 | 5.9% | \$401,466 | \$384,710 | 4.4% | \$52,425 | \$60,000 | -12.6% |
| | Ave. Sales Price | \$172,302 | \$169,235 | 1.8% | \$165,759 | \$160,239 | 3.4% | \$394,562 | \$400,207 | -1.4% | \$85,230 | \$86,156 | -1.1% |
| Fayette County | Units | 69 | 49 | 40.8% | 53 | 39 | 35.9% | 16 | 10 | 60.0% | 1 | 2 | -50.0% |
| | Median Sales Price | \$259,900 | \$239,000 | 8.7% | \$227,500 | \$213,500 | 6.6% | \$330,321 | \$267,500 | 23.5% | | | |
| | Ave. Sales Price | \$285,379 | \$269,728 | 5.8% | \$268,445 | \$259,766 | 3.3% | \$341,474 | \$308,581 | 10.7% | \$36,500 | \$160,725 | -77.3% |
| Tipton County | Units | 64 | 54 | 18.5% | 55 | 48 | 14.6% | 9 | 6 | 50.0% | 3 | 2 | 50.0% |
| | Median Sales Price | \$173,000 | \$156,000 | 10.9% | \$158,500 | \$149,950 | 5.7% | \$220,825 | \$254,900 | -13.4% | \$95,000 | | |
| | Ave. Sales Price | \$170,666 | \$151,457 | 12.7% | \$162,249 | \$140,981 | 15.1% | \$222,103 | \$235,261 | -5.6% | \$89,000 | \$41,750 | 113.2% |

| | | YTD Total Sales | | | YTD Existing Sales | | | YTD New Home Sales | | | YTD Bank Sales | | |
|----------------------------------|--------------------|-----------------|-----------|----------|--------------------|-----------|----------|--------------------|-----------|----------|----------------|-----------|----------|
| | | 2020 | 2019 | % change | 2020 | 2019 | % change | 2020 | 2019 | % change | 2020 | 2019 | % change |
| Frayser | Units | 173 | 169 | 2.4% | 173 | 169 | 2.4% | | | | 6 | 7 | -14.3% |
| | Median Sales Price | \$40,000 | \$34,250 | 16.8% | \$40,000 | \$34,250 | 16.8% | | | | \$29,550 | \$28,500 | 3.7% |
| | Ave. Sales Price | \$50,114 | \$46,525 | 7.7% | \$50,114 | \$46,525 | 7.7% | | | | \$38,670 | \$31,643 | 22.2% |
| Raleigh/ Cov. Pike | Units | 140 | 155 | -9.7% | 137 | 155 | -11.6% | 3 | | | 3 | 14 | -78.6% |
| | Median Sales Price | \$92,000 | 78,000 | 17.9% | \$92,000 | 78,000 | 17.9% | \$137,000 | | | \$64,500 | \$67,253 | -4.1% |
| | Ave. Sales Price | \$94,875 | \$86,623 | 9.5% | \$94,018 | \$86,623 | 8.5% | \$134,000 | | | \$55,066 | \$69,365 | -20.6% |
| Downtown | Units | 76 | 59 | 28.8% | 71 | 57 | 24.6% | 5 | 2 | 150.0% | 5 | 1 | 400.0% |
| | Median Sales Price | \$242,500 | \$220,000 | 10.2% | \$225,000 | \$220,000 | 2.3% | \$390,322 | | | \$58,500 | | |
| | Ave. Sales Price | \$252,275 | \$217,888 | 15.8% | \$241,250 | \$221,761 | 8.8% | \$408,830 | \$107,500 | 280.3% | \$58,224 | \$36,500 | 59.5% |
| Midtown | Units | 150 | 156 | -3.8% | 150 | 155 | -3.2% | | 1 | | 6 | 3 | 100.0% |
| | Median Sales Price | \$122,500 | \$141,000 | -13.1% | \$122,500 | \$137,000 | -10.6% | | | | \$18,840 | \$46,000 | -59.0% |
| | Ave. Sales Price | \$159,859 | \$148,645 | 7.5% | \$159,859 | \$147,378 | 8.5% | | \$345,000 | | \$64,867 | \$56,958 | 13.9% |
| S. Memphis | Units | 135 | 121 | 11.6% | 135 | 121 | 11.6% | | | | 7 | 12 | -41.7% |
| | Median Sales Price | \$29,000 | \$23,000 | 26.1% | \$29,000 | \$23,000 | 26.1% | | | | \$22,000 | \$14,200 | 54.9% |
| | Ave. Sales Price | \$37,498 | \$30,758 | 21.9% | \$37,498 | \$30,758 | 21.9% | | | | \$23,818 | \$16,674 | 42.8% |
