

Sales Summary

	July Total Sales			YTD Total Sales		
	2010	2009	% change	2010	2009	% change
Units	995	1,396	-28.7%	8,597	8,739	-1.6%
Median Sales Price	\$89,295	\$112,000	-20.3%	\$95,000	\$90,000	5.6%
Average Sales Price	\$131,126	\$138,964	-5.6%	\$127,723	\$124,697	2.4%

	July Existing Sales			YTD Existing Home Sales		
	2010	2009	% change	2010	2009	% change
Units	956	1,328	-28.0%	8,108	8,306	-2.4%
Median Sales Price	\$82,900	\$106,900	-22.5%	\$85,500	\$83,000	3.0%
Average Sales Price	\$126,761	\$133,058	-4.7%	\$121,781	\$117,577	3.6%

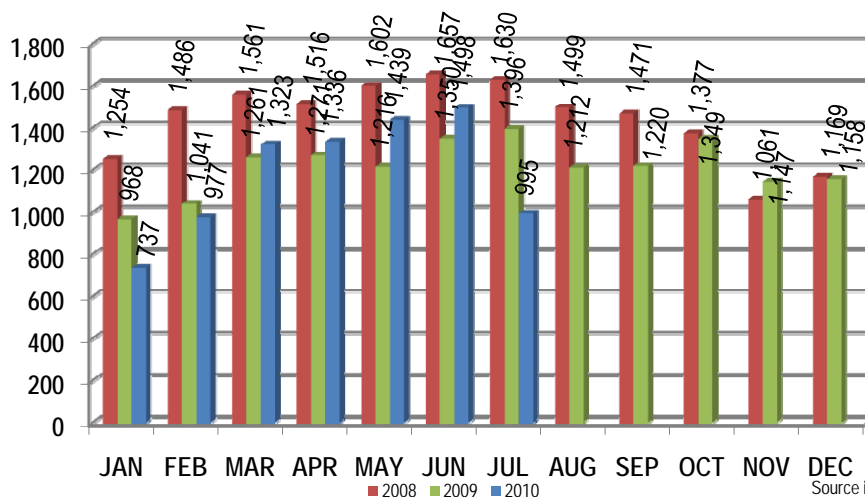
	July New Home Sales			YTD New Home Sales		
	2010	2009	% change	2010	2009	% change
Units	39	68	-42.6%	489	433	12.9%
Median Sales Price	\$190,000	\$209,950	-9.5%	\$192,000	\$223,850	-14.2%
Average Sales Price	\$238,115	\$254,301	-6.4%	\$226,253	\$261,267	-13.4%

	July Bank Sales			YTD Bank Sales*		
	2010	2009	% change	2010	2009	% change
Units	307	463	-33.7%	2,853	3,619	-21.2%
Median Sales Price	\$36,500	\$42,000	-13.1%	\$36,000	\$38,000	-5.3%
Average Sales Price	\$61,886	\$70,628	-12.4%	\$65,495	\$65,600	-0.2%

	July Non-Bank Sales			YTD Non-Bank Sales		
	2010	2009	% change	2010	2009	% change
Units	688	933	-26.3%	5,744	5,120	12.2%
Median Sales Price	\$130,000	\$142,000	-8.5%	\$129,900	\$139,000	-6.5%
Average Sales Price	\$162,022	\$172,876	-6.3%	\$158,631	\$166,469	-4.7%

Data compiled from deeds with April sales date that were recorded as of May 31, 2010, 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.

