



## Memphis Area Home Sales Report

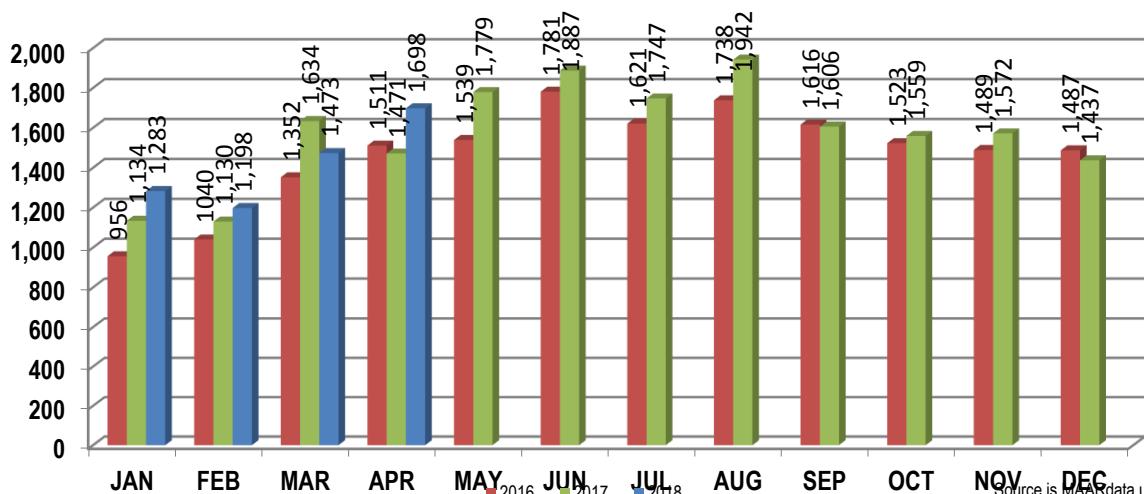
April 2018

### Sales Summary

	April Total Sales			YTD Total Sales		
	2018	2017	% change	2018	2017	% change
<b>Units</b>	1,698	1,491	13.9%	5,670	5,527	2.6%
<b>Median Sales Price</b>	\$142,000	\$135,500	4.8%	\$134,000	\$123,000	8.9%
<b>Average Sales Price</b>	\$176,873	\$167,580	5.6%	\$169,855	\$156,829	8.3%

	April Existing Sales			YTD Existing Home Sales		
	2018	2017	% change	2018	2017	% change
<b>Units</b>	1,617	1,442	12.1%	5,385	5,277	2.1%
<b>Median Sales Price</b>	\$136,000	\$132,000	3.0%	\$125,000	\$117,000	6.8%
<b>Average Sales Price</b>	\$165,973	\$162,643	2.1%	\$159,209	\$149,515	6.5%
	April New Home Sales			YTD New Home Sales		
	2018	2017	% change	2018	2017	% change
<b>Units</b>	81	49	65.3%	285	250	14.0%
<b>Median Sales Price</b>	\$342,107	\$277,900	23.1%	\$314,166	\$279,000	12.6%
<b>Average Sales Price</b>	\$394,473	\$312,849	26.1%	\$370,996	\$311,217	19.2%
	April Bank Sales			YTD Bank Sales*		
	2018	2017	% change	2018	2017	% change
<b>Units</b>	85	112	-24.1%	321	483	-33.5%
<b>Median Sales Price</b>	\$46,000	\$48,900	-5.9%	\$55,000	\$50,553	8.8%
<b>Average Sales Price</b>	\$74,627	\$75,638	-1.3%	\$79,854	\$75,369	6.0%
	April Non-Bank Sales			YTD Non-Bank Sales		
	2018	2017	% change	2018	2017	% change
<b>Units</b>	1,613	1,379	17.0%	5,349	5,044	6.0%
<b>Median Sales Price</b>	\$149,500	\$145,000	3.1%	\$139,900	\$130,000	7.6%
<b>Average Sales Price</b>	\$182,261	\$175,047	4.1%	\$175,256	\$164,630	6.5%

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 MAAR data unless otherwise noted.



