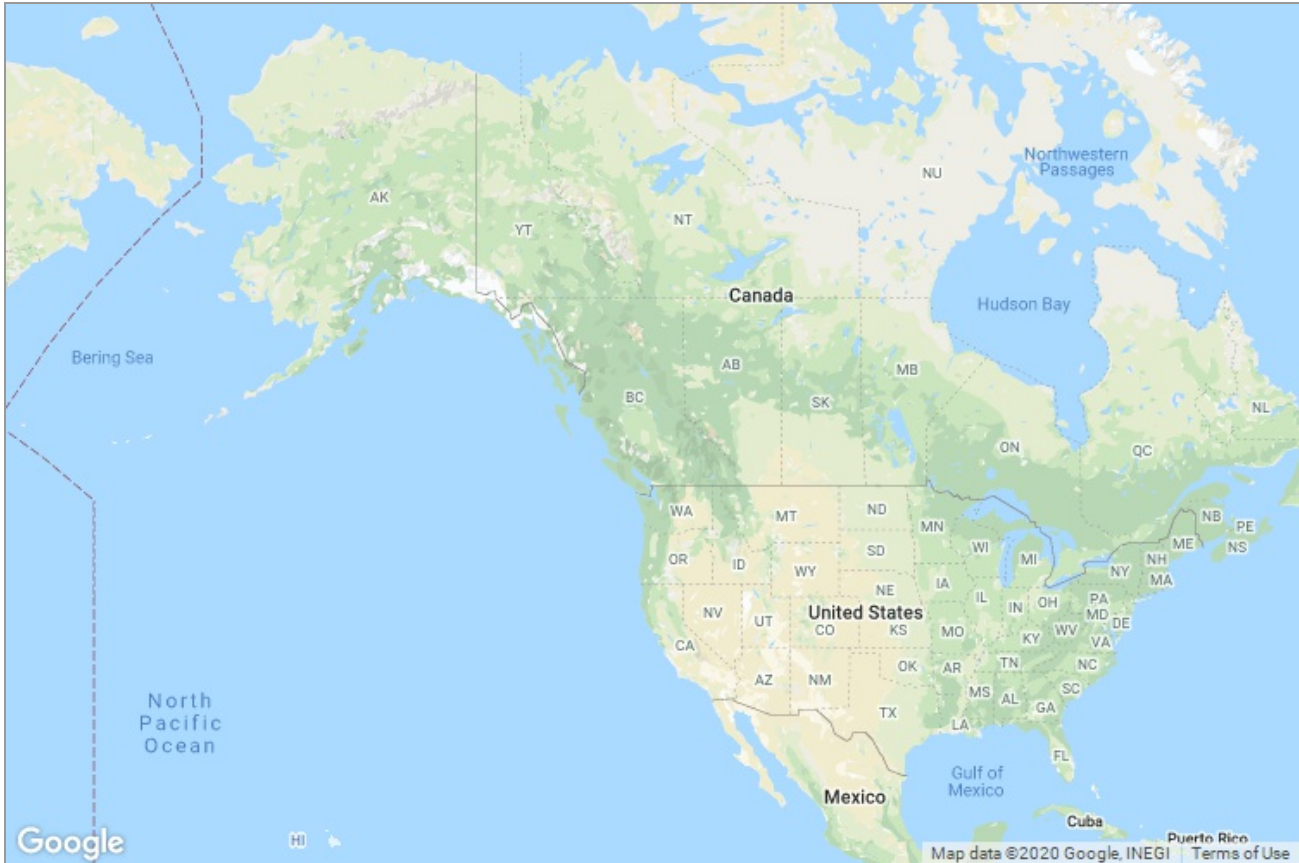


TN Housing Market - December 2019



Report Characteristics

Report Name:

TN Housing Market - December 2019

Report Date Range:

12/2019 – 1/2020

Filters Used:

