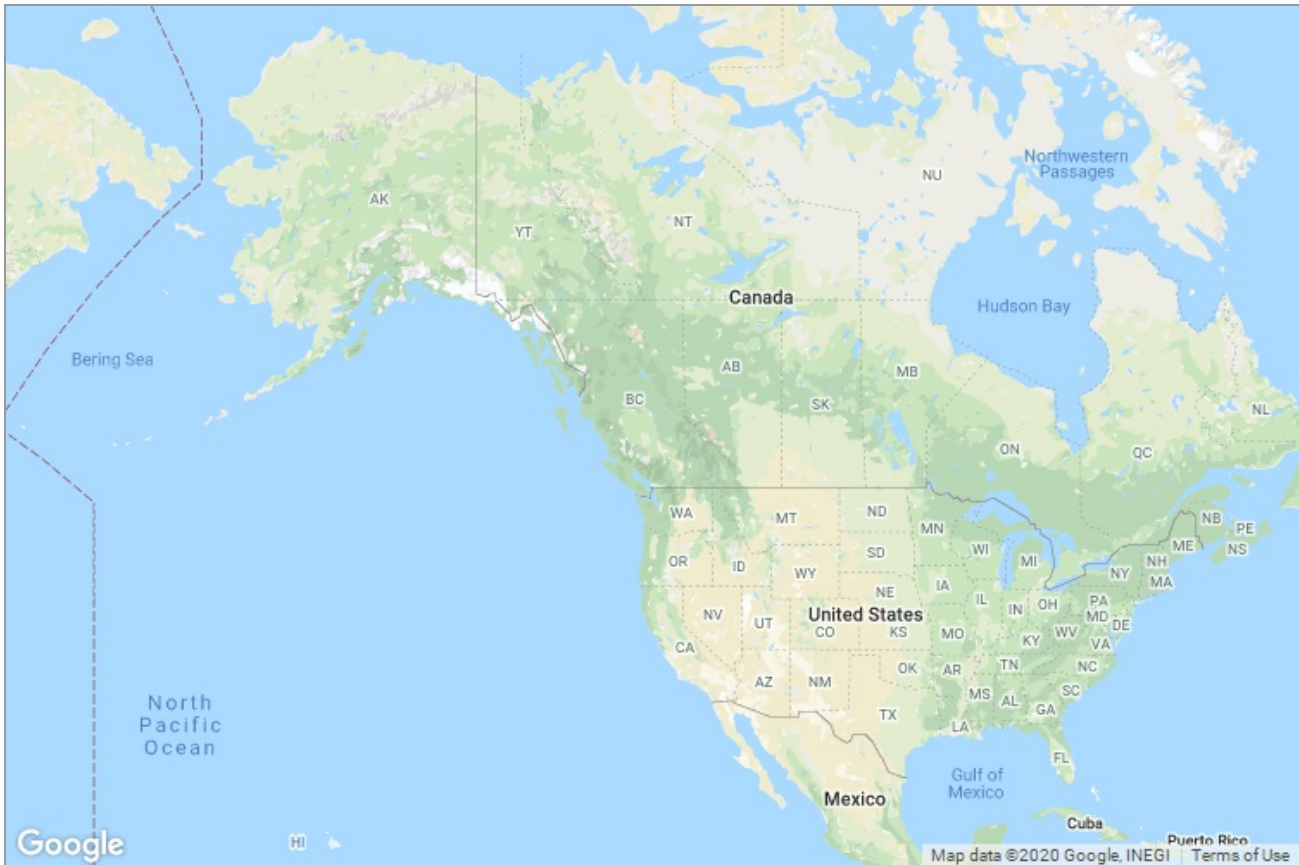


# TN Housing Report - January 2020



## Report Characteristics

**Report Name:**  
TN Housing Report - January 2020

**Report Date Range:**  
1/2020 – 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](http://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.

