

Sales Summary

| | September Total Sales | | | YTD Total Sales | | |
|---------------------|-----------------------|-----------|----------|-----------------|-----------|----------|
| | 2015 | 2014 | % change | 2015 | 2014 | % change |
| Units | 1,424 | 1,574 | -9.5% | 12,448 | 11,923 | 4.4% |
| Median Sales Price | \$125,000 | \$127,500 | -2.0% | \$126,600 | \$120,000 | 5.5% |
| Average Sales Price | \$159,420 | \$160,499 | -0.7% | \$159,000 | \$155,144 | 2.5% |

| | September Existing Sales | | | YTD Existing Home Sales | | |
|---------------------|--------------------------|-----------|----------|-------------------------|-----------|----------|
| | 2015 | 2014 | % change | 2015 | 2014 | % change |
| Units | 1,382 | 1,485 | -6.9% | 11,957 | 11,261 | 6.2% |
| Median Sales Price | \$122,000 | \$121,000 | 0.8% | \$122,298 | \$114,900 | 6.4% |
| Average Sales Price | \$155,211 | \$153,853 | 0.9% | \$153,449 | \$148,251 | 3.5% |

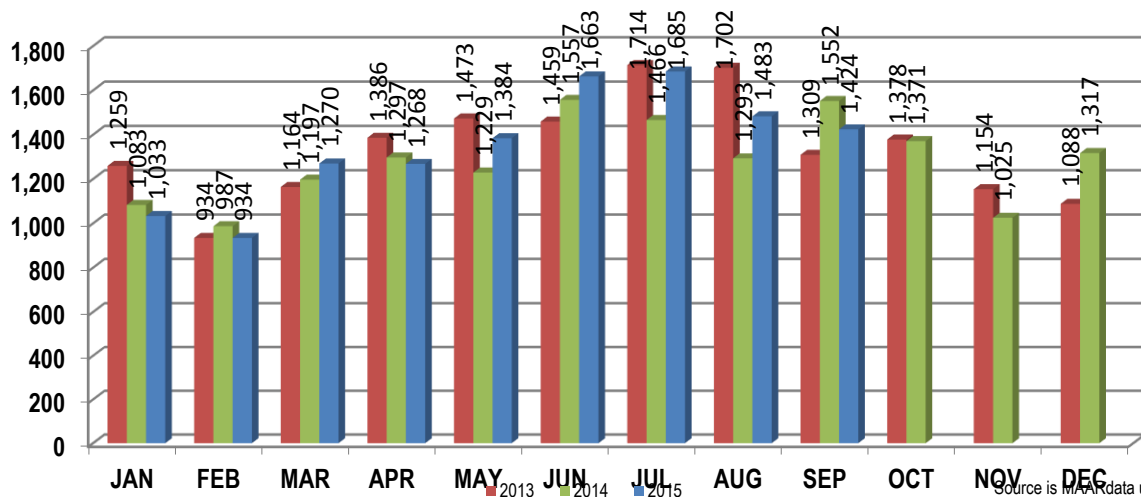
| | September New Home Sales | | | YTD New Home Sales | | |
|---------------------|--------------------------|-----------|----------|--------------------|-----------|----------|
| | 2015 | 2014 | % change | 2015 | 2014 | % change |
| Units | 42 | 89 | -52.8% | 491 | 662 | -25.8% |
| Median Sales Price | \$274,495 | \$232,544 | 18.0% | \$268,725 | \$233,860 | 14.9% |
| Average Sales Price | \$297,905 | \$271,402 | 9.8% | \$294,172 | \$272,395 | 8.0% |

| | September Bank Sales | | | YTD Bank Sales* | | |
|---------------------|----------------------|----------|----------|-----------------|----------|----------|
| | 2015 | 2014 | % change | 2015 | 2014 | % change |
| Units | 181 | 196 | -7.7% | 1,664 | 1,761 | -5.5% |
| Median Sales Price | \$45,000 | \$61,500 | -26.8% | \$50,080 | \$50,550 | -0.9% |
| Average Sales Price | \$70,536 | \$94,500 | -25.4% | \$72,231 | \$73,665 | -1.9% |

| | September Non-Bank Sales | | | YTD Non-Bank Sales | | |
|---------------------|--------------------------|-----------|----------|--------------------|-----------|----------|
| | 2015 | 2014 | % change | 2015 | 2014 | % change |
| Units | 1,243 | 1,378 | -9.8% | 10,784 | 10,162 | 6.1% |
| Median Sales Price | \$139,000 | \$135,581 | 2.5% | \$140,000 | \$135,000 | 3.7% |
| Average Sales Price | \$172,363 | \$169,887 | 1.5% | \$172,389 | \$169,264 | 1.8% |

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.

