

Sales Summary

	July Total Sales			YTD Total Sales		
	2019	2018	% change	2019	2018	% change
Units	1,942	1,857	4.6%	11,277	11,435	-1.4%
Median Sales Price	\$172,500	\$164,000	5.2%	\$152,750	\$149,900	1.9%
Average Sales Price	\$207,412	\$197,761	4.9%	\$189,046	\$184,966	2.2%

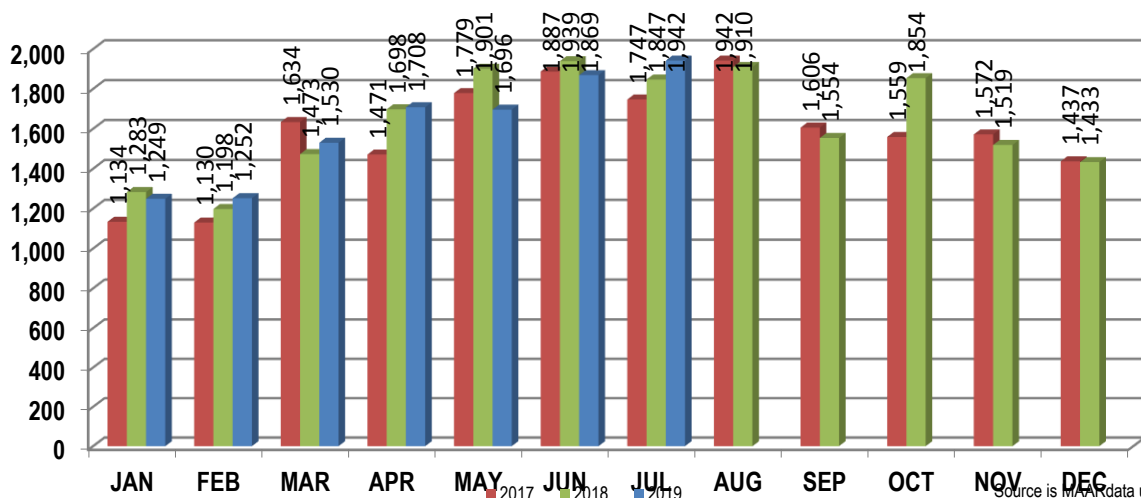
	July Existing Sales			YTD Existing Home Sales		
	2019	2018	% change	2019	2018	% change
Units	1,868	1,770	5.5%	10,776	10,879	-0.9%
Median Sales Price	\$167,000	\$158,000	5.7%	\$145,000	\$140,500	3.2%
Average Sales Price	\$200,333	\$190,021	5.4%	\$180,018	\$175,711	2.4%

	July New Home Sales			YTD New Home Sales		
	2019	2018	% change	2019	2018	% change
Units	74	87	-14.9%	501	556	-9.9%
Median Sales Price	\$326,000	\$309,085	5.5%	\$332,278	\$314,390	5.7%
Average Sales Price	\$386,118	\$355,242	8.7%	\$383,221	\$366,058	4.7%

	July Bank Sales			YTD Bank Sales*		
	2019	2018	% change	2019	2018	% change
Units	50	63	-20.6%	340	510	-33.3%
Median Sales Price	\$75,000	\$55,000	36.4%	\$59,000	\$55,000	7.3%
Average Sales Price	\$89,243	\$64,832	37.7%	\$86,940	\$79,279	9.7%

	July Non-Bank Sales			YTD Non-Bank Sales		
	2019	2018	% change	2019	2018	% change
Units	1,892	1,794	5.5%	10,937	10,925	0.1%
Median Sales Price	\$175,000	\$167,000	4.8%	\$156,000	\$154,000	1.3%
Average Sales Price	\$210,535	\$202,430	4.0%	\$192,220	\$189,983	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 MFR data unless otherwise noted.

