



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
Total Types	56	371	251	12	27	717	8,819
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
Average Market Time	105.92

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>< 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	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
Totals	56	371	251	12	27	717
Avg. List Price (In \$1000s)	55	111	231	31	144	148
Median List Price (In \$1000s)	33	91	212	13	145	120
Avg Sale Price (In \$ 1000s)	50	106	219	25	136	141
Median Sale Price (In \$1000s)	30	88	205	10	145	115

<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
Total Units Sold	687
Average Market Time	105.92

<u>Types of Financing</u>	<u># Units</u>
FHA	182
VA	27
Conventional	243
Cash	235
Owner Financed	2
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: 11/15/10

January 1 - October 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	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
Totals	810	5012	3368	112	350	9652
Avg. List Price (In \$1000s)	58	106	249	33	154	153
Median List Price (In \$1000s)	30	96	212	22	145	122
Avg Sale Price (In \$ 1000s)	53	101	236	29	145	145
Median Sale Price (In \$1000s)	27	91	205	20	136	119

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	2957	FHA	2899
31 - 60 Days	1688	VA	393
61 - 90 Days	1092	Conventional	2738
91 - 120 Days	855	Cash	3174
More Than 120 Days	2599	Owner Financed	31
Total Units Sold	9191	Other	416
Average Market Time	107.62		

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
Totals	8484	122	521
Average Price (In \$ 1,000s)	218	65	171
Median Price (In \$ 1,000s)	150	58	149

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