

Sales Summary

	May Total Sales			YTD Total Sales		
	2019	2018	% change	2019	2018	% change
Units	1,696	1,910	-11.2%	7,441	7,614	-2.3%
Median Sales Price	\$155,000	\$160,000	-3.1%	\$140,000	\$140,000	0.0%
Average Sales Price	\$190,067	\$196,486	-3.3%	\$176,533	\$177,448	-0.5%

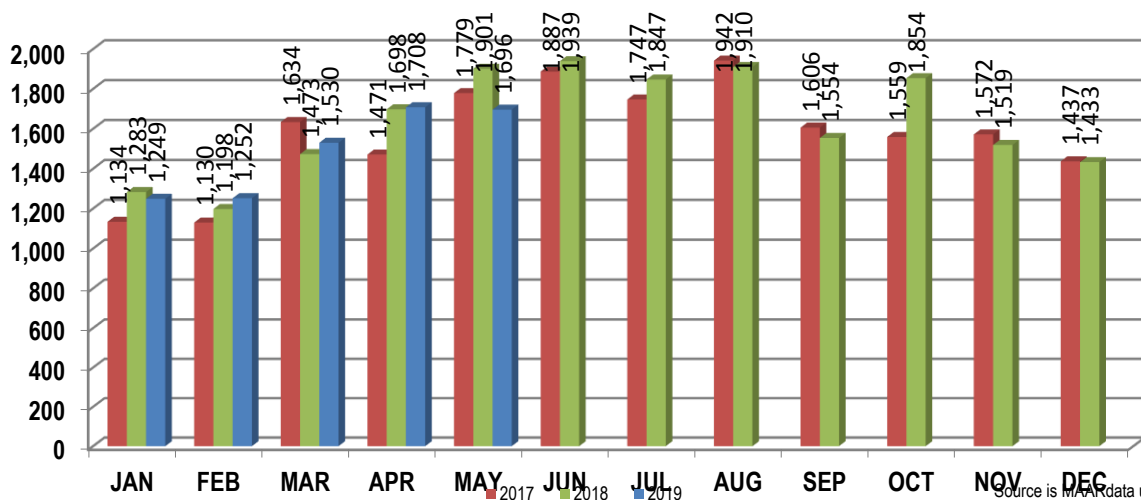
	May Existing Sales			YTD Existing Home Sales		
	2019	2018	% change	2019	2018	% change
Units	1,640	1,831	-10.4%	7,113	7,220	-1.5%
Median Sales Price	\$150,000	\$155,000	-3.2%	\$133,000	\$133,000	0.0%
Average Sales Price	\$184,343	\$189,656	-2.8%	\$167,660	\$166,977	0.4%

	May New Home Sales			YTD New Home Sales		
	2019	2018	% change	2019	2018	% change
Units	56	79	-29.1%	328	394	-16.8%
Median Sales Price	\$309,900	\$299,950	3.3%	\$318,800	\$314,166	1.5%
Average Sales Price	\$357,708	\$354,775	0.8%	\$368,959	\$369,328	-0.1%

	May Bank Sales			YTD Bank Sales*		
	2019	2018	% change	2019	2018	% change
Units	49	73	-32.9%	248	394	-37.1%
Median Sales Price	\$52,000	\$50,502	3.0%	\$52,000	\$54,000	-3.7%
Average Sales Price	\$75,377	\$74,382	1.3%	\$83,784	\$78,840	6.3%

	May Non-Bank Sales			YTD Non-Bank Sales		
	2019	2018	% change	2019	2018	% change
Units	1,647	1,837	-10.3%	7,193	7,220	-0.4%
Median Sales Price	\$159,500	\$165,000	-3.3%	\$145,000	\$147,000	-1.4%
Average Sales Price	\$193,479	\$201,338	-3.9%	\$179,731	\$182,830	-1.7%

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.



