

**Sales Summary**

	April Total Sales			YTD Total Sales		
	2017	2016	% change	2017	2016	% change
Units	1,471	1,532	-4.0%	5,483	5,057	8.4%
Median Sales Price	\$135,500	\$130,000	4.2%	\$122,500	\$120,000	2.1%
Average Sales Price	\$167,030	\$160,859	3.8%	\$156,362	\$149,266	4.7%

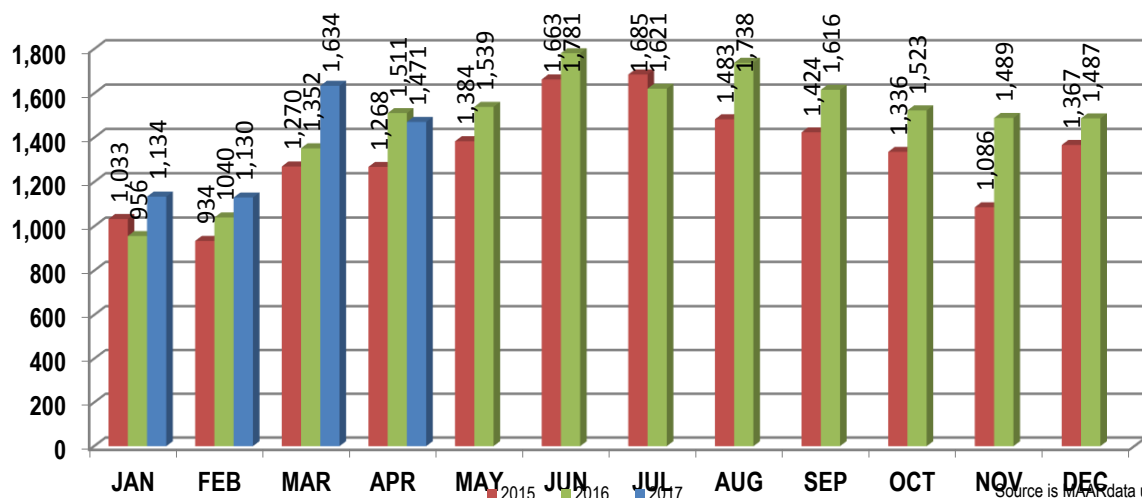
	April Existing Sales			YTD Existing Home Sales		
	2017	2016	% change	2017	2016	% change
Units	1,426	1,466	-2.7%	5,250	4,823	8.8%
Median Sales Price	\$132,000	\$125,000	5.6%	\$117,000	\$113,900	2.7%
Average Sales Price	\$162,378	\$154,770	4.9%	\$149,306	\$142,458	4.8%

	April New Home Sales			YTD New Home Sales		
	2017	2016	% change	2017	2016	% change
Units	45	66	-31.8%	233	234	-0.4%
Median Sales Price	\$277,900	\$269,900	3.0%	\$279,056	\$259,950	7.3%
Average Sales Price	\$314,459	\$296,099	6.2%	\$315,333	\$289,573	8.9%

	April Bank Sales			YTD Bank Sales*		
	2017	2016	% change	2017	2016	% change
Units	111	180	-38.3%	480	717	-33.1%
Median Sales Price	\$50,900	\$49,414	3.0%	\$51,000	\$46,000	10.9%
Average Sales Price	\$77,702	\$79,338	-2.1%	\$76,048	\$71,400	6.5%

	April Non-Bank Sales			YTD Non-Bank Sales		
	2017	2016	% change	2017	2016	% change
Units	1,360	1,352	0.6%	5,003	4,340	15.3%
Median Sales Price	\$144,900	\$140,000	3.5%	\$130,000	\$134,000	-3.0%
Average Sales Price	\$174,321	\$171,712	1.5%	\$164,067	\$162,130	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.

