

Sales Summary

	November Total Sales			YTD Total Sales		
	2010	2009	% change	2010	2009	% change
Units	857	1,147	-25.3%	12,763	13,952	-8.5%
Median Sales Price	\$95,000	\$105,000	-9.5%	\$91,500	\$97,000	-5.7%
Average Sales Price	\$138,088	\$125,248	10.3%	\$128,774	\$127,567	0.9%

	November Existing Sales			YTD Existing Home Sales		
	2010	2009	% change	2010	2009	% change
Units	818	1,085	-24.6%	12,084	13,264	-8.9%
Median Sales Price	\$85,000	\$95,500	-11.0%	\$85,000	\$89,900	-5.5%
Average Sales Price	\$132,109	\$120,063	10.0%	\$123,085	\$121,191	1.6%

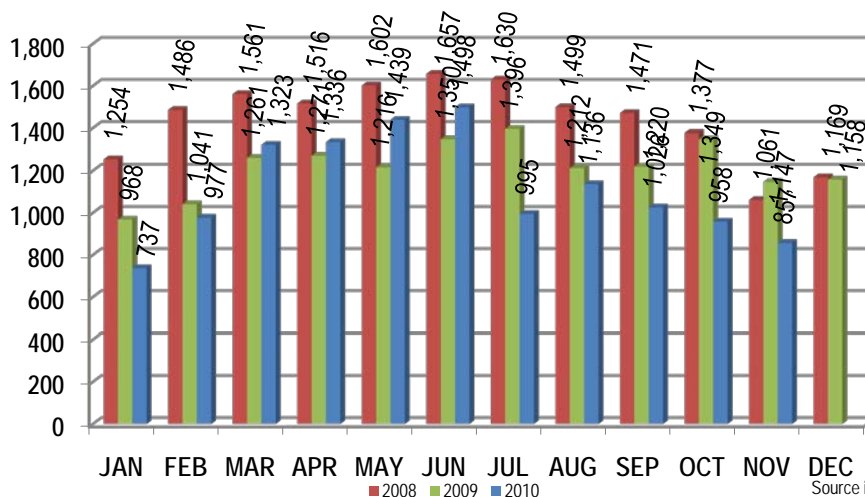
	November New Home Sales			YTD New Home Sales		
	2010	2009	% change	2010	2009	% change
Units	39	62	-37.1%	679	688	-1.3%
Median Sales Price	\$217,507	\$176,750	23.1%	\$199,950	\$215,000	-7.0%
Average Sales Price	\$263,496	\$215,991	22.0%	\$230,023	\$250,475	-8.2%

	November Bank Sales			YTD Bank Sales*		
	2010	2009	% change	2010	2009	% change
Units	257	371	-30.7%	4,253	6,012	-29.3%
Median Sales Price	\$43,000	\$34,900	23.2%	\$37,850	\$42,500	-10.9%
Average Sales Price	\$80,437	\$64,041	25.6%	\$66,620	\$66,187	0.7%

	November Non-Bank Sales			YTD Non-Bank Sales		
	2010	2009	% change	2010	2009	% change
Units	600	776	-22.7%	8,510	8,523	-0.2%
Median Sales Price	\$129,900	\$130,000	-0.1%	\$129,000	\$136,500	-5.5%
Average Sales Price	\$162,782	\$154,511	5.4%	\$159,836	\$165,784	-3.6%

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.

Total Monthly Sales Comparison



Source is MAARdata unless otherwise noted.



