

Sales Summary

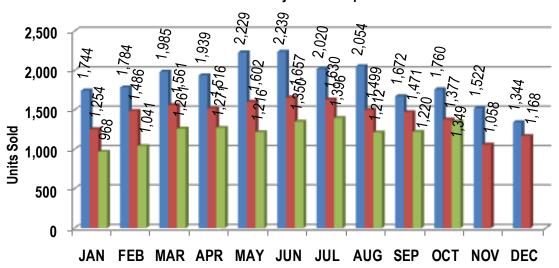
	(October Total Sale	s	YTD Total Sales					
	2009	2008	% change	2009	2008	% change			
Units	1,349	1,377	-2%	12,721	15,096	-15.7%			
Median Sales Price	\$105,000	\$78,000	34.6%	\$95,750	\$102,000	-6.1%			
Ave. Sales Price	\$126,405	\$121,154	4.3%	\$127,663	\$137,017	-6.8%			

	Octol	per Existing Home	Sales	YTI	D Existing Home S	Sales
	2009	2008	% change	2009	2008	% change
Units	1,295	1,277	1.4%	12,097	13,976	-13.4%
Median Sales Price	\$99,500	\$69,900	42.3%	\$89,000	\$90,000	-1.1%
Ave. Sales Price	\$122,443	\$106,688	14.8%	\$121,132	\$125,902	-3.8%
	Oct	ober New Home S	Sales	Y	TD New Home Sal	les
	2009	2008	% change	2009	2008	% change
Units	54	100	-46%	624	1,120	-44.3%
Median Sales Price	\$200,590	\$139,750	-16.3%	\$217,900	\$229,900	-5.2%
Ave. Sales Price	\$221,420	\$305,882	-27.6%	\$254,265	\$275,718	-7.8%
	C	October Bank Sale	es ¹		YTD Bank Sales ¹	l e
	2009	2008	% change	2009	2008	% change
Units	457	617	-25.9%	5,025	5,524	-9%
Median Sales Price	\$39,000	\$37,601	3.7%	\$39,000	\$43,050	-9.4%
Ave. Sales Price	\$72,455	\$59,452	21.9%	\$67,542	\$67,131	0.6%
	Oc	tober Non-Bank S	ales	١	TD Non-Bank Sal	es
	2009	2008	% change	2009	2008	% change
Units	892	760	17.4%	7,696	9,572	-19.6%
Median Sales Price	\$131,900	\$130,000	1.5%	\$137,500	\$143,856	-4.4%
Ave. Sales Price	\$154,045	\$171,246	-10%	\$166,918	\$177,348	-5.9%

Data compiled from deeds with October sales date that were recorded as of November 30, 2009, in Shelby, Fayette and Tipton counties.

¹Bank 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

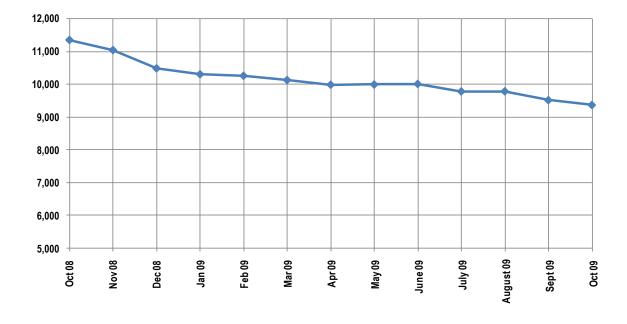
Active Listings (as of 11-15-09)											
	Units	Ave. List Price									
Single Family	8,652	\$225,532									
Condo/Co-op	568	\$196,683									
Duplex	155	\$79,043									
Market Total	9,375	\$221,396									

Pending Sales (as of 11-15-09)											
	Units	Ave. List Price									
Single Family	1,686	\$154,353									
Condo/Co-op	55	\$171,556									
Duplex	10	\$75,137									
Market Total	1,751	\$154,441									

	Octob	oer Foreclosure Ad	ctions	YTD Foreclosure Actions				
	2009	2008	% change	2009	2008	% change		
Total	394	596	-33.9%	4,548	5,578	-18.5%		

Compiled from all trustee deeds with October date recorded in Shelby, Fayette and Tipton counties as of November 30, 2009.

