

Sales Summary

	June Total Sales			YTD Total Sales		
	2015	2014	% change	2015	2014	% change
Units	1,663	1,643	1.2%	7,713	7,542	2.3%
Median Sales Price	\$142,000	\$134,000	6.0%	\$125,000	\$115,000	8.7%
Average Sales Price	\$171,884	\$167,498	2.6%	\$155,713	\$150,206	3.7%

	June Existing Sales			YTD Existing Home Sales		
	2015	2014	% change	2015	2014	% change
Units	1,624	1,543	5.3%	7,419	7,141	3.9%
Median Sales Price	\$138,000	\$125,000	10.4%	\$120,000	\$108,000	11.1%
Average Sales Price	\$168,514	\$159,428	5.7%	\$150,472	\$143,206	5.1%

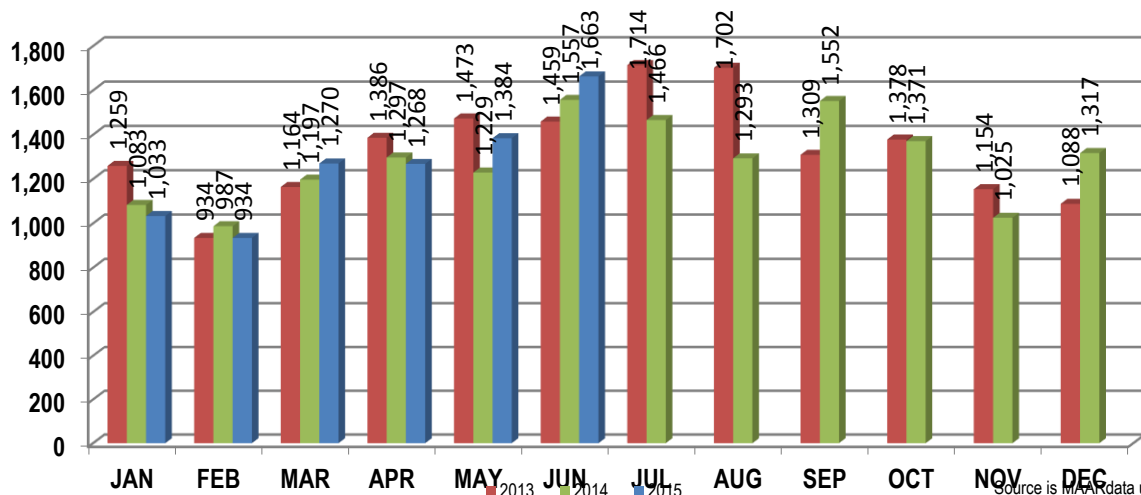
	June New Home Sales			YTD New Home Sales		
	2015	2014	% change	2015	2014	% change
Units	39	100	-61.0%	294	401	-26.7%
Median Sales Price	\$269,950	\$248,075	8.8%	\$265,741	\$235,000	13.1%
Average Sales Price	\$312,198	\$292,019	6.9%	\$287,982	\$274,864	4.8%

	June Bank Sales			YTD Bank Sales*		
	2015	2014	% change	2015	2014	% change
Units	185	203	-8.9%	1,089	1,232	-11.6%
Median Sales Price	\$49,900	\$46,000	8.5%	\$52,000	\$49,000	6.1%
Average Sales Price	\$74,486	\$71,270	4.5%	\$73,371	\$70,164	4.6%

	June Non-Bank Sales			YTD Non-Bank Sales		
	2015	2014	% change	2015	2014	% change
Units	1,478	1,440	2.6%	6,624	6,310	5.0%
Median Sales Price	\$154,900	\$145,000	6.8%	\$139,000	\$130,500	6.5%
Average Sales Price	\$184,075	\$181,063	1.7%	\$169,250	\$165,834	2.1%

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



Source is MAAR data unless otherwise noted.

