

Sales Summary

	October Total Sales			YTD Total Sales		
	2010	2009	% change	2010	2009	% change
Units	958	1,349	-29.0%	11,857	12,721	-6.8%
Median Sales Price	\$85,000	\$105,000	-19.0%	\$91,080	\$95,750	-4.9%
Average Sales Price	\$124,419	\$126,405	-1.6%	\$128,043	\$127,663	0.3%

	October Existing Sales			YTD Existing Home Sales		
	2010	2009	% change	2010	2009	% change
Units	923	1,295	-28.7%	11,224	12,097	-7.2%
Median Sales Price	\$80,100	\$99,500	-19.5%	\$85,000	\$89,000	-4.5%
Average Sales Price	\$120,872	\$122,443	-1.3%	\$122,443	\$121,132	1.1%

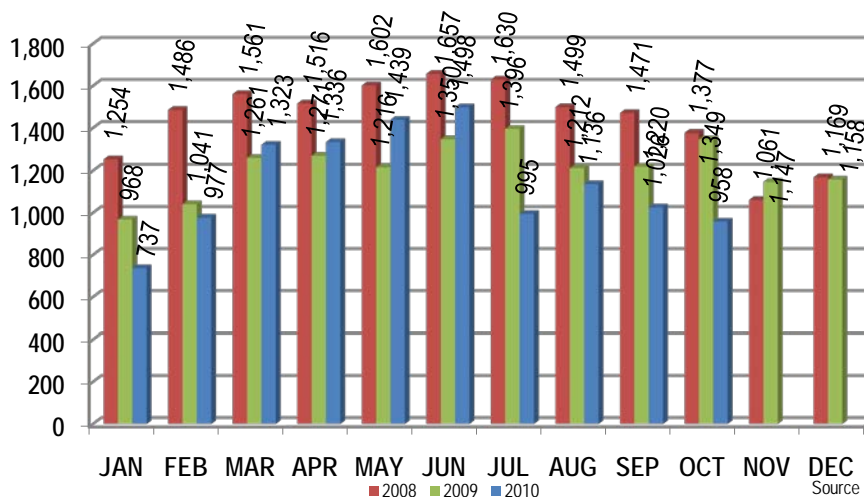
	October New Home Sales			YTD New Home Sales		
	2010	2009	% change	2010	2009	% change
Units	35	54	-35.2%	633	624	1.4%
Median Sales Price	\$197,049	\$200,590	-1.8%	\$199,000	\$217,900	-8.7%
Average Sales Price	\$217,954	\$221,420	-1.6%	\$227,344	\$254,265	-10.6%

	October Bank Sales			YTD Bank Sales*		
	2010	2009	% change	2010	2009	% change
Units	309	457	-32.4%	3,973	5,025	-20.9%
Median Sales Price	\$42,500	\$39,000	9.0%	\$37,000	\$39,000	-5.1%
Average Sales Price	\$64,818	\$72,455	-10.5%	\$65,426	\$67,542	-3.1%

	October Non-Bank Sales			YTD Non-Bank Sales		
	2010	2009	% change	2010	2009	% change
Units	649	892	-27.2%	7,884	7,696	2.4%
Median Sales Price	\$120,000	\$131,900	-9.0%	\$129,000	\$137,500	-6.2%
Average Sales Price	\$152,796	\$154,045	-0.8%	\$159,598	\$166,918	-4.4%

