

Sales Summary

	June Total Sales			YTD Total Sales		
	2018	2017	% change	2018	2017	% change
Units	1,939	1,943	-0.2%	9,544	9,311	2.5%
Median Sales Price	\$165,000	\$155,000	6.5%	\$145,000	\$132,350	9.6%
Average Sales Price	\$200,193	\$186,246	7.5%	\$181,902	\$166,185	9.5%

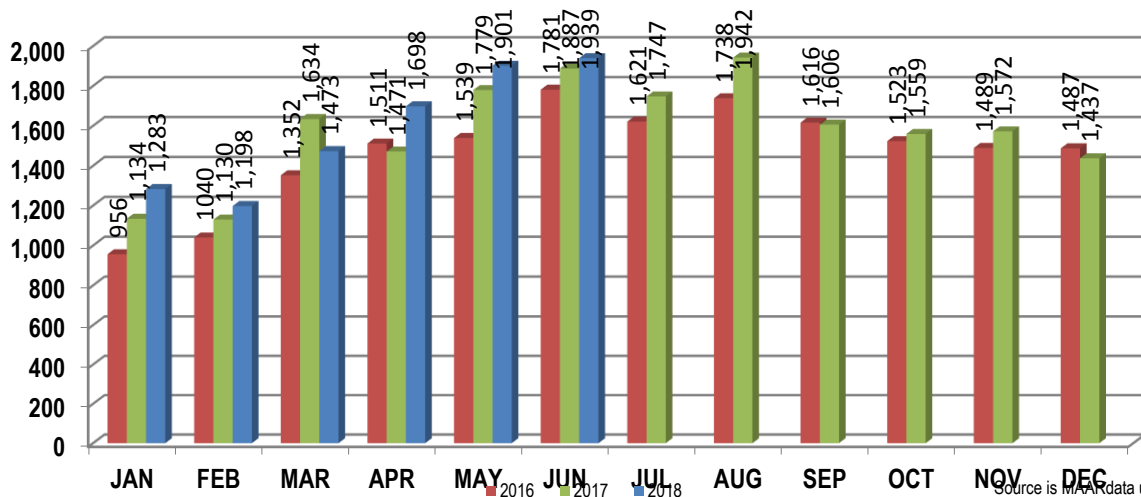
	June Existing Sales			YTD Existing Home Sales		
	2018	2017	% change	2018	2017	% change
Units	1,877	1,881	-0.2%	9,093	8,933	1.8%
Median Sales Price	\$160,000	\$149,900	6.7%	\$138,000	\$127,600	8.2%
Average Sales Price	\$194,790	\$180,109	8.1%	\$172,603	\$159,669	8.1%

	June New Home Sales			YTD New Home Sales		
	2018	2017	% change	2018	2017	% change
Units	62	62	0.0%	451	378	19.3%
Median Sales Price	\$322,000	\$278,820	15.5%	\$314,520	\$275,000	14.4%
Average Sales Price	\$363,771	\$372,452	-2.3%	\$369,406	\$320,166	15.4%

	June Bank Sales			YTD Bank Sales*		
	2018	2017	% change	2018	2017	% change
Units	53	97	-45.4%	447	708	-36.9%
Median Sales Price	\$60,000	\$44,260	35.6%	\$54,700	\$50,000	9.4%
Average Sales Price	\$78,388	\$74,638	5.0%	\$78,786	\$73,065	7.8%

	June Non-Bank Sales			YTD Non-Bank Sales		
	2018	2017	% change	2018	2017	% change
Units	1,886	1,846	2.2%	9,097	8,603	5.7%
Median Sales Price	\$170,000	\$160,000	6.3%	\$150,000	\$141,000	6.4%
Average Sales Price	\$203,616	\$192,111	6.0%	\$186,969	\$173,848	7.5%

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.



