

Sales Summary

	October Total Sales			YTD Total Sales		
	2019	2018	% change	2019	2018	% change
Units	1,710	1,862	-8.2%	16,599	16,790	-1.1%
Median Sales Price	\$143,000	\$147,000	-2.7%	\$155,000	\$150,000	3.3%
Average Sales Price	\$187,268	\$177,956	5.2%	\$190,221	\$183,846	3.5%

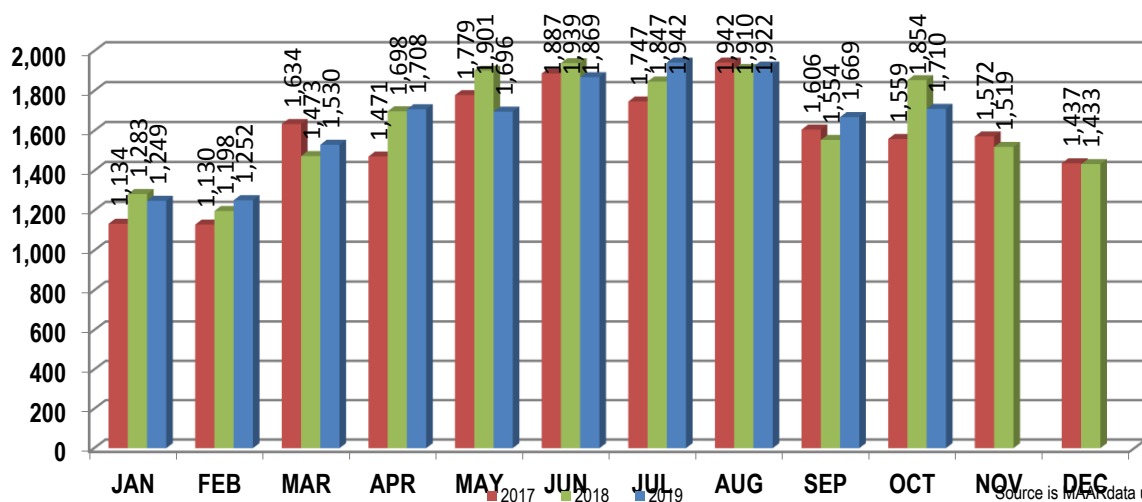
	October Existing Homes Sales			YTD Existing Home Sales		
	2019	2018	% change	2019	2018	% change
Units	1,618	1,774	-8.8%	15,853	15,978	-0.8%
Median Sales Price	\$135,000	\$139,500	-3.2%	\$147,000	\$141,000	4.3%
Average Sales Price	\$176,330	\$168,832	4.4%	\$181,146	\$174,680	3.7%

	October New Home Sales			YTD New Home Sales		
	2019	2018	% change	2019	2018	% change
Units	92	88	4.5%	746	812	-8.1%
Median Sales Price	\$324,500	\$329,897	-1.6%	\$330,000	\$314,390	5.0%
Average Sales Price	\$379,626	\$361,893	4.9%	\$383,065	\$364,195	5.2%

	October Bank Sales			YTD Bank Sales*		
	2019	2018	% change	2019	2018	% change
Units	39	63	-38.1%	484	686	-29.4%
Median Sales Price	\$56,000	\$60,028	-6.7%	\$60,500	\$55,000	10.0%
Average Sales Price	\$91,197	\$81,516	11.9%	\$86,185	\$80,495	7.1%

	October Non-Bank Sales			YTD Non-Bank Sales		
	2019	2018	% change	2019	2018	% change
Units	1,671	1,799	-7.1%	16,115	16,104	0.1%
Median Sales Price	\$145,000	\$151,000	-4.0%	\$158,000	\$154,200	2.5%
Average Sales Price	\$189,510	\$181,333	4.5%	\$193,345	\$188,248	2.7%

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.