Total Monthly Sales Comparison



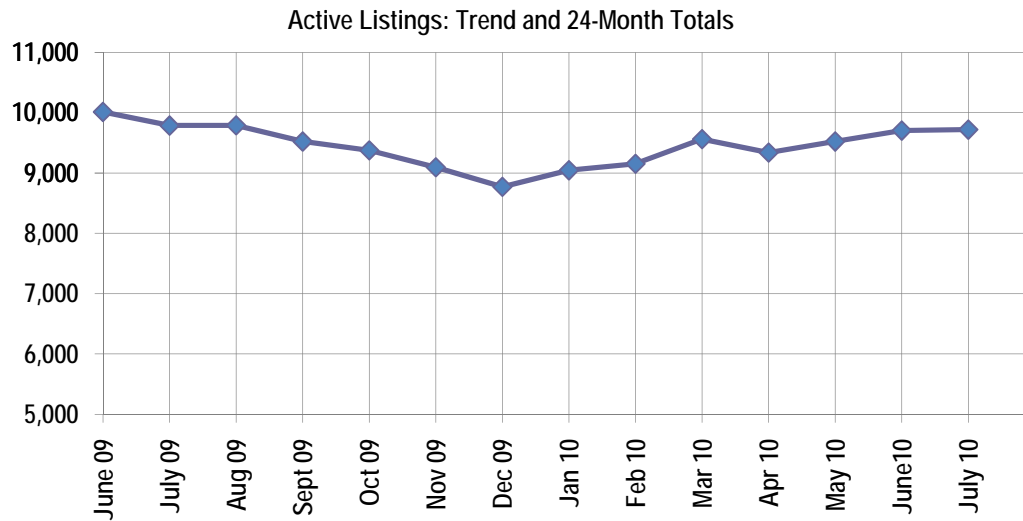
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 08-16-10)		
	Units	Ave. List Price
Single Family	9,033	\$223,972
Condo/Co-op	531	\$171,982
Duplex	156	\$65,709
Market Total	9,720	\$218,575

Pending Sales (as of 08-16-10)		
	Units	Ave. List Price
Single Family	1,390	\$164,452
Condo/Co-op	57	\$172,438
Duplex	18	\$40,004
Market Total	1,470	\$162,891

	July Foreclosure Actions			YTD Foreclosure Actions		
	2010	2009	% change	2010	2009	% change
Total	376	490	-23.3%	3,035	3,269	-7.2%

Compiled from all trustee deeds with April date recorded in Shelby, Fayette and Tipton counties as of May 31, 2010.



Aug-08	12,421	Aug-09	9,790
Sep-08	11,969	Sep-09	9,522
Oct-08	11,343	Oct-09	9,375
Nov-08	11,037	Nov-09	9,094
Dec-08	10,484	Dec-09	8,771
Jan-09	10,306	Jan-10	9,045
Feb-09	10,260	Feb-10	9,153
Mar-09	10,131	Mar-10	9,562
Apr-09	9,989	Apr-10	9,338
May-09	9,995	May-10	9,523
Jun-09	10,013	Jun-10	9,702
Jul-09	9,787	Jul-10	9,720

