

Knoxville Association of REALTOR@s  
 609 Weisgarber Road  
 Knoxville, TN 37919  
 PH# 865-584-8647

\*\*\* S A L E S R E P O R T \*\*\*

BEGINNING DATE 1Jan02 ENDING DATE 31Mar02

SINGLE-FAMILY UNIT SALES -- RESIDENTIAL =				OTHER STATISTICS			
PRICE CLASS	BEDROOMS			CONDO SOLD	RESIDENTIAL ACTIVE	CONDO ACTIVE	
	2 OR LESS	3	4 OR MORE				
\$ 19999 OR UNDER	26	9	0	=	0	43	0
\$ 20000-\$ 29999	33	14	5	=	0	91	7
\$ 30000-\$ 39999	21	22	1	=	0	169	3
\$ 40000-\$ 49999	20	25	3	=	4	244	27
\$ 50000-\$ 59999	31	41	7	=	4	321	49
\$ 60000-\$ 69999	30	74	7	=	29	382	71
\$ 70000-\$ 79999	28	73	8	=	28	488	84
\$ 80000-\$ 89999	11	122	14	=	21	536	92
\$ 90000-\$ 99999	5	117	17	=	40	474	96
\$100000-\$119999	12	203	46	=	45	791	125
\$120000-\$139999	4	176	54	=	20	749	139
\$140000-\$159999	4	113	41	=	14	607	71
\$160000-\$179999	1	60	55	=	7	486	65
\$180000-\$199999	3	43	42	=	3	383	38
\$200000-\$249999	5	55	68	=	7	612	47
\$250000-\$299999	1	31	62	=	5	399	25
\$300000-\$399999	2	16	70	=	4	447	22
\$400000-\$499999	0	3	18	=	1	167	4
\$500000 OR OVER	0	2	17	=	0	263	9

TOTALS 237 1199 535 = 232 7652 974

AVERAGE PRICE (IN THOUSANDS \$) 63.8 121.1 217.9 = 112.3 175.3 131.0

MEDIAN PRICE (IN THOUSANDS \$) 56.0 110.0 184.0 = 97.4 129.9 114.9

TIME ON MARKET	#UNITS	TYPES OF FINANCING	#UNITS
1-30 DAYS	677	CONV	1421
31-60 DAYS	369	CASH	260
61-90 DAYS	287	OWNR	17
91-120 DAYS	228	ASSM	1
121-180 DAYS	340	VA	71
MORE THAN 180 DAYS	302	FHA	392
		OTH	38
TOTAL UNITS SOLD	2203	NO FINANCING REPORTED	3
AVERAGE MARKET TIME	97.09		
		TOTAL	2203

\*\*\* N E W L I S T I N G S R E P O R T \*\*\*

BEGINNING DATE 1Jan02 ENDING DATE 31Mar02

PRICE CLASS	RESIDENTIAL	CONDO
\$ 19999 OR UNDER	51	0
\$ 20000-\$ 29999	72	0
\$ 30000-\$ 39999	113	1
\$ 40000-\$ 49999	147	19
\$ 50000-\$ 59999	207	10
\$ 60000-\$ 69999	251	51
\$ 70000-\$ 79999	294	52
\$ 80000-\$ 89999	342	53
\$ 90000-\$ 99999	330	57
\$100000-\$119999	516	52
\$120000-\$139999	512	68
\$140000-\$159999	344	45

\$160000-\$179999	287	27
\$180000-\$199999	199	16
\$200000-\$249999	342	22
\$250000-\$299999	213	9
\$300000-\$399999	233	9
\$400000-\$499999	71	2
\$500000 OR OVER	101	1
-----		
TOTALS	4625	494
-----		
AVERAGE PRICE (IN THOUSANDS \$)	158.1	121.5
-----		
MEDIAN PRICE (IN THOUSANDS \$)	119.9	102.9
-----		

Knoxville Association of REALTOR@s  
 609 Weisgarber Road  
 Knoxville, TN 37919  
 PH# 865-584-8647

