



Multiple Listing Service Sales Report
August 2010

Sales Summary

	August Total MLS Sales			YTD Total MLS Sales		
	2010	2009	% change	2010	2009	% change
Units	879	1,010	-13.0%	7,924	8,114	-2.3%
Average Sales Price	\$150,000	\$160,000	-6.3%	\$144,000	\$141,000	2.1%
Median Sales Price	\$118,000	\$126,000	-6.3%	\$119,000	\$115,000	3.5%

Sales by Type and Price Range

Price Range	Single Family			Duplex	Condo	Total Month Sales	Total YTD Sales
	0-2 Bdrms	3 Bdrms	4+ Bdrms				
\$ 19,999 or under	28	64	13	6	2	113	959
\$ 20,000 - 29,999	13	34	4	6	1	58	439
\$ 30,000 - 39,999	8	30	5	0	0	43	349
\$ 40,000 - 49,999	5	31	9	0	0	45	311
\$ 50,000 - 59,999	5	20	4	0	1	30	249
\$ 60,000 - 69,999	1	17	7	0	2	27	277
\$ 70,000 - 79,999	3	17	6	1	0	27	279
\$ 80,000 - 89,999	1	15	4	0	2	22	264
\$ 90,000 - 99,999	1	15	6	0	0	22	256
\$100,000 - 119,999	4	34	13	0	5	56	607
\$120,000 - 139,999	2	36	21	0	5	64	677
\$140,000 - 159,999	1	23	19	0	3	46	544
\$160,000 - 179,999	3	17	25	0	3	48	467
\$180,000 - 199,999	1	6	24	0	2	33	380
\$200,000 - 249,999	5	26	63	0	2	96	701
\$250,000 - 299,999	1	8	38	0	4	51	431
\$300,000 - 399,999	0	4	48	0	2	54	382
\$400,000 - 499,999	0	1	21	0	0	22	175
\$500,000 - 749,999	0	0	12	0	0	12	122
\$750,000 - 999,999	0	0	7	0	0	7	35
\$1,000,000 and over	0	0	3	0	0	3	20
Total Types	82	398	352	13	34	879	7,924
Average Sale Price	\$58,000	\$90,000	\$244,000	\$23,000	\$148,000	\$144,000	\$144,000
Median Sale Price	\$29,000	\$70,000	\$208,000	\$20,000	\$137,000	\$113,000	\$119,000

Price Group	Sales	% of Total
0 - \$99,999	387	44.0%
\$100,000 - 199,999	247	28.1%
\$200,000 - 399,999	201	22.9%
\$400,000 and above	44	5.0%

Time on Market	Units
1 to 30 days	283
31 to 60 days	156
61 to 90 days	107
91 to 120 days	102
More than 120 Days	196
Average Market Time	102.15

Data compiled from closed transactions reported in MAAR Multiple Listing Service for month indicated as of the 15th of the following month.

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.
State: Tennessee

Date: 09/15/10

August 1-31, 2010

Sold Residential Listings

<u>Price Class/Type</u>	<u>< 2 Bed</u>	<u>3 Bed</u>	<u>> 4 Bed</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>	<u>Total Units</u>
\$19,999 or Under	28	64	13	6	2	113
\$20,000 - \$29,999	13	34	4	6	1	58
\$30,000 - \$39,999	8	30	5	0	0	43
\$40,000 - \$49,999	5	31	9	0	0	45
\$50,000 - \$59,999	5	20	4	0	1	30
\$60,000 - \$69,999	1	17	7	0	2	27
\$70,000 - \$79,999	3	17	6	1	0	27
\$80,000 - \$89,999	1	15	4	0	2	22
\$90,000 - \$99,999	1	15	6	0	0	22
\$100,000 - \$119,999	4	34	13	0	5	56
\$120,000 - \$139,999	2	36	21	0	5	64
\$140,000 - \$159,999	1	23	19	0	3	46
\$160,000 - \$179,999	3	17	25	0	3	48
\$180,000 - \$199,999	1	6	24	0	2	33
\$200,000 - \$249,999	5	26	63	0	2	96
\$250,000 - \$299,999	1	8	38	0	4	51
\$300,000 - \$399,999	0	4	48	0	2	54
\$400,000 - \$499,999	0	1	21	0	0	22
\$500,000 - \$749,999	0	0	12	0	0	12
\$750,000 - \$999,999	0	0	7	0	0	7
\$1,000,000 and Over	0	0	3	0	0	3
Totals	82	398	352	13	34	879
Avg. List Price (In \$1000s)	63	95	258	27	158	159
Median List Price (In \$1000s)	34	75	224	23	147	124
Avg Sale Price (In \$ 1000s)	58	90	244	23	148	150
Median Sale Price (In \$1000s)	29	70	208	20	137	118

