

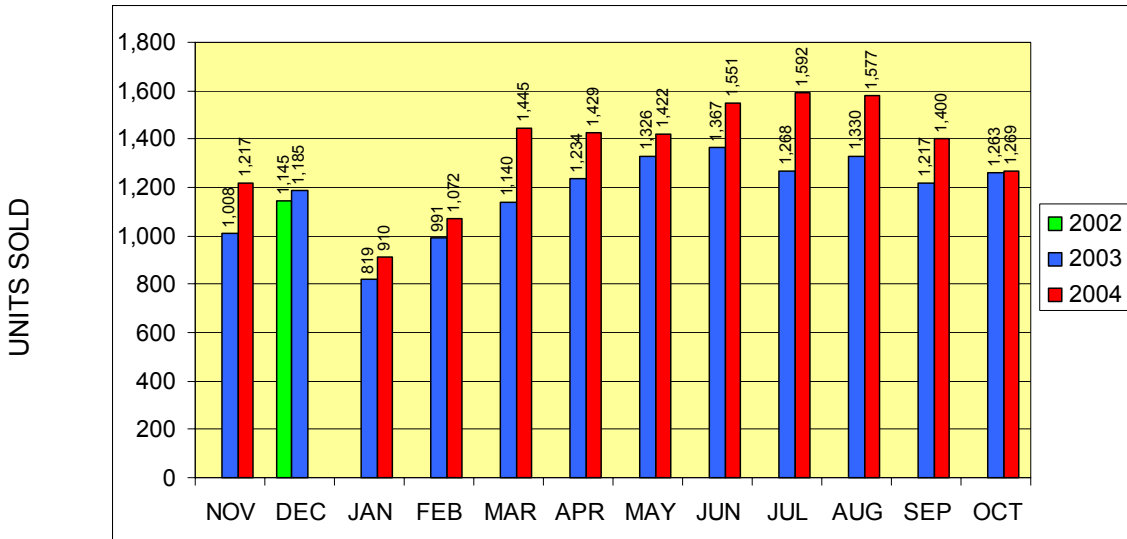


MEMPHIS AREA ASSOCIATION OF REALTORS®

November 2004 Home Sales

Time on Market	Units
1-30 days	342
31-60 days	235
61-90 days	176
91-120 days	143
More than 120 days	298
Total units sold	1,217
Average market time	91.6 days

Financing of Sales	
Type	# Units
FHA	97
VA	16
Conventional	879
Assumption	2
Cash	173
Owner Financed	5
Other Terms	45



TYPE/Price Class	ACTIVE LISTINGS			SOLD					Total Month	Total YTD
	S/FAM Units	Condo/Co-Op	Duplexes	0-2 Bdrms	3 Bdrms	4+ Bdrms	Duplexes	Condo/Co-Op		
\$ 19,999 or under	132	2	4	31	35	3	3	0	72	717
\$ 20,000 - 29,999	144	13	6	8	17	5	0	2	32	424
\$ 30,000 - 39,999	249	20	17	8	17	4	1	1	31	391
\$ 40,000 - 49,999	330	11	22	3	14	5	0	2	24	323
\$ 50,000 - 59,999	452	9	16	10	23	4	1	0	38	487
\$ 60,000 - 69,999	435	13	11	4	39	7	3	1	54	569
\$ 70,000 - 79,999	333	4	12	6	37	4	1	1	49	724
\$ 80,000 - 89,999	368	14	11	4	52	5	3	3	67	789
\$ 90,000 - 99,999	374	1	7	4	46	8	0	3	61	702
\$100,000 - 119,999	613	6	19	2	90	13	0	4	109	1,474
\$120,000 - 139,999	746	2	7	10	93	18	0	1	122	1,691
\$140,000 - 159,999	582	4	8	3	67	25	0	4	99	1,301
\$160,000 - 179,999	539	1	7	3	64	32	0	0	99	1,263
\$180,000 - 199,999	465	3	8	0	24	32	0	2	58	915
\$200,000 - 249,999	724	2	21	1	20	95	0	0	116	1,613
\$250,000 - 299,999	509	0	3	0	7	55	0	2	64	787
\$300,000 - 399,999	456	1	5	2	8	52	0	0	62	850
\$400,000 - 499,999	206	0	2	0	4	23	0	0	27	312
\$500,000 - 749,999	194	1	2	0	0	18	0	0	18	255
\$750,000 - 999,999	89	0	0	0	0	12	0	0	12	80
\$1,000,000 or over	58	0	1	0	0	2	0	1	3	34
Total Types	7,998	107	189	99	657	422	12	27	1,217	15,701
Average Price	\$182,200	\$75,900	\$133,300	\$64,800	\$114,800	\$261,300	\$56,500	\$146,900	\$161,600	\$161,700
Median Price	\$135,900	\$59,900	\$88,400	\$48,000	\$112,900	\$226,000	\$65,000	\$103,000	\$127,600	\$132,000