MEMPHIS AREA ASSOCIATION OF REALTORS®

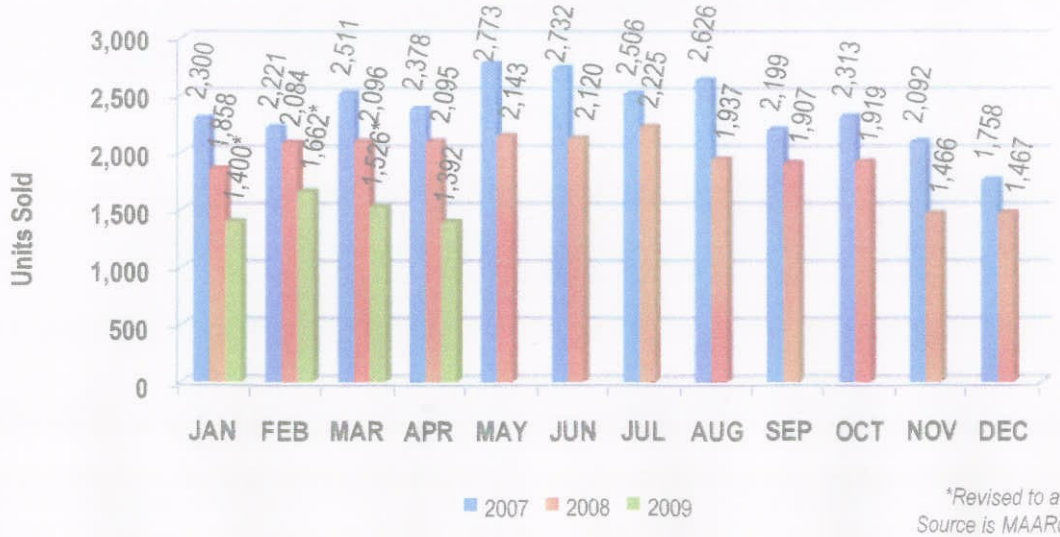
Memphis Area Home Sales Report
April 2009

Sales Summary

	April Total Sales			YTD Total Sales		
	2009	2008	% change	2009	2008	% change
Units	1,392	2,095	-33.6%	5,977	8,154	-26.7%
Median Sales Price	$76,900	$84,900	-9.4%	$69,500	$82,650	-15.9%
Ave. Sales Price	$114,013	$122,684	-7.1%	$108,611	$120,770	-10.1%

	April Existing Home Sales			YTD Existing Home Sales		
	2009	2008	% change	2009	2008	% change
Units	1,337	1,984	-32.6%	5,757	7,752	-25.7%
Median Sales Price	$72,165	$78,000	-7.5%	$65,080	$77,868	-16.4%
Ave. Sales Price	$108,440	$112,975	-4.0%	$102,511	$112,364	-8.8%
	April New Home Sales			YTD New Home Sales		
	2009	2008	% change	2009	2008	% change
Units	55	111	-50.5%	220	402	-45.3%
Median Sales Price	$229,000	$235,500	-2.8%	$235,000	$235,000	-
Ave. Sales Price	$249,489	$296,230	-15.8%	$268,226	$282,875	-5.2%
	April Foreclosure Sales			YTD Foreclosure Sales		
	2009	2008	% change	2009	2008	% change
Units	277	579	-52.2%	1,615	2,335	-30.8%
Median Sales Price	$59,248	$60,000	-1.3%	$61,429	$63,487	-3.2%
Ave. Sales Price	$87,716	$80,196	9.4%	$83,551	$83,699	-0.2%
	April Non-Foreclosure Sales			YTD Non-Foreclosure Sales		
	2009	2008	% change	2009	2008	% change
Units	1,115	1,516	-26.5%	4,362	5,819	-25.0%
Median Sales Price	$85,000	$101,000	-15.8%	$75,000	$98,375	-23.8%
Ave. Sales Price	$120,546	$138,912	-13.2%	$117,889	$135,646	-13.1%