| Berclair/ Highland Heights | Units | 108 | 85 | 27.1% | 108 | 85 | 27.1% | | | | 3 | 6 | -50.0% |
| | Median Sales Price | \$40,000 | \$37,900 | 5.5% | \$40,000 | \$37,900 | 5.5% | | | | \$29,047 | \$27,450 | 5.8% |
| | Ave. Sales Price | \$46,164 | \$44,945 | 2.7% | \$46,164 | \$44,945 | 2.7% | | | | \$34,182 | \$29,676 | 15.2% |
| E. Memphis | Units | 440 | 388 | 13.4% | 435 | 386 | 12.7% | 5 | 2 | 150.0% | 12 | 6 | 100.0% |
| | Median Sales Price | \$135,000 | \$124,000 | 8.9% | \$131,500 | \$122,750 | 7.1% | \$852,100 | | | \$42,775 | \$67,463 | -36.6% |
| | Ave. Sales Price | \$191,141 | \$184,287 | 3.7% | \$184,888 | \$181,835 | 1.7% | \$735,133 | \$657,500 | 11.8% | \$60,864 | \$75,587 | -19.5% |
| Whitehaven | Units | 143 | 151 | -5.3% | 135 | 145 | -6.9% | 8 | 6 | 33.3% | 9 | 12 | -25.0% |
| | Median Sales Price | \$71,200 | \$65,000 | 9.5% | \$70,000 | \$64,000 | 9.4% | \$182,518 | \$174,900 | 4.4% | \$32,500 | \$30,300 | 7.3% |
| | Ave. Sales Price | \$76,922 | \$71,868 | 7.0% | \$70,766 | \$67,450 | 4.9% | \$180,804 | \$178,641 | 1.2% | \$44,221 | \$41,196 | 7.3% |
| Parkway Village/ Oakhaven | Units | 83 | 85 | -2.4% | 83 | 85 | -2.4% | | | | 5 | 11 | -54.5% |
| | Median Sales Price | \$56,000 | \$60,000 | -6.7% | \$56,000 | \$60,000 | -6.7% | | | | \$51,900 | \$46,000 | 12.8% |
| | Ave. Sales Price | \$62,001 | \$61,261 | 1.2% | \$62,001 | \$61,261 | 1.2% | | | | \$47,920 | \$41,010 | 16.8% |
| Hickory Hill | Units | 179 | 168 | 6.5% | 177 | 166 | 6.6% | 2 | 2 | 0.0% | 6 | 7 | -14.3% |
| | Median Sales Price | \$116,000 | \$115,000 | 0.9% | \$115,250 | \$115,000 | 0.2% | | | | \$136,179 | \$80,000 | 70.2% |
| | Ave. Sales Price | \$118,162 | \$115,841 | 2.0% | \$116,391 | \$113,725 | 2.3% | \$274,900 | \$291,460 | -5.7% | \$119,141 | \$78,019 | 52.7% |
| Southwind | Units | 21 | 23 | -8.7% | 18 | 23 | -21.7% | 3 | | | | 1 | |
| | Median Sales Price | \$282,500 | \$241,600 | 16.9% | \$264,950 | \$241,600 | 9.7% | \$298,000 | | | | | |
| | Ave. Sales Price | \$272,745 | \$263,747 | 3.4% | \$267,427 | \$263,747 | 1.4% | \$304,651 | | | | \$214,500 | |

| | | YTD Total Sales | | | YTD Existing Sales | | | YTD New Home Sales | | | YTD Bank Sales | | |
|----------------|--------------------|-----------------|-----------|----------|--------------------|-----------|----------|--------------------|-----------|----------|----------------|-----------|----------|
| | | 2020 | 2019 | % change | 2020 | 2019 | % change | 2020 | 2019 | % change | 2020 | 2019 | % change |
| Cordova | Units | 300 | 307 | -2.3% | 288 | 280 | 2.9% | 12 | 27 | -55.6% | 6 | 11 | -45.5% |
| | Median Sales Price | \$181,950 | \$179,000 | 1.6% | \$180,000 | \$170,000 | 5.9% | \$268,700 | \$270,000 | -0.5% | \$162,000 | \$187,100 | -13.4% |
| | Ave. Sales Price | \$201,712 | \$193,005 | 4.5% | \$199,239 | \$186,116 | 7.1% | \$261,064 | \$264,446 | -1.3% | \$209,314 | \$200,422 | 4.4% |
| Bartlett | Units | 152 | 126 | 20.6% | 150 | 116 | 29.3% | 2 | 10 | -80.0% | 3 | 1 | 200.0% |
| | Median Sales Price | \$224,250 | \$200,000 | 12.1% | \$223,500 | \$194,950 | 14.6% | | \$292,158 | | \$155,000 | | |