Total Monthly Sales Comparison



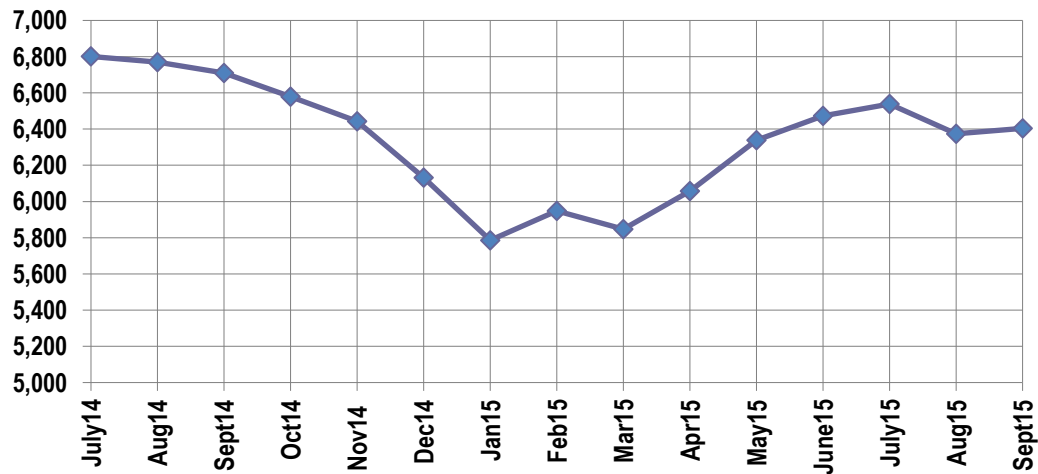
Active Listings, Pending Sales and Foreclosure Action Summary

| Active Listings (as of 09-15-15) | | |
|----------------------------------|--------------|------------------|
| | Units | Ave. List Price |
| Single Family | 6,000 | \$232,265 |
| Condo/Co-op | 291 | \$163,415 |
| Duplex | 113 | \$72,873 |
| Market Total | 6,404 | \$226,324 |

| Pending Sales (as of 09-15-15) | | |
|--------------------------------|--------------|------------------|
| | Units | Ave. List Price |
| Single Family | 1,516 | \$166,536 |
| Condo/Co-op | 71 | \$132,880 |
| Duplex | 11 | \$61,063 |
| Market Total | 1,598 | \$164,314 |

| | September Foreclosure Actions | | | YTD Foreclosure Actions | | |
|--------------|-------------------------------|------|----------|-------------------------|-------|----------|
| | 2015 | 2014 | % change | 2015 | 2014 | % change |
| Total | 251 | 280 | -10.4% | 2,377 | 2,380 | -0.1% |

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



Inventory

| | | | |
|--------|-------|--------|-------|
| Oct-13 | 6,615 | Oct-14 | 6,579 |
| Nov-13 | 6,504 | Nov-14 | 6,443 |
| Dec-13 | 6,190 | Dec-14 | 6,131 |
| Jan-14 | 5,849 | Jan-15 | 5,786 |
| Feb-14 | 5,839 | Feb-15 | 5,948 |
| Mar-14 | 5,925 | Mar-15 | 5,847 |
| Apr-14 | 6,088 | Apr-15 | 6,057 |
| May-14 | 6,371 | May-15 | 6,338 |
| Jun-14 | 6,644 | Jun-15 | 6,472 |
| Jul-14 | 6,801 | Jul-15 | 6,539 |
| Aug-14 | 6,770 | Aug-15 | 6,374 |
| Sep-14 | 6,710 | Sep-15 | 6,404 |