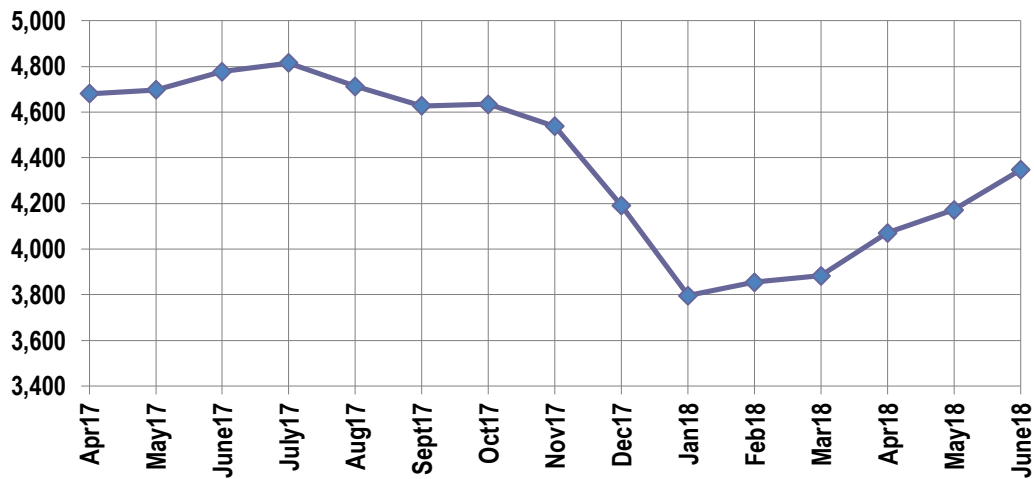
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 06-14-18)		
	Units	Ave. List Price
Single Family	4,129	\$276,093
Condo/Co-op	142	\$202,259
Duplex	76	\$93,384
Market Total	4,347	\$270,486

Pending Sales (as of 06-14-18)		
	Units	Ave. List Price
Single Family	1,452	\$206,783
Condo/Co-op	44	\$156,718
Duplex	18	\$70,352
Market Total	1,514	\$203,756

	June Foreclosure Actions			YTD Foreclosure Actions		
	2018	2017	% change	2018	2017	% change
Total	117	194	-39.7%	787	1,092	-27.9%

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



Inventory

Jul-16	5,732	Jul-17	4,815
Aug-16	5,666	Aug-17	4,713
Sep-16	5,504	Sep-17	4,627
Oct-16	5,399	Oct-17	4,634
Nov-16	5,235	Nov-17	4,538
Dec-17	4,715	Dec-18	4,190
Jan-17	4,344	Jan-18	3,796
Feb-17	4,500	Feb-18	3,854
Mar-17	4,464	Mar-18	3,883
Apr-17	4,681	Apr-18	4,070
May-17	4,697	May-18	4,172
Jun-17	4,777	Jun-18	4,347