\*\*\* S A L E S R E P O R T \*\*\*

BEGINNING DATE 1Apr02 ENDING DATE 30Jun02

SINGLE-FAMILY UNIT SALES -- RESIDENTIAL =				OTHER STATISTICS		
PRICE CLASS	-----BEDROOMS-----			CONDO SOLD	RESIDENTIAL ACTIVE	CONDO ACTIVE
	2 OR LESS	3	4 OR MORE			
\$ 19999 OR UNDER	24	12	2	= 1	42	0
\$ 20000-\$ 29999	26	16	2	= 1	95	6
\$ 30000-\$ 39999	34	36	4	= 2	184	5
\$ 40000-\$ 49999	29	35	6	= 11	220	27
\$ 50000-\$ 59999	36	54	16	= 14	303	45
\$ 60000-\$ 69999	39	97	11	= 27	371	88
\$ 70000-\$ 79999	30	111	14	= 27	477	105
\$ 80000-\$ 89999	15	126	17	= 30	549	98
\$ 90000-\$ 99999	10	147	20	= 44	483	81
\$100000-\$119999	22	262	49	= 60	782	109
\$120000-\$139999	15	233	73	= 41	753	141
\$140000-\$159999	11	153	59	= 28	587	70
\$160000-\$179999	4	95	53	= 19	481	58
\$180000-\$199999	2	62	58	= 5	376	28
\$200000-\$249999	3	79	119	= 18	553	41
\$250000-\$299999	5	34	79	= 4	418	24
\$300000-\$399999	2	24	88	= 4	418	19
\$400000-\$499999	0	5	33	= 1	155	5
\$500000 OR OVER	1	4	29	= 0	274	10

TOTALS 308 1585 732 = 337 7521 960

AVERAGE PRICE (IN THOUSANDS \$) 73.9 123.1 223.1 = 116.1 178.7 127.7

MEDIAN PRICE (IN THOUSANDS \$) 61.0 112.9 190.0 = 104.9 129.9 108.9

TIME ON MARKET	#UNITS	TYPES OF FINANCING	#UNITS
1-30 DAYS	994	CONV	2018
31-60 DAYS	549	CASH	350
61-90 DAYS	361	OWNR	10
91-120 DAYS	273	ASSM	1
121-180 DAYS	385	VA	95
MORE THAN 180 DAYS	400	FHA	399
		OTH	83
TOTAL UNITS SOLD	2962	NO FINANCING REPORTED	6
AVERAGE MARKET TIME	93.24	TOTAL	2962

\*\*\* N E W L I S T I N G S R E P O R T \*\*\*

BEGINNING DATE 1Apr02 ENDING DATE 30Jun02

PRICE CLASS	RESIDENTIAL	CONDO
\$ 19999 OR UNDER	38	0
\$ 20000-\$ 29999	72	1
\$ 30000-\$ 39999	111	1
\$ 40000-\$ 49999	141	11
\$ 50000-\$ 59999	186	12
\$ 60000-\$ 69999	270	49
\$ 70000-\$ 79999	299	62
\$ 80000-\$ 89999	378	51
\$ 90000-\$ 99999	333	62
\$100000-\$119999	558	81
\$120000-\$139999	527	76
\$140000-\$159999	423	32

\$160000-\$179999	312	37
\$180000-\$199999	240	17
\$200000-\$249999	313	24
\$250000-\$299999	254	10
\$300000-\$399999	208	8
\$400000-\$499999	85	0
\$500000 OR OVER	137	4
-----		
TOTALS	4885	538
-----		
AVERAGE PRICE (IN THOUSANDS \$)	168.0	123.2
-----		
MEDIAN PRICE (IN THOUSANDS \$)	124.9	109.9
-----		

Knoxville Association of REALTOR@s  
 609 Weisgarber Road  
 Knoxville, TN 37919  
 PH# 865-584-8647