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April 2018

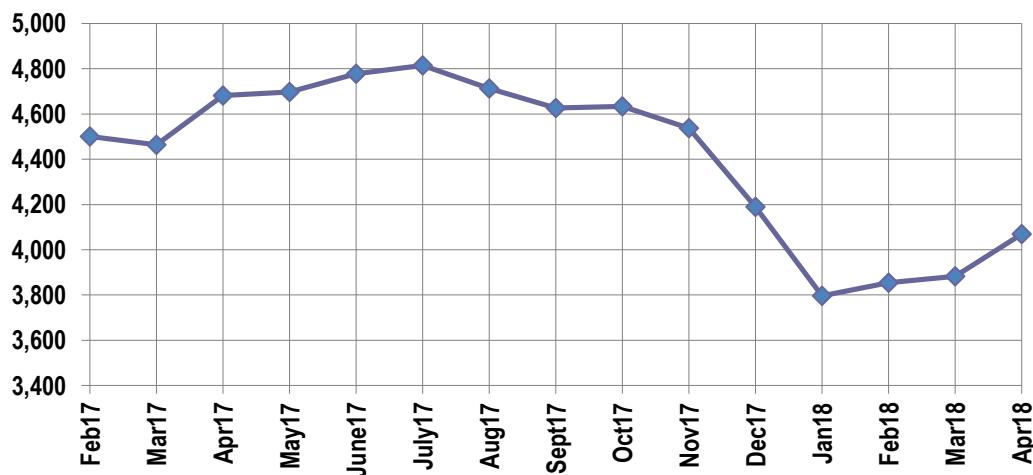
### Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 04-17-18)		
	Units	Ave. List Price
Single Family	3,839	\$270,493
Condo/Co-op	156	\$193,333
Duplex	75	\$82,220
Market Total	4,070	\$264,059

Pending Sales (as of 04-17-18)		
	Units	Ave. List Price
Single Family	1,501	\$190,478
Condo/Co-op	49	\$160,910
Duplex	26	\$68,588
Market Total	1,576	\$187,549

	April Foreclosure Actions			YTD Foreclosure Actions		
	2018	2017	% change	2018	2017	% change
Total	134	172	-22.1%	571	697	-18.1%

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



### Inventory

May-16	5,535	May-17	4,697
Jun-16	5,639	Jun-17	4,777
Jul-16	5,732	Jul-17	4,815
Aug-16	5,666	Aug-17	4,713
Sep-16	5,504	Sep-17	4,627
Oct-16	5,399	Oct-17	4,634
Nov-16	5,235	Nov-17	4,538
Dec-17	4,715	Dec-18	4,190
Jan-17	4,344	Jan-18	3,796
Feb-17	4,500	Feb-18	3,854
Mar-17	4,464	Mar-18	3,883
Apr-17	4,681	Apr-18	4,070