Active Listings: Trend and 24-month Totals



Dec-07 11,986 Jan-08 12,113 Feb-08 12,122 Mar-08 12,320 Apr-08 12,532 May-08 12,641 Jun-08 12,509 Jul-08 12,448 Aug-08 12,421 Sep-08 11,969 Oct-08 11,343 Nov-08 11,037 Dec-08 10,484 Jan-09 10,306 Feb-09 10,260 Mar-09 10,131 Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,790 Sep-09 9,522 Oct-09 9,375	Nov-07	12,547
Feb-08 12,122 Mar-08 12,320 Apr-08 12,532 May-08 12,641 Jun-08 12,509 Jul-08 12,448 Aug-08 12,421 Sep-08 11,969 Oct-08 11,343 Nov-08 11,037 Dec-08 10,484 Jan-09 10,306 Feb-09 10,260 Mar-09 10,131 Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,790 Sep-09 9,522	Dec-07	11,986
Mar-08 12,320 Apr-08 12,532 May-08 12,641 Jun-08 12,509 Jul-08 12,448 Aug-08 12,421 Sep-08 11,969 Oct-08 11,343 Nov-08 11,037 Dec-08 10,484 Jan-09 10,306 Feb-09 10,260 Mar-09 10,131 Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,790 Sep-09 9,522	Jan-08	12,113
Apr-08 12,532 May-08 12,641 Jun-08 12,509 Jul-08 12,448 Aug-08 12,421 Sep-08 11,969 Oct-08 11,343 Nov-08 11,037 Dec-08 10,484 Jan-09 10,306 Feb-09 10,260 Mar-09 10,131 Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,790 Sep-09 9,522	Feb-08	12,122
May-08 12,641 Jun-08 12,509 Jul-08 12,448 Aug-08 12,421 Sep-08 11,969 Oct-08 11,343 Nov-08 11,037 Dec-08 10,484 Jan-09 10,306 Feb-09 10,260 Mar-09 10,131 Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,522	Mar-08	12,320
Jun-08 12,509 Jul-08 12,448 Aug-08 12,421 Sep-08 11,969 Oct-08 11,343 Nov-08 11,037 Dec-08 10,484 Jan-09 10,306 Feb-09 10,260 Mar-09 10,131 Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,790 Sep-09 9,522	Apr-08	12,532
Jul-08 12,448 Aug-08 12,421 Sep-08 11,969 Oct-08 11,343 Nov-08 11,037 Dec-08 10,484 Jan-09 10,306 Feb-09 10,260 Mar-09 10,131 Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,522	May-08	12,641
Aug-08 12,421 Sep-08 11,969 Oct-08 11,343 Nov-08 11,037 Dec-08 10,484 Jan-09 10,306 Feb-09 10,260 Mar-09 10,131 Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,522	Jun-08	12,509
Sep-08 11,969 Oct-08 11,343 Nov-08 11,037 Dec-08 10,484 Jan-09 10,306 Feb-09 10,260 Mar-09 10,131 Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,790 Sep-09 9,522	Jul-08	12,448
Oct-08 11,343 Nov-08 11,037 Dec-08 10,484 Jan-09 10,306 Feb-09 10,260 Mar-09 10,131 Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,790 Sep-09 9,522	Aug-08	12,421
Nov-08 11,037 Dec-08 10,484 Jan-09 10,306 Feb-09 10,260 Mar-09 10,131 Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,790 Sep-09 9,522	Sep-08	11,969
Dec-08 10,484 Jan-09 10,306 Feb-09 10,260 Mar-09 10,131 Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,790 Sep-09 9,522	Oct-08	11,343
Jan-09 10,306 Feb-09 10,260 Mar-09 10,131 Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,790 Sep-09 9,522	Nov-08	11,037
Feb-09 10,260 Mar-09 10,131 Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,790 Sep-09 9,522	Dec-08	10,484
Mar-09 10,131 Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,790 Sep-09 9,522	Jan-09	10,306
Apr-09 9,989 May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,790 Sep-09 9,522	Feb-09	10,260
May-09 9,995 Jun-09 10,013 Jul-09 9,787 Aug-09 9,790 Sep-09 9,522	Mar-09	10,131
Jun-09 10,013 Jul-09 9,787 Aug-09 9,790 Sep-09 9,522	Apr-09	9,989
Jul-09 9,787 Aug-09 9,790 Sep-09 9,522	May-09	9,995
Aug-09 9,790 Sep-09 9,522	Jun-09	10,013
Sep-09 9,522	Jul-09	9,787
	Aug-09	9,790
Oct-09 9,375	Sep-09	9,522
	Oct-09	9,375



