

## Sales Summary

	April Total Sales			YTD Total Sales		
	2019	2018	% change	2019	2018	% change
Units	1,708	1,723	-0.9%	5,742	5,704	0.7%
Median Sales Price	\$145,000	\$145,000	0.0%	\$135,000	\$135,000	0.0%
Average Sales Price	\$177,889	\$179,163	-0.7%	\$172,490	\$171,074	0.8%

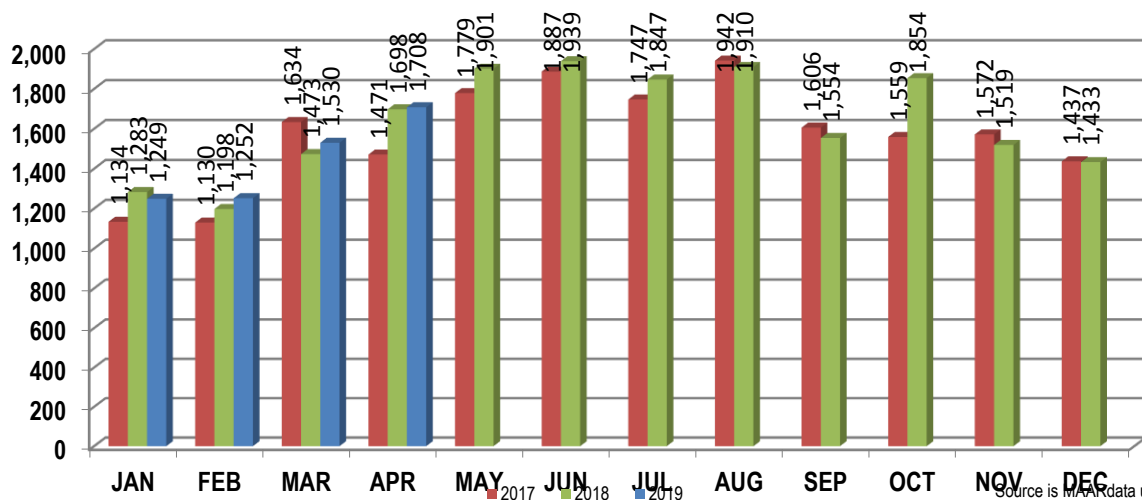
	April Existing Sales			YTD Existing Home Sales		
	2019	2018	% change	2019	2018	% change
Units	1,643	1,619	1.5%	5,471	5,389	1.5%
Median Sales Price	\$137,000	\$136,000	0.7%	\$128,000	\$125,000	2.4%
Average Sales Price	\$170,039	\$165,729	2.6%	\$162,633	\$159,272	2.1%

	April New Home Sales			YTD New Home Sales		
	2019	2018	% change	2019	2018	% change
Units	65	104	-37.5%	271	315	-14.0%
Median Sales Price	\$333,530	\$332,645	0.3%	\$319,900	\$314,250	1.8%
Average Sales Price	\$376,299	\$388,291	-3.1%	\$371,494	\$372,978	-0.4%

	April Bank Sales			YTD Bank Sales*		
	2019	2018	% change	2019	2018	% change
Units	42	85	-50.6%	199	321	-38.0%
Median Sales Price	\$55,000	\$46,000	19.6%	\$52,000	\$55,000	-5.5%
Average Sales Price	\$82,881	\$74,627	11.1%	\$85,853	\$79,854	7.5%

	April Non-Bank Sales			YTD Non-Bank Sales		
	2019	2018	% change	2019	2018	% change
Units	1,666	1,638	1.7%	5,543	5,383	3.0%
Median Sales Price	\$149,750	\$150,000	-0.2%	\$139,900	\$140,000	-0.1%
Average Sales Price	\$180,284	\$184,587	-2.3%	\$175,601	\$176,513	-0.5%

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.