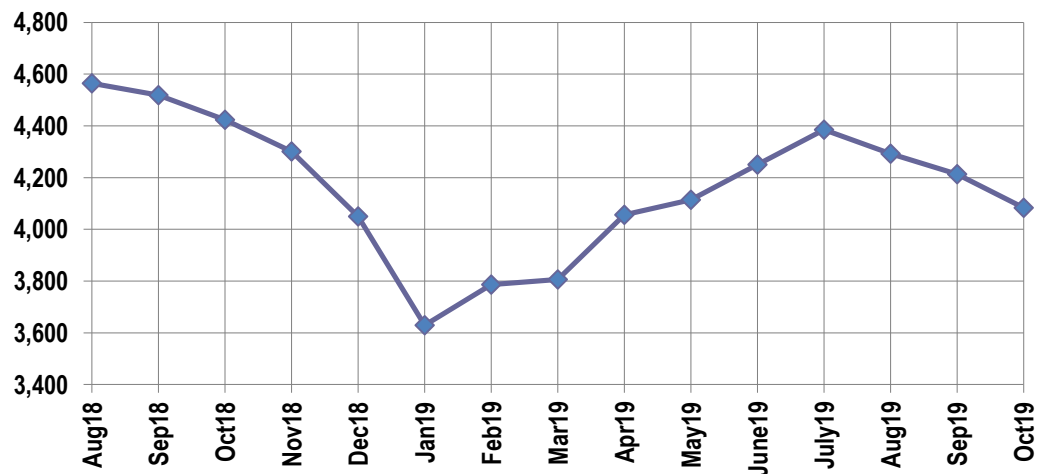
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 10-15-19)		
	Units	Ave. List Price
Single Family	3,881	\$301,094
Condo/Co-op	133	\$190,234
Duplex	69	\$83,201
Market Total	4,083	\$293,800

Pending Sales (as of 10-15-19)		
	Units	Ave. List Price
Single Family	1,145	\$205,653
Condo/Co-op	30	\$149,067
Duplex	31	\$83,083
Market Total	1,206	\$201,095

	October Foreclosure Actions			YTD Foreclosure Actions		
	2019	2018	% change	2019	2018	% change
Total	103	103	0.0%	958	1,236	-22.5%

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



Inventory

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
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

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	82	89	-7.9%	82	89	-7.9%				8	5	60.0%
	Median Sales Price	\$40,000	\$44,200	-9.5%	\$40,000	\$44,200	-9.5%				\$29,199	\$19,500	49.7%
	Ave. Sales Price	\$49,727	\$48,132	3.3%	\$49,727	\$48,132	3.3%				\$37,025	\$20,360	81.8%
Raleigh/ Cov. Pike	Units	98	110	-10.9%	97	109	-11.0%	1	1	0.0%	4	6	-33.3%
	Median Sales Price	\$90,000	\$95,000	-5.3%	\$89,000	\$95,000	-6.3%				\$111,925	\$71,034	57.8%
	Ave. Sales Price	\$95,263	\$93,972	1.4%	\$94,956	\$94,072	0.9%	\$125,000	\$83,000	50.6%	\$148,962	\$83,594	78.2%
Downtown	Units	44	57	-22.8%	44	57	-22.8%				1	2	-50.0%
	Median Sales Price	\$221,375	\$222,500	-0.5%	\$221,375	\$222,500	-0.5%						
	Ave. Sales Price	\$201,663	\$251,919	-19.9%	\$201,663	\$251,919	-19.9%				\$13,000	\$62,651	-79.2%
Midtown	Units	111	97	14.4%	111	95	16.8%		2		2	5	-60.0%
	Median Sales Price	\$89,000	\$159,900	-44.3%	\$89,000	\$155,000	-42.6%					\$18,500	
	Ave. Sales Price	\$160,945	\$164,364	-2.1%	\$160,945	\$159,835	0.7%		\$379,500		\$53,818	\$67,775	-20.6%
S. Memphis	Units	73	68	7.4%	73	68	7.4%				5	5	0.0%