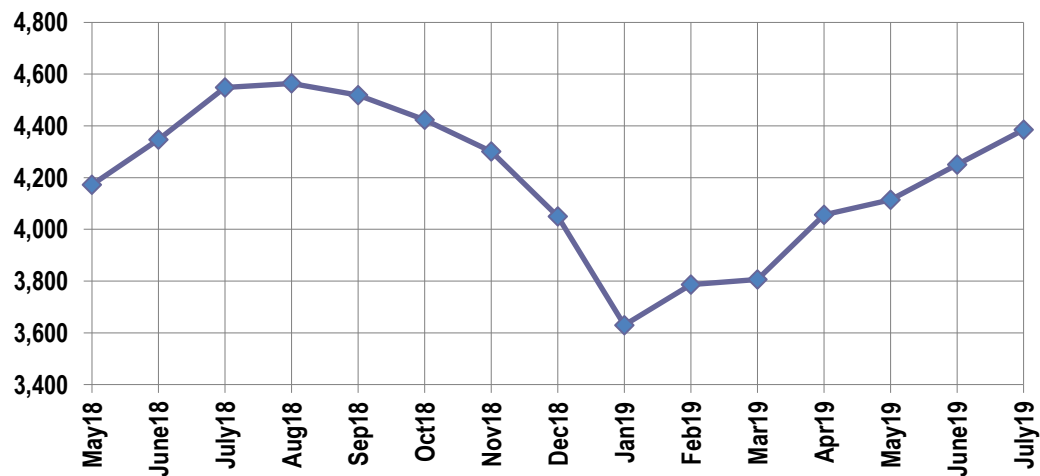
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 07-15-19)		
	Units	Ave. List Price
Single Family	4,196	\$294,041
Condo/Co-op	139	\$185,251
Duplex	50	\$87,288
Market Total	4,385	\$288,235

Pending Sales (as of 07-15-19)		
	Units	Ave. List Price
Single Family	1,264	\$212,448
Condo/Co-op	32	\$173,150
Duplex	16	\$91,356
Market Total	1,312	\$210,013

	July Foreclosure Actions			YTD Foreclosure Actions		
	2019	2018	% change	2019	2018	% change
Total	74	126	-41.3%	659	911	-27.7%

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



Inventory

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
Jul-18	4,548	Jul-19	4,385

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	95	94	1.1%	95	94	1.1%				5	6	-16.7%
	Median Sales Price	\$38,793	\$30,750	26.2%	\$38,793	\$30,750	26.2%				\$27,300	\$25,250	8.1%
	Ave. Sales Price	\$62,578	\$40,779	53.5%	\$62,578	\$40,779	53.5%				\$28,071	\$48,755	-42.4%
Raleigh/ Cov. Pike	Units	95	100	-5.0%	93	100	-7.0%	2			7	4	75.0%
	Median Sales Price	\$99,900	\$85,750	16.5%	\$99,500	\$85,750	16.0%				\$76,000	\$79,500	-4.4%
	Ave. Sales Price	\$97,399	\$91,306	6.7%	\$96,592	\$91,306	5.8%	\$134,950			\$77,286	\$82,000	-5.7%
Downtown	Units	60	56	7.1%	59	56	5.4%	1				2	
	Median Sales Price	\$250,750	\$235,000	6.7%	\$259,000	\$235,000	10.2%						
	Ave. Sales Price	\$242,359	\$241,349	0.4%	\$244,976	\$241,349	1.5%	\$88,000				\$13,750	
Midtown	Units	111	97	14.4%	109	97	12.4%	2			4	1	300.0%
	Median Sales Price	\$190,000	\$180,000	5.6%	\$190,000	\$180,000	5.6%				\$79,325		
	Ave. Sales Price	\$198,407	\$191,191	3.8%	\$197,425	\$191,191	3.3%	\$251,950			\$77,303	\$50,000	54.6%
S. Memphis	Units	62	58	6.9%	62	58	6.9%				4	7	-42.9%