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



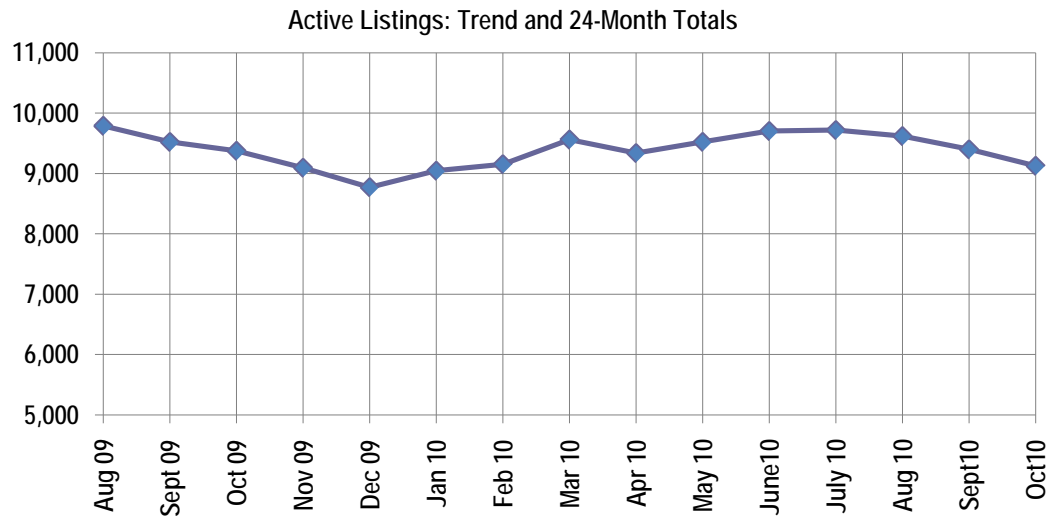
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 11-15-10)		
	Units	Ave. List Price
Single Family	8,484	\$218,045
Condo/Co-op	520	\$171,188
Duplex	122	\$65,141
Market Total	9,126	\$213,341

Pending Sales (as of 11-15-10)		
	Units	Ave. List Price
Single Family	1,236	\$164,695
Condo/Co-op	42	\$178,354
Duplex	15	\$35,913
Market Total	1,293	\$163,645

	October Foreclosure Actions			YTD Foreclosure Actions		
	2010	2009	% change	2010	2009	% change
Total	158	394	-59.9%	4,104	4,548	-9.8%

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



Jan-09	10,306	Nov-09	9,094
Feb-09	10,260	Dec-09	8,771
Mar-09	10,131	Jan-10	9,045
Apr-09	9,989	Feb-10	9,153
May-09	9,995	Mar-10	9,562
Jun-09	10,013	Apr-10	9,338
Jul-09	9,787	May-10	9,523
Aug-09	9,790	Jun-10	9,702
Jul-09	9,787	Jul-10	9,720
Aug-09	9,790	Aug-10	9,620
Sep-09	9,522	Sep-10	9,399
Oct-09	9,375	Oct-10	9,126