Memphis Area Home Sales Report November 2010

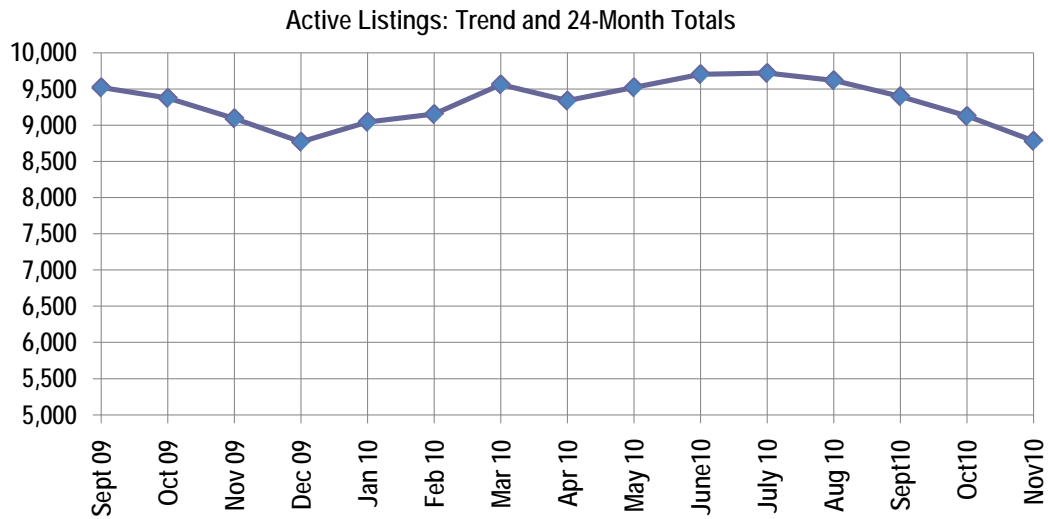
Active Listings, Pending Sales and Foreclosure Action Summary

Active Listings (as of 12-15-10)		
	Units	Ave. List Price
Single Family	8,156	\$211,405
Condo/Co-op	512	\$172,089
Duplex	116	\$63,977
Market Total	8,783	\$207,163

Pending Sales (as of 12-15-10)		
	Units	Ave. List Price
Single Family	1,184	\$167,662
Condo/Co-op	43	\$150,441
Duplex	8	\$19,312
Market Total	1,235	\$165,959

	November Foreclosure Actions			YTD Foreclosure Actions		
	2010	2009	% change	2010	2009	% change
Total	182	394	-53.8%	4,340	4,548	-4.6%