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Frayer	Units	105	90	16.7%	105	90	16.7%				4	15	-73.3%
	Median Sales Price	\$38,000	\$32,000	18.8%	\$38,000	\$32,000	18.8%				\$21,250	\$24,500	-13.3%
	Ave. Sales Price	\$54,519	\$42,234	29.1%	\$54,519	\$42,234	29.1%				\$19,669	\$36,884	-46.7%
Raleigh/ Cov. Pike	Units	99	68	45.6%	97	68	42.6%	2			3	4	-25.0%
	Median Sales Price	\$74,000	\$75,270	-1.7%	\$73,000	\$75,270	-3.0%				\$30,000	\$79,770	-62.4%
	Ave. Sales Price	\$80,983	\$74,543	8.6%	\$79,359	\$74,543	6.5%	\$159,750			\$34,685	\$79,984	-56.6%
Downtown	Units	43	39	10.3%	42	37	13.5%	1	2	-50.0%	2	1	100.0%
	Median Sales Price	\$220,000	\$236,000	-6.8%	\$222,500	\$236,000	-5.7%						
	Ave. Sales Price	\$202,699	\$233,721	-13.3%	\$204,788	\$231,689	-11.6%	\$115,000	\$271,307	-57.6%	\$125,250	\$125,000	0.2%
Midtown	Units	86	90	-4.4%	85	90	-5.6%	1			4	7	-42.9%
	Median Sales Price	\$169,200	\$155,875	8.5%	\$168,500	\$155,875	8.1%				\$44,100	\$104,900	-58.0%
	Ave. Sales Price	\$159,311	\$178,050	-10.5%	\$157,604	\$178,050	-11.5%	\$304,356			\$42,425	\$102,757	-58.7%
S. Memphis	Units	50	36	38.9%	50	36	38.9%				7	11	-36.4%
	Median Sales Price	\$19,000	\$15,250	24.6%	\$19,000	\$15,250	24.6%				\$21,500	\$13,500	59.3%
	Ave. Sales Price	\$30,322	\$18,484	64.0%	\$30,322	\$18,484	64.0%				\$23,669	\$14,116	67.7%
Bercilair/ Highland Heights	Units	62	50	24.0%	62	50	24.0%				4	3	33.3%
	Median Sales Price	\$40,500	\$38,250	5.9%	\$40,500	\$38,250	5.9%				\$37,096	\$25,000	48.4%
	Ave. Sales Price	\$44,756	\$38,560	16.1%	\$44,756	\$38,560	16.1%				\$34,486	\$32,765	5.3%
E. Memphis	Units	289	264	9.5%	288	264	9.1%	1			15	10	50.0%
	Median Sales Price	\$136,000	\$129,450	5.1%	\$135,500	\$129,450	4.7%				\$34,000	\$36,985	-8.1%
	Ave. Sales Price	\$175,090	\$174,036	0.6%	\$174,350	\$174,036	0.2%	\$388,000			\$59,588	\$48,686	22.4%
Whitehaven	Units	79	56	41.1%	79	56	41.1%				10	10	0.0%
	Median Sales Price	\$64,000	\$53,625	19.3%	\$64,000	\$53,625	19.3%				\$37,500	\$25,251	48.5%
	Ave. Sales Price	\$71,012	\$57,398	23.7%	\$71,012	\$57,398	23.7%				\$50,160	\$28,173	78.0%
Parkway/ Village/ Oakhaven	Units	46	44	4.5%	46	44	4.5%				7	5	40.0%
	Median Sales Price	\$64,000	\$45,525	40.6%	\$64,000	\$45,525	40.6%				\$41,000	\$38,300	7.0%
	Ave. Sales Price	\$62,858	\$52,749	19.2%	\$62,858	\$52,749	19.2%				\$54,742	\$37,831	44.7%
Hickory Hill	Units	111	123	-9.8%	109	122	-10.7%	2	1	100.0%	9	14	-35.7%
	Median Sales Price	\$88,000	\$92,500	-4.9%	\$88,000	\$92,250	-4.6%				\$80,000	\$57,500	39.1%
	Ave. Sales Price	\$96,662	\$95,915	0.8%	\$93,951	\$94,776	-0.9%	\$244,459	\$234,900	4.1%	\$88,383	\$59,772	47.9%
Southwind	Units	21	14	50.0%	19	13	46.2%	2	1	100.0%	2	1	100.0%
	Median Sales Price	\$240,000	\$171,500	39.9%	\$230,000	\$168,000	36.9%						
	Ave. Sales Price	\$291,051	\$223,386	30.3%	\$293,802	\$222,315	32.2%	\$264,917	\$237,315	11.6%	\$129,875	\$100,000	29.9%