| | | September Total Sales | | | September Existing Sales | | | September New Home Sales | | | September Bank Sales | | |
|----------------------------------|--------------------|-----------------------|-----------|----------|--------------------------|-----------|----------|--------------------------|-----------|----------|----------------------|-----------|----------|
| | | 2015 | 2014 | % change | 2015 | 2014 | % change | 2015 | 2014 | % change | 2015 | 2014 | % change |
| Frayser | Units | 63 | 57 | 10.5% | 63 | 57 | 10.5% | | | - | 16 | 12 | 33.3% |
| | Median Sales Price | \$25,000 | \$23,700 | 5.5% | \$25,000 | \$23,700 | 5.5% | | | - | \$17,500 | \$15,751 | 11.1% |
| | Ave. Sales Price | \$40,115 | \$40,223 | -0.3% | \$40,115 | \$40,223 | -0.3% | | | - | \$16,690 | \$31,095 | -46.3% |
| Raleigh/ Cov. Pike | Units | 81 | 87 | -6.9% | 81 | 84 | -3.6% | | 3 | | 18 | 20 | -10.0% |
| | Median Sales Price | \$69,900 | \$69,500 | 0.6% | \$69,900 | \$68,000 | 2.8% | | \$77,000 | | \$41,820 | \$53,200 | -21.4% |
| | Ave. Sales Price | \$67,209 | \$70,509 | -4.7% | \$67,209 | \$69,270 | -3.0% | | \$105,188 | | \$45,577 | \$52,380 | -13.0% |
| Downtown | Units | 37 | 34 | 8.8% | 36 | 32 | 12.5% | 1 | 2 | -50.0% | 2 | 2 | 0.0% |
| | Median Sales Price | \$230,000 | \$213,500 | 7.7% | \$233,500 | \$215,000 | 8.6% | | | | | | |
| | Ave. Sales Price | \$231,639 | \$193,957 | 19.4% | \$235,379 | \$199,954 | 17.7% | \$97,000 | \$98,000 | -1.0% | \$12,000 | \$233,500 | -94.9% |
| Midtown | Units | 66 | 82 | -19.5% | 66 | 82 | -19.5% | | | | 9 | 9 | 0.0% |
| | Median Sales Price | \$116,750 | \$124,500 | -6.2% | \$116,750 | \$124,500 | -6.2% | | | | \$30,303 | \$38,000 | -20.3% |
| | Ave. Sales Price | \$156,705 | \$131,741 | 18.9% | \$156,705 | \$131,741 | 18.9% | | | | \$52,324 | \$59,338 | -11.8% |
| S. Memphis | Units | 46 | 40 | 15.0% | 46 | 40 | 15.0% | | | - | 9 | 8 | 12.5% |
| | Median Sales Price | \$14,500 | \$18,975 | -23.6% | \$14,500 | \$18,975 | -23.6% | | - | | \$10,000 | \$10,250 | -2.4% |
| | Ave. Sales Price | \$19,120 | \$21,803 | -12.3% | \$19,120 | \$21,803 | -12.3% | | - | | \$11,419 | \$10,825 | 5.5% |
| Berclair/ Highland Heights | Units | 41 | 63 | -34.9% | 41 | 63 | -34.9% | | - | - | 9 | 10 | -10.0% |
| | Median Sales Price | \$26,759 | \$27,000 | -0.9% | \$26,759 | \$27,000 | -0.9% | | - | - | \$15,000 | \$20,250 | -25.9% |
| | Ave. Sales Price | \$30,104 | \$35,626 | -15.5% | \$30,104 | \$35,626 | -15.5% | | - | - | \$17,873 | \$23,186 | -22.9% |
| E. Memphis | Units | 242 | 250 | -3.2% | 241 | 250 | -3.6% | 1 | | | 23 | 21 | 9.5% |
| | Median Sales Price | \$119,250 | \$122,250 | -2.5% | \$118,500 | \$122,250 | -3.1% | | | | \$39,500 | \$52,161 | -24.3% |
| | Ave. Sales Price | \$163,871 | \$177,121 | -7.5% | \$163,392 | \$177,121 | -7.8% | \$279,515 | | | \$51,007 | \$65,784 | -22.5% |
| Whitehaven | Units | 41 | 47 | -12.8% | 41 | 47 | -12.8% | | | | 12 | 15 | -20.0% |
| | Median Sales Price | \$45,000 | \$42,000 | 7.1% | \$45,000 | \$42,000 | 7.1% | | | | \$22,200 | \$26,500 | -16.2% |
| | Ave. Sales Price | \$52,506 | \$46,994 | 11.7% | \$52,506 | \$46,994 | 11.7% | | | | \$35,041 | \$27,189 | 28.9% |
| Parkway Village/ Oakhaven | Units | 54 | 43 | 25.6% | 54 | 43 | 25.6% | | | | 10 | 5 | 100.0% |
| | Median Sales Price | \$41,000 | \$30,500 | 34.4% | \$41,000 | \$30,500 | 34.4% | | | | \$26,041 | \$25,000 | 4.2% |
| | Ave. Sales Price | \$44,231 | \$36,386 | 21.6% | \$44,231 | \$36,386 | 21.6% | | | | \$27,554 | \$28,320 | -2.7% |
| Hickory Hill | Units | 94 | 127 | -26.0% | 93 | 125 | -25.6% | 1 | 2 | -50.0% | 19 | 24 | -20.8% |
| | Median Sales Price | \$80,639 | \$84,900 | -5.0% | \$80,428 | \$84,000 | -4.3% | | | | \$67,740 | \$61,551 | 10.1% |
| | Ave. Sales Price | \$84,846 | \$88,999 | -4.7% | \$83,768 | \$86,431 | -3.1% | \$185,135 | \$249,488 | -25.8% | \$68,940 | \$72,023 | -4.3% |
| Southwind | Units | 10 | 12 | -16.7% | 10 | 12 | -16.7% | | | | 2 | 2 | 0.0% |
| | Median Sales Price | \$151,250 | \$183,500 | -17.6% | \$151,250 | \$183,500 | -17.6% | | | | | | |
| | Ave. Sales Price | \$208,142 | \$217,873 | -4.5% | \$208,142 | \$217,873 | -4.5% | | | | \$213,812 | \$253,500 | -15.7% |