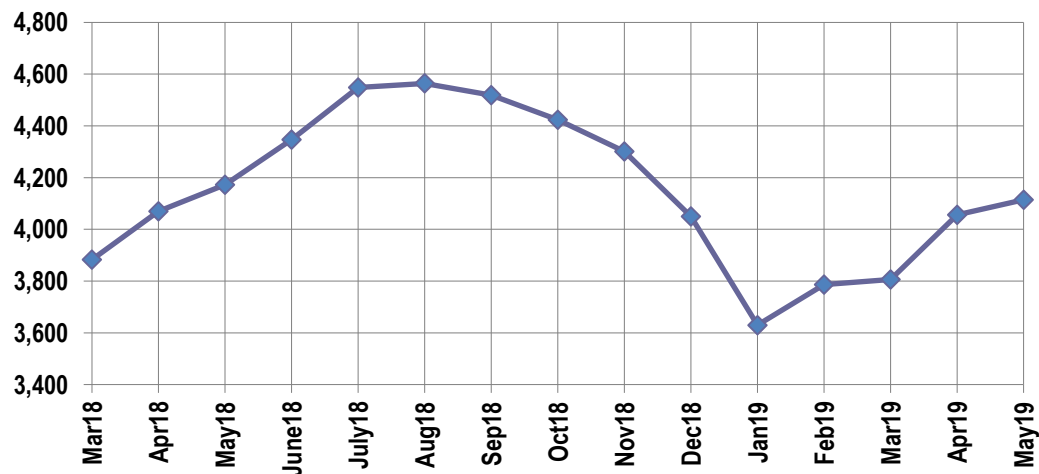
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 05-15-19)		
	Units	Ave. List Price
Single Family	3,936	\$288,874
Condo/Co-op	127	\$193,689
Duplex	51	\$83,094
Market Total	4,114	\$283,385

Pending Sales (as of 05-15-19)		
	Units	Ave. List Price
Single Family	1,378	\$222,347
Condo/Co-op	52	\$183,437
Duplex	9	\$108,666
Market Total	1,439	\$220,229

	May Foreclosure Actions			YTD Foreclosure Actions		
	2019	2018	% change	2019	2018	% change
Total	99	97	2.1%	506	667	-24.1%

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



Inventory

Jun-17	4,777	Jun-18	4,347
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

		May Total Sales			May Existing Sales			May New Home Sales			May Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Frayser	Units	85	93	-8.6%	85	93	-8.6%				3	8	-62.5%
	Median Sales Price	\$36,525	\$29,000	25.9%	\$36,525	\$29,000	25.9%				\$24,059	\$22,131	8.7%
	Ave. Sales Price	\$43,602	\$44,650	-2.3%	\$43,602	\$44,650	-2.3%				\$21,519	\$25,445	-15.4%
Raleigh/ Cov. Pike	Units	87	104	-16.3%	87	101	-13.9%		3		8	9	-11.1%
	Median Sales Price	\$83,000	\$78,400	5.6%	\$83,000	\$77,200	7.5%		\$152,900		\$65,450	\$56,000	16.9%
	Ave. Sales Price	\$85,263	\$84,566	0.8%	\$85,263	\$82,536	3.3%		\$152,900		\$58,206	\$63,255	-8.0%
Downtown	Units	49	66	-25.8%	49	66	-25.8%					1	
	Median Sales Price	\$230,000	\$249,550	-7.8%	\$230,000	\$249,550	-7.8%						
	Ave. Sales Price	\$278,901	\$277,306	0.6%	\$278,901	\$277,306	0.6%					\$251,000	
Midtown	Units	101	95	6.3%	101	93	8.6%		2		1	1	0.0%
	Median Sales Price	\$152,900	\$175,000	-12.6%	\$152,900	\$174,500	-12.4%						
	Ave. Sales Price	\$165,833	\$224,310	-26.1%	\$165,833	\$221,032	-25.0%		\$376,725		\$70,000	\$117,288	-40.3%
