

## Sales Summary

	June Total Sales			YTD Total Sales		
	2019	2018	% change	2019	2018	% change
Units	1,869	1,964	-4.8%	9,316	9,578	-2.7%
Median Sales Price	\$179,500	\$167,500	7.2%	\$149,900	\$145,900	2.7%
Average Sales Price	\$217,434	\$202,010	7.6%	\$184,952	\$182,485	1.3%

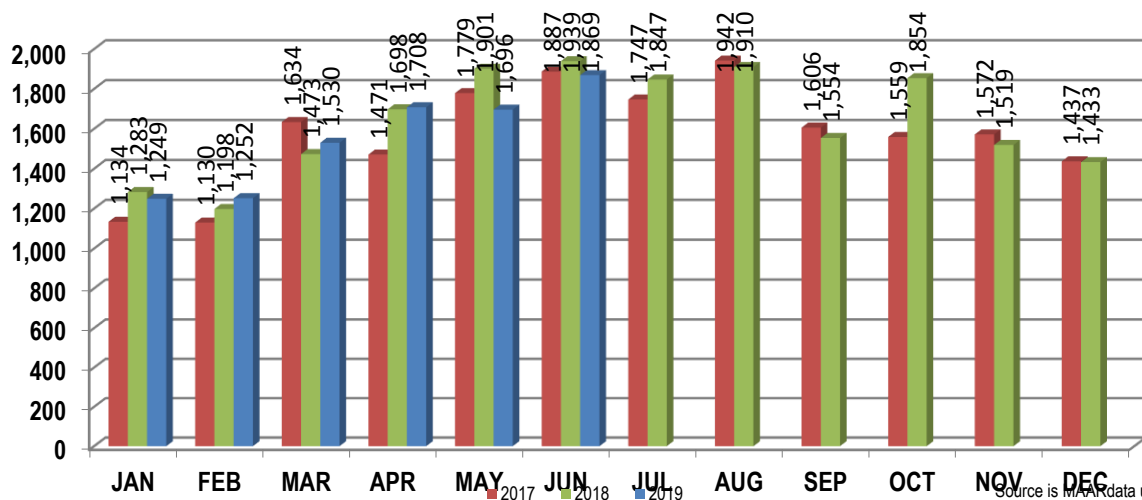
	June Existing Sales			YTD Existing Home Sales		
	2019	2018	% change	2019	2018	% change
Units	1,785	1,889	-5.5%	8,897	9,109	-2.3%
Median Sales Price	\$170,000	\$160,000	6.3%	\$140,000	\$138,500	1.1%
Average Sales Price	\$208,473	\$195,681	6.5%	\$175,832	\$172,930	1.7%

	June New Home Sales			YTD New Home Sales		
	2019	2018	% change	2019	2018	% change
Units	84	75	12.0%	419	469	-10.7%
Median Sales Price	\$409,465	\$320,827	27.6%	\$333,950	\$314,390	6.2%
Average Sales Price	\$407,868	\$361,426	12.8%	\$378,597	\$368,065	2.9%

	June Bank Sales			YTD Bank Sales*		
	2019	2018	% change	2019	2018	% change
Units	42	53	-20.8%	289	447	-35.3%
Median Sales Price	\$83,000	\$62,250	33.3%	\$55,900	\$55,000	1.6%
Average Sales Price	\$96,100	\$82,545	16.4%	\$85,819	\$79,279	8.2%

	June Non-Bank Sales			YTD Non-Bank Sales		
	2019	2018	% change	2019	2018	% change
Units	1,827	1,911	-4.4%	9,027	9,131	-1.1%
Median Sales Price	\$182,000	\$171,000	6.4%	\$152,000	\$150,000	1.3%
Average Sales Price	\$220,224	\$205,323	7.3%	\$188,125	\$187,537	0.3%

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 MFR data unless otherwise noted.

