



Multiple Listing Service Sales Report
September 2010

Sales Summary

	September Total MLS Sales			YTD Total MLS Sales		
	2010	2009	% change	2010	2009	% change
Units	808	1,039	-22.2%	8,819	9,216	-4.3%
Average Sales Price	\$159,000	\$147,000	8.2%	\$145,000	\$142,000	2.1%
Median Sales Price	\$126,000	\$123,000	2.4%	\$120,000	\$117,000	2.6%

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	25	54	10	4	2	95	1,072
\$ 20,000 - 29,999	7	32	3	0	1	43	484
\$ 30,000 - 39,999	3	28	5	1	2	39	393
\$ 40,000 - 49,999	5	18	2	0	1	26	342
\$ 50,000 - 59,999	3	19	7	0	0	29	285
\$ 60,000 - 69,999	4	17	6	0	1	28	307
\$ 70,000 - 79,999	2	17	3	1	0	23	305
\$ 80,000 - 89,999	1	23	5	0	2	31	296
\$ 90,000 - 99,999	1	22	4	0	0	27	287
\$100,000 - 119,999	2	33	11	0	0	46	660
\$120,000 - 139,999	1	30	15	0	5	51	734
\$140,000 - 159,999	0	28	21	0	2	51	599
\$160,000 - 179,999	0	24	25	0	3	52	523
\$180,000 - 199,999	2	11	25	0	3	41	424
\$200,000 - 249,999	1	21	47	0	4	73	783
\$250,000 - 299,999	1	13	34	0	0	48	482
\$300,000 - 399,999	0	7	52	0	2	61	444
\$400,000 - 499,999	0	1	16	0	1	18	195
\$500,000 - 749,999	0	1	15	0	0	16	139
\$750,000 - 999,999	0	0	8	0	0	8	43
\$1,000,000 and over	0	0	2	0	0	2	22
Total Types	58	399	316	6	29	808	8,819
Average Sale Price	\$43,000	\$100,000	\$256,000	\$25,000	\$152,000	\$159,000	\$145,000
Median Sale Price	\$24,000	\$85,000	\$214,000	\$11,000	\$153,000	\$126,000	\$120,000

Price Group	Sales	% of Total
0 - \$99,999	341	42.2%
\$100,000 - 199,999	241	29.8%
\$200,000 - 399,999	182	22.5%
\$400,000 and above	44	5.4%

Time on Market	Units
1 to 30 days	209
31 to 60 days	148
61 to 90 days	90
91 to 120 days	91
More than 120 Days	241
Average Market Time	108.64

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: 10/15/10

September 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	25	54	10	4	2	95
\$20,000 - \$29,999	7	32	3	0	1	43
\$30,000 - \$39,999	3	28	5	1	2	39
\$40,000 - \$49,999	5	18	2	0	1	26
\$50,000 - \$59,999	3	19	7	0	0	29
\$60,000 - \$69,999	4	17	6	0	1	28
\$70,000 - \$79,999	2	17	3	1	0	23
\$80,000 - \$89,999	1	23	5	0	2	31
\$90,000 - \$99,999	1	22	4	0	0	27
\$100,000 - \$119,999	2	33	11	0	0	46
\$120,000 - \$139,999	1	30	15	0	5	51
\$140,000 - \$159,999	0	28	21	0	2	51
\$160,000 - \$179,999	0	24	25	0	3	52
\$180,000 - \$199,999	2	11	25	0	3	41
\$200,000 - \$249,999	1	21	47	0	4	73
\$250,000 - \$299,999	0	13	34	0	0	47
\$300,000 - \$399,999	0	7	52	0	2	61
\$400,000 - \$499,999	0	1	16	0	1	18
\$500,000 - \$749,999	0	1	15	0	0	16
\$750,000 - \$999,999	0	0	8	0	0	8
\$1,000,000 and Over	0	0	2	0	0	2
Totals	57	399	316	6	29	807
Avg. List Price (In \$1000s)	48	107	272	27	165	169
Median List Price (In \$1000s)	30	90	222	14	160	134
Avg Sale Price (In \$ 1000s)	43	100	256	25	152	159
Median Sale Price (In \$1000s)	24	85	214	11	153	126

