

**Sales Summary**

	October Total Sales			YTD Total Sales		
	2016	2015	% change	2016	2015	% change
Units	1,523	1,393	9.3%	15,070	13,898	8.4%
Median Sales Price	\$125,700	\$120,000	4.8%	\$132,500	\$126,000	5.2%
Average Sales Price	\$156,303	\$158,059	-1.1%	\$163,819	\$159,261	2.9%

	October Existing Sales			YTD Existing Home Sales		
	2016	2015	% change	2016	2015	% change
Units	1,477	1,338	10.4%	14,456	13,330	5.0%
Median Sales Price	\$121,900	\$117,000	4.2%	\$127,000	\$121,500	4.5%
Average Sales Price	\$151,599	\$152,707	-0.7%	\$157,713	\$153,474	2.8%

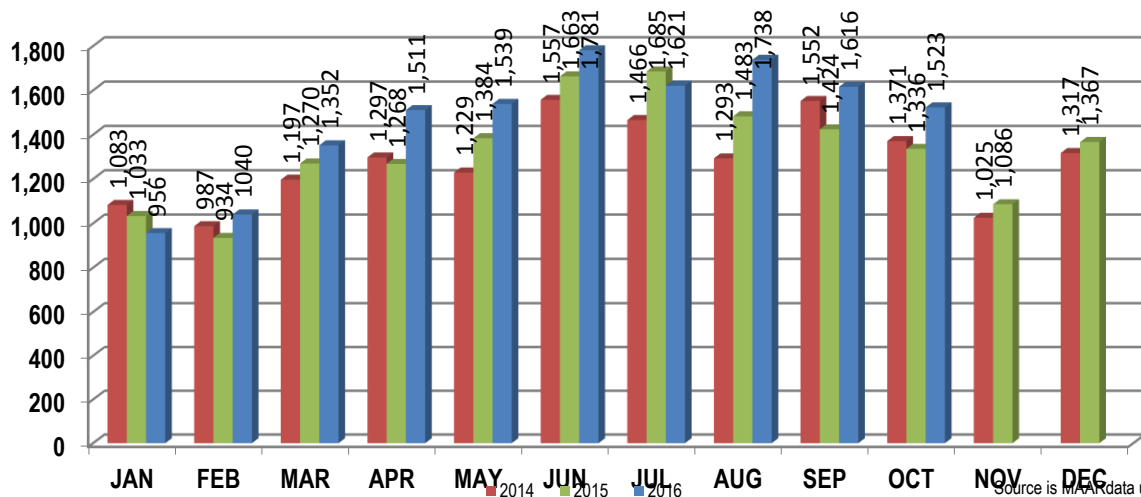
	October New Home Sales			YTD New Home Sales		
	2016	2015	% change	2016	2015	% change
Units	46	55	-16.4%	614	568	8.1%
Median Sales Price	\$274,765	\$254,900	7.8%	\$273,035	\$266,499	2.5%
Average Sales Price	\$307,359	\$288,267	6.6%	\$307,590	\$295,075	4.2%

	October Bank Sales			YTD Bank Sales*		
	2016	2015	% change	2016	2015	% change
Units	138	208	-33.7%	1,593	1,878	-15.2%
Median Sales Price	\$50,000	\$52,554	-4.9%	\$48,000	\$50,100	-4.2%
Average Sales Price	\$73,476	\$68,012	8.0%	\$73,882	\$71,775	2.9%

	October Non-Bank Sales			YTD Non-Bank Sales		
	2016	2015	% change	2016	2015	% change
Units	1,385	1,185	16.9%	13,477	12,020	12.1%
Median Sales Price	\$134,000	\$137,000	-2.2%	\$143,900	\$140,000	2.8%
Average Sales Price	\$164,556	\$173,865	-5.4%	\$174,450	\$172,930	0.9%

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.