	Median Sales Price	\$21,500	\$24,750	-13.1%	\$21,500	\$24,750	-13.1%				\$37,200	\$23,600	57.6%
	Ave. Sales Price	\$28,458	\$32,672	-12.9%	\$28,458	\$32,672	-12.9%				\$36,787	\$29,277	25.7%
Berclair/ Highland Heights	Units	60	35	71.4%	60	35	71.4%				3	4	-25.0%
	Median Sales Price	\$41,344	\$43,000	-3.9%	\$41,344	\$43,000	-3.9%				\$57,855	\$25,875	123.6%
	Ave. Sales Price	\$50,283	\$45,045	11.6%	\$50,283	\$45,045	11.6%				\$61,785	\$27,187	127.3%
E. Memphis	Units	341	310	10.0%	339	309	9.7%	2	1	100.0%	2	3	-33.3%
	Median Sales Price	\$166,000	\$177,750	-6.6%	\$165,000	\$178,000	-7.3%					\$20,500	
	Ave. Sales Price	\$227,325	\$230,617	-1.4%	\$222,663	\$230,814	-3.5%	\$1,017,500	\$170,000	498.5%	\$32,377	\$20,583	57.3%
Whitehaven	Units	82	84	-2.4%	80	81	-1.2%	2	3	-33.3%	2	11	-81.8%
	Median Sales Price	\$70,000	\$64,500	8.5%	\$69,500	\$61,000	13.9%		\$135,250			\$58,420	
	Ave. Sales Price	\$78,589	\$63,701	23.4%	\$75,630	\$60,930	24.1%	\$196,950	\$138,500	42.2%	\$51,150	\$55,966	-8.6%
Parkway/ Village/ Oakhaven	Units	45	44	2.3%	45	44	2.3%				2	1	100.0%
	Median Sales Price	\$60,000	\$66,375	-9.6%	\$60,000	\$66,375	-9.6%						
	Ave. Sales Price	\$65,112	\$63,813	2.0%	\$65,112	\$63,813	2.0%				\$61,675	\$36,001	71.3%
Hickory Hill	Units	123	111	10.8%	121	111	9.0%	2			7	5	40.0%
	Median Sales Price	\$120,000	\$100,000	20.0%	\$119,900	\$100,000	19.9%				\$84,900	\$80,000	6.1%
	Ave. Sales Price	\$124,198	\$108,747	14.2%	\$121,508	\$108,747	11.7%	\$286,938			\$93,509	\$77,030	21.4%
Southwind	Units	10	15	-33.3%	8	9	-11.1%	2	6	-66.7%			
	Median Sales Price	\$245,045	\$265,000	-7.5%	\$212,450	\$220,000	-3.4%		\$268,000				
	Ave. Sales Price	\$343,172	\$316,245	8.5%	\$360,737	\$327,155	10.3%	\$272,914	\$299,879	-9.0%			