Active Listings, Pending Sales and Foreclosure Action Summary

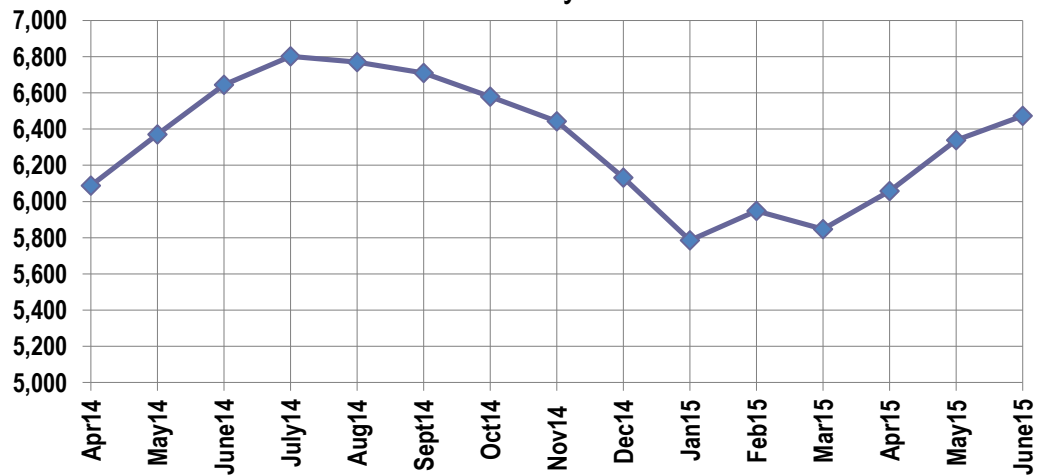
Active Listings (as of 06-16-15)		
	Units	Ave. List Price
Single Family	6,085	\$235,864
Condo/Co-op	283	\$161,115
Duplex	104	\$71,274
Market Total	6,472	\$229,951

Pending Sales (as of 06-16-15)		
	Units	Ave. List Price
Single Family	1,752	\$176,604
Condo/Co-op	74	\$146,756
Duplex	13	\$80,738
Market Total	1,839	\$174,726

	June Foreclosure Actions			YTD Foreclosure Actions		
	2015	2014	% change	2015	2014	% change
Total	279	251	11.2%	1,542	1,631	-5.5%

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

Inventory



Jul-13	6,774	Jul-14	6,801
Aug-13	6,599	Aug-14	6,770
Sep-13	6,678	Sep-14	6,710
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

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2015	2014	% change	2015	2014	% change	2015	2014	% change	2015	2014	% change
Frayser	Units	69	43	60.5%	68	43	58.1%	1		-	14	18	-22.2%
	Median Sales Price	\$25,500	\$19,000	34.2%	\$25,500	\$19,000	34.2%			-	\$20,425	\$17,300	18.1%
	Ave. Sales Price	\$43,717	\$31,852	37.3%	\$42,669	\$31,852	34.0%	\$115,000		-	\$20,853	\$18,991	9.8%
Raleigh/ Cov. Pike	Units	84	103	-18.4%	84	100	-16.0%		3		23	21	9.5%
	Median Sales Price	\$54,350	\$69,900	-22.3%	\$54,350	\$66,950	-18.8%		\$74,000		\$35,500	\$53,812	-34.0%
	Ave. Sales Price	\$57,697	\$69,533	-17.0%	\$57,697	\$69,309	-16.8%		\$77,000		\$44,921	\$50,484	-11.0%
Downtown	Units	50	38	31.6%	49	37	32.4%	1	1	0.0%	3	3	0.0%
	Median Sales Price	\$202,500	\$205,975	-1.7%	\$200,000	\$207,000	-3.4%				\$36,500	\$149,000	-75.5%
	Ave. Sales Price	\$216,691	\$197,939	9.5%	\$212,562	\$200,910	5.8%	\$419,000	\$88,000	376.1%	\$60,316	\$113,066	-46.7%
Midtown	Units	96	87	10.3%	96	86	11.6%		1		10	8	25.0%
	Median Sales Price	\$161,200	\$145,000	11.2%	\$161,200	\$145,000	11.2%				\$23,351	\$21,400	9.1%