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Cordova	Units	196	183	7.1%	186	174	6.9%	10	9	11.1%	9	11	-18.2%
	Median Sales Price	\$160,000	\$149,900	6.7%	\$158,250	\$146,054	8.4%	\$265,884	\$204,888	29.8%	\$114,500	\$145,107	-21.1%
	Ave. Sales Price	\$180,168	\$167,683	7.4%	\$174,773	\$163,633	6.8%	\$280,515	\$245,992	14.0%	\$102,727	\$167,834	-38.8%
Bartlett	Units	121	101	19.8%	107	94	13.8%	14	7	100.0%	1	5	-80.0%
	Median Sales Price	\$195,000	\$174,900	11.5%	\$173,000	\$172,000	0.6%	\$303,555	\$285,820	6.2%		\$217,000	
	Ave. Sales Price	\$206,218	\$196,411	5.0%	\$192,005	\$189,899	1.1%	\$314,845	\$283,865	10.9%	\$118,000	\$191,078	-38.3%
Gtown	Units	89	67	32.8%	83	66	25.8%	6	1	500.0%	3	1	200.0%
	Median Sales Price	\$325,000	\$300,000	8.3%	\$317,500	\$300,000	5.8%	\$791,623			\$246,000		
	Ave. Sales Price	\$385,058	\$355,460	8.3%	\$357,610	\$353,366	1.2%	\$764,752	\$493,689	54.9%	\$397,000	\$150,200	164.3%
Collierville	Units	104	86	20.9%	89	80	11.3%	15	6	150.0%		1	
	Median Sales Price	\$364,950	\$315,050	15.8%	\$335,000	\$300,200	11.6%	\$471,069	\$554,075	-15.0%			
	Ave. Sales Price	\$389,001	\$354,838	9.6%	\$360,720	\$338,173	6.7%	\$556,804	\$577,040	-3.5%		\$270,954	
Lakeland	Units	29	21	38.1%	28	21	33.3%	1				1	
	Median Sales Price	\$352,500	\$235,000	50.0%	\$341,250	\$235,000	45.2%						
	Ave. Sales Price	\$366,437	\$260,719	40.5%	\$359,525	\$260,719	37.9%	\$560,000				\$265,900	
Arlington	Units	32	35	-8.6%	27	29	-6.9%	5	6	-16.7%			
	Median Sales Price	\$274,000	\$235,000	16.6%	\$250,000	\$225,500	10.9%	\$324,400	\$306,875	5.7%			
	Ave. Sales Price	\$265,967	\$245,939	8.1%	\$252,654	\$231,668	9.1%	\$337,857	\$314,916	7.3%			
Millington	Units	17	15	13.3%	17	15	13.3%				1		
	Median Sales Price	\$95,000	\$130,000	-26.9%	\$95,000	\$130,000	-26.9%						
	Ave. Sales Price	\$99,282	\$151,673	-34.5%	\$99,282	\$151,673	-34.5%				\$75,000		
Shelby County	Units	1,559	1,360	14.6%	1,499	1,327	13.0%	60	33	81.8%	78	101	-22.8%
	Median Sales Price	\$138,000	\$130,000	6.2%	\$132,000	\$128,100	3.0%	\$338,554	\$302,900	11.8%	\$42,250	\$45,000	-6.1%
	Ave. Sales Price	\$174,391	\$164,263	6.2%	\$164,994	\$160,013	3.1%	\$409,141	\$335,189	22.1%	\$76,041	\$73,952	2.8%
Fayette County	Units	66	65	1.5%	50	55	-9.1%	16	10	60.0%	3	3	0.0%
	Median Sales Price	\$225,500	\$198,000	13.9%	\$173,450	\$190,000	-8.7%	\$331,994	\$254,400	30.5%	\$75,500	\$99,900	-24.4%
	Ave. Sales Price	\$246,585	\$246,286	0.1%	\$209,762	\$241,958	-13.3%	\$361,657	\$270,091	33.9%	\$75,666	\$81,221	-6.8%
Tipton County	Units	73	66	10.6%	68	60	13.3%	5	6	-16.7%	4	8	-50.0%
	Median Sales Price	\$158,000	\$157,000	0.6%	\$155,750	\$153,500	1.5%	\$349,900	\$273,750	27.8%	\$48,500	\$66,125	-26.7%
	Ave. Sales Price	\$166,854	\$158,403	5.3%	\$155,338	\$148,119	4.9%	\$323,465	\$261,241	23.8%	\$46,278	\$94,825	-51.2%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2018	2017	%change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Frayer	Units	338	309	9.4%	338	309	9.4%				28	33	-15.1%
