

Sales Summary

	August Total Sales			YTD Total Sales		
	2017	2016	% change	2017	2016	% change
Units	1,942	1,760	10.3%	13,065	11,925	9.6%
Median Sales Price	\$147,623	\$142,000	4.0%	\$136,000	\$134,000	1.5%
Average Sales Price	\$183,175	\$175,527	4.4%	\$171,075	\$164,809	3.8%

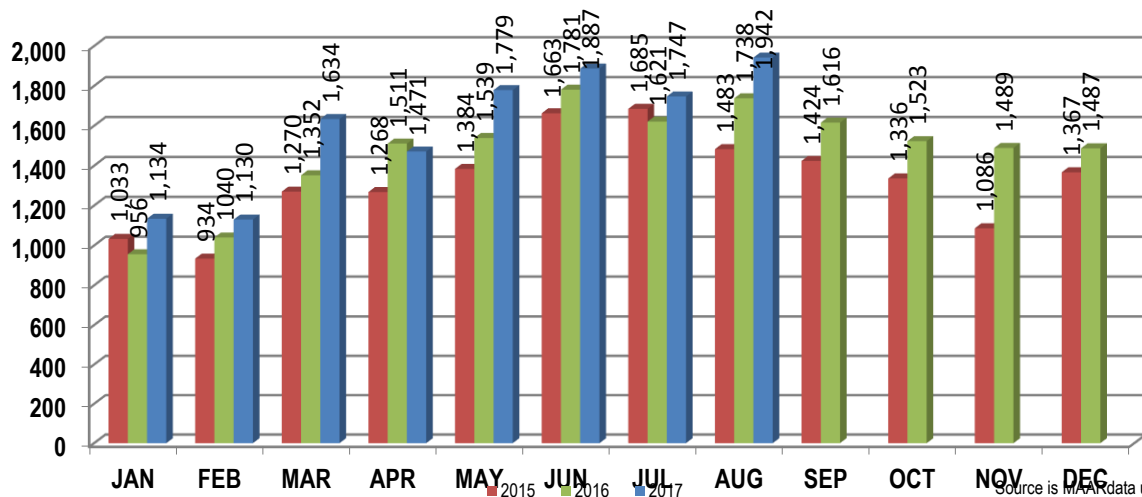
	August Existing Home Sales			YTD Existing Home Sales		
	2017	2016	% change	2017	2016	% change
Units	1,877	1,686	11.3%	12,564	11,404	10.2%
Median Sales Price	\$142,000	\$137,000	3.6%	\$131,000	\$128,000	2.3%
Average Sales Price	\$177,191	\$169,503	4.5%	\$164,772	\$158,281	4.1%

	August New Home Sales			YTD New Home Sales		
	2017	2016	% change	2017	2016	% change
Units	65	74	-12.2%	501	521	-3.8%
Median Sales Price	\$299,900	\$280,380	7.0%	\$283,110	\$275,621	2.7%
Average Sales Price	\$355,992	\$312,791	13.8%	\$329,145	\$307,697	7.0%

	August Bank Sales			YTD Bank Sales*		
	2017	2016	% change	2017	2016	% change
Units	105	143	-26.6%	906	1,319	-31.3%
Median Sales Price	\$52,000	\$48,200	7.9%	\$50,555	\$47,555	6.3%
Average Sales Price	\$79,541	\$70,267	13.2%	\$74,554	\$73,359	1.6%

	August Non-Bank Sales			YTD Non-Bank Sales		
	2017	2016	% change	2017	2016	% change
Units	1,837	1,617	13.6%	12,159	10,606	14.6%
Median Sales Price	\$151,000	\$150,000	0.7%	\$145,000	\$145,000	0.0%
Average Sales Price	\$189,099	\$184,836	2.3%	\$178,267	\$176,182	1.2%

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.