	Median Sales Price	\$32,000	\$22,250	43.8%	\$32,000	\$22,250	43.8%				\$32,500	\$26,000	25.0%
	Ave. Sales Price	\$37,305	\$32,057	16.4%	\$37,305	\$32,057	16.4%				\$32,780	\$22,045	48.7%
Berclair/ Highland Heights	Units	65	67	-3.0%	65	67	-3.0%				1	1	0.0%
	Median Sales Price	\$46,500	\$40,000	16.3%	\$46,500	\$40,000	16.3%						
	Ave. Sales Price	\$50,270	\$44,639	12.6%	\$50,270	\$44,639	12.6%				\$24,000	\$60,028	-60.0%
E. Memphis	Units	238	265	-10.2%	237	262	-9.5%	1	3	-66.7%	2	3	-33.3%
	Median Sales Price	\$148,750	\$140,000	6.3%	\$148,500	\$139,750	6.3%		\$859,775			\$59,750	
	Ave. Sales Price	\$219,418	\$198,541	10.5%	\$215,089	\$191,106	12.5%	\$1,245,350	\$847,828	46.9%	\$37,000	\$50,426	-26.6%
Whitehaven	Units	107	79	35.4%	107	79	35.4%				1	7	-85.7%
	Median Sales Price	\$65,900	\$60,000	9.8%	\$65,900	\$60,000	9.8%					\$30,000	
	Ave. Sales Price	\$67,853	\$68,879	-1.5%	\$67,853	\$68,879	-1.5%				\$31,500	\$34,655	-9.1%
Parkway/ Village/ Oakhaven	Units	45	64	-29.7%	45	64	-29.7%				2	3	-33.3%
	Median Sales Price	\$77,000	\$59,870	28.6%	\$77,000	\$59,870	28.6%					\$45,960	
	Ave. Sales Price	\$78,688	\$60,423	30.2%	\$78,688	\$60,423	30.2%				\$45,673	\$44,703	2.2%
Hickory Hill	Units	139	147	-5.4%	135	139	-2.9%	4	8	-50.0%	3	7	-57.1%
	Median Sales Price	\$108,900	\$117,500	-7.3%	\$107,000	\$115,000	-7.0%	\$269,788	\$244,040	10.5%	\$118,000	\$113,000	4.4%
	Ave. Sales Price	\$116,520	\$124,956	-6.8%	\$112,459	\$118,232	-4.9%	\$253,594	\$241,795	4.9%	\$122,333	\$124,171	-1.5%
Southwind	Units	12	12	0.0%	8	9	-11.1%	4	3	33.3%	1		
	Median Sales Price	\$272,500	\$270,075	0.9%	\$267,500	\$255,000	4.9%	\$286,796	\$333,759	-14.1%			
	Ave. Sales Price	\$274,595	\$302,506	-9.2%	\$270,862	\$290,655	-6.8%	\$282,060	\$338,059	-16.6%	\$270,000		

