

Sales Summary

	May Total Sales			YTD Total Sales		
	2010	2009	% change	2010	2009	% change
Units	1,439	1,216	18.3%	5,984	5,836	2.5%
Median Sales Price	\$109,500	\$94,500	15.9%	\$94,000	\$79,000	19.0%
Average Sales Price	\$138,990	\$120,912	15.0%	\$124,851	\$118,431	5.4%

	May Existing Sales			YTD Existing Home Sales		
	2010	2009	% change	2010	2009	% change
Units	1,360	1,162	17.0%	5,659	5,546	2.0%
Median Sales Price	\$103,000	\$86,571	19.0%	\$85,650	\$71,000	20.6%
Average Sales Price	\$134,078	\$114,788	16.8%	\$119,048	\$110,742	7.5%

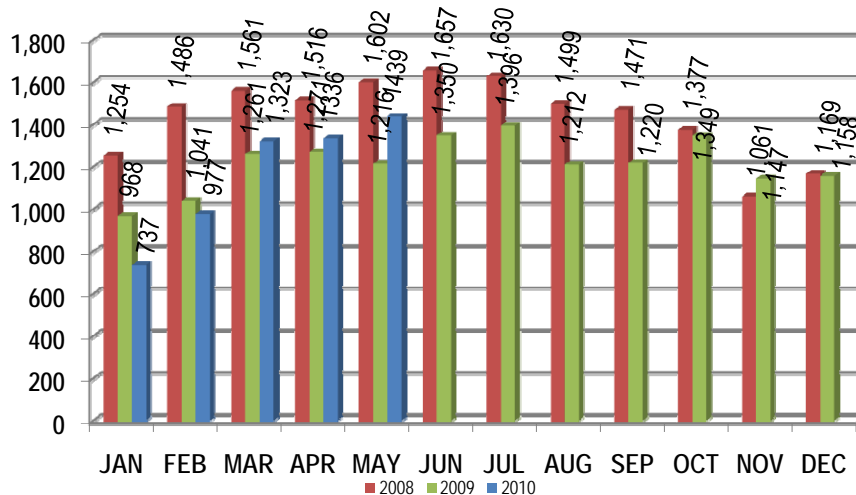
	May New Home Sales			YTD New Home Sales		
	2010	2009	% change	2010	2009	% change
Units	79	54	46.3%	325	290	12.1%
Median Sales Price	\$185,300	\$197,900	-6.4%	\$197,615	\$228,000	-13.3%
Average Sales Price	\$223,539	\$252,688	-11.5%	\$225,902	\$265,465	-14.9%

	May Bank Sales			YTD Bank Sales*		
	2010	2009	% change	2010	2009	% change
Units	392	468	-16.2%	2,117	2,633	-19.6%
Median Sales Price	\$41,500	\$37,500	10.7%	\$36,000	\$38,000	-5.3%
Average Sales Price	\$79,997	\$64,180	24.6%	\$67,329	\$63,926	5.3%

	May Non-Bank Sales			YTD Non-Bank Sales		
	2010	2009	% change	2010	2009	% change
Units	1,047	748	40.0%	3,867	3,203	20.7%
Median Sales Price	\$109,500	\$139,900	-21.7%	\$128,900	\$134,000	-3.8%
Average Sales Price	\$161,077	\$156,408	3.0%	\$156,342	\$163,236	-4.2%