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	245	252	-2.8%	235	237	-0.8%	10	15	-33.3%	5	5	0.0%
	Median Sales Price	\$182,000	\$165,000	10.3%	\$179,575	\$161,000	11.5%	\$232,442	\$190,000	22.3%	\$165,500	\$134,000	23.5%
	Ave. Sales Price	\$198,964	\$182,502	9.0%	\$197,416	\$179,918	9.7%	\$235,338	\$223,337	5.4%	\$172,890	\$151,197	14.3%
Bartlett	Units	140	126	11.1%	137	113	21.2%	3	13	-76.9%	1	3	-66.7%
	Median Sales Price	\$224,450	\$205,000	9.5%	\$220,000	\$197,000	11.7%	\$326,900	\$303,647	7.7%		\$125,000	
	Ave. Sales Price	\$236,010	\$218,015	8.3%	\$234,122	\$207,837	12.6%	\$322,233	\$306,487	5.1%	\$260,000	\$127,300	104.2%
G'town	Units	101	97	4.1%	99	93	6.5%	2	4	-50.0%			
	Median Sales Price	\$350,000	\$342,900	2.1%	\$350,000	\$337,000	3.9%		\$1,012,385				
	Ave. Sales Price	\$386,402	\$406,768	-5.0%	\$380,501	\$382,216	-0.4%	\$678,500	\$977,610	-30.6%			
Collierville	Units	120	134	-10.4%	107	120	-10.8%	13	14	-7.1%	1		
	Median Sales Price	\$422,000	\$350,500	20.4%	\$385,000	\$330,000	16.7%	\$520,000	\$440,000	18.2%			
	Ave. Sales Price	\$439,587	\$372,744	17.9%	\$412,958	\$355,887	16.0%	\$658,762	\$517,229	27.4%	\$309,900		
Lateland	Units	37	32	15.6%	35	30	16.7%	2	2	0.0%			
	Median Sales Price	\$276,500	\$258,750	6.9%	\$273,000	\$252,500	8.1%						
	Ave. Sales Price	\$321,313	\$305,292	5.2%	\$315,288	\$297,551	6.0%	\$426,748	\$421,400	1.3%			
Arlington	Units	48	42	14.3%	43	32	34.4%	5	10	-50.0%			
	Median Sales Price	\$271,750	\$296,000	-8.2%	\$267,000	\$257,450	3.7%	\$381,900	\$349,117	9.4%			
	Ave. Sales Price	\$287,324	\$295,074	-2.6%	\$274,664	\$274,231	0.2%	\$396,200	\$361,773	9.5%			
Millington	Units	14	22	-36.4%	14	22	-36.4%					1	
	Median Sales Price	\$119,950	\$114,500	4.8%	\$119,950	\$114,500	4.8%						
	Ave. Sales Price	\$147,321	\$139,518	5.6%	\$147,321	\$139,518	5.6%					\$32,250	
Shelby County	Units	1,760	1,701	3.5%	1,712	1,633	4.8%	48	68	-29.4%	43	52	-17.3%
	Median Sales Price	\$169,900	\$159,900	6.3%	\$165,000	\$155,000	6.4%	\$353,923	\$333,524	6.1%	\$72,000	\$51,250	40.5%
	Ave. Sales Price	\$205,978	\$195,874	5.2%	\$199,787	\$188,518	6.0%	\$426,789	\$372,519	14.6%	\$85,411	\$63,255	35.0%
Fayette County	Units	76	89	-14.6%	57	75	-24.0%	19	14	35.7%		6	
	Median Sales Price	\$250,000	\$230,000	8.7%	\$235,000	\$221,500	6.1%	\$303,499	\$262,668	15.5%		\$108,500	
	Ave. Sales Price	\$282,220	\$252,604	11.7%	\$271,322	\$242,002	12.1%	\$318,917	\$309,403	3.1%		\$102,863	
Tipton County	Units	106	67	58.2%	99	62	59.7%	7	5	40.0%	7	5	40.0%
	Median Sales Price	\$165,500	\$174,000	-4.9%	\$159,900	\$165,000	-3.1%	\$285,300	\$259,900	9.8%	\$131,000	\$35,000	274.3%
	Ave. Sales Price	\$176,881	\$172,832	2.3%	\$168,909	\$166,720	1.3%	\$289,633	\$248,614	16.5%	\$112,778	\$35,600	216.8%