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



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
Nov-09	9,094	Nov-10	8,783



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		November Total Sales			November Existing Sales			November New Home Sales			November Bank Sales		
		2010	2009	% change	2010	2009	% change	2010	2009	% change	2010	2009	% change
Frayser	Units	49	61	-19.7%	49	61	-19.7%		-	-	21	36	-41.7%
	Median Sales Price	\$19,900	\$19,000	4.7%	\$19,900	\$19,000	4.7%		-	-	\$14,900	\$12,750	16.9%
	Ave. Sales Price	\$27,690	\$27,095	2.2%	\$27,690	\$27,095	2.2%		-	-	\$19,421	\$18,539	4.8%
Raleigh/ Cov. Pike	Units	53	96	-44.8%	53	94	-43.6%		2	-	21	47	-55.3%
	Median Sales Price	\$51,000	\$48,500	5.2%	\$51,000	\$47,410	7.6%		-	-	\$50,000	\$30,500	63.9%
	Ave. Sales Price	\$52,536	\$57,302	-8.3%	\$52,536	\$56,077	-6.3%		\$114,900	-	\$48,440	\$33,897	42.9%
Downtown	Units	14	27	-48.1%	14	27	-48.1%		-	#VALUE!	6	8	-25.0%
	Median Sales Price	\$139,650	\$184,500	-24.3%	\$139,650	\$184,500	-24.3%		-	#VALUE!	\$74,310	\$21,250	249.7%
	Ave. Sales Price	\$147,672	\$156,830	-5.8%	\$147,672	\$156,830	-5.8%		-	#VALUE!	\$117,686	\$60,818	93.5%
Midtown	Units	46	63	-27.0%	46	63	-27.0%		-	-	8	23	-65.2%
	Median Sales Price	\$60,000	\$68,000	-11.8%	\$60,000	\$68,000	-11.8%		-	-	\$18,750	\$16,900	10.9%
	Ave. Sales Price	\$90,576	\$93,022	-2.6%	\$90,576	\$93,022	-2.6%		-	-	\$28,000	\$50,308	-44.3%
S. Memphis	Units	36	26	38.5%	36	26	38.5%		-	-	13	14	-7.1%
	Median Sales Price	\$15,450	\$10,788	43.2%	\$15,450	\$10,788	43.2%		-	-	\$13,947	\$9,003	54.9%
	Ave. Sales Price	\$20,147	\$18,178	10.8%	\$20,147	\$18,178	10.8%		-	-	\$13,915	\$9,570	45.4%
Berclair/ Highland Heights	Units	42	41	2.4%	42	41	2.4%		-	-	14	20	-30.0%
	Median Sales Price	\$26,750	\$24,000	11.5%	\$26,750	\$24,000	11.5%		-	-	\$22,140	\$19,975	10.8%
	Ave. Sales Price	\$35,657	\$31,865	11.9%	\$35,657	\$31,865	11.9%		-	-	\$22,583	\$21,367	5.7%
E. Memphis	Units	147	146	0.7%	147	146	0.7%		-	-	35	38	-7.9%
	Median Sales Price	\$97,900	\$103,695	-5.6%	\$97,900	\$103,695	-5.6%		-	-	\$38,100	\$25,750	48.0%
	Ave. Sales Price	\$162,092	\$129,329	25.3%	\$162,092	\$129,329	25.3%		-	-	\$90,225	\$41,781	115.9%
Whitehaven	Units	37	45	-17.8%	35	45	-22.2%	2	-	-	14	28	-50.0%
	Median Sales Price	\$40,000	\$21,500	86.0%	\$39,500	\$21,500	83.7%		-	-	\$30,250	\$20,200	49.8%
	Ave. Sales Price	\$56,143	\$34,693	61.8%	\$46,357	\$34,693	33.6%	\$227,400	-	#VALUE!	\$35,726	\$26,415	35.2%
Parkway Village/ Oakhaven	Units	33	38	-13.2%	39	38	2.6%		-	-	12	21	-42.9%
	Median Sales Price	\$34,000	\$26,050	30.5%	\$34,000	\$26,050	30.5%		-	-	\$26,350	\$20,703	27.3%
	Ave. Sales Price	\$36,630	\$33,795	8.4%	\$36,630	\$33,795	8.4%		-	-	\$29,109	\$21,201	37.3%
Hickory Hill	Units	73	111	-34.2%	68	106	-35.8%	5	5	-	35	47	-25.5%
	Median Sales Price	\$67,900	\$62,900	7.9%	\$64,450	\$61,450	4.9%	\$149,088	\$158,650	-	\$42,500	\$43,000	-1.2%
	Ave. Sales Price	\$75,490	\$74,508	1.3%	\$69,231	\$70,128	-1.3%	\$160,611	\$167,364	-	\$55,220	\$55,568	-0.6%
Southwind	Units	6	9	-33.3%	5	7	-28.6%	1	2	-50.0%	2	3	-33.3%
	Median Sales Price	\$251,660	\$178,800	40.7%	\$222,000	\$155,000	43.2%		-	-		\$98,000	
	Ave. Sales Price	\$311,803	\$167,650	86.0%	\$317,900	\$155,121	104.9%	\$281,320	\$211,500	33.0%	\$130,000	\$132,683	-2.0%



Memphis Area Home Sales Report
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Area Detail - Current Month

