



Memphis Area Home Sales Report

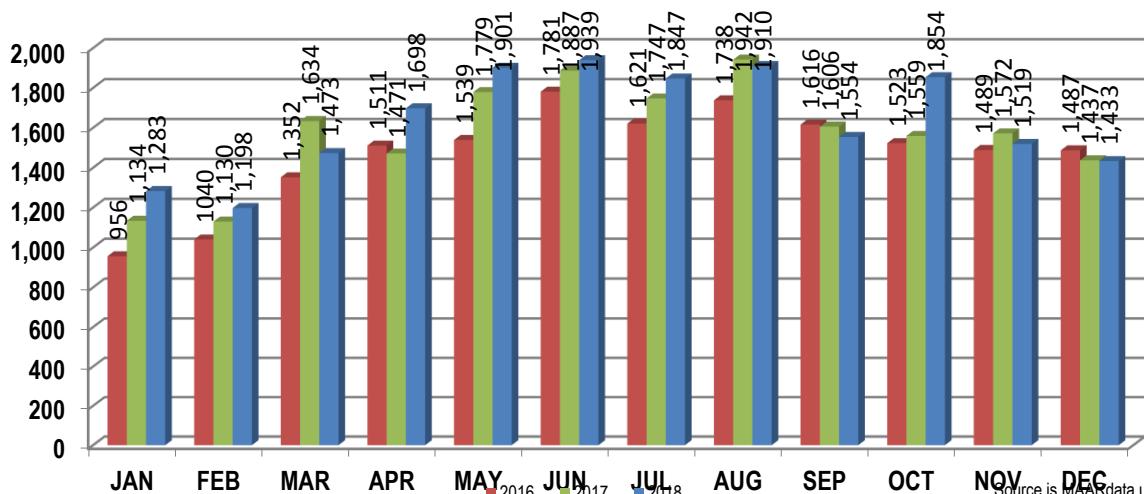
December 2018

Sales Summary

	December Total Sales			YTD Total Sales		
	2018	2017	% change	2018	2017	% change
Units	1,433	1,447	-1.0%	19,734	19,308	2.2%
Median Sales Price	\$138,000	\$144,000	-4.2%	\$148,000	\$139,000	6.5%
Average Sales Price	\$174,835	\$179,774	-2.7%	\$182,465	\$173,219	5.3%

	December Existing Sales			YTD Existing Home Sales		
	2018	2017	% change	2018	2017	% change
Units	1,345	1,370	-1.8%	18,790	18,498	1.6%
Median Sales Price	\$130,000	\$135,000	-3.7%	\$140,000	\$133,000	5.3%
Average Sales Price	\$163,468	\$169,130	-3.3%	\$173,337	\$165,824	4.5%
	December New Home Sales			YTD New Home Sales		
	2018	2017	% change	2018	2017	% change
Units	88	77	14.3%	944	810	16.5%
Median Sales Price	\$318,350	\$325,000	-2.0%	\$315,375	\$289,900	8.8%
Average Sales Price	\$348,562	\$369,146	-5.6%	\$364,161	\$342,083	6.5%
	December Bank Sales			YTD Bank Sales*		
	2018	2017	% change	2018	2017	% change
Units	40	70	-42.9%	771	1,227	-37.2%
Median Sales Price	\$47,500	\$50,100	-5.2%	\$54,000	\$51,000	5.9%
Average Sales Price	\$77,908	\$78,713	-1.0%	\$81,423	\$77,276	5.4%
	December Non-Bank Sales			YTD Non-Bank Sales		
	2018	2017	% change	2018	2017	% change
Units	1,393	1,377	1.2%	18,963	18,081	4.9%
Median Sales Price	\$140,000	\$149,850	-6.6%	\$151,000	\$146,000	3.4%
Average Sales Price	\$177,618	\$184,911	-3.9%	\$186,574	\$179,729	3.8%

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.



Source is MAAR data unless otherwise noted.