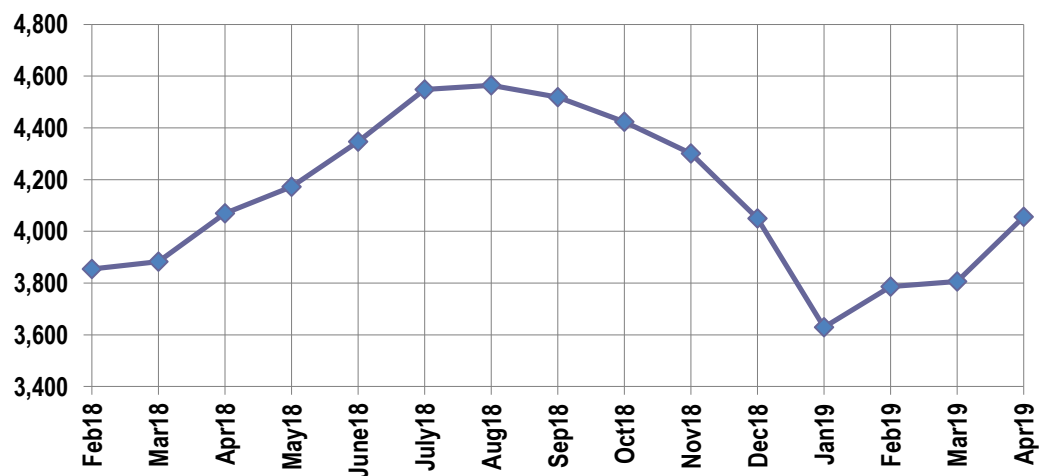
**Active Listings, Pending Sales and Foreclosure Action Summary**

Active Listings (a of 04-15-19)		
	Units	Ave. List Price
Single Family	3,880	\$281,937
Condo/Co-op	129	\$189,715
Duplex	47	\$85,802
<b>Market Total</b>	<b>4,056</b>	<b>\$276,731</b>

Pending Sales (as of 04-15-19)		
	Units	Ave. List Price
Single Family	1,330	\$200,372
Condo/Co-op	55	\$175,196
Duplex	22	\$78,268
<b>Market Total</b>	<b>1,407</b>	<b>\$197,479</b>

	April Foreclosure Actions			YTD Foreclosure Actions		
	2019	2018	% change	2019	2018	% change
<b>Total</b>	<b>89</b>	<b>133</b>	<b>-33.1%</b>	<b>404</b>	<b>570</b>	<b>-29.1%</b>