| | Ave. Sales Price | \$225,395 | \$213,168 | 5.7% | \$223,725 | \$206,186 | 8.5% | \$350,650 | \$294,155 | 19.2% | \$128,300 | \$170,000 | -24.5% |
| G'town | Units | 105 | 100 | 5.0% | 102 | 96 | 6.3% | 3 | 4 | -25.0% | | 1 | |
| | Median Sales Price | \$340,000 | \$297,450 | 14.3% | \$336,700 | \$287,450 | 17.1% | \$940,000 | \$692,988 | 35.6% | | | |
| | Ave. Sales Price | \$402,048 | \$347,828 | 15.6% | \$382,108 | \$332,849 | 14.8% | \$1,080,000 | \$707,320 | 52.7% | | \$526,050 | |
| Collierville | Units | 122 | 143 | -14.7% | 103 | 118 | -12.7% | 19 | 25 | -24.0% | 1 | 1 | 0.0% |
| | Median Sales Price | \$388,000 | \$367,500 | 5.6% | \$347,500 | \$322,500 | 7.8% | \$512,339 | \$489,900 | 4.6% | | | |
| | Ave. Sales Price | \$393,387 | \$376,698 | 4.4% | \$370,211 | \$342,100 | 8.2% | \$519,026 | \$540,004 | -3.9% | \$289,580 | \$338,000 | -14.3% |
| Lakeland | Units | 35 | 28 | 25.0% | 32 | 23 | 39.1% | 3 | 5 | -40.0% | 1 | | |
| | Median Sales Price | \$310,000 | \$251,200 | 23.4% | \$291,500 | \$208,400 | 39.9% | \$495,389 | \$414,800 | 19.4% | | | |
| | Ave. Sales Price | \$338,727 | \$264,155 | 28.2% | \$321,050 | \$230,980 | 39.0% | \$527,285 | \$416,761 | 26.5% | \$393,000 | | |
| Arlington | Units | 39 | 47 | -17.0% | 27 | 34 | -20.6% | 12 | 13 | -7.7% | | 1 | |
| | Median Sales Price | \$290,000 | \$295,000 | -1.7% | \$260,000 | \$263,500 | -1.3% | \$384,361 | \$368,943 | 4.2% | | | |
| | Ave. Sales Price | \$296,159 | \$308,669 | -4.1% | \$250,144 | \$288,047 | -13.2% | \$399,692 | \$362,604 | 10.2% | | \$262,000 | |
| Millington | Units | 23 | 21 | 9.5% | 23 | 21 | 9.5% | | | | 2 | | |
| | Median Sales Price | \$130,000 | \$110,000 | 18.2% | \$130,000 | \$110,000 | 18.2% | | | | | | |
| | Ave. Sales Price | \$159,951 | \$126,585 | 26.4% | \$159,951 | \$126,585 | 26.4% | | | | \$41,962 | | |
| Shelby County | Units | 2,386 | 2,298 | 3.8% | 2,309 | 2,201 | 4.9% | 77 | 97 | -20.6% | 73 | 94 | -22.3% |
| | Median Sales Price | \$131,000 | \$122,450 | 7.0% | \$127,000 | \$116,000 | 9.5% | \$385,742 | \$346,910 | 11.2% | \$50,700 | \$48,770 | 4.0% |
| | Ave. Sales Price | \$173,430 | \$163,672 | 6.0% | \$165,205 | \$154,194 | 7.1% | \$420,074 | \$378,746 | 10.9% | \$79,060 | \$78,796 | 0.3% |
| Fayette County | Units | 125 | 105 | 19.0% | 92 | 84 | 9.5% | 33 | 21 | 57.1% | 1 | 6 | -83.3% |
| | Median Sales Price | \$249,900 | \$246,247 | 1.5% | \$209,200 | \$229,000 | -8.6% | \$282,900 | \$289,000 | -2.1% | | \$45,086 | |
| | Ave. Sales Price | \$267,466 | \$271,339 | -1.4% | \$247,567 | \$248,885 | -0.5% | \$322,941 | \$361,157 | -10.6% | \$36,500 | \$82,388 | -55.7% |
| Tipton County | Units | 127 | 96 | 32.3% | 111 | 88 | 26.1% | 16 | 8 | 100.0% | 9 | 4 | 125.0% |
| | Median Sales Price | \$174,500 | \$159,000 | 9.7% | \$159,500 | \$155,500 | 2.6% | \$230,058 | \$277,900 | -17.2% | \$95,000 | \$41,500 | 128.9% |
| | Ave. Sales Price | \$172,781 | \$157,867 | 9.4% | \$162,126 | \$148,211 | 9.4% | \$246,696 | \$264,091 | -6.6% | \$80,438 | \$39,000 | 106.3% |