



## 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>&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	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
<b>Totals</b>	<b>76</b>	<b>431</b>	<b>272</b>	<b>11</b>	<b>26</b>	<b>816</b>
<b>Avg. List Price (In \$1000s)</b>	<b>66</b>	<b>98</b>	<b>265</b>	<b>38</b>	<b>146</b>	<b>151</b>
<b>Median List Price (In \$1000s)</b>	<b>41</b>	<b>85</b>	<b>220</b>	<b>20</b>	<b>112</b>	<b>118</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>61</b>	<b>93</b>	<b>253</b>	<b>38</b>	<b>138</b>	<b>144</b>
<b>Median Sale Price (In \$1000s)</b>	<b>28</b>	<b>80</b>	<b>210</b>	<b>25</b>	<b>101</b>	<b>113</b>

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	258	FHA	222
31 - 60 Days	141	VA	33
61 - 90 Days	105	Conventional	229
91 - 120 Days	73	Cash	294
More Than 120 Days	208	Owner Financed	3
<b>Total Units Sold</b>	<b>785</b>	Other	35
<b>Average Market Time</b>	<b>101.37</b>		

# 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>&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	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
<b>Totals</b>	<b>594</b>	<b>3687</b>	<b>2365</b>	<b>75</b>	<b>253</b>	<b>6974</b>
<b>Avg. List Price (In \$1000s)</b>	<b>58</b>	<b>107</b>	<b>248</b>	<b>36</b>	<b>152</b>	<b>152</b>
<b>Median List Price (In \$1000s)</b>	<b>30</b>	<b>100</b>	<b>210</b>	<b>22</b>	<b>140</b>	<b>122</b>
<b>Avg Sale Price (In \$ 1000s)</b>	<b>54</b>	<b>102</b>	<b>236</b>	<b>31</b>	<b>143</b>	<b>144</b>
<b>Median Sale Price (In \$1000s)</b>	<b>26</b>	<b>95</b>	<b>204</b>	<b>21</b>	<b>134</b>	<b>120</b>

<u>Time on Market</u>	<u># Units</u>	<u>Types of Financing</u>	<u># Units</u>
1 - 30 Days	2161	FHA	2216
31 - 60 Days	1189	VA	292
61 - 90 Days	770	Conventional	1872
91 - 120 Days	578	Cash	2252
More Than 120 Days	1909	Owner Financed	23
<b>Total Units Sold</b>	<b>6607</b>	Other	318
<b>Average Market Time</b>	<b>109.11</b>		

# 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
<b>Totals</b>	<b>9034</b>	<b>156</b>	<b>531</b>
<b>Average Price (In \$ 1,000s)</b>	<b>224</b>	<b>66</b>	<b>172</b>
<b>Median Price (In \$ 1,000s)</b>	<b>155</b>	<b>50</b>	<b>145</b>

## 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