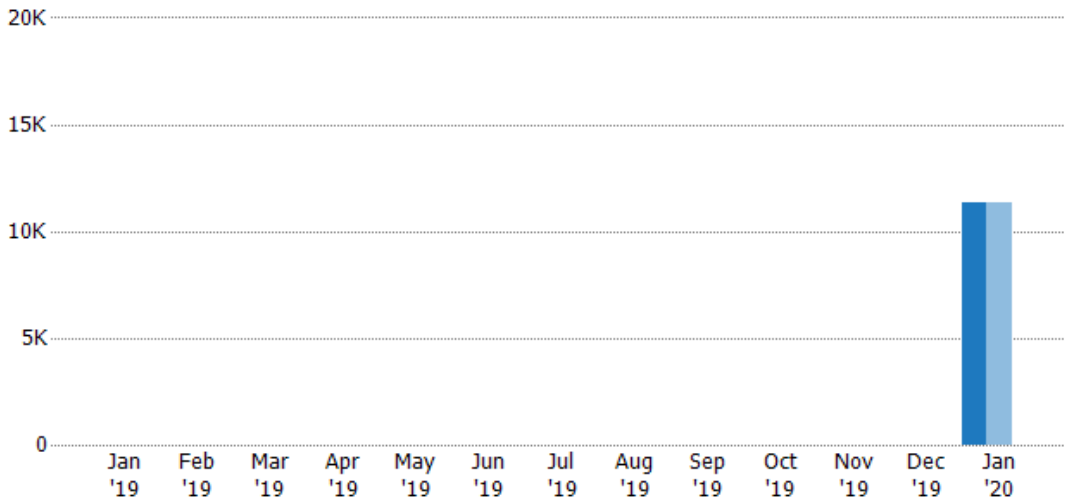
Key Metrics	Jan 2020	Jan 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	11,315	11,300	+0.1%	11,315	11,300	+0.1%
New Listing Volume	\$3,612,163,771	\$3,441,359,362	+5%	\$3,612,163,771	\$3,441,359,362	+5%
Active Listing Count	69,192	54,761	+26.4%	N/A	N/A	
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%	\$411,611	\$386,827	+6.4%
Median Listing Price	\$319,500	\$299,900	+6.5%	\$319,500	\$299,900	+6.5%
Average Listing Price per Sq Ft	\$157	\$150	+5.3%	\$157	\$150	+5.3%
Median Listing Price per Sq Ft	\$140	\$134	+4.5%	\$140	\$134	+4.5%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	10,423	8,082	+29%	10,423	8,082	+29%
New Pending Sales Volume	\$2,969,700,673	\$2,080,996,439	+42.7%	\$2,969,700,673	\$2,080,996,439	+42.7%
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%	6,897	5,788	+19.2%
Closed Sales Volume	\$1,870,222,180	\$1,454,760,884	+28.6%	\$1,870,222,180	\$1,454,760,884	+28.6%
Average Sales Price	\$271,165	\$251,341	+7.9%	\$271,165	\$251,341	+7.9%
Median Sales Price	\$230,000	\$210,000	+9.5%	\$230,000	\$210,000	+9.5%
Average Sales Price per Sq Ft	\$132	\$124	+6.8%	\$132	\$124	+6.8%
Median Sales Price per Sq Ft	\$125	\$119	+5%	\$125	\$119	+5%

## New Listings

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

### Filters Used

Property Type: Single Family Residence



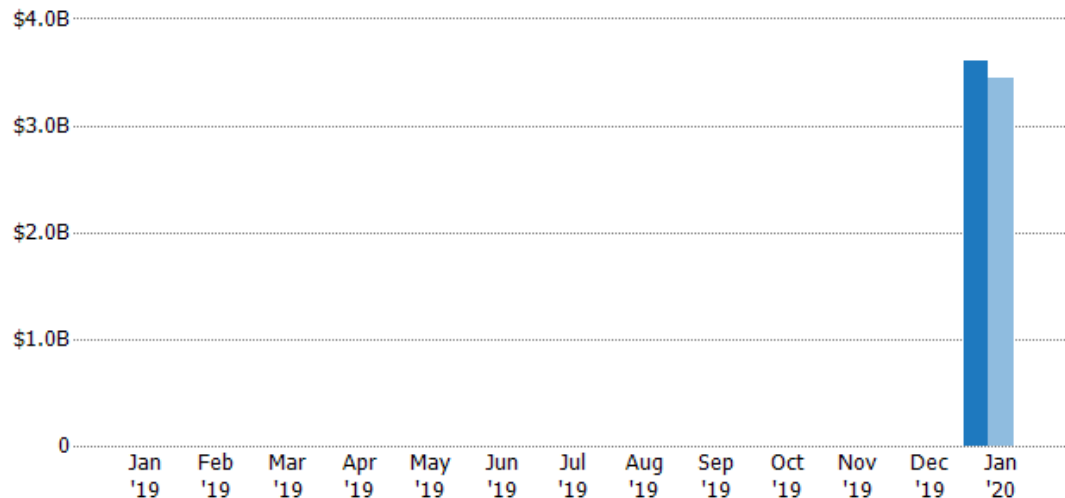
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	11.3K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	11.3K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	0%

## New Listing Volume

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

### Filters Used

Property Type: Single Family Residence



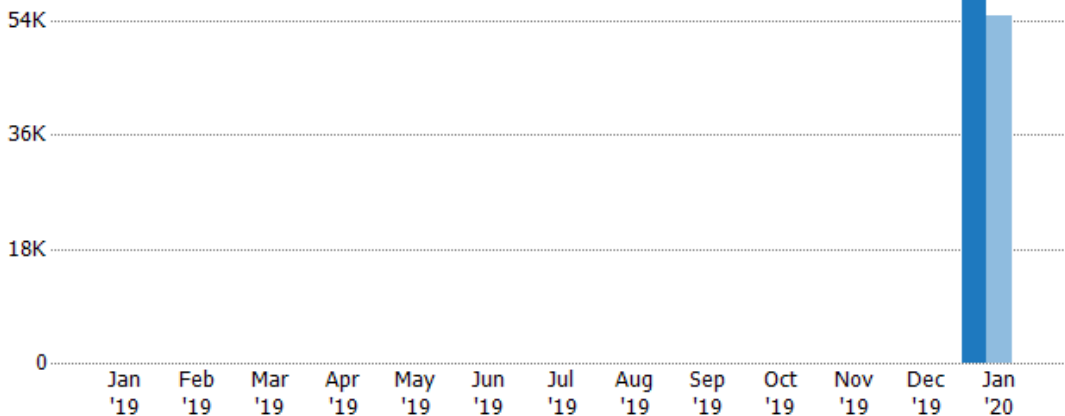
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$3.61B
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$3.44B
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	5%