	Ave. Sales Price	\$180,991	\$183,723	-1.5%	\$180,991	\$181,296	-0.2%		\$392,500		\$39,916	\$50,386	-20.8%
S. Memphis	Units	34	32	6.3%	34	32	6.3%			-	7	10	-30.0%
	Median Sales Price	\$30,500	\$17,376	75.5%	\$30,500	\$17,376	75.5%		-		\$10,120	\$14,476	-30.1%
	Ave. Sales Price	\$35,044	\$21,247	64.9%	\$35,044	\$21,247	64.9%			-	\$14,553	\$14,861	-2.1%
Berclair/ Highland Heights	Units	55	66	-16.7%	55	66	-16.7%		-	-	9	9	0.0%
	Median Sales Price	\$33,000	\$34,375	-4.0%	\$33,000	\$34,375	-4.0%		-	-	\$26,888	\$28,500	-5.7%
	Ave. Sales Price	\$38,642	\$34,703	11.4%	\$38,642	\$34,703	11.4%		-	-	\$36,824	\$29,403	25.2%
E. Memphis	Units	287	297	-3.4%	286	295	-3.1%	1	2	-50.0%	16	15	6.7%
	Median Sales Price	\$148,000	\$139,000	6.5%	\$147,000	\$137,000	7.3%				\$33,713	\$30,100	12.0%
	Ave. Sales Price	\$199,900	\$180,877	10.5%	\$198,134	\$177,849	11.4%	\$705,000	\$627,500	12.4%	\$60,462	\$68,675	-12.0%
Whitehaven	Units	52	49	6.1%	52	49	6.1%				11	20	-45.0%
	Median Sales Price	\$54,850	\$37,200	47.4%	\$54,850	\$37,200	47.4%				\$19,000	\$29,750	-36.1%
	Ave. Sales Price	\$54,386	\$41,908	29.8%	\$54,386	\$41,908	29.8%				\$31,054	\$27,790	11.7%
Parkway Village/ Oakhaven	Units	33	48	-31.3%	33	48	-31.3%				7	10	-30.0%
	Median Sales Price	\$35,000	\$41,900	-16.5%	\$35,000	\$41,900	-16.5%				\$24,750	\$27,250	-9.2%
	Ave. Sales Price	\$42,173	\$42,035	0.3%	\$42,173	\$42,035	0.3%				\$28,123	\$32,576	-13.7%
Hickory Hill	Units	119	104	14.4%	119	97	22.7%		7		27	29	-6.9%
	Median Sales Price	\$92,900	\$75,816	22.5%	\$92,900	\$75,000	23.9%		\$176,750		\$65,500	\$54,980	19.1%
	Ave. Sales Price	\$92,269	\$80,111	15.2%	\$92,269	\$72,691	26.9%		\$182,934		\$76,808	\$64,201	19.6%
Southwind	Units	9	14	-35.7%	9	10	-10.0%		4		1	3	-66.7%
	Median Sales Price	\$161,000	\$245,975	-34.5%	\$161,000	\$321,863	-50.0%		\$239,950			\$110,000	
	Ave. Sales Price	\$215,311	\$338,894	-36.5%	\$215,311	\$380,777	-43.5%		\$234,187		\$575,000	\$117,216	390.6%