Area Detail - Current Month

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales		
		2010	2009	% change	2010	2009	% change	2010	2009	% change	2010	2009	% change
Frayser	Units	60	67	-10.4%	60	67	-10.4%		-	-	31	31	0.0%
	Median Sales Price	\$17,207	\$15,158	13.5%	\$17,207	\$15,158	13.5%		-	-	\$15,000	\$11,110	35.0%
	Ave. Sales Price	\$27,502	\$24,815	10.8%	\$27,502	\$24,815	10.8%		-	-	\$22,020	\$17,213	27.9%
Raleigh/ Cov. Pike	Units	79	81	-2.5%	78	80	-2.5%	1	1	-	29	49	-40.8%
	Median Sales Price	\$55,500	\$38,500	44.2%	\$55,250	\$38,000	45.4%		-	-	\$35,000	\$32,344	8.2%
	Ave. Sales Price	\$58,352	\$48,894	19.3%	\$57,541	\$48,319	19.1%	\$121,645	\$94,900	-	\$39,348	\$40,518	-2.9%
Downtown	Units	20	32	-37.5%	20	30	-33.3%		2	-100.0%	4	3	33.3%
	Median Sales Price	\$213,500	\$191,350	11.6%	\$213,500	\$192,170	11.1%		-	#VALUE!	\$31,750	\$5,760	451.2%
	Ave. Sales Price	\$193,296	\$191,821	0.8%	\$193,296	\$194,105	-0.4%		\$157,550	-100.0%	\$125,263	\$7,086	1667.8%
Midtown	Units	54	61	-11.5%	53	61	-13.1%	1	-	-	16	21	-23.8%
	Median Sales Price	\$95,000	\$85,000	11.8%	\$95,000	\$85,000	11.8%		-	-	\$57,500	\$16,500	248.5%
	Ave. Sales Price	\$120,624	\$105,546	14.3%	\$116,881	\$105,546	10.7%	\$319,000	-	-	\$56,863	\$38,354	48.3%
S. Memphis	Units	42	52	-19.2%	42	52	-19.2%		-	-	20	29	-31.0%
	Median Sales Price	\$9,600	\$9,000	6.7%	\$9,600	\$9,000	6.7%		-	-	\$8,700	\$6,510	33.6%
	Ave. Sales Price	\$15,936	\$20,778	-23.3%	\$15,936	\$20,778	-23.3%		-	-	\$10,929	\$11,767	-7.1%
Bercclair/ Highland Heights	Units	44	51	-13.7%	44	51	-13.7%		-	-	17	28	-39.3%
	Median Sales Price	\$24,776	\$24,900	-0.5%	\$24,776	\$24,900	-0.5%		-	-	\$20,000	\$19,500	2.6%
	Ave. Sales Price	\$30,311	\$33,452	-9.4%	\$30,311	\$33,452	-9.4%		-	-	\$21,367	\$22,813	-6.3%
E. Memphis	Units	160	218	-26.6%	159	217	-26.7%	1	1	-	42	61	-31.1%
	Median Sales Price	\$87,500	\$110,000	-20.5%	\$87,000	\$110,000	-20.9%		-	-	\$20,500	\$30,000	-31.7%
	Ave. Sales Price	\$145,250	\$154,535	-6.0%	\$143,176	\$153,796	-6.9%	\$475,000	\$315,000	-	\$64,890	\$50,342	28.9%
Whitehaven	Units	44	68	-35.3%	44	68	-35.3%	3	-	-	21	33	-36.4%
	Median Sales Price	\$35,000	\$41,000	-14.6%	\$35,000	\$41,000	-14.6%	\$218,000	-	-	\$31,000	\$21,265	45.8%
	Ave. Sales Price	\$43,495	\$47,718	-8.8%	\$43,495	\$47,718	-8.8%	\$219,632	-	#VALUE!	\$43,116	\$31,787	35.6%
Parkway Village/ Oakhaven	Units	27	33	-18.2%	27	33	-18.2%		-	-	12	19	-36.8%
	Median Sales Price	\$33,500	\$30,500	9.8%	\$33,500	\$30,500	9.8%		-	-	\$24,950	\$25,000	-0.2%
	Ave. Sales Price	\$34,338	\$34,024	0.9%	\$34,338	\$34,024	0.9%		-	-	\$26,968	\$25,027	7.8%
Hickory Hill	Units	80	138	-42.0%	78	135	-42.2%	2	3	-	47	71	-33.8%
	Median Sales Price	\$58,625	\$66,850	-12.3%	\$56,500	\$64,500	-12.4%		\$196,500	-	\$46,300	\$49,900	-7.2%
	Ave. Sales Price	\$72,825	\$73,637	-1.1%	\$70,032	\$71,015	-1.4%	\$181,750	\$191,650	-	\$60,773	\$59,365	2.4%
Southwind	Units	10	12	-16.7%	9	10	-10.0%	1	2	-50.0%	2	6	-66.7%
	Median Sales Price	\$141,250	\$160,000	-11.7%	\$137,500	\$160,000	-14.1%		-	-		\$170,500	
	Ave. Sales Price	\$138,930	\$203,216	-31.6%	\$132,255	\$202,410	-34.7%	\$199,000	\$207,250	-4.0%	\$93,000	\$180,683	-48.5%