\*\*\* S A L E S R E P O R T \*\*\*

BEGINNING DATE 1Jul02 ENDING DATE 30Sep02

SINGLE-FAMILY UNIT SALES -- RESIDENTIAL =				OTHER STATISTICS		
PRICE CLASS	BEDROOMS			CONDO SOLD	RESIDENTIAL ACTIVE	CONDO ACTIVE
	2 OR LESS	3	4 OR MORE			
\$ 19999 OR UNDER	23	10	3	= 1	40	0
\$ 20000-\$ 29999	29	22	1	= 1	96	4
\$ 30000-\$ 39999	27	28	4	= 1	184	3
\$ 40000-\$ 49999	33	32	2	= 11	249	21
\$ 50000-\$ 59999	45	42	5	= 9	289	49
\$ 60000-\$ 69999	39	69	3	= 40	397	83
\$ 70000-\$ 79999	34	107	9	= 43	447	77
\$ 80000-\$ 89999	24	162	17	= 38	471	88
\$ 90000-\$ 99999	13	146	26	= 42	454	65
\$100000-\$119999	17	248	56	= 51	723	110
\$120000-\$139999	11	182	107	= 31	743	133
\$140000-\$159999	5	128	64	= 26	619	65
\$160000-\$179999	4	87	63	= 17	487	55
\$180000-\$199999	2	63	48	= 7	397	27
\$200000-\$249999	2	60	106	= 11	547	34
\$250000-\$299999	2	43	77	= 8	404	21
\$300000-\$399999	2	15	77	= 2	424	24
\$400000-\$499999	2	4	23	= 2	159	8
\$500000 OR OVER	1	1	38	= 0	277	10

TOTALS 315 1449 729 = 341 7407 877

AVERAGE PRICE (IN THOUSANDS \$) 71.7 120.4 223.4 = 111.0 180.4 130.8

MEDIAN PRICE (IN THOUSANDS \$) 61.0 109.8 181.0 = 95.6 129.9 109.9

TIME ON MARKET	#UNITS	TYPES OF FINANCING	#UNITS
1-30 DAYS	927	CONV	1854
31-60 DAYS	550	CASH	328
61-90 DAYS	432	OWNR	15
91-120 DAYS	285	ASSM	1
121-180 DAYS	351	VA	68
MORE THAN 180 DAYS	288	FHA	422
		OTH	143
TOTAL UNITS SOLD	2833	NO FINANCING REPORTED	3
AVERAGE MARKET TIME	84.83	TOTAL	2834

\*\*\* N E W L I S T I N G S R E P O R T \*\*\*

BEGINNING DATE 1Jul02 ENDING DATE 30Sep02

PRICE CLASS	RESIDENTIAL	CONDO
\$ 19999 OR UNDER	27	0
\$ 20000-\$ 29999	71	1
\$ 30000-\$ 39999	104	1
\$ 40000-\$ 49999	162	7
\$ 50000-\$ 59999	197	12
\$ 60000-\$ 69999	256	46
\$ 70000-\$ 79999	284	66
\$ 80000-\$ 89999	298	59
\$ 90000-\$ 99999	306	39
\$100000-\$119999	498	65
\$120000-\$139999	495	56
\$140000-\$159999	403	27

\$160000-\$179999	319	18
\$180000-\$199999	226	16
\$200000-\$249999	308	13
\$250000-\$299999	222	9
\$300000-\$399999	229	14
\$400000-\$499999	78	5
\$500000 OR OVER	115	3
-----		
TOTALS	4598	457
-----		
AVERAGE PRICE (IN THOUSANDS \$)	161.3	125.1
-----		
MEDIAN PRICE (IN THOUSANDS \$)	125.0	99.9
-----		