Memphis Area Home Sales Report

December 2018

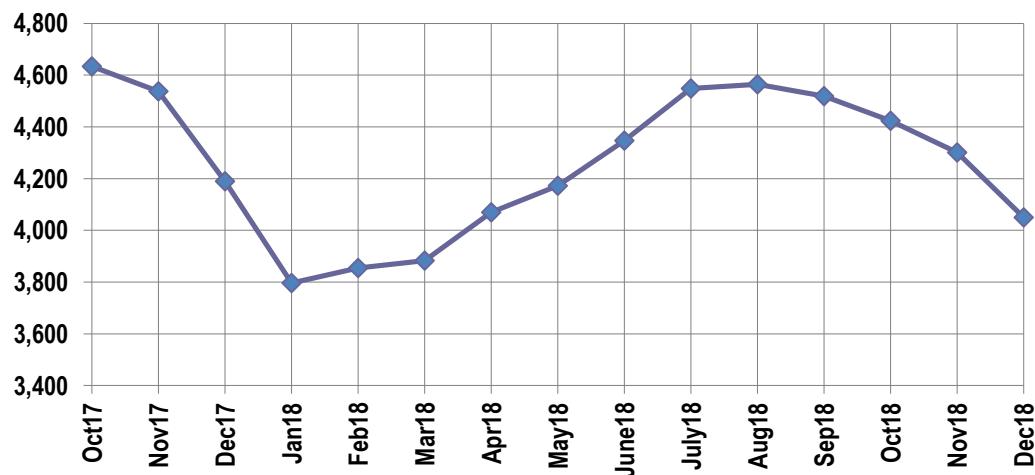
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 12-16-18)		
	Units	Ave. List Price
Single Family	3,860	\$259,010
Condo/Co-op	130	\$183,233
Duplex	60	\$81,453
Market Total	4,050	\$253,947

Pending Sales (as of 12-16-18)		
	Units	Ave. List Price
Single Family	1,090	\$180,404
Condo/Co-op	30	\$126,176
Duplex	26	\$90,680
Market Total	1,146	\$176,949

	December Foreclosure Actions			YTD Foreclosure Actions		
	2018	2017	% change	2018	2017	% change
Total	98	109	-10.1%	1,413	1,833	-22.9%

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



Inventory

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
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-18	4,190	Dec-19	4,050

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Frayer	Units	89	69	29.0%	89	68	30.9%		1		5	8	-37.5%
	Median Sales Price	\$58,000	\$38,500	50.6%	\$58,000	\$37,375	55.2%				\$30,000	\$17,500	71.4%
	Ave. Sales Price	\$57,772	\$54,761	5.5%	\$57,772	\$53,656	7.7%		\$129,000		\$24,665	\$20,932	17.8%
Raleigh/ Cox. Pike	Units	85	91	-6.6%	84	91	-7.7%	1			4	4	0.0%
	Median Sales Price	\$79,900	\$75,000	6.5%	\$78,200	\$75,000	4.3%				\$26,850	\$67,970	-60.5%
	Ave. Sales Price	\$83,863	\$77,199	8.6%	\$83,826	\$77,199	8.6%	\$87,000			\$25,337	\$58,110	-56.4%
Downtown	Units	31	34	-8.8%	29	34	-14.7%	2			2	2	0.0%
	Median Sales Price	\$172,500	\$239,500	-28.0%	\$200,000	\$239,500	-16.5%						
	Ave. Sales Price	\$196,327	\$280,757	-30.1%	\$202,281	\$280,757	-28.0%	\$110,000			\$22,250	\$10,025	121.9%
Midtown	Units	83	63	31.7%	81	63	28.6%	2			1	2	-50.0%
	Median Sales Price	\$135,000	\$127,000	6.3%	\$135,000	\$127,000	6.3%						
	Ave. Sales Price	\$171,908	\$153,992	11.6%	\$166,548	\$153,992	8.2%	\$389,000			\$56,500	\$8,250	584.8%