Memphis Area Home Sales Report
July 2010

Area Detail - Current Month

		July Total Sales			July Existing Sales			July New Home Sales			July Bank Sales		
		2010	2009	% change	2010	2009	% change	2010	2009	% change	2010	2009	% change
Cordova	Units	118	201	-41.3%	109	183	-40.4%	9	18	-50.0%	29	64	-54.7%
	Median Sales Price	\$130,000	\$130,000	0.0%	\$130,000	\$130,000	0.0%	\$135,465	\$122,250	10.8%	\$82,500	\$112,000	-26.3%
	Ave. Sales Price	\$138,741	\$142,236	-2.5%	\$138,925	\$142,770	-2.7%	\$136,506	\$136,803	-0.2%	\$92,013	\$126,848	-27.5%
Bartlett	Units	37	80	-53.8%	31	73	-57.5%	6	7	-14.3%	11	18	-38.9%
	Median Sales Price	\$152,300	\$180,500	-15.6%	\$144,000	\$175,000	-17.7%	\$181,775	\$209,950	-13.4%	\$115,000	\$177,500	-35.2%
	Ave. Sales Price	\$156,620	\$183,167	-14.5%	\$148,556	\$180,446	-17.7%	\$198,283	\$211,537	-6.3%	\$129,227	\$178,822	-27.7%
G'rown	Units	47	64	-26.6%	45	64	-29.7%	2	-	#VALUE!	3	5	-40.0%
	Median Sales Price	\$300,000	\$262,500	14.3%	\$299,000	\$262,500	13.9%	-	-	-	\$195,000	\$270,000	-
	Ave. Sales Price	\$352,109	\$308,542	14.1%	\$342,741	\$308,542	11.1%	\$562,900	-	#VALUE!	\$146,639	\$365,000	-59.8%
Collierville	Units	56	82	-31.7%	54	75	-28.0%	2	7	-71.4%	1	4	-75.0%
	Median Sales Price	\$269,000	\$281,500	-4.4%	\$261,500	\$275,000	-4.9%	-	\$452,500	-100.0%	-	\$213,500	-100.0%
	Ave. Sales Price	\$296,523	\$302,293	-1.9%	\$292,506	\$289,578	1.0%	\$405,000	\$438,521	-7.6%	\$55,000	\$177,475	-69.0%
Lakeland	Units	16	28	-42.9%	13	25	-48.0%	3	3	0.0%	2	4	-50.0%
	Median Sales Price	\$236,450	\$277,500	-14.8%	\$237,950	\$270,000	-11.9%	\$234,950	\$658,050	-64.3%	-	\$177,500	-
	Ave. Sales Price	\$255,789	\$320,237	-20.1%	\$245,107	\$286,588	-14.5%	\$302,078	\$600,650	-49.7%	\$254,000	\$201,725	25.9%
Arlington	Units	23	24	-4.2%	16	18	-11.1%	7	6	16.7%	3	5	-40.0%
	Median Sales Price	\$198,495	\$201,857	-1.7%	\$183,950	\$168,000	9.5%	\$205,000	\$303,900	-32.5%	\$135,108	\$158,000	-
	Ave. Sales Price	\$220,168	\$214,529	2.6%	\$214,136	\$185,494	15.4%	\$233,953	\$301,633	-22.4%	\$152,528	\$172,120	-11.4%
Millington	Units	17	9	88.9%	17	9	88.9%	-	-	-	4	5	-20.0%
	Median Sales Price	\$78,000	\$57,500	35.7%	\$78,000	\$57,500	35.7%	-	-	-	\$117,450	\$57,500	-
	Ave. Sales Price	\$108,647	\$67,116	61.9%	\$108,647	\$67,116	61.9%	-	-	-	\$141,200	\$58,750	140.3%
Shelby County	Units	918	1,276	-28.1%	883	1,226	-28.0%	35	50	-30.0%	289	436	-33.7%
	Median Sales Price	\$83,000	\$108,000	-23.1%	\$79,310	\$101,750	-22.1%	\$198,495	\$194,600	2.0%	\$34,900	\$41,279	-15.5%
	Ave. Sales Price	\$128,928	\$136,428	-5.5%	\$124,553	\$131,927	-5.6%	\$239,317	\$246,781	-3.0%	\$58,310	\$68,120	-14.4%
Fayette County	Units	29	45	-35.6%	26	35	-25.7%	3	10	-70.0%	6	10	-40.0%
	Median Sales Price	\$189,900	\$169,900	11.8%	\$192,450	\$143,900	33.7%	\$189,900	\$274,156	-30.7%	\$187,500	\$105,000	78.6%
	Ave. Sales Price	\$224,334	\$203,020	10.5%	\$221,800	\$170,079	30.4%	\$246,300	\$318,311	-22.6%	\$195,316	\$127,908	52.7%
Tipton County	Units	48	75	-36.0%	47	67	-29.9%	1	8	-87.5%	12	17	-29.4%
	Median Sales Price	\$111,000	\$148,500	-25.3%	\$110,000	\$138,900	-20.8%	-	\$228,675	-100.0%	\$62,500	\$99,900	-37.4%
	Ave. Sales Price	\$168,391	\$143,684	17.2%	\$115,676	\$134,417	-13.9%	\$171,500	\$221,290	-22.5%	\$81,288	\$101,270	-19.7%

