



Multiple Listing Service Sales Report  
October 2010

Sales Summary

	October Total MLS Sales			YTD Total MLS Sales		
	2010	2009	% change	2010	2009	% change
Units	717	1,071	-33.1%	9,652	10,321	-6.5%
Average Sales Price	\$141,000	\$144,000	-2.1%	\$145,000	\$142,000	2.1%
Median Sales Price	\$115,000	\$127,000	-9.4%	\$119,000	\$118,000	0.8%

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	19	51	7	8	1	86	1,181
\$ 20,000 - 29,999	9	29	5	3	1	47	536
\$ 30,000 - 39,999	8	26	5	0	2	41	440
\$ 40,000 - 49,999	4	16	5	0	2	27	374
\$ 50,000 - 59,999	3	11	4	0	2	20	309
\$ 60,000 - 69,999	1	16	3	0	0	20	330
\$ 70,000 - 79,999	1	22	8	0	1	32	345
\$ 80,000 - 89,999	3	18	2	0	1	24	324
\$ 90,000 - 99,999	1	21	7	0	1	30	318
\$100,000 - 119,999	1	27	12	0	2	42	707
\$120,000 - 139,999	2	32	13	0	0	47	790
\$140,000 - 159,999	0	24	12	1	2	39	647
\$160,000 - 179,999	2	22	14	0	2	40	569
\$180,000 - 199,999	0	18	20	0	3	41	469
\$200,000 - 249,999	1	17	44	0	5	67	859
\$250,000 - 299,999	0	8	31	0	2	41	528
\$300,000 - 399,999	1	6	35	0	0	42	491
\$400,000 - 499,999	0	3	18	0	0	21	217
\$500,000 - 749,999	0	3	6	0	0	9	152
\$750,000 - 999,999	0	1	0	0	0	1	44
\$1,000,000 and over	0	0	0	0	0	0	22
<b>Total Types</b>	<b>56</b>	<b>371</b>	<b>251</b>	<b>12</b>	<b>27</b>	<b>717</b>	<b>8,819</b>
Average Sale Price	\$50,000	\$106,000	\$219,000	\$25,000	\$136,000	\$159,000	\$145,000
Median Sale Price	\$30,000	\$88,000	\$205,000	\$10,000	\$145,000	\$126,000	\$119,000

Price Group	Sales	% of Total
0 - \$99,999	327	45.6%
\$100,000 - 199,999	209	29.1%
\$200,000 - 399,999	150	20.9%
\$400,000 and above	31	4.3%

Time on Market	Units
1 to 30 days	212
31 to 60 days	136
61 to 90 days	96
91 to 120 days	54
More than 120 Days	189
<b>Average Market Time</b>	<b>105.92</b>

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: 11/15/10

October 1-31, 2010

## Sold Residential Listings

<u>Price Class/Type</u>	<u>&lt; 2 Bed</u>	<u>3 Bed</u>	<u>&gt; 4 Bed</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>	<u>Total Units</u>
\$19,999 or Under	19	51	7	8	1	86
\$20,000 - \$29,999	9	29	5	3	1	47
\$30,000 - \$39,999	8	26	5	0	2	41
\$40,000 - \$49,999	4	16	5	0	2	27
\$50,000 - \$59,999	3	11	4	0	2	20
\$60,000 - \$69,999	1	16	3	0	0	20
\$70,000 - \$79,999	1	22	8	0	1	32
\$80,000 - \$89,999	3	18	2	0	1	24
\$90,000 - \$99,999	1	21	7	0	1	30
\$100,000 - \$119,999	1	27	12	0	2	42
\$120,000 - \$139,999	2	32	13	0	0	47
\$140,000 - \$159,999	0	24	12	1	2	39
\$160,000 - \$179,999	2	22	14	0	2	40
\$180,000 - \$199,999	0	18	20	0	3	41
\$200,000 - \$249,999	1	17	44	0	5	67
\$250,000 - \$299,999	0	8	31	0	2	41
\$300,000 - \$399,999	1	6	35	0	0	42
\$400,000 - \$499,999	0	3	18	0	0	21
\$500,000 - \$749,999	0	3	6	0	0	9
\$750,000 - \$999,999	0	1	0	0	0	1
\$1,000,000 and Over	0	0	0	0	0	0
<b>Totals</b>	<b>56</b>	<b>371</b>	<b>251</b>	<b>12</b>	<b>27</b>	<b>717</b>
<b>Avg. List Price (In \$1000s)</b>	<b>55</b>	<b>111</b>	<b>231</b>	<b>31</b>	<b>144</b>	<b>148</b>
<b>Median List Price (In \$1000s)</b>	<b>33</b>	<b>91</b>	<b>212</b>	<b>13</b>	<b>145</b>	<b>120</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>50</b>	<b>106</b>	<b>219</b>	<b>25</b>	<b>136</b>	<b>141</b>
<b>Median Sale Price (In \$1000s)</b>	<b>30</b>	<b>88</b>	<b>205</b>	<b>10</b>	<b>145</b>	<b>115</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	212
31 - 60 Days	136
61 - 90 Days	96
91 - 120 Days	54
More Than 120 Days	189
<b>Total Units Sold</b>	<b>687</b>
<b>Average Market Time</b>	<b>105.92</b>