Property Type

Avg/Med: Both

Run Date: 02/20/2020

Scheduled: No

Presented by

Tennessee REALTORS® |

Communications Director | RCE

(615) 321-1477

Other: www.tnrealtors.com

901 19th Avenue S.
Nashville, TN 37212

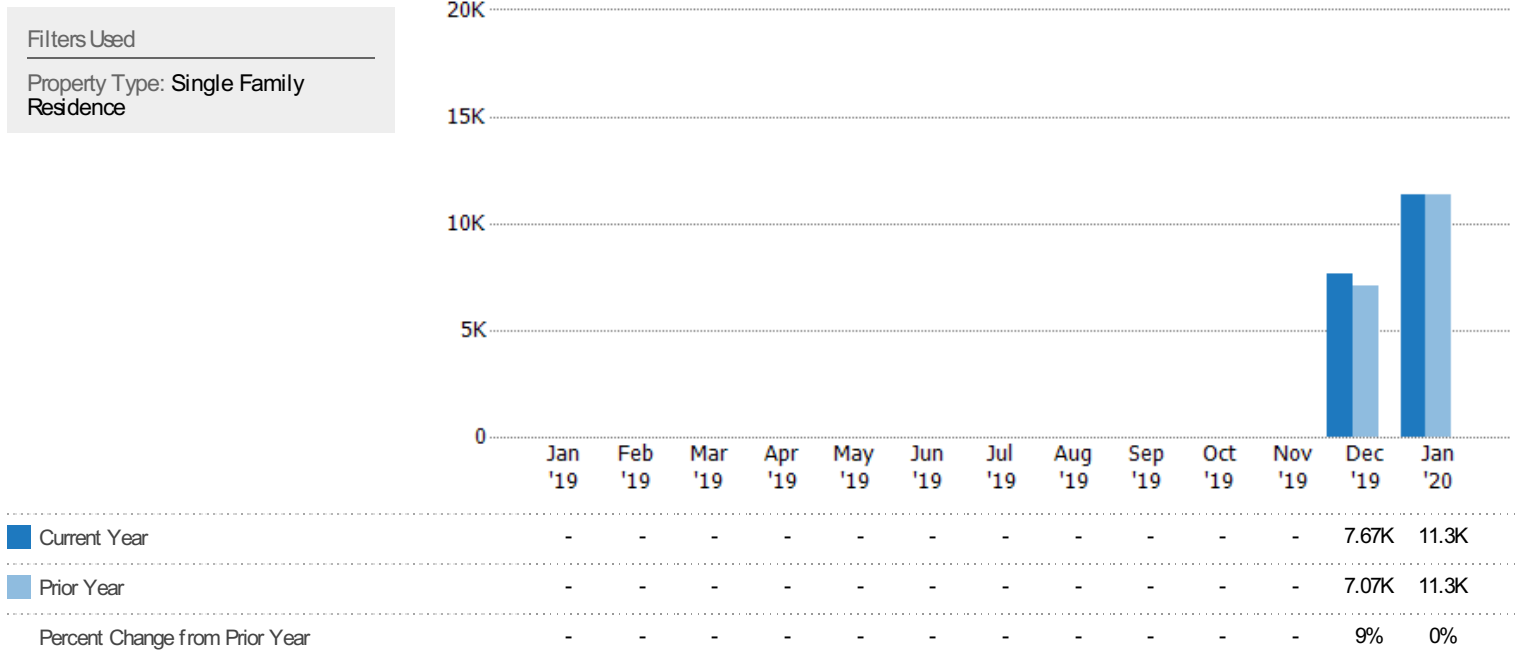
Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Jan 2020	Jan 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	11,315	11,300	+0.1%	18,986	18,368	+3.4%
New Listing Volume	\$3,612,163,771	\$3,441,359,362	+5%	\$5,949,936,479	\$5,497,896,889	+8.2%
Active Listing Count	69,192	54,761	+26.4%	N/A	N/A	
Active Listing Volume	\$28,472,758,070	\$21,179,942,808	+34.4%	N/A	N/A	
Average Listing Price	\$411,611	\$386,827	+6.4%	\$410,362	\$386,062	+6.3%
Median Listing Price	\$319,500	\$299,900	+6.5%	\$317,502	\$299,455	+6%
Average Listing Price per Sq Ft	\$157	\$150	+5.3%	\$157	\$149	+5.3%
Median Listing Price per Sq Ft	\$140	\$134	+4.5%	\$140	\$134	+4.9%
Sales Activity Charts Metrics						
New Pending Sales Count	10,423	8,082	+29%	21,035	14,628	+43.8%
New Pending Sales Volume	\$2,969,700,673	\$2,080,996,439	+42.7%	\$6,040,075,747	\$3,793,882,037	+59.2%
Pending Sales Count	12,769	10,713	+19.2%	N/A	N/A	
Pending Sales Volume	\$3,841,608,421	\$3,053,356,801	+25.8%	N/A	N/A	
Closed Sales Count	6,897	5,788	+19.2%	15,615	13,129	+18.9%
Closed Sales Volume	\$1,870,222,180	\$1,454,760,884	+28.6%	\$4,323,890,205	\$3,354,530,024	+28.9%
Average Sales Price	\$271,165	\$251,341	+7.9%	\$276,906	\$255,505	+8.4%
Median Sales Price	\$230,000	\$210,000	+9.5%	\$233,783	\$212,796	+9.9%
Average Sales Price per Sq Ft	\$132	\$124	+6.8%	\$134	\$125	+7.2%
Median Sales Price per Sq Ft	\$125	\$119	+5%	\$127	\$119	+6.5%

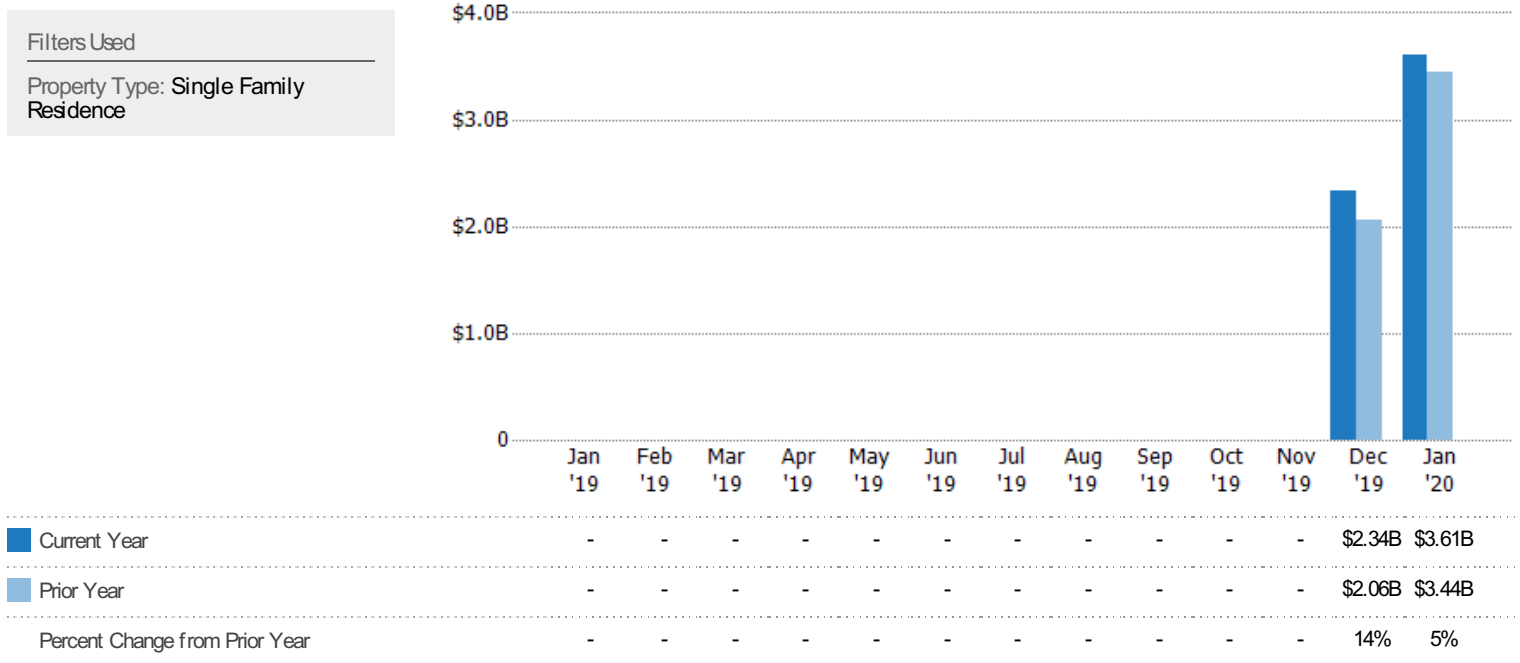
New Listings

The number of new residential listings that were added each month.



New Listing Volume

The sum of the listing price of residential listings that were added each month.