S. Memphis	Units	48	49	-2.0%	48	49	-2.0%				1	7	-85.7%
	Median Sales Price	\$31,750	\$23,400	35.7%	\$31,750	\$23,400	35.7%					\$10,000	
	Ave. Sales Price	\$39,863	\$25,133	58.6%	\$39,863	\$25,133	58.6%				\$20,500	\$11,223	82.7%
Berclair/ Highland Heights	Units	63	47	34.0%	63	47	34.0%				4	1	300.0%
	Median Sales Price	\$47,500	\$40,000	18.8%	\$47,500	\$40,000	18.8%				\$36,128		
	Ave. Sales Price	\$57,928	\$44,277	30.8%	\$57,928	\$44,277	30.8%				\$33,567	\$16,700	101.0%
E. Memphis	Units	299	303	-1.3%	297	301	-1.3%	2	2	0.0%	6	5	20.0%
	Median Sales Price	\$150,000	\$162,000	-7.4%	\$150,000	\$160,800	-6.7%				\$32,229	\$25,000	28.9%
	Ave. Sales Price	\$206,357	\$206,603	-0.1%	\$203,349	\$202,860	0.2%	\$654,500	\$770,000	-15.0%	\$30,620	\$68,083	-55.0%
Whitehaven	Units	80	76	5.3%	76	76	0.0%	4			5	5	0.0%
	Median Sales Price	\$73,950	\$66,950	10.5%	\$72,500	\$66,950	8.3%	\$174,900			\$61,833	\$69,000	-10.4%
	Ave. Sales Price	\$78,711	\$70,645	11.4%	\$74,223	\$70,645	5.1%	\$163,987			\$64,766	\$60,058	7.8%
Parkway Village/ Oakhaven	Units	46	42	9.5%	46	42	9.5%				4	3	33.3%
	Median Sales Price	\$68,750	\$60,000	14.6%	\$68,750	\$60,000	14.6%				\$49,000	\$38,000	28.9%
	Ave. Sales Price	\$69,331	\$59,269	17.0%	\$69,331	\$59,269	17.0%				\$50,187	\$36,500	37.5%
Hickory Hill	Units	85	116	-26.7%	85	114	-25.4%		2		2	7	-71.4%
	Median Sales Price	\$111,000	\$97,500	13.8%	\$111,000	\$94,750	17.2%						
	Ave. Sales Price	\$109,972	\$99,081	11.0%	\$109,972	\$97,685	12.6%		\$178,669		\$140,822	\$93,500	50.6%
Southwind	Units	7	15	-53.3%	7	15	-53.3%				2	2	0.0%
	Median Sales Price	\$247,000	\$260,000	-5.0%	\$247,000	\$260,000	-5.0%						
	Ave. Sales Price	\$305,714	\$319,749	-4.4%	\$305,714	\$319,749	-4.4%				\$232,000	\$129,000	79.8%