	Median Sales Price	\$32,950	\$29,600	11.3%	\$32,950	\$29,600	11.3%				\$22,750	\$20,154	12.9%
	Ave. Sales Price	\$49,813	\$38,404	29.7%	\$49,813	\$38,404	29.7%				\$28,927	\$26,736	8.2%
Raleigh/ Cov. Pike	Units	350	322	8.7%	345	321	7.5%	5	1	400.0%	20	38	-47.4%
	Median Sales Price	\$77,600	\$73,000	6.3%	\$76,500	\$73,000	4.8%	\$149,900			\$34,000	\$47,870	-29.0%
	Ave. Sales Price	\$80,993	\$73,519	10.2%	\$79,946	\$73,494	8.8%	\$153,240	\$81,500	88.0%	\$52,892	\$49,953	5.9%
Downtown	Units	148	153	-3.3%	147	150	-2.0%	1	3	-66.7%	9	6	50.0%
	Median Sales Price	\$196,975	\$232,000	-15.1%	\$197,949	\$231,000	-14.3%		\$255,738		\$32,500	\$40,250	-19.2%
	Ave. Sales Price	\$194,881	\$233,980	-16.7%	\$195,425	\$233,338	-16.2%	\$115,000	\$266,117	-56.8%	\$75,865	\$50,251	51.0%
Midtown	Units	292	271	7.7%	286	270	5.9%	6	1	500.0%	20	14	42.9%
	Median Sales Price	\$141,750	\$137,000	3.5%	\$139,900	\$136,750	2.3%	\$352,500			\$71,700	\$102,450	-30.0%
	Ave. Sales Price	\$160,808	\$155,649	3.3%	\$156,598	\$155,139	0.9%	\$361,526	\$293,500	23.2%	\$76,979	\$101,185	-23.9%
S. Memphis	Units	186	156	19.2%	186	156	19.2%				28	29	-3.4%
	Median Sales Price	\$20,000	\$18,250	9.6%	\$20,000	\$18,250	9.6%				\$19,000	\$12,500	52.0%
	Ave. Sales Price	\$28,656	\$24,717	15.9%	\$28,656	\$24,717	15.9%				\$28,340	\$14,596	94.2%
Bercilair/ Highland Heights	Units	198	171	15.8%	198	171	15.8%				12	21	-42.9%
	Median Sales Price	\$41,000	\$39,000	5.1%	\$41,000	\$39,000	5.1%				\$37,096	\$32,555	13.9%
	Ave. Sales Price	\$44,561	\$40,742	9.4%	\$44,561	\$40,742	9.4%				\$37,808	\$33,260	13.7%
E. Memphis	Units	908	936	-3.0%	905	934	-3.1%	3	2	50.0%	37	55	-32.7%
	Median Sales Price	\$133,350	\$123,750	7.8%	\$133,000	\$122,850	8.3%	\$775,000			\$33,600	\$41,580	-19.2%
	Ave. Sales Price	\$182,110	\$168,029	8.4%	\$180,473	\$167,606	7.7%	\$676,000	\$365,500	84.9%	\$59,705	\$71,416	-16.4%
Whitehaven	Units	275	260	5.8%	275	259	6.2%		1		33	52	-36.5%
	Median Sales Price	\$64,000	\$53,125	20.5%	\$64,000	\$53,000	20.8%				\$39,000	\$36,500	6.8%
	Ave. Sales Price	\$62,098	\$56,432	10.0%	\$62,098	\$55,869	11.1%	\$202,000			\$44,700	\$39,046	14.5%
Parkway/ Village/ Oakhaven	Units	194	201	-3.5%	193	201	-4.0%	1			18	31	-41.9%
	Median Sales Price	\$68,000	\$55,000	23.6%	\$68,000	\$55,000	23.6%				\$39,851	\$40,000	-0.4%
	Ave. Sales Price	\$64,873	\$58,086	11.7%	\$64,712	\$58,086	11.4%	\$96,000			\$42,144	\$42,197	-0.1%
Hickory Hill	Units	424	434	-2.3%	403	415	-2.9%	21	19	10.5%	29	45	-35.6%
	Median Sales Price	\$102,250	\$92,000	11.1%	\$99,900	\$89,750	11.3%	\$231,432	\$188,073	23.1%	\$79,500	\$57,774	37.6%
	Ave. Sales Price	\$108,512	\$97,312	11.5%	\$102,838	\$93,797	9.6%	\$217,391	\$174,074	24.9%	\$88,652	\$64,978	36.4%
Southwind	Units	50	49	2.0%	42	44	-4.5%	8	5	60.0%	5	8	-37.5%
	Median Sales Price	\$244,950	\$182,000	34.6%	\$227,500	\$177,000	28.5%	\$264,917	\$244,836	8.2%	\$122,750	\$107,500	14.2%
	Ave. Sales Price	\$269,657	\$230,141	11.2%	\$271,837	\$224,180	21.3%	\$258,213	\$282,600	-8.6%	\$117,372	\$134,950	-13.0%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Cordova	Units	668	668	0.0%	639	619	3.2%	29	49	-40.8%	32	39	-17.9%