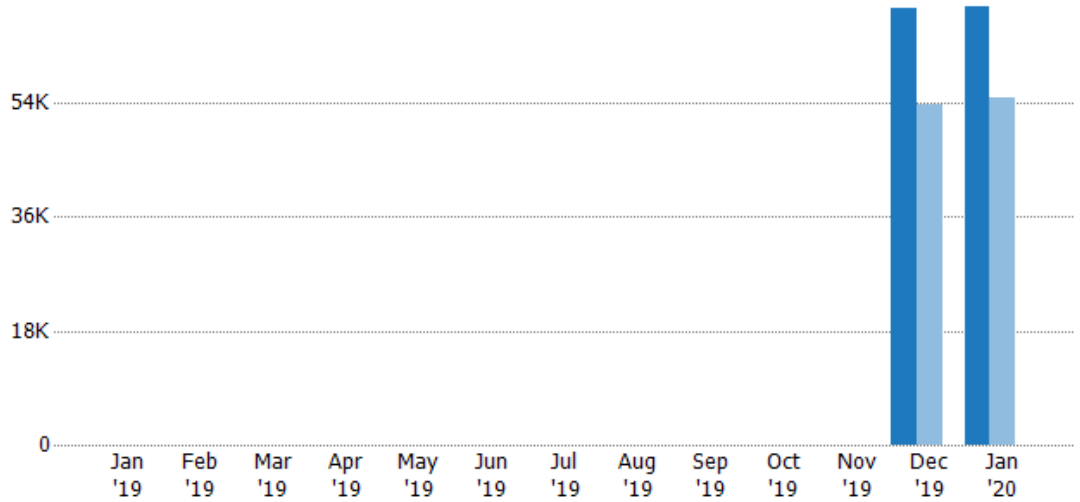


Active Listings

The number of active residential listings at the end of each month.

Filters Used

Property Type: Single Family Residence



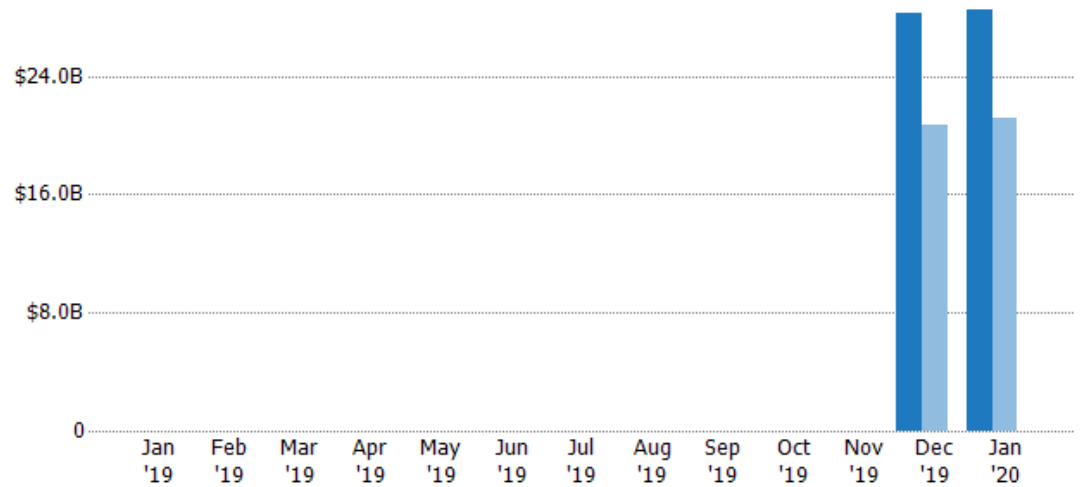
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	-	-	-	-	-	-	-	-	-	-	-	69K	69.2K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	53.6K	54.8K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	29%	26%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

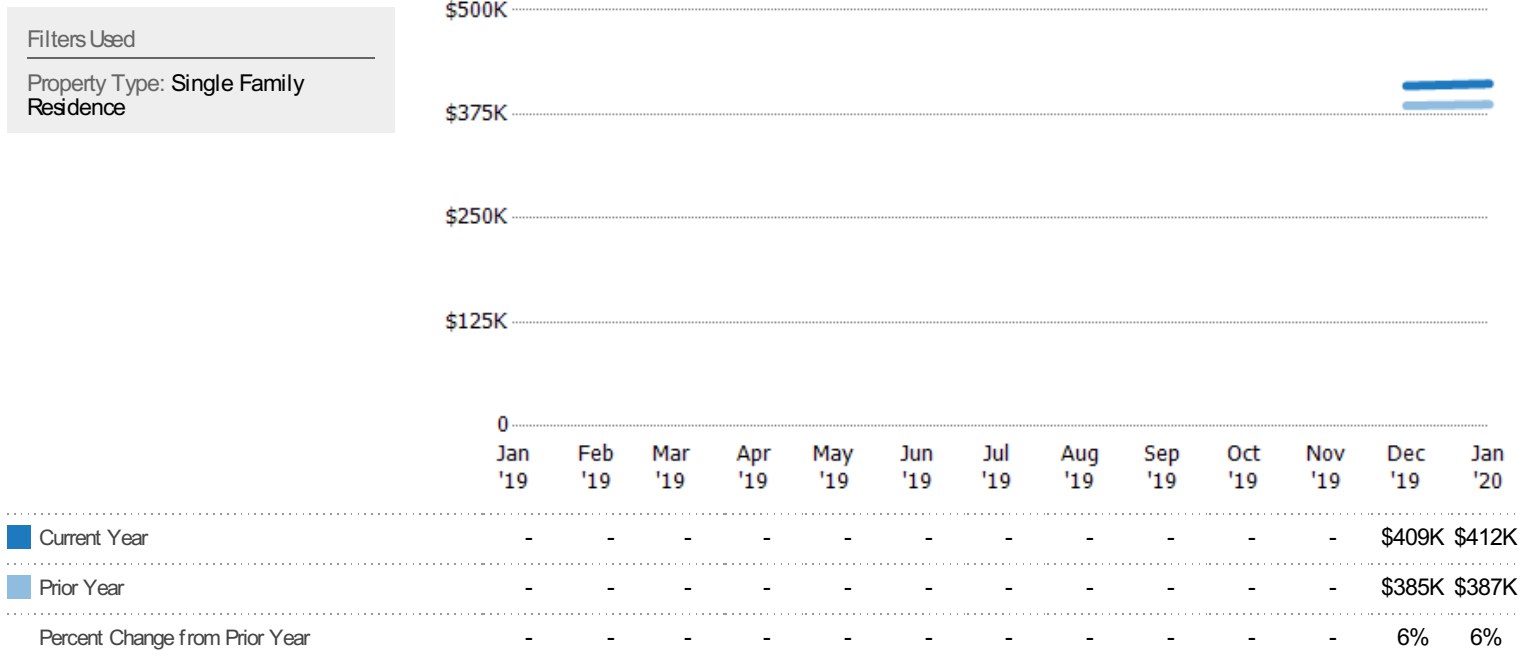
Property Type: Single Family Residence



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	-	-	-	-	-	-	-	-	-	-	-	\$28.2B	\$28.5B
Prior Year	-	-	-	-	-	-	-	-	-	-	-	\$20.6B	\$21.2B
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	37%	34%