| | | September Total Sales | | | September Existing Sales | | | September New Home Sales | | | September Bank Sales | | |
|----------------|--------------------|-----------------------|-----------|----------|--------------------------|-----------|----------|--------------------------|-----------|----------|----------------------|-----------|----------|
| | | 2015 | 2014 | % change | 2015 | 2014 | % change | 2015 | 2014 | % change | 2015 | 2014 | % change |
| Cordova | Units | 194 | 255 | -23.9% | 186 | 235 | -20.9% | 8 | 20 | -60.0% | 24 | 31 | -22.6% |
| | Median Sales Price | \$134,750 | \$129,900 | 3.7% | \$133,450 | \$125,000 | 6.8% | \$203,850 | \$136,188 | 49.7% | \$113,000 | \$100,100 | 12.9% |
| | Ave. Sales Price | \$159,457 | \$148,377 | 7.5% | \$156,888 | \$146,490 | 7.1% | \$219,203 | \$170,549 | 28.5% | \$123,669 | \$110,805 | 11.6% |
| Bartlett | Units | 104 | 110 | -5.5% | 93 | 90 | 3.3% | 11 | 20 | -45.0% | 9 | 12 | -25.0% |
| | Median Sales Price | \$174,885 | \$167,500 | 4.4% | \$169,000 | \$157,750 | 7.1% | \$268,982 | \$235,272 | 14.3% | \$150,000 | \$189,000 | -20.6% |
| | Ave. Sales Price | \$184,197 | \$178,209 | 3.4% | \$173,372 | \$164,963 | 5.1% | \$275,718 | \$237,817 | 15.9% | \$148,030 | \$154,309 | -4.1% |
| G'town | Units | 86 | 92 | -6.5% | 85 | 88 | -3.4% | 1 | 4 | -75.0% | 2 | 6 | -66.7% |
| | Median Sales Price | \$284,950 | \$306,702 | -7.1% | \$284,900 | \$297,000 | -4.1% | | \$761,292 | | | \$501,078 | |
| | Ave. Sales Price | \$340,925 | \$368,873 | -7.6% | \$335,407 | \$352,803 | -4.9% | \$809,900 | \$722,396 | 12.1% | \$279,950 | \$483,150 | -42.1% |
| Collierville | Units | 88 | 111 | -20.7% | 83 | 99 | -16.2% | 5 | 12 | -58.3% | 5 | 5 | 0.0% |
| | Median Sales Price | \$297,500 | \$295,000 | 0.8% | \$288,000 | \$277,000 | 4.0% | \$380,000 | \$349,705 | 8.7% | \$255,050 | \$233,625 | 9.2% |
| | Ave. Sales Price | \$311,677 | \$306,935 | 1.5% | \$307,597 | \$295,853 | 4.0% | \$379,400 | \$398,362 | -4.8% | \$238,410 | \$379,925 | -37.2% |
| Lateland | Units | 29 | 19 | 52.6% | 25 | 16 | 56.3% | 4 | 3 | 33.3% | | | |
| | Median Sales Price | \$282,000 | \$260,000 | 8.5% | \$279,900 | \$247,000 | 13.3% | \$366,925 | \$399,976 | -8.3% | | | |
| | Ave. Sales Price | \$309,193 | \$261,523 | 18.2% | \$299,284 | \$235,765 | 26.9% | \$371,131 | \$398,900 | -7.0% | | | |
| Arlington | Units | 29 | 36 | -19.4% | 27 | 30 | -10.0% | 2 | 6 | -66.7% | | 3 | |
| | Median Sales Price | \$199,000 | \$205,555 | -3.2% | \$197,000 | \$182,500 | 7.9% | | \$222,229 | | | \$119,900 | |
| | Ave. Sales Price | \$212,967 | \$201,932 | 5.5% | \$204,198 | \$194,568 | 4.9% | \$331,350 | \$238,753 | 38.8% | | \$127,633 | |
| Millington | Units | 18 | 25 | -28.0% | 18 | 25 | -28.0% | | | | 2 | 2 | 0.0% |
| | Median Sales Price | \$108,200 | \$135,000 | -19.9% | \$108,200 | \$135,000 | -19.9% | | | | | | |
| | Ave. Sales Price | \$112,072 | \$128,270 | -12.6% | \$112,072 | \$128,270 | -12.6% | | | | \$37,000 | \$59,950 | -38.3% |
| Shelby County | Units | 1,304 | 1,455 | -10.4% | 1,270 | 1,383 | -8.2% | 34 | 72 | -52.8% | 166 | 183 | -9.3% |
| | Median Sales Price | \$122,425 | \$124,000 | -1.3% | \$119,950 | \$119,000 | 0.8% | \$278,072 | \$232,522 | 19.6% | \$44,000 | \$61,101 | -28.0% |
| | Ave. Sales Price | \$158,637 | \$158,552 | 0.1% | \$154,851 | \$152,724 | 1.4% | \$300,067 | \$270,514 | 10.9% | \$69,286 | \$95,705 | -27.6% |
| Fayette County | Units | 65 | 65 | 0.0% | 59 | 54 | 9.3% | 6 | 11 | -45.5% | 6 | 4 | 50.0% |
| | Median Sales Price | \$170,000 | \$182,900 | -7.1% | \$154,000 | \$162,450 | -5.2% | \$244,700 | \$274,900 | -11.0% | \$94,250 | \$86,050 | 9.5% |
| | Ave. Sales Price | \$185,770 | \$216,456 | -14.2% | \$174,172 | \$198,475 | -12.2% | \$299,818 | \$304,726 | -1.6% | \$83,375 | \$79,625 | 4.7% |
| Tipton County | Units | 55 | 54 | 1.9% | 53 | 48 | 10.4% | 2 | 6 | -66.7% | 9 | 9 | 0.0% |
| | Median Sales Price | \$135,000 | \$135,500 | -0.4% | \$134,000 | \$130,500 | 2.7% | | \$199,400 | | \$47,000 | \$60,143 | -21.9% |
| | Ave. Sales Price | \$146,833 | \$145,608 | 0.8% | \$142,736 | \$136,188 | 4.8% | \$255,400 | \$220,966 | 15.6% | \$85,039 | \$76,610 | 11.0% |