		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	678	629	7.8%	678	629	7.8%				21	46	-54.3%
	Median Sales Price	\$38,647	\$33,000	17.1%	\$38,647	\$33,000	17.1%				\$24,059	\$23,125	4.0%
	Ave. Sales Price	\$49,327	\$48,532	1.6%	\$49,327	\$48,532	1.6%				\$33,057	\$30,344	8.9%
Raleigh/ Cov. Pike	Units	595	664	-10.4%	592	654	-9.5%	3	10	-70.0%	41	35	17.1%
	Median Sales Price	\$85,000	\$79,900	6.4%	\$84,950	\$78,900	7.7%	\$154,900	\$151,400	2.3%	\$75,000	\$55,555	35.0%
	Ave. Sales Price	\$89,379	\$84,134	6.2%	\$89,114	\$83,089	7.3%	\$141,600	\$152,470	-7.1%	\$72,865	\$59,975	21.5%
Downtown	Units	318	346	-8.1%	315	345	-8.7%	3	1	200.0%	4	12	-66.7%
	Median Sales Price	\$231,500	\$224,250	3.2%	\$234,500	\$224,500	4.5%	\$105,000			\$27,000	\$31,724	-14.9%
	Ave. Sales Price	\$241,249	\$222,901	8.2%	\$242,585	\$223,213	8.7%	\$101,000	\$115,000	-12.2%	\$78,077	\$80,107	-2.5%
Midtown	Units	646	605	6.8%	636	594	7.1%	10	11	-9.1%	14	25	-44.0%
	Median Sales Price	\$147,000	\$160,000	-8.1%	\$145,000	\$158,250	-8.4%	\$306,950	\$375,450	-18.2%	\$58,000	\$71,400	-18.8%
	Ave. Sales Price	\$167,574	\$182,247	-8.1%	\$165,656	\$178,793	-7.3%	\$289,520	\$368,773	-21.5%	\$82,454	\$76,854	7.3%
S. Memphis	Units	433	337	28.5%	433	337	28.5%				33	46	-28.7%
	Median Sales Price	\$25,500	\$21,000	21.4%	\$25,500	\$21,000	21.4%				\$17,750	\$18,625	-4.7%
	Ave. Sales Price	\$35,247	\$28,643	23.1%	\$35,247	\$28,643	23.1%				\$20,848	\$24,843	-16.1%
Berclair/ Highland Heights	Units	395	339	16.5%	395	339	16.5%				18	18	0.0%
	Median Sales Price	\$42,500	\$41,000	3.7%	\$42,500	\$41,000	3.7%				\$33,431	\$35,596	-6.1%
	Ave. Sales Price	\$50,781	\$45,234	12.3%	\$50,781	\$45,234	12.3%				\$36,329	\$34,397	5.6%
E. Memphis	Units	1,925	1,874	2.7%	1,909	1,863	2.5%	16	11	45.4%	23	49	-53.1%
	Median Sales Price	\$148,400	\$155,000	-4.3%	\$145,000	\$154,000	-5.8%	\$774,500	\$775,000	-0.1%	\$57,855	\$31,250	85.1%
	Ave. Sales Price	\$205,547	\$204,856	0.3%	\$201,142	\$202,026	-0.4%	\$731,102	\$684,118	6.9%	\$64,093	\$56,994	12.5%
Whitehaven	Units	512	500	2.4%	497	497	0.0%	15	3	400.0%	33	56	-41.1%
	Median Sales Price	\$68,000	\$64,000	6.3%	\$67,000	\$64,000	4.7%	\$174,900	\$135,250	29.3%	\$48,820	\$42,164	15.8%
	Ave. Sales Price	\$74,273	\$64,237	15.6%	\$71,240	\$63,788	11.7%	\$174,773	\$138,500	26.2%	\$51,544	\$48,278	6.8%
Parkway/ Village/ Oakhaven	Units	330	331	-0.3%	329	330	-0.3%	1	1	0.0%	23	24	-4.2%
	Median Sales Price	\$68,613	\$64,000	7.2%	\$68,225	\$64,000	6.6%				\$47,000	\$39,250	19.7%
	Ave. Sales Price	\$68,973	\$63,130	9.3%	\$68,903	\$63,031	9.3%	\$92,000	\$96,000	-4.2%	\$44,600	\$41,629	7.1%
Hickory Hill	Units	701	760	-7.8%	691	736	-6.1%	10	24	-58.3%	28	52	-46.2%
	Median Sales Price	\$118,000	\$102,900	14.7%	\$115,900	\$100,000	15.9%	\$262,500	\$229,265	14.5%	\$83,025	\$81,250	2.2%
	Ave. Sales Price	\$119,734	\$107,474	11.4%	\$117,617	\$104,049	13.0%	\$266,058	\$212,487	25.2%	\$84,872	\$90,094	-5.8%
Southwind	Units	80	101	-20.8%	73	84	-13.1%	7	17	-58.8%	6	9	-33.3%
	Median Sales Price	\$245,582	\$258,720	-5.1%	\$234,900	\$240,000	-2.1%	\$266,200	\$265,000	0.4%	\$202,200	\$134,610	50.2%