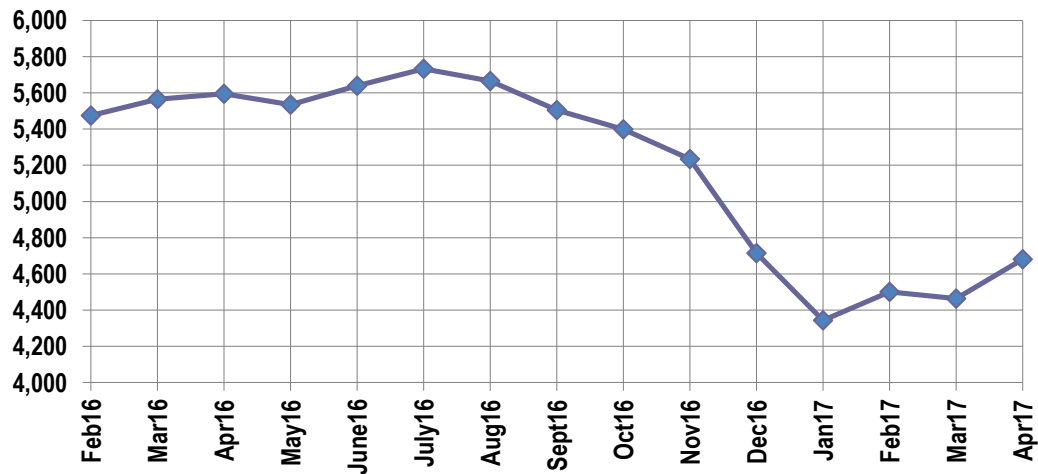
**Active Listings, Pending Sales and Foreclosure Action Summary**

Active Listings (as of 04-17-17)		
	Units	Ave. List Price
Single Family	4,448	\$259,010
Condo/Co-op	165	\$188,798
Duplex	67	\$94,532
<b>Market Total</b>	<b>4,681</b>	<b>\$254,163</b>

Pending Sales (as of 04-17-17)		
	Units	Ave. List Price
Single Family	1,588	\$190,764
Condo/Co-op	54	\$210,237
Duplex	11	\$118,000
<b>Market Total</b>	<b>1,652</b>	<b>\$190,925</b>

	April Foreclosure Actions			YTD Foreclosure Actions		
	2017	2016	% change	2017	2016	% change
<b>Total</b>	170	203	-16.3%	696	840	-17.4%

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



**Inventory**

May-15	6,338	May-16	5,535
Jun-15	6,472	Jun-16	5,639
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