## Active Listings

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

### Filters Used

Property Type: Single Family Residence



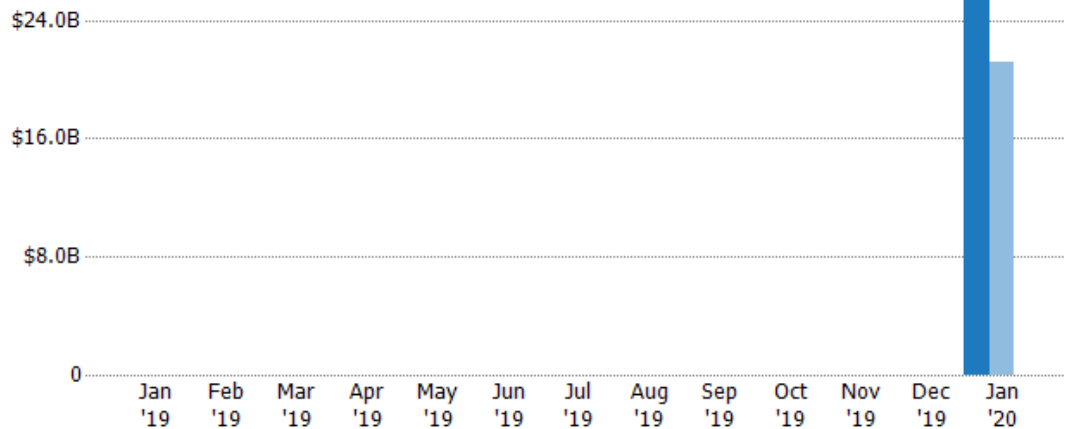
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	69.2K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	54.8K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	26%

## 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



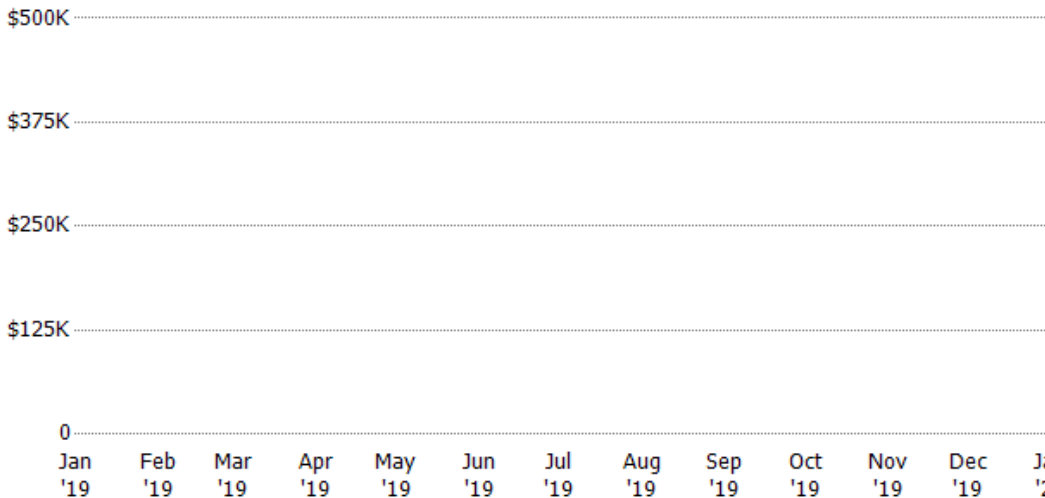
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$28.5B
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$21.2B
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	34%

## Average Listing Price

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

### Filters Used

Property Type: Single Family  
Residence



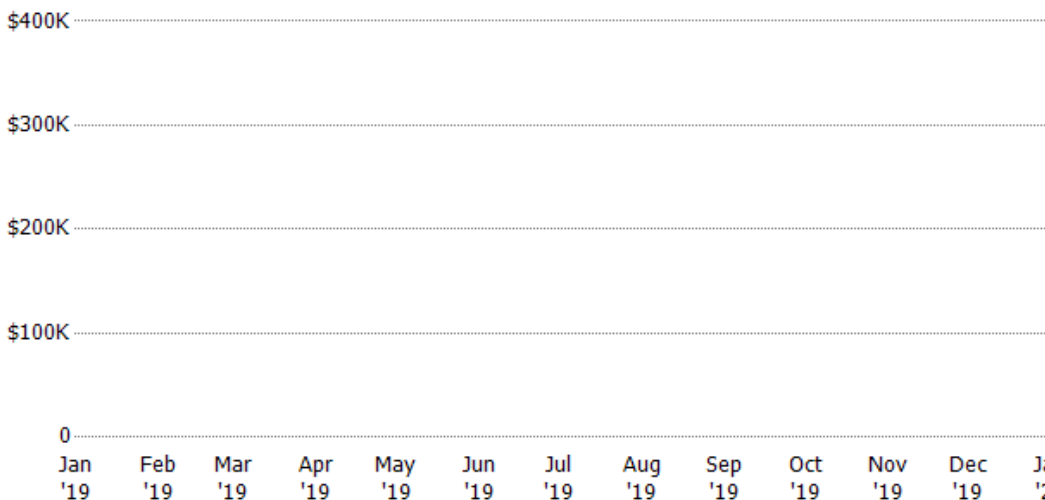
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$412K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$387K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	6%