Area Detail - Year to Date

		YTD Total Sales			YTD Existing Home Sales			YTD New Home Sales			YTD Bank Sales		
		2010	2009	% change	2010	2009	% change	2010	2009	% change	2010	2009	% change
Frayser	Units	461	477	-3.4%	461	475	-2.9%		2	-100.0%	255	306	-16.7%
	Median Sales Price	\$17,500	\$16,000	9.4%	\$17,500	\$16,000	9.4%		-		\$14,060	\$13,700	2.6%
	Ave. Sales Price	\$27,946	\$24,577	13.7%	\$27,946	\$24,404	14.5%		\$65,500	-100.0%	\$19,959	\$17,738	12.5%
Raleigh/ Cov. Pike	Units	648	672	-3.6%	646	665	-2.9%	2	7	-71.4%	307	395	-22.3%
	Median Sales Price	\$50,414	\$43,450	16.0%	\$50,164	\$43,000	16.7%		\$120,000	-100.0%	\$36,250	\$37,500	-3.3%
	Ave. Sales Price	\$56,257	\$51,433	9.4%	\$56,049	\$50,689	10.6%	\$123,322	\$122,085	1.0%	\$42,173	\$43,871	-3.9%
Downtown	Units	222	221	0.5%	222	210	5.7%		11	-100.0%	71	46	54.3%
	Median Sales Price	\$175,000	\$191,000	-8.4%	\$175,000	\$190,000	-7.9%		\$196,000	-100.0%	\$140,000	\$10,000	1300.0%
	Ave. Sales Price	\$163,886	\$185,833	-11.8%	\$163,886	\$184,935	-11.4%		\$202,977	-100.0%	\$136,686	\$67,766	101.7%
Midtown	Units	467	474	-1.5%	466	474	-1.7%	1	-	-	155	182	-14.8%
	Median Sales Price	\$65,000	\$67,000	-3.0%	\$65,000	\$67,000	-3.0%		-	-	\$20,000	\$18,500	8.1%
	Ave. Sales Price	\$97,134	\$109,057	-10.9%	\$96,658	\$109,057	-11.4%	\$319,000	-	-	\$42,655	\$40,768	4.6%
S. Memphis	Units	357	402	-11.2%	356	401	-11.2%	1	1	0.0%	196	262	-25.2%
	Median Sales Price	\$10,101	\$9,500	6.3%	\$10,001	\$9,500	5.3%		-	#VALUE!	\$8,900	\$7,900	12.7%
	Ave. Sales Price	\$16,756	\$17,373	-3.6%	\$16,556	\$17,257	-4.1%	\$87,740	\$64,000	37.1%	\$10,668	\$11,178	-4.6%
Berclair/ Highland Heights	Units	410	306	34.0%	410	306	34.0%		-	-	197	148	33.1%