		May Total Sales			May Existing Sales			May New Home Sales			May Bank Sales		
		2019	2018	% change	2019	2018	% change	2019	2018	% change	2019	2018	% change
Cordova	Units	204	256	-20.3%	196	241	-18.7%	8	15	-46.7%	3	6	-50.0%
	Median Sales Price	\$175,000	\$164,450	6.4%	\$174,125	\$160,000	8.8%	\$223,625	\$274,207	-18.4%	\$154,350	\$112,450	37.3%
	Ave. Sales Price	\$194,758	\$176,745	10.2%	\$193,324	\$171,044	13.0%	\$229,868	\$268,344	-14.3%	\$168,316	\$168,143	0.1%
Bartlett	Units	113	106	6.6%	109	97	12.4%	4	9	-55.6%	1	1	0.0%
	Median Sales Price	\$211,900	\$225,500	-6.0%	\$210,000	\$217,500	-3.4%	\$289,800	\$294,021	-1.4%			
	Ave. Sales Price	\$227,658	\$225,101	1.1%	\$226,096	\$217,344	4.0%	\$270,236	\$308,705	-12.5%	\$153,500	\$258,825	-40.7%
G'town	Units	70	116	-39.7%	69	112	-38.4%	1	4	-75.0%		1	
	Median Sales Price	\$328,450	\$318,500	3.1%	\$327,000	\$307,450	6.4%		\$743,979				
	Ave. Sales Price	\$368,298	\$399,389	-7.8%	\$361,157	\$386,037	-6.4%	\$861,011	\$773,239	11.3%		\$195,100	
Collierville	Units	105	143	-26.6%	97	132	-26.5%	8	11	-27.3%			
	Median Sales Price	\$355,000	\$369,900	-4.0%	\$335,000	\$360,875	-7.2%	\$496,598	\$439,900	12.9%			
	Ave. Sales Price	\$364,259	\$381,889	-4.6%	\$351,654	\$370,797	-5.2%	\$517,093	\$514,986	0.4%			
Lateland	Units	25	34	-26.5%	24	34	-29.4%	1			1		
	Median Sales Price	\$230,000	\$346,500	-33.6%	\$225,500	\$346,500	-34.9%						
	Ave. Sales Price	\$286,827	\$324,628	-11.6%	\$279,841	\$324,628	-13.8%	\$454,490			\$199,500		
Arlington	Units	40	44	-9.1%	33	39	-15.4%	7	5	40.0%		1	
	Median Sales Price	\$275,000	\$264,506	4.0%	\$268,000	\$247,000	8.5%	\$349,896	\$359,000	-2.5%			
	Ave. Sales Price	\$279,812	\$259,528	7.8%	\$262,654	\$247,092	6.3%	\$360,698	\$356,526	1.2%		\$307,500	
Millington	Units	18	21	-14.3%	18	21	-14.3%					2	
	Median Sales Price	\$129,500	\$116,000	11.6%	\$129,500	\$116,000	11.6%						
	Ave. Sales Price	\$133,921	\$139,802	-4.2%	\$133,921	\$139,802	-4.2%					\$109,341	
Shelby County	Units	1,495	1,715	-12.8%	1,460	1,662	-12.2%	35	53	-34.0%	40	62	-35.5%
	Median Sales Price	\$148,500	\$159,000	-6.6%	\$141,250	\$153,851	-8.2%	\$310,345	\$325,775	-4.7%	\$57,950	\$48,751	18.9%
	Ave. Sales Price	\$186,616	\$197,343	-5.4%	\$182,280	\$191,329	-4.7%	\$367,485	\$385,914	-4.8%	\$79,907	\$77,066	3.7%
Fayette County	Units	91	93	-2.2%	79	80	-1.2%	12	13	-7.7%	1	3	-66.7%
	Median Sales Price	\$250,000	\$196,000	27.6%	\$235,000	\$178,000	32.0%	\$311,000	\$259,900	19.7%		\$54,700	
	Ave. Sales Price	\$268,738	\$217,167	23.7%	\$252,588	\$199,925	26.3%	\$375,062	\$323,275	16.0%	\$115,000	\$53,958	113.1%
Tipton County	Units	110	102	7.8%	101	89	13.5%	9	13	-30.8%	8	8	0.0%
	Median Sales Price	\$165,000	\$153,000	7.8%	\$159,900	\$140,000	14.2%	\$285,000	\$274,900	3.7%	\$43,500	\$49,251	-11.7%
	Ave. Sales Price	\$171,893	\$163,219	5.3%	\$160,785	\$149,180	7.8%	\$296,550	\$259,326	14.3%	\$47,778	\$61,237	-22.0%