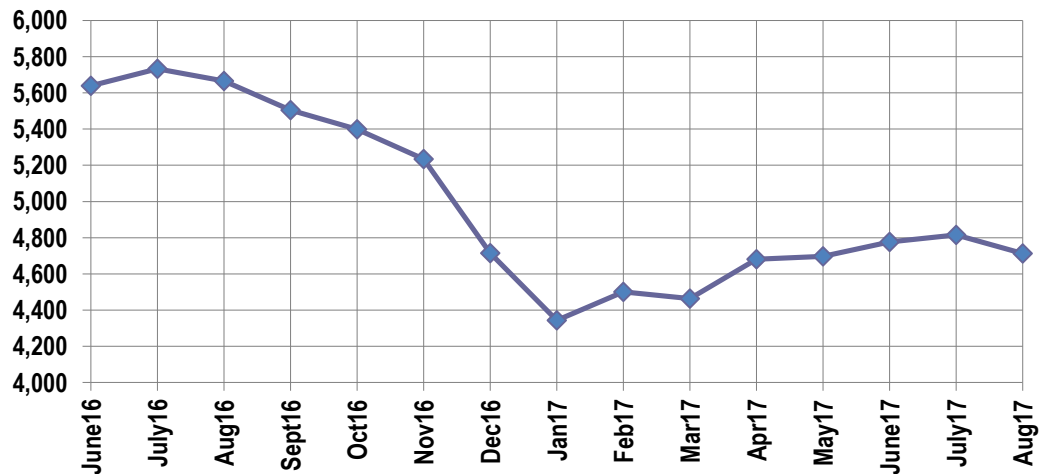
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 08-16-17)		
	Units	Ave. List Price
Single Family	4,479	\$270,379
Condo/Co-op	169	\$198,511
Duplex	65	\$82,509
Market Total	4,713	\$265,211

Pending Sales as of (08-16-17)		
	Units	Ave. List Price
Single Family	1,639	\$185,903
Condo/Co-op	41	\$149,132
Duplex	53	\$73,076
Market Total	1,733	\$181,582

	August Foreclosure Actions			YTD Foreclosure Actions		
	2017	2016	% change	2017	2016	% change
Total	129	173	-25.4%	1,348	1,581	-14.7%

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



Inventory

Sep-15	6,404	Sep-16	5,504
Oct-15	6,291	Oct-16	5,399
Nov-15	6,086	Nov-16	5,235
Dec-15	5,793	Dec-17	4,715
Jan-16	5,377	Jan-17	4,344
Feb-16	5,474	Feb-17	4,500
Mar-16	5,564	Mar-17	4,464
Apr-16	5,595	Apr-17	4,681
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