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


**Inventory**

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
Apr-18	4,070	Apr-19	4,056

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	112	104	7.7%	112	104	7.7%					4	
	Median Sales Price	\$36,750	\$37,750	-2.6%	\$36,750	\$37,750	-2.6%					\$21,250	
	Ave. Sales Price	\$49,179	\$54,178	-9.2%	\$49,179	\$54,178	-9.2%					\$19,669	
Raleigh/ Cov. Pike	Units	84	101	-16.8%	84	97	-13.4%		4		2	3	-33.3%
	Median Sales Price	\$75,950	\$79,900	-4.9%	\$75,950	\$73,000	4.0%		\$153,450			\$30,000	
	Ave. Sales Price	\$83,497	\$82,761	0.9%	\$83,497	\$79,790	4.6%		\$154,825		\$113,050	\$34,685	225.9%
Downtown	Units	52	43	20.9%	52	42	23.8%		1		1	2	-50.0%
	Median Sales Price	\$228,000	\$220,000	3.6%	\$228,000	\$222,500	2.5%						
	Ave. Sales Price	\$205,014	\$202,699	1.1%	\$205,014	\$204,788	0.1%		\$115,000		\$17,500	\$125,250	-86.0%
Midtown	Units	83	87	-4.6%	82	85	-3.5%	1	2	-50.0%	2	4	-50.0%
	Median Sales Price	\$127,500	\$169,900	-25.0%	\$126,250	\$168,500	-25.1%					\$44,100	
	Ave. Sales Price	\$149,422	\$161,732	-7.6%	\$147,720	\$157,604	-6.3%	\$289,000	\$337,178	-14.3%	\$207,750	\$42,425	389.7%
S. Memphis	Units	61	50	22.0%	61	50	22.0%				7	7	0.0%
	Median Sales Price	\$25,000	\$19,000	31.6%	\$25,000	\$19,000	31.6%				\$16,100	\$21,500	-25.1%
	Ave. Sales Price	\$34,630	\$30,322	14.2%	\$34,630	\$30,322	14.2%				\$19,784	\$23,669	-16.4%
Berclair/ Highland Heights	Units	66	62	6.5%	66	62	6.5%				2	4	-50.0%
	Median Sales Price	\$41,500	\$40,500	2.5%	\$41,500	\$40,500	2.5%					\$37,096	
	Ave. Sales Price	\$48,857	\$44,756	9.2%	\$48,857	\$44,756	9.2%				\$28,000	\$34,486	-18.8%
E. Memphis	Units	297	291	2.1%	296	289	2.4%	1	2	-50.0%	5	15	-66.7%
	Median Sales Price	\$137,000	\$136,000	0.7%	\$136,500	\$135,000	1.1%				\$112,500	\$34,000	230.9%
	Ave. Sales Price	\$186,157	\$176,567	5.4%	\$184,387	\$174,111	5.9%	\$710,000	\$531,500	33.6%	\$100,081	\$59,588	68.0%
Whitehaven	Units	70	79	-11.4%	70	79	-11.4%				3	10	-70.0%
	Median Sales Price	\$70,000	\$64,000	9.4%	\$70,000	\$64,000	9.4%				\$55,000	\$37,500	46.7%
	Ave. Sales Price	\$75,057	\$71,012	5.7%	\$75,057	\$71,012	5.7%				\$53,166	\$50,160	6.0%
Parkway/ Village/ Oakhaven	Units	56	46	21.7%	56	46	21.7%				4	7	-42.9%
	Median Sales Price	\$75,000	\$64,000	17.2%	\$75,000	\$64,000	17.2%				\$50,394	\$41,000	22.9%
	Ave. Sales Price	\$72,394	\$62,858	15.2%	\$72,394	\$62,858	15.2%				\$47,197	\$54,742	-13.8%
Hickory Hill	Units	120	112	7.1%	119	109	9.2%	1	3	-66.7%	4	9	-55.6%
	Median Sales Price	\$111,450	\$88,000	26.6%	\$108,000	\$88,000	22.7%		\$237,900		\$75,638	\$80,000	-5.5%
	Ave. Sales Price	\$116,706	\$97,889	19.2%	\$115,284	\$93,951	22.7%	\$285,900	\$240,973	18.6%	\$70,519	\$88,383	-20.2%
Southwind	Units	13	21	-38.1%	12	19	-36.8%	1	2	-50.0%	1	2	-50.0%
	Median Sales Price	\$246,163	\$240,000	2.6%	\$233,032	\$230,000	1.3%						
	Ave. Sales Price	\$262,917	\$291,051	-9.7%	\$261,968	\$293,802	-10.8%	\$274,307	\$264,917	3.5%	\$50,000	\$129,875	-4.8%