## Median Listing Price

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

### Filters Used

Property Type: Single Family  
Residence



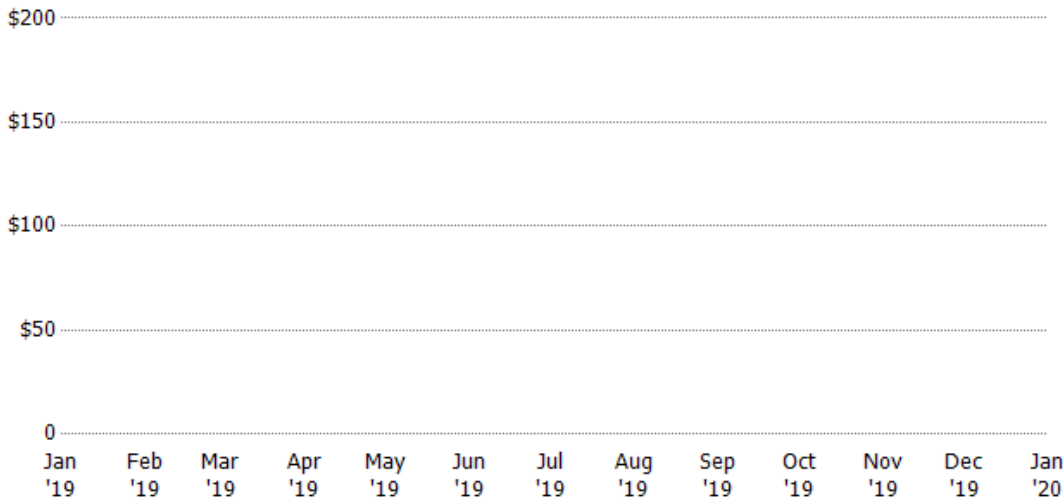
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$319K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$300K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	7%

## 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.

### Filters Used

Property Type: Single Family  
Residence



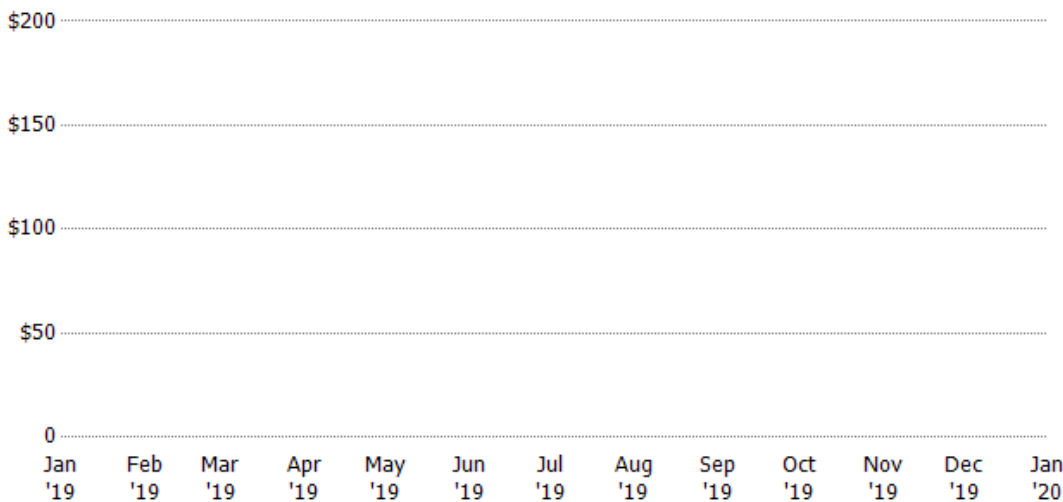
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$157
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$150
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	5%

## 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.

### Filters Used

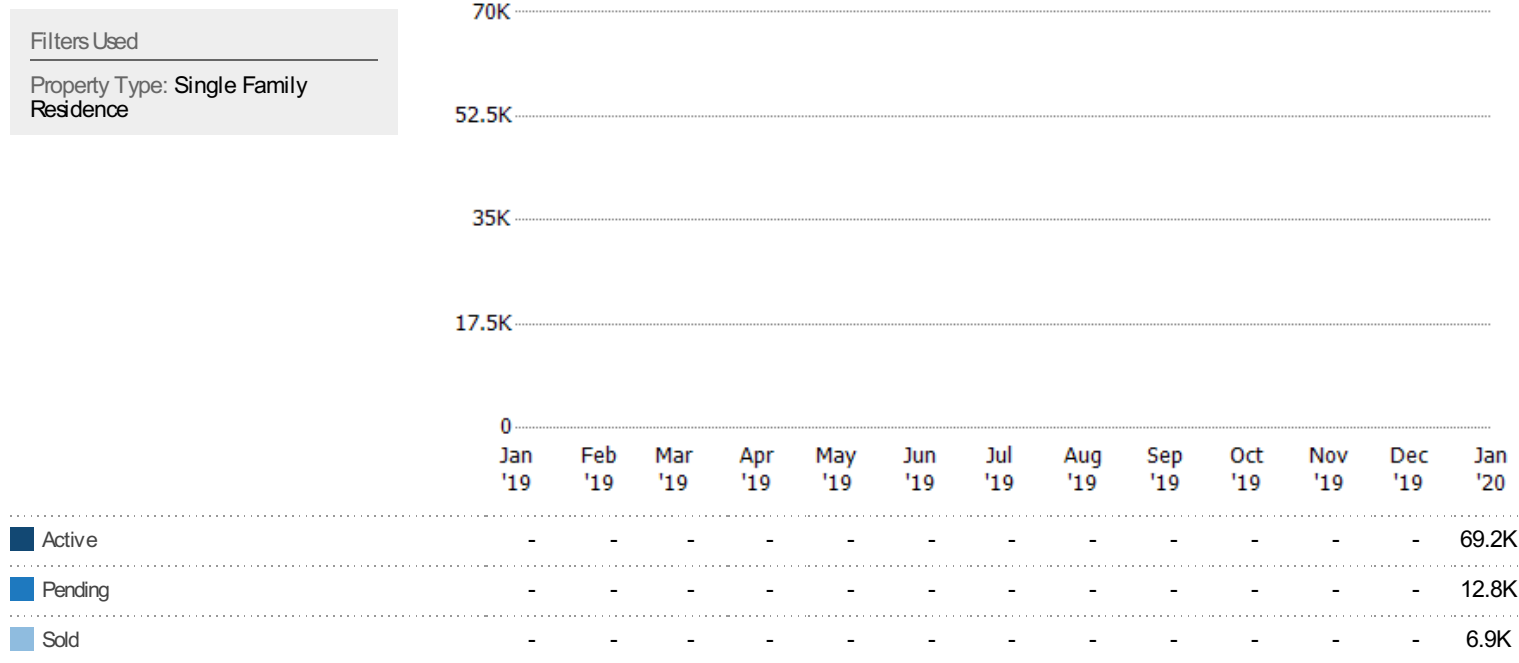
Property Type: Single Family  
Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$140
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$134
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	4%