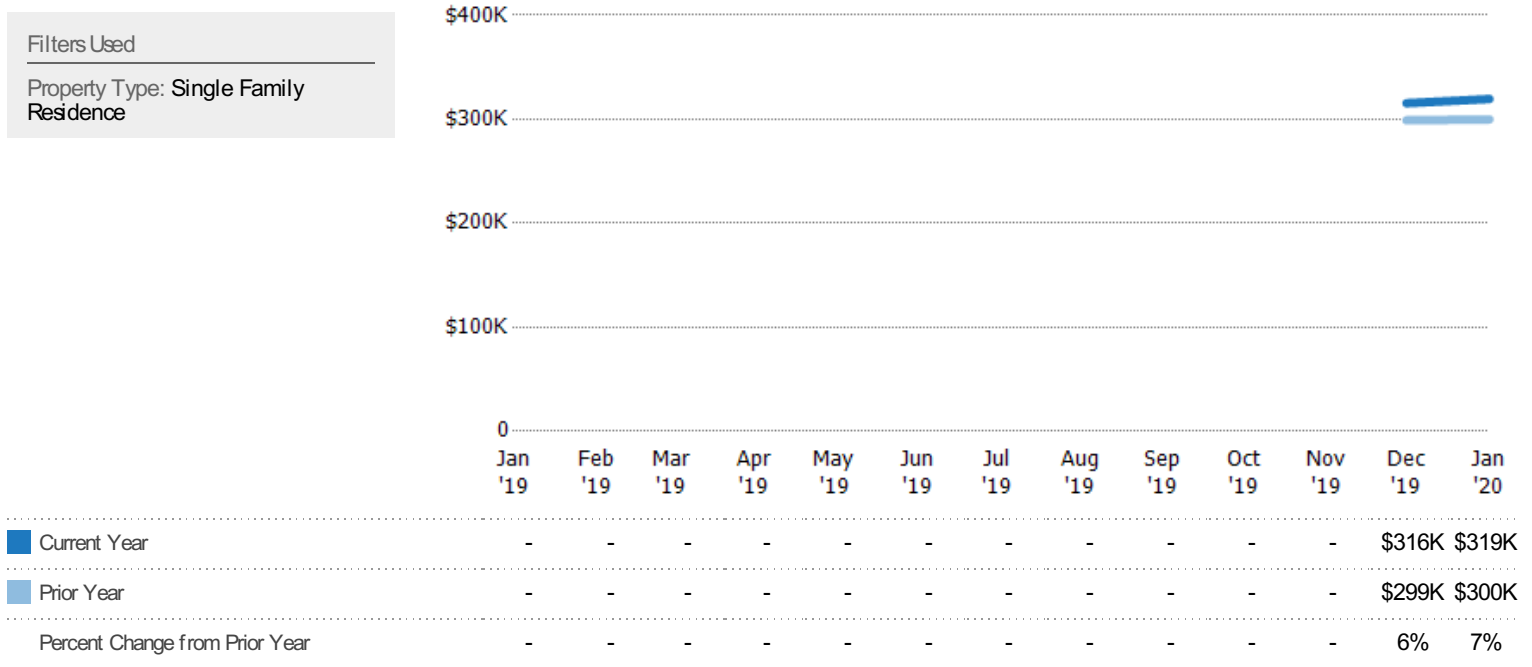
Average Listing Price

The average listing price of active residential listings at the end of each month.



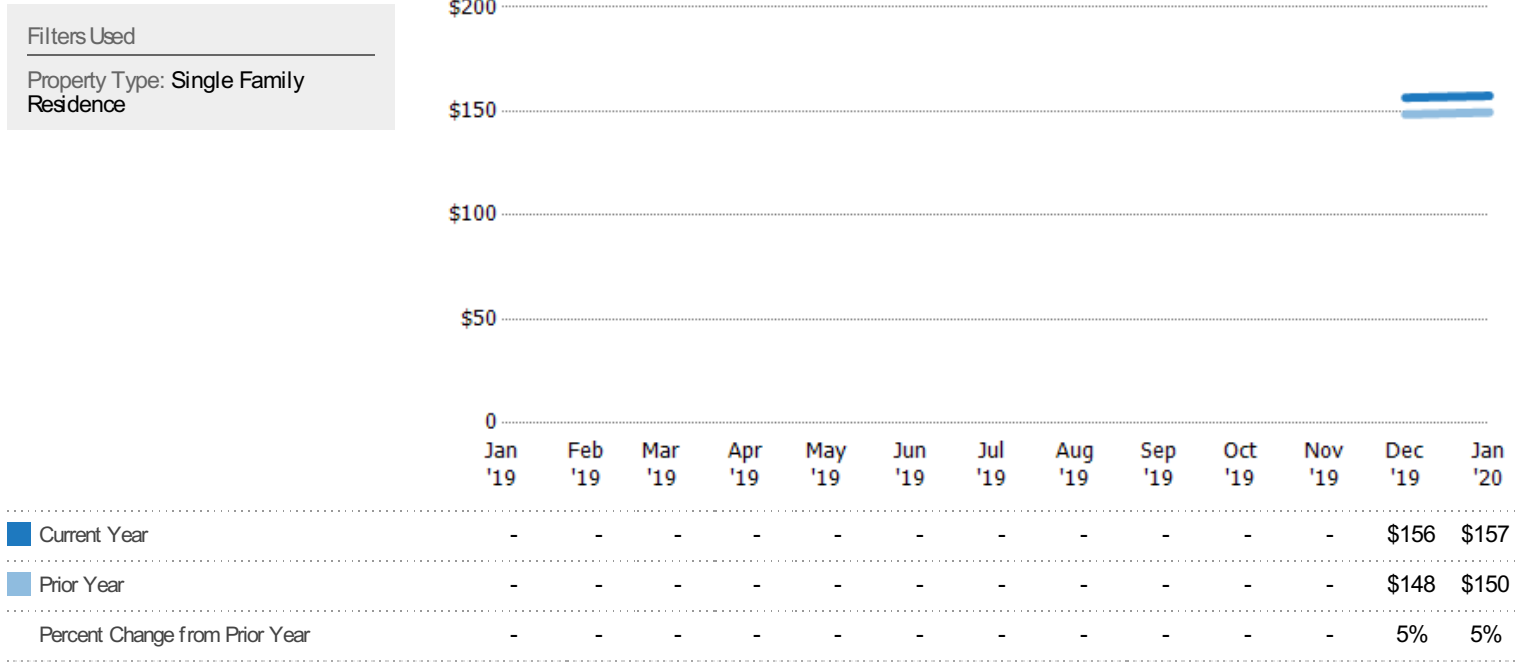
Median Listing Price

The median listing price of active residential listings at the end of each month.



