



## 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>&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	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
<b>Totals</b>	<b>57</b>	<b>399</b>	<b>316</b>	<b>6</b>	<b>29</b>	<b>807</b>
<b>Avg. List Price (In \$1000s)</b>	<b>48</b>	<b>107</b>	<b>272</b>	<b>27</b>	<b>165</b>	<b>169</b>
<b>Median List Price (In \$1000s)</b>	<b>30</b>	<b>90</b>	<b>222</b>	<b>14</b>	<b>160</b>	<b>134</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>43</b>	<b>100</b>	<b>256</b>	<b>25</b>	<b>152</b>	<b>159</b>
<b>Median Sale Price (In \$1000s)</b>	<b>24</b>	<b>85</b>	<b>214</b>	<b>11</b>	<b>153</b>	<b>126</b>

<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
<b>Total Units Sold</b>	<b>779</b>
<b>Average Market Time</b>	<b>108.64</b>

<u>Types of Financing</u>	<u># Units</u>
<b>FHA</b>	<b>202</b>
<b>VA</b>	<b>41</b>
<b>Conventional</b>	<b>268</b>
<b>Cash</b>	<b>265</b>
<b>Owner Financed</b>	<b>3</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: 10/15/10

January 1 - September 30, 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	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
<b>Totals</b>	<b>745</b>	<b>4575</b>	<b>3082</b>	<b>96</b>	<b>321</b>	<b>8819</b>
<b>Avg. List Price (In \$1000s)</b>	<b>58</b>	<b>106</b>	<b>251</b>	<b>34</b>	<b>154</b>	<b>153</b>
<b>Median List Price (In \$1000s)</b>	<b>30</b>	<b>98</b>	<b>212</b>	<b>22</b>	<b>145</b>	<b>123</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>53</b>	<b>101</b>	<b>238</b>	<b>29</b>	<b>145</b>	<b>145</b>
<b>Median Sale Price (In \$1000s)</b>	<b>26</b>	<b>92</b>	<b>205</b>	<b>20</b>	<b>135</b>	<b>120</b>

<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
<b>Total Units Sold</b>	<b>8394</b>
<b>Average Market Time</b>	<b>107.77</b>

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

# 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
<b>Totals</b>	<b>8736</b>	<b>140</b>	<b>523</b>
<b>Average Price (In \$ 1,000s)</b>	<b>221</b>	<b>63</b>	<b>175</b>
<b>Median Price (In \$ 1,000s)</b>	<b>155</b>	<b>49</b>	<b>149</b>

## 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