		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	472	430	9.8%	472	430	9.8%				13	36	-63.9%
	Median Sales Price	\$36,000	\$31,450	14.5%	\$36,000	\$31,450	14.5%				\$24,000	\$22,750	5.5%
	Ave. Sales Price	\$47,163	\$48,603	-3.0%	\$47,163	\$48,603	-3.0%				\$25,235	\$28,153	-10.4%
Raleigh/ Cov. Pike	Units	410	456	-10.1%	410	446	-8.1%		10		30	29	3.4%
	Median Sales Price	\$80,000	\$77,950	2.6%	\$80,000	\$77,000	3.9%		\$151,400		\$67,253	\$46,000	46.2%
	Ave. Sales Price	\$85,469	\$82,202	4.0%	\$85,469	\$80,627	6.0%		\$152,470		\$67,079	\$56,108	19.6%
Downtown	Units	197	214	-7.9%	195	213	-8.5%	2	1	100.0%	4	10	-60.0%
	Median Sales Price	\$229,000	\$220,000	4.1%	\$230,000	\$220,000	4.5%				\$27,000	\$60,250	-55.2%
	Ave. Sales Price	\$233,369	\$220,302	5.9%	\$234,660	\$220,796	6.3%	\$107,500	\$115,000	-6.5%	\$78,077	\$93,378	-16.4%
Midtown	Units	421	388	8.5%	417	379	10.0%	4	9	-55.6%	8	21	-61.9%
	Median Sales Price	\$130,000	\$150,000	-13.3%	\$130,000	\$149,000	-12.8%	\$292,950	\$370,000	-20.8%	\$45,750	\$72,000	-36.5%
	Ave. Sales Price	\$150,790	\$176,896	-14.8%	\$149,311	\$172,409	-13.4%	\$304,975	\$365,845	-16.7%	\$88,484	\$78,898	12.1%
S. Memphis	Units	312	235	32.8%	312	235	32.8%				25	35	-28.6%
	Median Sales Price	\$26,500	\$20,240	30.9%	\$26,500	\$20,240	30.9%				\$14,900	\$18,000	-17.2%
	Ave. Sales Price	\$35,677	\$27,921	27.8%	\$35,677	\$27,921	27.8%				\$18,826	\$24,917	-24.4%
Berclair/ Highland Heights	Units	275	245	12.2%	275	245	12.2%				14	13	7.7%
	Median Sales Price	\$42,500	\$40,000	6.3%	\$42,500	\$40,000	6.3%				\$32,406	\$36,191	-10.5%
	Ave. Sales Price	\$50,400	\$44,507	13.2%	\$50,400	\$44,507	13.2%				\$31,291	\$36,184	-13.5%
E. Memphis	Units	1,253	1,213	3.3%	1,243	1,207	3.0%	10	6	66.7%	20	42	-52.4%
	Median Sales Price	\$135,150	\$140,000	-3.5%	\$135,000	\$140,000	-3.6%	\$742,000	\$762,500	-2.7%	\$54,000	\$32,550	65.9%
	Ave. Sales Price	\$190,353	\$188,571	0.9%	\$186,376	\$185,993	0.2%	\$684,800	\$707,166	-3.2%	\$65,870	\$60,703	8.5%
Whitehaven	Units	377	350	7.7%	365	350	4.3%	12			24	38	-36.8%
	Median Sales Price	\$68,000	\$64,000	6.3%	\$67,000	\$64,000	4.7%	\$174,900			\$42,910	\$41,164	4.2%
	Ave. Sales Price	\$73,503	\$63,831	15.2%	\$70,295	\$63,831	10.1%	\$171,066			\$48,281	\$46,720	3.3%
Parkway Village/ Oakhaven	Units	242	236	2.5%	242	235	3.0%		1		20	21	-4.8%
	Median Sales Price	\$68,613	\$67,000	2.4%	\$68,613	\$67,000	2.4%				\$46,500	\$39,500	17.7%
	Ave. Sales Price	\$68,232	\$63,876	6.8%	\$68,232	\$63,739	7.0%		\$96,000		\$43,697	\$41,338	5.7%
Hickory Hill	Units	468	539	-13.2%	464	516	-10.1%	4	23	-82.6%	16	36	-55.6%
	Median Sales Price	\$115,000	\$101,000	13.9%	\$115,000	\$99,450	15.6%	\$279,460	\$229,029	22.0%	\$80,575	\$79,750	1.0%
	Ave. Sales Price	\$116,113	\$106,095	9.4%	\$114,696	\$101,386	13.1%	\$280,477	\$211,747	32.5%	\$84,172	\$89,595	-6.1%
Southwind	Units	55	66	-16.7%	53	58	-8.6%	2	8	-75.0%	6	7	-14.3%
	Median Sales Price	\$242,000	\$254,310	-4.8%	\$241,600	\$240,000	0.7%		\$264,917		\$202,200	\$123,000	64.4%
	Ave. Sales Price	\$264,106	\$280,876	-6.0%	\$263,613	\$284,002	-7.2%	\$277,153	\$258,213	7.3%	\$206,176	\$120,694	70.8%