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Frayser	Units	89	60	48.3%	89	60	48.3%				14	14	0.0%
	Median Sales Price	\$32,000	\$26,750	19.6%	\$32,000	\$26,750	19.6%				\$24,750	\$16,851	46.9%
	Ave. Sales Price	\$42,652	\$35,839	19.0%	\$42,652	\$35,839	19.0%				\$38,082	\$27,816	36.9%
Raleigh/ Cov. Pike	Units	67	77	-13.0%	67	77	-13.0%				4	11	-63.6%
	Median Sales Price	\$75,000	\$66,134	13.4%	\$75,000	\$66,134	13.4%				\$79,770	\$50,240	58.8%
	Ave. Sales Price	\$74,447	\$67,411	10.4%	\$74,447	\$67,411	10.4%				\$79,984	\$47,715	67.6%
Downtown	Units	37	43	-14.0%	37	40	-7.5%		3		1	4	-75.0%
	Median Sales Price	\$236,000	\$197,000	19.8%	\$236,000	\$183,500	28.6%		\$328,062			\$33,766	
	Ave. Sales Price	\$231,689	\$192,421	20.4%	\$231,689	\$181,538	27.6%		\$337,524		\$125,000	\$85,615	46.0%
Midtown	Units	90	76	18.4%	90	76	18.4%				7	8	-12.5%
	Median Sales Price	\$155,875	\$130,000	19.9%	\$155,875	\$130,000	19.9%				\$104,900	\$64,500	62.6%
	Ave. Sales Price	\$178,050	\$146,216	21.8%	\$178,050	\$146,216	21.8%				\$102,757	\$70,694	45.4%
S. Memphis	Units	33	40	-17.5%	33	40	-17.5%				10	15	-33.3%
	Median Sales Price	\$15,500	\$17,075	-9.2%	\$15,500	\$17,075	-9.2%				\$13,000	\$12,001	8.3%
	Ave. Sales Price	\$18,906	\$23,100	-18.2%	\$18,906	\$23,100	-18.2%				\$12,977	\$21,390	-39.3%
Berclair/ Highland Heights	Units	50	58	-13.8%	50	58	-13.8%				3	7	-57.1%
	Median Sales Price	\$38,250	\$25,998	47.1%	\$38,250	\$25,998	47.1%				\$25,000	\$24,334	2.7%
	Ave. Sales Price	\$38,560	\$36,077	6.9%	\$38,560	\$36,077	6.9%				\$32,765	\$50,105	-34.6%
E. Memphis	Units	263	253	4.0%	263	252	4.4%		1		10	15	-33.3%
	Median Sales Price	\$129,000	\$141,500	-8.8%	\$129,000	\$140,750	-8.3%				\$36,985	\$45,500	-18.7%
	Ave. Sales Price	\$174,070	\$184,486	-5.6%	\$174,070	\$180,892	-3.8%		\$1,090,000		\$48,686	\$64,235	-24.2%
Whitehaven	Units	56	69	-18.8%	56	69	-18.8%				10	14	-28.6%
	Median Sales Price	\$53,625	\$50,000	7.3%	\$53,625	\$50,000	7.3%				\$25,251	\$36,052	-30.0%
	Ave. Sales Price	\$57,398	\$56,313	1.9%	\$57,398	\$56,313	1.9%				\$28,173	\$40,851	-31.0%
Parkway/ Village/ Oakhaven	Units	43	51	-15.7%	43	51	-15.7%				5	11	-54.5%
	Median Sales Price	\$46,050	\$36,501	26.2%	\$46,050	\$36,501	26.2%				\$38,300	\$29,680	29.0%
	Ave. Sales Price	\$53,162	\$43,457	22.3%	\$53,162	\$43,457	22.3%				\$37,831	\$31,387	20.5%
Hickory Hill	Units	122	105	16.2%	121	102	18.6%	1	3	-66.7%	14	24	-41.7%
	Median Sales Price	\$93,750	\$82,450	13.7%	\$92,500	\$80,000	15.6%		\$199,588	-54.0%	\$57,500	\$58,410	-1.6%
	Ave. Sales Price	\$96,201	\$89,951	6.9%	\$95,055	\$86,627	9.7%	\$234,900	\$202,978	15.7%	\$59,772	\$67,618	-11.6%
Southwind	Units	14	13	7.7%	13	10	30.0%	1	3	-66.7%	1	1	0.0%
	Median Sales Price	\$171,500	\$288,379	-40.5%	\$168,000	\$368,050	-54.4%		\$249,900				
	Ave. Sales Price	\$226,272	\$307,879	-26.5%	\$225,423	\$323,914	-30.4%	\$237,315	\$254,426	-6.7%	\$140,400	\$437,824	-67.9%