Total Monthly Sales Comparison



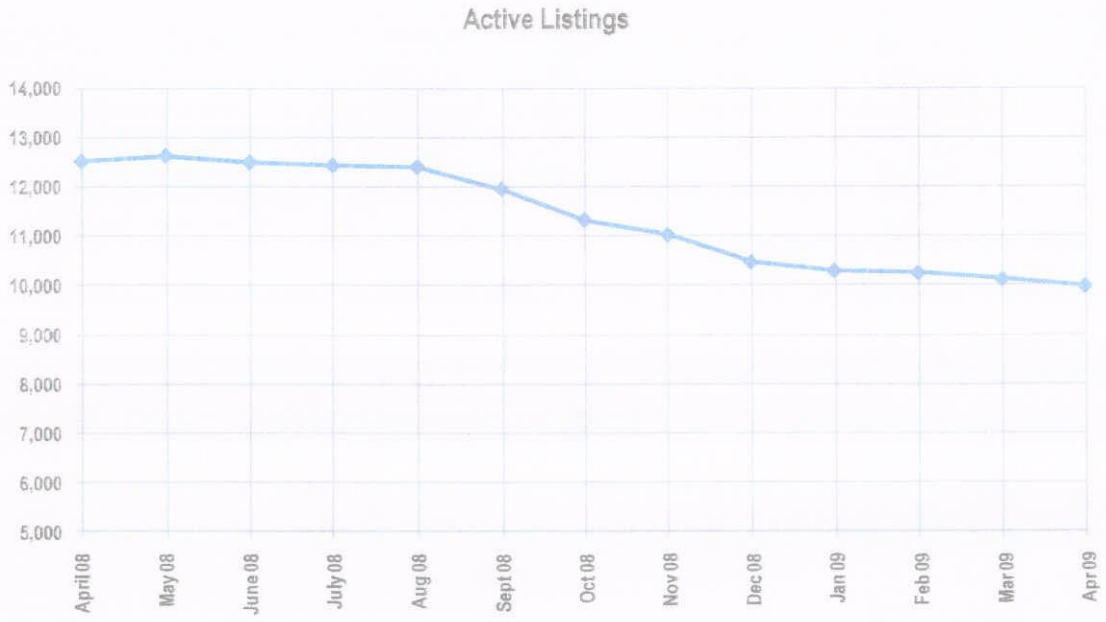
*Revised to account for delayed recording
Source is MAARdata unless otherwise noted.

Active Listings and Pending Summary

Active Listings (as of 5-15-09)		
	Units	Ave. List Price
Single Family	9,183	$228,939
Condo/Co-op	649	$206,889
Duplex	157	$74,029
Market Total	9,989	$225,085

Pending Sales (as of 5-15-09)		
	Units	Ave. List Price
Single Family	1,623	$153,003
Condo/Co-op	69	$184,886
Duplex	19	$50,303
Market Total	1,711	$153,148

Active Listings: Trend and 24-month Totals



May-07	12,905
Jun-07	13,089
Jul-07	13,432
Aug-07	13,387
Sep-07	13,227
Oct-07	13,147
Nov-07	12,547
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