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	205	242	-15.3%	195	226	-13.7%	10	16	-37.5%	1	5	-80.0%
	Median Sales Price	\$179,500	\$175,250	2.4%	\$173,000	\$168,000	3.0%	\$265,177	\$252,414	5.1%		\$119,000	
	Ave. Sales Price	\$197,300	\$182,457	8.1%	\$194,631	\$178,355	9.1%	\$249,339	\$240,393	3.7%	\$144,375	\$159,460	-9.5%
Bartlett	Units	96	121	-20.7%	94	115	-18.3%	2	6	-66.7%	1	3	-66.7%
	Median Sales Price	\$202,450	\$200,000	1.2%	\$199,900	\$195,500	2.2%		\$308,071			\$154,101	
	Ave. Sales Price	\$212,777	\$210,395	1.1%	\$209,923	\$205,042	2.4%	\$346,900	\$312,996	10.8%	\$194,900	\$150,380	29.6%
G'town	Units	63	75	-16.0%	62	72	-13.9%	1	3	-66.7%	1		
	Median Sales Price	\$337,500	\$299,500	12.7%	\$336,250	\$283,500	18.6%		\$791,928				
	Ave. Sales Price	\$402,800	\$348,599	15.5%	\$393,974	\$330,076	19.4%	\$950,000	\$793,142	19.8%	\$197,000		
Collierville	Units	96	89	7.9%	83	80	3.8%	13	9	44.4%			
	Median Sales Price	\$388,500	\$339,900	14.3%	\$380,000	\$325,000	16.9%	\$564,999	\$499,900	13.0%			
	Ave. Sales Price	\$411,086	\$358,056	14.8%	\$381,500	\$339,523	12.4%	\$599,982	\$522,792	14.8%			
Lakeland	Units	31	31	0.0%	28	27	3.7%	3	4	-25.0%	1		
	Median Sales Price	\$329,000	\$304,000	8.2%	\$324,500	\$275,000	18.0%	\$462,500	\$436,088	6.1%			
	Ave. Sales Price	\$353,854	\$314,207	12.6%	\$349,185	\$295,014	18.4%	\$397,433	\$443,765	-10.4%	\$270,000		
Arlington	Units	39	43	-9.3%	27	33	-18.2%	12	10	20.0%	1		
	Median Sales Price	\$310,000	\$269,000	15.2%	\$283,250	\$255,000	11.1%	\$371,896	\$357,194	4.1%			
	Ave. Sales Price	\$307,673	\$289,250	6.4%	\$274,524	\$263,001	4.4%	\$382,259	\$375,872	1.7%	\$230,000		
Millington	Units	17	23	-26.1%	17	23	-26.1%						
	Median Sales Price	\$123,000	\$85,000	44.7%	\$123,000	\$85,000	44.7%						
	Ave. Sales Price	\$116,488	\$108,000	7.9%	\$116,488	\$108,000	7.9%						
Shelby County	Units	1,542	1,658	-7.0%	1,491	1,593	-6.4%	51	65	-21.5%	34	54	-37.0%
	Median Sales Price	\$135,000	\$138,250	-2.4%	\$129,900	\$131,900	-1.5%	\$360,000	\$332,039	8.4%	\$49,494	\$57,000	-13.2%
	Ave. Sales Price	\$181,114	\$172,938	4.7%	\$173,070	\$164,504	5.2%	\$416,261	\$379,640	9.6%	\$89,609	\$73,525	21.9%
Fayette County	Units	87	96	-9.4%	54	80	-32.5%	33	16	106.3%		3	
	Median Sales Price	\$266,000	\$231,950	14.7%	\$237,950	\$203,500	16.9%	\$289,900	\$328,500	-11.7%		\$180,000	
	Ave. Sales Price	\$297,268	\$259,240	14.7%	\$272,120	\$247,786	9.8%	\$338,419	\$316,510	6.9%		\$190,166	
Tipton County	Units	81	108	-25.0%	73	101	-27.7%	8	7	14.3%	5	6	-16.7%
	Median Sales Price	\$179,900	\$184,750	-2.6%	\$166,500	\$175,000	-4.9%	\$320,450	\$289,900	10.5%	\$102,000	\$86,000	18.6%
	Ave. Sales Price	\$186,279	\$182,744	1.9%	\$172,058	\$174,560	-1.4%	\$316,049	\$300,826	5.1%	\$102,000	\$99,108	2.9%