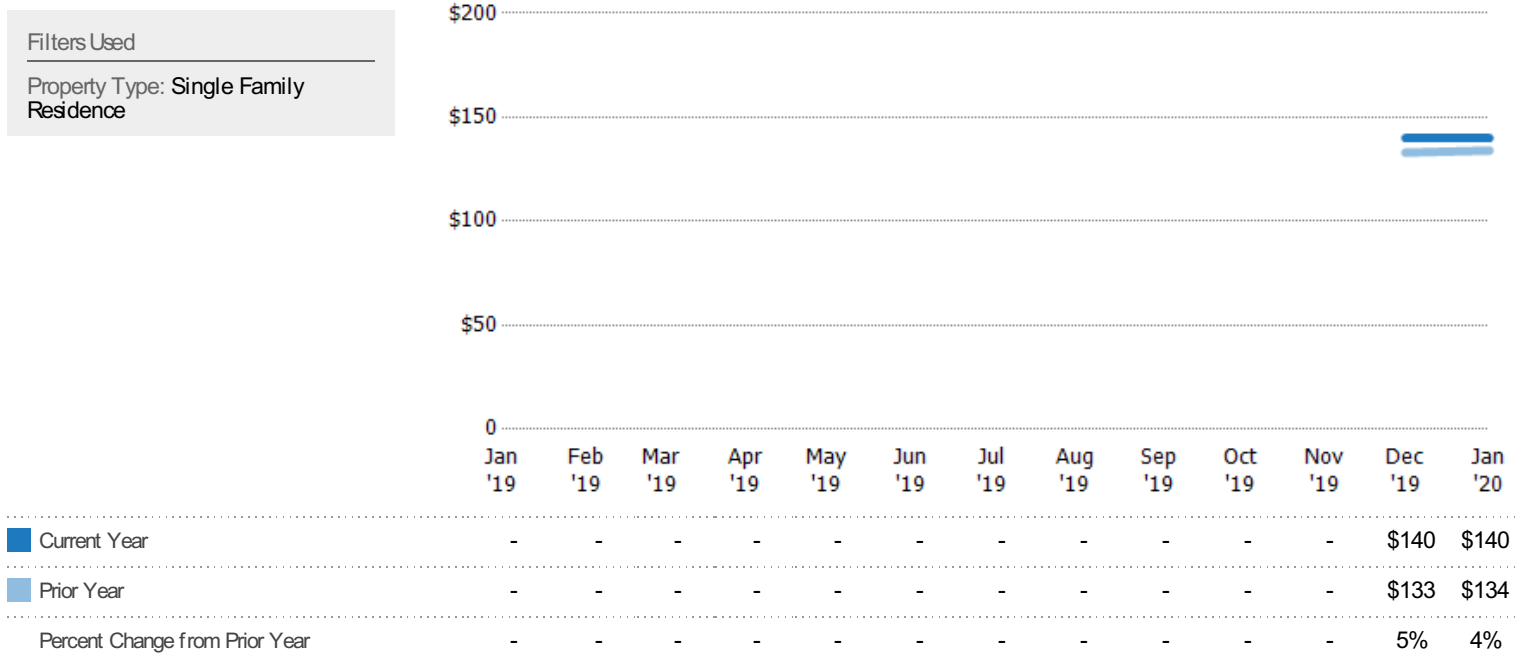
Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.



Median Listing Price per Sq Ft

The median of listing prices divided by the living area of homes on market at the end of each month.

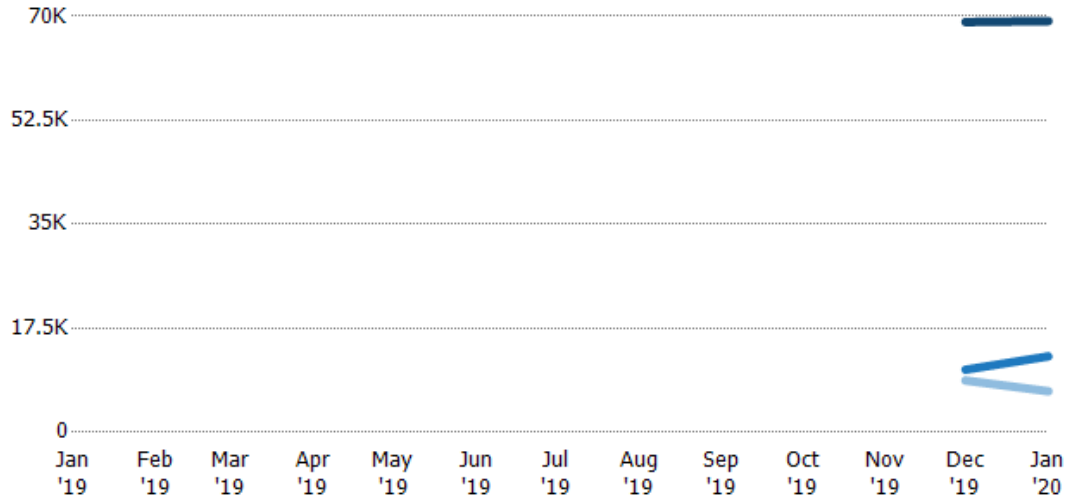


Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

Property Type: Single Family Residence



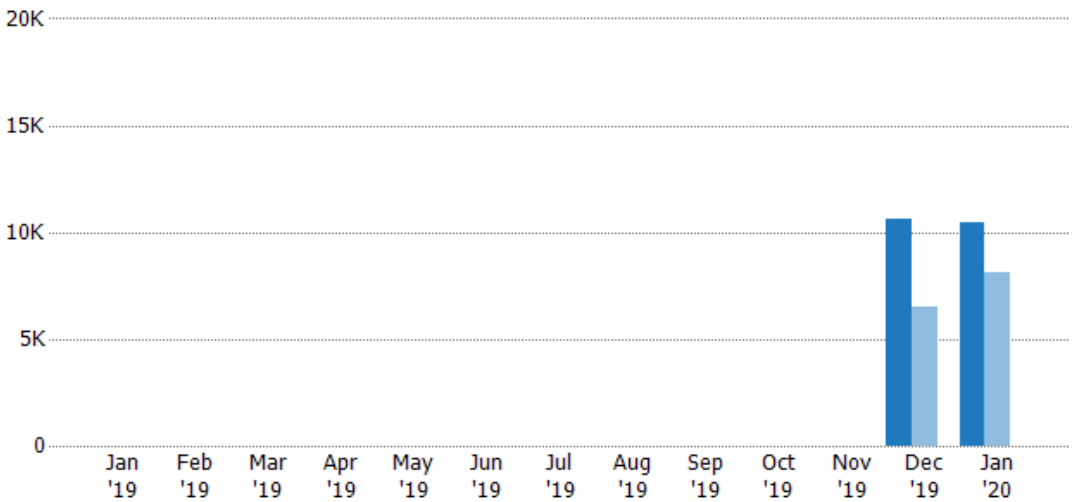
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Active	-	-	-	-	-	-	-	-	-	-	-	69K	69.2K
Pending	-	-	-	-	-	-	-	-	-	-	-	10.5K	12.8K
Sold	-	-	-	-	-	-	-	-	-	-	-	8.72K	6.9K