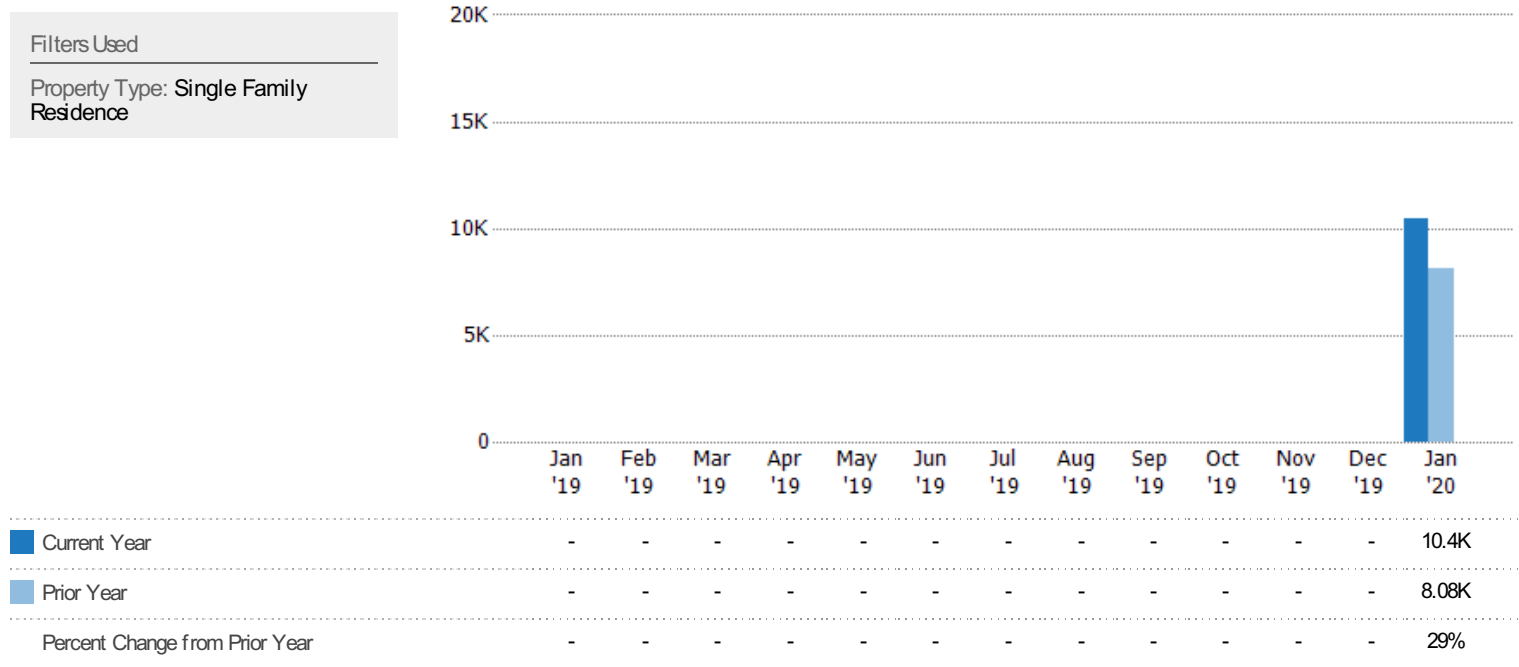
## Active/Pending/Sold Units

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



## New Pending Sales

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

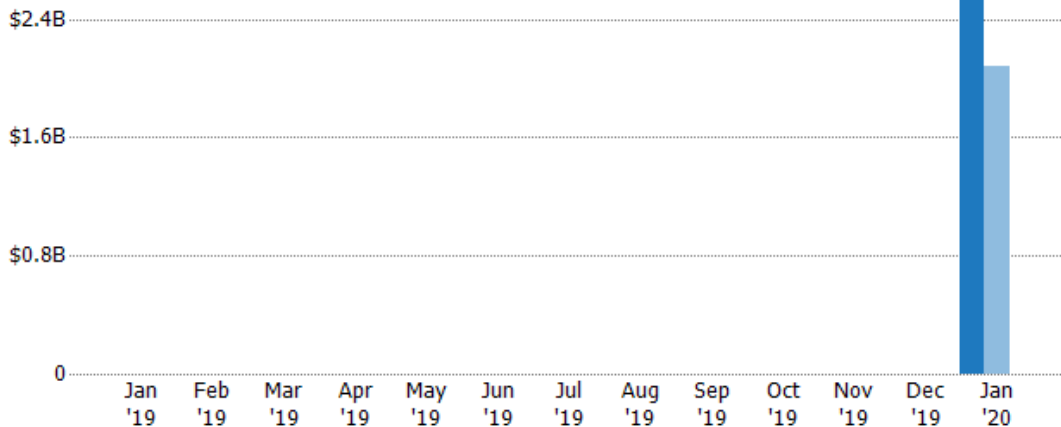


## New Pending Sales Volume

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

### Filters Used

Property Type: Single Family Residence



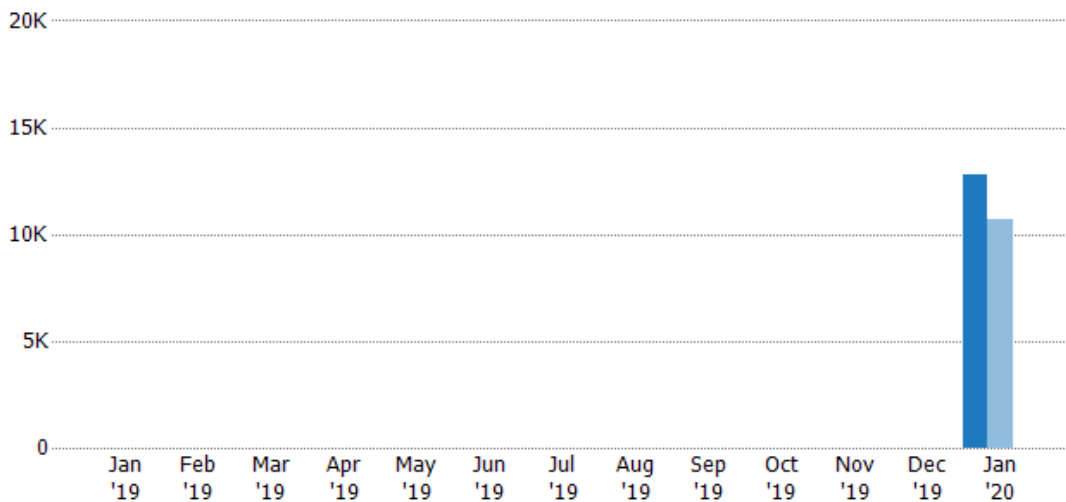
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$2.97B