		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
Cordova	Units	896	929	-3.6%	840	881	-4.7%	56	48	16.7%	20	38	-47.4%
	Median Sales Price	\$175,000	\$162,000	8.0%	\$170,000	\$158,500	7.3%	\$266,300	\$268,868	-1.0%	\$158,225	\$136,156	16.2%
	Ave. Sales Price	\$193,799	\$177,301	9.3%	\$189,510	\$172,435	9.9%	\$258,137	\$266,619	-3.2%	\$198,134	\$149,455	32.6%
Bartlett	Units	430	453	-5.1%	405	391	3.6%	25	62	-59.7%	4	6	-33.3%
	Median Sales Price	\$208,000	\$215,000	-3.3%	\$200,000	\$197,000	1.5%	\$289,900	\$295,666	-2.0%	\$161,750	\$159,700	1.3%
	Ave. Sales Price	\$216,590	\$214,515	1.0%	\$212,012	\$199,777	6.1%	\$290,755	\$307,454	-5.4%	\$188,250	\$173,179	8.7%
G'town	Units	303	360	-15.8%	295	335	-11.9%	8	25	-68.0%	2	6	66.7%
	Median Sales Price	\$316,500	\$327,000	-3.2%	\$315,000	\$309,000	1.9%	\$720,488	\$800,629	-10.0%		\$212,500	
	Ave. Sales Price	\$364,270	\$387,106	-5.9%	\$354,309	\$355,464	-0.3%	\$731,574	\$811,111	-9.8%	\$431,025	\$301,850	42.8%
Collierville	Units	423	456	-7.2%	368	394	-6.6%	55	62	-11.3%	3	4	-25.0%
	Median Sales Price	\$363,750	\$358,975	1.3%	\$336,500	\$325,000	3.5%	\$506,331	\$467,417	8.3%	\$350,000	\$190,780	83.5%
	Ave. Sales Price	\$374,774	\$379,377	-1.2%	\$351,513	\$355,799	-1.2%	\$530,411	\$529,211	0.2%	\$348,829	\$190,674	82.9%
Lateland	Units	96	118	-18.6%	84	116	-27.6%	12	2	500.0%	2	1	100.0%
	Median Sales Price	\$263,975	\$311,150	-15.2%	\$245,501	\$311,150	-21.1%	\$434,490					
	Ave. Sales Price	\$302,633	\$321,109	-5.8%	\$284,050	\$319,405	-11.1%	\$432,711	\$419,950	3.0%	\$174,700	\$134,250	30.1%
Arlington	Units	160	172	-7.0%	121	141	-14.2%	39	31	25.8%	2	3	-33.3%
	Median Sales Price	\$282,500	\$263,500	7.2%	\$260,000	\$244,900	6.2%	\$366,450	\$334,900	9.4%		\$307,500	
	Ave. Sales Price	\$294,356	\$264,001	11.5%	\$271,335	\$246,802	9.9%	\$365,782	\$342,227	6.9%	\$166,500	\$300,833	-44.6%
Millington	Units	84	83	1.2%	84	83	1.2%				4	3	33.3%
	Median Sales Price	\$122,500	\$106,000	15.6%	\$122,500	\$106,000	15.6%				\$109,341	\$168,000	-34.9%
	Ave. Sales Price	\$138,031	\$122,847	12.4%	\$138,031	\$122,847	12.4%				\$118,670	\$142,833	-16.9%
Shelby County	Units	6,757	6,881	-1.8%	6,528	6,593	-1.0%	229	288	-20.5%	214	347	-38.3%
	Median Sales Price	\$132,500	\$135,000	-1.9%	\$127,500	\$129,000	-1.2%	\$346,910	\$326,903	6.1%	\$52,250	\$46,800	11.6%
	Ave. Sales Price	\$172,143	\$174,650	-1.4%	\$164,668	\$165,199	-0.3%	\$385,239	\$390,989	-1.5%	\$84,074	\$76,862	9.4%
Fayette County	Units	316	325	-2.8%	253	258	-1.9%	63	67	-6.0%	12	13	-7.7%
	Median Sales Price	\$254,750	\$230,000	10.8%	\$233,000	\$204,750	13.8%	\$297,567	\$279,401	6.5%	\$105,500	\$75,500	39.7%
	Ave. Sales Price	\$275,497	\$256,959	7.2%	\$256,996	\$237,100	8.4%	\$349,794	\$333,432	4.9%	\$133,821	\$105,849	26.4%
Tipton County	Units	368	408	-9.8%	332	369	-10.0%	36	39	-7.7%	22	34	-35.3%
	Median Sales Price	\$168,750	\$154,450	9.3%	\$160,000	\$145,000	10.3%	\$298,750	\$281,812	6.0%	\$47,750	\$66,375	-28.1%
	Ave. Sales Price	\$172,161	\$161,314	6.7%	\$158,414	\$149,717	5.8%	\$298,941	\$271,042	10.3%	\$53,665	\$88,699	-39.5%