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





Memphis Area Home Sales Report
May 2010

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	328	342	-4.1%	328	340	-3.5%		2	-100.0%	191	228	-16.2%
	Median Sales Price	\$18,225	\$17,000	7.2%	\$18,225	\$17,000	7.2%		-		\$14,000	\$14,000	0.0%
	Ave. Sales Price	\$27,531	\$24,861	10.7%	\$27,531	\$24,622	11.8%		\$65,500	-100.0%	\$20,388	\$17,976	13.4%
Raleigh/ Cov. Pike	Units	437	491	-11.0%	436	485	-10.1%	1	3	-66.7%	218	295	-26.1%
	Median Sales Price	\$49,500	\$43,400	14.1%	\$49,250	\$43,000	14.5%		\$121,000	-100.0%	\$36,900	\$37,000	-0.3%
	Ave. Sales Price	\$55,430	\$50,120	10.6%	\$55,270	\$49,174	12.4%	\$125,000	\$126,616	-1.3%	\$42,590	\$43,527	-2.2%
Downtown	Units	145	143	1.4%	145	135	7.4%		7	-100.0%	54	32	68.8%
	Median Sales Price	\$173,000	\$191,000	-9.4%	\$173,000	\$190,500	-9.2%		\$204,950	-100.0%	\$144,900	\$8,500	1604.7%
	Ave. Sales Price	\$163,897	\$183,629	-10.7%	\$163,897	\$182,113	-10.0%		\$213,092	-100.0%	\$134,461	\$60,987	120.5%
Midtown	Units	338	318	6.3%	338	318	6.3%		-	-	113	138	-18.1%
	Median Sales Price	\$60,000	\$51,650	16.2%	\$60,000	\$51,650	16.2%		-	-	\$20,000	\$20,500	-2.4%
	Ave. Sales Price	\$97,611	\$103,066	-5.3%	\$97,611	\$103,066	-5.3%		-	-	\$43,127	\$42,340	1.9%
S. Memphis	Units	258	289	-10.7%	257	288	-10.8%	1	1	0.0%	151	196	-23.0%
	Median Sales Price	\$10,000	\$9,000	11.1%	\$10,000	\$9,000	11.1%		-	#VALUE!	\$8,710	\$8,000	8.9%
	Ave. Sales Price	\$15,763	\$16,629	-5.2%	\$15,483	\$16,465	-6.0%	\$87,740	\$64,000	37.1%	\$10,654	\$11,202	-4.9%
Bercclair/ Highland Heights	Units	286	204	40.2%	286	204	40.2%		-	-	154	99	55.6%
	Median Sales Price	\$19,900	\$25,000	-20.4%	\$19,900	\$25,000	-20.4%		-	-	\$15,500	\$18,200	-14.8%
	Ave. Sales Price	\$25,854	\$30,019	-13.9%	\$25,854	\$30,019	-13.9%		-	-	\$17,552	\$22,734	-22.8%
E. Memphis	Units	938	687	36.5%	936	683	37.0%	2	4	-50.0%	259	202	28.2%
	Median Sales Price	\$105,000	\$105,000	0.0%	\$104,500	\$104,900	-0.4%		\$712,500	-100.0%	\$21,051	\$32,800	-35.8%
	Ave. Sales Price	\$144,127	\$146,219	-1.4%	\$142,443	\$142,992	-0.4%	\$932,500	\$697,250	33.7%	\$50,455	\$63,712	-20.8%
Whitehaven	Units	247	291	-15.1%	243	289	-15.9%	4	2	100.0%	118	205	-42.4%
	Median Sales Price	\$36,135	\$30,500	18.5%	\$35,500	\$30,500	16.4%	\$224,000	-		\$23,925	\$27,500	-13.0%
	Ave. Sales Price	\$50,536	\$42,721	18.3%	\$47,710	\$41,546	14.8%	\$222,224	\$212,500	4.6%	\$34,317	\$36,324	-5.5%
Parkway Village/ Oakhaven	Units	198	261	-24.1%	198	261	-24.1%		-	-	102	188	-45.7%
	Median Sales Price	\$28,275	\$27,900	1.3%	\$28,275	\$27,900	1.3%		-	-	\$22,808	\$24,900	-8.4%
	Ave. Sales Price	\$34,543	\$31,335	10.2%	\$34,543	\$31,335	10.2%		-	-	\$23,757	\$25,654	-7.4%
Hickory Hill	Units	556	667	-16.6%	533	653	-18.4%	23	14	64.3%	258	425	-39.3%
	Median Sales Price	\$65,931	\$54,900	20.1%	\$64,350	\$54,000	19.2%	\$168,300	\$204,950	-17.9%	\$43,000	\$49,000	-12.2%
	Ave. Sales Price	\$74,226	\$68,096	9.0%	\$70,346	\$66,074	6.5%	\$164,131	\$209,092	-21.5%	\$55,915	\$61,229	-8.7%
Southwind	Units	48	37	29.7%	44	32	37.5%	4	5	-20.0%	15	20	-25.0%
	Median Sales Price	\$185,000	\$142,650	29.7%	\$162,500	\$137,700	18.0%	\$228,250	\$207,900	9.8%	\$126,990	\$128,900	-1.5%
	Ave. Sales Price	\$240,681	\$178,674	34.7%	\$242,595	\$173,298	40.0%	\$219,625	\$213,080	3.1%	\$161,719	\$140,205	15.3%