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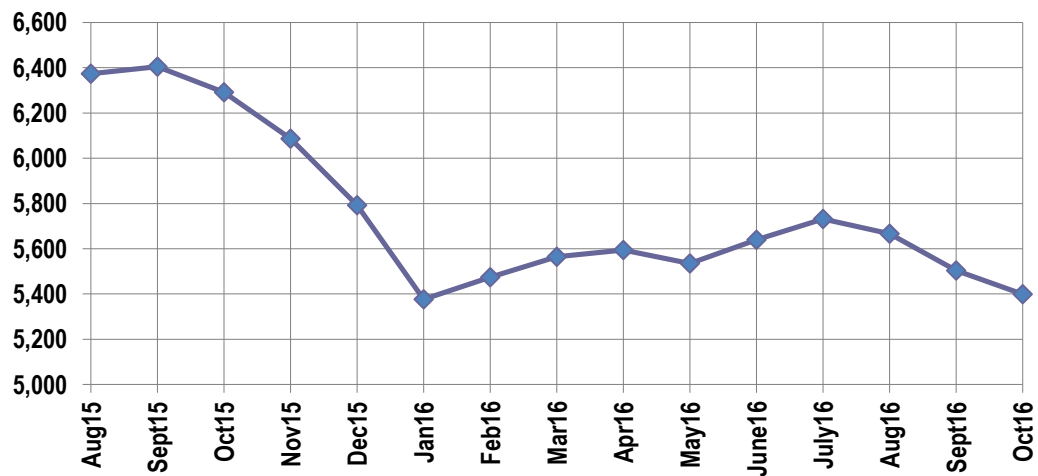
**Active Listings, Pending Sales and Foreclosure Action Summary**

Active Listings (as of 10-17-16)		
	Units	Ave. List Price
Single Family	5,098	\$251,430
Condo/Co-op	226	\$174,967
Duplex	75	\$92,311
<b>Market Total</b>	<b>5,399</b>	<b>\$246,018</b>

Pending Sales (as of 10-17-16)		
	Units	Ave. List Price
Single Family	1,587	\$172,151
Condo/Co-op	104	\$218,901
Duplex	7	\$56,271
<b>Market Total</b>	<b>1,698</b>	<b>\$174,537</b>

	October Foreclosure Actions			YTD Foreclosure Actions		
	2016	2015	% change	2016	2015	% change
<b>Total</b>	<b>142</b>	<b>270</b>	<b>-47.4%</b>	<b>1,884</b>	<b>2,645</b>	<b>-28.8%</b>

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



**Inventory**

Nov-14	6,443	Nov-15	6,086
Dec-14	6,131	Dec-15	5,793
Jan-15	5,786	Jan-16	5,377
Feb-15	5,948	Feb-16	5,474
Mar-15	5,847	Mar-16	5,564
Apr-15	6,057	16-Apr	5,595
May-15	6,338	16-May	5,535
Jun-15	6,472	16-Jun	5,639
Jul-15	6,539	16-Jul	5,732
Aug-15	6,374	16-Aug	5,666
Sep-15	6,404	16-Sep	5,504
Oct-15	6,291	16-Oct	5,399