		April Total Sales			April Existing Sales			April New Home Sales			April Bank Sales		
		2017	2016	% change	2017	2016	% change	2017	2016	% change	2017	2016	% change
Cordova	Units	181	197	-8.1%	173	185	-6.5%	8	12	-33.3%	11	13	-15.4%
	Median Sales Price	\$149,900	\$135,000	11.0%	\$147,000	\$130,000	13.1%	\$193,894	\$195,112	-0.6%	\$145,107	\$118,400	22.6%
	Ave. Sales Price	\$166,846	\$152,815	9.2%	\$163,917	\$149,032	10.0%	\$230,178	\$211,131	9.0%	\$167,834	\$111,213	50.9%
Bartlett	Units	99	115	-13.9%	93	101	-7.9%	6	14	-57.1%	5	9	-44.4%
	Median Sales Price	\$174,900	\$175,000	-0.1%	\$172,000	\$170,000	1.2%	\$289,091	\$268,310	7.7%	\$217,000	\$138,000	57.2%
	Ave. Sales Price	\$196,381	\$186,573	5.3%	\$190,521	\$177,020	7.6%	\$287,205	\$255,494	12.4%	\$191,078	\$134,901	41.6%
G'town	Units	65	77	-15.6%	64	76	-15.8%	1	1	0.0%	1	2	-50.0%
	Median Sales Price	\$300,000	\$289,000	3.8%	\$297,450	\$287,000	3.6%						
	Ave. Sales Price	\$354,997	\$311,822	13.8%	\$352,830	\$304,741	15.8%	\$493,689	\$850,000	-41.9%	\$150,200	\$291,500	-48.5%
Collierville	Units	83	107	-22.4%	77	102	-24.5%	6	5	20.0%	1	4	-75.0%
	Median Sales Price	\$310,000	\$286,000	8.4%	\$299,900	\$277,500	8.1%	\$554,075	\$465,000	19.2%		\$226,125	
	Ave. Sales Price	\$351,109	\$321,411	9.2%	\$333,504	\$312,981	6.6%	\$577,040	\$493,375	17.0%	\$270,954	\$409,625	-33.9%
Lateland	Units	21	33	-36.4%	21	32	-34.4%		1		1		
	Median Sales Price	\$235,000	\$179,900	30.6%	\$235,000	\$178,950	31.3%						
	Ave. Sales Price	\$260,719	\$244,057	6.8%	\$260,719	\$239,968	8.6%		\$374,900		\$265,900		
Arlington	Units	34	36	-5.6%	28	30	-6.7%	6	6	0.0%		1	
	Median Sales Price	\$232,500	\$229,250	1.4%	\$224,700	\$210,000	7.0%	\$306,875	\$304,873	0.7%			
	Ave. Sales Price	\$245,232	\$234,318	4.7%	\$230,299	\$218,491	5.4%	\$314,916	\$313,450	0.5%		\$133,000	
Millington	Units	14	23	-39.1%	14	23	-39.1%					3	
	Median Sales Price	\$129,950	\$110,000	18.1%	\$129,950	\$110,000	18.1%					\$56,000	
	Ave. Sales Price	\$151,078	\$117,488	28.6%	\$151,078	\$117,488	28.6%					\$64,408	
Shelby County	Units	1,339	1,405	-4.7%	1,310	1,356	-3.4%	29	49	-40.8%	99	158	-37.3%
	Median Sales Price	\$130,000	\$127,000	2.4%	\$128,225	\$124,000	3.4%	\$302,900	\$270,633	11.9%	\$46,050	\$46,140	-0.2%
	Ave. Sales Price	\$163,614	\$159,679	2.5%	\$159,693	\$154,271	3.5%	\$340,769	\$309,342	10.2%	\$75,394	\$75,825	-0.6%
Fayette County	Units	65	53	22.6%	55	41	34.1%	10	12	-16.7%	3	6	-50.0%
	Median Sales Price	\$198,000	\$192,500	2.9%	\$190,000	\$176,500	7.6%	\$254,400	\$248,025	2.6%	\$99,900	\$103,000	-3.0%
	Ave. Sales Price	\$246,286	\$223,470	10.2%	\$241,958	\$210,752	14.8%	\$270,091	\$266,921	1.2%	\$81,221	\$163,099	-50.2%
Tipton County	Units	67	74	-9.5%	61	69	-11.6%	6	5	20.0%	9	16	-43.7%
	Median Sales Price	\$158,000	\$134,950	17.1%	\$155,000	\$126,000	23.0%	\$273,750	\$235,000	16.5%	\$67,250	\$94,950	-29.2%
	Ave. Sales Price	\$158,407	\$138,417	14.4%	\$148,293	\$131,321	12.9%	\$261,241	\$236,340	10.5%	\$101,926	\$82,618	23.4%