New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

Property Type: Single Family Residence



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	-	-	-	-	-	-	-	-	-	-	-	10.6K	10.4K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	6.55K	8.08K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	62%	29%

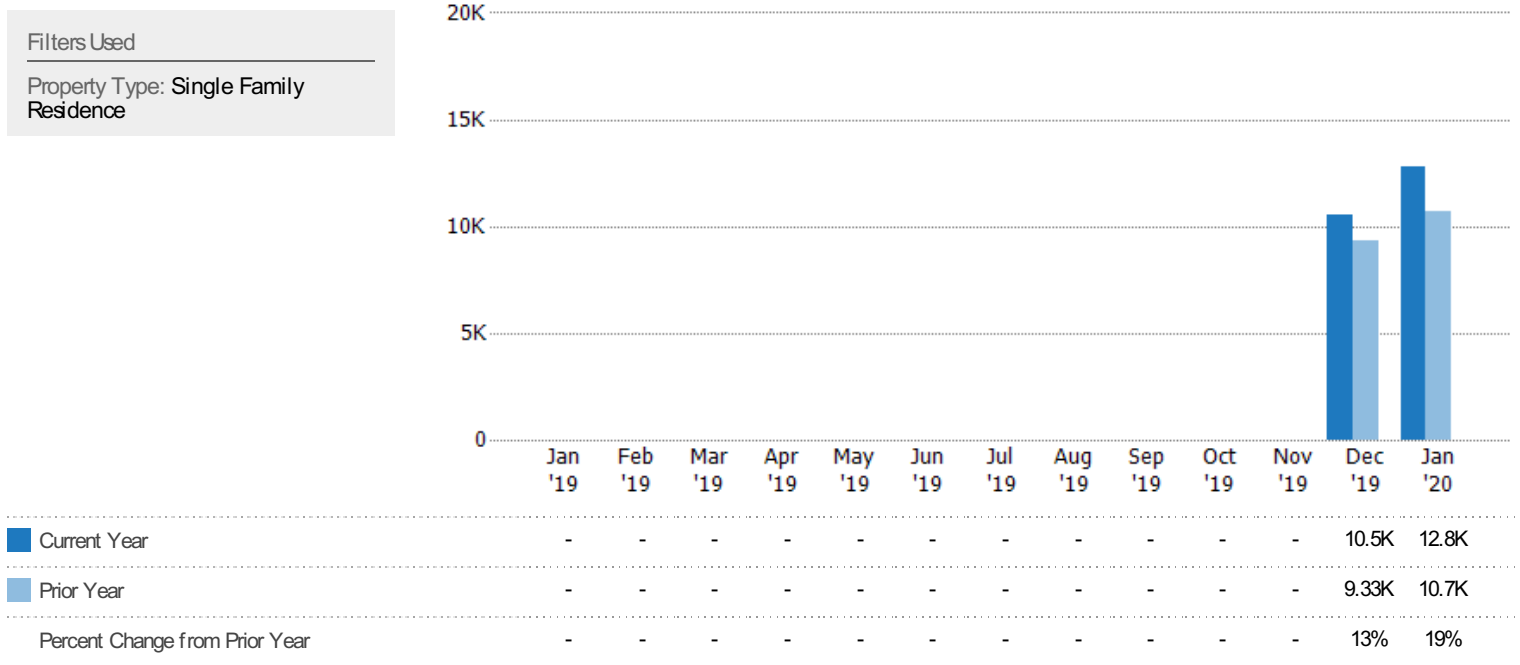
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.



Pending Sales

The number of residential properties with accepted offers that were available at the end each month.



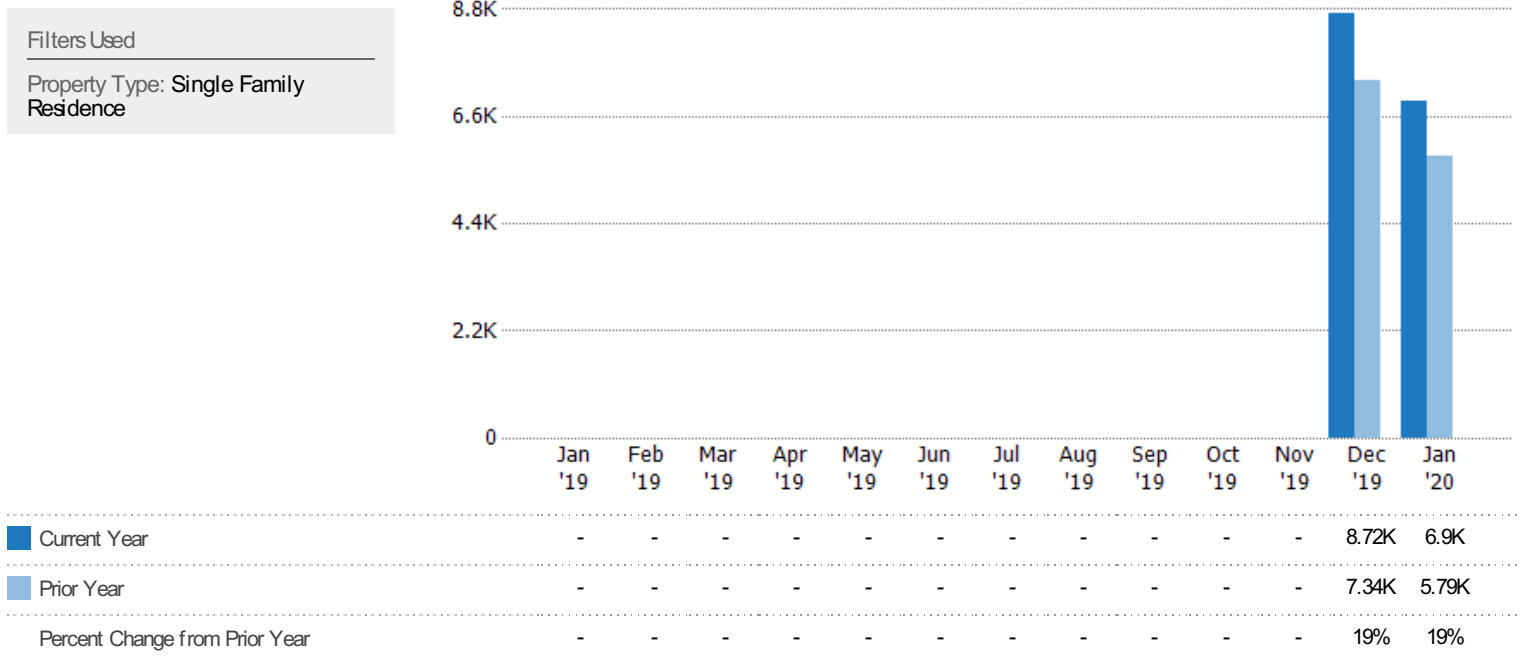
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.



