



Multiple Listing Service Sales Report
November 2010

Sales Summary

	November Total MLS Sales			YTD Total MLS Sales		
	2010	2009	% change	2010	2009	% change
Units	751	962	-21.9%	10,438	12,643	-17.4%
Average Sales Price	\$149,000	\$135,000	10.4%	\$145,000	\$141,000	2.8%
Median Sales Price	\$105,000	\$118,000	-11.0%	\$118,000	\$118,000	0.0%

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	32	75	8	7	0	122	1,308
\$ 20,000 - 29,999	10	18	3	3	3	37	573
\$ 30,000 - 39,999	7	26	5	1	0	39	481
\$ 40,000 - 49,999	2	25	3	1	1	32	406
\$ 50,000 - 59,999	1	21	2	0	1	25	334
\$ 60,000 - 69,999	5	18	2	2	2	29	360
\$ 70,000 - 79,999	4	15	7	0	1	27	372
\$ 80,000 - 89,999	0	17	7	0	1	25	354
\$ 90,000 - 99,999	1	16	6	0	2	25	343
\$100,000 - 119,999	1	31	12	1	1	46	756
\$120,000 - 139,999	1	34	6	0	2	43	837
\$140,000 - 159,999	7	24	21		4	56	708
\$160,000 - 179,999	1	13	16	0	5	35	605
\$180,000 - 199,999	0	8	13	0	0	21	490
\$200,000 - 249,999	3	14	54	0	1	72	933
\$250,000 - 299,999	0	5	33	0	0	38	570
\$300,000 - 399,999	0	7	29	0	0	36	527
\$400,000 - 499,999	0	2	12	0	0	14	235
\$500,000 - 749,999	0	2	16	0	1	19	171
\$750,000 - 999,999	0	0	5	0	0	5	48
\$1,000,000 and over	0	0	5	0	0	5	27
Total Types	75	371	265	15	25	751	10,438
Average Sale Price	\$51,000	\$90,000	\$266,000	\$29,000	\$134,000	\$159,000	\$145,000
Median Sale Price	\$25,000	\$71,000	\$221,000	\$22,000	\$123,000	\$126,000	\$118,000

Price Group	Sales	% of Total
0 - \$99,999	361	48.1%
\$100,000 - 199,999	201	26.8%
\$200,000 - 399,999	146	19.4%
\$400,000 and above	43	5.7%

Time on Market	Units
1 to 30 days	181
31 to 60 days	120
61 to 90 days	94
91 to 120 days	62
More than 120 Days	263
Average Market Time	146.38

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: 12/15/10

November 1-30, 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	32	75	8	7	0	122
\$20,000 - \$29,999	10	18	3	3	3	37
\$30,000 - \$39,999	7	26	5	1	0	39
\$40,000 - \$49,999	2	25	3	1	1	32
\$50,000 - \$59,999	1	21	2	0	1	25
\$60,000 - \$69,999	5	18	2	2	2	29
\$70,000 - \$79,999	4	15	7	0	1	27
\$80,000 - \$89,999	0	17	7	0	1	25
\$90,000 - \$99,999	1	16	6	0	2	25
\$100,000 - \$119,999	1	31	12	1	1	46
\$120,000 - \$139,999	1	34	6	0	2	43
\$140,000 - \$159,999	7	24	21	0	4	56
\$160,000 - \$179,999	1	13	16	0	5	35
\$180,000 - \$199,999	0	8	13	0	0	21
\$200,000 - \$249,999	3	14	54	0	1	72
\$250,000 - \$299,999	0	5	33	0	0	38
\$300,000 - \$399,999	0	7	29	0	0	36
\$400,000 - \$499,999	0	2	12	0	0	14
\$500,000 - \$749,999	0	2	16	0	1	19
\$750,000 - \$999,999	0	0	5	0	0	5
\$1,000,000 and Over	0	0	5	0	0	5
Totals	75	371	265	15	25	751
Avg. List Price (In \$1000s)	58	98	285	42	152	161
Median List Price (In \$1000s)	32	79	230	33	135	112
Avg Sale Price (In \$ 1000s)	51	90	266	29	134	149
Median Sale Price (In \$1000s)	25	71	221	22	123	105

