

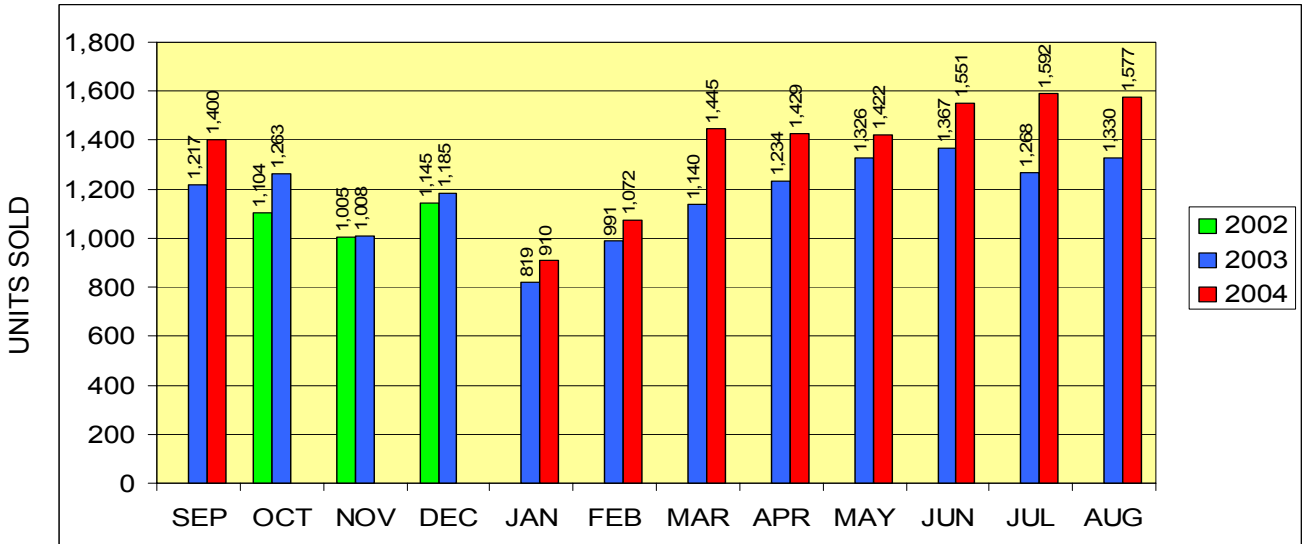


MEMPHIS AREA ASSOCIATION OF REALTORS®

September 2004 Home Sales

Time on Market	Units
1-30 days	399
31-60 days	278
61-90 days	220
91-120 days	139
More than 120 days	327
Total units sold	1,400
Average market time	87.2 days

Financing of Sales	
Type	# Units
FHA	124
VA	21
Conventional	1,020
Assumption	1
Cash	191
Owner Financed	5
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	127	9	2	25	28	5	5	1	64	585
\$ 20,000 - 29,999	158	7	11	11	16	6	3	1	37	338
\$ 30,000 - 39,999	215	18	25	3	18	1	2	2	26	320
\$ 40,000 - 49,999	320	20	13	6	18	1	1	3	29	265
\$ 50,000 - 59,999	447	16	15	7	28	4	0	4	43	394
\$ 60,000 - 69,999	401	17	9	6	38	2	1	3	50	472
\$ 70,000 - 79,999	366	13	6	10	47	3	0	2	62	605
\$ 80,000 - 89,999	369	7	10	7	64	5	1	2	79	648
\$ 90,000 - 99,999	417	11	5	3	49	3	0	3	58	574
\$100,000 - 119,999	655	18	3	10	87	16	1	2	116	1,225
\$120,000 - 139,999	739	8	3	13	124	18	0	4	159	1,421
\$140,000 - 159,999	639	6	2	6	77	35	0	2	120	1,090
\$160,000 - 179,999	559	6	0	2	74	51	0	3	130	1,046
\$180,000 - 199,999	464	9	3	3	28	44	1	1	77	773
\$200,000 - 249,999	743	19	1	1	35	106	0	1	143	1,357
\$250,000 - 299,999	515	3	0	1	14	60	0	0	75	650
\$300,000 - 399,999	486	4	1	1	13	54	0	3	71	703
\$400,000 - 499,999	203	2	0	0	0	26	0	1	27	252
\$500,000 - 749,999	205	1	1	0	1	27	0	0	28	206
\$750,000 - 999,999	102	1	0	0	0	5	0	0	5	56
\$1,000,000 or over	54	1	0	1	0	0	0	0	1	25
Total Types	8,184	196	110	116	759	472	15	38	1,400	13,005
Average Price	\$183,600	\$126,100	\$71,600	\$93,200	\$120,500	\$251,800	\$46,400	\$125,100	\$161,800	\$161,000
Median Price	\$138,500	\$78,500	\$50,000	\$67,000	\$117,000	\$220,000	\$29,000	\$91,500	\$135,000	\$132,500