Closed Sales

The total number of residential properties sold each month.

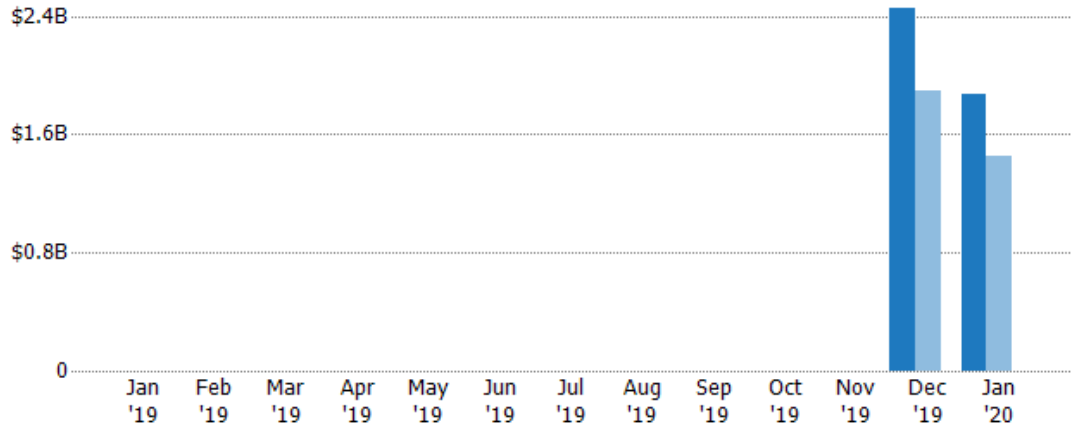


Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

Property Type: Single Family Residence



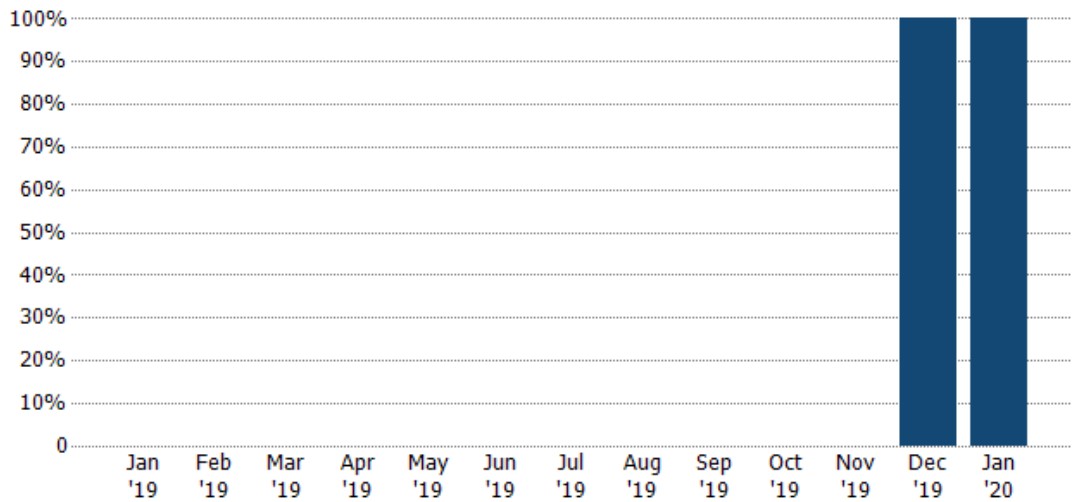
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$2.45B	\$1.87B
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$1.9B	\$1.45B
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	29%	29%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

Property Type: Single Family Residence



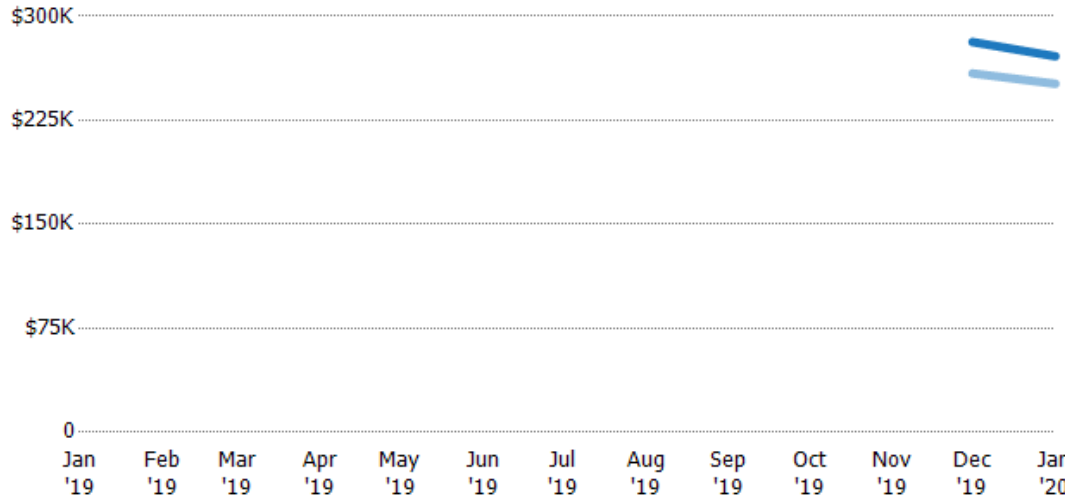
Single Family Residence	-	-	-	-	-	-	-	-	-	-	-	-	100%	100%
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Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

