

**Sales Summary**

	June Total Sales			YTD Total Sales		
	2017	2016	% change	2017	2016	% change
Units	1,887	1,811	4.2%	9,240	8,488	8.9%
Median Sales Price	\$155,000	\$151,000	2.6%	\$132,000	\$129,000	2.3%
Average Sales Price	\$186,626	\$183,663	1.6%	\$166,090	\$159,154	4.4%

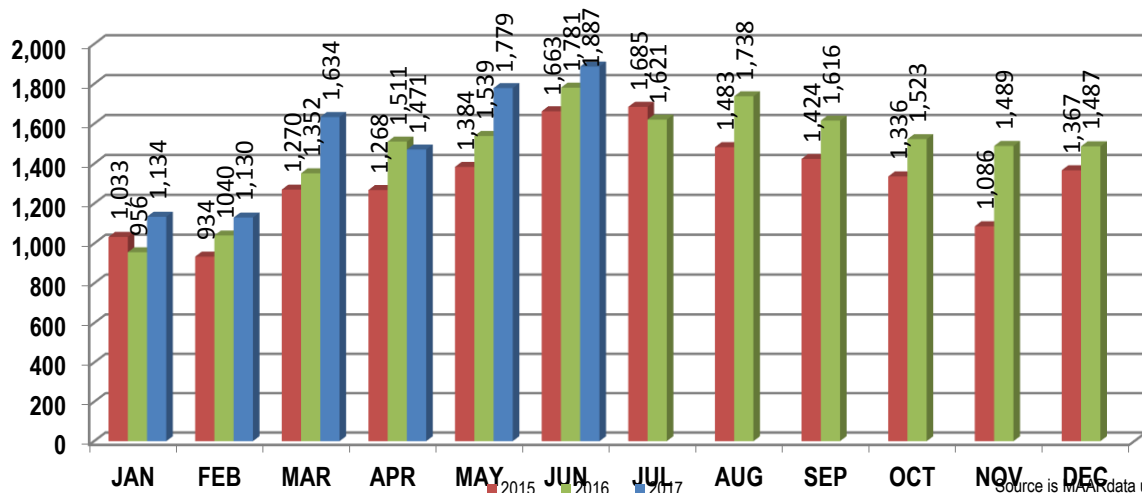
	June Existing Sales			YTD Existing Home Sales		
	2017	2016	% change	2017	2016	% change
Units	1,833	1,741	5.3%	8,876	8,113	9.4%
Median Sales Price	\$149,000	\$148,000	0.7%	\$127,900	\$123,900	3.2%
Average Sales Price	\$180,759	\$176,892	2.2%	\$159,715	\$152,542	4.7%

	June New Home Sales			YTD New Home Sales		
	2017	2016	% change	2017	2016	% change
Units	54	70	-22.9%	364	375	-2.9%
Median Sales Price	\$295,242	\$299,411	-1.4%	\$274,476	\$269,950	1.7%
Average Sales Price	\$385,770	\$352,077	9.6%	\$321,559	\$302,202	6.4%

	June Bank Sales			YTD Bank Sales*		
	2017	2016	% change	2017	2016	% change
Units	93	160	-41.9%	705	1,046	-32.6%
Median Sales Price	\$44,240	\$54,000	-18.1%	\$50,000	\$47,324	5.7%
Average Sales Price	\$75,813	\$78,944	-4.0%	\$73,403	\$73,467	-0.1%

	June Non-Bank Sales			YTD Non-Bank Sales		
	2017	2016	% change	2017	2016	% change
Units	1,794	1,651	8.7%	8,535	7,442	14.7%
Median Sales Price	\$160,000	\$161,741	-1.1%	\$140,100	\$140,000	0.1%
Average Sales Price	\$192,370	\$193,812	-0.7%	\$173,747	\$171,198	1.5%

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 M.A.R. data unless otherwise noted.