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$2.08B
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	43%

## Pending Sales

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

### Filters Used

Property Type: Single Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	12.8K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	10.7K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	19%



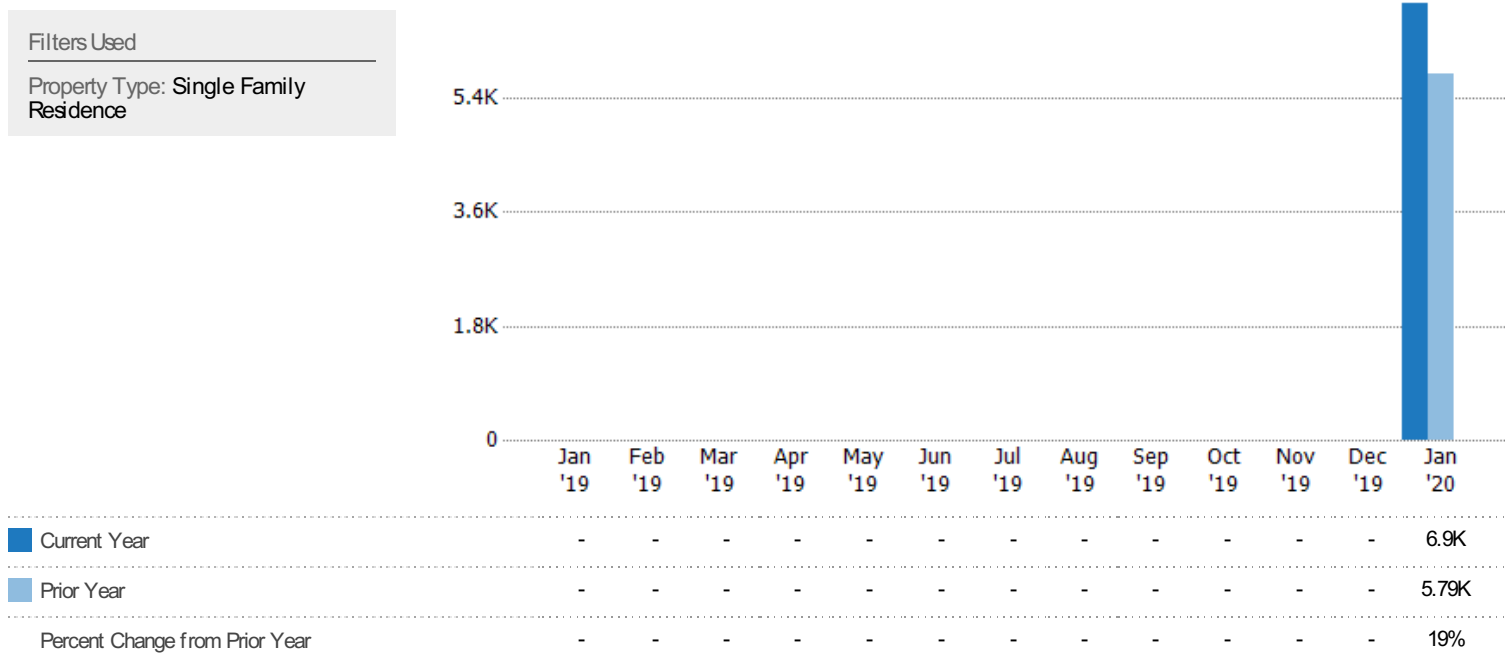
## Pending Sales Volume

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.