Memphis Area Home Sales Report
May 2010

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	795	712	11.7%	679	647	4.9%	116	65	78.5%	243	299	-18.7%
	Median Sales Price	\$124,900	\$126,950	-1.6%	\$123,000	\$125,000	-1.6%	\$129,938	\$154,674	-16.0%	\$99,000	\$104,900	-5.6%
	Ave. Sales Price	\$132,486	\$139,382	-4.9%	\$131,022	\$137,404	-4.6%	\$141,054	\$159,069	-11.3%	\$109,555	\$118,138	-7.3%
Bartlett	Units	311	255	22.0%	283	242	16.9%	28	23	21.7%	78	87	-10.3%
	Median Sales Price	\$159,000	\$155,000	2.6%	\$153,500	\$150,000	2.3%	\$218,475	\$240,000	-9.0%	\$139,700	\$139,900	-0.1%
	Ave. Sales Price	\$163,795	\$162,180	1.0%	\$157,904	\$155,294	1.7%	\$223,335	\$234,626	-4.8%	\$140,162	\$138,829	1.0%
G'town	Units	220	203	8.4%	218	199	9.5%	2	4	-50.0%	13	8	62.5%
	Median Sales Price	\$258,950	\$258,000	0.4%	\$256,450	\$255,000	0.6%		\$613,450	-100.0%	\$220,000	\$245,000	-10.2%
	Ave. Sales Price	\$308,864	\$304,906	1.3%	\$305,359	\$299,055	2.1%	\$690,923	\$599,975	15.2%	\$375,704	\$263,737	42.5%
Collierville	Units	294	279	5.4%	273	249	9.6%	21	30	-30.0%	34	31	9.7%
	Median Sales Price	\$270,000	\$277,000	-2.5%	\$265,000	\$265,000	0.0%	\$390,000	\$449,800	-13.3%	\$227,500	\$270,000	-15.7%
	Ave. Sales Price	\$300,394	\$299,957	0.1%	\$290,718	\$280,680	3.6%	\$426,185	\$459,958	-7.3%	\$291,625	\$268,025	8.8%
Lakeland	Units	78	85	-8.2%	64	65	-1.5%	14	20	-30.0%	12	13	-7.7%
	Median Sales Price	\$249,500	\$251,000	-0.6%	\$239,950	\$239,750	0.1%	\$265,213	\$309,200	-14.2%	\$191,275	\$299,000	-36.0%
	Ave. Sales Price	\$264,479	\$302,557	-12.6%	\$258,912	\$273,265	-5.3%	\$289,930	\$397,755	-27.1%	\$237,506	\$314,976	-24.6%
Arlington	Units	110	114	-3.5%	70	79	-11.4%	40	35	14.3%	15	25	-40.0%
	Median Sales Price	\$210,000	\$223,250	-5.9%	\$195,000	\$205,000	-4.9%	\$223,671	\$277,945	-19.5%	\$184,000	\$169,900	8.3%
	Ave. Sales Price	\$213,217	\$230,136	-7.4%	\$204,459	\$214,214	-4.6%	\$228,544	\$266,073	-14.1%	\$178,960	\$182,758	-2.1%
Millington	Units	56	51	9.8%	54	50	8.0%	2	1	100.0%	24	16	50.0%
	Median Sales Price	\$89,950	\$103,000	-12.7%	\$87,450	\$101,500	-13.8%		-	#VALUE!	\$74,950	\$51,750	44.8%
	Ave. Sales Price	\$124,761	\$117,076	6.6%	\$117,995	\$112,918	4.5%	\$307,450	\$325,001	-5.4%	\$91,229	\$75,718	20.5%
Shelby County	Units	5,510	5,386	2.3%	5,252	5,167	1.6%	258	219	17.8%	1,979	2,487	-20.4%
	Median Sales Price	\$88,578	\$71,050	24.7%	\$81,500	\$66,000	23.5%	\$184,450	\$225,000	-18.0%	\$34,000	\$35,500	-4.2%
	Ave. Sales Price	\$121,823	\$115,480	5.5%	\$117,453	\$108,924	7.8%	\$210,788	\$270,156	-22.0%	\$63,390	\$60,399	5.0%
Fayette County	Units	206	171	20.5%	157	125	25.6%	49	46	6.5%	58	44	31.8%
	Median Sales Price	\$163,700	\$169,000	-3.1%	\$137,567	\$145,000	-5.1%	\$229,900	\$236,975	-3.0%	\$130,282	\$122,800	6.1%
	Ave. Sales Price	\$208,152	\$203,490	2.3%	\$177,889	\$176,365	0.9%	\$305,121	\$277,197	10.1%	\$167,244	\$164,612	1.6%
Tipton County	Units	268	279	-3.9%	250	254	-1.6%	18	25	-28.0%	80	102	-21.6%
	Median Sales Price	\$120,000	\$113,500	5.7%	\$117,750	\$107,500	9.5%	\$231,000	\$208,000	11.1%	\$93,250	\$99,450	-6.2%
	Ave. Sales Price	\$123,074	\$123,254	-0.1%	\$115,600	\$115,426	0.2%	\$226,881	\$202,785	11.9%	\$92,319	\$106,498	-13.3%