Property Type: Single Family Residence



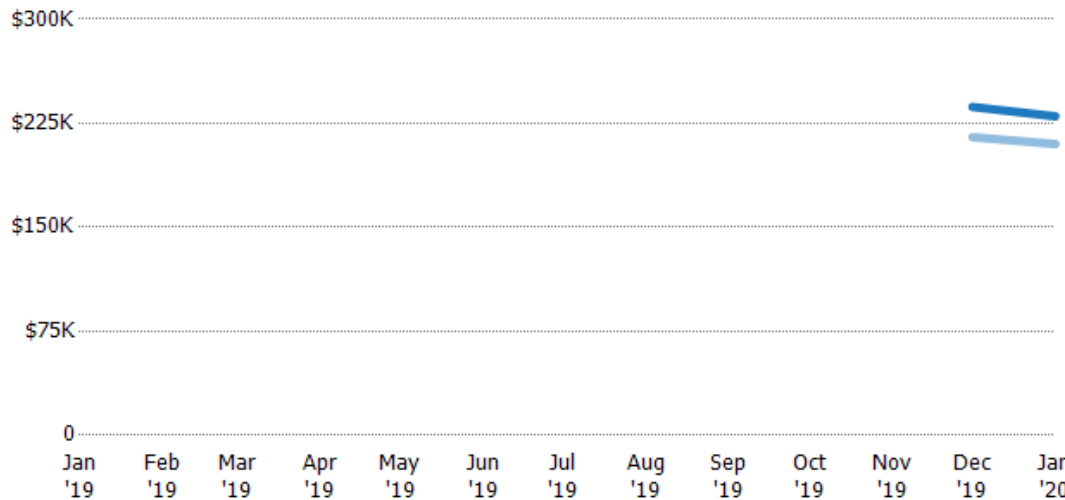
Current Year	-	-	-	-	-	-	-	-	-	-	-	\$281K	\$271K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	\$259K	\$251K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	9%	8%

Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

Property Type: Single Family Residence

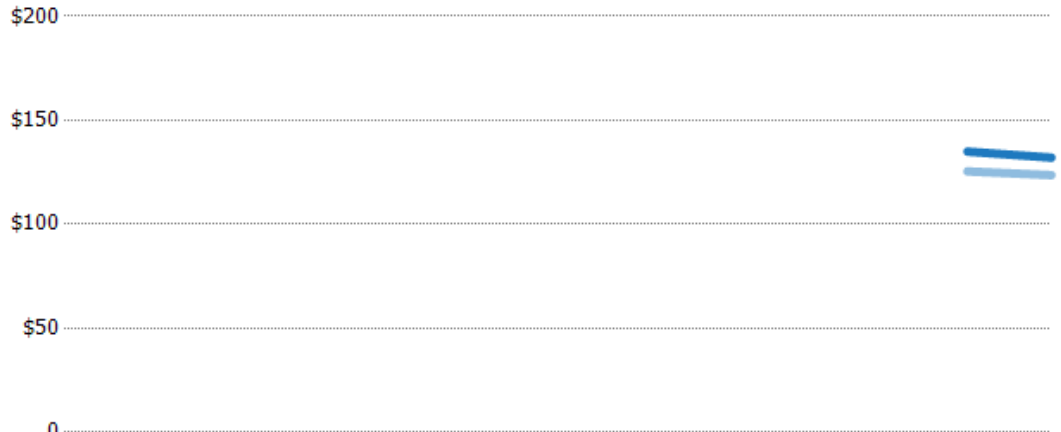


Current Year	-	-	-	-	-	-	-	-	-	-	-	\$237K	\$230K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	\$215K	\$210K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	10%	10%

Average Sales Price per Sq Ft

The average of the sales price divided by the living area of properties sold each month.

Filters Used
Property Type: Single Family Residence

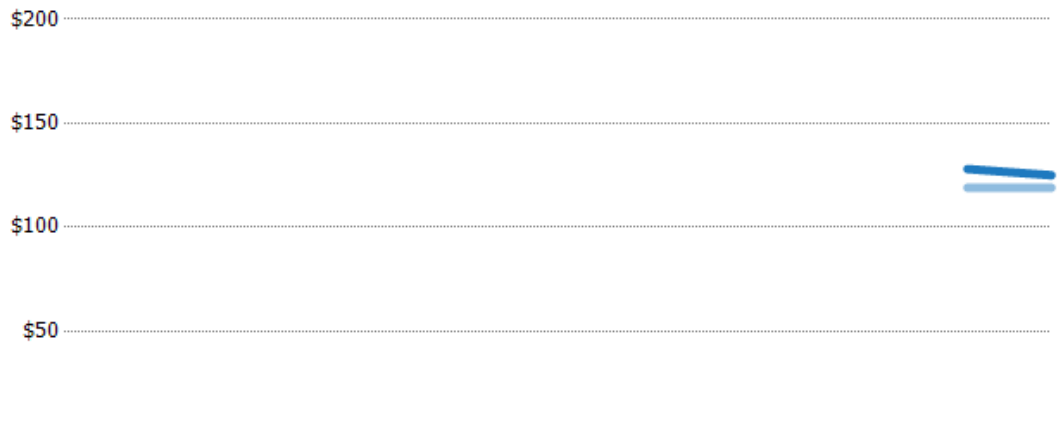


	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	-	-	-	-	-	-	-	-	-	-	-	\$135	\$132
Prior Year	-	-	-	-	-	-	-	-	-	-	-	\$125	\$124
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	8%	7%

Median Sales Price per Sq Ft

The median of the sales price divided by the living area of properties sold each month.

Filters Used
Property Type: Single Family Residence



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	-	-	-	-	-	-	-	-	-	-	-	\$128	\$125
Prior Year	-	-	-	-	-	-	-	-	-	-	-	\$119	\$119
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	8%	5%

Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: TN Housing Market - December 2019

Run Date: 02/20/2020

Scheduled: No

Report Date Range: From 12/2019 To: 1/2020

Information Included

- Include Cover Sheet
- Include Key Metric Summary *
- Include Metrics By
- Averages
- Medians
- Include Appendix

* The Key Metrics Table's YTD median calculations are calculated using a weighted average of the median values for each month that is included.

MLS Filter

MLS: All

Listing Filters

Property Types: Single Family Residence

Sales Types: All

Price Range: None

Location Filters

State: All

County: All

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Avg/Med Listing Price
- Avg/Med Listing Price per Sq Ft
- Avg/Med Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Avg/Med Sales Price
- Avg/Med Sales Price per Sq Ft
- Avg/Med Sales Price vs Listing Price
- Avg/Med Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 1/2020 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area