	Median Sales Price	\$21,000	\$24,200	-13.2%	\$21,000	\$24,200	-13.2%		-	-	\$16,000	\$18,350	-12.8%
	Ave. Sales Price	\$27,668	\$30,800	-10.2%	\$27,668	\$30,800	-10.2%		-	-	\$18,421	\$22,039	-16.4%
E. Memphis	Units	1,319	1,145	15.2%	1,315	1,138	15.6%	4	7	-42.9%	347	317	9.5%
	Median Sales Price	\$101,970	\$107,700	-5.3%	\$101,540	\$106,500	-4.7%	\$592,500	\$625,000	-5.2%	\$21,000	\$30,000	-30.0%
	Ave. Sales Price	\$144,201	\$148,570	-2.9%	\$132,389	\$145,818	-9.2%	\$740,000	\$595,981	24.2%	\$50,523	\$61,433	-17.8%
Whitehaven	Units	359	419	-14.3%	355	416	-14.7%	4	3	33.3%	167	276	-39.5%
	Median Sales Price	\$36,135	\$32,900	9.8%	\$35,500	\$32,528	9.1%	\$224,000	\$200,000		\$24,000	\$27,000	-11.1%
	Ave. Sales Price	\$50,054	\$44,251	13.1%	\$48,114	\$43,078	11.7%	\$222,224	\$206,833	7.4%	\$36,441	\$35,217	3.5%
Parkway Village/ Oakhaven	Units	278	347	-19.9%	278	347	-19.9%		-	-	132	240	-45.0%
	Median Sales Price	\$30,000	\$28,000	7.1%	\$30,000	\$28,000	7.1%		-	-	\$23,780	\$24,900	-4.5%
	Ave. Sales Price	\$35,713	\$31,833	12.2%	\$35,713	\$31,833	12.2%		-	-	\$24,252	\$25,375	-4.4%
Hickory Hill	Units	788	934	-15.6%	751	911	-17.6%	37	23	60.9%	359	568	-36.8%
	Median Sales Price	\$68,000	\$57,000	19.3%	\$65,500	\$56,000	17.0%	\$165,500	\$200,000	-17.3%	\$44,000	\$50,000	-12.0%
	Ave. Sales Price	\$76,451	\$70,008	9.2%	\$72,274	\$66,608	8.5%	\$161,247	\$204,693	-21.2%	\$57,363	\$62,017	-7.5%
Southwind	Units	68	60	13.3%	61	52	17.3%	7	8	-12.5%	17	27	-37.0%
	Median Sales Price	\$183,500	\$160,000	14.7%	\$165,000	\$147,500	11.9%	\$199,000	\$211,950	-6.1%	\$124,900	\$139,900	-10.7%
	Ave. Sales Price	\$246,785	\$197,918	24.7%	\$251,344	\$195,696	28.4%	\$207,057	\$212,362	-2.5%	\$153,634	\$155,118	-1.0%