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Area Detail – Year to Date

		YTD Total Sales			YTD Existing Home Sales			YTD New Home Sales			YTD Foreclosure Sales		
		2009	2008	% change	2009	2008	% change	2009	2008	% change	2009	2008	% change
Frayser	Units	393	569	-30.9%	391	569	-31.3%	2	-	-	144	196	-26.5%
	Median Sales Price	$20,100	$31,750	-36.7%	$20,000	$31,750	-37.0%	-	-	-	$35,234	$46,775	-24.7%
	Ave. Sales Price	$28,878	$37,633	-23.3%	$28,691	$37,633	-23.8%	$65,500	-	-	$37,491	$45,271	-17.2%
Raleigh/ Cov. Pike	Units	544	568	-4.2%	541	563	-3.9%	3	5	-40.0%	178	207	-14.0%
	Median Sales Price	$48,500	$68,568	-29.3%	$48,472	$68,000	-28.7%	$119,900	$115,900	3.5%	$61,548	$76,500	-19.5%
	Ave. Sales Price	$54,606	$72,938	-25.1%	$54,240	$72,452	-25.1%	$120,600	$127,699	-5.6%	$63,521	$77,862	-18.4%
Downtown	Units	120	221	-45.7%	114	192	-40.6%	6	29	-79.3%	27	47	-42.6%
	Median Sales Price	$164,364	$139,900	17.5%	$160,000	$132,948	20.3%	$222,475	$150,000	48.3%	$37,583	$38,000	-1.1%
	Ave. Sales Price	$153,127	$166,850	-8.2%	$149,750	$166,389	-10.0%	$217,275	$169,903	27.9%	$76,891	$62,553	22.9%
Midtown	Units	322	554	-41.9%	322	553	-41.8%	-	1	-	85	144	-41.0%
	Median Sales Price	$51,200	$55,000	-6.9%	$51,200	$55,000	-6.9%	-	-	-	$45,653	$46,380	-1.6%
	Ave. Sales Price	$94,256	$90,041	4.7%	$94,256	$89,471	5.3%	-	$405,000	-	$58,916	$60,643	-2.8%
S. Memphis	Units	340	567	-40.0%	339	567	-40.2%	1	-	-	113	268	-57.8%
	Median Sales Price	$14,400	$27,000	-46.7%	$14,300	$27,000	-47.0%	-	-	-	$34,696	$37,413	-7.3%
	Ave. Sales Price	$22,672	$31,091	-27.1%	$22,550	$31,091	-27.5%	$64,000	-	-	$33,508	$35,771	-6.3%
Berclair/ Highland Heights	Units	231	332	-30.4%	231	332	-30.4%	-	-	-	75	115	-34.8%
	Median Sales Price	$29,900	$40,779	-26.7%	$29,900	$40,779	-26.7%	-	-	-	$41,159	$45,000	-8.5%
	Ave. Sales Price	$33,035	$42,378	-22.0%	$33,035	$42,378	-22.0%	-	-	-	$41,824	$45,619	-8.3%
E. Memphis	Units	641	968	-33.8%	637	952	-33.1%	4	16	-75.0%	130	197	-34.0%
	Median Sales Price	$81,000	$92,334	-12.3%	$80,145	$89,500	-10.5%	$712,500	$494,500	44.1%	$52,123	$55,684	-6.4%
	Ave. Sales Price	$134,856	$148,509	-9.2%	$131,325	$142,402	-7.8%	$697,250	$511,871	36.2%	$71,487	$74,408	-3.9%
Whitehaven	Units	352	495	-28.9%	350	492	-28.9%	2	3	-33.3%	121	202	-40.1%
	Median Sales Price	$36,216	$51,000	-29.0%	$36,000	$51,000	-29.4%	-	$155,000	-	$49,761	$54,365	-8.5%
	Ave. Sales Price	$47,005	$57,321	-18.0%	$46,060	$56,859	-19.0%	$212,500	$133,166	59.6%	$59,737	$61,916	-3.5%
Parkway Village/ Oakhaven	Units	275	362	-24.0%	275	361	-23.8%	-	1	-	81	135	-40.0%
	Median Sales Price	$31,000	$50,000	-38.0%	$31,000	$50,000	-38.0%	-	-	-	$43,200	$57,600	-25.0%
	Ave. Sales Price	$34,829	$53,453	-34.8%	$34,829	$53,221	-34.6%	-	$137,000	-	$44,796	$58,802	-23.8%
Hickory Hill	Units	750	896	-16.3%	745	884	-15.7%	5	12	-58.3%	243	336	-27.7%
	Median Sales Price	$59,701	$80,000	-25.4%	$59,200	$79,900	-25.9%	$213,000	$199,000	7.0%	$71,400	$89,812	-20.5%
	Ave. Sales Price	$71,076	$87,809	-19.1%	$70,184	$86,464	-18.8%	$203,998	$186,940	9.1%	$78,665	$93,917	-16.2%
Southwind	Units	41	64	-35.9%	38	58	-34.5%	3	6	-50.0%	14	21	-33.3%
	Median Sales Price	$144,400	$183,250	-21.2%	$141,200	$157,750	-10.5%	$216,000	$300,000	-28.0%	$155,539	$154,700	0.5%
	Ave. Sales Price	$185,194	$254,912	-27.3%	$181,817	$250,059	-27.3%	$227,966	$301,831	-24.5%	$189,783	$195,871	-3.1%