Area Detail – Current Month

		Oc	tober Total Sa	iles	Octobe	r Existing Hon	ne Sales	Octob	per New Home	Sales	Oc	tober Bank Sa	iles
		2009	2008	% change	2009	2008	% change	2009	2008	% change	2009	2008	% change
-	Units	57	78	-26.9%	57	78	-26.9%	-	-	-	38	58	-34.5%
Frayser	Median Sales Price	\$15,000	\$17,500	-14.3%	\$15,000	\$17,500	-14.3%	-	-	-	\$13,679	\$15,600	-12.3%
_ <u>_</u>	Ave. Sales Price	\$20,653	\$21,880	-5.6%	\$20,653	\$21,880	-5.6%	-	-	-	\$14,775	\$17,598	-16.0%
ج ج ھ	Units	86	104	-17.3%	85	102	-16.7%	1	2	-50.0%	43	58	-25.9%
Raleigh/ Cov. Pike	Median Sales Price	\$45,050	\$58,950	-23.6%	\$45,000	\$57,500	-21.7%	-	-	-	\$35,500	\$44,117	-19.5%
& S	Ave. Sales Price	\$56,827	\$65,909	-13.8%	\$55,378	\$64,704	-14.4%	\$180,000	\$127,400	41.3%	\$41,724	\$46,582	-10.4%
N N	Units	59	42	40.5%	59	42	40.5%	-	-	-	33	13	153.8%
Downtown	Median Sales Price	\$173,250	\$67,950	155.0%	\$173,250	\$67,950	155.0%	-	-	-	\$159,500	\$6,700	2280.6%
ő	Ave. Sales Price	\$165,466	\$133,496	23.9%	\$165,466	\$133,496	23.9%	-	-	-	\$150,174	\$73,276	104.9%
Ę	Units	69	83	-16.9%	69	83	-16.9%	-	-	-	22	39	-43.6%
Midtown	Median Sales Price	\$70,000	\$45,000	55.6%	\$70,000	\$45,000	55.6%	-	-	-	\$18,250	\$10,000	82.5%
Ξ	Ave. Sales Price	\$102,741	\$92,363	11.2%	\$102,741	\$92,363	11.2%	-	-	-	\$29,848	\$32,389	-7.8%
his	Units	48	89	-46.1%	48	89	-46.1%	-	-	-	22	53	-58.5%
Memphis	Median Sales Price	\$7,979	\$10,000	-20.2%	\$7,979	\$10,000	-20.2%	-	-	-	\$8,800	\$8,375	5.1%
S S	Ave. Sales Price	\$12,207	\$19,404	-37.1%	\$12,207	\$19,404	-37.1%	-	-	-	\$10,899	\$9,696	12.4%
i b st	Units	47	45	4.4%	47	45	4.4%	-	-	-	24	27	-11.1%
Berclair/ Highland Heights	Median Sales Price	\$32,500	\$33,601	-3.3%	\$32,500	\$33,601	-3.3%	-	-	-	\$15,329	\$24,000	-36.1%
# 	Ave. Sales Price	\$37,794	\$33,488	12.9%	\$37,794	\$33,488	12.9%	-	-	-	\$20,047	\$23,363	-14.2%
his	Units	204	173	17.9%	204	173	17.9%	-	-	-	40	42	-4.8%
E. Memphis	Median Sales Price	\$110,000	\$105,000	4.8%	\$110,000	\$105,000	4.8%	-	-	-	\$23,200	\$33,751	-31.3%
ш	Ave. Sales Price	\$135,268	\$156,159	-13.4%	\$135,268	\$156,159	-13.4%	-	-	-	\$39,774	\$50,522	-21.3%
ven	Units	59	73	-19.2%	59	72	-18.1%	-	1	-	30	43	-30.2%
Whitehaven	Median Sales Price	\$36,600	\$35,000	4.6%	\$36,600	\$34,500	6.1%	-	-	-	\$32,500	\$22,000	47.7%
N F	Ave. Sales Price	\$46,897	\$44,445	5.5%	\$46,897	\$41,452	13.1%	-	\$259,900	-	\$40,054	\$33,417	19.9%
ay e/ en	Units	45	61	-26.2%	45	61	-26.2%	-	-	-	32	42	-23.8%
Parkway Village/ Oakhaven	Median Sales Price	\$25,103	\$31,500	-20.3%	\$25,103	\$31,500	-20.3%	=	=	-	\$21,875	\$27,000	-19.0%
9, > Q	Ave. Sales Price	\$31,046	\$39,516	-21.4%	\$31,046	\$39,516	-21.4%	=	=	-	\$22,966	\$31,523	-27.1%
量	Units	139	154	-9.7%	133	150	-11.3%	6	4	50.0%	60	104	-42.3%
Hickory Hill	Median Sales Price	\$74,000	\$59,000	25.4%	\$69,000	\$57,950	19.1%	\$191,665	\$248,950	-23.0%	\$40,000	\$52,700	-24.1%
Ŧ	Ave. Sales Price	\$79,582	\$74,824	6.4%	\$74,505	\$70,513	5.7%	\$192,131	\$236,475	-18.8%	\$55,168	\$65,766	-16.1%
ind	Units	12	15	-20.0%	11	12	-8.3%	1	3	-66.7%	8	10	-20.0%
Southwind	Median Sales Price	\$155,500	\$148,000	5.1%	\$140,000	\$123,950	12.9%	-	\$245,000	-	\$155,500	\$120,000	29.6%
Sou	Ave. Sales Price	\$198,635	\$164,880	20.5%	\$198,520	\$138,183	43.7%	\$199,900	\$271,666	-26.4%	\$181,125	\$133,920	35.2%