		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	307	243	26.3%	307	242	26.9%		1		32	58	-44.8%
	Median Sales Price	\$30,000	\$22,000	36.4%	\$30,000	\$22,000	36.4%				\$20,427	\$16,150	26.5%
	Ave. Sales Price	\$38,565	\$37,994	1.5%	\$38,565	\$37,891	1.8%		\$63,000		\$26,944	\$27,202	-0.9%
Raleigh/ Cov. Pike	Units	320	288	11.1%	319	278	14.7%	1	10	-90.0%	38	58	-34.5%
	Median Sales Price	\$72,827	\$65,000	12.0%	\$72,653	\$64,900	11.9%		\$153,900		\$47,870	\$49,740	-3.8%
	Ave. Sales Price	\$73,357	\$69,119	6.1%	\$73,332	\$66,346	10.5%	\$81,500	\$146,210	-44.3%	\$49,953	\$48,537	2.9%
Downtown	Units	150	128	17.2%	149	122	22.1%	1	6	-83.3%	6	11	-45.4%
	Median Sales Price	\$231,000	\$197,461	17.0%	\$230,000	\$192,000	19.8%		\$326,031		\$40,250	\$36,712	9.6%
	Ave. Sales Price	\$233,376	\$198,543	17.5%	\$233,226	\$193,385	20.6%	\$255,738	\$303,429	-15.7%	\$50,251	\$55,430	-9.3%
Midtown	Units	270	260	3.8%	269	260	3.5%	1			14	31	-54.8%
	Median Sales Price	\$137,000	\$119,350	14.8%	\$137,000	\$119,350	14.8%				\$102,450	\$28,000	265.9%
	Ave. Sales Price	\$156,189	\$142,102	9.9%	\$156,678	\$142,102	10.3%	\$293,500			\$101,185	\$64,157	57.7%
S. Memphis	Units	153	147	4.1%	153	147	4.1%				28	47	-40.4%
	Median Sales Price	\$18,500	\$15,000	23.3%	\$18,500	\$15,000	23.3%				\$12,500	\$11,777	6.1%
	Ave. Sales Price	\$24,930	\$20,287	22.9%	\$24,930	\$20,287	22.9%				\$14,207	\$15,310	-7.2%
Berclair/ Highland Heights	Units	171	198	-13.6%	171	198	-13.6%				20	35	-42.9%
	Median Sales Price	\$39,000	\$27,000	44.4%	\$39,000	\$27,000	44.4%				\$32,778	\$24,000	36.6%
	Ave. Sales Price	\$40,742	\$34,528	18.0%	\$40,742	\$34,528	18.0%				\$33,810	\$28,260	19.6%
E. Memphis	Units	934	845	10.5%	932	843	10.6%	2	2	0.0%	54	74	-27.0%
	Median Sales Price	\$123,750	\$125,000	-1.0%	\$122,850	\$125,000	-1.7%				\$41,790	\$34,880	19.8%
	Ave. Sales Price	\$168,184	\$171,100	-1.7%	\$167,761	\$170,021	-1.3%	\$365,500	\$626,000	-41.6%	\$72,326	\$53,208	35.9%
Whitehaven	Units	260	242	7.4%	259	242	7.0%	1			52	58	-10.3%
	Median Sales Price	\$53,125	\$47,755	11.2%	\$53,000	\$47,755	11.0%				\$36,500	\$30,750	18.7%
	Ave. Sales Price	\$56,432	\$53,927	4.6%	\$55,869	\$53,927	3.6%	\$202,000			\$39,046	\$35,371	10.4%
Parkway Village/ Oakhaven	Units	200	185	8.1%	200	184	8.7%		1		31	36	-13.9%
	Median Sales Price	\$55,000	\$39,500	39.2%	\$55,000	\$39,375	39.7%				\$40,000	\$28,000	42.9%
	Ave. Sales Price	\$58,202	\$46,261	25.8%	\$58,202	\$46,018	26.5%		\$91,000		\$42,197	\$30,021	40.6%
Hickory Hill	Units	428	362	18.2%	414	350	18.3%	14	12	16.7%	46	79	-41.8%
	Median Sales Price	\$90,750	\$87,950	3.2%	\$88,925	\$85,750	3.7%	\$181,487	\$192,900	-5.9%	\$57,875	\$55,000	5.2%
	Ave. Sales Price	\$95,778	\$91,270	4.9%	\$93,538	\$87,834	6.5%	\$161,995	\$191,505	-15.4%	\$64,957	\$64,997	-0.1%
Southwind	Units	49	39	25.6%	44	36	22.2%	5	3	66.7%	8	6	33.3%
	Median Sales Price	\$182,000	\$192,000	-5.2%	\$177,000	\$187,450	-5.6%	\$244,836	\$249,900	-2.0%	\$122,250	\$268,500	-54.5%
	Ave. Sales Price	\$230,965	\$252,309	-8.5%	\$225,098	\$252,133	-10.7%	\$282,600	\$254,426	11.1%	\$140,000	\$275,158	-49.1%

