



Multiple Listing Service Sales Report
July 2010

Sales Summary

	July Total MLS Sales			YTD Total MLS Sales		
	2010	2009	% change	2010	2009	% change
Units	816	1,142	-28.5%	6,974	7,049	-1.1%
Average Sales Price	\$144,000	\$156,000	-7.7%	\$144,000	\$139,000	3.6%
Median Sales Price	\$113,000	\$132,000	-14.4%	\$120,000	\$115,000	4.3%

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	29	72	8	5	1	115	837
\$ 20,000 - 29,999	11	31	4	2	2	50	376
\$ 30,000 - 39,999	2	21	5	0	1	29	304
\$ 40,000 - 49,999	1	14	4	0	2	21	261
\$ 50,000 - 59,999	3	27	1	1	1	33	216
\$ 60,000 - 69,999	4	28	5	0	1	38	248
\$ 70,000 - 79,999	4	21	4	2	3	34	249
\$ 80,000 - 89,999	4	23	3	0	0	30	239
\$ 90,000 - 99,999	1	12	7	0	2	22	232
\$100,000 - 119,999	4	44	8	1	1	58	547
\$120,000 - 139,999	4	37	13	0	0	54	604
\$140,000 - 159,999	2	25	27	0	4	58	494
\$160,000 - 179,999	3	27	12	0	1	43	411
\$180,000 - 199,999	1	21	20	0	1	43	343
\$200,000 - 249,999	2	15	51	0	3	71	600
\$250,000 - 299,999	0	7	31	0	1	39	379
\$300,000 - 399,999	1	4	33	0	0	38	328
\$400,000 - 499,999	0	2	16	0	2	20	152
\$500,000 - 749,999	0	0	12	0	0	12	109
\$750,000 - 999,999	0	0	4	0	0	4	28
\$1,000,000 and over	0	0	4	0	0	4	17
Total Types	76	431	272	11	26	816	6,974
Average Sale Price	\$61,000	\$93,000	\$253,000	\$38,000	\$138,000	\$144,000	\$144,000
Median Sale Price	\$28,000	\$80,000	\$210,000	\$25,000	\$101,000	\$113,000	\$120,000

Price Group	Sales	% of Total
0 - \$99,999	372	45.6%
\$100,000 - 199,999	256	31.4%
\$200,000 - 399,999	148	18.1%
\$400,000 and above	40	4.9%

Time on Market	Units
1 to 30 days	258
31 to 60 days	141
61 to 90 days	105
91 to 120 days	73
More than 120 Days	208
Average Market Time	101.37

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: 08/16/10

July 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	29	72	8	5	1	115
\$20,000 - \$29,999	11	31	4	2	2	50
\$30,000 - \$39,999	2	21	5	0	1	29
\$40,000 - \$49,999	1	14	4	0	2	21
\$50,000 - \$59,999	3	27	1	1	1	33
\$60,000 - \$69,999	4	28	5	0	1	38
\$70,000 - \$79,999	4	21	4	2	3	34
\$80,000 - \$89,999	4	23	3	0	0	30
\$90,000 - \$99,999	1	12	7	0	2	22
\$100,000 - \$119,999	4	44	8	1	1	58
\$120,000 - \$139,999	4	37	13	0	0	54
\$140,000 - \$159,999	2	25	27	0	4	58
\$160,000 - \$179,999	3	27	12	0	1	43
\$180,000 - \$199,999	1	21	20	0	1	43
\$200,000 - \$249,999	2	15	51	0	3	71
\$250,000 - \$299,999	0	7	31	0	1	39
\$300,000 - \$399,999	1	4	33	0	0	38
\$400,000 - \$499,999	0	2	16	0	2	20
\$500,000 - \$749,999	0	0	12	0	0	12
\$750,000 - \$999,999	0	0	4	0	0	4
\$1,000,000 and Over	0	0	4	0	0	4
Totals	76	431	272	11	26	816
Avg. List Price (In \$1000s)	66	98	265	38	146	151
Median List Price (In \$1000s)	41	85	220	20	112	118
Avg Sale Price (In \$ 1000s)	61	93	253	38	138	144
Median Sale Price (In \$1000s)	28	80	210	25	101	113