Memphis Area Home Sales Report
October 2010

Area Detail - Current Month

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2010	2009	% change	2010	2009	% change	2010	2009	% change	2010	2009	% change
Frayer	Units	49	57	-14.0%	49	57	-14.0%		-	-	19	38	-50.0%
	Median Sales Price	\$18,500	\$15,000	23.3%	\$18,500	\$15,000	23.3%		-	-	\$12,000	\$13,679	-12.3%
	Ave. Sales Price	\$25,664	\$20,653	24.3%	\$25,664	\$20,653	24.3%		-	-	\$14,007	\$14,775	-5.2%
Raleigh/ Cov. Pike	Units	71	86	-17.4%	71	85	-16.5%		1	-	26	43	-39.5%
	Median Sales Price	\$56,205	\$45,050	24.8%	\$56,205	\$45,000	24.9%		-	-	\$49,950	\$35,500	40.7%
	Ave. Sales Price	\$59,768	\$56,827	5.2%	\$59,768	\$55,378	7.9%		\$180,000	-	\$49,762	\$41,724	19.3%
Downtown	Units	18	59	-69.5%	18	59	-69.5%		-	#VALUE!	3	33	-90.9%
	Median Sales Price	\$218,875	\$173,250	26.3%	\$218,875	\$173,250	26.3%		-	#VALUE!	\$13,200	\$159,500	-91.7%
	Ave. Sales Price	\$210,705	\$165,466	27.3%	\$210,705	\$165,466	27.3%		-	#VALUE!	\$74,550	\$150,174	-50.4%
Midtown	Units	55	69	-20.3%	55	69	-20.3%		-	-	19	22	-13.6%
	Median Sales Price	\$75,000	\$70,000	7.1%	\$75,000	\$70,000	7.1%		-	-	\$30,000	\$18,250	64.4%
	Ave. Sales Price	\$97,940	\$102,741	-4.7%	\$97,940	\$102,741	-4.7%		-	-	\$51,118	\$29,848	71.3%
S. Memphis	Units	28	48	-41.7%	28	48	-41.7%		-	-	18	22	-18.2%
	Median Sales Price	\$17,533	\$7,979	119.7%	\$17,533	\$7,979	119.7%		-	-	\$13,000	\$8,800	47.7%
	Ave. Sales Price	\$17,861	\$12,207	46.3%	\$17,861	\$12,207	46.3%		-	-	\$15,280	\$10,899	40.2%
Berclair/ Highland Heights	Units	48	47	2.1%	48	47	2.1%		-	-	21	24	-12.5%
	Median Sales Price	\$24,400	\$32,500	-24.9%	\$24,400	\$32,500	-24.9%		-	-	\$16,500	\$15,329	7.6%
	Ave. Sales Price	\$25,739	\$37,794	-31.9%	\$25,739	\$37,794	-31.9%		-	-	\$18,862	\$20,047	-5.9%
E. Memphis	Units	154	204	-24.5%	154	204	-24.5%		-	-	34	40	-15.0%
	Median Sales Price	\$106,000	\$110,000	-3.6%	\$106,000	\$110,000	-3.6%		-	-	\$24,800	\$23,200	6.9%
	Ave. Sales Price	\$144,450	\$135,268	6.8%	\$144,450	\$135,268	6.8%		-	-	\$40,461	\$39,774	1.7%
Whitehaven	Units	51	59	-13.6%	51	59	-13.6%		-	-	26	30	-13.3%
	Median Sales Price	\$45,500	\$36,600	24.3%	\$45,500	\$36,600	24.3%		-	-	\$27,250	\$32,500	-16.2%
	Ave. Sales Price	\$50,815	\$46,897	8.4%	\$50,815	\$46,897	8.4%		-	#VALUE!	\$38,496	\$40,054	-3.9%
Parkway Village/ Oakhaven	Units	39	45	-13.3%	39	45	-13.3%		-	-	20	32	-37.5%
	Median Sales Price	\$33,900	\$25,103	35.0%	\$33,900	\$25,103	35.0%		-	-	\$29,726	\$21,875	35.9%
	Ave. Sales Price	\$35,125	\$31,046	13.1%	\$35,125	\$31,046	13.1%		-	-	\$27,475	\$22,966	19.6%
Hickory Hill	Units	80	139	-42.4%	79	133	-40.6%	1	6	-	32	60	-46.7%
	Median Sales Price	\$63,950	\$74,000	-13.6%	\$62,900	\$69,000	-8.8%		\$191,665	-	\$45,750	\$40,000	14.4%
	Ave. Sales Price	\$66,630	\$79,582	-16.3%	\$64,887	\$74,505	-12.9%	\$204,365	\$192,131	-	\$58,399	\$55,168	5.9%
Southwind	Units	8	12	-33.3%	8	11	-27.3%		1	-100.0%	2	8	-75.0%
	Median Sales Price	\$234,500	\$155,500	50.8%	\$234,500	\$140,000	67.5%		-	-		\$155,500	
	Ave. Sales Price	\$330,156	\$198,635	66.2%	\$330,156	\$198,520	66.3%		\$199,900	-100.0%	\$105,000	\$181,125	-42.0%