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	209
31 - 60 Days	148
61 - 90 Days	90
91 - 120 Days	91
More Than 120 Days	241
Total Units Sold	779
Average Market Time	108.64

<u>Types of Financing</u>	<u># Units</u>
FHA	202
VA	41
Conventional	268
Cash	265
Owner Financed	3
Other	28

NAR Residential Home Sales Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 10/15/10

January 1 - September 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	305	588	104	45	30	1072
\$20,000 - \$29,999	94	296	53	25	16	484
\$30,000 - \$39,999	45	278	52	9	9	393
\$40,000 - \$49,999	33	246	41	4	18	342
\$50,000 - \$59,999	32	204	39	1	9	285
\$60,000 - \$69,999	33	215	52	1	6	307
\$70,000 - \$79,999	30	209	47	4	15	305
\$80,000 - \$89,999	20	204	60	0	12	296
\$90,000 - \$99,999	16	200	58	4	9	287
\$100,000 - \$119,999	31	489	120	1	19	660
\$120,000 - \$139,999	31	499	178	1	25	734
\$140,000 - \$159,999	21	335	221	0	22	599
\$160,000 - \$179,999	24	252	220	0	27	523
\$180,000 - \$199,999	11	156	231	0	26	424
\$200,000 - \$249,999	14	231	507	1	30	783
\$250,000 - \$299,999	2	94	365	0	21	482
\$300,000 - \$399,999	1	52	372	0	19	444
\$400,000 - \$499,999	0	15	173	0	7	195
\$500,000 - \$749,999	2	11	125	0	1	139
\$750,000 - \$999,999	0	1	42	0	0	43
\$1,000,000 and Over	0	0	22	0	0	22
Totals	745	4575	3082	96	321	8819
Avg. List Price (In \$1000s)	58	106	251	34	154	153
Median List Price (In \$1000s)	30	98	212	22	145	123
Avg Sale Price (In \$ 1000s)	53	101	238	29	145	145
Median Sale Price (In \$1000s)	26	92	205	20	135	120

<u>Time on Market</u>	<u># Units</u>
1 - 30 Days	2708
31 - 60 Days	1529
61 - 90 Days	985
91 - 120 Days	789
More Than 120 Days	2383
Total Units Sold	8394
Average Market Time	107.77

<u>Types of Financing</u>	<u># Units</u>
FHA	2685
VA	364
Conventional	2460
Cash	2896
Owner Financed	28
Other	385

Residential Home Listings Report

NATIONAL ASSOCIATION OF REALTORS
Real Estate Trend Indicator

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

Date: 10/15/10

Current Active Listings

<u>Price Class/Type</u>	<u>Single Family</u>	<u>Duplex</u>	<u>Condo/Co-Op</u>
\$19,999 or Under	274	32	7
\$20,000 - \$29,999	201	10	13
\$30,000 - \$39,999	248	16	9
\$40,000 - \$49,999	255	15	16
\$50,000 - \$59,999	286	3	14
\$60,000 - \$69,999	323	11	21
\$70,000 - \$79,999	337	19	19
\$80,000 - \$89,999	354	11	26
\$90,000 - \$99,999	365	1	26
\$100,000 - \$119,999	623	8	44
\$120,000 - \$139,999	705	4	54
\$140,000 - \$159,999	645	1	50
\$160,000 - \$179,999	571	3	42
\$180,000 - \$199,999	494	2	38
\$200,000 - \$249,999	800	1	48
\$250,000 - \$299,999	655	3	37
\$300,000 - \$399,999	669	0	36
\$400,000 - \$499,999	310	0	14
\$500,000 - \$749,999	340	0	4
\$750,000 - \$999,999	134	0	4
\$1,000,000 and Over	147	0	1
Totals	8736	140	523
Average Price (In \$ 1,000s)	221	63	175
Median Price (In \$ 1,000s)	155	49	149

Inventory Totals

Total Active: 9,399

Average LP: \$216,106

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	8736	1930936	221,032
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	523	91469	174,893
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	140	8762	62,586
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: 1,385

Average LP: \$157,977

RES

<u>Status</u>	<u>Tot Prop</u>	<u>Tot Value (1000's)</u>	<u>Avg Value</u>
ACT	0	0	0
PEND	1318	209859	159,225
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	48	7810	162,716
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	989	52,047
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