| | | YTD Total Sales | | | YTD Existing Sales | | | YTD New Home Sales | | | YTD Bank Sales | | |
|----------------------------------|--------------------|-----------------|-----------|----------|--------------------|-----------|----------|--------------------|-----------|----------|----------------|-----------|----------|
| | | 2015 | 2014 | % change | 2015 | 2014 | % change | 2015 | 2014 | % change | 2015 | 2014 | % change |
| Frayser | Units | 530 | 432 | 22.7% | 529 | 431 | 22.7% | 1 | 1 | 0.0% | 125 | 116 | 7.8% |
| | Median Sales Price | \$22,500 | \$21,000 | 7.1% | \$22,500 | \$21,000 | 7.1% | | | - | \$16,000 | \$17,000 | -5.9% |
| | Ave. Sales Price | \$36,832 | \$37,287 | -1.2% | \$36,684 | \$37,179 | -1.3% | \$115,000 | \$84,000 | 36.9% | \$21,557 | \$27,755 | -22.3% |
| Raleigh/ Cov. Pike | Units | 733 | 732 | 0.1% | 733 | 718 | 2.1% | | 4 | | 158 | 173 | -8.7% |
| | Median Sales Price | \$59,900 | \$60,856 | -1.6% | \$59,900 | \$60,000 | -0.2% | | \$76,000 | | \$45,000 | \$45,000 | 0.0% |
| | Ave. Sales Price | \$63,460 | \$62,885 | 0.9% | \$63,460 | \$62,168 | 2.1% | | \$99,629 | | \$46,973 | \$46,375 | 1.3% |
| Downtown | Units | 322 | 288 | 11.8% | 315 | 276 | 14.1% | 7 | 12 | -41.7% | 21 | 28 | -25.0% |
| | Median Sales Price | \$199,900 | \$189,500 | 5.5% | \$199,900 | \$194,250 | 2.9% | \$116,000 | \$96,500 | 20.2% | \$36,500 | \$91,250 | -60.0% |
| | Ave. Sales Price | \$205,104 | \$191,385 | 7.2% | \$205,119 | \$195,097 | 5.1% | \$204,428 | \$106,000 | 92.9% | \$74,195 | \$101,742 | -27.1% |
| Midtown | Units | 626 | 597 | 4.9% | 623 | 595 | 4.7% | 3 | 2 | 50.0% | 75 | 75 | 0.0% |
| | Median Sales Price | \$125,000 | \$125,000 | 0.0% | \$125,000 | \$125,000 | 0.0% | \$94,500 | | | \$36,000 | \$28,500 | 26.3% |
| | Ave. Sales Price | \$152,124 | \$142,658 | 6.6% | \$152,418 | \$142,289 | 7.1% | \$91,166 | \$252,500 | -63.9% | \$57,626 | \$51,510 | 11.9% |
| S. Memphis | Units | 307 | 287 | 7.0% | 306 | 287 | 6.6% | 1 | | - | 81 | 102 | -20.6% |
| | Median Sales Price | \$15,000 | \$15,000 | 0.0% | \$15,000 | \$15,000 | 0.0% | | - | | \$12,000 | \$11,350 | 5.7% |
| | Ave. Sales Price | \$20,782 | \$20,815 | -0.2% | \$20,687 | \$20,815 | -0.6% | \$49,800 | | - | \$13,766 | \$13,938 | -1.2% |