		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	665	635	4.7%	617	595	3.7%	48	40	20.0%	39	66	-40.9%
	Median Sales Price	\$148,000	\$140,000	5.7%	\$142,900	\$135,500	5.5%	\$201,357	\$205,757	-2.1%	\$112,114	\$94,152	19.1%
	Ave. Sales Price	\$160,994	\$155,581	3.5%	\$155,441	\$151,305	2.7%	\$232,375	\$219,193	6.0%	\$130,169	\$118,381	10.0%
Bartlett	Units	369	346	6.6%	324	296	9.5%	45	50	-10.0%	15	45	-66.7%
	Median Sales Price	\$189,900	\$170,450	11.4%	\$174,900	\$160,700	8.8%	\$271,175	\$252,872	7.2%	\$145,000	\$135,975	6.6%
	Ave. Sales Price	\$196,178	\$178,755	9.7%	\$184,245	\$165,560	11.3%	\$282,092	\$256,870	9.8%	\$158,178	\$137,040	15.4%
G'town	Units	218	211	3.3%	211	207	1.9%	7	4	75.0%	2	6	-66.7%
	Median Sales Price	\$287,000	\$255,000	12.5%	\$285,000	\$251,350	13.4%	\$741,204	\$634,599	16.8%		\$248,250	
	Ave. Sales Price	\$348,313	\$292,448	19.1%	\$334,164	\$285,180	17.2%	\$774,829	\$668,549	15.9%	\$191,350	\$335,544	-43.0%
Collierville	Units	293	313	-6.4%	262	282	-7.1%	31	31	0.0%	9	11	-18.2%
	Median Sales Price	\$315,000	\$296,000	6.4%	\$299,000	\$285,500	4.7%	\$455,393	\$465,000	-2.1%	\$243,784	\$201,750	20.8%
	Ave. Sales Price	\$337,854	\$321,140	5.2%	\$319,389	\$303,306	5.3%	\$493,908	\$483,375	2.2%	\$257,142	\$277,995	-7.5%
Lateland	Units	85	82	3.7%	81	79	2.5%	4	3	33.3%	6	4	50.0%
	Median Sales Price	\$230,000	\$250,150	-8.1%	\$225,000	\$240,000	-6.3%	\$355,044	\$314,999	12.7%	\$208,400	\$143,000	45.7%
	Ave. Sales Price	\$259,228	\$258,746	0.2%	\$254,221	\$256,042	-0.7%	\$360,022	\$329,966	9.1%	\$215,236	\$175,124	22.9%
Arlington	Units	109	101	7.9%	92	85	8.2%	17	16	6.2%	2	9	-77.8%
	Median Sales Price	\$243,900	\$225,000	8.4%	\$230,000	\$204,900	12.2%	\$310,950	\$293,326	6.0%		\$170,500	
	Ave. Sales Price	\$251,070	\$226,949	10.6%	\$236,389	\$212,742	11.1%	\$330,524	\$302,422	9.3%	\$123,025	\$181,055	-32.1%
Millington	Units	64	73	-12.3%	64	73	-12.3%				10	17	-41.2%
	Median Sales Price	\$111,450	\$100,000	11.4%	\$111,450	\$100,000	11.4%				\$72,500	\$65,000	11.5%
	Ave. Sales Price	\$115,412	\$113,652	1.5%	\$115,412	\$113,652	1.5%				\$109,896	\$81,334	35.1%
Shelby County	Units	5,000	4,622	8.2%	4,823	4,443	8.6%	177	179	-1.1%	410	646	-36.5%
	Median Sales Price	\$117,900	\$115,000	2.5%	\$114,000	\$110,000	3.6%	\$286,600	\$266,719	7.5%	\$49,140	\$44,361	10.8%
	Ave. Sales Price	\$153,946	\$148,026	4.0%	\$147,801	\$142,095	4.0%	\$321,394	\$295,244	8.9%	\$73,168	\$70,269	4.1%
Fayette County	Units	217	191	13.6%	182	152	19.7%	35	39	-10.3%	20	22	-9.1%
	Median Sales Price	\$192,500	\$179,900	7.0%	\$172,200	\$158,500	8.6%	\$254,900	\$239,900	6.2%	\$117,692	\$79,413	48.2%
	Ave. Sales Price	\$232,825	\$199,079	17.0%	\$217,636	\$178,914	21.6%	\$311,812	\$277,671	12.3%	\$144,658	\$107,468	34.6%
Tipton County	Units	266	244	9.0%	245	228	7.7%	21	16	31.2%	50	49	2.0%
	Median Sales Price	\$135,750	\$130,750	3.8%	\$132,000	\$126,500	4.3%	\$274,500	\$256,900	6.8%	\$61,250	\$65,500	-6.5%
	Ave. Sales Price	\$139,379	\$133,753	4.2%	\$128,173	\$125,234	2.3%	\$270,115	\$255,145	5.9%	\$72,223	\$70,118	3.0%