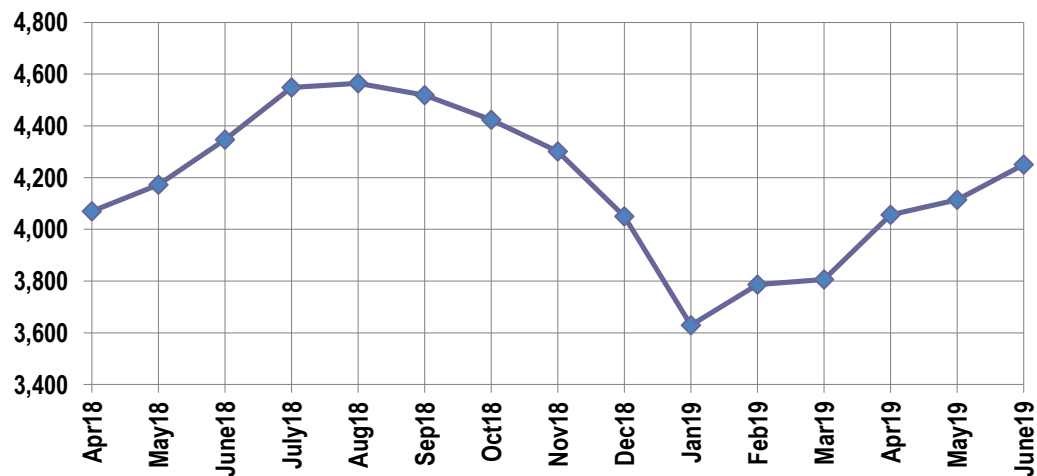
## Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 06-14-19)		
	Units	Ave. List Price
Single Family	4,058	\$294,861
Condo/Co-op	140	\$193,640
Duplex	53	\$85,260
<b>Market Total</b>	<b>4,251</b>	<b>\$288,882</b>

Pending Sales (as of 06-14-19)		
	Units	Ave. List Price
Single Family	1,323	\$220,417
Condo/Co-op	34	\$155,114
Duplex	9	\$122,216
<b>Market Total</b>	<b>1,366</b>	<b>\$218,144</b>

	June Foreclosure Actions			YTD Foreclosure Actions		
	2019	2018	% change	2019	2018	% change
<b>Total</b>	<b>77</b>	<b>118</b>	<b>-34.7%</b>	<b>585</b>	<b>785</b>	<b>-25.5%</b>

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



## Inventory

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-17	4,190	Dec-18	4,050
Jan-18	3,796	Jan-19	3,630
Feb-18	3,854	Feb-19	3,786
Mar-18	3,883	Mar-19	3,806
Apr-18	4,070	Apr-19	4,056
May-18	4,172	May-19	4,114
Jun-18	4,347	Jun-19	4,251