| Berclair/ Highland Heights | Units | 397 | 423 | -6.1% | 396 | 423 | -6.4% | 1 | - | - | 66 | 88 | -25.0% |
| | Median Sales Price | \$31,000 | \$32,000 | -3.1% | \$31,000 | \$32,000 | -3.1% | | - | - | \$24,970 | \$27,069 | -7.8% |
| | Ave. Sales Price | \$35,942 | \$34,312 | 4.8% | \$35,894 | \$34,312 | 4.6% | \$54,900 | - | - | \$25,307 | \$27,277 | -7.2% |
| E. Memphis | Units | 2,044 | 1,924 | 6.2% | 2,035 | 1,917 | 6.2% | 9 | 7 | 28.6% | 183 | 186 | -1.6% |
| | Median Sales Price | \$129,000 | \$125,000 | 3.2% | \$128,700 | \$124,000 | 3.8% | \$419,000 | \$470,000 | -10.9% | \$37,500 | \$34,626 | 8.3% |
| | Ave. Sales Price | \$172,507 | \$173,747 | -0.7% | \$171,219 | \$172,952 | -1.0% | \$463,640 | \$391,428 | 18.5% | \$65,659 | \$63,409 | 3.5% |
| Whitehaven | Units | 402 | 438 | -8.2% | 402 | 438 | -8.2% | | | | 113 | 135 | -16.3% |
| | Median Sales Price | \$47,030 | \$44,250 | 6.3% | \$47,030 | \$44,250 | 6.3% | | | | \$30,000 | \$32,500 | -7.7% |
| | Ave. Sales Price | \$52,843 | \$49,511 | 6.7% | \$52,843 | \$49,511 | 6.7% | | | | \$38,870 | \$36,210 | 7.3% |
| Parkway Village/ Oakhaven | Units | 394 | 367 | 7.4% | 392 | 364 | 7.7% | 2 | 3 | -33.3% | 77 | 76 | 1.3% |
| | Median Sales Price | \$39,531 | \$40,000 | -1.2% | \$39,281 | \$40,000 | -1.8% | | | | \$27,900 | \$29,750 | -6.2% |
| | Ave. Sales Price | \$45,560 | \$43,827 | 4.0% | \$45,426 | \$43,603 | 4.2% | \$71,850 | \$71,000 | 1.2% | \$28,401 | \$31,374 | -9.5% |
| Hickory Hill | Units | 935 | 977 | -4.3% | 914 | 938 | -2.6% | 21 | 39 | -46.2% | 215 | 212 | 1.4% |
| | Median Sales Price | \$86,000 | \$78,000 | 10.3% | \$85,000 | \$76,250 | 11.5% | \$154,850 | \$172,130 | -10.0% | \$58,000 | \$55,030 | 5.4% |
| | Ave. Sales Price | \$89,186 | \$81,902 | 8.9% | \$87,358 | \$77,815 | 12.3% | \$168,740 | \$180,195 | -6.4% | \$69,133 | \$64,382 | 7.4% |
| Southwind | Units | 106 | 100 | 6.0% | 95 | 87 | 9.2% | 11 | 13 | -15.4% | 11 | 15 | -26.7% |
| | Median Sales Price | \$187,250 | \$210,000 | -10.8% | \$167,900 | \$165,000 | 1.8% | \$277,000 | \$235,000 | 17.9% | \$133,000 | \$110,000 | 20.9% |
| | Ave. Sales Price | \$222,731 | \$266,288 | -16.4% | \$218,695 | \$270,670 | -19.2% | \$257,590 | \$236,968 | 8.7% | \$184,775 | \$145,900 | 26.6% |