S. Memphis	Units	54	37	45.9%	54	37	45.9%				4	2	100.0%
	Median Sales Price	\$30,500	\$18,400	65.8%	\$30,500	\$18,400	65.8%				\$25,400		
	Ave. Sales Price	\$38,437	\$27,182	41.4%	\$38,437	\$27,182	41.4%				\$35,817	\$12,501	186.5%
Bercilair/ Highland Heights	Units	49	58	-15.5%	49	58	-15.5%				1	2	-50.0%
	Median Sales Price	\$49,000	\$44,250	10.7%	\$49,000	\$44,250	10.7%						
	Ave. Sales Price	\$51,274	\$46,937	9.2%	\$51,274	\$46,937	9.2%				\$43,000	\$36,400	18.1%
E. Memphis	Units	219	234	-6.4%	218	234	-6.8%	1			3	8	-62.5%
	Median Sales Price	\$155,000	\$140,000	10.7%	\$154,000	\$140,000	10.0%				\$43,000	\$43,500	-1.1%
	Ave. Sales Price	\$193,427	\$199,775	-3.2%	\$190,300	\$199,775	-4.7%	\$875,000			\$91,666	\$86,681	5.8%
Whitehaven	Units	80	69	15.9%	77	69	11.6%	3			4	7	-42.9%
	Median Sales Price	\$69,950	\$64,000	9.3%	\$69,000	\$64,000	7.8%	\$140,250			\$48,000	\$32,000	50.0%
	Ave. Sales Price	\$75,174	\$65,567	14.7%	\$72,639	\$65,567	10.8%	\$140,250			\$65,725	\$33,321	97.2%
Parkway/ Village/ Oakhaven	Units	54	45	20.0%	54	44	22.7%		1		4	6	-33.3%
	Median Sales Price	\$60,000	\$60,000	0.0%	\$60,000	\$60,000	0.0%				\$58,260	\$54,550	6.8%
	Ave. Sales Price	\$67,169	\$61,506	9.2%	\$67,169	\$60,858	10.4%		\$90,000		\$55,213	\$52,516	5.1%
Hickory Hill	Units	118	94	25.5%	113	89	27.0%	5	5	0.0%	2	5	-60.0%
	Median Sales Price	\$113,200	\$104,450	8.4%	\$109,500	\$102,500	6.8%	\$241,900	\$203,000	19.2%		\$96,000	
	Ave. Sales Price	\$119,260	\$111,486	7.0%	\$113,071	\$107,120	5.6%	\$259,136	\$189,209	40.0%	\$83,529	\$92,300	-9.5%
Southwind	Units	10	10	0.0%	10	9	11.1%		1			1	
	Median Sales Price	\$210,750	\$252,500	-16.5%	\$210,750	\$275,000	-23.4%						
	Ave. Sales Price	\$253,555	\$274,514	-7.6%	\$253,555	\$279,503	-9.3%		\$229,612			\$372,344	