		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
Frayser	Units	919	903	1.8%	919	903	1.8%				37	60	-38.3%
	Median Sales Price	\$38,793	\$34,250	13.3%	\$38,793	\$34,250	13.3%				\$29,500	\$24,200	21.9%
	Ave. Sales Price	\$48,707	\$48,090	1.3%	\$48,707	\$48,090	1.3%				\$34,996	\$30,139	16.1%
Raleigh/ Cov. Pike	Units	878	952	-7.8%	869	940	-7.6%	9	12	-25.0%	55	48	14.6%
	Median Sales Price	\$87,750	\$80,000	9.7%	\$87,000	\$80,000	8.7%	\$154,900	\$151,400	2.3%	\$72,500	\$56,000	29.5%
	Ave. Sales Price	\$92,034	\$85,447	7.7%	\$91,446	\$84,657	8.0%	\$148,811	\$147,300	1.0%	\$76,286	\$62,315	22.4%
Downtown	Units	450	490	-8.2%	447	489	-8.6%	3	1	200.0%	6	14	-57.1%
	Median Sales Price	\$240,000	\$218,498	9.8%	\$240,000	\$218,500	9.8%	\$105,000			\$27,000	\$31,724	-14.9%
	Ave. Sales Price	\$240,874	\$222,120	8.4%	\$241,812	\$222,339	8.8%	\$101,000	\$115,000	-12.2%	\$97,301	\$77,613	25.4%
Midtown	Units	988	901	9.7%	977	885	10.4%	11	16	-31.2%	21	36	-41.7%
	Median Sales Price	\$145,000	\$157,500	-7.9%	\$145,000	\$155,000	-6.5%	\$317,000	\$379,450	-16.5%	\$45,500	\$48,688	-6.5%
	Ave. Sales Price	\$165,970	\$178,275	-6.9%	\$164,517	\$174,661	-5.8%	\$295,018	\$378,156	-22.0%	\$64,605	\$66,536	-2.9%
S. Memphis	Units	625	521	20.0%	625	521	20.0%				42	61	-31.1%
	Median Sales Price	\$26,000	\$21,000	23.8%	\$26,000	\$21,000	23.8%				\$17,875	\$17,288	3.4%
	Ave. Sales Price	\$35,346	\$28,177	25.4%	\$35,346	\$28,177	25.4%				\$21,985	\$23,278	-5.5%
Berclair/ Highland Heights	Units	593	514	15.4%	593	514	15.4%				24	26	-7.7%
	Median Sales Price	\$45,000	\$42,000	7.1%	\$45,000	\$42,000	7.1%				\$35,550	\$31,750	12.0%
	Ave. Sales Price	\$51,232	\$46,823	9.4%	\$51,232	\$46,823	9.4%				\$42,024	\$32,794	28.1%
E. Memphis	Units	2,748	2,662	3.2%	2,728	2,645	3.1%	20	17	17.6%	34	60	-43.3%
	Median Sales Price	\$152,000	\$152,500	-0.3%	\$150,000	\$150,000	0.0%	\$802,500	\$782,000	2.6%	\$47,013	\$31,875	47.5%
	Ave. Sales Price	\$207,501	\$202,374	2.5%	\$203,266	\$199,105	2.1%	\$785,069	\$710,896	10.4%	\$60,883	\$53,616	13.6%
Whitehaven	Units	782	751	4.1%	765	741	3.2%	17	10	70.0%	41	73	-43.8%
	Median Sales Price	\$67,000	\$61,000	9.8%	\$66,000	\$61,000	8.2%	\$174,900	\$140,125	24.8%	\$37,000	\$42,000	-11.9%
	Ave. Sales Price	\$73,986	\$64,792	14.2%	\$71,744	\$63,726	12.6%	\$174,858	\$143,775	21.2%	\$47,630	\$47,630	0.0%
Parkway Village/ Oakhaven	Units	484	499	-3.0%	483	498	-3.0%	1	1	0.0%	31	34	-8.8%
	Median Sales Price	\$69,650	\$61,000	14.2%	\$69,500	\$60,530	14.8%				\$47,000	\$40,601	15.8%
	Ave. Sales Price	\$70,197	\$62,057	13.1%	\$70,152	\$61,989	13.2%	\$92,000	\$96,000	-4.2%	\$45,922	\$43,126	6.5%
Hickory Hill	Units	1,083	1,134	-4.5%	1,064	1,093	-2.6%	19	41	-53.7%	53	68	-22.1%
	Median Sales Price	\$117,600	\$107,250	9.7%	\$115,058	\$105,000	9.6%	\$264,000	\$231,432	14.1%	\$84,900	\$83,500	1.7%
	Ave. Sales Price	\$120,893	\$111,582	8.3%	\$118,407	\$107,455	10.2%	\$260,104	\$221,585	17.4%	\$85,868	\$94,715	-9.3%
Southwind	Units	118	149	-20.8%	104	122	-14.8%	14	27	-48.1%	9	13	-30.8%
	Median Sales Price	\$245,582	\$254,900	-3.7%	\$232,450	\$235,000	-1.1%	\$272,709	\$265,000	2.9%	\$189,900	\$135,000	40.7%
	Ave. Sales Price	\$278,179	\$290,717	-4.3%	\$278,993	\$294,120	-5.1%	\$272,128	\$275,344	-1.2%	\$203,840	\$189,724	7.4%