		November Total Sales			November Existing Sales			November New Home Sales			November Bank Sales		
		2010	2009	% change	2010	2009	% change	2010	2009	% change	2010	2009	% change
Cordova	Units	104	172	-39.5%	100	152	-34.2%	4	20	-80.0%	37	38	-2.6%
	Median Sales Price	\$127,950	\$125,000	2.4%	\$127,950	\$126,250	1.3%	\$126,700	\$120,225	5.4%	\$85,000	\$107,450	-20.9%
	Ave. Sales Price	\$159,751	\$137,020	16.6%	\$160,439	\$137,237	16.9%	\$142,550	\$135,368	5.3%	\$107,686	\$121,908	-11.7%
Bartlett	Units	46	67	-31.3%	38	62	-38.7%	8	5	60.0%	7	15	-53.3%
	Median Sales Price	\$154,450	\$180,000	-14.2%	\$149,500	\$170,000	-12.1%	\$220,216	\$205,000	7.4%	\$165,000	\$137,500	20.0%
	Ave. Sales Price	\$162,638	\$176,703	-8.0%	\$151,718	\$174,223	-12.9%	\$214,509	\$207,457	3.4%	\$154,914	\$144,048	7.5%
G'town	Units	26	47	-44.7%	24	47	-48.9%	2	-	#VALUE!	3	2	50.0%
	Median Sales Price	\$270,250	\$262,000	3.1%	\$256,750	\$262,000	-2.0%		-		\$105,000	-	
	Ave. Sales Price	\$397,413	\$276,947	43.5%	\$351,364	\$276,947	26.9%	\$950,000	-	#VALUE!	\$112,083	\$148,795	-24.7%
Collierville	Units	62	57	8.8%	58	53	9.4%	4	4	0.0%	9	9	0.0%
	Median Sales Price	\$305,000	\$262,900	16.0%	\$305,000	\$262,500	16.2%	\$369,950	\$397,000	-6.8%	\$241,500	\$193,925	24.5%
	Ave. Sales Price	\$325,862	\$297,553	9.5%	\$321,634	\$286,057	12.4%	\$387,175	\$449,875	-13.9%	\$362,277	\$177,761	103.8%
Lakeland	Units	13	24	-45.8%	13	20	-35.0%		4	-100.0%	2	2	0.0%
	Median Sales Price	\$227,900	\$239,250	-4.7%	\$227,900	\$202,475	12.6%		\$425,000	-100.0%		-	-
	Ave. Sales Price	\$214,169	\$265,206	-19.2%	\$214,169	\$225,147	-4.9%		\$465,500	-100.0%	\$253,950	\$207,500	22.4%
Arlington	Units	26	17	52.9%	15	12	25.0%	11	5	120.0%	2	1	100.0%
	Median Sales Price	\$211,988	\$185,000	14.6%	\$180,000	\$176,450	2.0%	\$239,900	\$325,000	-26.2%		-	
	Ave. Sales Price	\$211,130	\$210,691	0.2%	\$190,073	\$178,933	6.2%	\$239,845	\$286,911	-16.4%	\$155,700	\$203,000	-23.3%
Millington	Units	8	13	-38.5%	8	13	-38.5%		-		2	3	-33.3%
	Median Sales Price	\$78,250	\$103,000	-24.0%	\$78,250	\$103,000	-24.0%		-			\$54,800	-
	Ave. Sales Price	\$104,287	\$108,315	-3.7%	\$104,287	\$108,315	-3.7%		-		\$60,000	\$79,900	-24.9%
Shelby County	Units	801	1,044	-23.3%	764	997	-23.4%	37	47	-21.3%	239	345	-30.7%
	Median Sales Price	\$87,250	\$98,750	-11.6%	\$76,450	\$90,000	-15.1%	\$222,925	\$169,950	31.2%	\$42,500	\$32,250	31.8%
	Ave. Sales Price	\$137,883	\$121,463	13.5%	\$131,586	\$116,827	12.6%	\$267,904	\$219,794	21.9%	\$78,621	\$56,971	38.0%
Fayette County	Units	21	46	-54.3%	20	37	-45.9%	1	9	-88.9%	5	11	-54.5%
	Median Sales Price	\$153,000	\$162,750	-6.0%	\$149,000	\$160,000	-6.9%		\$235,900	-100.0%	\$144,900	\$189,700	-23.6%
	Ave. Sales Price	\$187,057	\$205,503	-9.0%	\$187,165	\$202,859	-7.7%	\$184,900	\$216,372	-14.5%	\$158,980	\$253,551	-37.3%
Tipton County	Units	35	57	-38.6%	34	51	-33.3%	1	6	-83.3%	13	15	-13.3%
	Median Sales Price	\$107,000	\$130,000	-17.7%	\$104,250	\$126,000	-17.3%		\$162,870	-100.0%	\$58,000	\$64,900	-10.6%
	Ave. Sales Price	\$113,404	\$129,816	-12.6%	\$111,475	\$123,250	-9.6%	\$179,000	\$185,627	-3.6%	\$83,623	\$87,680	-4.6%