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	258
31 - 60 Days	141
61 - 90 Days	105
91 - 120 Days	73
More Than 120 Days	208
Total Units Sold	785
Average Market Time	101.37

<u>Types of Financing</u>	<u># Units</u>
FHA	222
VA	33
Conventional	229
Cash	294
Owner Financed	3
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: 08/16/10

January 1 - July 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	247	454	78	33	25	837
\$20,000 - \$29,999	72	227	44	19	14	376
\$30,000 - \$39,999	33	214	42	8	7	304
\$40,000 - \$49,999	22	188	30	4	17	261
\$50,000 - \$59,999	24	155	28	1	8	216
\$60,000 - \$69,999	27	178	39	1	3	248
\$70,000 - \$79,999	24	173	35	2	15	249
\$80,000 - \$89,999	18	163	51	0	7	239
\$90,000 - \$99,999	13	159	47	4	9	232
\$100,000 - \$119,999	25	415	92	1	14	547
\$120,000 - \$139,999	28	422	138	1	15	604
\$140,000 - \$159,999	20	278	179	0	17	494
\$160,000 - \$179,999	21	207	163	0	20	411
\$180,000 - \$199,999	8	136	178	0	21	343
\$200,000 - \$249,999	8	181	387	1	23	600
\$250,000 - \$299,999	1	73	289	0	16	379
\$300,000 - \$399,999	1	40	272	0	15	328
\$400,000 - \$499,999	0	13	133	0	6	152
\$500,000 - \$749,999	2	10	96	0	1	109
\$750,000 - \$999,999	0	1	27	0	0	28
\$1,000,000 and Over	0	0	17	0	0	17
Totals	594	3687	2365	75	253	6974
Avg. List Price (In \$1000s)	58	107	248	36	152	152
Median List Price (In \$1000s)	30	100	210	22	140	122
Avg Sale Price (In \$ 1000s)	54	102	236	31	143	144
Median Sale Price (In \$1000s)	26	95	204	21	134	120

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	2161
31 - 60 Days	1189
61 - 90 Days	770
91 - 120 Days	578
More Than 120 Days	1909
Total Units Sold	6607
Average Market Time	109.11

<u>Types of Financing</u>	<u># Units</u>
FHA	2216
VA	292
Conventional	1872
Cash	2252
Owner Financed	23
Other	318

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 08/16/10

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	292	37	7
\$20,000 - \$29,999	217	7	17
\$30,000 - \$39,999	251	12	14
\$40,000 - \$49,999	254	24	14
\$50,000 - \$59,999	304	7	16
\$60,000 - \$69,999	299	12	23
\$70,000 - \$79,999	367	16	18
\$80,000 - \$89,999	348	12	24
\$90,000 - \$99,999	344	4	23
\$100,000 - \$119,999	649	3	54
\$120,000 - \$139,999	720	7	50
\$140,000 - \$159,999	672	2	57
\$160,000 - \$179,999	612	5	41
\$180,000 - \$199,999	524	1	31
\$200,000 - \$249,999	849	4	53
\$250,000 - \$299,999	619	3	34
\$300,000 - \$399,999	716	0	29
\$400,000 - \$499,999	323	0	15
\$500,000 - \$749,999	366	0	5
\$750,000 - \$999,999	160	0	5
\$1,000,000 and Over	148	0	1
Totals	9034	156	531
Average Price (In \$ 1,000s)	224	66	172
Median Price (In \$ 1,000s)	155	50	145

Inventory Totals

Total Active: 9,720

Average LP: \$218,575

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	9033	2023138	223,972
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	531	91322	171,982
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	156	10251	65,709
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: 1,470

Average LP: \$162,891

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1390	228589	164,452
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	57	9829	172,438
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	18	720	40,004
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