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Frayser	Units	104	75	38.7%	104	74	40.5%		1		4	12	-66.7%
	Median Sales Price	\$44,950	\$28,500	57.7%	\$44,950	\$28,250	59.1%				\$21,625	\$23,126	-6.5%
	Ave. Sales Price	\$55,154	\$52,272	5.5%	\$55,154	\$51,223	7.7%		\$129,900		\$22,437	\$52,441	-57.2%
Raleigh/ Cov. Pike	Units	108	96	12.5%	108	96	12.5%				3	9	-66.7%
	Median Sales Price	\$79,900	\$74,625	7.1%	\$79,900	\$74,625	7.1%				\$62,250	\$64,500	-3.5%
	Ave. Sales Price	\$85,648	\$77,288	10.8%	\$85,648	\$77,288	10.8%				\$54,050	\$62,588	-13.6%
Downtown	Units	76	69	10.1%	76	69	10.1%					1	
	Median Sales Price	\$219,500	\$210,000	4.5%	\$219,500	\$210,000	4.5%						
	Ave. Sales Price	\$216,625	\$226,831	-4.5%	\$216,625	\$226,831	-4.5%					\$5,500	
Midtown	Units	117	112	4.5%	116	112	3.6%	1			3	6	-50.0%
	Median Sales Price	\$174,900	\$156,725	11.6%	\$173,700	\$156,725	10.8%				\$46,500	\$36,925	25.9%
	Ave. Sales Price	\$190,944	\$177,457	7.6%	\$189,280	\$177,457	6.7%	\$384,000			\$71,500	\$51,387	39.1%
S. Memphis	Units	44	42	4.8%	44	42	4.8%				4	5	-20.0%
	Median Sales Price	\$19,375	\$17,750	9.2%	\$19,375	\$17,750	9.2%				\$13,875	\$26,000	-46.6%
	Ave. Sales Price	\$27,185	\$20,958	29.7%	\$27,185	\$20,958	29.7%				\$16,437	\$27,314	-39.8%
Berclair/ Highland Heights	Units	59	54	9.3%	59	54	9.3%				1	3	-66.7%
	Median Sales Price	\$42,000	\$35,000	20.0%	\$42,000	\$35,000	20.0%					\$20,000	
	Ave. Sales Price	\$48,366	\$42,197	14.6%	\$48,366	\$42,197	14.6%				\$40,000	\$21,667	84.6%
E. Memphis	Units	351	325	8.0%	347	325	6.8%	4			4	11	-63.6%
	Median Sales Price	\$183,000	\$149,000	22.8%	\$178,800	\$149,000	20.0%	\$798,500			\$41,500	\$38,420	8.0%
	Ave. Sales Price	\$237,900	\$195,216	21.9%	\$231,673	\$195,216	18.7%	\$778,075			\$45,362	\$61,492	-26.2%
Whitehaven	Units	66	64	3.1%	66	64	3.1%				7	7	0.0%
	Median Sales Price	\$61,250	\$61,000	0.4%	\$61,250	\$61,000	0.4%				\$20,000	\$35,000	-42.9%
	Ave. Sales Price	\$67,068	\$66,197	1.3%	\$67,068	\$66,197	1.3%				\$44,650	\$36,459	22.5%
Parkway/ Village/ Oakhaven	Units	51	69	-26.1%	51	69	-26.1%				2	6	-66.7%
	Median Sales Price	\$55,000	\$37,600	46.3%	\$55,000	\$37,600	46.3%					\$31,501	
	Ave. Sales Price	\$59,092	\$43,452	36.0%	\$59,092	\$43,452	36.0%				\$47,500	\$35,126	35.2%
Hickory Hill	Units	110	130	-15.4%	109	126	-13.5%	1	4	-75.0%	11	8	37.5%
	Median Sales Price	\$106,250	\$106,950	-0.7%	\$105,500	\$105,300	0.2%		\$221,538		\$95,000	\$63,283	50.1%
	Ave. Sales Price	\$112,942	\$108,873	3.7%	\$111,873	\$105,158	6.4%	\$229,500	\$225,877	1.6%	\$97,668	\$77,139	26.6%
Southwind	Units	19	22	-13.6%	17	22	-22.7%	2			2	1	100.0%
	Median Sales Price	\$295,000	\$220,000	34.1%	\$295,000	\$220,000	34.1%						
	Ave. Sales Price	\$325,037	\$259,636	25.2%	\$330,527	\$259,636	27.3%	\$278,375			\$267,380	\$255,000	4.8%