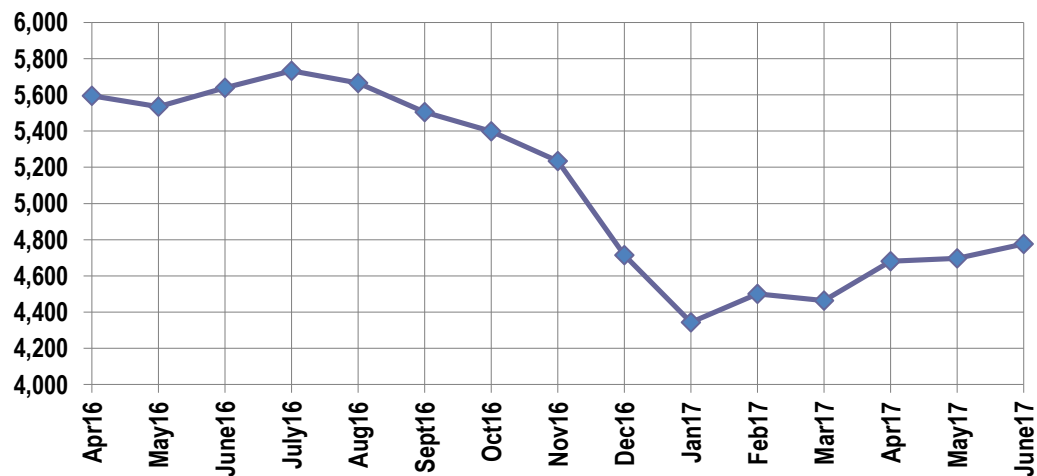
**Active Listings, Pending Sales and Foreclosure Action Summary**

Active Listings (as of 06-12-17)		
	Units	Ave. List Price
Single Family	4,551	\$269,767
Condo/Co-op	165	\$193,173
Duplex	61	\$82,410
<b>Market Total</b>	<b>4,777</b>	<b>\$264,729</b>

Pending Sales (as of 06-12-17)		
	Units	Ave. List Price
Single Family	1,696	\$195,081
Condo/Co-op	55	\$180,742
Duplex	46	\$67,784
<b>Market Total</b>	<b>1,797</b>	<b>\$191,384</b>

	June Foreclosure Actions			YTD Foreclosure Actions		
	2017	2016	% change	2017	2016	% change
<b>Total</b>	193	208	-7.2%	1,091	1,248	-12.6%

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



**Inventory**

Jul-15	6,539	Jul-16	5,732
Aug-15	6,374	Aug-16	5,666
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