Area Detail - Current Month

		Oc	tober Total Sa	les	Octobe	Existing Hom	e Sales	Octol	oer New Home	Sales	October Bank Sales		
		2009	2008	% change	2009	2008	% change	2009	2008	% change	2009	2008	% change
٧a	Units	183	141	29.8%	166	124	33.9%	17	17	-	55	60	-8.3%
Cordova	Median Sales Price	\$120,000	\$124,000	-3.2%	\$116,000	\$121,500	-4.5%	\$136,000	\$140,000	-2.9%	\$105,000	\$98,000	7.1%
ပိ	Ave. Sales Price	\$130,476	\$125,530	3.9%	\$126,122	\$122,907	2.6%	\$172,988	\$144,664	19.6%	\$127,393	\$105,894	20.3%
¥	Units	56	51	9.8%	51	46	10.9%	5	5	-	11	14	-21.4%
Bartlett	Median Sales Price	\$159,950	\$150,000	6.6%	\$155,000	\$128,250	20.9%	\$194,910	\$219,950	-11.4%	\$150,000	\$110,900	35.3%
	Ave. Sales Price	\$168,975	\$153,356	10.2%	\$165,334	\$145,934	13.3%	\$206,118	\$221,648	-7.0%	\$155,018	\$128,871	20.3%
_	Units	57	37	54.1%	56	35	60.0%	1	2	-50.0%	-	5	-
G'town	Median Sales Price	\$285,000	\$272,000	4.8%	\$280,000	\$260,000	7.7%	-	-	-	-	\$286,000	-
	Ave. Sales Price	\$329,880	\$381,755	-13.6%	\$324,163	\$341,700	-5.1%	\$650,000	\$1,082,730	-40.0%	-	\$294,800	-
ile	Units	64	50	28.0%	61	41	48.8%	3	9	-66.7%	6	5	20.0%
Collierville	Median Sales Price	\$278,000	\$288,750	-3.7%	\$272,500	\$282,250	-3.5%	\$327,000	\$430,000	-24.0%	\$141,451	\$330,000	-57.1%
ទី	Ave. Sales Price	\$284,870	\$315,453	-9.7%	\$283,503	\$289,768	-2.2%	\$312,666	\$432,466	-27.7%	\$187,409	\$331,437	-43.5%
p	Units	19	24	-20.8%	18	19	-5.3%	1	5	-80.0%	2	3	-33.3%
Lakeland	Median Sales Price	\$240,000	\$224,475	6.9%	\$208,250	\$165,000	26.2%	•	\$410,000	-	•	\$180,000	-
La	Ave. Sales Price	\$253,265	\$275,033	-7.9%	\$254,002	\$233,231	8.9%	\$240,000	\$433,882	-44.7%	\$295,500	\$172,333	71.5%
uo	Units	29	21	38.1%	22	11	100.0%	7	10	-30.0%	6	4	50.0%
Arlington	Median Sales Price	\$207,149	\$225,600	-8.2%	\$173,375	\$215,000	-19.4%	\$210,000	\$262,654	-20.0%	\$191,000	\$250,000	-23.6%
Ar	Ave. Sales Price	\$200,441	\$239,637	-16.4%	\$189,836	\$217,566	-12.7%	\$233,770	\$263,915	-11.4%	\$194,374	\$245,309	-20.8%
ton	Units	13	13	-	13	12	8.3%	•	1	-	4	5	-20.0%
Millington	Median Sales Price	\$135,000	\$165,000	-18.2%	\$135,000	\$164,900	-18.1%	-	-	-	\$91,944	\$113,000	-18.6%
Ξ	Ave. Sales Price	\$130,041	\$173,744	-25.2%	\$130,041	\$161,973	-19.7%	-	\$315,000	-	\$106,971	\$130,556	-18.1%
× 5	Units	1,223	1,249	-2.1%	1,181	1,189	-0.7%	42	60	-30.0%	424	588	-27.9%
Shelby	Median Sales Price	\$100,000	\$71,400	40.1%	\$96,500	\$65,000	48.5%	\$194,450	\$221,975	-12.4%	\$36,800	\$36,041	2.1%
<i>w</i> 3	Ave. Sales Price	\$124,433	\$113,351	9.8%	\$121,264	\$104,580	16.0%	\$213,535	\$287,172	-25.6%	\$67,799	\$57,694	17.5%
t te	Units	56	50	12.0%	52	29	79.3%	4	21	-81.0%	14	8	75.0%
Fayette	Median Sales Price	\$163,000	\$199,700	-18.4%	\$147,000	\$131,500	11.8%	\$234,950	\$305,000	-23.0%	\$203,950	\$118,500	72.1%
ш 3	Ave. Sales Price	\$181,157	\$294,554	-38.5%	\$171,351	\$202,196	-15.3%	\$308,636	\$422,095	-26.9%	\$213,525	\$108,900	96.1%
<u>-</u>	Units	70	78	-10.3%	62	59	5.1%	8	19	-57.9%	19	21	-9.5%
Tipton	Median Sales Price	\$111,500	\$126,000	-11.5%	\$91,950	\$106,400	-13.6%	\$215,250	\$228,000	-5.6%	\$55,000	\$85,000	-35.3%
	Ave. Sales Price	\$117,055	\$134,941	-13.3%	\$103,873	\$102,229	1.6%	\$219,212	\$236,519	-7.3%	\$72,414	\$89,833	-19.4%