| | | YTD Total Sales | | | YTD Existing Sales | | | YTD New Home Sales | | | YTD Bank Sales | | |
|----------------|--------------------|-----------------|-----------|----------|--------------------|-----------|----------|--------------------|-----------|----------|----------------|-----------|----------|
| | | 2015 | 2014 | % change | 2015 | 2014 | % change | 2015 | 2014 | % change | 2015 | 2014 | % change |
| Cordova | Units | 1,664 | 1,717 | -3.1% | 1,588 | 1,595 | -0.4% | 76 | 122 | -37.7% | 221 | 246 | -10.2% |
| | Median Sales Price | \$135,800 | \$129,900 | 4.5% | \$133,000 | \$125,000 | 6.4% | \$194,266 | \$165,433 | 17.4% | \$104,000 | \$100,000 | 4.0% |
| | Ave. Sales Price | \$148,094 | \$142,017 | 4.3% | \$145,326 | \$138,651 | 4.8% | \$205,942 | \$186,028 | 10.7% | \$110,668 | \$107,261 | 3.2% |
| Bartlett | Units | 845 | 753 | 12.2% | 725 | 631 | 14.9% | 120 | 122 | -1.6% | 82 | 87 | -5.7% |
| | Median Sales Price | \$172,000 | \$162,500 | 5.8% | \$161,900 | \$150,000 | 7.9% | \$247,402 | \$219,497 | 12.7% | \$112,050 | \$112,000 | 0.0% |
| | Ave. Sales Price | \$180,754 | \$168,093 | 7.5% | \$169,523 | \$156,763 | 8.1% | \$248,606 | \$226,697 | 9.7% | \$129,073 | \$123,071 | 4.9% |
| G'town | Units | 679 | 661 | 2.7% | 664 | 630 | 5.4% | 15 | 31 | -51.6% | 18 | 25 | -28.0% |
| | Median Sales Price | \$280,000 | \$285,000 | -1.8% | \$275,900 | \$280,000 | -1.5% | \$549,900 | \$531,622 | 3.4% | \$186,250 | \$198,300 | -6.1% |
| | Ave. Sales Price | \$326,539 | \$338,365 | -3.5% | \$321,264 | \$324,908 | -1.1% | \$560,035 | \$611,851 | -8.5% | \$222,412 | \$277,990 | -20.0% |
| Collierville | Units | 941 | 887 | 6.1% | 867 | 756 | 14.7% | 74 | 131 | -43.5% | 32 | 28 | 14.3% |
| | Median Sales Price | \$290,000 | \$294,247 | -1.4% | \$281,000 | \$277,700 | 1.2% | \$419,940 | \$375,880 | 11.7% | \$222,500 | \$251,250 | -11.4% |
| | Ave. Sales Price | \$316,054 | \$311,096 | 1.6% | \$305,369 | \$298,801 | 2.2% | \$441,236 | \$382,055 | 15.5% | \$235,556 | \$293,400 | -19.7% |
| Lateland | Units | 238 | 181 | 31.5% | 214 | 163 | 31.3% | 24 | 18 | 33.3% | 12 | 11 | 9.1% |