		December Total Sales			December Existing Sales			December New Home Sales			December Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Cordova	Units	178	190	-6.3%	167	181	-7.7%	11	9	22.2%	2	6	-66.7%
	Median Sales Price	\$160,000	\$162,250	-1.4%	\$157,000	\$160,000	-1.9%	\$192,000	\$268,874	-28.6%		\$134,810	
	Ave. Sales Price	\$178,023	\$173,864	2.4%	\$174,491	\$169,629	2.9%	\$231,649	\$259,048	-10.6%	\$136,436	\$124,753	9.4%
Bartlett	Units	78	100	-22.0%	74	85	-12.9%	4	15	-73.3%		5	
	Median Sales Price	\$222,000	\$194,750	14.0%	\$214,500	\$171,000	25.4%	\$283,421	\$285,559	-1.1%		\$138,100	
	Ave. Sales Price	\$220,191	\$200,151	10.0%	\$216,685	\$182,945	18.4%	\$285,054	\$297,649	-4.2%		\$149,220	
Gtown	Units	62	67	-7.5%	60	63	-4.8%	2	4	-50.0%	1	1	0.0%
	Median Sales Price	\$325,450	\$331,000	-1.7%	\$320,500	\$316,000	1.4%		\$738,873				
	Ave. Sales Price	\$385,312	\$374,878	2.8%	\$366,811	\$348,719	5.2%	\$940,322	\$786,887	19.5%	\$550,000	\$230,000	139.1%
Collierville	Units	74	81	-8.6%	59	66	-10.6%	15	15	0.0%	1	1	0.0%
	Median Sales Price	\$367,450	\$361,500	1.6%	\$336,000	\$327,500	2.6%	\$478,752	\$490,785	-2.4%			
	Ave. Sales Price	\$402,041	\$387,144	3.8%	\$368,262	\$353,961	4.0%	\$534,905	\$533,149	0.3%	\$349,125	\$270,000	29.3%
Lakeland	Units	16	30	-46.7%	16	27	-40.7%		3				
	Median Sales Price	\$258,500	\$292,500	-11.6%	\$258,500	\$285,000	-9.3%		\$550,000				
	Ave. Sales Price	\$271,656	\$354,345	-23.3%	\$271,656	\$332,131	-18.2%		\$554,266				
Arlington	Units	31	33	-6.1%	19	25	-24.0%	12	8	50.0%			
	Median Sales Price	\$295,000	\$272,000	8.5%	\$236,000	\$239,000	-1.3%	\$363,425	\$333,525	9.0%			
	Ave. Sales Price	\$290,263	\$261,035	11.2%	\$235,173	\$235,035	0.1%	\$377,489	\$342,283	10.3%			
Millington	Units	11	16	-31.3%	11	16	-31.3%				1	1	0.0%
	Median Sales Price	\$183,500	\$126,500	45.1%	\$183,500	\$126,500	45.1%						
	Ave. Sales Price	\$196,900	\$123,811	59.0%	\$196,900	\$123,811	59.0%				\$57,500	\$46,240	24.3%
Shelby County	Units	1,304	1,298	0.5%	1,246	1,236	0.8%	58	62	-6.5%	35	62	-43.5%
	Median Sales Price	\$130,375	\$138,000	-5.5%	\$125,000	\$129,950	-3.8%	\$348,773	\$328,919	6.0%	\$44,500	\$49,950	-10.9%
	Ave. Sales Price	\$171,534	\$178,558	-3.9%	\$162,023	\$168,309	-3.7%	\$375,842	\$382,864	-1.8%	\$75,564	\$75,431	0.2%
Fayette County	Units	70	74	-5.4%	49	62	-21.0%	21	12	75.0%	2	3	-33.3%
	Median Sales Price	\$221,250	\$197,500	12.0%	\$186,000	\$182,000	2.2%	\$279,900	\$298,000	-6.1%		\$80,000	
	Ave. Sales Price	\$242,291	\$224,342	8.0%	\$214,306	\$205,013	4.5%	\$307,590	\$324,205	-5.1%	\$57,325	\$95,666	-40.1%
Tipton County	Units	59	75	-21.3%	50	72	-30.6%	9	3	200.0%	3	5	-40.0%
	Median Sales Price	\$160,000	\$162,500	-1.5%	\$156,227	\$158,500	-1.4%	\$285,900	\$265,000	7.9%	\$89,050	\$117,000	-23.9%
	Ave. Sales Price	\$167,767	\$156,844	7.0%	\$149,660	\$152,321	-1.7%	\$268,361	\$265,400	1.1%	\$118,983	\$109,245	8.9%