	Ave. Sales Price	\$283,232	\$294,006	-3.7%	\$284,683	\$298,041	-4.5%	\$268,101	\$274,066	-2.2%	\$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	1,361	1,406	-3.2%	1,286	1,332	-3.5%	75	74	1.4%	29	46	-37.0%
	Median Sales Price	\$180,000	\$164,700	9.3%	\$175,000	\$160,000	9.4%	\$267,700	\$251,127	6.6%	\$162,100	\$136,156	19.1%
	Ave. Sales Price	\$196,630	\$181,367	8.4%	\$193,206	\$177,347	8.9%	\$255,340	\$253,729	0.6%	\$186,906	\$149,636	24.9%
Bartlett	Units	696	709	-1.8%	662	623	6.3%	34	86	-60.5%	7	12	-41.7%
	Median Sales Price	\$214,900	\$210,000	2.3%	\$210,000	\$195,900	7.2%	\$299,425	\$303,774	-1.4%	\$260,000	\$123,500	110.5%
	Ave. Sales Price	\$222,883	\$214,772	3.8%	\$219,043	\$201,650	8.6%	\$297,649	\$309,834	-3.9%	\$240,589	\$156,956	53.3%
G'town	Units	505	572	-11.7%	490	543	-9.8%	15	29	-48.3%	2	6	66.7%
	Median Sales Price	\$336,890	\$330,000	2.1%	\$333,000	\$325,000	2.5%	\$695,000	\$818,269	-15.1%		\$212,500	
	Ave. Sales Price	\$381,110	\$389,654	-2.2%	\$369,382	\$365,919	0.9%	\$764,233	\$834,076	-8.4%	\$431,025	\$301,850	42.8%
Collierville	Units	694	709	-2.1%	599	618	-3.1%	95	91	4.4%	4	4	0.0%
	Median Sales Price	\$380,000	\$360,000	5.6%	\$350,000	\$330,000	6.1%	\$518,621	\$457,934	10.8%	\$344,000	\$190,780	80.3%
	Ave. Sales Price	\$393,402	\$379,149	3.8%	\$367,595	\$358,374	2.6%	\$556,121	\$520,234	6.9%	\$339,097	\$190,674	77.8%
Lateland	Units	182	182	0.0%	166	178	-6.7%	16	4	300.0%	2	1	100.0%
	Median Sales Price	\$289,450	\$294,500	-1.7%	\$272,000	\$292,000	-6.8%	\$434,490	\$421,400	3.2%			
	Ave. Sales Price	\$310,563	\$315,613	-1.6%	\$298,852	\$313,252	-4.6%	\$432,068	\$420,675	2.7%	\$174,700	\$134,250	30.1%
Arlington	Units	257	253	1.6%	198	209	-5.3%	59	44	34.1%	3	3	0.0%
	Median Sales Price	\$284,000	\$266,900	6.4%	\$265,000	\$247,000	7.3%	\$369,707	\$343,642	7.6%	\$212,000	\$307,500	-31.1%
	Ave. Sales Price	\$296,675	\$270,712	9.6%	\$274,484	\$254,464	7.9%	\$371,143	\$347,893	6.7%	\$181,666	\$300,833	-39.6%
Millington	Units	126	127	-0.8%	126	127	-0.8%				5	4	25.0%
	Median Sales Price	\$125,000	\$109,900	13.7%	\$125,000	\$109,900	13.7%				80,000	\$121,500	-34.2%
	Ave. Sales Price	\$144,682	\$130,462	10.9%	\$144,682	\$130,462	10.9%				\$110,936	\$115,187	-3.7%
Shelby County	Units	10,263	10,350	-0.8%	9,904	9,944	-0.4%	359	406	-11.6%	293	446	-34.3%
	Median Sales Price	\$145,000	\$143,000	1.4%	\$139,900	\$136,894	2.2%	\$362,000	\$328,496	10.2%	\$58,500	\$49,250	18.8%
	Ave. Sales Price	\$185,569	\$182,466	1.7%	\$177,660	\$174,084	2.1%	\$403,754	\$387,766	4.1%	\$85,509	\$75,475	13.3%
Fayette County	Units	469	511	-8.2%	375	410	-8.5%	94	101	-6.9%	14	20	-30.0%
	Median Sales Price	\$255,000	\$230,000	10.9%	\$235,000	\$210,950	11.4%	\$302,998	\$277,900	9.0%	\$105,500	\$82,750	27.5%
	Ave. Sales Price	\$281,602	\$257,358	9.4%	\$265,118	\$241,137	9.9%	\$347,360	\$323,203	7.5%	\$127,922	\$102,627	24.6%
Tipton County	Units	545	574	-5.1%	497	525	-5.3%	48	49	-2.0%	33	44	-25.0%
	Median Sales Price	\$168,000	\$156,500	7.3%	\$160,000	\$150,000	6.7%	\$296,201	\$279,900	5.8%	\$52,000	\$65,500	-20.6%
	Ave. Sales Price	\$174,872	\$165,595	5.6%	\$162,798	\$155,428	4.7%	\$299,883	\$274,531	9.2%	\$82,262	\$86,540	-4.9%