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Frayser	Units	75	50	50.0%	74	50	48.0%	1			11	9	22.2%
	Median Sales Price	\$28,500	\$19,500	46.2%	\$28,250	\$19,500	44.9%				\$23,001	\$16,170	42.2%
	Ave. Sales Price	\$52,272	\$33,461	56.2%	\$51,223	\$33,461	53.1%	\$129,900			\$50,117	\$17,997	178.5%
Raleigh/ Cov. Pike	Units	94	88	6.8%	94	88	6.8%				9	13	-30.8%
	Median Sales Price	\$74,625	\$67,400	10.7%	\$74,625	\$67,400	10.7%				\$64,500	\$36,200	78.2%
	Ave. Sales Price	\$77,336	\$68,730	12.5%	\$77,336	\$68,730	12.5%				\$62,588	\$38,103	64.3%
Downtown	Units	68	57	19.3%	68	54	25.9%		3		1	3	-66.7%
	Median Sales Price	\$209,500	\$240,000	-12.7%	\$209,500	\$230,000	-8.9%		\$297,500			\$35,000	
	Ave. Sales Price	\$226,569	\$243,394	-6.9%	\$226,569	\$240,009	-5.6%		\$304,309		\$5,500	\$59,666	-90.8%
Midtown	Units	107	94	13.8%	107	94	13.8%				6	9	-33.3%
	Median Sales Price	\$155,000	\$162,500	-4.6%	\$155,000	\$162,500	-4.6%				\$36,925	\$20,154	83.2%
	Ave. Sales Price	\$178,163	\$176,572	0.9%	\$178,163	\$176,572	0.9%				\$51,387	\$25,497	101.5%
S. Memphis	Units	37	23	60.9%	37	23	60.9%				5	6	-16.7%
	Median Sales Price	\$17,500	\$14,000	25.0%	\$17,500	\$14,000	25.0%				\$26,000	\$17,351	49.8%
	Ave. Sales Price	\$21,600	\$28,762	-24.9%	\$21,600	\$28,762	-24.9%				\$27,314	\$48,421	-43.6%
Berclair/ Highland Heights	Units	54	74	-27.0%	54	74	-27.0%				3	8	-62.5%
	Median Sales Price	\$35,000	\$41,500	-15.7%	\$35,000	\$41,500	-15.7%				\$20,000	\$29,325	-31.8%
	Ave. Sales Price	\$42,197	\$42,627	-1.0%	\$42,197	\$42,627	-1.0%				\$21,667	\$34,986	-38.1%
E. Memphis	Units	322	327	-1.5%	322	325	-0.9%		2		10	24	-58.3%
	Median Sales Price	\$147,500	\$146,250	0.9%	\$147,500	\$145,000	1.7%				\$47,710	\$56,350	-15.3%
	Ave. Sales Price	\$195,254	\$193,844	0.7%	\$195,254	\$191,584	1.9%		\$561,000		\$66,692	\$71,762	-7.1%
Whitehaven	Units	60	57	5.3%	60	57	5.3%				7	11	-36.4%
	Median Sales Price	\$61,000	\$55,000	10.9%	\$61,000	\$55,000	10.9%				\$35,000	\$21,000	66.7%
	Ave. Sales Price	\$65,861	\$60,602	8.7%	\$65,861	\$60,602	8.7%				\$36,459	\$34,227	6.5%
Parkway Village/ Oakhaven	Units	66	49	34.7%	66	49	34.7%				6	2	200.0%
	Median Sales Price	\$40,000	\$47,500	-15.8%	\$40,000	\$47,500	-15.8%				\$31,501		
	Ave. Sales Price	\$44,403	\$54,089	-17.9%	\$44,403	\$54,089	-17.9%				\$35,126	\$27,250	28.9%
Hickory Hill	Units	122	95	28.4%	119	90	32.2%	3	5	-40.0%	7	14	-50.0%
	Median Sales Price	\$105,300	\$99,000	6.4%	\$105,000	\$98,200	6.9%	\$225,000	\$208,352	8.0%	\$65,656	\$50,500	30.0%
	Ave. Sales Price	\$107,509	\$98,440	9.2%	\$104,282	\$92,420	12.8%	\$235,503	\$206,810	13.9%	\$80,766	\$54,475	48.3%
Southwind	Units	21	8	162.5%	21	7	200.0%		1		1		
	Median Sales Price	\$250,000	\$197,750	26.4%	\$250,000	\$195,000	28.2%						
	Ave. Sales Price	\$265,952	\$223,588	18.9%	\$265,952	\$212,757	25.0%		\$299,411		\$255,000		