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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	681	718	-5.2%	681	716	-4.9%		2	-100.0%	362	464	-22.0%
	Median Sales Price	\$17,610	\$15,569	13.1%	\$17,610	\$15,529	13.4%		-		\$14,007	\$13,000	7.7%
	Ave. Sales Price	\$27,729	\$23,688	17.1%	\$27,729	\$23,571	17.6%		\$65,500	-100.0%	\$19,977	\$16,882	18.3%
Raleigh/ Cov. Pike	Units	951	1,016	-6.4%	949	1,003	-5.4%	2	13	-84.6%	437	582	-24.9%
	Median Sales Price	\$50,000	\$45,000	11.1%	\$50,000	\$45,000	11.1%		\$119,900	-100.0%	\$38,101	\$37,000	3.0%
	Ave. Sales Price	\$55,389	\$53,210	4.1%	\$55,246	\$52,323	5.6%	\$123,322	\$121,638	1.4%	\$43,444	\$42,569	2.1%
Downtown	Units	315	377	-16.4%	315	364	-13.5%		13	-100.0%	99	103	-3.9%
	Median Sales Price	\$175,000	\$188,000	-6.9%	\$175,000	\$186,500	-6.2%		\$195,700	-100.0%	\$75,000	\$110,000	-31.8%
	Ave. Sales Price	\$164,856	\$181,842	-9.3%	\$164,856	\$181,412	-9.1%		\$193,873	-100.0%	\$123,195	\$103,269	19.3%
Midtown	Units	690	744	-7.3%	688	744	-7.5%	2	-	-	215	262	-17.9%
	Median Sales Price	\$61,702	\$69,750	-11.5%	\$61,000	\$69,750	-12.5%		-	-	\$20,000	\$18,500	8.1%
	Ave. Sales Price	\$95,987	\$108,606	-11.6%	\$95,406	\$108,606	-12.2%	\$296,000	-	-	\$43,189	\$39,782	8.6%
S. Memphis	Units	510	593	-14.0%	508	592	-14.2%	2	1	100.0%	277	376	-26.3%
	Median Sales Price	\$10,500	\$9,500	10.5%	\$10,500	\$9,475	10.8%		-	#VALUE!	\$9,000	\$8,000	12.5%
	Ave. Sales Price	\$16,915	\$16,814	0.6%	\$16,628	\$16,734	-0.6%	\$89,870	\$64,000	40.4%	\$11,154	\$10,888	2.4%
Berclair/ Highland Heights	Units	606	490	23.7%	606	490	23.7%		-	-	285	231	23.4%
	Median Sales Price	\$22,000	\$24,450	-10.0%	\$22,000	\$24,450	-10.0%		-	-	\$16,700	\$18,000	-7.2%