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Frayser	Units	79	79	0.0%	79	78	1.3%	1			13	18	-27.8%
	Median Sales Price	\$35,000	\$22,000	59.1%	\$35,000	\$22,000	59.1%				\$13,000	\$20,501	-36.6%
	Ave. Sales Price	\$49,699	\$42,568	16.8%	\$48,670	\$42,568	14.3%	\$129,900			\$32,386	\$21,560	50.2%
Raleigh/ Cov. Pike	Units	111	86	29.1%	111	86	29.1%				12	11	9.1%
	Median Sales Price	\$80,000	\$63,274	29.1%	\$80,000	\$63,274	29.1%				\$53,000	\$48,000	10.4%
	Ave. Sales Price	\$81,199	\$63,675	27.5%	\$81,199	\$63,675	27.5%				\$52,488	\$49,528	6.0%
Downtown	Units	43	49	-12.2%	43	48	-10.4%		1		2	2	0.0%
	Median Sales Price	\$225,500	\$231,644	-2.7%	\$225,500	\$228,822	-1.5%						
	Ave. Sales Price	\$224,444	\$238,186	-5.8%	\$224,444	\$236,728	-5.2%		\$308,164		\$3,375	\$7,800	-56.7%
Midtown	Units	89	79	12.7%	88	79	11.4%	1			3	5	-40.0%
	Median Sales Price	\$115,000	\$143,000	-19.6%	\$112,500	\$143,000	-21.3%				\$43,500	\$90,000	-51.7%
	Ave. Sales Price	\$143,550	\$179,212	-19.9%	\$139,955	\$179,212	-21.9%	\$459,900			\$33,729	\$120,200	-71.9%
S. Memphis	Units	55	31	77.4%	55	31	77.4%				4	6	33.3%
	Median Sales Price	\$20,000	\$14,300	39.9%	\$20,000	\$14,300	39.9%				\$14,915	\$18,500	-19.4%
	Ave. Sales Price	\$31,702	\$17,849	77.6%	\$31,702	\$17,849	77.6%				\$12,857	\$19,333	-33.5%
Berclair/ Highland Heights	Units	46	57	-19.3%	46	57	-19.3%				4	6	-33.3%
	Median Sales Price	\$43,000	\$37,500	14.7%	\$43,000	\$37,500	14.7%				\$27,250	\$27,975	-2.6%
	Ave. Sales Price	\$44,923	\$40,521	10.9%	\$44,923	\$40,521	10.9%				\$25,750	\$28,425	-9.4%
E. Memphis	Units	318	280	13.6%	317	278	14.0%	1	2	-50.0%	11	14	-21.4%
	Median Sales Price	\$160,000	\$141,325	13.2%	\$160,000	\$141,325	13.2%				\$58,000	\$44,950	29.0%
	Ave. Sales Price	\$225,015	\$185,623	21.2%	\$223,785	\$185,265	20.8%	\$615,000	\$235,349	161.3%	\$104,147	\$67,906	53.4%
Whitehaven	Units	62	59	5.1%	62	59	5.1%				7	13	-46.2%
	Median Sales Price	\$69,500	\$45,000	54.4%	\$69,500	\$45,000	54.4%				\$38,501	\$26,000	48.1%
	Ave. Sales Price	\$62,179	\$50,532	23.0%	\$62,179	\$50,532	23.0%				\$37,541	\$38,161	-1.6%
Parkway Village/ Oakhaven	Units	65	48	35.4%	65	48	35.4%				8	7	14.3%
	Median Sales Price	\$53,000	\$47,100	12.5%	\$53,000	\$47,100	12.5%				\$38,550	\$30,604	26.0%
	Ave. Sales Price	\$60,065	\$51,188	17.3%	\$60,065	\$51,188	17.3%				\$36,918	\$33,566	10.0%
Hickory Hill	Units	146	103	41.7%	142	102	39.2%	4	1	300.0%	5	20	-75.0%
	Median Sales Price	\$101,950	\$85,000	19.9%	\$101,325	\$84,500	19.9%	\$270,423			\$68,200	\$70,000	-2.6%
	Ave. Sales Price	\$102,452	\$87,066	17.7%	\$98,200	\$86,105	14.0%	\$253,404	\$185,064	36.9%	\$69,830	\$72,454	-3.6%
Southwind	Units	14	17	-17.6%	12	17	-29.4%	2			1	1	0.0%
	Median Sales Price	\$187,250	\$155,000	20.8%	\$177,750	\$155,000	14.7%						
	Ave. Sales Price	\$233,096	\$181,076	23.2%	\$208,000	\$181,076	14.9%	\$313,672			\$259,000	\$155,000	67.1%