		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	1,076	912	18.0%	1,076	907	18.6%		5		67	113	-40.7%
	Median Sales Price	\$37,250	\$30,400	22.5%	\$37,250	\$30,000	24.2%		\$129,900		\$25,000	\$20,000	25.0%
	Ave. Sales Price	\$49,873	\$45,008	10.8%	\$49,873	\$44,656	11.7%		\$108,920		\$34,292	\$29,003	18.2%
Raleigh/ Cov. Pike	Units	1,130	1,066	6.0%	1,117	1,059	5.5%	13	7	85.7%	55	107	-48.6%
	Median Sales Price	\$80,000	\$78,000	2.6%	\$79,900	\$78,000	2.4%	\$149,900	\$148,900	0.7%	\$55,555	\$54,000	2.9%
	Ave. Sales Price	\$84,739	\$78,444	8.0%	\$84,065	\$78,040	7.7%	\$142,661	\$139,628	2.2%	\$60,208	\$54,526	10.4%
Downtown	Units	552	511	8.0%	549	507	8.3%	3	4	-25.0%	17	18	-5.6%
	Median Sales Price	\$217,998	\$227,000	-4.0%	\$218,500	\$227,000	-3.7%	\$115,000	\$199,177	-42.3%	\$30,948	\$10,025	208.7%
	Ave. Sales Price	\$222,738	\$235,520	-5.4%	\$223,345	\$235,576	-5.2%	\$111,666	\$228,338	-51.1%	\$67,240	\$28,776	133.7%
Midtown	Units	1,053	948	11.1%	1,035	943	9.8%	18	5	260.0%	38	47	-19.1%
	Median Sales Price	\$155,000	\$142,000	9.2%	\$155,000	\$142,000	9.2%	\$379,950	\$289,000	31.5%	\$48,688	\$39,900	22.0%
	Ave. Sales Price	\$177,890	\$164,869	7.9%	\$174,386	\$164,191	6.2%	\$379,361	\$292,680	29.2%	\$64,613	\$62,347	3.6%
S. Memphis	Units	633	503	25.8%	633	503	25.8%				71	69	2.9%
	Median Sales Price	\$22,000	\$18,400	19.6%	\$22,000	\$18,400	19.6%				\$17,000	\$14,929	10.9%
	Ave. Sales Price	\$30,148	\$25,062	20.3%	\$30,148	\$25,062	20.3%				\$23,569	\$15,978	47.5%
Berkclair/ Highland Heights	Units	642	615	4.4%	642	615	4.4%				30	53	-43.4%
	Median Sales Price	\$43,000	\$38,500	11.7%	\$43,000	\$38,500	11.7%				\$31,750	\$32,555	-2.5%
	Ave. Sales Price	\$47,784	\$42,372	12.8%	\$47,784	\$42,372	12.8%				\$33,005	\$33,008	0.0%
E. Memphis	Units	3,136	3,232	-3.0%	3,115	3,225	-3.4%	21	7	200.0%	68	131	-48.1%
	Median Sales Price	\$152,813	\$136,000	12.4%	\$150,750	\$135,500	11.3%	\$775,000	\$408,000	89.9%	\$33,800	\$42,000	-19.5%
	Ave. Sales Price	\$200,939	\$183,016	9.8%	\$197,743	\$182,343	8.4%	\$675,011	\$492,833	36.9%	\$59,667	\$72,720	-17.9%
Whitehaven	Units	906	773	17.2%	894	771	16.0%	12	2	500.0%	83	122	-32.0%
	Median Sales Price	\$61,550	\$57,537	7.0%	\$61,000	\$57,500	6.1%	\$142,265			\$42,000	\$36,025	16.6%
	Ave. Sales Price	\$65,039	\$60,868	6.9%	\$63,963	\$60,507	5.7%	\$145,250	\$200,250	-27.5%	\$47,681	\$40,984	16.3%
Parkway/ Village/ Oakhaven	Units	605	635	-4.7%	604	632	-4.4%	1	3	-66.7%	41	84	-51.2%
	Median Sales Price	\$61,000	\$54,350	12.2%	\$60,530	\$53,334	13.5%				\$42,500	\$40,001	6.2%
	Ave. Sales Price	\$62,848	\$57,457	9.4%	\$62,793	\$57,311	9.6%	\$96,000	\$88,333	8.7%	\$44,613	\$42,881	4.0%
Hickory Hill	Units	1,366	1,395	-2.1%	1,320	1,346	-1.9%	46	49	-6.1%	76	104	-26.9%
	Median Sales Price	\$107,750	\$99,900	7.9%	\$105,000	\$98,515	6.6%	\$231,746	\$217,500	6.5%	\$84,861	\$65,328	29.9%
	Ave. Sales Price	\$112,148	\$102,110	9.8%	\$108,177	\$98,308	10.0%	\$226,089	\$206,531	9.5%	\$93,497	\$72,821	28.4%
Southwind	Units	174	169	3.0%	146	151	-3.3%	28	18	55.6%	13	14	-7.1%
	Median Sales Price	\$254,950	\$196,000	30.1%	\$240,000	\$184,500	30.1%	\$265,117	\$241,418	9.8%	\$135,000	\$160,927	-16.1%
	Ave. Sales Price	\$292,093	\$254,588	14.7%	\$294,951	\$253,070	16.5%	\$277,189	\$267,327	3.7%	\$189,724	\$201,567	-5.9%