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Cordova	Units	226	254	-11.0%	220	247	-10.9%	6	7	-14.3%	6	21	-71.4%
	Median Sales Price	\$149,325	\$148,750	0.4%	\$148,804	\$148,000	0.5%	\$254,047	\$189,900	33.8%	\$96,850	\$134,900	-28.2%
	Ave. Sales Price	\$166,579	\$165,530	0.6%	\$163,940	\$163,125	0.5%	\$263,369	\$250,376	5.2%	\$102,809	\$141,378	-27.3%
Bartlett	Units	153	127	20.5%	144	114	26.3%	9	13	-30.8%	4	9	-55.6%
	Median Sales Price	\$192,000	\$178,900	7.3%	\$185,000	\$170,000	8.8%	\$272,830	\$258,320	5.6%	\$156,750	\$145,554	7.7%
	Ave. Sales Price	\$206,374	\$192,308	7.3%	\$202,100	\$183,265	10.3%	\$274,747	\$271,609	1.2%	\$255,625	\$145,002	76.3%
G'town	Units	112	111	0.9%	105	107	-1.9%	7	4	75.0%	1	1	0.0%
	Median Sales Price	\$320,000	\$293,000	9.2%	\$300,000	\$281,000	6.8%	\$709,483	\$575,000	23.4%			
	Ave. Sales Price	\$365,531	\$351,019	4.1%	\$338,038	\$337,562	0.1%	\$777,934	\$711,000	9.4%	\$157,000	\$590,730	-73.4%
Collierville	Units	132	133	-0.8%	124	119	4.2%	8	14	-42.9%		2	
	Median Sales Price	\$354,950	\$309,000	14.9%	\$336,250	\$295,000	14.0%	\$505,805	\$432,500	16.7%			
	Ave. Sales Price	\$370,190	\$340,047	8.9%	\$357,964	\$325,040	10.1%	\$559,687	\$467,609	19.7%		\$275,000	
Lateland	Units	41	43	-4.7%	41	43	-4.7%					1	
	Median Sales Price	\$269,900	\$265,000	1.8%	\$269,900	\$265,000	1.8%						
	Ave. Sales Price	\$301,702	\$302,094	-0.1%	\$301,702	\$302,094	-0.1%					\$82,500	
Arlington	Units	38	58	-34.5%	38	54	-29.6%		4		3	4	-25.0%
	Median Sales Price	\$240,950	\$231,000	4.3%	\$240,950	\$222,000	8.5%		\$362,308		\$226,019	\$92,285	144.9%
	Ave. Sales Price	\$241,449	\$221,910	8.8%	\$241,449	\$212,319	13.7%		\$351,390		\$222,006	\$109,563	102.6%
Millington	Units	16	21	-23.8%	16	21	-23.8%					2	
	Median Sales Price	\$145,000	\$125,000	16.0%	\$145,000	\$125,000	16.0%						
	Ave. Sales Price	\$132,500	\$150,718	-12.1%	\$132,500	\$150,718	-12.1%					\$110,100	
Shelby County	Units	1,724	1,635	5.4%	1,690	1,582	6.8%	34	53	-35.8%	80	136	-41.2%
	Median Sales Price	\$150,000	\$150,000	0.0%	\$147,750	\$147,950	-0.1%	\$332,616	\$319,950	4.0%	\$46,630	\$52,250	-10.8%
	Ave. Sales Price	\$185,100	\$184,376	0.4%	\$180,060	\$178,260	1.0%	\$435,658	\$366,944	18.7%	\$75,496	\$78,619	-4.0%
Fayette County	Units	79	73	8.2%	64	63	1.6%	15	10	50.0%	5	7	-28.6%
	Median Sales Price	\$238,900	\$185,000	29.1%	\$219,450	\$164,000	33.8%	\$257,703	\$276,175	-6.7%	\$60,500	\$85,429	-29.7%
	Ave. Sales Price	\$248,582	\$211,116	17.7%	\$233,823	\$194,104	20.5%	\$311,555	\$318,289	-2.1%	\$88,517	\$93,594	-5.4%
Tipton County	Units	84	103	-18.4%	79	96	-17.7%	5	7	-28.6%	8	17	-52.9%
	Median Sales Price	\$153,000	\$142,500	7.4%	\$142,500	\$135,000	5.6%	\$260,000	\$284,900	-8.7%	\$42,679	\$58,500	-27.1%
	Ave. Sales Price	\$159,669	\$152,891	4.4%	\$152,738	\$143,055	6.8%	\$269,180	\$287,785	-6.5%	\$71,044	\$75,511	-5.9%