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2015	2014	% change	2015	2014	% change	2015	2014	% change	2015	2014	% change
Cordova	Units	223	235	-5.1%	215	215	0.0%	8	20	-60.0%	29	22	31.8%
	Median Sales Price	\$135,000	\$129,500	4.2%	\$134,000	\$123,500	8.5%	\$206,903	\$162,352	27.4%	\$107,101	\$98,250	9.0%
	Ave. Sales Price	\$148,280	\$141,571	4.7%	\$146,185	\$137,178	6.6%	\$204,580	\$188,797	8.4%	\$122,021	\$99,425	22.7%
Bartlett	Units	107	110	-2.7%	98	93	5.4%	9	17	-47.1%	6	13	-53.8%
	Median Sales Price	\$170,000	\$154,950	9.7%	\$165,500	\$144,900	14.2%	\$228,485	\$219,000	4.3%	\$107,838	\$125,000	-13.7%
	Ave. Sales Price	\$178,313	\$163,405	9.1%	\$172,271	\$150,352	14.6%	\$244,100	\$234,813	4.0%	\$117,329	\$124,136	-5.5%
G'town	Units	91	102	-10.8%	91	98	-7.1%		4		3	3	0.0%
	Median Sales Price	\$267,000	\$282,500	-5.5%	\$267,000	\$277,450	-3.8%		\$699,500		\$195,000	\$154,000	26.6%
	Ave. Sales Price	\$304,657	\$312,358	-2.5%	\$304,657	\$297,975	2.2%		\$664,750		\$315,570	\$196,300	60.8%
Collierville	Units	143	158	-9.5%	134	136	-1.5%	9	22	-60.0%	3	4	-25.0%
	Median Sales Price	\$298,000	\$302,500	-1.5%	\$289,700	\$292,000	-0.8%	\$434,668	\$420,400	3.4%	\$220,000	\$437,500	-49.7%
	Ave. Sales Price	\$330,585	\$324,134	2.0%	\$322,112	\$309,849	4.0%	\$456,735	\$412,442	10.7%	\$178,333	\$397,062	-55.1%
Lateland	Units	35	21	66.7%	33	19	73.7%	2	2	0.0%	1	1	0.0%
	Median Sales Price	\$265,000	\$320,000	-17.2%	\$261,075	\$280,000	-6.8%						
	Ave. Sales Price	\$270,191	\$319,957	-15.6%	\$262,157	\$312,802	-16.2%	\$402,479	\$387,929	3.8%	\$156,200	\$41,500	276.4%
Arlington	Units	31	25	24.0%	30	23	30.4%	1	2	-50.0%	1		
	Median Sales Price	\$238,000	\$185,000	28.6%	\$234,000	\$180,000	30.0%						
	Ave. Sales Price	\$219,411	\$204,876	7.1%	\$217,726	\$196,630	10.7%	\$269,950	\$299,700	-9.9%	\$65,000		
Millington	Units	14	18	-22.2%	14	18	-22.2%				1	4	-75.0%
	Median Sales Price	\$123,500	\$80,750	52.9%	\$123,500	\$80,750	52.9%					\$81,500	
	Ave. Sales Price	\$123,664	\$116,244	6.4%	\$123,664	\$116,244	6.4%				\$31,000	\$151,750	-79.6%
Shelby County	Units	1,511	1,524	-0.9%	1,479	1,439	2.8%	32	85	-62.4%	980	1,136	-13.7%
	Median Sales Price	\$138,000	\$130,125	6.1%	\$135,000	\$123,500	9.3%	\$262,884	\$244,900	7.3%	\$50,400	\$47,005	7.2%
	Ave. Sales Price	\$170,955	\$166,533	2.7%	\$167,718	\$158,956	5.5%	\$320,581	\$294,818	8.7%	\$71,860	\$68,932	4.2%
Fayette County	Units	55	59	-6.8%	51	49	4.1%	4	10	-60.0%	6	6	0.0%
	Median Sales Price	\$223,000	\$200,000	11.5%	\$209,900	\$170,000	23.5%	\$293,411	\$243,988	20.3%	\$140,000	\$70,250	99.3%
	Ave. Sales Price	\$234,843	\$223,367	5.1%	\$231,371	\$213,245	8.5%	\$279,112	\$272,967	2.3%	\$139,666	\$73,533	89.9%
Tipton County	Units	97	60	61.7%	94	55	70.9%	3	5	-40.0%	6	10	-40.0%
	Median Sales Price	\$145,000	\$128,650	12.7%	\$140,000	\$115,000	21.7%	\$259,900	\$265,000	-1.9%	\$68,318	\$46,750	46.1%
	Ave. Sales Price	\$150,649	\$137,061	9.9%	\$146,938	\$123,836	18.7%	\$266,900	\$282,539	-5.5%	\$83,139	\$68,543	21.3%