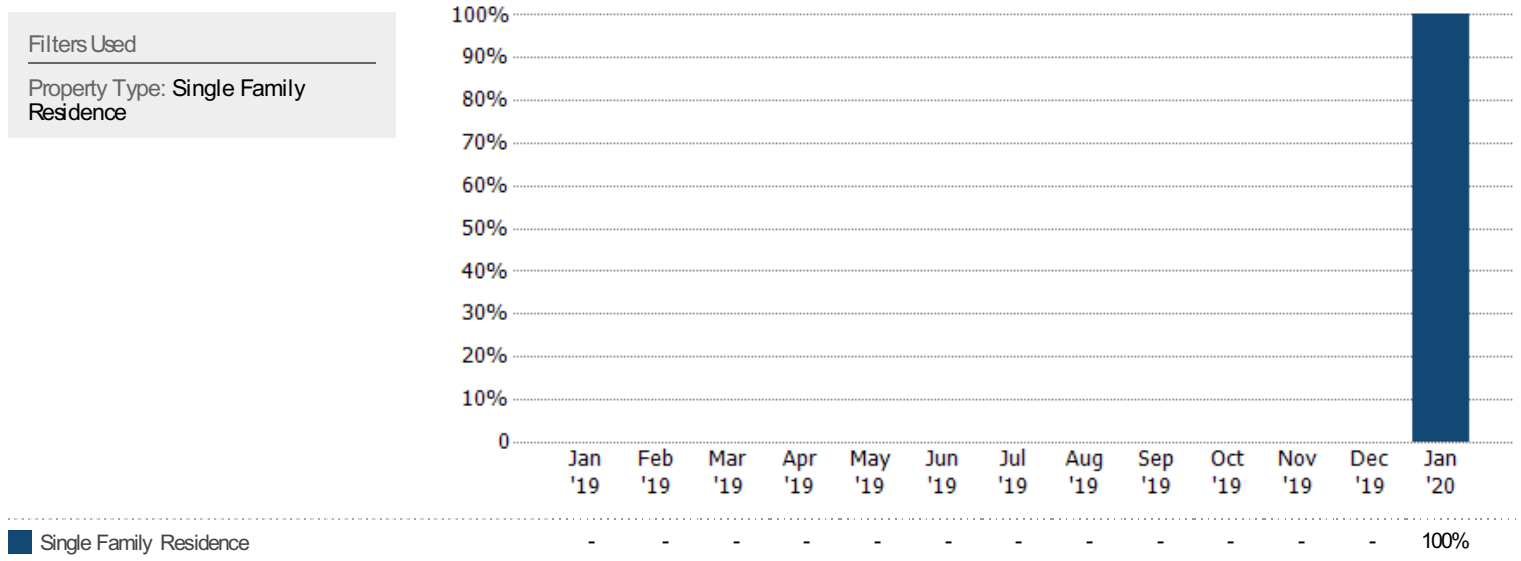
## Closed Sales Volume

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



## Closed Sales by Property Type

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

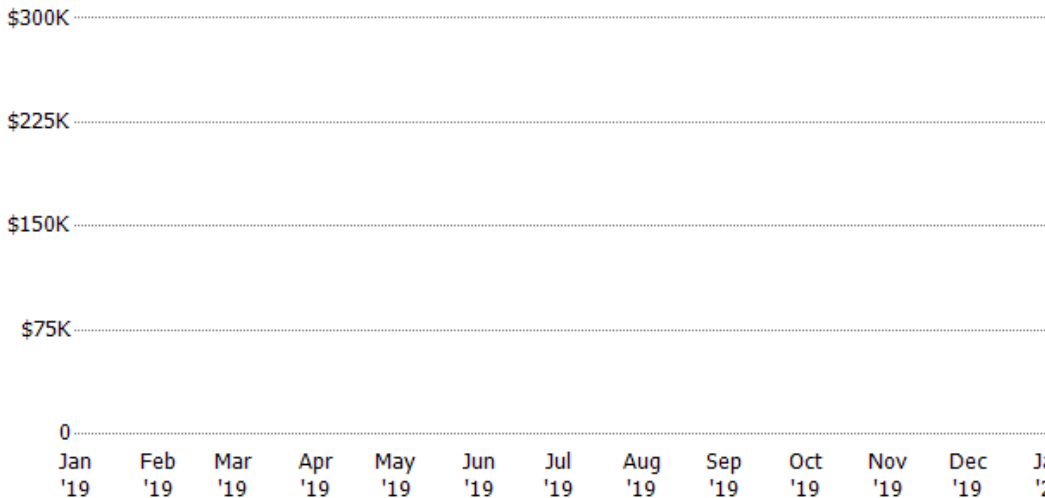


## Average Sales Price

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

### Filters Used

Property Type: Single Family  
Residence



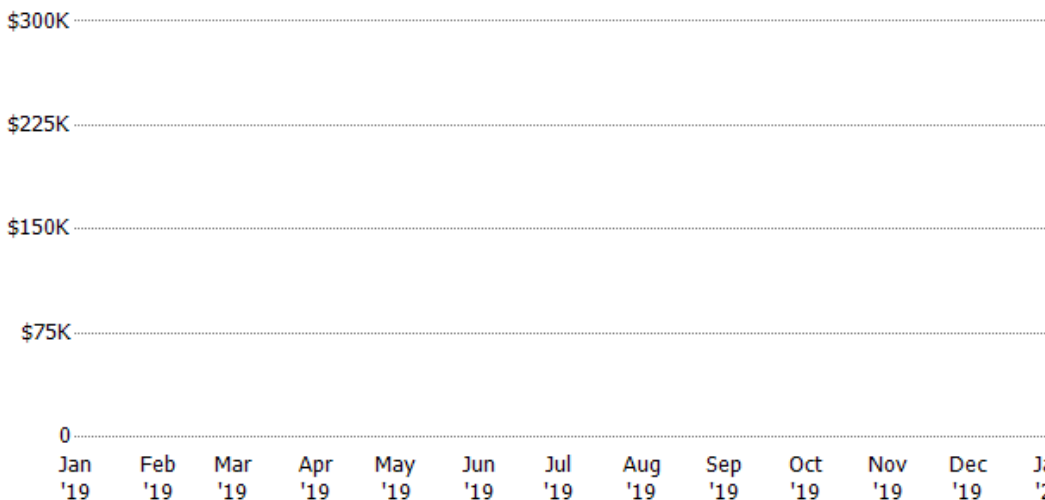
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$271K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$251K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	8%

## Median Sales Price

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

### Filters Used

Property Type: Single Family  
Residence



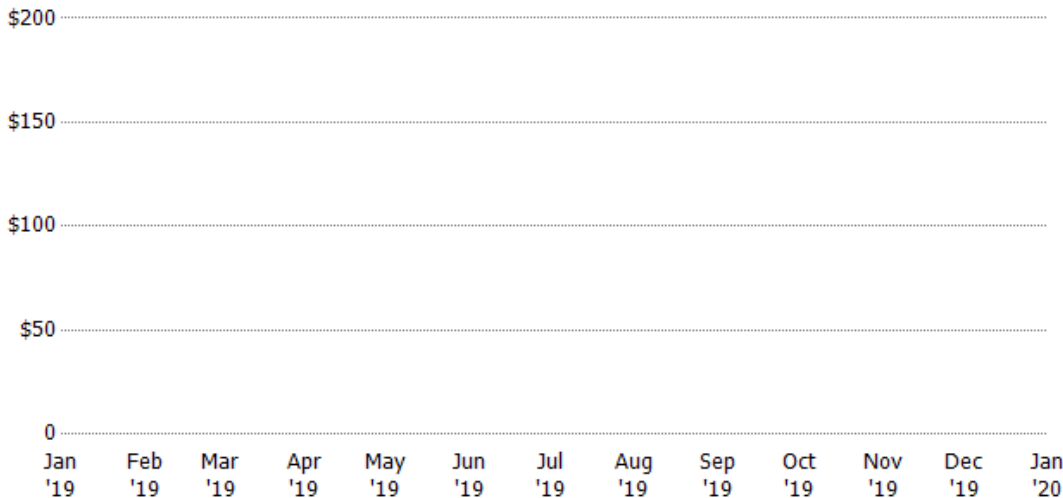