		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	468	367	27.5%	467	366	27.6%	1	1	0	59	88	-33.0%
	Median Sales Price	\$29,750	\$23,000	29.3%	\$29,600	\$23,000	28.7%				\$20,154	\$16,000	26.0%
	Ave. Sales Price	\$40,814	\$37,782	8.0%	\$40,623	\$37,713	7.7%	\$129,900	\$63,000	106.2%	\$29,774	\$24,271	22.7%
Raleigh/ Cov. Pike	Units	508	456	11.4%	507	445	13.9%	1	11	-90.9%	67	82	-18.3%
	Median Sales Price	\$75,000	\$65,000	15.4%	\$75,000	\$64,900	15.6%		\$153,900		\$53,900	\$45,792	17.7%
	Ave. Sales Price	\$75,099	\$69,164	8.6%	\$75,086	\$67,229	11.7%	\$81,500	\$147,454	-44.7%	\$55,366	\$46,313	19.5%
Downtown	Units	286	235	21.7%	283	223	26.9%	3	12	-75.0%	9	18	-50.0%
	Median Sales Price	\$230,000	\$213,000	8.0%	\$230,000	\$207,500	10.8%	\$255,738	\$318,006	-19.6%	\$23,477	\$32,910	-28.7%
	Ave. Sales Price	\$241,545	\$219,668	10.0%	\$241,284	\$213,885	12.8%	\$266,117	\$327,126	-18.6%	\$35,942	\$55,369	-35.1%
Midtown	Units	476	429	11.0%	475	429	10.7%	1			23	45	-48.9%
	Median Sales Price	\$137,000	\$138,000	-0.7%	\$137,000	\$138,000	-0.7%				\$63,000	\$28,000	125.0%
	Ave. Sales Price	\$159,234	\$160,007	-0.5%	\$158,951	\$160,007	-0.7%	\$293,500			\$76,645	\$76,191	0.6%
S. Memphis	Units	231	196	17.9%	231	196	17.9%				40	59	-32.2%
	Median Sales Price	\$18,000	\$15,000	20.0%	\$18,000	\$15,000	20.0%				\$15,000	\$10,500	43.9%
	Ave. Sales Price	\$24,928	\$22,216	12.2%	\$24,928	\$22,216	12.2%				\$16,549	\$18,217	-9.2%
Berclair/ Highland Heights	Units	293	345	-15.1%	293	345	-15.1%				28	58	-51.7%
	Median Sales Price	\$39,891	\$29,000	37.6%	\$39,891	\$29,000	37.6%				\$32,448	\$24,167	34.3%
	Ave. Sales Price	\$42,400	\$35,488	19.5%	\$42,400	\$35,488	19.5%				\$32,755	\$28,326	15.6%
E. Memphis	Units	1,601	1,452	10.3%	1,599	1,447	10.5%	2	5	-60.0%	78	120	-35.0%
	Median Sales Price	\$132,900	\$130,250	2.0%	\$132,508	\$130,000	1.9%		\$400,000		\$40,150	\$34,880	15.1%
	Ave. Sales Price	\$174,965	\$174,560	0.2%	\$174,727	\$173,255	0.8%	\$365,500	\$522,100	-33.8%	\$65,943	\$56,696	16.3%
Whitehaven	Units	383	356	7.6%	382	356	7.3%	1			74	83	-10.8%
	Median Sales Price	\$56,000	\$50,000	12.0%	\$55,500	\$50,000	11.0%				\$35,750	\$28,000	27.7%
	Ave. Sales Price	\$59,083	\$55,016	7.4%	\$58,709	\$55,016	6.7%	\$202,000			\$39,957	\$34,458	16.0%
Parkway Village/ Oakhaven	Units	315	292	7.9%	315	291	8.2%		1		48	45	6.7%
	Median Sales Price	\$51,500	\$40,050	28.6%	\$51,500	\$40,000	28.8%				\$40,001	\$28,500	40.3%
	Ave. Sales Price	\$55,534	\$47,394	17.2%	\$55,534	\$47,245	17.5%		\$91,000		\$41,497	\$30,043	38.1%
Hickory Hill	Units	672	569	18.1%	650	551	18.0%	22	18	22.2%	62	113	-45.1%
	Median Sales Price	\$91,700	\$88,850	3.2%	\$89,825	\$86,900	3.4%	\$196,500	\$197,244	-0.4%	\$61,955	\$55,000	12.6%
	Ave. Sales Price	\$96,621	\$92,180	4.8%	\$93,817	\$88,641	5.8%	\$179,461	\$200,521	-10.5%	\$68,001	\$64,469	5.5%
Southwind	Units	88	58	51.7%	79	53	49.1%	9	5	80.0%	9	6	50.0%
	Median Sales Price	\$193,450	\$187,450	3.2%	\$184,000	\$175,000	5.1%	\$237,315	\$249,900	-5.0%	\$110,000	\$268,500	-59.0%
	Ave. Sales Price	\$247,620	\$240,282	3.1%	\$246,025	\$238,186	3.3%	\$261,619	\$262,498	-0.3%	\$148,289	\$275,158	-46.1%