		June Total Sales			June Existing Sales			June New Home Sales			June Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Cordova	Units	221	233	-5.2%	213	226	-5.8%	8	7	14.3%	3	6	-50.0%
	Median Sales Price	\$172,000	\$149,400	15.1%	\$171,000	\$148,804	14.9%	\$190,000	\$253,194	-25.0%	\$150,000	\$96,850	54.9%
	Ave. Sales Price	\$196,032	\$166,422	17.8%	\$195,303	\$163,890	19.2%	\$215,449	\$248,164	36.3%	\$149,333	\$102,809	45.3%
Bartlett	Units	126	154	-18.2%	118	144	-18.1%	8	10	-20.0%	2	4	-50.0%
	Median Sales Price	\$200,000	\$192,250	4.0%	\$195,000	\$185,000	5.4%	\$321,697	\$275,825	16.6%		\$156,750	
	Ave. Sales Price	\$208,516	\$206,871	0.8%	\$200,926	\$202,100	-0.6%	\$320,473	\$275,562	16.3%	\$112,000	\$255,625	-56.2%
G'town	Units	114	114	0.0%	114	107	6.5%		7			1	
	Median Sales Price	\$345,050	\$320,500	7.7%	\$345,050	\$302,500	14.1%		\$815,000				
	Ave. Sales Price	\$384,189	\$369,796	3.9%	\$384,189	\$341,533	12.5%		\$801,815			\$157,000	
Collierville	Units	113	136	-16.9%	100	128	-21.9%	13	8	62.5%			
	Median Sales Price	\$369,950	\$359,900	2.8%	\$335,500	\$338,750	-1.0%	\$484,054	\$504,805	-4.1%			
	Ave. Sales Price	\$378,934	\$370,593	2.3%	\$366,364	\$358,775	2.1%	\$475,622	\$559,687	-15.0%			
Lateland	Units	32	42	-23.8%	32	41	-22.0%		1				
	Median Sales Price	\$279,500	\$270,950	3.2%	\$279,500	\$269,900	3.6%						
	Ave. Sales Price	\$305,669	\$306,280	-0.2%	\$305,669	\$301,702	1.3%		\$494,000				
Arlington	Units	38	38	0.0%	35	38	-7.9%	3				3	
	Median Sales Price	\$276,250	\$240,950	14.7%	\$268,000	\$240,950	11.2%	\$362,900				\$226,019	
	Ave. Sales Price	\$269,975	\$241,449	11.8%	\$262,244	\$241,449	8.6%	\$360,166				\$222,006	
Millington	Units	22	18	22.2%	22	18	22.2%						
	Median Sales Price	\$125,500	\$145,000	-13.4%	\$125,500	\$145,000	-13.4%						
	Ave. Sales Price	\$150,135	\$131,105	14.5%	\$150,135	\$131,105	14.5%						
Shelby County	Units	1,747	1,773	-1.5%	1,707	1,735	-1.6%	40	38	5.3%	47	83	-43.4%
	Median Sales Price	\$160,000	\$149,900	6.7%	\$155,000	\$146,000	6.2%	\$369,047	\$317,542	16.2%	\$56,000	\$49,000	14.3%
	Ave. Sales Price	\$198,219	\$184,653	7.3%	\$193,558	\$179,412	7.9%	\$395,838	\$423,957	-6.6%	\$74,069	\$74,445	-0.5%
Fayette County	Units	92	84	9.5%	75	65	15.4%	17	19	-10.5%	1	6	-83.3%
	Median Sales Price	\$225,000	\$239,450	-6.0%	\$220,000	\$219,000	0.5%	\$253,884	\$256,340	-1.0%		\$55,028	
	Ave. Sales Price	\$262,868	\$245,839	6.9%	\$254,692	\$230,995	10.3%	\$298,942	\$296,620	0.8%	\$59,325	\$82,097	-27.7%
Tipton County	Units	100	86	16.3%	95	81	17.3%	5	5	0.0%	5	8	-37.5%
	Median Sales Price	\$163,750	\$153,000	7.0%	\$160,500	\$142,500	12.6%	\$320,564	\$260,000	23.3%	\$137,000	\$42,679	221.0%
	Ave. Sales Price	\$177,017	\$160,886	10.0%	\$169,088	\$154,201	9.6%	\$327,659	\$269,180	21.7%	\$122,800	\$71,044	72.8%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2018	2017	%change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Frayser	Units	535	468	14.3%	535	467	14.6%		1		40	60	-33.3%