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	199	198	0.5%	191	186	2.7%	8	12	-33.3%	1	9	-88.9%
	Median Sales Price	\$163,000	\$160,000	1.9%	\$162,000	\$158,250	2.4%	\$223,950	\$275,992	-18.9%		\$114,500	
	Ave. Sales Price	\$181,282	\$181,839	-0.3%	\$178,980	\$174,773	2.4%	\$236,248	\$291,357	-18.9%	\$50,000	\$102,727	-51.3%
Bartlett	Units	103	128	-19.5%	99	107	-7.5%	4	21	-81.0%		1	
	Median Sales Price	\$188,000	\$203,000	-7.4%	\$187,000	\$173,000	8.1%	\$296,950	\$306,668	-3.2%			
	Ave. Sales Price	\$201,704	\$211,474	-4.6%	\$197,542	\$192,005	2.9%	\$304,700	\$310,674	-1.9%		\$118,000	
G'town	Units	83	90	-7.8%	80	83	-3.6%	3	7	-57.1%		3	
	Median Sales Price	\$337,000	\$326,000	3.4%	\$329,950	\$317,500	3.9%	\$725,000	\$800,629	-9.4%		\$246,000	
	Ave. Sales Price	\$367,740	\$391,879	-6.2%	\$354,501	\$357,610	-0.9%	\$720,768	\$798,216	-9.7%		\$397,000	
Collierville	Units	97	105	-7.6%	88	87	1.1%	9	18	-50.0%	1		
	Median Sales Price	\$349,000	\$365,900	-4.6%	\$337,500	\$333,000	1.4%	\$518,621	\$472,239	9.8%			
	Ave. Sales Price	\$381,897	\$388,904	-1.8%	\$363,200	\$357,672	1.5%	\$564,715	\$539,855	4.6%	\$350,000		
Lakeland	Units	28	29	-3.4%	24	28	-14.3%	4	1	300.0%			
	Median Sales Price	\$318,341	\$352,500	-9.7%	\$260,250	\$341,250	-23.7%	\$436,732					
	Ave. Sales Price	\$312,680	\$366,437	-14.7%	\$291,386	\$359,525	-19.0%	\$440,440	\$560,000	-21.3%			
Arlington	Units	43	33	30.3%	33	27	22.2%	10	6	66.7%	1		
	Median Sales Price	\$301,900	\$279,000	8.2%	\$270,000	\$250,000	8.0%	\$365,668	\$328,523	11.3%			
	Ave. Sales Price	\$291,504	\$267,988	8.8%	\$266,974	\$252,654	5.7%	\$372,453	\$336,988	10.5%	\$71,000		
Millington	Units	20	17	17.6%	20	17	17.6%					1	
	Median Sales Price	\$182,450	\$95,000	92.0%	\$182,450	\$95,000	92.0%						
	Ave. Sales Price	\$172,947	\$99,282	74.2%	\$172,947	\$99,282	74.2%					\$75,000	
Shelby County	Units	1,562	1,576	-0.9%	1,520	1,497	1.5%	42	79	-46.8%	37	78	-52.6%
	Median Sales Price	\$136,950	\$139,900	-2.1%	\$133,000	\$132,000	0.8%	\$387,440	\$332,645	16.5%	\$50,000	\$42,250	18.3%
	Ave. Sales Price	\$174,253	\$176,414	-1.2%	\$167,621	\$164,594	1.8%	\$414,262	\$400,401	3.5%	\$75,054	\$76,041	-1.3%
Fayette County	Units	68	72	-5.6%	52	52	0.0%	16	20	-20.0%	1	3	-66.7%
	Median Sales Price	\$259,494	\$230,000	12.8%	\$225,000	\$182,450	23.3%	\$305,248	\$315,994	-3.4%		\$75,500	
	Ave. Sales Price	\$269,198	\$252,631	6.6%	\$255,345	\$212,617	20.1%	\$314,220	\$356,666	-11.9%	\$448,000	\$75,666	492.1%
Tipton County	Units	78	75	4.0%	71	70	1.4%	7	5	40.0%	4	4	0.0%
	Median Sales Price	\$176,000	\$158,000	11.4%	\$167,900	\$155,750	7.8%	\$292,500	\$349,900	-16.4%	\$65,500	\$48,500	35.0%
	Ave. Sales Price	\$171,102	\$166,391	2.8%	\$159,339	\$155,171	2.7%	\$290,415	\$323,465	-10.2%	\$64,000	\$46,278	38.3%