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	283
31 - 60 Days	156
61 - 90 Days	107
91 - 120 Days	102
More Than 120 Days	196
Total Units Sold	844
Average Market Time	102.15

<u>Types of Financing</u>	<u># Units</u>
FHA	216
VA	28
Conventional	283
Cash	316
Owner Financed	1
Other	35

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.
State: Tennessee

Date: 09/15/10

January 1 - August 31, 2010

Sold Residential Listings

<u>Price Class/Type</u>	<u>< 2 Bed</u>	<u>3 Bed</u>	<u>> 4 Bed</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>	<u>Total Units</u>
\$19,999 or Under	278	524	91	39	27	959
\$20,000 - \$29,999	87	264	48	25	15	439
\$30,000 - \$39,999	41	246	47	8	7	349
\$40,000 - \$49,999	27	224	39	4	17	311
\$50,000 - \$59,999	29	178	32	1	9	249
\$60,000 - \$69,999	29	196	46	1	5	277
\$70,000 - \$79,999	28	191	42	3	15	279
\$80,000 - \$89,999	19	181	55	0	9	264
\$90,000 - \$99,999	14	176	53	4	9	256
\$100,000 - \$119,999	29	451	107	1	19	607
\$120,000 - \$139,999	30	464	162	1	20	677
\$140,000 - \$159,999	21	303	200	0	20	544
\$160,000 - \$179,999	24	225	194	0	24	467
\$180,000 - \$199,999	9	143	205	0	23	380
\$200,000 - \$249,999	13	208	453	1	26	701
\$250,000 - \$299,999	2	81	328	0	20	431
\$300,000 - \$399,999	1	44	320	0	17	382
\$400,000 - \$499,999	0	14	155	0	6	175
\$500,000 - \$749,999	2	10	109	0	1	122
\$750,000 - \$999,999	0	1	34	0	0	35
\$1,000,000 and Over	0	0	20	0	0	20
Totals	683	4124	2740	88	289	7924
Avg. List Price (In \$1000s)	59	106	249	34	153	152
Median List Price (In \$1000s)	30	99	210	23	145	122
Avg Sale Price (In \$ 1000s)	54	101	236	30	144	144
Median Sale Price (In \$1000s)	27	93	205	21	135	119

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	2471
31 - 60 Days	1358
61 - 90 Days	886
91 - 120 Days	683
More Than 120 Days	2117
Total Units Sold	7515
Average Market Time	107.97

<u>Types of Financing</u>	<u># Units</u>
FHA	2460
VA	322
Conventional	2168
Cash	2594
Owner Financed	24
Other	355

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

Board: Memphis Area Association of Realtors, Inc.
State: Tennessee

Date: 09/15/10

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	294	33	9
\$20,000 - \$29,999	213	10	13
\$30,000 - \$39,999	269	20	13
\$40,000 - \$49,999	260	21	16
\$50,000 - \$59,999	294	5	15
\$60,000 - \$69,999	325	10	24
\$70,000 - \$79,999	357	17	14
\$80,000 - \$89,999	371	10	24
\$90,000 - \$99,999	365	1	25
\$100,000 - \$119,999	646	6	47
\$120,000 - \$139,999	730	6	47
\$140,000 - \$159,999	655	1	52
\$160,000 - \$179,999	586	4	40
\$180,000 - \$199,999	525	2	29
\$200,000 - \$249,999	807	1	47
\$250,000 - \$299,999	631	3	33
\$300,000 - \$399,999	685	0	34
\$400,000 - \$499,999	314	0	14
\$500,000 - \$749,999	349	0	6
\$750,000 - \$999,999	141	0	5
\$1,000,000 and Over	151	0	1
Totals	8968	150	508
Average Price (In \$ 1,000s)	220	62	175
Median Price (In \$ 1,000s)	150	49	145

Inventory Totals

Total Active: 9,620

Average LP: \$215,422

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	8961	1974662	220,362
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

CND

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	508	88930	175,058
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

LND

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

COM

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

DUP

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	150	9239	61,593
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

MUL

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

Inventory Totals

Total Pending: 1,441

Average LP: \$164,105

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1364	225841	165,573
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

CND

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	58	9736	167,862
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

LND

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

COM

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

DUP

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	19	890	46,832
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0

MUL

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	0	0	0
CLOSD	0	0	0
WITH	0	0	0
WITHRLS	0	0	0
OFFMKT	0	0	0
EXP	0	0	0