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2016	2015	% change	2016	2015	% change	2016	2015	% change	2016	2015	% change
Frayser	Units	78	61	27.9%	77	61	26.2%				9	18	-50.0%
	Median Sales Price	\$40,991	\$22,000	86.3%	\$40,982	\$22,000	86.3%				\$20,750	\$20,000	3.8%
	Ave. Sales Price	\$55,159	\$35,568	55.1%	\$54,188	\$35,656	52.0%				\$24,903	\$23,787	4.7%
Raleigh/ Cov. Pike	Units	87	77	13.0%	87	77	13.0%				12	14	-14.3%
	Median Sales Price	\$76,000	\$65,000	16.9%	\$76,000	\$65,000	16.9%				\$40,444	\$31,559	28.2%
	Ave. Sales Price	\$68,007	\$63,149	7.7%	\$68,007	\$63,149	7.7%				\$44,176	\$39,831	10.9%
Downtown	Units	37	38	-2.6%	36	38	-5.3%				3	4	-25.0%
	Median Sales Price	\$190,000	\$184,950	2.7%	\$189,000	\$184,950	2.2%				\$33,400	\$145,500	-77.0%
	Ave. Sales Price	\$204,903	\$200,164	2.4%	\$202,843	\$200,164	1.3%				\$80,108	\$150,875	-46.9%
Midtown	Units	70	68	2.9%	70	68	2.9%				8	9	-11.1%
	Median Sales Price	\$106,500	\$125,250	-15.0%	\$106,500	\$125,250	-15.0%				\$47,489	\$28,011	69.5%
	Ave. Sales Price	\$115,262	\$178,477	-35.4%	\$115,262	\$178,477	-35.4%				\$62,565	\$53,285	17.4%
S. Memphis	Units	46	31	48.4%	46	31	48.4%				14	13	7.7%
	Median Sales Price	\$13,000	\$18,200	-28.6%	\$13,000	\$18,200	-28.6%				\$10,962	\$12,000	-8.7%
	Ave. Sales Price	\$18,603	\$21,269	-12.5%	\$18,603	\$21,269	-12.5%				\$11,569	\$13,628	-15.1%
Berclair/ Highland Heights	Units	50	51	-2.0%	50	51	-2.0%				9	12	-25.0%
	Median Sales Price	\$32,250	\$45,000	-28.3%	\$32,250	\$45,000	-28.3%				\$42,100	\$29,250	43.9%
	Ave. Sales Price	\$35,456	\$42,546	-16.7%	\$35,456	\$42,546	-16.7%				\$39,099	\$29,119	34.3%
E. Memphis	Units	234	218	7.3%	234	218	7.3%				12	16	-25.0%
	Median Sales Price	\$125,000	\$127,000	-1.6%	\$125,000	\$127,000	-1.6%				\$33,213	\$48,501	-31.5%
	Ave. Sales Price	\$175,150	\$174,702	0.3%	\$175,150	\$174,702	0.3%				\$43,073	\$82,680	-47.9%
Whitehaven	Units	56	52	7.7%	56	52	7.7%				8	18	-55.6%
	Median Sales Price	\$55,250	\$51,250	7.8%	\$55,250	\$51,250	7.8%				\$22,750	\$38,250	-40.5%
	Ave. Sales Price	\$62,676	\$59,819	4.8%	\$62,676	\$59,819	4.8%				\$34,770	\$38,203	-9.0%
Parkway Village/ Oakhaven	Units	61	40	52.5%	61	40	52.5%				8	8	0.0%
	Median Sales Price	\$49,500	\$33,750	46.7%	\$49,500	\$33,750	46.7%				\$39,250	\$29,500	33.1%
	Ave. Sales Price	\$55,414	\$42,747	29.6%	\$55,414	\$42,747	29.6%				\$39,901	\$29,001	37.6%
Hickory Hill	Units	103	119	-13.4%	100	116	-13.8%	3	3	0.0%	5	28	-82.1%
	Median Sales Price	\$103,900	\$92,500	12.3%	\$100,000	\$88,175	13.4%	\$246,367	\$189,154	30.3%	\$86,000	\$66,500	29.3%
	Ave. Sales Price	\$109,455	\$93,704	16.8%	\$105,964	\$91,243	16.1%	\$225,835	\$188,851	19.6%	\$72,552	\$69,274	4.7%
Southwind	Units	13	19	-31.6%	12	19	-36.8%	1			1		
	Median Sales Price	\$175,000	\$182,500	-4.1%	\$169,950	\$182,500	-6.9%						
	Ave. Sales Price	\$237,339	\$261,665	-9.3%	\$230,825	\$261,665	-11.8%	\$315,516			\$121,000		