	Median Sales Price	\$33,500	\$29,750	12.6%	\$33,500	\$29,600	13.2%				\$22,750	\$20,154	12.9%
	Ave. Sales Price	\$49,954	\$40,814	22.4%	\$49,954	\$40,623	23.0%		\$129,900		\$27,582	\$30,578	-9.8%
Raleigh/ Cov. Pike	Units	564	510	10.6%	554	509	8.8%	10	1	900.0%	32	67	-52.2%
	Median Sales Price	\$78,775	\$75,000	5.0%	\$77,350	\$75,000	3.1%	\$151,400			\$46,750	\$53,900	-13.3%
	Ave. Sales Price	\$82,862	\$75,098	10.3%	\$81,606	\$75,086	8.7%	\$152,470	\$81,500	87.1%	\$55,915	\$55,366	1.0%
Downtown	Units	290	287	1.0%	289	284	1.8%	1	3	-66.7%	10	9	11.1%
	Median Sales Price	\$220,000	\$230,000	-4.3%	\$220,000	\$230,000	-4.3%		\$255,738		\$60,250	\$23,477	156.6%
	Ave. Sales Price	\$219,338	\$241,555	-9.2%	\$219,699	\$241,296	-9.0%	\$115,000	\$266,117	-56.8%	\$93,378	\$35,942	159.8%
Midtown	Units	505	480	5.2%	495	479	3.3%	10	1	900.0%	24	23	4.3%
	Median Sales Price	\$155,000	\$137,500	12.7%	\$152,000	\$137,500	10.5%	\$372,725			\$71,700	\$63,000	13.8%
	Ave. Sales Price	\$180,150	\$159,348	13.1%	\$176,362	\$159,068	10.9%	\$367,660	\$293,500	25.3%	\$77,973	\$76,645	1.7%
S. Memphis	Units	279	238	17.2%	279	238	17.2%				39	41	-4.9%
	Median Sales Price	\$20,000	\$18,000	11.1%	\$20,000	\$18,000	11.1%				\$18,000	\$15,000	20.0%
	Ave. Sales Price	\$27,805	\$24,657	12.8%	\$27,805	\$24,657	12.8%				\$24,047	\$16,767	43.4%
Berclair/ Highland Heights	Units	304	293	3.8%	304	293	3.8%				14	28	-50.0%
	Median Sales Price	\$41,000	\$39,891	2.8%	\$41,000	\$39,891	2.8%				\$37,096	\$32,448	14.3%
	Ave. Sales Price	\$45,256	\$42,400	6.7%	\$45,256	\$42,400	6.7%				\$36,457	\$32,755	11.3%
E. Memphis	Units	1,564	1,603	-2.4%	1,554	1,601	-2.9%	10	2	400.0%	46	79	-41.8%
	Median Sales Price	\$149,250	\$132,900	12.3%	\$147,750	\$132,508	11.5%	\$778,500			\$32,550	\$40,000	-18.6%
	Ave. Sales Price	\$199,641	\$175,011	14.1%	\$196,193	\$174,773	12.3%	\$735,530	\$365,500	101.2%	\$59,369	\$65,229	-9.0%
Whitehaven	Units	416	387	7.5%	416	386	7.8%		1		45	74	-39.2%
	Median Sales Price	\$64,000	\$55,000	16.4%	\$64,000	\$55,000	16.4%				\$39,000	\$35,750	9.1%
	Ave. Sales Price	\$64,345	\$59,209	8.7%	\$64,345	\$58,839	9.4%		\$202,000		\$46,398	\$39,957	16.1%
Parkway/ Village/ Oakhaven	Units	287	318	-9.7%	286	318	-10.1%	1			23	48	-52.1%
	Median Sales Price	\$64,000	\$51,500	24.3%	\$64,000	\$51,500	24.3%				\$39,500	\$40,001	-1.3%
	Ave. Sales Price	\$63,026	\$55,223	14.1%	\$62,910	\$55,223	13.9%	\$96,000			\$41,873	\$41,497	0.9%
Hickory Hill	Units	650	680	-4.4%	626	656	-4.6%	24	24	0.0%	47	62	-24.2%
	Median Sales Price	\$103,000	\$92,000	12.0%	\$100,000	\$90,000	11.1%	\$229,265	\$197,000	16.4%	\$86,500	\$60,455	43.1%
	Ave. Sales Price	\$107,579	\$97,351	10.5%	\$103,473	\$94,143	9.9%	\$214,669	\$185,034	16.0%	\$91,484	\$67,803	34.9%
Southwind	Units	85	89	-4.5%	75	80	-6.3%	10	9	11.1%	9	9	0.0%
	Median Sales Price	\$258,720	\$192,000	34.8%	\$240,000	\$183,000	31.1%	\$264,917	\$237,315	11.6%	\$134,610	\$110,000	22.4%
	Ave. Sales Price	\$290,747	\$246,265	18.1%	\$294,548	\$244,537	20.4%	\$262,245	\$261,619	0.2%	\$153,291	\$148,289	3.4%