Memphis Area Home Sales Report
October 2010

Area Detail - Current Month

		October Total Sales			October Existing Sales			October New Home Sales			October Bank Sales		
		2010	2009	% change	2010	2009	% change	2010	2009	% change	2010	2009	% change
Cordova	Units	123	183	-32.8%	113	166	-31.9%	10	17	-41.2%	44	55	-20.0%
	Median Sales Price	\$104,980	\$120,000	-12.5%	\$100,000	\$116,000	-13.8%	\$124,837	\$136,000	-8.2%	\$89,825	\$105,000	-14.5%
	Ave. Sales Price	\$124,950	\$130,476	-4.2%	\$124,010	\$126,122	-1.7%	\$135,579	\$172,988	-21.6%	\$102,305	\$127,393	-19.7%
Bartlett	Units	44	56	-21.4%	41	51	-19.6%	3	5	-40.0%	11	11	0.0%
	Median Sales Price	\$128,750	\$159,950	-19.5%	\$128,000	\$155,000	-17.4%	\$187,000	\$194,910	-4.1%	\$92,004	\$150,000	-38.7%
	Ave. Sales Price	\$138,568	\$168,975	-18.0%	\$135,209	\$165,334	-18.2%	\$184,471	\$206,118	-10.5%	\$104,395	\$155,018	-32.7%
G'town	Units	41	57	-28.1%	39	56	-30.4%	2	1	100.0%	4	-	#VALUE!
	Median Sales Price	\$285,000	\$285,000	0.0%	\$280,000	\$280,000	0.0%		-		\$189,000	-	
	Ave. Sales Price	\$296,426	\$329,880	-10.1%	\$293,858	\$324,163	-9.3%	\$346,500	\$650,000	-46.7%	\$194,500	-	#VALUE!
Collierville	Units	66	64	3.1%	64	61	4.9%	2	3	-33.3%	8	6	33.3%
	Median Sales Price	\$263,750	\$278,000	-5.1%	\$261,250	\$272,500	-4.1%		\$327,000	-100.0%	\$232,500	\$141,451	64.4%
	Ave. Sales Price	\$288,394	\$284,870	1.2%	\$283,265	\$283,503	-0.1%	\$452,500	\$312,666	44.7%	\$222,262	\$187,409	18.6%
Lakeland	Units	11	19	-42.1%	7	18	-61.1%	4	1	300.0%		2	-100.0%
	Median Sales Price	\$195,700	\$240,000	-18.5%	\$190,000	\$208,250	-8.8%	\$232,245	-	#VALUE!		-	-
	Ave. Sales Price	\$230,719	\$253,265	-8.9%	\$224,914	\$254,002	-11.5%	\$240,878	\$240,000	0.4%		\$295,500	-100.0%
Arlington	Units	16	29	-44.8%	10	22	-54.5%	6	7	-14.3%	2	6	-66.7%
	Median Sales Price	\$220,000	\$207,149	6.2%	\$195,000	\$173,375	12.5%	\$248,870	\$210,000	18.5%		\$191,000	
	Ave. Sales Price	\$212,157	\$200,441	5.8%	\$192,980	\$189,836	1.7%	\$244,119	\$233,770	4.4%	\$254,900	\$194,374	31.1%
Millington	Units	7	13	-46.2%	7	13	-46.2%		-		1	4	-75.0%
	Median Sales Price	\$65,000	\$135,000	-51.9%	\$65,000	\$135,000	-51.9%		-			\$91,944	-
	Ave. Sales Price	\$68,085	\$130,041	-47.6%	\$68,085	\$130,041	-47.6%		-		\$65,000	\$106,971	-39.2%
Shelby County	Units	891	1,223	-27.1%	863	1,181	-26.9%	28	42	-33.3%	285	424	-32.8%
	Median Sales Price	\$82,000	\$100,000	-18.0%	\$79,200	\$96,500	-17.9%	\$196,375	\$194,450	1.0%	\$36,500	\$36,800	-0.8%
	Ave. Sales Price	\$123,290	\$124,433	-0.9%	\$120,176	\$121,264	-0.9%	\$219,278	\$213,535	2.7%	\$62,019	\$67,799	-8.5%
Fayette County	Units	23	56	-58.9%	20	52	-61.5%	3	4	-25.0%	6	14	-57.1%
	Median Sales Price	\$205,500	\$163,000	26.1%	\$202,750	\$147,000	37.9%	\$238,000	\$234,950	1.3%	\$95,450	\$203,950	-53.2%
	Ave. Sales Price	\$192,495	\$181,157	6.3%	\$187,275	\$171,351	9.3%	\$227,300	\$308,636	-26.4%	\$145,833	\$213,525	-31.7%
Tipton County	Units	44	70	-37.1%	40	62	-35.5%	4	8	-50.0%	18	19	-5.3%
	Median Sales Price	\$96,500	\$111,500	-13.5%	\$91,000	\$91,950	-1.0%	\$184,450	\$215,250	-14.3%	\$59,451	\$55,000	8.1%
	Ave. Sales Price	\$111,690	\$117,055	-4.6%	\$102,692	\$103,873	-1.1%	\$201,675	\$219,212	-8.0%	\$82,132	\$72,414	13.4%