		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	333	271	22.9%	332	270	23.0%	1	1	0.0%	80	78	2.6%
	Median Sales Price	\$22,200	\$20,000	11.0%	\$22,100	\$20,000	10.5%			-	\$15,350	\$16,825	-8.8%
	Ave. Sales Price	\$35,781	\$35,307	1.3%	\$35,543	\$35,126	1.2%	\$115,000	\$84,000	36.9%	\$19,770	\$26,126	-24.3%
Raleigh/ Cov. Pike	Units	462	496	-6.9%	462	489	-5.5%		7		106	122	-13.1%
	Median Sales Price	\$57,750	\$58,350	-1.0%	\$57,750	\$58,000	-0.4%		\$83,000		\$45,000	\$44,751	0.6%
	Ave. Sales Price	\$61,048	\$61,058	0.0%	\$61,048	\$60,330	1.2%		\$111,892		\$48,598	\$45,517	6.8%
Downtown	Units	207	179	15.6%	204	174	17.2%	3	5	-40.0%	14	20	-30.0%
	Median Sales Price	\$187,900	\$185,000	1.6%	\$186,400	\$186,250	0.1%	\$335,000	\$95,000	252.6%	\$39,250	\$47,081	-16.6%
	Ave. Sales Price	\$190,203	\$185,323	2.6%	\$188,838	\$187,798	0.6%	\$283,000	\$99,200	185.3%	\$73,028	\$83,889	-13.0%
Midtown	Units	386	378	2.1%	385	376	2.4%	1	2	-50.0%	43	53	-18.9%
	Median Sales Price	\$125,000	\$124,000	0.8%	\$125,000	\$124,000	0.8%				\$35,000	\$25,985	34.7%
	Ave. Sales Price	\$146,574	\$145,034	1.1%	\$146,799	\$144,463	1.6%	\$60,000	\$252,500	-76.2%	\$52,259	\$52,428	-0.3%
S. Memphis	Units	187	189	-1.1%	186	189	-1.6%	1		-	49	74	-33.8%
	Median Sales Price	\$15,000	\$15,000	0.0%	\$15,000	\$15,000	0.0%		-		\$13,000	\$11,975	8.6%
	Ave. Sales Price	\$22,064	\$19,902	10.9%	\$21,915	\$19,902	10.1%	\$49,800		-	\$12,977	\$15,013	-13.6%
Berclair/ Highland Heights	Units	275	282	-2.5%	274	282	-2.8%	1	-	-	43	64	-32.8%
	Median Sales Price	\$31,375	\$32,000	-2.0%	\$31,188	\$32,000	-2.5%		-	-	\$27,120	\$27,694	-2.1%
	Ave. Sales Price	\$36,594	\$33,785	8.3%	\$36,528	\$33,785	8.1%	\$54,900	-	-	\$29,159	\$27,874	4.6%
E. Memphis	Units	1,256	1,216	3.3%	1,250	1,210	3.3%	6	6	0.0%	125	135	-7.4%
	Median Sales Price	\$130,000	\$120,750	7.7%	\$129,900	\$120,250	8.0%	\$665,000	\$430,000	54.7%	\$37,500	\$33,000	13.6%
	Ave. Sales Price	\$170,156	\$172,095	-1.1%	\$168,518	\$171,122	-1.5%	\$511,375	\$368,333	38.8%	\$66,818	\$61,195	9.2%
Whitehaven	Units	254	290	-12.4%	254	290	-12.4%				67	96	-30.2%
	Median Sales Price	\$48,500	\$44,250	9.6%	\$48,500	\$44,250	9.6%				\$33,600	\$32,426	3.6%
	Ave. Sales Price	\$51,883	\$49,743	4.3%	\$51,883	\$49,743	4.3%				\$37,373	\$35,389	5.6%
Parkway/ Village/ Oakhaven	Units	254	250	1.6%	252	248	1.6%	2	2	0.0%	45	55	-18.2%
	Median Sales Price	\$39,948	\$41,331	-3.3%	\$39,900	\$41,081	-2.9%				\$29,595	\$31,611	-6.4%
	Ave. Sales Price	\$46,613	\$44,331	5.1%	\$46,413	\$44,112	5.2%	\$71,850	\$71,500	0.5%	\$30,765	\$33,720	-8.8%
Hickory Hill	Units	600	634	-5.4%	586	604	-3.0%	14	30	-53.3%	141	147	-4.1%
	Median Sales Price	\$85,875	\$77,000	11.5%	\$85,000	\$75,000	13.3%	\$164,700	\$170,123	-3.2%	\$57,750	\$54,900	5.2%
	Ave. Sales Price	\$88,713	\$81,004	9.5%	\$86,901	\$76,255	14.0%	\$164,563	\$176,605	-6.8%	\$70,367	\$63,561	10.7%
Southwind	Units	70	63	11.1%	65	52	25.0%	5	11	-54.6%	7	13	-46.2%
	Median Sales Price	\$195,500	\$212,500	-8.0%	\$185,000	\$148,350	24.7%	\$278,257	\$235,000	18.4%	\$125,300	\$108,000	16.0%
	Ave. Sales Price	\$236,089	\$280,144	-15.7%	\$233,226	\$288,981	-19.3%	\$273,311	\$238,368	14.7%	\$189,330	\$129,347	46.4%