	Ave. Sales Price	\$28,250	\$31,582	-10.6%	\$28,250	\$31,582	-10.6%		-	-	\$18,917	\$20,792	-9.0%
E. Memphis	Units	1,939	1,905	1.8%	1,935	1,895	2.1%	4	10	-60.0%	501	493	1.6%
	Median Sales Price	\$97,000	\$107,000	-9.3%	\$96,500	\$106,500	-9.4%	\$592,500	\$615,000	-3.7%	\$22,700	\$29,500	-23.1%
	Ave. Sales Price	\$144,104	\$145,338	-0.8%	\$142,872	\$142,994	-0.1%	\$740,000	\$589,586	25.5%	\$53,248	\$59,033	-9.8%
Whitehaven	Units	551	631	-12.7%	545	628	-13.2%	6	3	100.0%	258	396	-34.8%
	Median Sales Price	\$37,500	\$34,000	10.3%	\$37,000	\$34,000	8.8%	\$224,000	\$200,000		\$25,000	\$27,700	-9.7%
	Ave. Sales Price	\$49,653	\$45,317	9.6%	\$47,734	\$44,546	7.2%	\$223,949	\$206,833	8.3%	\$36,715	\$36,544	0.5%
Parkway Village/ Oakhaven	Units	430	501	-14.2%	430	501	-14.2%		-	-	203	331	-38.7%
	Median Sales Price	\$30,273	\$28,000	8.1%	\$30,273	\$28,000	8.1%		-	-	\$24,000	\$24,250	-1.0%
	Ave. Sales Price	\$35,481	\$32,546	9.0%	\$35,481	\$32,546	9.0%		-	-	\$24,295	\$24,882	-2.4%
Hickory Hill	Units	1,149	1,467	-21.7%	1,096	1,423	-23.0%	53	44	20.5%	522	831	-37.2%
	Median Sales Price	\$67,000	\$60,600	10.6%	\$65,000	\$59,900	8.5%	\$164,900	\$189,665	-13.1%	\$45,000	\$50,000	-10.0%
	Ave. Sales Price	\$75,626	\$73,375	3.1%	\$71,420	\$69,736	2.4%	\$162,592	\$191,053	-14.9%	\$58,155	\$62,495	-6.9%
Southwind	Units	94	101	-6.9%	86	86	0.0%	8	15	-46.7%	29	45	-35.6%
	Median Sales Price	\$184,000	\$171,000	7.6%	\$173,900	\$150,000	15.9%	\$212,000	\$216,000	-1.9%	\$126,990	\$142,500	-10.9%
	Ave. Sales Price	\$257,673	\$199,684	29.0%	\$261,518	\$196,620	33.0%	\$216,340	\$217,246	-0.4%	\$160,137	\$161,627	-0.9%