		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	1,129	1,120	0.8%	1,059	1,060	-0.1%	70	60	16.7%	58	107	-45.8%
	Median Sales Price	\$149,008	\$141,750	5.1%	\$145,000	\$138,250	4.9%	\$203,042	\$189,311	7.2%	\$114,325	\$108,888	5.0%
	Ave. Sales Price	\$163,729	\$158,787	3.1%	\$159,593	\$155,554	2.6%	\$226,289	\$215,898	4.8%	\$130,190	\$123,426	5.5%
Bartlett	Units	649	599	8.3%	580	524	10.7%	69	75	-8.0%	21	63	-66.7%
	Median Sales Price	\$190,000	\$174,900	8.6%	\$177,135	\$165,000	7.3%	\$269,800	\$252,900	6.7%	\$140,000	\$137,500	1.8%
	Ave. Sales Price	\$199,026	\$182,282	9.2%	\$189,499	\$171,838	10.3%	\$279,102	\$255,250	9.3%	\$170,802	\$138,680	23.2%
G'town	Units	423	410	3.2%	406	399	1.8%	17	11	54.5%	3	9	-66.7%
	Median Sales Price	\$300,000	\$267,100	12.3%	\$293,200	\$265,000	10.6%	\$709,483	\$579,000	22.5%	\$157,000	\$266,500	-41.1%
	Ave. Sales Price	\$358,751	\$316,830	13.2%	\$341,504	\$308,533	10.7%	\$770,657	\$617,790	24.7%	\$179,900	\$357,388	-49.7%
Collierville	Units	555	541	2.6%	506	483	4.8%	49	58	-15.5%	10	16	-37.5%
	Median Sales Price	\$328,000	\$307,000	6.8%	\$311,000	\$289,900	7.3%	\$466,000	\$439,607	6.0%	\$236,842	\$205,875	15.0%
	Ave. Sales Price	\$346,210	\$326,284	6.1%	\$331,663	\$309,872	7.0%	\$496,438	\$462,955	7.2%	\$252,948	\$282,738	-10.5%
Lateland	Units	157	162	-3.1%	153	158	-3.2%	4	4	0.0%	8	5	60.0%
	Median Sales Price	\$252,000	\$255,000	-1.2%	\$250,000	\$253,500	-1.4%	\$355,044	\$325,500	9.1%	\$208,400	\$131,000	59.1%
	Ave. Sales Price	\$273,091	\$271,028	0.8%	\$270,819	\$269,497	0.5%	\$360,022	\$331,474	8.6%	\$222,039	\$156,599	41.8%
Arlington	Units	190	192	-1.0%	170	167	1.8%	20	25	-20.0%	6	15	-60.0%
	Median Sales Price	\$237,000	\$227,027	4.4%	\$230,000	\$217,500	5.7%	\$310,900	\$298,400	4.2%	\$195,510	\$170,500	14.7%
	Ave. Sales Price	\$247,474	\$226,980	9.0%	\$236,709	\$213,957	10.6%	\$329,476	\$313,979	5.0%	\$196,178	\$173,185	-13.3%
Millington	Units	106	115	-7.8%	106	115	-7.8%				12	19	-36.8%
	Median Sales Price	\$118,500	\$100,000	18.5%	\$118,500	\$100,000	18.5%				\$72,500	\$68,500	5.8%
	Ave. Sales Price	\$123,442	\$119,854	3.0%	\$123,442	\$119,854	3.0%				\$103,191	\$84,362	22.3%
Shelby County	Units	8,433	7,751	8.8%	8,164	7,465	9.4%	269	286	-5.9%	609	937	-35.0%
	Median Sales Price	\$129,000	\$125,000	3.2%	\$125,000	\$120,000	4.2%	\$283,110	\$273,018	3.7%	\$48,000	\$45,000	6.7%
	Ave. Sales Price	\$164,274	\$158,312	3.8%	\$158,773	\$152,548	4.1%	\$331,203	\$308,755	7.3%	\$71,131	\$72,142	-1.4%
Fayette County	Units	366	328	11.6%	305	268	13.8%	61	60	1.7%	30	35	-14.3%
	Median Sales Price	\$203,216	\$179,225	13.4%	\$185,000	\$157,500	17.5%	\$253,900	\$249,900	1.6%	\$99,950	\$85,429	17.0%
	Ave. Sales Price	\$231,972	\$200,887	15.5%	\$216,284	\$181,751	19.0%	\$310,411	\$286,364	8.4%	\$121,313	\$111,588	8.7%
Tipton County	Units	441	409	7.8%	407	380	7.1%	34	29	17.2%	66	74	-10.8%
	Median Sales Price	\$142,000	\$135,000	5.2%	\$135,072	\$130,000	3.9%	\$274,250	\$270,000	1.6%	\$58,750	\$63,933	-8.1%
	Ave. Sales Price	\$146,154	\$141,644	3.2%	\$136,205	\$131,822	3.3%	\$265,260	\$270,344	-1.9%	\$72,586	\$72,213	0.5%