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	109	105	3.8%	109	105	3.8%				3	4	-25.0%
	Median Sales Price	\$38,793	\$45,000	-13.8%	\$38,793	\$45,000	-13.8%				\$80,000	\$21,625	269.9%
	Ave. Sales Price	\$47,551	\$55,181	-13.8%	\$47,551	\$55,181	-13.8%				\$75,266	\$22,437	235.4%
Raleigh/ Cov. Pike	Units	88	108	-18.5%	88	108	-18.5%				4	2	100.0%
	Median Sales Price	\$102,700	\$79,900	28.5%	\$102,700	\$79,900	28.5%				\$110,250		
	Ave. Sales Price	\$98,871	\$85,648	15.4%	\$98,871	\$85,648	15.4%				\$108,525	\$72,000	50.7%
Downtown	Units	60	76	-21.1%	60	76	-21.1%						
	Median Sales Price	\$233,500	\$219,500	6.4%	\$233,500	\$219,500	6.4%						
	Ave. Sales Price	\$264,863	\$216,625	22.3%	\$264,863	\$216,625	22.3%						
Midtown	Units	114	120	-5.0%	111	118	-5.9%	3	2	50.0%	2	3	-33.3%
	Median Sales Price	\$167,940	\$176,700	-5.0%	\$167,000	\$173,700	-3.9%	\$317,000				\$46,500	
	Ave. Sales Price	\$199,534	\$192,319	3.8%	\$197,752	\$189,105	4.6%	\$265,466	\$381,950	-30.5%	\$68,637	\$71,500	-4.0%
S. Memphis	Units	59	44	34.1%	59	44	34.1%				4	4	0.0%
	Median Sales Price	\$31,500	\$19,375	62.6%	\$31,500	\$19,375	62.6%				\$16,250	\$13,875	17.1%
	Ave. Sales Price	\$40,108	\$27,185	47.5%	\$40,108	\$27,185	47.5%				\$17,550	\$16,437	6.8%
Berclair/ Highland Heights	Units	58	59	-1.7%	58	59	-1.7%				1	1	0.0%
	Median Sales Price	\$40,000	\$42,000	-4.8%	\$40,000	\$42,000	-4.8%						
	Ave. Sales Price	\$53,408	\$48,366	10.4%	\$53,408	\$48,366	10.4%				\$30,500	\$40,000	-23.8%
E. Memphis	Units	324	351	-7.7%	323	347	-6.9%	1	4	-75.0%	1	4	-75.0%
	Median Sales Price	\$179,750	\$183,000	-1.8%	\$179,500	\$178,800	0.4%		\$798,500			\$41,500	
	Ave. Sales Price	\$237,796	\$238,381	-0.2%	\$236,597	\$232,160	1.9%	\$625,000	\$778,075	-19.7%	\$92,000	\$45,362	102.8%
Whitehaven	Units	54	66	-18.2%	53	66	-19.7%	1			7	7	0.0%
	Median Sales Price	\$65,000	\$61,250	6.1%	\$65,000	\$61,250	6.1%				\$62,400	\$20,000	212.0%
	Ave. Sales Price	\$74,242	\$67,068	10.7%	\$72,343	\$67,068	7.9%	\$174,900			\$62,842	\$44,650	40.7%
Parkway Village/ Oakhaven	Units	44	51	-13.7%	43	51	-15.7%	1			1	2	-50.0%
	Median Sales Price	\$81,000	\$55,000	47.3%	\$77,000	\$55,000	40.0%						
	Ave. Sales Price	\$77,480	\$59,092	31.1%	\$77,143	\$59,092	30.5%	\$92,000			\$28,500	\$47,500	-40.0%
Hickory Hill	Units	107	110	-2.7%	105	109	-3.7%	2	1	100.0%	5	11	-54.5%
	Median Sales Price	\$115,116	\$106,250	8.3%	\$115,000	\$105,500	9.0%				\$86,000	\$95,000	-9.5%
	Ave. Sales Price	\$127,351	\$112,942	12.8%	\$125,588	\$111,873	12.3%	\$219,900	\$229,500	-4.2%	\$75,023	\$97,668	-23.2%
Southwind	Units	15	20	-25.0%	12	17	-29.4%	3	3	0.0%		2	
	Median Sales Price	\$255,189	\$266,200	-4.1%	\$225,500	\$295,000	-23.6%	\$255,189	\$237,400	7.5%			
	Ave. Sales Price	\$313,405	\$320,655	-2.3%	\$327,041	\$330,527	-1.1%	\$258,859	\$264,716	-2.2%		\$267,380	