Area Detail - Year to Date

		Y	TD Total Sale	S	YTD E	xisting Home	Sales	YTD	New Home Sa	ales	YTD Bank Sales		
		2009	2008	% change	2009	2008	% change	2009	2008	% change	2009	2008	% change
5	Units	656	875	-25.0%	654	873	-25.1%	2	2	-	428	507	-15.6%
Frayser	Median Sales Price	\$15,500	\$24,000	-35.4%	\$15,499	\$24,000	-35.4%	-	-	-	\$13,000	\$19,000	-31.6%
L.	Ave. Sales Price	\$23,369	\$31,462	-25.7%	\$23,241	\$31,384	-25.9%	\$65,500	\$65,500	-	\$16,742	\$21,812	-23.2%
h/ ike	Units	911	893	2.0%	900	877	2.6%	11	16	-31.3%	528	511	3.3%
Raleigh/ Cov. Pike	Median Sales Price	\$45,000	\$63,000	-28.6%	\$44,900	\$62,000	-27.6%	\$119,900	\$124,950	-4.0%	\$37,000	\$52,322	-29.3%
~ S	Ave. Sales Price	\$52,687	\$69,627	-24.3%	\$51,829	\$68,587	-24.4%	\$122,863	\$126,621	-3.0%	\$43,051	\$57,091	-24.6%
w	Units	348	465	-25.2%	335	416	-19.5%	13	49	-73.5%	94	89	5.6%
Downtown	Median Sales Price	\$188,000	\$180,000	4.4%	\$187,000	\$180,950	3.3%	\$195,700	\$169,837	15.2%	\$130,625	\$9,000	1351.4%
å	Ave. Sales Price	\$184,171	\$178,413	3.2%	\$183,794	\$179,262	2.5%	\$193,873	\$171,197	13.2%	\$107,943	\$46,469	132.3%
E	Units	677	982	-31.1%	677	978	-30.8%	-	4	-	238	381	-37.5%
Midtown	Median Sales Price	\$69,500	\$72,750	-4.5%	\$69,500	\$71,700	-3.1%	-	\$258,250	-	\$18,500	\$17,000	8.8%
	Ave. Sales Price	\$109,569	\$105,857	3.5%	\$109,569	\$105,118	4.2%	-	\$286,625	-	\$38,260	\$39,528	-3.2%
S. Memphis	Units	562	829	-32.2%	561	829	-32.3%	1	-	-	359	489	-26.6%
Ve mk	Median Sales Price	\$9,400	\$15,186	-38.1%	\$9,350	\$15,186	-38.4%	-	-	-	\$8,000	\$10,000	-20.0%
S. N	Ave. Sales Price	\$16,786	\$24,309	-30.9%	\$16,701	\$24,309	-31.3%	\$64,000	-	-	\$10,962	\$15,077	-27.3%
ir/ nd its	Units	444	560	-20.7%	444	560	-20.7%	-	-	-	209	250	-16.4%