		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	2,024	2,111	-4.1%	1,917	1,993	-3.8%	107	118	-9.3%	34	61	-44.3%
	Median Sales Price	\$180,000	\$168,000	7.1%	\$175,000	\$164,500	6.4%	\$267,700	\$252,865	5.9%	\$158,550	\$135,511	17.0%
	Ave. Sales Price	\$198,756	\$183,811	8.1%	\$195,590	\$179,725	8.8%	\$255,479	\$252,819	1.1%	\$184,838	\$157,917	17.1%
Bartlett	Units	1,005	1,068	-5.9%	963	963	0.0%	42	105	-60.0%	8	19	-57.9%
	Median Sales Price	\$213,000	\$205,000	3.9%	\$209,900	\$195,000	7.6%	\$305,450	\$303,900	0.5%	\$227,450	\$125,000	82.0%
	Ave. Sales Price	\$220,996	\$212,186	4.2%	\$217,338	\$201,631	7.8%	\$304,888	\$308,988	-1.3%	\$234,878	\$154,114	52.4%
G'town	Units	708	809	-12.5%	688	770	-10.6%	20	39	-48.7%	5	7	-28.6%
	Median Sales Price	\$337,250	\$325,000	3.8%	\$334,450	\$313,500	6.7%	\$738,934	\$810,806	-8.9%	\$283,100	\$212,700	33.1%
	Ave. Sales Price	\$386,562	\$383,765	0.7%	\$374,396	\$361,173	3.7%	\$805,096	\$828,831	-3.0%	\$314,949	\$289,114	8.9%
Collierville	Units	1,028	1,019	0.9%	895	895	0.0%	133	124	7.3%	6	8	-25.0%
	Median Sales Price	\$380,000	\$350,000	8.6%	\$354,000	\$325,000	8.9%	\$519,900	\$482,122	7.8%	\$331,500	\$397,750	7.7%
	Ave. Sales Price	\$396,514	\$375,168	5.7%	\$372,184	\$354,125	5.1%	\$560,243	\$527,054	6.3%	\$319,148	\$269,718	18.3%
Lakeland	Units	277	272	1.8%	249	259	-3.9%	28	13	115.4%	4	1	300.0%
	Median Sales Price	\$300,000	\$299,150	0.3%	\$285,000	\$290,000	-1.7%	\$446,100	\$431,300	3.4%	\$197,250		
	Ave. Sales Price	\$328,568	\$320,755	2.4%	\$315,419	\$315,050	0.1%	\$445,496	\$434,426	2.5%	\$203,600	\$134,250	51.7%
Arlington	Units	374	365	2.5%	287	299	-4.0%	87	66	31.8%	4	3	33.3%
	Median Sales Price	\$296,838	\$265,400	11.8%	\$269,000	\$248,000	8.5%	\$371,155	\$348,416	6.5%	\$221,000	\$307,500	-28.1%
	Ave. Sales Price	\$299,378	\$273,217	9.6%	\$276,645	\$255,265	8.4%	\$374,368	\$354,543	5.6%	\$193,750	\$300,833	-35.6%
Millington	Units	198	192	3.1%	198	192	3.1%				8	5	60.0%
	Median Sales Price	\$129,500	\$109,900	17.8%	\$129,500	\$109,900	17.8%				\$109,750	\$168,000	-34.7%
	Ave. Sales Price	\$147,349	\$131,562	12.0%	\$147,349	\$131,562	12.0%				\$115,397	\$129,950	-11.2%
Shelby County	Units	15,041	15,162	-0.8%	14,530	14,572	-0.3%	511	590	-13.4%	417	597	-30.2%
	Median Sales Price	\$146,101	\$142,700	2.4%	\$140,000	\$136,000	2.9%	\$364,885	\$328,026	11.2%	\$59,100	\$49,000	20.6%
	Ave. Sales Price	\$186,649	\$180,826	3.2%	\$178,884	\$172,561	3.7%	\$407,446	\$384,938	5.8%	\$84,483	\$77,602	8.9%
Fayette County	Units	742	760	-2.4%	580	609	-4.8%	162	151	7.3%	20	28	-28.6%
	Median Sales Price	\$250,783	\$236,950	5.8%	\$230,000	\$212,000	8.5%	\$301,986	\$278,040	8.6%	\$107,500	\$105,250	2.1%
	Ave. Sales Price	\$276,875	\$261,188	6.0%	\$257,862	\$245,949	4.8%	\$344,947	\$322,647	6.9%	\$130,978	\$122,408	6.8%
Tipton County	Units	816	868	-6.0%	743	797	-6.8%	73	71	2.8%	47	61	-22.9%
	Median Sales Price	\$169,900	\$160,000	6.2%	\$164,000	\$153,000	7.2%	\$289,966	\$282,900	2.5%	\$75,500	\$66,000	14.4%
	Ave. Sales Price	\$177,261	\$168,878	5.0%	\$165,498	\$158,963	4.1%	\$296,983	\$280,184	6.0%	\$82,304	\$89,576	-8.1%