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	218	225	-3.1%	209	214	-2.3%	9	11	-18.2%	4	3	33.3%
	Median Sales Price	\$190,000	\$172,500	10.1%	\$188,000	\$170,500	10.3%	\$275,000	\$241,477	13.9%	\$159,250	\$150,000	6.2%
	Ave. Sales Price	\$205,209	\$196,884	4.2%	\$202,842	\$194,723	4.2%	\$260,166	\$238,925	8.9%	\$148,281	\$149,333	-0.7%
Bartlett	Units	125	130	-3.8%	119	119	0.0%	6	11	-45.5%	2	3	-33.3%
	Median Sales Price	\$223,250	\$203,250	9.8%	\$219,000	\$195,000	12.3%	\$315,950	\$322,567	-2.1%		\$122,000	
	Ave. Sales Price	\$230,092	\$212,527	8.3%	\$225,857	\$201,927	11.9%	\$314,083	\$327,198	-4.0%	\$335,562	\$154,166	117.7%
G'town	Units	99	115	-13.9%	96	115	-16.5%	3					
	Median Sales Price	\$375,000	\$342,100	9.6%	\$369,000	\$342,100	7.9%	\$669,000					
	Ave. Sales Price	\$413,892	\$383,196	8.0%	\$404,234	\$383,196	5.5%	\$722,966					
Collierville	Units	150	119	26.1%	126	104	21.2%	24	15	60.0%			
	Median Sales Price	\$394,250	\$375,000	5.1%	\$355,000	\$345,500	2.7%	\$524,444	\$484,054	8.3%			
	Ave. Sales Price	\$408,143	\$385,489	5.9%	\$380,452	\$371,002	2.5%	\$553,517	\$485,932	13.9%			
Lakeland	Units	48	32	50.0%	46	32	43.8%	2					
	Median Sales Price	\$317,500	\$279,500	13.6%	\$307,500	\$279,500	10.0%						
	Ave. Sales Price	\$318,046	\$305,669	4.0%	\$313,025	\$305,669	2.4%	\$433,529					
Arlington	Units	48	39	23.1%	35	36	-2.8%	13	3	333.2%	1		
	Median Sales Price	\$309,750	\$277,500	11.6%	\$270,000	\$271,500	-0.6%	\$399,900	\$362,900	10.2%			
	Ave. Sales Price	\$309,714	\$274,078	13.0%	\$283,453	\$266,904	6.2%	\$380,417	\$360,166	5.6%	\$212,000		
Millington	Units	28	22	27.3%	28	22	27.3%				1		
	Median Sales Price	\$126,000	\$125,500	0.4%	\$126,000	\$125,500	0.4%						
	Ave. Sales Price	\$163,314	\$150,135	8.8%	\$163,314	\$150,135	8.8%				\$80,000		
Shelby County	Units	1,724	1,768	-2.5%	1,656	1,718	-3.6%	68	50	36.0%	36	47	-23.4%
	Median Sales Price	\$174,900	\$161,495	8.3%	\$167,750	\$155,000	8.2%	\$415,793	\$365,522	13.8%	\$80,000	\$60,000	33.3%
	Ave. Sales Price	\$215,226	\$199,986	7.6%	\$206,917	\$194,458	6.4%	\$417,595	\$389,934	7.1%	\$94,156	\$78,757	19.6%
Fayette County	Units	76	97	-21.6%	64	77	-16.9%	12	20	-40.0%	3	1	200.0%
	Median Sales Price	\$277,450	\$235,900	17.6%	\$255,500	\$220,000	16.1%	\$370,338	\$272,950	35.7%	\$40,000		
	Ave. Sales Price	\$299,668	\$263,055	13.9%	\$284,678	\$253,823	12.2%	\$379,614	\$298,597	27.1%	\$65,999	\$59,325	11.2%
Tipton County	Units	69	99	-30.3%	65	94	30.8%	4	5	-20.0%	3	5	-40.0%
	Median Sales Price	\$168,900	\$165,000	2.4%	\$167,000	\$161,500	3.4%	\$326,171	\$320,564	1.7%	\$175,700	\$137,000	28.2%
	Ave. Sales Price	\$182,024	\$178,341	2.1%	\$173,086	\$170,399	1.6%	\$327,271	\$327,659	-0.1%	\$149,525	\$122,800	21.8%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2019	2018	%change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	581	535	8.6%	581	535	8.6%				16	40	-60.0%
	Median Sales Price	\$37,700	\$33,500	12.5%	\$37,700	\$33,500	12.5%				\$24,030	\$22,750	5.6%