# Home Sales Report

## Beginning 10/01/2002, Ending 12/31/2002

### Single-Family Unit Sales by Price

<u>Price</u>	<u>Bedrooms</u>			<u>Condos Sold</u>	<u>Other Statistics</u>	
	<u>2-</u>	<u>3</u>	<u>4+</u>		<u>Residential Active</u>	<u>Condos Active</u>
\$0 - \$19,999	25	12	5	1	107	0
\$20,000 - \$29,999	17	15	4	0	153	6
\$30,000 - \$39,999	20	35	3	2	311	8
\$40,000 - \$49,999	28	22	2	4	432	28
\$50,000 - \$59,999	37	49	5	4	506	64
\$60,000 - \$69,999	40	80	10	24	647	97
\$70,000 - \$79,999	32	108	13	31	707	107
\$80,000 - \$89,999	31	152	17	33	738	118
\$90,000 - \$99,999	8	145	14	35	726	101
\$100,000 - \$119,999	12	234	45	44	1,134	140
\$120,000 - \$139,999	9	221	69	45	1,170	155
\$140,000 - \$159,999	10	134	60	16	870	83
\$160,000 - \$179,999	2	98	65	11	685	63
\$180,000 - \$199,999	0	59	49	8	559	38
\$200,000 - \$249,999	4	52	107	8	814	45
\$250,000 - \$299,999	1	35	51	6	598	25
\$300,000 - \$399,999	0	24	70	3	541	27
\$400,000 - \$499,999	1	4	31	0	238	7
\$500,000 or Over	0	3	28	2	372	10
<b>Totals</b>	<b>277</b>	<b>1,482</b>	<b>648</b>	<b>277</b>	<b>11,308</b>	<b>1,122</b>
<b>Average Price</b> (in thousands \$)	<b>68.0</b>	<b>121.7</b>	<b>223.0</b>	<b>117.2</b>	<b>171.4</b>	<b>126.6</b>
<b>Median Price</b> (in thousands \$)	<b>62.9</b>	<b>110.0</b>	<b>183.0</b>	<b>102.5</b>	<b>124.9</b>	<b>105.9</b>
<b>Sum Price</b> (in thousands \$)	<b>18,836.2</b>	<b>180,322.1</b>	<b>144,491.3</b>	<b>32,470.1</b>	<b>1,937,945.3</b>	<b>142,086.5</b>

### Single-Family Unit Sales By Days On Market

<u>Time On Market</u>	<u>Units</u>
1 - 30 Days	747
31 - 60 Days	451
61 - 90 Days	413
91 - 120 Days	315
121 - 180 Days	394
181+ Days	362
<b>Units Sold</b>	<b>2,684</b>
<b>Average Market Time</b>	<b>97 Days</b>

### Single-Family Unit Sales By Financing

<u>Type</u>	<u>Units</u>
Cash	300
Conventional	1,804
FHA	303
Other	172
Owner	15
VA	87
<b>Total</b>	<b>2,684</b>

## New Listings Report

### Listings Taken By List Price

<u>List Price</u>	<u>Residential</u>	<u>Condo</u>
\$0 - \$19,999	46	0
\$20,000 - \$29,999	50	1
\$30,000 - \$39,999	107	3
\$40,000 - \$49,999	158	4
\$50,000 - \$59,999	180	8
\$60,000 - \$69,999	244	30
\$70,000 - \$79,999	255	48
\$80,000 - \$89,999	242	42
\$90,000 - \$99,999	263	55
\$100,000 - \$119,999	426	51
\$120,000 - \$139,999	428	50
\$140,000 - \$159,999	292	33
\$160,000 - \$179,999	227	22
\$180,000 - \$199,999	188	14
\$200,000 - \$249,999	288	17
\$250,000 - \$299,999	190	9
\$300,000 - \$399,999	161	8
\$400,000 - \$499,999	90	1
\$500,000 or Over	98	3
<b>Totals</b>	<b>3,933</b>	<b>399</b>
<b>Average Price (in thousands \$)</b>	<b>162.1</b>	<b>126.6</b>
<b>Total Price (in thousands \$)</b>	<b>637,721.0</b>	<b>50,493.6</b>