Berclair/ Highland Heights	Median Sales Price	\$24,200	\$37,000	-34.6%	\$24,200	\$37,000	-34.6%	-	-	-	\$17,214	\$22,500	-23.5%
	Ave. Sales Price	\$31,574	\$39,512	-20.1%	\$31,574	\$39,512	-20.1%	-	-	-	\$20,581	\$25,390	-18.9%
Memphis	Units	1,750	2,055	-14.8%	1,740	2,026	-14.1%	10	29	-65.5%	452	440	2.7%
Vemi	Median Sales Price	\$107,950	\$116,000	-6.9%	\$107,000	\$115,000	-7.0%	\$615,000	\$390,000	57.7%	\$29,950	\$35,000	-14.4%
ш	Ave. Sales Price	\$146,750	\$159,395	-7.9%	\$144,205	\$154,730	-6.8%	\$589,586	\$485,319	21.5%	\$59,606	\$59,166	0.7%
Whitehaven	Units	583	726	-19.7%	580	714	-18.8%	3	12	-75.0%	367	451	-18.6%
iteh	Median Sales Price	\$35,000	\$41,950	-16.6%	\$34,900	\$41,000	-14.9%	\$200,000	\$216,750	-7.7%	\$27,900	\$32,000	-12.8%
¥	Ave. Sales Price	\$46,040	\$52,625	-12.5%	\$45,208	\$49,960	-9.5%	\$206,833	\$211,207	-2.1%	\$37,274	\$38,702	-3.7%
ay e/	Units	461	515	-10.5%	461	514	-10.3%	-	1	-	308	315	-2.2%
Parkway Village/ Oakhaven	Median Sales Price	\$28,000	\$40,000	-30.0%	\$28,000	\$40,000	-30.0%	-	-	-	\$24,500	\$33,500	-26.9%
	Ave. Sales Price	\$32,367	\$46,933	-31.0%	\$32,367	\$46,758	-30.8%	-	\$137,000	-	\$24,970	\$36,086	-30.8%
Hickory Hill	Units	1,350	1,455	-7.2%	1,311	1,400	-6.4%	39	55	-29.1%	781	903	-13.5%
kory	Median Sales Price	\$60,000	\$72,500	-17.2%	\$59,000	\$70,000	-15.7%	\$190,340	\$201,740	-5.7%	\$50,000	\$64,000	-21.9%
	Ave. Sales Price	\$73,263	\$84,766	-13.6%	\$69,669	\$80,046	-13.0%	\$194,090	\$204,922	-5.3%	\$62,880	\$72,738	-13.6%
ind	Units	92	110	-16.4%	79	97	-18.6%	13	13	-	42	54	-22.2%
Southwind	Median Sales Price	\$165,500	\$172,900	-4.3%	\$150,000	\$170,000	-11.8%	\$216,000	\$252,990	-14.6%	\$143,750	\$163,950	-12.3%
S	Ave. Sales Price	\$202,817	\$265,225	-23.5%	\$200,298	\$264,396	-24.2%	\$218,130	\$271,415	-19.6%	\$163,695	\$202,851	-19.3%