		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	1,019	1,082	-5.8%	971	1,010	-3.9%	48	72	-33.3%	158	178	-11.2%
	Median Sales Price	\$134,900	\$125,000	7.9%	\$131,500	\$121,510	8.2%	\$186,371	\$168,100	10.9%	\$100,075	\$95,054	5.3%
	Ave. Sales Price	\$144,796	\$137,226	5.5%	\$142,155	\$133,425	6.5%	\$198,237	\$190,541	4.0%	\$108,190	\$103,587	4.4%
Bartlett	Units	489	460	6.3%	422	384	9.9%	67	76	-11.8%	48	56	-14.3%
	Median Sales Price	\$170,000	\$159,900	6.3%	\$161,500	\$145,750	10.8%	\$245,280	\$214,916	14.1%	\$106,100	\$107,490	-1.3%
	Ave. Sales Price	\$178,077	\$163,881	8.7%	\$167,636	\$151,798	10.4%	\$243,839	\$224,931	8.4%	\$129,684	\$116,412	11.4%
G'town	Units	390	388	0.5%	381	369	3.3%	9	19	-52.6%	11	17	-35.3%
	Median Sales Price	\$277,400	\$286,250	-3.1%	\$275,000	\$280,000	-1.8%	\$539,500	\$531,622	1.5%	\$225,000	\$190,000	18.4%
	Ave. Sales Price	\$332,582	\$332,999	-0.1%	\$328,028	\$318,696	2.9%	\$525,387	\$610,769	-14.0%	\$250,381	\$210,697	18.8%
Collierville	Units	570	547	4.2%	527	462	14.1%	43	85	-49.4%	23	15	53.3%
	Median Sales Price	\$285,000	\$295,000	-3.4%	\$279,000	\$274,250	1.7%	\$420,000	\$379,555	10.7%	\$197,000	\$255,000	-22.8%
	Ave. Sales Price	\$312,988	\$309,967	1.0%	\$303,356	\$295,948	2.5%	\$431,037	\$386,166	11.6%	\$235,413	\$293,791	-19.9%
Lateland	Units	151	113	33.6%	137	103	33.0%	14	10	40.0%	8	9	-11.1%
	Median Sales Price	\$253,000	\$230,000	10.0%	\$225,000	\$228,710	-1.6%	\$425,392	\$298,950	42.3%	\$153,100	\$214,000	-28.5%
	Ave. Sales Price	\$280,278	\$260,063	7.8%	\$265,879	\$254,830	4.3%	\$421,175	\$313,960	34.2%	\$180,400	\$193,050	-6.6%
Arlington	Units	171	122	40.2%	147	103	42.7%	24	19	26.3%	9	8	12.5%
	Median Sales Price	\$230,000	\$220,500	4.3%	\$218,000	\$215,000	1.4%	\$291,930	\$234,430	24.5%	\$152,000	\$230,000	-33.9%
	Ave. Sales Price	\$231,335	\$218,952	5.7%	\$219,965	\$212,786	3.4%	\$300,978	\$252,374	19.3%	\$149,674	\$203,159	-26.3%
Millington	Units	82	95	-13.7%	82	95	-13.7%				16	22	-27.3%
	Median Sales Price	\$98,500	\$95,000	3.7%	\$98,500	\$95,000	3.7%				\$62,250	\$94,750	-34.3%
	Ave. Sales Price	\$117,118	\$117,273	-0.1%	\$117,118	\$117,273	-0.1%				\$75,292	\$131,242	-42.6%
Shelby County	Units	7,041	6,936	1.5%	6,803	6,591	3.2%	238	345	-31.0%	173	187	-7.5%
	Median Sales Price	\$122,000	\$111,000	9.9%	\$118,000	\$105,000	12.4%	\$266,317	\$231,950	14.8%	\$47,500	\$45,000	5.6%
	Ave. Sales Price	\$154,854	\$148,977	3.9%	\$149,954	\$142,313	5.4%	\$294,924	\$276,286	6.7%	\$71,925	\$71,343	0.8%
Fayette County	Units	279	279	0.0%	240	244	-1.6%	39	35	11.4%	39	34	14.7%
	Median Sales Price	\$177,000	\$178,000	-0.6%	\$165,000	\$170,000	-2.9%	\$268,900	\$234,900	14.5%	\$70,000	\$88,950	-21.3%
	Ave. Sales Price	\$209,419	\$209,544	-0.1%	\$200,075	\$201,197	-0.6%	\$266,920	\$267,729	-0.3%	\$92,121	\$101,964	-9.7%
Tipton County	Units	393	327	20.2%	376	306	22.9%	17	21	-19.1%	70	62	12.9%
	Median Sales Price	\$127,500	\$117,000	9.0%	\$125,000	\$107,000	16.8%	\$247,211	\$265,000	-6.7%	\$73,798	\$70,550	4.6%
	Ave. Sales Price	\$132,978	\$125,636	5.8%	\$128,179	\$116,182	10.3%	\$239,115	\$263,395	-9.2%	\$84,085	\$75,282	11.7%