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	\$230K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	\$210K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	10%

## 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

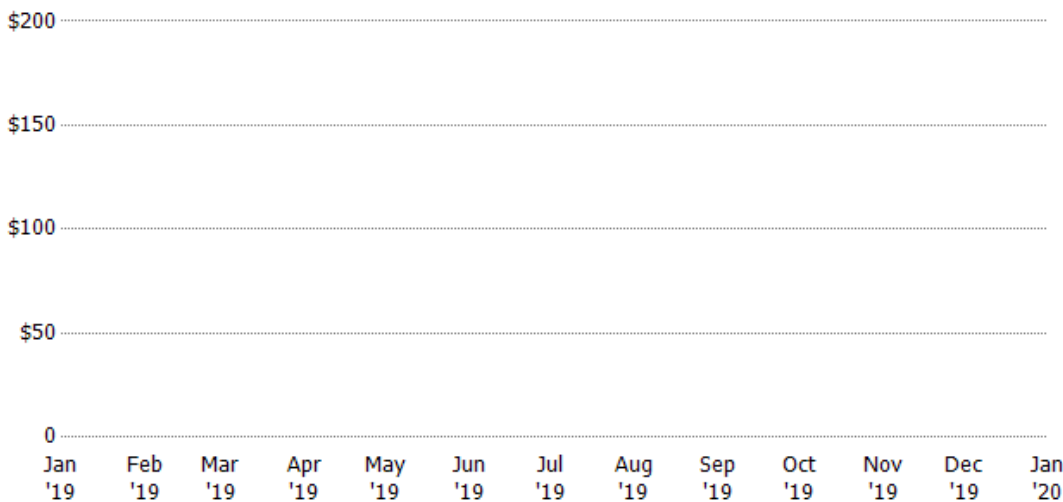


## Median Sales Price per Sq Ft

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

### Filters Used

Property Type: Single Family  
Residence



## 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 Report - January 2020

**Run Date:** 02/20/2020

**Scheduled:** No

**Report Date Range:** From 1/2020 To: 1/2020

### Information Included

☒ Include Cover Sheet

☒ Include Key Metric Summary \*

☐ Include Metrics By

☒ Averages

☒ Include Appendix

☒ Medians

\* 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