Area Detail - Year to Date

		YTD Total Sales		YTD E	xisting Home	Sales	YTC	New Home Sa	ales	YTD Bank Sales			
		2009	2008	% change	2009	2008	% change	2009	2008	% change	2009	2008	% change
٧a	Units	1,680	1,793	-6.3%	1,526	1,565	-2.5%	154	228	-32.5%	619	578	7.1%
Cordova	Median Sales Price	\$127,000	\$135,400	-6.2%	\$125,000	\$133,900	-6.6%	\$146,438	\$147,756	-0.9%	\$108,000	\$113,750	-5.1%
ပိ	Ave. Sales Price	\$139,853	\$146,050	-4.2%	\$138,066	\$143,782	-4.0%	\$157,559	\$161,619	-2.5%	\$120,338	\$127,808	-5.8%
#	Units	607	763	-20.4%	546	650	-16.0%	61	113	-46.0%	163	131	24.4%
Bartlett	Median Sales Price	\$165,000	\$174,000	-5.2%	\$155,000	\$162,000	-4.3%	\$221,900	\$249,900	-11.2%	\$144,000	\$152,000	-5.3%
Ш	Ave. Sales Price	\$169,898	\$183,512	-7.4%	\$163,656	\$172,183	-5.0%	\$225,774	\$248,678	-9.2%	\$145,800	\$149,558	-2.5%
E	Units	515	559	-7.9%	508	534	-4.9%	7	25	-72.0%	26	29	-10.3%
G'town	Median Sales Price	\$266,500	\$275,000	-3.1%	\$265,000	\$265,750	-0.3%	\$650,000	\$740,000	-12.2%	\$262,500	\$285,000	-7.9%
U	Ave. Sales Price	\$319,581	\$338,998	-5.7%	\$314,922	\$318,190	-1.0%	\$657,700	\$783,460	-16.1%	\$290,445	\$295,801	-1.8%
■	Units	659	759	-13.2%	606	664	-8.7%	53	95	-44.2%	65	67	-3.0%
Collierville	Median Sales Price	\$275,000	\$304,900	-9.8%	\$267,500	\$288,000	-7.1%	\$422,000	\$452,844	-6.8%	\$245,000	\$279,000	-12.2%
ပိ	Ave. Sales Price	\$298,327	\$328,018	-9.1%	\$286,611	\$306,896	-6.6%	\$432,286	\$475,652	-9.1%	\$245,188	\$284,517	-13.8%
p	Units	206	244	-15.6%	168	190	-11.6%	38	54	-29.6%	31	27	14.8%
Lakeland	Median Sales Price	\$243,950	\$257,850	-5.4%	\$235,000	\$214,000	9.8%	\$332,000	\$403,500	-17.7%	\$224,000	\$190,000	17.9%