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2016	2015	% change	2016	2015	% change	2016	2015	% change	2016	2015	% change
Cordova	Units	217	208	4.3%	206	199	3.5%	11	9	22.2%	13	33	-60.6%
	Median Sales Price	\$145,000	\$129,050	12.4%	\$138,000	\$125,000	10.4%	\$210,000	\$254,900	-17.6%	\$88,500	\$102,888	-14.0%
	Ave. Sales Price	\$156,054	\$151,719	2.9%	\$151,771	\$147,408	3.0%	\$236,266	\$247,054	-4.8%	\$96,677	\$106,482	-9.2%
Bartlett	Units	103	95	8.4%	93	77	20.8%	10	18	-44.4%	7	5	40.0%
	Median Sales Price	\$178,500	\$179,000	-0.3%	\$170,000	\$165,000	3.0%	\$249,619	\$234,948	6.2%	\$139,000	\$88,327	57.4%
	Ave. Sales Price	\$190,705	\$183,311	4.0%	\$183,831	\$166,790	10.2%	\$254,640	\$253,986	0.3%	\$163,978	\$90,185	81.8%
G'town	Units	80	58	37.9%	80	57	40.4%		1		2	2	0.0%
	Median Sales Price	\$279,950	\$320,000	-12.5%	\$279,950	\$315,000	-11.1%						
	Ave. Sales Price	\$299,161	\$345,440	-13.4%	\$299,161	\$341,430	-12.4%		\$574,000		\$332,750	\$127,875	160.2%
Collierville	Units	98	92	6.5%	93	88	5.7%	5	4	25.0%	7	3	133.3%
	Median Sales Price	\$296,000	\$274,000	8.0%	\$288,000	\$271,950	5.9%	\$565,000	\$518,675	8.9%	\$173,340	\$151,101	14.7%
	Ave. Sales Price	\$318,747	\$312,523	2.0%	\$301,532	\$300,910	0.2%	\$638,950	\$568,016	12.5%	\$201,248	\$169,367	18.8%
Lateland	Units	23	25	-8.0%	23	22	4.5%		3			3	
	Median Sales Price	\$223,000	\$269,500	-17.3%	\$223,000	\$257,750	-13.5%		\$375,000			\$134,000	
	Ave. Sales Price	\$230,865	\$301,560	-23.4%	\$230,865	\$290,252	-20.5%		\$384,486			\$159,633	
Arlington	Units	25	30	-16.7%	22	25	-12.0%	3	5	-40.0%	3	2	50.0%
	Median Sales Price	\$225,000	\$213,000	5.6%	\$217,500	\$187,500	16.0%	\$304,277	\$289,900	5.0%	\$63,000		
	Ave. Sales Price	\$219,394	\$222,972	-1.6%	\$206,895	\$209,400	-1.2%	\$311,054	\$290,836	7.0%	\$84,566	\$220,075	-61.6%
Millington	Units	17	14	21.4%	17	14	21.4%				1	5	-80.0%
	Median Sales Price	\$118,000	\$63,540	85.7%	\$118,000	\$63,540	85.7%					\$57,000	
	Ave. Sales Price	\$130,205	\$75,636	72.1%	\$130,205	\$75,636	72.1%				\$62,500	\$60,908	2.6%
Shelby County	Units	1,376	1,276	7.8%	1,341	1,233	8.8%	35	43	-18.6%	121	188	-35.6%
	Median Sales Price	\$121,000	\$119,900	0.9%	\$118,000	\$115,000	2.6%	\$257,705	\$259,900	-0.8%	\$43,500	\$50,550	-13.9%
	Ave. Sales Price	\$154,268	\$157,785	-2.2%	\$150,334	\$152,894	-1.7%	\$305,007	\$298,035	2.3%	\$68,374	\$66,918	2.2%
Fayette County	Units	77	48	60.4%	69	37	86.5%	8	11	-27.3%	7	4	75.0%
	Median Sales Price	\$186,871	\$179,950	3.8%	\$179,900	\$146,000	23.2%	\$270,324	\$238,500	13.3%	\$74,900	\$91,500	-18.1%
	Ave. Sales Price	\$207,416	\$204,152	1.6%	\$195,051	\$189,679	2.8%	\$314,069	\$252,835	24.2%	\$89,757	\$124,500	-27.9%
Tipton County	Units	70	69	1.4%	67	68	-1.5%	3	1	200.0%	10	16	-37.5%
	Median Sales Price	\$137,000	\$120,000	14.2%	\$132,500	\$120,000	10.4%	\$302,900			\$105,000	\$65,084	61.3%
	Ave. Sales Price	\$140,088	\$131,058	6.9%	\$132,171	\$129,192	2.3%	\$316,908	\$258,000	22.8%	\$123,820	\$66,744	85.5%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2016	2015	% change	2016	2015	% change	2016	2015	% change	2016	2015	% change
Frayser	Units	649	591	9.8%	647	590	9.7%	2	1	100	138	143	-3.5%