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Cordova	Units	1,636	1,861	-12.1%	1,425	1,685	-15.4%	211	176	19.9%	518	659	-21.4%
	Median Sales Price	\$124,000	\$127,000	-2.4%	\$121,000	\$125,000	-3.2%	\$130,000	\$142,433	-8.7%	\$93,900	\$108,000	-13.1%
	Ave. Sales Price	\$135,284	\$139,620	-3.1%	\$133,754	\$138,034	-3.1%	\$145,615	\$154,803	-5.9%	\$104,660	\$120,582	-13.2%
Bartlett	Units	650	681	-4.6%	577	615	-6.2%	73	66	10.6%	154	180	-14.4%
	Median Sales Price	\$159,000	\$165,204	-3.8%	\$150,000	\$157,000	-4.5%	\$217,000	\$220,950	-1.8%	\$123,375	\$142,875	-13.6%
	Ave. Sales Price	\$163,895	\$170,754	-4.0%	\$156,972	\$164,999	-4.9%	\$218,622	\$224,387	-2.6%	\$130,668	\$146,221	-10.6%
G'town	Units	527	563	-6.4%	513	556	-7.7%	14	7	100.0%	40	28	42.9%
	Median Sales Price	\$270,000	\$265,000	1.9%	\$267,000	\$264,000	1.1%	\$364,150	\$650,000	-44.0%	\$184,000	\$255,000	-27.8%
	Ave. Sales Price	\$328,459	\$315,677	4.0%	\$323,126	\$311,371	3.8%	\$523,874	\$657,700	-20.3%	\$254,112	\$280,327	-9.4%
Collierville	Units	727	727	0.0%	676	670	0.9%	51	57	-10.5%	71	76	-6.6%
	Median Sales Price	\$287,000	\$275,000	4.4%	\$275,000	\$265,000	3.8%	\$420,000	\$421,000	-0.2%	\$225,000	\$239,500	-6.1%
	Ave. Sales Price	\$307,455	\$298,515	3.0%	\$298,982	\$287,029	4.2%	\$419,770	\$433,520	-3.2%	\$271,495	\$240,506	12.9%
Lakeland	Units	187	231	-19.0%	152	189	-19.6%	35	42	-16.7%	25	32	-21.9%
	Median Sales Price	\$243,000	\$242,900	0.0%	\$237,250	\$234,000	1.4%	\$255,000	\$338,500	-24.7%	\$192,500	\$220,500	-12.7%
	Ave. Sales Price	\$257,880	\$278,869	-7.5%	\$250,481	\$251,302	-0.3%	\$290,012	\$402,923	-28.0%	\$228,339	\$244,134	-6.5%
Arlington	Units	267	266	0.4%	159	193	-17.6%	108	73	47.9%	29	47	-38.3%
	Median Sales Price	\$214,780	\$213,850	0.4%	\$198,000	\$189,500	4.5%	\$236,653	\$280,200	-15.5%	\$164,900	\$162,000	1.8%
	Ave. Sales Price	\$221,857	\$220,983	0.4%	\$208,675	\$202,121	3.2%	\$241,265	\$270,851	-10.9%	\$172,947	\$180,209	-4.0%
Millington	Units	125	119	5.0%	123	117	5.1%	2	2	0.0%	44	42	4.8%
	Median Sales Price	\$81,500	\$105,000	-22.4%	\$81,000	\$103,000	-21.4%		-	#VALUE!	\$74,150	\$58,000	27.8%
	Ave. Sales Price	\$108,626	\$114,670	-5.3%	\$105,393	\$111,203	-5.2%	\$307,450	\$317,500	-3.2%	\$87,002	\$86,816	0.2%
Shelby County	Units	11,786	12,820	-8.1%	11,215	12,296	-8.8%	571	524	9.0%	3,961	5,100	-22.3%
	Median Sales Price	\$87,000	\$90,000	-3.3%	\$80,000	\$85,000	-5.9%	\$197,500	\$209,900	-5.9%	\$35,500	\$37,000	-4.1%
	Ave. Sales Price	\$126,664	\$124,903	1.4%	\$121,707	\$119,558	1.8%	\$224,026	\$250,338	-10.5%	\$63,115	\$63,672	-0.9%
Fayette County	Units	404	464	-12.9%	339	359	-5.6%	65	105	-38.1%	117	117	0.0%
	Median Sales Price	\$163,150	\$170,000	-4.0%	\$143,000	\$149,900	-4.6%	\$230,000	\$235,900	-2.5%	\$130,000	\$137,900	-5.7%
	Ave. Sales Price	\$200,156	\$201,835	-0.8%	\$181,559	\$180,557	0.6%	\$297,148	\$274,585	8.2%	\$154,780	\$177,191	-12.6%
Tipton County	Units	573	668	-14.2%	530	609	-13.0%	43	59	-27.1%	175	212	-17.5%
	Median Sales Price	\$118,500	\$125,000	-5.2%	\$112,000	\$115,000	-2.6%	\$216,000	\$209,000	3.3%	\$73,130	\$90,750	-19.4%
	Ave. Sales Price	\$121,852	\$127,093	-4.1%	\$114,848	\$119,178	-3.6%	\$208,186	\$208,783	-0.3%	\$87,023	\$100,849	-13.7%