Ľ	Ave. Sales Price	\$281,086	\$284,063	-1.0%	\$255,017	\$248,083	2.8%	\$396,336	\$410,659	-3.5%	\$253,460	\$209,733	20.8%
uo	Units	247	255	-3.1%	179	150	19.3%	68	105	-35.2%	45	36	25.0%
Arlington	Median Sales Price	\$216,000	\$225,000	-4.0%	\$190,000	\$206,750	-8.1%	\$279,073	\$274,748	1.6%	\$158,000	\$210,750	-25.0%
Ar	Ave. Sales Price	\$221,750	\$230,519	-3.8%	\$203,546	\$209,615	-2.9%	\$269,670	\$260,380	3.6%	\$180,097	\$201,813	-10.8%
ton	Units	106	124	-14.5%	104	114	-8.8%	2	10	-80.0%	39	35	11.4%
Millington	Median Sales Price	\$105,000	\$112,500	-6.7%	\$104,000	\$109,950	-5.4%	-	\$308,250	-	\$58,500	\$85,000	-31.2%
Ξ	Ave. Sales Price	\$115,449	\$136,392	-15.4%	\$111,564	\$122,363	-8.8%	\$317,500	\$296,320	7.1%	\$87,348	\$97,534	-10.4%
≥ ≥	Units	11,699	13,813	-15.3%	11,224	13,001	-13.7%	475	812	-41.5%	4,726	5,260	-10.2%
Shelby	Median Sales Price	\$90,000	\$95,750	-6.0%	\$84,400	\$86,900	-2.9%	\$214,000	\$229,000	-6.6%	\$37,000	\$41,750	-11.4%
<i>6</i> , 5	Ave. Sales Price	\$125,126	\$133,679	-6.4%	\$119,678	\$124,672	-4.0%	\$253,838	\$277,888	-8.7%	\$63,956	\$65,094	-1.7%
4 €	Units	415	532	-22.0%	319	348	-8.3%	96	184	-47.8%	105	78	34.6%
Fayette	Median Sales Price	\$170,000	\$184,950	-8.1%	\$147,000	\$148,875	-1.3%	\$234,760	\$242,165	-3.1%	\$131,900	\$118,500	11.3%
	Ave. Sales Price	\$200,537	\$222,169	-9.7%	\$176,611	\$180,022	-1.9%	\$280,043	\$301,881	-7.2%	\$167,184	\$138,368	20.8%
ج <u>ځ</u>	Units	607	751	-19.2%	554	627	-11.6%	53	124	-57.3%	194	186	4.3%
Tipton County	Median Sales Price	\$124,000	\$134,000	-7.5%	\$115,000	\$120,000	-4.2%	\$214,000	\$218,400	-2.0%	\$93,065	\$86,000	8.2%
	Ave. Sales Price	\$126,740	\$138,089	-8.2%	\$118,641	\$121,358	-2.2%	\$211,405	\$222,687	-5.1%	\$100,969	\$94,846	6.5%