<u>Types of Financing</u>	<u># Units</u>
<b>FHA</b>	<b>182</b>
<b>VA</b>	<b>27</b>
<b>Conventional</b>	<b>243</b>
<b>Cash</b>	<b>235</b>
<b>Owner Financed</b>	<b>2</b>
<b>Other</b>	<b>28</b>

# NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 11/15/10

January 1 - October 31, 2010

## Sold Residential Listings

<u>Price Class/Type</u>	<u>&lt; 2 Bed</u>	<u>3 Bed</u>	<u>&gt; 4 Bed</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>	<u>Total Units</u>
\$19,999 or Under	329	650	116	55	31	1181
\$20,000 - \$29,999	103	329	58	29	17	536
\$30,000 - \$39,999	53	309	58	9	11	440
\$40,000 - \$49,999	39	264	46	5	20	374
\$50,000 - \$59,999	35	219	43	1	11	309
\$60,000 - \$69,999	34	233	56	1	6	330
\$70,000 - \$79,999	31	239	55	4	16	345
\$80,000 - \$89,999	23	226	62	0	13	324
\$90,000 - \$99,999	17	222	65	4	10	318
\$100,000 - \$119,999	32	521	132	1	21	707
\$120,000 - \$139,999	34	536	194	1	25	790
\$140,000 - \$159,999	21	366	235	1	24	647
\$160,000 - \$179,999	26	276	238	0	29	569
\$180,000 - \$199,999	11	176	253	0	29	469
\$200,000 - \$249,999	15	252	555	1	36	859
\$250,000 - \$299,999	2	102	400	0	24	528
\$300,000 - \$399,999	3	58	411	0	19	491
\$400,000 - \$499,999	0	18	192	0	7	217
\$500,000 - \$749,999	2	14	135	0	1	152
\$750,000 - \$999,999	0	2	42	0	0	44
\$1,000,000 and Over	0	0	22	0	0	22
<b>Totals</b>	<b>810</b>	<b>5012</b>	<b>3368</b>	<b>112</b>	<b>350</b>	<b>9652</b>
<b>Avg. List Price (In \$1000s)</b>	<b>58</b>	<b>106</b>	<b>249</b>	<b>33</b>	<b>154</b>	<b>153</b>
<b>Median List Price (In \$1000s)</b>	<b>30</b>	<b>96</b>	<b>212</b>	<b>22</b>	<b>145</b>	<b>122</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>53</b>	<b>101</b>	<b>236</b>	<b>29</b>	<b>145</b>	<b>145</b>
<b>Median Sale Price (In \$1000s)</b>	<b>27</b>	<b>91</b>	<b>205</b>	<b>20</b>	<b>136</b>	<b>119</b>

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	2957
31 - 60 Days	1688
61 - 90 Days	1092
91 - 120 Days	855
More Than 120 Days	2599
<b>Total Units Sold</b>	<b>9191</b>
<b>Average Market Time</b>	<b>107.62</b>

<u>Types of Financing</u>	<u># Units</u>
<b>FHA</b>	<b>2899</b>
<b>VA</b>	<b>393</b>
<b>Conventional</b>	<b>2738</b>
<b>Cash</b>	<b>3174</b>
<b>Owner Financed</b>	<b>31</b>
<b>Other</b>	<b>416</b>

# Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS  
Real Estate Trend Indicator

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

Date: 11/15/10

## Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	285	23	9
\$20,000 - \$29,999	213	10	11
\$30,000 - \$39,999	233	12	15
\$40,000 - \$49,999	260	13	17
\$50,000 - \$59,999	262	3	13
\$60,000 - \$69,999	305	9	22
\$70,000 - \$79,999	327	18	25
\$80,000 - \$89,999	339	10	29
\$90,000 - \$99,999	375	4	21
\$100,000 - \$119,999	610	7	41
\$120,000 - \$139,999	692	4	49
\$140,000 - \$159,999	634	2	47
\$160,000 - \$179,999	558	3	41
\$180,000 - \$199,999	505	1	43
\$200,000 - \$249,999	742	1	50
\$250,000 - \$299,999	628	2	36
\$300,000 - \$399,999	653	0	29
\$400,000 - \$499,999	282	0	14
\$500,000 - \$749,999	317	0	4
\$750,000 - \$999,999	129	0	4
\$1,000,000 and Over	135	0	1
<b>Totals</b>	<b>8484</b>	<b>122</b>	<b>521</b>
<b>Average Price (In \$ 1,000s)</b>	<b>218</b>	<b>65</b>	<b>171</b>
<b>Median Price (In \$ 1,000s)</b>	<b>150</b>	<b>58</b>	<b>149</b>

# Inventory Totals

Total Pending: 1,293

Average LP: \$163,645

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1236	203563	164,695
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	42	7491	178,354
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	15	539	35,913
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: 9,126

Average LP: \$213,341

## RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	8484	1849896	218,045
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	520	89018	171,188
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	122	7947	65,141
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