		YTD Total Sales			YTD Existing Sales			YTD New Home Sales			YTD Bank Sales		
		2018	2017	% change	2018	2017	% change	2018	2017	% change	2018	2017	% change
Cordova	Units	1,147	1,137	0.9%	1,091	1,065	2.4%	56	72	-22.2%	41	58	-29.3%
	Median Sales Price	\$164,000	\$149,250	9.9%	\$160,000	\$145,000	10.3%	\$267,900	\$203,042	31.9%	\$136,800	\$114,325	19.7%
	Ave. Sales Price	\$180,854	\$163,898	10.3%	\$176,827	\$159,607	10.8%	\$259,309	\$227,357	14.0%	\$149,446	\$130,190	14.8%
Bartlett	Units	574	652	-12.0%	509	580	-12.2%	65	72	-9.7%	8	21	-61.9%
	Median Sales Price	\$210,000	\$190,000	10.5%	\$195,000	\$177,135	10.1%	\$298,900	\$271,825	10.0%	\$120,750	\$140,000	-13.7%
	Ave. Sales Price	\$212,435	\$199,443	6.5%	\$200,044	\$189,499	5.6%	\$309,465	\$279,543	10.7%	\$157,884	\$170,802	-7.6%
G'town	Units	474	425	11.5%	449	408	10.0%	25	17	47.1%	6	3	100.0%
	Median Sales Price	\$330,000	\$300,000	10.0%	\$324,000	\$294,400	10.1%	\$800,629	\$741,204	8.0%	\$212,500	\$157,000	35.3%
	Ave. Sales Price	\$386,404	\$359,927	7.4%	\$362,757	\$342,403	5.9%	\$811,111	\$780,491	3.9%	\$301,850	\$179,900	67.8%
Collierville	Units	569	559	1.8%	494	510	-3.1%	75	49	53.1%	4	10	-60.0%
	Median Sales Price	\$365,000	\$329,000	10.9%	\$327,700	\$313,450	4.5%	\$467,934	\$466,000	0.4%	\$190,780	\$236,842	-19.5%
	Ave. Sales Price	\$379,273	\$346,480	9.5%	\$357,938	\$332,073	7.8%	\$519,804	\$496,438	4.7%	\$190,674	\$252,948	-24.6%
Lateland	Units	149	159	-6.3%	147	154	-4.5%	2	5	-60.0%	1	8	-87.5%
	Median Sales Price	\$299,300	\$252,000	18.8%	\$299,300	\$250,000	19.7%		\$356,999			\$208,400	
	Ave. Sales Price	\$319,210	\$274,251	16.4%	\$317,839	\$270,596	17.5%	\$419,950	\$386,817	8.6%	\$134,250	\$222,039	-39.5%
Arlington	Units	210	190	10.5%	176	170	3.5%	34	20	70.0%	3	6	-50.0%
	Median Sales Price	\$265,000	\$237,000	11.8%	\$245,000	\$230,000	6.5%	\$335,400	\$310,900	7.9%	\$307,500	\$195,510	57.3%
	Ave. Sales Price	\$265,082	\$246,474	7.5%	\$249,873	\$236,709	5.6%	\$343,810	\$329,476	4.3%	\$300,833	\$196,178	53.3%
Millington	Units	105	108	-2.8%	105	108	-2.8%				3	12	-75.0%
	Median Sales Price	\$109,900	\$118,500	-7.3%	\$109,900	\$118,500	-7.3%				\$168,000	\$72,500	131.7%
	Ave. Sales Price	\$128,565	\$123,377	4.2%	\$128,565	\$123,377	4.2%				\$142,833	\$103,191	38.4%
Shelby County	Units	8,621	8,486	1.6%	8,298	8,209	1.1%	323	277	16.6%	394	613	-35.7%
	Median Sales Price	\$139,900	\$129,000	8.4%	\$133,400	\$125,000	6.7%	\$329,900	\$283,354	16.4%	\$47,750	\$47,999	-0.5%
	Ave. Sales Price	\$179,357	\$164,363	9.1%	\$171,037	\$158,745	7.7%	\$393,099	\$330,852	18.8%	\$76,529	\$70,873	8.0%
Fayette County	Units	414	376	10.1%	330	309	6.8%	84	67	25.4%	14	31	-54.8%
	Median Sales Price	\$229,900	\$203,216	13.1%	\$209,950	\$185,000	13.5%	\$277,825	\$254,900	9.0%	\$67,500	\$99,900	-32.4%
	Ave. Sales Price	\$256,748	\$231,094	11.1%	\$239,006	\$215,318	11.0%	\$326,452	\$303,853	7.4%	\$102,526	\$119,013	-13.8%
Tipton County	Units	509	449	13.4%	465	415	12.0%	44	34	29.4%	39	64	-39.1%
	Median Sales Price	\$155,000	\$141,250	9.7%	\$150,000	\$135,000	11.1%	\$282,356	\$274,250	3.0%	\$74,000	\$58,750	26.0%
	Ave. Sales Price	\$164,144	\$146,262	12.2%	\$153,420	\$136,513	12.4%	\$277,476	\$265,260	4.6%	\$93,070	\$71,812	29.6%