		August Total Sales			August Existing Sales			August New Home Sales			August Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Cordova	Units	261	240	8.8%	253	227	11.5%	8	13	-38.5%	14	15	-6.7%
	Median Sales Price	\$154,400	\$145,500	6.1%	\$153,000	\$138,000	10.9%	\$241,790	\$265,900	-9.1%	\$107,200	\$110,000	-2.6%
	Ave. Sales Price	\$169,270	\$153,958	9.9%	\$166,966	\$148,224	12.6%	\$242,128	\$254,092	-4.7%	\$125,248	\$104,069	20.4%
Bartlett	Units	128	134	-4.5%	116	121	-4.1%	12	13	-7.7%	1	5	-80.0%
	Median Sales Price	\$194,000	\$183,000	6.0%	\$187,250	\$177,500	5.5%	\$298,940	\$240,900	24.1%		\$129,900	
	Ave. Sales Price	\$203,322	\$188,619	7.8%	\$192,294	\$183,006	5.1%	\$309,927	\$240,857	28.7%	\$91,500	\$130,296	-29.8%
G'town	Units	97	99	-2.0%	96	99	-3.0%	1			3	2	50.0%
	Median Sales Price	\$310,000	\$268,000	15.7%	\$305,000	\$268,000	13.8%				\$270,000		
	Ave. Sales Price	\$354,260	\$327,258	8.3%	\$351,310	\$327,258	7.3%	\$637,500			\$262,633	\$300,250	-12.5%
Collierville	Units	147	138	6.5%	132	120	10.0%	15	18	-16.7%	3	3	0.0%
	Median Sales Price	\$327,000	\$349,950	-6.6%	\$314,000	\$322,500	-2.6%	\$505,000	\$437,341	15.5%	\$195,000	\$180,000	8.3%
	Ave. Sales Price	\$358,211	\$367,719	-2.6%	\$338,649	\$352,223	-3.9%	\$530,357	\$471,025	12.6%	\$202,500	\$223,966	-9.6%
Lateland	Units	40	23	73.9%	40	23	73.9%				2	1	100.0%
	Median Sales Price	\$250,000	\$261,800	-4.5%	\$250,000	\$261,800	-4.5%						
	Ave. Sales Price	\$252,065	\$257,632	-2.2%	\$252,065	\$257,632	-2.2%				\$140,500	\$320,000	-56.1%
Arlington	Units	49	53	-7.5%	44	46	-4.3%	5	7	-28.6%	1	2	-50.0%
	Median Sales Price	\$239,900	\$237,000	1.2%	\$231,950	\$228,000	1.7%	\$310,645	\$293,045	6.0%			
	Ave. Sales Price	\$247,026	\$243,989	1.2%	\$237,553	\$233,231	1.9%	\$330,387	\$314,681	5.0%	\$220,000	\$136,000	61.8%
Millington	Units	21	20	5.0%	21	20	5.0%				2	3	-33.3%
	Median Sales Price	\$140,000	\$76,900	82.1%	\$140,000	\$76,900	82.1%					\$42,500	
	Ave. Sales Price	\$143,757	\$104,047	38.2%	\$143,757	\$104,047	38.2%				\$113,450	\$44,167	156.9%
Shelby County	Units	1,760	1,580	11.4%	1,710	1,525	12.1%	50	55	-9.1%	95	131	-27.5%
	Median Sales Price	\$142,500	\$138,000	3.3%	\$138,800	\$133,500	4.0%	\$334,104	\$293,045	14.0%	\$52,000	\$48,200	7.9%
	Ave. Sales Price	\$181,368	\$173,141	4.8%	\$175,709	\$167,530	4.9%	\$374,934	\$328,718	14.1%	\$79,583	\$70,361	13.1%
Fayette County	Units	94	81	16.0%	87	69	26.1%	7	12	-41.7%	5	4	25.0%
	Median Sales Price	\$217,000	\$189,000	14.8%	\$213,000	\$179,000	19.0%	\$249,900	\$234,875	6.4%	\$94,000	\$17,950	423.7%
	Ave. Sales Price	\$252,171	\$243,220	3.7%	\$249,380	\$238,853	4.4%	\$286,861	\$268,331	6.9%	\$75,482	\$29,956	152.0%
Tipton County	Units	88	99	-11.1%	80	92	-13.0%	8	7	14.3%	5	8	-37.5%
	Median Sales Price	\$140,000	\$145,000	-3.4%	\$138,500	\$139,950	-1.0%	\$279,405	\$259,900	7.5%	\$51,000	\$71,750	-28.9%
	Ave. Sales Price	\$145,611	\$158,232	-8.0%	\$130,362	\$150,194	-13.2%	\$298,099	\$263,870	13.0%	\$82,800	\$88,888	-6.9%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Frayser	Units	619	505	22.6%	616	504	22.2%	3	1	200	80	118	-32.2%