	Median Sales Price	\$160,000	\$148,000	8.1%	\$157,600	\$142,900	10.3%	\$267,900	\$204,888	30.7%	\$137,900	\$112,114	23.0%
	Ave. Sales Price	\$177,115	\$161,224	9.9%	\$173,073	\$155,365	11.4%	\$266,190	\$235,235	13.2%	\$145,951	\$130,169	12.1%
Bartlett	Units	337	374	-9.9%	294	323	-9.0%	43	49	-12.2%	5	15	-66.7%
	Median Sales Price	\$208,000	\$190,000	9.5%	\$189,950	\$174,900	8.6%	\$291,185	\$271,175	7.4%	\$119,500	\$145,000	-17.6%
	Ave. Sales Price	\$208,523	\$196,905	5.9%	\$193,982	\$184,093	5.4%	\$307,945	\$281,877	9.2%	\$156,049	\$158,367	-1.5%
Gtown	Units	241	221	9.0%	223	214	4.2%	18	7	157.1%	5	2	150.0%
	Median Sales Price	\$325,000	\$288,000	12.8%	\$309,000	\$285,330	8.3%	\$791,623	\$741,204	6.8%	\$219,000		
	Ave. Sales Price	\$375,163	\$349,916	7.2%	\$340,108	\$336,016	1.2%	\$809,448	\$774,829	4.5%	\$323,200	\$191,350	68.9%
Collierville	Units	311	296	5.1%	264	265	-0.4%	47	31	51.6%	4	9	-55.6%
	Median Sales Price	\$349,500	\$317,500	10.1%	\$315,000	\$299,000	5.4%	\$467,934	\$455,393	2.7%	\$190,780	\$243,784	-21.7%
	Ave. Sales Price	\$377,170	\$339,072	11.2%	\$349,341	\$320,959	8.8%	\$533,487	\$493,908	8.0%	\$190,674	\$257,142	-25.8%
Lakeland	Units	83	86	-3.5%	81	82	-1.2%	2	4	-50.0%	1	6	-83.3%
	Median Sales Price	\$299,300	\$229,250	30.6%	\$299,300	\$226,000	32.4%		\$355,044			\$208,400	
	Ave. Sales Price	\$322,211	\$258,964	24.4%	\$319,797	\$254,034	25.9%	\$419,950	\$360,022	16.6%	\$134,250	\$215,236	-37.6%
Arlington	Units	127	112	13.4%	102	93	9.7%	25	19	31.6%	2	2	0.0%
	Median Sales Price	\$260,000	\$244,500	6.3%	\$243,250	\$230,000	5.8%	\$333,168	\$310,950	7.2%			
	Ave. Sales Price	\$265,010	\$252,690	4.9%	\$246,691	\$236,750	4.2%	\$339,751	\$330,712	2.7%	\$297,500	\$123,025	141.8%
Millington	Units	62	65	-4.6%	62	65	-4.6%				3	10	-70.0%
	Median Sales Price	\$98,950	\$113,000	-12.4%	\$98,950	\$113,000	-12.4%				\$168,000	\$72,500	131.7%
	Ave. Sales Price	\$117,105	\$116,098	0.9%	\$117,105	\$116,098	0.9%				\$142,833	\$109,896	30.0%
Shelby County	Units	5,141	5,039	2.0%	4,932	4,848	1.7%	209	191	9.4%	285	413	-31.0%
	Median Sales Price	\$127,000	\$118,000	7.6%	\$120,000	\$114,500	4.8%	\$328,189	\$286,600	14.5%	\$46,000	\$48,856	-5.8%
	Ave. Sales Price	\$166,066	\$154,440	7.5%	\$156,529	\$148,020	5.7%	\$391,120	\$317,402	23.2%	\$76,818	\$72,616	5.8%
Fayette County	Units	225	221	1.8%	175	184	-4.9%	50	37	35.1%	10	20	-50.0%
	Median Sales Price	\$239,900	\$192,500	24.6%	\$215,000	\$172,200	24.9%	\$286,079	\$254,900	12.2%	\$105,250	\$117,692	-10.6%
	Ave. Sales Price	\$269,268	\$232,829	15.7%	\$250,256	\$217,833	14.9%	\$335,811	\$307,407	9.2%	\$121,417	\$144,658	-16.1%
Tipton County	Units	304	267	13.9%	278	245	13.5%	26	22	18.2%	26	50	-48.0%
	Median Sales Price	\$154,450	\$135,072	14.3%	\$146,250	\$130,000	12.5%	\$284,000	\$274,250	3.6%	\$84,450	\$61,250	37.9%
	Ave. Sales Price	\$160,347	\$139,015	15.3%	\$149,446	\$127,799	16.9%	\$276,900	\$263,923	4.9%	\$97,148	\$70,390	38.0%