| | Median Sales Price | \$250,000 | \$245,000 | 2.0% | \$226,250 | \$240,000 | -5.7% | \$424,077 | \$375,500 | 12.9% | \$169,600 | \$208,000 | -18.5% |
| | Ave. Sales Price | \$277,848 | \$267,200 | 4.0% | \$262,131 | \$258,139 | 1.5% | \$417,993 | \$349,255 | 19.7% | \$195,391 | \$187,131 | 4.4% |
| Arlington | Units | 273 | 229 | 19.2% | 236 | 186 | 26.9% | 37 | 43 | -14.0% | 11 | 15 | -26.7% |
| | Median Sales Price | \$229,900 | \$215,000 | 6.9% | \$210,000 | \$198,500 | 5.8% | \$295,000 | \$233,765 | 26.2% | \$152,000 | \$213,000 | -28.6% |
| | Ave. Sales Price | \$227,474 | \$215,908 | 5.4% | \$215,231 | \$207,729 | 3.6% | \$305,565 | \$251,287 | 21.6% | \$158,218 | \$182,704 | -13.4% |
| Millington | Units | 129 | 138 | -6.5% | 129 | 138 | -6.5% | | | | 21 | 26 | -19.2% |
| | Median Sales Price | \$100,000 | \$98,125 | 1.9% | \$100,000 | \$98,125 | 1.9% | | | | \$42,200 | \$89,800 | -53.0% |
| | Ave. Sales Price | \$115,453 | \$116,946 | -1.3% | \$115,453 | \$116,946 | -1.3% | | | | \$65,081 | \$123,720 | -47.4% |
| Shelby County | Units | 11,401 | 10,942 | 4.2% | 10,999 | 10,384 | 5.9% | 402 | 558 | -28.0% | 1,500 | 1,612 | -6.9% |
| | Median Sales Price | \$124,900 | \$117,000 | 6.8% | \$120,000 | \$110,000 | 9.1% | \$270,450 | \$230,743 | 17.2% | \$49,000 | \$48,701 | 0.6% |
| | Ave. Sales Price | \$158,395 | \$153,787 | 3.0% | \$153,217 | \$147,338 | 4.0% | \$300,091 | \$273,796 | 9.6% | \$70,500 | \$72,386 | -2.6% |
| Fayette County | Units | 461 | 462 | -0.2% | 396 | 400 | -1.0% | 65 | 62 | 4.8% | 63 | 54 | 16.7% |
| | Median Sales Price | \$175,000 | \$177,950 | -1.7% | \$160,500 | \$170,000 | -5.6% | \$268,725 | \$231,450 | 16.1% | \$70,000 | \$98,150 | -28.7% |
| | Ave. Sales Price | \$209,152 | \$209,608 | -0.2% | \$198,072 | \$200,211 | -1.1% | \$276,654 | \$270,236 | 2.4% | \$92,667 | \$105,154 | -11.9% |
| Tipton County | Units | 586 | 519 | 12.9% | 562 | 477 | 17.8% | 24 | 42 | -42.9% | 101 | 95 | 6.3% |
| | Median Sales Price | \$126,000 | \$128,500 | -1.9% | \$124,950 | \$120,000 | 4.1% | \$255,400 | \$262,500 | -2.7% | \$70,900 | \$71,100 | -0.3% |
| | Ave. Sales Price | \$131,309 | \$135,268 | -2.9% | \$126,562 | \$124,552 | 1.6% | \$242,473 | \$256,975 | -5.6% | \$85,199 | \$77,466 | 10.0% |