	Median Sales Price	\$24,000	\$22,500	6.7%	\$24,000	\$22,500	6.7%			-	\$17,500	\$16,450	6.4%
	Ave. Sales Price	\$40,037	\$36,710	9.1%	\$39,863	\$36,578	9.0%	\$96,450	\$115,000	-16.1%	\$23,432	\$21,838	7.3%
Raleigh/ Cov. Pike	Units	812	814	-0.2%	801	814	-1.6%	11			128	172	-25.6%
	Median Sales Price	\$68,000	\$59,950	13.4%	\$67,000	\$59,950	11.8%	\$153,900			\$43,750	\$44,950	-2.7%
	Ave. Sales Price	\$69,260	\$63,379	9.3%	\$68,186	\$63,379	7.6%	\$147,454			\$44,866	\$46,391	-3.3%
Downtown	Units	426	362	17.7%	409	353	15.9%	17	9	88.9%	25	25	0.0%
	Median Sales Price	\$215,500	\$199,450	8.0%	\$210,000	\$199,900	5.1%	\$312,012	\$116,000	169.0%	\$20,500	\$50,000	-59.0%
	Ave. Sales Price	\$222,453	\$204,709	8.7%	\$218,501	\$204,585	6.8%	\$317,528	\$209,544	51.5%	\$50,771	\$86,464	-41.3%
Midtown	Units	741	695	6.6%	740	692	6.9%	1	3	-66.7%	71	84	-15.5%
	Median Sales Price	\$135,000	\$125,000	8.0%	\$135,000	\$125,000	8.0%		\$94,500		\$35,000	\$35,750	-2.1%
	Ave. Sales Price	\$156,866	\$155,077	1.2%	\$156,484	\$155,354	0.7%	\$440,000	\$91,166	382.6%	\$73,591	\$57,161	28.7%
S. Memphis	Units	320	338	-5.3%	320	337	-5.0%		1	-	87	94	-7.4%
	Median Sales Price	\$15,000	\$15,000	0.0%	\$15,000	\$15,000	0.0%		-		\$11,080	\$12,000	-7.7%
	Ave. Sales Price	\$20,846	\$20,827	0.1%	\$20,846	\$20,741	0.5%		\$49,800	-	\$17,037	\$13,747	23.9%
Berclair/ Highland Heights	Units	540	449	20.3%	540	448	20.5%		1	-	80	78	2.6%
	Median Sales Price	\$32,000	\$32,000	0.0%	\$32,000	\$32,000	0.0%		-		\$25,625	\$25,392	0.9%
	Ave. Sales Price	\$37,067	\$36,523	1.5%	\$37,067	\$36,482	1.6%		\$54,900	-	\$30,684	\$25,894	18.5%
E. Memphis	Units	2,540	2,268	12.0%	2,530	2,259	12.0%	10	9	11.1%	177	199	-11.1%
	Median Sales Price	\$130,000	\$129,000	0.8%	\$130,000	\$128,700	1.0%	\$393,250	\$419,000	-6.1%	\$36,900	\$38,200	-3.4%
	Ave. Sales Price	\$178,123	\$172,743	3.1%	\$176,920	\$171,584	3.1%	\$482,399	\$463,640	4.1%	\$57,861	\$67,028	-13.7%
Whitehaven	Units	580	456	27.2%	580	456	27.2%				129	132	-2.3%
	Median Sales Price	\$50,708	\$48,125	5.4%	\$50,708	\$48,125	5.4%				\$28,120	\$32,326	-13.0%
	Ave. Sales Price	\$55,815	\$53,643	4.0%	\$55,815	\$53,643	4.0%				\$34,713	\$38,640	-10.2%
Parkway Village/ Oakhaven	Units	509	434	17.3%	508	432	17.6%	1	2	-50.0%	84	85	-1.2%
	Median Sales Price	\$44,000	\$38,500	14.3%	\$44,000	\$38,500	14.3%				\$31,649	\$27,900	13.4%
	Ave. Sales Price	\$50,618	\$45,301	11.7%	\$50,538	\$45,178	11.9%	\$91,000	\$71,850	26.6%	\$32,670	\$28,458	14.8%
Hickory Hill	Units	998	1,058	-5.7%	965	1,034	-6.7%	33	24	37.5%	165	243	-32.1%
	Median Sales Price	\$90,000	\$87,017	3.4%	\$89,900	\$85,000	5.8%	\$210,000	\$164,875	27.8%	\$58,000	\$59,500	-2.5%
	Ave. Sales Price	\$94,891	\$89,811	5.7%	\$90,953	\$87,921	3.4%	\$210,062	\$171,254	22.7%	\$68,831	\$69,149	-0.5%
Southwind	Units	118	125	-5.6%	109	114	-4.4%	9	11	-18.2%	12	11	9.1%
	Median Sales Price	\$182,500	\$185,000	-1.4%	\$175,000	\$168,900	3.6%	\$288,379	\$277,000	4.1%	\$172,450	\$133,000	29.7%
	Ave. Sales Price	\$262,385	\$228,649	14.8%	\$260,633	\$225,857	15.4%	\$283,601	\$257,590	10.1%	\$238,041	\$184,775	28.8%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2016	2015	% change	2016	2015	% change	2016	2015	% change	2016	2015	% change