	Ave. Sales Price	\$47,236	\$49,894	-5.3%	\$47,236	\$49,894	-5.3%				\$34,616	\$27,582	25.5%
Raleigh/ Cov. Pike	Units	499	564	-11.5%	499	554	-9.9%		10		34	31	9.7%
	Median Sales Price	\$83,000	\$78,775	5.4%	\$83,000	\$77,350	7.3%		\$151,400		\$73,750	\$47,500	55.3%
	Ave. Sales Price	\$87,784	\$82,862	5.9%	\$87,784	\$81,606	7.6%		\$152,470		\$71,955	\$57,134	25.9%
Downtown	Units	257	290	-11.4%	255	289	-11.8%	2	1	100.0%	4	10	-60.0%
	Median Sales Price	\$230,000	\$220,000	4.5%	\$230,499	\$220,000	4.8%				\$27,000	\$60,250	-55.2%
	Ave. Sales Price	\$240,722	\$219,338	9.7%	\$241,767	\$219,699	10.0%	\$107,500	\$115,000	-6.5%	\$78,077	\$93,378	-16.4%
Midtown	Units	535	508	5.3%	527	497	6.0%	8	11	-27.3%	10	24	-58.3%
	Median Sales Price	\$137,000	\$155,000	-11.6%	\$135,000	\$152,000	-11.2%	\$306,950	\$375,450	-18.2%	\$45,750	\$71,700	-36.2%
	Ave. Sales Price	\$161,177	\$180,539	-10.7%	\$159,086	\$176,373	-9.8%	\$298,912	\$368,773	-18.9%	\$84,515	\$77,973	8.4%
S. Memphis	Units	371	279	33.0%	371	279	33.0%				29	39	-25.6%
	Median Sales Price	\$27,000	\$20,000	35.0%	\$27,000	\$20,000	35.0%				\$14,900	\$18,000	-17.2%
	Ave. Sales Price	\$36,382	\$27,805	30.8%	\$36,382	\$27,805	30.8%				\$18,650	\$24,047	-22.4%
Berclair/ Highland Heights	Units	333	304	9.5%	333	304	9.5%				15	14	7.1%
	Median Sales Price	\$42,500	\$41,000	3.7%	\$42,500	\$41,000	3.7%				\$31,600	\$37,096	-14.8%
	Ave. Sales Price	\$50,924	\$45,256	12.5%	\$50,924	\$45,256	12.5%				\$31,238	\$36,457	-14.3%
E. Memphis	Units	1,579	1,564	1.0%	1,567	1,554	0.8%	12	10	20.0%	21	46	-54.3%
	Median Sales Price	\$145,000	\$149,250	-2.8%	\$143,000	\$147,750	-3.2%	\$667,500	\$778,500	-14.3%	\$65,000	\$32,550	99.7%
	Ave. Sales Price	\$200,480	\$199,750	0.4%	\$196,951	\$196,302	0.3%	\$661,219	\$735,530	-10.1%	\$67,114	\$59,369	13.0%
Whitehaven	Units	431	416	3.6%	418	416	0.5%	13			31	45	-31.1%
	Median Sales Price	\$68,000	\$64,000	6.3%	\$67,000	\$64,000	4.7%	\$174,900			\$48,820	\$39,000	25.2%
	Ave. Sales Price	\$73,595	\$64,345	14.4%	\$70,555	\$64,345	9.7%	\$171,361			\$51,569	\$46,398	11.1%
Parkway Village/ Oakhaven	Units	285	287	-0.7%	284	286	-0.7%	1	1	0.0%	21	23	-8.7%
	Median Sales Price	\$70,000	\$64,000	9.4%	\$69,750	\$64,000	9.0%				\$46,000	\$39,500	16.5%
	Ave. Sales Price	\$69,583	\$63,026	10.4%	\$69,504	\$62,910	10.5%	\$92,000	\$96,000	-4.2%	\$42,974	\$41,873	2.6%
Hickory Hill	Units	575	649	-11.4%	569	625	-9.0%	6	24	-75.0%	21	47	-55.3%
	Median Sales Price	\$115,000	\$103,000	11.7%	\$115,000	\$100,000	15.0%	\$263,055	\$229,265	14.7%	\$81,150	\$86,500	-6.2%
	Ave. Sales Price	\$118,204	\$107,256	10.2%	\$116,706	\$103,215	13.1%	\$260,285	\$212,487	22.5%	\$81,993	\$91,484	-10.4%
Southwind	Units	70	86	-18.6%	65	75	-13.3%	5	11	-54.5%	6	9	-33.3%
	Median Sales Price	\$245,582	\$254,310	-3.4%	\$241,600	\$240,000	0.7%	\$266,200	\$264,600	0.6%	\$202,200	\$134,610	50.2%
	Ave. Sales Price	\$274,670	\$290,127	-5.3%	\$275,323	\$294,548	-6.5%	\$266,177	\$259,986	2.4%	\$206,176	\$153,291	34.5%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	1,114	1,154	-3.5%	1,049	1,095	-4.2%	65	59	10.2%	24	41	-41.5%
