

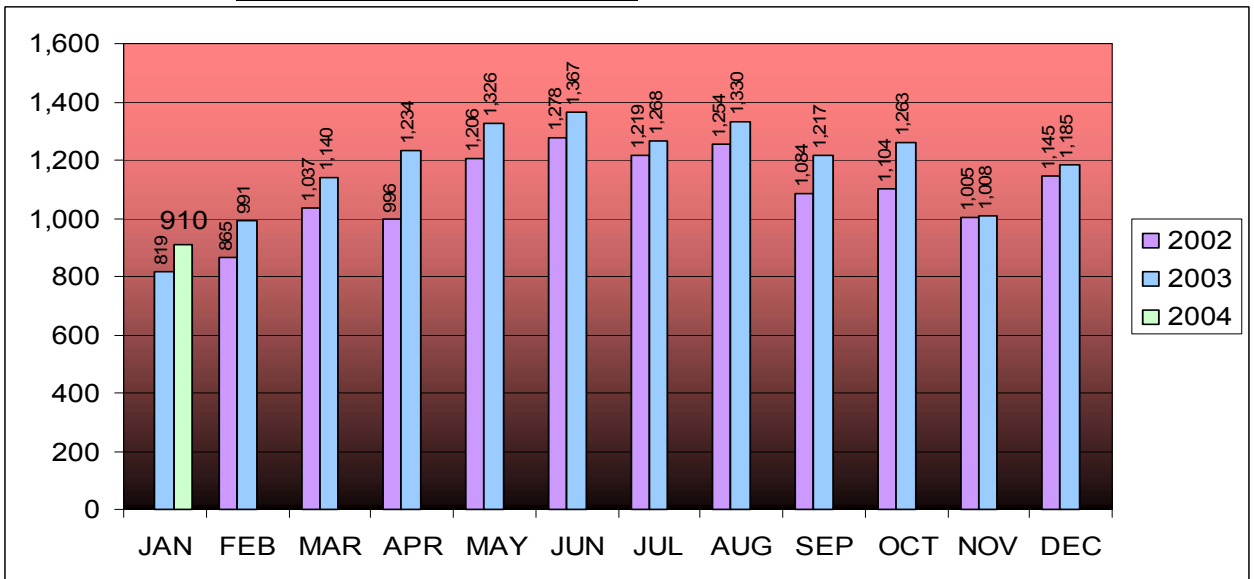


MEMPHIS AREA ASSOCIATION OF REALTORS®

January 2004 Home Sales

Time on Market	Units
1-30 days	209
31-60 days	181
61-90 days	121
91-120 days	108
More than 120 days	271
Total units sold	910
Average market time	100 Days

Financing of Sales	
Type	# Units
FHA	92
VA	28
Conventional	631
Assumption	0
Cash	120
Owner Financed	1
Other Terms	38



TYPE/Price Class	ACTIVE LISTINGS			SOLD					Total Month	Total YTD
	S/FAM Units	Condo/Co-Op	Duplexes	0-2 Bdrms	3 Bdrms	4+ Bdrms	Duplexes	Condo/Co-Op		
\$ 19,999 or under	146	7	4	14	21	5	1	2	43	43
\$ 20,000 - 29,999	170	10	18	7	17	1	1	0	26	26
\$ 30,000 - 39,999	236	13	24	8	19	3	3	0	33	33
\$ 40,000 - 49,999	280	17	16	5	20	2	1	2	30	30
\$ 50,000 - 59,999	378	17	25	7	16	2	0	6	31	31
\$ 60,000 - 69,999	414	18	13	1	29	2	2	1	35	35
\$ 70,000 - 79,999	371	17	7	9	36	3	0	0	48	48
\$ 80,000 - 89,999	418	14	5	2	36	0	0	1	39	39
\$ 90,000 - 99,999	382	11	1	2	30	3	0	2	37	37
\$100,000 - 119,999	640	13	4	7	55	8	0	3	73	73
\$120,000 - 139,999	721	3	6	3	76	13	1	3	96	96
\$140,000 - 159,999	527	13	0	3	49	21	0	3	76	76
\$160,000 - 179,999	527	11	4	2	37	37	0	1	77	77
\$180,000 - 199,999	416	7	2	1	15	32	0	2	50	50
\$200,000 - 249,999	647	11	1	1	22	59	0	4	86	86
\$250,000 - 299,999	407	10	1	0	5	36	0	0	41	41
\$300,000 - 399,999	404	5	1	1	0	45	0	1	47	47
\$400,000 - 499,999	184	6	0	0	1	16	0	0	17	17
\$500,000 - 749,999	183	2	1	0	4	13	0	0	17	17
\$750,000 - 999,999	63	0	0	0	0	7	0	0	7	7
\$1,000,000 or over	56	2	0	1	0	0	0	0	1	1
Total Types	7,570	207	133	74	488	308	9	31	910	910
Average Price	\$176,700	\$149,400	\$70,200	\$84,700	\$112,900	\$253,700	\$47,100	\$120,100	\$157,900	\$157,900
Median Price	\$129,900	\$84,900	\$51,900	\$54,900	\$107,000	\$221,900	\$35,000	\$101,000	\$129,900	\$129,900