		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	387	337	14.8%	387	337	14.8%				10	28	-64.3%
	Median Sales Price	\$35,500	\$32,900	7.9%	\$35,500	\$32,900	7.9%				\$23,750	\$22,750	4.4%
	Ave. Sales Price	\$47,945	\$49,694	-3.5%	\$47,945	\$49,694	-3.5%				\$26,350	\$28,927	-8.9%
Raleigh/ Cov. Pike	Units	323	352	-8.2%	323	345	-6.4%		7		22	20	10.0%
	Median Sales Price	\$79,900	\$77,800	2.7%	\$79,900	\$76,500	4.4%		\$149,900		\$67,253	\$34,000	97.8%
	Ave. Sales Price	\$85,525	\$81,504	4.9%	\$85,525	\$80,068	6.8%		\$152,285		\$70,305	\$52,892	32.9%
Downtown	Units	148	148	0.0%	146	147	-0.7%	2	1	100.0%	4	9	-55.6%
	Median Sales Price	\$228,250	\$196,975	15.9%	\$232,250	\$197,949	17.3%				\$27,000	\$32,500	-16.9%
	Ave. Sales Price	\$218,295	\$194,881	12.0%	\$219,812	\$195,425	12.5%	\$107,500	\$115,000	-6.5%	\$78,077	\$75,865	2.9%
Midtown	Units	320	293	9.2%	316	286	10.5%	4	7	-42.9%	7	20	-65.0%
	Median Sales Price	\$128,750	\$143,500	-10.3%	\$126,750	\$139,900	-9.4%	\$292,950	\$355,000	-17.5%	\$45,500	\$71,700	-36.5%
	Ave. Sales Price	\$146,042	\$161,522	-9.6%	\$144,030	\$156,598	-8.0%	\$304,975	\$362,736	-15.9%	\$91,125	\$76,979	18.4%
S. Memphis	Units	264	186	41.9%	264	186	41.9%				24	28	-14.3%
	Median Sales Price	\$25,000	\$20,000	25.0%	\$25,000	\$20,000	25.0%				\$14,745	\$19,000	-22.4%
	Ave. Sales Price	\$34,916	\$28,656	21.8%	\$34,916	\$28,656	21.8%				\$18,756	\$28,340	-33.8%
Berclair/ Highland Heights	Units	212	198	7.1%	212	198	7.1%				10	12	-16.7%
	Median Sales Price	\$40,250	\$41,000	-1.8%	\$40,250	\$41,000	-1.8%				\$32,406	\$37,096	-12.6%
	Ave. Sales Price	\$48,163	\$44,561	8.1%	\$48,163	\$44,561	8.1%				\$30,381	\$37,808	-19.6%
E. Memphis	Units	954	910	4.8%	946	906	4.4%	8	4	100.0%	14	37	-62.2%
	Median Sales Price	\$132,000	\$133,350	-1.0%	\$130,000	\$132,950	-2.2%	\$770,000	\$725,000	6.2%	\$73,663	\$33,600	119.2%
	Ave. Sales Price	\$185,335	\$182,567	1.5%	\$181,047	\$180,389	0.4%	\$692,375	\$675,750	2.5%	\$80,977	\$59,705	35.6%
Whitehaven	Units	297	274	8.4%	289	274	5.5%	8			19	33	-42.4%
	Median Sales Price	\$66,500	\$63,500	4.7%	\$65,000	\$63,500	2.4%	\$174,900			\$35,000	\$39,000	-10.3%
	Ave. Sales Price	\$72,100	\$61,942	16.4%	\$69,262	\$61,942	11.8%	\$174,606			\$43,943	\$44,700	-1.7%
Parkway Village/ Oakhaven	Units	196	194	1.0%	196	193	1.6%		1		16	18	-11.1%
	Median Sales Price	\$68,613	\$68,000	0.9%	\$68,613	\$68,000	0.9%				\$45,250	\$39,851	13.5%
	Ave. Sales Price	\$67,973	\$64,873	4.8%	\$67,973	\$64,712	5.0%		\$96,000		\$42,075	\$42,144	-0.2%
Hickory Hill	Units	383	423	-9.5%	379	402	-5.7%	4	21	-80.9%	14	29	-51.7%
	Median Sales Price	\$115,900	\$102,000	13.6%	\$115,000	\$99,900	15.1%	\$279,460	\$231,432	20.7%	\$77,750	\$79,500	-2.2%
	Ave. Sales Price	\$117,476	\$108,019	8.8%	\$115,755	\$102,436	13.0%	\$280,477	\$214,898	30.5%	\$76,079	\$88,652	-14.2%
Southwind	Units	48	51	-5.9%	46	43	7.0%	2	8	-75.0%	4	5	-20.0%
	Median Sales Price	\$241,800	\$249,900	-3.2%	\$235,800	\$230,000	2.5%		\$264,917		\$202,200	\$122,750	64.7%
	Ave. Sales Price	\$258,038	\$269,443	-4.2%	\$257,207	\$271,532	-5.3%	\$277,153	\$258,213	7.3%	\$193,265	\$117,372	64.7%