	Median Sales Price	\$30,000	\$22,000	36.4%	\$30,000	\$22,000	36.4%	\$129,900			\$20,128	\$16,910	19.0%
	Ave. Sales Price	\$43,220	\$38,066	13.5%	\$42,968	\$38,017	13.0%	\$94,933	\$63,000	50.7%	\$30,118	\$23,446	28.5%
Raleigh/ Cov. Pike	Units	724	623	16.2%	723	612	18.1%	1	11	-90.9%	88	105	-16.2%
	Median Sales Price	\$76,000	\$65,089	16.8%	\$76,000	\$65,000	16.9%		\$153,900		\$51,150	\$45,234	13.1%
	Ave. Sales Price	\$76,448	\$68,722	11.2%	\$76,441	\$67,307	13.6%	\$81,500	\$147,454	-44.7%	\$53,099	\$45,921	15.6%
Downtown	Units	371	336	10.4%	368	321	14.6%	3	15	-80.0%	11	21	-47.6%
	Median Sales Price	\$225,000	\$215,500	4.4%	\$224,422	\$210,000	6.9%	\$255,738	\$315,067	-18.8%	\$8,924	\$20,500	-56.5%
	Ave. Sales Price	\$233,465	\$224,120	4.2%	\$233,199	\$219,152	6.4%	\$266,117	\$330,427	-19.5%	\$30,021	\$48,536	-38.2%
Midtown	Units	659	589	11.9%	657	588	11.7%	2	1	100.0%	31	52	-40.4%
	Median Sales Price	\$137,500	\$139,900	-1.7%	\$137,000	\$139,900	-2.1%				\$54,000	\$31,450	71.7%
	Ave. Sales Price	\$159,251	\$164,300	-3.1%	\$158,589	\$163,831	-3.2%	\$376,700	\$440,000	-14.4%	\$71,020	\$78,019	-9.0%
S. Memphis	Units	354	256	38.3%	354	256	38.3%				53	71	-25.4%
	Median Sales Price	\$18,750	\$15,000	25.0%	\$18,750	\$15,000	25.0%				\$15,000	\$12,000	25.0%
	Ave. Sales Price	\$25,526	\$21,094	21.0%	\$25,526	\$21,094	21.0%				\$16,596	\$18,102	-8.3%
Berclair/ Highland Heights	Units	395	447	-11.6%	395	447	-11.6%				37	67	-44.8%
	Median Sales Price	\$39,981	\$30,000	33.3%	\$39,981	\$30,000	33.3%				\$32,340	\$24,334	32.9%
	Ave. Sales Price	\$42,475	\$36,309	17.0%	\$42,475	\$36,309	17.0%				\$32,607	\$27,955	16.6%
E. Memphis	Units	2,218	2,026	9.5%	2,214	2,016	9.8%	4	10	-60.0%	97	149	-34.9%
	Median Sales Price	\$139,000	\$134,000	3.7%	\$138,000	\$133,000	3.8%	\$511,500	\$393,250	30.1%	\$41,000	\$35,951	14.0%
	Ave. Sales Price	\$183,687	\$180,542	1.7%	\$183,057	\$179,045	2.2%	\$532,750	\$482,399	10.4%	\$67,720	\$60,220	12.5%
Whitehaven	Units	509	457	11.4%	508	457	11.2%	1			88	105	-16.2%
	Median Sales Price	\$56,000	\$50,000	12.0%	\$56,000	\$50,000	12.0%				\$36,025	\$28,120	28.1%
	Ave. Sales Price	\$59,203	\$55,207	7.2%	\$58,922	\$55,207	6.7%	\$202,000			\$39,992	\$35,097	13.9%
Parkway Village/ Oakhaven	Units	417	390	6.9%	417	389	7.2%		1		60	64	-6.3%
	Median Sales Price	\$52,000	\$41,850	24.3%	\$52,000	\$41,700	24.7%				\$40,005	\$30,005	33.3%
	Ave. Sales Price	\$56,347	\$48,611	15.9%	\$56,347	\$48,502	16.2%		\$91,000		\$41,549	\$31,076	33.7%
Hickory Hill	Units	958	786	21.9%	926	761	21.7%	32	25	28.0%	75	148	-49.3%
	Median Sales Price	\$96,000	\$88,250	8.8%	\$94,450	\$85,989	9.8%	\$207,538	\$208,532	-0.4%	\$64,000	\$57,813	10.7%
	Ave. Sales Price	\$99,470	\$92,581	7.4%	\$95,884	\$88,871	7.9%	\$203,229	\$205,501	-1.1%	\$69,627	\$68,312	1.9%
Southwind	Units	123	92	33.7%	111	85	30.6%	12	7	71.4%	10	9	11.1%
	Median Sales Price	\$187,354	\$178,589	4.9%	\$180,000	\$165,000	9.1%	\$241,418	\$288,379	-16.3%	\$122,260	\$189,900	-35.6%
	Ave. Sales Price	\$238,889	\$235,663	1.4%	\$235,076	\$231,729	1.4%	\$274,159	\$283,427	-3.3%	\$159,360	\$233,521	-31.8%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Cordova	Units	1,638	1,569	4.4%	1,549	1,490	4.0%	89	79	12.7%	84	135	-37.8%