		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	2,492	2,525	-1.3%	2,350	2,392	-1.8%	142	133	6.8%	67	115	-41.7%
	Median Sales Price	\$167,000	\$155,000	7.7%	\$163,000	\$151,000	7.9%	\$251,430	\$231,348	8.7%	\$135,511	\$118,999	13.9%
	Ave. Sales Price	\$183,112	\$170,423	7.4%	\$178,994	\$166,080	7.8%	\$251,272	\$248,526	1.1%	\$157,913	\$139,310	13.3%
Bartlett	Units	1,229	1,317	-6.7%	1,120	1,175	-4.7%	109	142	-23.2%	20	37	-45.9%
	Median Sales Price	\$205,000	\$190,000	7.9%	\$194,500	\$180,000	8.1%	\$303,647	\$282,971	7.3%	\$125,557	\$148,000	-15.2%
	Ave. Sales Price	\$211,220	\$201,194	5.0%	\$201,777	\$190,546	5.9%	\$308,257	\$289,303	6.6%	\$161,158	\$169,234	-4.8%
Gtown	Units	921	924	-0.3%	880	887	-0.8%	41	37	10.8%	9	8	12.5%
	Median Sales Price	\$325,000	\$307,300	5.8%	\$316,000	\$300,000	5.3%	\$818,269	\$709,483	15.3%	\$219,000	\$231,250	-5.3%
	Ave. Sales Price	\$384,178	\$361,870	6.2%	\$363,164	\$345,645	5.1%	\$835,221	\$750,810	11.2%	\$390,977	\$231,575	68.8%
Collierville	Units	1,185	1,237	-4.2%	1,033	1,099	-6.0%	152	138	10.1%	9	22	-59.1%
	Median Sales Price	\$352,000	\$340,000	3.5%	\$327,500	\$323,800	1.1%	\$480,223	\$478,686	0.3%	\$315,000	\$258,000	22.1%
	Ave. Sales Price	\$377,660	\$361,964	4.3%	\$355,633	\$342,557	3.8%	\$527,358	\$516,521	2.1%	\$278,541	\$266,058	4.7%
Lakeland	Units	308	338	-8.9%	296	329	-10.0%	12	9	33.3%	1	14	-92.9%
	Median Sales Price	\$292,000	\$260,500	12.1%	\$280,950	\$258,000	8.9%	\$439,650	\$500,000	-12.1%		\$178,000	
	Ave. Sales Price	\$316,571	\$284,988	11.1%	\$311,713	\$280,255	11.2%	\$436,390	\$457,987	-4.7%	\$134,250	\$189,094	-29.0%
Arlington	Units	427	415	2.9%	343	359	-4.5%	84	56	50.0%	3	8	-62.5%
	Median Sales Price	\$265,000	\$245,000	8.2%	\$245,000	\$235,000	4.3%	\$353,219	\$322,268	9.6%	\$307,500	\$192,500	59.7%
	Ave. Sales Price	\$273,167	\$252,367	8.2%	\$251,958	\$238,848	5.5%	\$359,770	\$339,033	6.1%	\$300,833	\$184,658	62.9%
Millington	Units	219	219	0.0%	219	219	0.0%				6	22	-72.7%
	Median Sales Price	\$112,000	\$122,000	-8.2%	\$112,000	\$122,000	-8.2%				\$121,500	\$72,500	67.6%
	Ave. Sales Price	\$135,087	\$134,077	0.8%	\$135,087	\$134,077	0.8%				\$117,875	\$108,667	8.5%
Shelby County	Units	17,861	17,527	1.9%	17,179	16,912	1.6%	682	615	10.9%	674	1,078	-37.5%
	Median Sales Price	\$140,000	\$134,900	3.8%	\$135,000	\$130,000	3.8%	\$331,230	\$299,900	10.4%	\$47,750	\$49,562	-3.7%
	Ave. Sales Price	\$179,238	\$171,492	4.5%	\$171,083	\$164,764	3.8%	\$384,654	\$356,502	7.9%	\$78,829	\$74,637	5.6%
Fayette County	Units	885	839	5.5%	705	711	-0.8%	180	128	40.6%	31	58	-46.6%
	Median Sales Price	\$238,000	\$205,000	16.1%	\$215,000	\$190,000	13.2%	\$280,950	\$257,915	8.9%	\$92,000	\$99,450	-7.5%
	Ave. Sales Price	\$263,184	\$233,048	12.9%	\$247,446	\$219,251	12.9%	\$324,825	\$309,689	4.9%	\$115,874	\$127,110	-8.8%
Tipton County	Units	988	942	4.9%	906	875	3.5%	82	67	22.4%	66	91	-27.5%
	Median Sales Price	\$160,000	\$145,000	10.3%	\$153,000	\$140,000	9.3%	\$284,000	\$279,000	1.8%	\$70,875	\$62,500	13.4%
	Ave. Sales Price	\$168,506	\$152,059	10.8%	\$158,409	\$142,904	10.8%	\$280,067	\$271,619	3.1%	\$91,729	\$76,784	