**Sales Report**  
**Beginning 01/01/2002, Ending 12/31/2002**

<b>Single-Family Unit Sales - Residential</b>				<b>Other Statistics</b>		
<b>Price Class</b>	<b>Bedrooms</b>			<b>Condo Sold</b>	<b>Residential Active</b>	<b>Condo Active</b>
	<b>2 or Less</b>	<b>3</b>	<b>4 or More</b>			
\$0 - \$19,999	82	34	7	0	51	0
\$20,000 - \$29,999	113	64	14	4	69	2
\$30,000 - \$39,999	119	132	16	4	152	3
\$40,000 - \$49,999	144	144	13	34	231	19
\$50,000 - \$59,999	174	209	27	31	250	15
\$60,000 - \$69,999	168	347	37	125	341	64
\$70,000 - \$79,999	133	453	50	146	347	63
\$80,000 - \$89,999	97	594	71	144	353	65
\$90,000 - \$99,999	49	603	85	169	333	63
\$100,000 - \$119,999	57	1022	185	195	556	72
\$120,000 - \$139,999	51	893	312	169	629	92
\$140,000 - \$159,999	34	569	246	78	442	51
\$160,000 - \$179,999	23	360	232	46	377	42
\$180,000 - \$199,999	8	259	223	29	297	25
\$200,000 - \$249,999	16	262	403	50	448	32
\$250,000 - \$299,999	8	161	289	20	362	19
\$300,000 - \$399,999	9	79	317	18	332	17
\$400,000 - \$499,999	3	24	107	2	136	6
\$500,000 or Over	1	12	114	3	257	8
<b>Totals</b>	<b>1289</b>	<b>6221</b>	<b>2748</b>	<b>1267</b>	<b>5963</b>	<b>658</b>
<b>Average Price</b> (in Thousands \$)	<b>72.6</b>	<b>123.9</b>	<b>225.8</b>	<b>115.2</b>	<b>186.5</b>	<b>134.8</b>
<b>Median Price</b> (in Thousands \$)	<b>61.9</b>	<b>112.5</b>	<b>189.9</b>	<b>99.9</b>	<b>129.9</b>	<b>109.9</b>
<b>Sum Price</b> (in Thousands \$)	<b>93,630.8</b>	<b>770,633.5</b>	<b>620,510.5</b>	<b>145,954.8</b>	<b>1,111,874.4</b>	<b>88,687.5</b>
<b>Time on Market</b>		<b># Units</b>	<b>Types of Financing</b>		<b># Units</b>	
1 - 30 Days		3464	Conventional		7581	
31 - 60 Days		2045	Cash		1432	
61 - 90 Days		1617	Owner		80	
91 - 120 Days		1196	Assumable		3	
121 - 180 Days		1599	VA		322	
181 or Over		1604	FHA		1553	
<b>Total Units Sold</b>		<b>11525</b>	<b>Other</b>		<b>537</b>	
<b>Average Market Time</b>		<b>94 Day(s)</b>	<b>No Financing Reported</b>		<b>17</b>	
			<b>Total</b>		<b>11525</b>	

<b>New Listings Report</b>		
<b>Beginning 01/01/2002, Ending 12/31/2002</b>		
<b>Price Class</b>	<b>Residential</b>	<b>Condo</b>
<b>\$0 - \$19,999</b>	145	0
<b>\$20,000 - \$29,999</b>	211	2
<b>\$30,000 - \$39,999</b>	338	5
<b>\$40,000 - \$49,999</b>	439	35
<b>\$50,000 - \$59,999</b>	530	32
<b>\$60,000 - \$69,999</b>	727	148
<b>\$70,000 - \$79,999</b>	768	163
<b>\$80,000 - \$89,999</b>	874	152
<b>\$90,000 - \$99,999</b>	863	168
<b>\$100,000 - \$119,999</b>	1438	191
<b>\$120,000 - \$139,999</b>	1514	181
<b>\$140,000 - \$159,999</b>	1023	97
<b>\$160,000 - \$179,999</b>	787	70
<b>\$180,000 - \$199,999</b>	623	42
<b>\$200,000 - \$249,999</b>	897	59
<b>\$250,000 - \$299,999</b>	648	29
<b>\$300,000 - \$399,999</b>	556	26
<b>\$400,000 - \$499,999</b>	208	7
<b>\$500,000 or Over</b>	309	9
<b>Totals</b>	<b>12898</b>	<b>1416</b>
<b>Average Price (in Thousands \$)</b>	<b>160.2</b>	<b>122.5</b>
<b>Median Price (in Thousands \$)</b>	<b>123.5</b>	<b>102.0</b>