Area Detail - Year to Date

		YTD Total Sales			YTD Existing Home Sales			YTD New Home Sales			YTD Bank Sales		
		2010	2009	% change	2010	2009	% change	2010	2009	% change	2010	2009	% change
Cordova	Units	1,119	1,116	0.3%	946	1,017	-7.0%	173	99	74.7%	317	426	-25.6%
	Median Sales Price	\$125,000	\$127,900	-2.3%	\$123,550	\$126,500	-2.3%	\$132,440	\$148,400	-10.8%	\$98,000	\$109,500	-10.5%
	Ave. Sales Price	\$134,295	\$140,564	-4.5%	\$131,833	\$138,969	-5.1%	\$147,758	\$156,947	-5.9%	\$106,802	\$118,834	-10.1%
Bartlett	Units	435	411	5.8%	388	372	4.3%	47	39	20.5%	110	119	-7.6%
	Median Sales Price	\$160,000	\$162,000	-1.2%	\$153,700	\$153,000	0.5%	\$215,000	\$235,265	-8.6%	\$135,750	\$144,000	-5.7%
	Ave. Sales Price	\$165,593	\$167,588	-1.2%	\$159,270	\$161,079	-1.1%	\$217,793	\$229,679	-5.2%	\$136,187	\$146,610	-7.1%
G'rown	Units	351	335	4.8%	343	331	3.6%	8	4	100.0%	19	20	-5.0%
	Median Sales Price	\$270,000	\$260,000	3.8%	\$268,500	\$259,500	3.5%	\$393,573	\$613,450	-35.8%	\$200,000	\$255,000	-21.6%
	Ave. Sales Price	\$325,203	\$307,680	5.7%	\$321,088	\$304,196	5.6%	\$501,618	\$595,975	-15.8%	\$313,200	\$286,010	9.5%
Collierville	Units	446	450	-0.9%	414	407	1.7%	32	43	-25.6%	45	44	2.3%
	Median Sales Price	\$275,000	\$275,000	0.0%	\$267,250	\$265,000	0.8%	\$385,000	\$439,000	-12.3%	\$217,500	\$267,500	-18.7%
	Ave. Sales Price	\$298,369	\$298,215	0.1%	\$289,605	\$282,391	2.6%	\$411,759	\$447,995	-8.1%	\$263,886	\$262,247	0.6%
Lakeland	Units	121	142	-14.8%	98	114	-14.0%	23	28	-17.9%	15	22	-31.8%
	Median Sales Price	\$249,000	\$249,700	-0.3%	\$238,925	\$236,500	1.0%	\$266,925	\$388,124	-31.2%	\$190,050	\$224,500	-15.3%
	Ave. Sales Price	\$268,033	\$294,240	-8.9%	\$258,784	\$263,643	-1.8%	\$307,442	\$418,814	-26.6%	\$235,538	\$258,214	-8.8%
Arlington	Units	167	176	-5.1%	102	125	-18.4%	65	51	27.5%	19	33	-42.4%
	Median Sales Price	\$210,490	\$221,000	-4.8%	\$195,000	\$198,900	-2.0%	\$231,336	\$280,200	-17.4%	\$184,000	\$175,000	5.1%
	Ave. Sales Price	\$218,097	\$226,715	-3.8%	\$206,410	\$209,053	-1.3%	\$236,438	\$270,003	-12.4%	\$179,472	\$183,903	-2.4%
Millington	Units	85	77	10.4%	83	75	10.7%	2	2	0.0%	30	28	7.1%
	Median Sales Price	\$85,000	\$100,000	-15.0%	\$81,600	\$100,000	-18.4%		-	#VALUE!	\$79,950	\$57,000	40.3%
	Ave. Sales Price	\$119,993	\$112,390	6.8%	\$115,476	\$106,920	8.0%	\$307,450	\$317,500	-3.2%	\$95,640	\$78,166	22.4%
Shelby County	Units	7,924	8,070	-1.8%	7,518	7,742	-2.9%	406	328	23.8%	2,674	3,415	-21.7%
	Median Sales Price	\$89,000	\$84,000	6.0%	\$81,600	\$76,000	7.4%	\$185,000	\$219,900	-15.9%	\$34,008	\$36,000	-5.5%
	Ave. Sales Price	\$125,085	\$122,113	2.4%	\$120,140	\$116,081	3.5%	\$216,650	\$264,501	-18.1%	\$61,946	\$62,223	-0.4%
Fayette County	Units	277	253	9.5%	221	187	18.2%	56	66	-15.2%	71	63	12.7%
	Median Sales Price	\$167,000	\$169,000	-1.2%	\$142,900	\$146,000	-2.1%	\$229,950	\$234,760	-2.0%	\$130,000	\$125,000	4.0%
	Ave. Sales Price	\$209,553	\$201,728	3.9%	\$185,083	\$175,138	5.7%	\$306,123	\$277,067	10.5%	\$162,701	\$160,828	1.2%
Tipton County	Units	396	416	-4.8%	369	377	-2.1%	27	39	-30.8%	108	141	-23.4%
	Median Sales Price	\$120,000	\$126,000	-4.8%	\$117,000	\$115,000	1.7%	\$212,400	\$209,000	1.6%	\$83,000	\$99,900	-16.9%
	Ave. Sales Price	\$123,268	\$127,969	-3.7%	\$117,289	\$119,759	-2.1%	\$226,253	\$207,324	9.1%	\$89,471	\$104,847	-14.7%