	Median Sales Price	\$180,000	\$164,350	9.5%	\$175,000	\$160,000	9.4%	\$267,700	\$267,900	-0.1%	\$158,550	\$136,800	15.9%
	Ave. Sales Price	\$196,032	\$181,119	8.2%	\$192,166	\$176,791	8.7%	\$258,418	\$261,455	-1.2%	\$189,826	\$149,446	27.0%
Bartlett	Units	555	583	-4.8%	524	510	2.7%	31	73	-57.5%	6	9	-33.3%
	Median Sales Price	\$210,000	\$211,300	-0.6%	\$206,600	\$195,450	5.7%	\$295,900	\$303,900	-2.6%	\$225,000	\$122,000	84.4%
	Ave. Sales Price	\$219,631	\$214,071	2.6%	\$215,156	\$200,279	7.4%	\$295,270	\$310,430	-4.9%	\$237,354	\$166,841	42.3%
G'town	Units	402	475	-15.4%	391	450	-13.1%	11	25	-56.0%	2	6	66.7%
	Median Sales Price	\$330,000	\$330,000	0.0%	\$326,000	\$323,500	0.8%	\$715,976	\$800,629	-10.6%		\$212,500	
	Ave. Sales Price	\$376,490	\$386,159	-2.5%	\$366,567	\$362,551	1.1%	\$729,266	\$811,111	-10.1%	\$431,025	\$301,850	42.8%
Collierville	Units	574	575	-0.2%	492	498	-1.2%	82	77	6.5%	3	4	-25.0%
	Median Sales Price	\$370,000	\$365,000	1.4%	\$344,500	\$329,950	4.4%	\$516,075	\$467,934	10.3%	\$350,000	\$190,780	83.5%
	Ave. Sales Price	\$383,747	\$380,642	0.8%	\$357,730	\$358,974	-0.3%	\$539,848	\$520,780	3.7%	\$348,829	\$190,674	82.9%
Lakeland	Units	144	150	-4.0%	130	148	-12.2%	14	2	600.0%	2	1	100.0%
	Median Sales Price	\$289,450	\$299,150	-3.2%	\$268,500	\$299,150	-10.2%	\$434,940					
	Ave. Sales Price	\$307,770	\$317,815	-3.2%	\$294,302	\$316,435	-7.0%	\$432,828	\$419,950	3.1%	\$174,700	\$134,250	30.1%
Arlington	Units	209	211	-0.9%	155	177	-12.4%	54	34	58.8%	3	3	0.0%
	Median Sales Price	\$290,000	\$265,000	9.4%	\$265,000	\$245,000	8.2%	\$368,837	\$335,400	10.0%	\$212,000	\$307,500	-31.1%
	Ave. Sales Price	\$298,822	\$265,863	12.4%	\$274,435	\$250,890	9.4%	\$368,823	\$343,810	7.3%	\$181,666	\$300,833	-39.6%
Millington	Units	112	105	6.7%	112	105	6.7%				5	3	66.7%
	Median Sales Price	\$125,000	\$109,900	13.7%	\$125,000	\$109,900	13.7%				80,000	\$168,000	-52.4%
	Ave. Sales Price	\$144,352	\$128,565	12.3%	\$144,352	\$128,565	12.3%				\$110,936	\$142,833	-22.3%
Shelby County	Units	8,485	8,649	-1.9%	8,181	8,311	-1.6%	304	338	-10.1%	250	394	-36.5%
	Median Sales Price	\$140,000	\$140,000	0.0%	\$135,000	\$133,700	1.0%	\$363,443	\$328,026	10.8%	\$55,450	\$48,500	14.3%
	Ave. Sales Price	\$181,049	\$179,829	0.7%	\$173,113	\$171,248	1.1%	\$394,634	\$390,833	1.0%	\$85,526	\$77,088	10.9%
Fayette County	Units	393	422	-6.9%	318	335	-5.1%	75	87	-13.8%	14	14	0.0%
	Median Sales Price	\$255,150	\$232,000	10.0%	\$235,450	\$210,000	12.1%	\$302,496	\$278,000	8.8%	\$105,500	\$67,500	56.3%
	Ave. Sales Price	\$281,288	\$258,360	8.9%	\$264,006	\$240,944	9.6%	\$354,565	\$325,424	9.0%	\$127,922	\$102,526	24.8%
Tipton County	Units	438	507	-13.6%	398	463	-14.0%	40	44	-9.1%	25	39	-35.9%
	Median Sales Price	\$168,950	\$155,000	9.0%	\$161,500	\$150,000	7.7%	\$305,000	\$282,356	8.0%	\$50,000	\$74,000	-32.4%
	Ave. Sales Price	\$174,109	\$164,639	5.8%	\$161,279	\$153,916	4.8%	\$301,774	\$277,476	8.8%	\$65,168	\$93,070	-30.0%