Area Detail - Current Month

		May Total Sales			May Existing Sales			May New Home Sales			May Bank Sales		
		2010	2009	% change	2010	2009	% change	2010	2009	% change	2010	2009	% change
Frayser	Units	49	72	-31.9%	49	72	-31.9%		-	-	28	43	-34.9%
	Median Sales Price	\$33,500	\$19,999	67.5%	\$33,500	\$19,999	67.5%		-	-	\$16,150	\$15,000	7.7%
	Ave. Sales Price	\$35,354	\$28,592	23.6%	\$33,354	\$28,592	16.7%		-	-	\$24,963	\$22,195	12.5%
Raleigh/ Cov. Pike	Units	93	96	-3.1%	93	94	-1.1%		2	-	37	51	-27.5%
	Median Sales Price	\$52,900	\$42,950	23.2%	\$52,900	\$42,701	23.9%		-	-	\$36,250	\$27,900	29.9%
	Ave. Sales Price	\$59,054	\$51,248	15.2%	\$59,054	\$49,382	19.6%		\$138,950	-	\$41,941	\$36,523	14.8%
Downtown	Units	31	42	-26.2%	31	42	-26.2%		4	-100.0%	12	7	71.4%
	Median Sales Price	\$162,000	\$197,500	-18.0%	\$162,000	\$197,500	-18.0%		\$222,475	-100.0%	\$155,900	\$43,250	260.5%
	Ave. Sales Price	\$171,238	\$201,812	-15.1%	\$171,238	\$201,812	-15.1%		\$238,162	-100.0%	\$203,173	\$76,464	165.7%
Midtown	Units	83	67	23.9%	83	67	23.9%		-	-	18	28	-35.7%
	Median Sales Price	\$74,900	\$60,000	24.8%	\$74,900	\$60,000	24.8%		-	-	\$22,700	\$25,250	-10.1%
	Ave. Sales Price	\$91,640	\$105,065	-12.8%	\$91,640	\$105,065	-12.8%		-	-	\$45,763	\$37,828	21.0%
S. Memphis	Units	60	50	20.0%	60	50	20.0%		-	-	31	31	0.0%
	Median Sales Price	\$9,950	\$9,500	4.7%	\$9,550	\$9,500	0.5%		-	-	\$9,000	\$8,500	5.9%
	Ave. Sales Price	\$13,404	\$15,122	-11.4%	\$13,404	\$15,122	-11.4%		-	-	\$10,471	\$12,762	-18.0%
Bercclair/ Highland Heights	Units	55	42	31.0%	55	42	31.0%		-	-	27	15	80.0%
	Median Sales Price	\$24,900	\$26,000	-4.2%	\$24,900	\$26,000	-4.2%		-	-	\$19,500	\$20,000	-2.5%
	Ave. Sales Price	\$30,636	\$34,274	-10.6%	\$30,636	\$34,274	-10.6%		-	-	\$20,198	\$26,939	-25.0%
E. Memphis	Units	237	155	52.9%	236	155	52.3%	1	-	-	54	46	17.4%
	Median Sales Price	\$112,000	\$107,000	4.7%	\$111,000	\$107,000	3.7%		-	-	\$31,169	\$38,750	-19.6%
	Ave. Sales Price	\$153,063	\$135,800	12.7%	\$148,203	\$135,800	9.1%	\$1,300,000	-	-	\$62,799	\$85,279	-26.4%
Whitehaven	Units	48	46	4.3%	45	46	-2.2%	3	2	-	22	28	-21.4%
	Median Sales Price	\$51,450	\$31,500	63.3%	\$48,000	\$31,500	52.4%	\$218,000	-	-	\$20,750	\$28,450	-27.1%
	Ave. Sales Price	\$64,418	\$45,828	40.6%	\$54,070	\$45,828	18.0%	\$219,632	\$212,500	3.4%	\$38,032	\$35,872	6.0%
Parkway Village/ Oakhaven	Units	48	60	-20.0%	48	60	-20.0%		-	-	22	39	-43.6%
	Median Sales Price	\$34,750	\$25,000	39.0%	\$34,750	\$25,000	39.0%		-	-	\$22,000	\$24,500	-10.2%
	Ave. Sales Price	\$40,112	\$33,218	20.8%	\$40,112	\$33,218	20.8%		-	-	\$23,367	\$24,651	-5.2%
Hickory Hill	Units	123	127	-3.1%	119	119	0.0%	4	8	-	38	67	-43.3%
	Median Sales Price	\$77,000	\$50,000	54.0%	\$77,000	\$48,000	60.4%	\$174,185	\$196,508	-	\$42,550	\$44,000	-3.3%
	Ave. Sales Price	\$81,282	\$69,468	17.0%	\$78,649	\$60,884	29.2%	\$159,592	\$197,163	-	\$55,878	\$55,184	1.3%
Southwind	Units	14	9	55.6%	14	7	100.0%		2	-100.0%	4	2	100.0%
	Median Sales Price	\$143,950	\$174,900	-17.7%	\$143,950	\$150,000	-4.0%		-	-	\$121,400		
	Ave. Sales Price	\$217,042	\$176,672	22.9%	\$217,042	\$172,650	25.7%		\$190,750	-100.0%	\$120,800	\$163,500	-26.1%