Memphis Area Home Sales Report
 October 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
Frayer	Units	630	656	-4.0%	630	654	-3.7%		2	-100.0%	340	428	-20.6%
	Median Sales Price	\$17,500	\$15,500	12.9%	\$17,500	\$15,499	12.9%		-		\$14,000	\$13,000	7.7%
	Ave. Sales Price	\$27,662	\$23,369	18.4%	\$27,662	\$23,241	19.0%		\$65,500	-100.0%	\$19,890	\$16,742	18.8%
Raleigh/ Cov. Pike	Units	895	911	-1.8%	893	900	-0.8%	2	11	-81.8%	413	528	-21.8%
	Median Sales Price	\$50,000	\$45,000	11.1%	\$50,000	\$44,900	11.4%		\$119,900	-100.0%	\$37,500	\$37,000	1.4%
	Ave. Sales Price	\$55,464	\$52,687	5.3%	\$55,312	\$51,829	6.7%	\$123,322	\$122,863	0.4%	\$42,856	\$43,051	-0.5%
Downtown	Units	300	348	-13.8%	300	335	-10.4%		13	-100.0%	92	94	-2.1%
	Median Sales Price	\$175,500	\$188,000	-6.6%	\$175,500	\$187,000	-6.1%		\$195,700	-100.0%	\$78,166	\$130,625	-40.2%
	Ave. Sales Price	\$166,197	\$184,171	-9.8%	\$166,197	\$183,794	-9.6%		\$193,873	-100.0%	\$124,860	\$107,943	15.7%
Midtown	Units	643	677	-5.0%	641	677	-5.3%	2	-	-	208	238	-12.6%
	Median Sales Price	\$61,500	\$69,500	-11.5%	\$60,500	\$69,500	-12.9%		-	-	\$20,000	\$18,500	8.1%
	Ave. Sales Price	\$95,626	\$109,569	-12.7%	\$95,000	\$109,569	-13.3%	\$296,000	-	-	\$43,583	\$38,260	13.9%
S. Memphis	Units	473	562	-15.8%	471	561	-16.0%	2	1	100.0%	264	359	-26.5%
	Median Sales Price	\$10,200	\$9,400	8.5%	\$10,150	\$9,350	8.6%		-	#VALUE!	\$9,000	\$8,000	12.5%
	Ave. Sales Price	\$16,674	\$16,786	-0.7%	\$16,363	\$16,701	-2.0%	\$89,870	\$64,000	40.4%	\$11,018	\$10,962	0.5%
Berclair/ Highland Heights	Units	561	444	26.4%	561	444	26.4%		-	-	271	209	29.7%
	Median Sales Price	\$21,750	\$24,200	-10.1%	\$21,750	\$24,200	-10.1%		-	-	\$16,500	\$17,214	-4.1%