Cordova	Units	2,002	1,876	6.7%	1,905	1,789	6.5%	97	87	11.5%	165	254	-35.0%
	Median Sales Price	\$143,212	\$135,000	6.1%	\$139,900	\$132,000	6.0%	\$209,900	\$196,844	6.6%	\$105,501	\$103,425	2.0%
	Ave. Sales Price	\$157,882	\$148,531	6.3%	\$154,269	\$145,563	6.0%	\$228,847	\$209,575	9.2%	\$117,557	\$110,138	6.7%
Bartlett	Units	1,114	945	17.9%	992	804	23.4%	122	141	-13.5%	89	87	2.3%
	Median Sales Price	\$179,900	\$175,000	2.8%	\$170,000	\$162,750	4.5%	\$252,816	\$245,280	3.1%	\$137,500	\$109,000	26.1%
	Ave. Sales Price	\$188,392	\$181,265	3.9%	\$179,990	\$169,475	6.2%	\$256,706	\$248,492	3.3%	\$143,084	\$126,838	12.8%
G'town	Units	775	742	4.4%	763	723	5.5%	12	19	-36.8%	17	20	-15.0%
	Median Sales Price	\$270,000	\$282,000	-4.3%	\$270,000	\$278,000	-2.9%	\$583,250	\$562,500	3.7%	\$230,000	\$176,400	30.4%
	Ave. Sales Price	\$315,586	\$329,880	-4.3%	\$310,787	\$323,043	-3.8%	\$620,704	\$590,028	5.2%	\$301,764	\$212,958	41.7%
Collierville	Units	1,012	1,040	-2.7%	912	959	-4.9%	100	81	23.5%	30	35	-14.3%
	Median Sales Price	\$312,750	\$289,950	7.9%	\$295,000	\$279,900	5.4%	\$439,791	\$420,000	4.7%	\$193,750	\$220,000	-11.9%
	Ave. Sales Price	\$334,623	\$315,836	5.9%	\$319,445	\$304,568	4.9%	\$473,044	\$449,240	5.3%	\$250,236	\$229,883	8.9%
Lateland	Units	253	263	-3.8%	246	236	4.2%	7	27	-74.1%	8	15	-46.7%
	Median Sales Price	\$255,000	\$250,000	2.0%	\$249,150	\$232,500	7.2%	\$349,999	\$423,590	-17.8%	\$128,000	\$156,200	-18.1%
	Ave. Sales Price	\$263,315	\$280,102	-6.0%	\$260,873	\$264,752	-1.5%	\$349,128	\$414,270	-15.7%	\$168,249	\$188,240	-10.6%
Arlington	Units	338	302	11.9%	295	260	13.5%	43	42	2.4%	23	13	76.9%
	Median Sales Price	\$230,000	\$226,000	1.8%	\$218,250	\$210,000	3.9%	\$301,985	\$293,450	2.9%	\$145,600	\$152,000	-4.2%
	Ave. Sales Price	\$231,958	\$227,605	1.9%	\$219,931	\$215,294	2.2%	\$314,467	\$303,812	3.5%	\$158,760	\$167,734	-5.4%
Millington	Units	189	143	32.2%	189	143	32.2%				26	26	0.0%
	Median Sales Price	\$100,000	\$89,000	12.4%	\$100,000	\$89,000	12.4%				\$62,243	\$49,000	27.0%
	Ave. Sales Price	\$118,303	\$110,785	6.8%	\$118,303	\$110,785	6.8%				\$78,102	\$64,278	21.5%
Shelby County	Units	13,708	12,714	7.8%	13,243	12,256	8.1%	465	458	1.5%	1,435	1,690	-15.1%
	Median Sales Price	\$129,000	\$124,000	4.0%	\$125,000	\$120,000	4.1%	\$280,380	\$270,450	3.7%	\$45,100	\$49,000	-8.0%
	Ave. Sales Price	\$162,679	\$158,631	2.6%	\$157,344	\$153,250	2.7%	\$314,597	\$302,618	4.0%	\$71,407	\$70,038	2.0%
Fayette County	Units	619	525	17.9%	518	444	16.7%	101	81	24.7%	53	70	-24.3%
	Median Sales Price	\$183,000	\$176,200	3.9%	\$169,000	\$159,950	5.7%	\$245,900	\$250,000	-1.6%	\$85,429	\$75,375	13.3%
	Ave. Sales Price	\$212,041	\$209,279	1.3%	\$196,652	\$197,234	-0.3%	\$290,969	\$275,306	5.7%	\$129,885	\$95,895	35.5%
Tipton County	Units	743	659	12.7%	695	630	10.3%	48	29	65.5%	105	118	-11.0%
	Median Sales Price	\$137,000	\$126,000	8.7%	\$132,600	\$124,700	6.3%	\$269,950	\$249,900	8.0%	\$66,400	\$67,834	-2.1%
	Ave. Sales Price	\$144,696	\$131,574	10.0%	\$135,718	\$126,989	6.9%	\$274,685	\$231,162	18.8%	\$79,438	\$82,356	-3.5%