Area Detail - Current Month

		May Total Sales			May Existing Sales			May New Home Sales			May Bank Sales		
		2010	2009	% change	2010	2009	% change	2010	2009	% change	2010	2009	% change
Cordova	Units	202	164	23.2%	170	153	11.1%	32	11	190.9%	42	66	-36.4%
	Median Sales Price	\$128,170	\$131,250	-2.3%	\$127,350	\$131,500	-3.2%	\$129,583	\$127,900	1.3%	\$99,025	\$108,950	-9.1%
	Ave. Sales Price	\$135,228	\$137,820	-1.9%	\$133,718	\$137,136	-2.5%	\$143,247	\$147,333	-2.8%	\$111,148	\$119,065	-6.6%
Bartlett	Units	80	62	29.0%	73	58	25.9%	7	4	75.0%	18	14	28.6%
	Median Sales Price	\$159,950	\$159,500	0.3%	\$150,000	\$154,500	-2.9%	\$217,000	\$184,990	17.3%	\$140,800	\$115,000	22.4%
	Ave. Sales Price	\$173,796	\$159,859	8.7%	\$169,020	\$157,350	7.4%	\$223,603	\$196,245	13.9%	\$147,151	\$139,404	5.6%
G'rown	Units	72	57	26.3%	72	55	30.9%		2	-100.0%	5	1	400.0%
	Median Sales Price	\$252,500	\$237,000	6.5%	\$252,500	\$237,000	6.5%		-		\$190,500	-	-
	Ave. Sales Price	\$300,709	\$286,045	5.1%	\$300,709	\$275,411	9.2%		\$578,500	-100.0%	\$373,032	\$360,000	3.6%
Collierville	Units	90	47	91.5%	87	43	102.3%	3	4	-25.0%	9	3	200.0%
	Median Sales Price	\$290,000	\$263,000	10.3%	\$279,000	\$260,000	7.3%	\$439,000	\$452,300	-2.9%	\$225,000	\$265,000	-15.1%
	Ave. Sales Price	\$322,377	\$293,900	9.7%	\$282,437	\$277,551	1.8%	\$453,000	\$469,650	-3.5%	\$394,544	\$231,333	70.6%
Lakeland	Units	19	19	0.0%	17	17	0.0%	2	2	0.0%	3	2	50.0%
	Median Sales Price	\$195,001	\$231,900	-15.9%	\$190,050	\$220,500	-13.8%	\$353,950		#DIV/0!	\$190,050		-
	Ave. Sales Price	\$244,267	\$248,736	-1.8%	\$239,742	\$236,476	1.4%	\$282,734	\$352,950	-19.9%	\$199,316	\$307,500	-35.2%
Arlington	Units	30	24	25.0%	19	21	-9.5%	11	3	266.7%	3	5	-40.0%
	Median Sales Price	\$212,638	\$224,750	-5.4%	\$220,000	\$225,000	-2.2%	\$212,415	\$203,800	4.2%	\$126,000	\$130,000	
	Ave. Sales Price	\$213,419	\$222,425	-4.0%	\$208,910	\$221,818	-5.8%	\$221,207	\$226,676	-2.4%	\$153,500	\$157,500	-2.5%
Millington	Units	13	9	44.4%	13	9	44.4%		-		6	3	100.0%
	Median Sales Price	\$89,900	\$70,000	28.4%	\$89,900	\$70,000	28.4%		-		\$77,750	\$37,000	-
	Ave. Sales Price	\$118,057	\$80,513	46.6%	\$118,057	\$80,513	46.6%		-		\$95,500	\$42,833	123.0%
Shelby County	Units	1,327	1,133	17.1%	1,264	1,095	15.4%	63	38	65.8%	368	447	-17.7%
	Median Sales Price	\$105,240	\$87,900	19.7%	\$100,000	\$80,000	25.0%	\$175,000	\$190,750	-8.3%	\$39,450	\$35,000	12.7%
	Ave. Sales Price	\$136,702	\$117,414	16.4%	\$133,148	\$113,211	17.6%	\$208,002	\$238,523	-12.8%	\$75,773	\$61,225	23.8%
Fayette County	Units	48	33	45.5%	38	20	90.0%	10	13	-23.1%	11	7	57.1%
	Median Sales Price	\$173,500	\$194,900	-11.0%	\$162,000	\$158,500	2.2%	\$261,950	\$286,400	-8.5%	\$157,000	\$120,600	30.2%
	Ave. Sales Price	\$225,095	\$236,309	-4.7%	\$199,343	\$191,085	4.3%	\$322,955	\$305,884	5.6%	\$207,618	\$188,842	9.9%
Tipton County	Units	64	50	28.0%	58	47	23.4%	6	3	100.0%	13	14	-7.1%
	Median Sales Price	\$120,000	\$115,605	3.8%	\$110,000	\$114,400	-3.8%	\$210,950	\$199,900	5.5%	\$81,000	\$81,551	-0.7%
	Ave. Sales Price	\$121,842	\$124,028	-1.8%	\$111,585	\$119,077	-6.3%	\$220,988	\$201,600	9.6%	\$91,582	\$96,207	-4.8%