	Ave. Sales Price	\$27,643	\$31,574	-12.5%	\$27,643	\$31,574	-12.5%		-	-	\$18,728	\$20,581	-9.0%
E. Memphis	Units	1,788	1,750	2.2%	1,784	1,740	2.5%	4	10	-60.0%	464	452	2.7%
	Median Sales Price	\$97,700	\$107,950	-9.5%	\$96,910	\$107,000	-9.4%	\$592,500	\$615,000	-3.7%	\$22,000	\$29,950	-26.5%
	Ave. Sales Price	\$142,784	\$146,750	-2.7%	\$141,445	\$144,205	-1.9%	\$740,000	\$589,586	25.5%	\$50,204	\$59,606	-15.8%
Whitehaven	Units	511	583	-12.3%	507	580	-12.6%	4	3	33.3%	242	367	-34.1%
	Median Sales Price	\$37,000	\$35,000	5.7%	\$37,000	\$34,900	6.0%	\$224,000	\$200,000		\$24,900	\$27,900	-10.8%
	Ave. Sales Price	\$49,234	\$46,040	6.9%	\$47,869	\$45,208	5.9%	\$222,224	\$206,833	7.4%	\$36,656	\$37,274	-1.7%
Parkway Village/ Oakhaven	Units	397	461	-13.9%	397	461	-13.9%		-	-	191	308	-38.0%
	Median Sales Price	\$30,050	\$28,000	7.3%	\$30,050	\$28,000	7.3%		-	-	\$24,000	\$24,500	-2.0%
	Ave. Sales Price	\$35,386	\$32,367	9.3%	\$35,386	\$32,367	9.3%		-	-	\$23,993	\$24,970	-3.9%
Hickory Hill	Units	1,068	1,350	-20.9%	1,022	1,311	-22.0%	46	39	17.9%	483	781	-38.2%
	Median Sales Price	\$66,900	\$60,000	11.5%	\$65,000	\$59,000	10.2%	\$166,047	\$190,340	-12.8%	\$45,000	\$50,000	-10.0%
	Ave. Sales Price	\$75,419	\$73,263	2.9%	\$71,447	\$69,669	2.6%	\$163,685	\$194,090	-15.7%	\$57,855	\$62,880	-8.0%
Southwind	Units	88	92	-4.3%	81	79	2.5%	7	13	-46.2%	27	42	-35.7%
	Median Sales Price	\$179,500	\$165,500	8.5%	\$165,000	\$150,000	10.0%	\$199,000	\$216,000	-7.9%	\$126,990	\$143,750	-11.7%
	Ave. Sales Price	\$253,982	\$202,817	25.2%	\$258,037	\$200,298	28.8%	\$207,057	\$218,130	-5.1%	\$162,370	\$163,695	-0.8%