Area Detail – Year to Date

		YTD Total Sales			YTD Existing Home Sales			YTD New Home Sales			YTD Foreclosure Sales		
		2009	2008	% change	2009	2008	% change	2009	2008	% change	2009	2008	% change
Cordova	Units	729	920	-20.8%	677	855	-20.8%	52	65	-20.0%	216	225	-4.0%
	Median Sales Price	$122,092	$134,900	-9.5%	$119,500	$132,066	-9.5%	$157,130	$161,950	-3.0%	$111,171	$123,001	-9.6%
	Ave. Sales Price	$135,814	$148,606	-8.6%	$133,697	$146,374	-8.7%	$163,385	$177,968	-8.2%	$126,646	$149,034	-15.0%
Bartlett	Units	244	307	-20.5%	227	265	-14.3%	17	42	-59.5%	55	54	1.9%
	Median Sales Price	$150,000	$172,000	-12.8%	$146,500	$161,000	-9.0%	$250,000	$243,950	2.5%	$143,685	$147,176	-2.4%
	Ave. Sales Price	$158,932	$181,392	-12.4%	$152,480	$170,153	-10.4%	$245,084	$252,308	-2.9%	$152,317	$152,077	0.2%
G'town	Units	150	215	-30.2%	149	209	-28.7%	1	6	-83.3%	12	14	-14.3%
	Median Sales Price	$257,750	$256,500	0.5%	$256,000	$253,000	-	-	$783,500	-	$293,044	$249,000	17.7%
	Ave. Sales Price	$314,292	$317,230	-0.9%	$312,442	$305,921	2.1%	$589,900	$711,166	-17.1%	$401,415	$255,249	57.3%
Collierville	Units	241	322	-25.2%	216	278	-22.3%	25	44	-43.2%	22	27	-18.5%
	Median Sales Price	$270,000	$310,500	-13.0%	$262,000	$290,000	-9.7%	$450,000	$458,450	-1.8%	$228,530	$259,250	-11.8%
	Ave. Sales Price	$299,287	$322,233	-7.1%	$280,773	$296,508	-5.3%	$459,245	$484,763	-5.3%	$283,295	$280,277	1.1%
Lakeland	Units	68	93	-26.9%	51	76	-32.9%	17	17	-	6	10	-40.0%
	Median Sales Price	$249,950	$257,500	-2.9%	$235,000	$234,602	0.2%	$298,400	$394,750	-24.4%	$146,996	$250,352	-41.3%
	Ave. Sales Price	$305,348	$275,758	10.7%	$273,322	$240,200	13.8%	$401,424	$434,721	-7.7%	$166,050	$230,523	-28.0%
Arlington	Units	96	91	5.5%	66	59	11.9%	30	32	-6.3%	10	17	-41.2%
	Median Sales Price	$209,000	$225,000	-7.1%	$188,299	$200,000	-5.9%	$279,073	$277,905	0.4%	$155,883	$174,425	-10.6%
	Ave. Sales Price	$225,407	$230,416	-2.2%	$205,977	$213,014	-3.3%	$268,154	$262,501	2.2%	$194,354	$207,500	-6.3%
Millington	Units	58	69	-15.9%	57	65	-12.3%	1	4	-75.0%	18	14	28.6%
	Median Sales Price	$100,000	$112,500	-11.1%	$100,000	$109,900	-9.0%	-	$334,250	-	$64,259	$72,067	-10.8%
	Ave. Sales Price	$118,317	$134,128	-11.8%	$114,691	$122,146	-6.1%	$325,001	$328,825	-1.2%	$108,838	$86,654	25.6%
Shelby County	Units	5,529	7,550	-26.8%	5,360	7,267	-26.2%	169	283	-40.3%	1,522	2,222	-31.5%
	Median Sales Price	$65,000	$78,000	-16.7%	$61,584	$74,900	-17.8%	$240,000	$244,000	-1.6%	$59,993	$62,343	-3.8%
	Ave. Sales Price	$105,713	$117,755	-10.2%	$100,332	$110,834	-9.5%	$276,365	$295,471	-6.5%	$81,172	$82,143	-1.2%
Fayette County	Units	236	157	50.3%	126	162	-22.2%	31	74	-58.1%	24	24	-
	Median Sales Price	$159,900	$165,500	-3.4%	$138,875	$142,000	-2.2%	$235,950	$233,075	1.2%	$119,644	$107,698	11.1%
	Ave. Sales Price	$188,338	$199,966	-5.8%	$168,373	$167,073	0.8%	$269,486	$271,975	-0.9%	$148,077	$156,335	-5.3%
Tipton County	Units	291	368	-20.9%	271	323	-16.1%	20	45	-55.6%	69	89	-22.5%
	Median Sales Price	$110,761	$123,440	-10.3%	$108,000	$113,500	-4.8%	$206,500	$214,900	-3.9%	$110,761	$97,500	13.6%
	Ave. Sales Price	$120,661	$131,843	-8.5%	$114,990	$119,340	-3.6%	$197,502	$221,586	-10.9%	$113,587	$102,949	10.3%