		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	692	673	2.8%	644	640	0.6%	48	33	45.5%	17	32	-46.9%
	Median Sales Price	\$175,000	\$160,000	9.4%	\$169,400	\$157,550	7.5%	\$272,500	\$267,900	1.7%	\$162,100	\$137,900	17.5%
	Ave. Sales Price	\$193,516	\$177,513	9.0%	\$188,348	\$172,959	8.9%	\$262,848	\$265,834	-1.1%	\$203,397	\$145,951	39.4%
Bartlett	Units	316	347	-8.9%	295	294	0.3%	21	53	-60.4%	3	5	-40.0%
	Median Sales Price	\$200,000	\$210,000	-4.8%	\$194,900	\$189,950	2.6%	\$289,900	\$297,310	-2.5%	\$170,000	\$119,500	42.3%
	Ave. Sales Price	\$212,337	\$211,281	0.5%	\$206,476	\$193,982	6.4%	\$294,664	\$307,242	-4.1%	\$199,833	\$156,049	28.1%
G'town	Units	233	244	-4.5%	226	223	1.3%	7	21	-66.7%	2	5	-60.0%
	Median Sales Price	\$315,000	\$328,500	-4.1%	\$312,000	\$309,000	1.0%	\$715,976	\$800,629	-10.6%		\$219,000	
	Ave. Sales Price	\$363,060	\$381,266	-4.8%	\$352,218	\$340,108	3.6%	\$713,083	\$818,325	-12.9%	\$431,025	\$323,200	33.4%
Collierville	Units	318	313	1.6%	271	262	3.4%	47	51	-7.8%	3	4	-25.0%
	Median Sales Price	\$365,000	\$350,000	4.3%	\$338,000	\$315,000	7.3%	\$512,071	\$471,069	8.7%	\$350,000	\$190,780	83.5%
	Ave. Sales Price	\$378,246	\$378,229	0.0%	\$351,462	\$348,242	0.9%	\$532,678	\$532,279	0.1%	\$348,829	\$190,674	82.9%
Lakeland	Units	71	84	-15.5%	60	82	-26.8%	11	2	450.0%	1	1	0.0%
	Median Sales Price	\$274,900	\$299,150	-8.1%	\$257,450	\$299,150	-13.9%	\$433,800					
	Ave. Sales Price	\$308,198	\$319,684	-3.6%	\$285,733	\$317,239	-9.9%	\$430,732	\$419,950	2.6%	\$149,900	\$134,250	11.7%
Arlington	Units	120	128	-6.3%	88	102	-13.7%	32	26	23.1%	2	2	0.0%
	Median Sales Price	\$290,000	\$260,000	11.5%	\$256,000	\$243,250	5.2%	\$367,697	\$332,907	10.4%			
	Ave. Sales Price	\$299,204	\$265,538	12.7%	\$274,590	\$246,691	11.3%	\$366,894	\$339,477	8.1%	\$166,500	\$297,500	-44.0%
Millington	Units	66	62	6.5%	66	62	6.5%				2	3	-33.3%
	Median Sales Price	\$116,500	\$98,950	17.7%	\$116,500	\$98,950	17.7%					\$168,000	
	Ave. Sales Price	\$139,152	\$117,105	18.8%	\$139,152	\$117,105	18.8%				\$128,000	\$142,833	-10.4%
Shelby County	Units	5,261	5,166	1.8%	5,067	4,931	2.8%	194	235	-17.4%	174	285	-38.9%
	Median Sales Price	\$129,000	\$127,625	1.1%	\$123,000	\$120,000	2.5%	\$349,949	\$327,862	6.7%	\$51,250	\$46,000	11.4%
	Ave. Sales Price	\$168,005	\$167,116	0.5%	\$159,565	\$156,392	2.0%	\$388,442	\$392,134	-0.9%	\$85,032	\$76,818	10.7%
Fayette County	Units	225	232	-3.0%	174	178	-2.2%	51	54	-5.6%	11	10	10.0%
	Median Sales Price	\$255,000	\$240,000	6.3%	\$232,250	\$217,275	6.9%	\$297,567	\$286,079	4.0%	\$96,000	\$105,250	-8.8%
	Ave. Sales Price	\$278,231	\$272,910	1.9%	\$258,998	\$253,808	2.0%	\$343,849	\$335,877	2.4%	\$135,532	\$121,417	11.6%
Tipton County	Units	256	306	-16.3%	230	280	-17.9%	26	26	0.0%	14	26	-46.1%
	Median Sales Price	\$169,900	\$154,950	9.6%	\$161,500	\$147,250	9.7%	\$298,750	\$284,000	5.2%	\$47,750	\$84,450	-43.5%
	Ave. Sales Price	\$171,738	\$160,679	6.9%	\$157,322	\$149,887	5.0%	\$299,267	\$276,900	8.1%	\$57,028	\$97,148	-41.3%