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	181
31 - 60 Days	120
61 - 90 Days	94
91 - 120 Days	62
More Than 120 Days	263
Total Units Sold	720
Average Market Time	146.38

<u>Types of Financing</u>	<u># Units</u>
FHA	178
VA	38
Conventional	225
Cash	283
Owner Financed	0
Other	27

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 12/15/10

January 1 - November 30, 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	365	726	124	62	31	1308
\$20,000 - \$29,999	113	347	61	32	20	573
\$30,000 - \$39,999	60	336	63	10	12	481
\$40,000 - \$49,999	41	289	49	6	21	406
\$50,000 - \$59,999	36	240	45	1	12	334
\$60,000 - \$69,999	39	252	58	3	8	360
\$70,000 - \$79,999	35	254	62	4	17	372
\$80,000 - \$89,999	24	247	69	0	14	354
\$90,000 - \$99,999	18	238	71	4	12	343
\$100,000 - \$119,999	33	554	145	2	22	756
\$120,000 - \$139,999	35	574	200	1	27	837
\$140,000 - \$159,999	28	394	257	1	28	708
\$160,000 - \$179,999	27	290	254	0	34	605
\$180,000 - \$199,999	11	184	266	0	29	490
\$200,000 - \$249,999	18	266	611	1	37	933
\$250,000 - \$299,999	2	108	436	0	24	570
\$300,000 - \$399,999	3	65	440	0	19	527
\$400,000 - \$499,999	0	20	208	0	7	235
\$500,000 - \$749,999	2	16	151	0	2	171
\$750,000 - \$999,999	0	1	47	0	0	48
\$1,000,000 and Over	0	0	27	0	0	27
Totals	890	5401	3644	127	376	10438
Avg. List Price (In \$1000s)	58	105	252	34	153	153
Median List Price (In \$1000s)	30	95	215	23	145	121
Avg Sale Price (In \$ 1000s)	53	100	239	29	143	145
Median Sale Price (In \$1000s)	26	90	206	20	135	118

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	3147
31 - 60 Days	1813
61 - 90 Days	1192
91 - 120 Days	922
More Than 120 Days	2869
Total Units Sold	9943
Average Market Time	110.39

<u>Types of Financing</u>	<u># Units</u>
FHA	3086
VA	432
Conventional	2977
Cash	3468
Owner Financed	31
Other	443

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 12/15/10

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	308	19	10
\$20,000 - \$29,999	212	11	10
\$30,000 - \$39,999	256	13	16
\$40,000 - \$49,999	248	13	14
\$50,000 - \$59,999	269	4	14
\$60,000 - \$69,999	323	12	21
\$70,000 - \$79,999	311	16	19
\$80,000 - \$89,999	330	4	28
\$90,000 - \$99,999	369	4	20
\$100,000 - \$119,999	601	8	47
\$120,000 - \$139,999	680	5	55
\$140,000 - \$159,999	587	3	42
\$160,000 - \$179,999	533	0	37
\$180,000 - \$199,999	475	1	40
\$200,000 - \$249,999	706	1	50
\$250,000 - \$299,999	560	2	36
\$300,000 - \$399,999	590	0	29
\$400,000 - \$499,999	265	0	15
\$500,000 - \$749,999	292	0	4
\$750,000 - \$999,999	113	0	4
\$1,000,000 and Over	125	0	1
Totals	8153	116	512
Average Price (In \$ 1,000s)	211	64	172
Median Price (In \$ 1,000s)	148	53	143

Inventory Totals

Total Pending: 1,235

Average LP: \$165,959

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1184	198511	167,662
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	43	6469	150,441
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	8	154	19,312
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 Active: 8,783

Average LP: \$207,163

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	8155	1724007	211,405
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	512	88110	172,089
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	116	7421	63,977
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