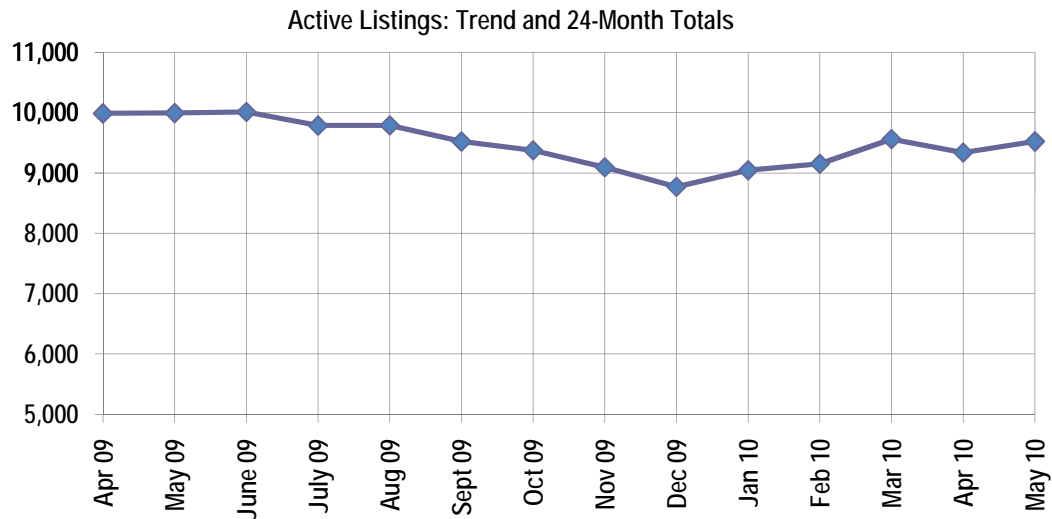
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 06-16-10)		
	Units	Ave. List Price
Single Family	8,813	\$228,303
Condo/Co-op	552	\$171,322
Duplex	158	\$76,061
Market Total	9,523	\$222,476

Pending Sales (as of 06-16-10)		
	Units	Ave. List Price
Single Family	1,685	\$161,997
Condo/Co-op	49	\$194,994
Duplex	19	\$43,933
Market Total	1,753	\$160,591

	May Foreclosure Actions			YTD Foreclosure Actions		
	2010	2009	% change	2010	2009	% change
Total	348	393	-11.5%	2,194	2,179	0.7%

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



Jun-08	12,509	Jun-09	10,013
Jul-08	12,448	Jul-09	9,787
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