	Median Sales Price	\$150,865	\$144,500	4.4%	\$148,000	\$140,000	5.7%	\$217,300	\$206,000	5.5%	\$114,325	\$110,000	3.9%
	Ave. Sales Price	\$167,179	\$159,350	4.9%	\$163,260	\$155,843	4.8%	\$235,394	\$225,505	4.4%	\$127,798	\$121,044	5.6%
Bartlett	Units	908	874	3.9%	813	769	5.7%	95	105	-9.5%	27	74	-63.5%
	Median Sales Price	\$190,000	\$178,950	6.2%	\$180,000	\$169,000	6.5%	\$276,698	\$251,665	10.0%	\$148,000	\$135,738	9.0%
	Ave. Sales Price	\$200,478	\$186,016	7.8%	\$190,708	\$176,414	8.1%	\$284,090	\$256,333	10.8%	\$171,032	\$138,548	23.4%
G'town	Units	616	612	0.7%	594	600	-1.0%	22	12	83.3%	6	15	-60.0%
	Median Sales Price	\$305,000	\$270,000	13.0%	\$300,000	\$268,250	11.8%	\$684,492	\$583,250	17.4%	\$194,750	\$230,000	-15.3%
	Ave. Sales Price	\$362,795	\$318,297	14.0%	\$348,272	\$312,249	11.5%	\$754,911	\$620,704	21.6%	\$221,266	\$297,633	-25.7%
Collierville	Units	852	807	5.6%	776	720	7.8%	76	87	-12.6%	14	20	-30.0%
	Median Sales Price	\$335,000	\$315,000	6.3%	\$320,000	\$295,450	8.3%	\$469,000	\$435,384	7.7%	\$236,200	\$205,875	14.7%
	Ave. Sales Price	\$353,943	\$337,123	5.0%	\$339,920	\$321,921	5.6%	\$497,131	\$462,935	7.4%	\$254,534	\$273,535	-6.9%
Lateland	Units	233	207	12.6%	228	200	14.0%	5	7	-28.6%	10	7	42.9%
	Median Sales Price	\$253,000	\$255,000	-0.8%	\$251,000	\$255,000	-1.6%	\$356,999	\$349,999	2.0%	\$198,700	\$131,000	51.7%
	Ave. Sales Price	\$269,518	\$270,485	-0.4%	\$266,945	\$267,732	-0.3%	\$386,817	\$349,128	10.8%	\$205,731	\$174,428	18.0%
Arlington	Units	286	286	0.0%	257	248	3.6%	29	38	-23.7%	8	19	-57.9%
	Median Sales Price	\$240,000	\$231,951	3.5%	\$230,000	\$219,125	5.0%	\$310,850	\$297,175	4.6%	\$192,500	\$170,500	12.9%
	Ave. Sales Price	\$247,431	\$233,037	6.2%	\$237,837	\$220,168	8.0%	\$332,455	\$317,028	4.9%	\$184,658	\$171,725	7.5%
Millington	Units	155	156	-0.6%	155	156	-0.6%				18	24	-25.0%
	Median Sales Price	\$118,000	\$100,000	18.0%	\$118,000	\$100,000	18.0%				\$72,500	\$63,493	14.2%
	Ave. Sales Price	\$131,830	\$119,163	10.6%	\$131,830	\$119,163	10.6%				\$110,962	\$79,599	39.4%
Shelby County	Units	11,917	10,846	9.9%	11,543	10,447	10.5%	374	399	-6.3%	788	1,186	-33.6%
	Median Sales Price	\$132,500	\$130,000	1.9%	\$129,000	\$125,000	3.2%	\$293,200	\$281,443	4.2%	\$48,878	\$45,500	7.4%
	Ave. Sales Price	\$169,385	\$163,925	3.3%	\$163,789	\$158,119	3.6%	\$342,107	\$315,946	8.3%	\$72,270	\$72,041	0.3%
Fayette County	Units	531	483	9.9%	449	402	11.7%	82	81	1.2%	41	42	-2.4%
	Median Sales Price	\$206,000	\$182,519	12.9%	\$191,000	\$167,750	13.9%	\$255,620	\$249,900	2.3%	\$99,900	\$82,663	20.1%
	Ave. Sales Price	\$234,625	\$211,003	11.2%	\$222,358	\$196,170	13.3%	\$301,792	\$284,622	6.0%	\$118,253	\$113,474	4.2%
Tipton County	Units	617	596	3.5%	572	555	3.1%	45	41	9.8%	77	91	-15.4%
	Median Sales Price	\$144,900	\$135,250	7.1%	\$140,000	\$132,000	6.1%	\$279,000	\$269,900	3.4%	\$60,000	\$60,375	-0.6%
	Ave. Sales Price	\$149,034	\$143,460	3.9%	\$139,418	\$133,891	4.1%	\$271,261	\$273,002	-0.6%	\$74,664	\$72,026	3.7%