Memphis Area Home Sales Report
October 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	1,525	1,680	-9.2%	1,318	1,526	-13.6%	207	154	34.4%	477	619	-22.9%
	Median Sales Price	\$124,000	\$127,000	-2.4%	\$121,000	\$125,000	-3.2%	\$130,000	\$146,438	-11.2%	\$94,000	\$108,000	-13.0%
	Ave. Sales Price	\$133,913	\$139,853	-4.2%	\$132,066	\$138,066	-4.3%	\$145,675	\$157,559	-7.5%	\$104,693	\$120,338	-13.0%
Bartlett	Units	601	607	-1.0%	538	546	-1.5%	63	61	3.3%	147	163	-9.8%
	Median Sales Price	\$159,000	\$165,000	-3.6%	\$150,000	\$155,000	-3.2%	\$215,000	\$221,900	-3.1%	\$121,000	\$144,000	-16.0%
	Ave. Sales Price	\$163,876	\$169,898	-3.5%	\$157,538	\$163,656	-3.7%	\$217,998	\$225,774	-3.4%	\$129,513	\$145,800	-11.2%
G'town	Units	500	515	-2.9%	488	508	-3.9%	12	7	71.4%	36	26	38.5%
	Median Sales Price	\$270,000	\$266,500	1.3%	\$267,000	\$265,000	0.8%	\$359,050	\$650,000	-44.8%	\$194,950	\$262,500	-25.7%
	Ave. Sales Price	\$325,198	\$319,581	1.8%	\$322,058	\$314,922	2.3%	\$452,853	\$657,700	-31.1%	\$268,388	\$290,445	-7.6%
Collierville	Units	663	659	0.6%	617	606	1.8%	46	53	-13.2%	62	65	-4.6%
	Median Sales Price	\$280,000	\$275,000	1.8%	\$271,000	\$267,500	1.3%	\$417,500	\$422,000	-1.1%	\$221,750	\$245,000	-9.5%
	Ave. Sales Price	\$305,207	\$298,327	2.3%	\$296,833	\$286,611	3.6%	\$417,526	\$432,286	-3.4%	\$258,317	\$245,188	5.4%
Lakeland	Units	174	206	-15.5%	139	168	-17.3%	35	38	-7.9%	23	31	-25.8%
	Median Sales Price	\$246,523	\$243,950	1.1%	\$237,950	\$235,000	1.3%	\$255,000	\$332,000	-23.2%	\$190,050	\$224,000	-15.2%
	Ave. Sales Price	\$261,146	\$281,086	-7.1%	\$253,877	\$255,017	-0.4%	\$290,012	\$396,336	-26.8%	\$226,112	\$253,460	-10.8%
Arlington	Units	241	247	-2.4%	144	179	-19.6%	97	68	42.6%	27	45	-40.0%
	Median Sales Price	\$215,000	\$216,000	-0.5%	\$204,250	\$190,000	7.5%	\$235,481	\$279,073	-15.6%	\$169,500	\$158,000	7.3%
	Ave. Sales Price	\$223,014	\$221,750	0.6%	\$210,612	\$203,546	3.5%	\$241,426	\$269,670	-10.5%	\$174,225	\$180,097	-3.3%
Millington	Units	117	106	10.4%	115	104	10.6%	2	2	0.0%	42	39	7.7%
	Median Sales Price	\$81,500	\$105,000	-22.4%	\$81,000	\$104,000	-22.1%		-	#VALUE!	\$74,150	\$58,500	26.8%
	Ave. Sales Price	\$108,923	\$115,449	-5.7%	\$105,470	\$111,564	-5.5%	\$307,450	\$317,500	-3.2%	\$88,288	\$87,348	1.1%
Shelby County	Units	10,948	11,699	-6.4%	10,419	11,224	-7.2%	529	475	11.4%	3,705	4,726	-21.6%
	Median Sales Price	\$87,000	\$90,000	-3.3%	\$80,000	\$84,400	-5.2%	\$195,000	\$214,000	-8.9%	\$35,000	\$37,000	-5.4%
	Ave. Sales Price	\$125,868	\$125,126	0.6%	\$121,072	\$119,678	1.2%	\$220,338	\$253,838	-13.2%	\$61,974	\$63,956	-3.1%
Fayette County	Units	376	415	-9.4%	312	319	-2.2%	64	96	-33.3%	108	105	2.9%
	Median Sales Price	\$163,700	\$170,000	-3.7%	\$142,700	\$147,000	-2.9%	\$234,000	\$234,760	-0.3%	\$129,950	\$131,900	-1.5%
	Ave. Sales Price	\$199,569	\$200,537	-0.5%	\$179,193	\$176,611	1.5%	\$298,901	\$280,043	6.7%	\$150,960	\$167,184	-9.7%
Tipton County	Units	533	607	-12.2%	493	554	-11.0%	40	53	-24.5%	160	194	-17.5%
	Median Sales Price	\$119,900	\$124,000	-3.3%	\$113,335	\$115,000	-1.4%	\$214,200	\$214,000	0.1%	\$75,000	\$93,065	-19.4%
	Ave. Sales Price	\$122,271	\$126,740	-3.5%	\$115,518	\$118,641	-2.6%	\$205,503	\$211,405	-2.8%	\$87,619	\$100,969	-13.2%