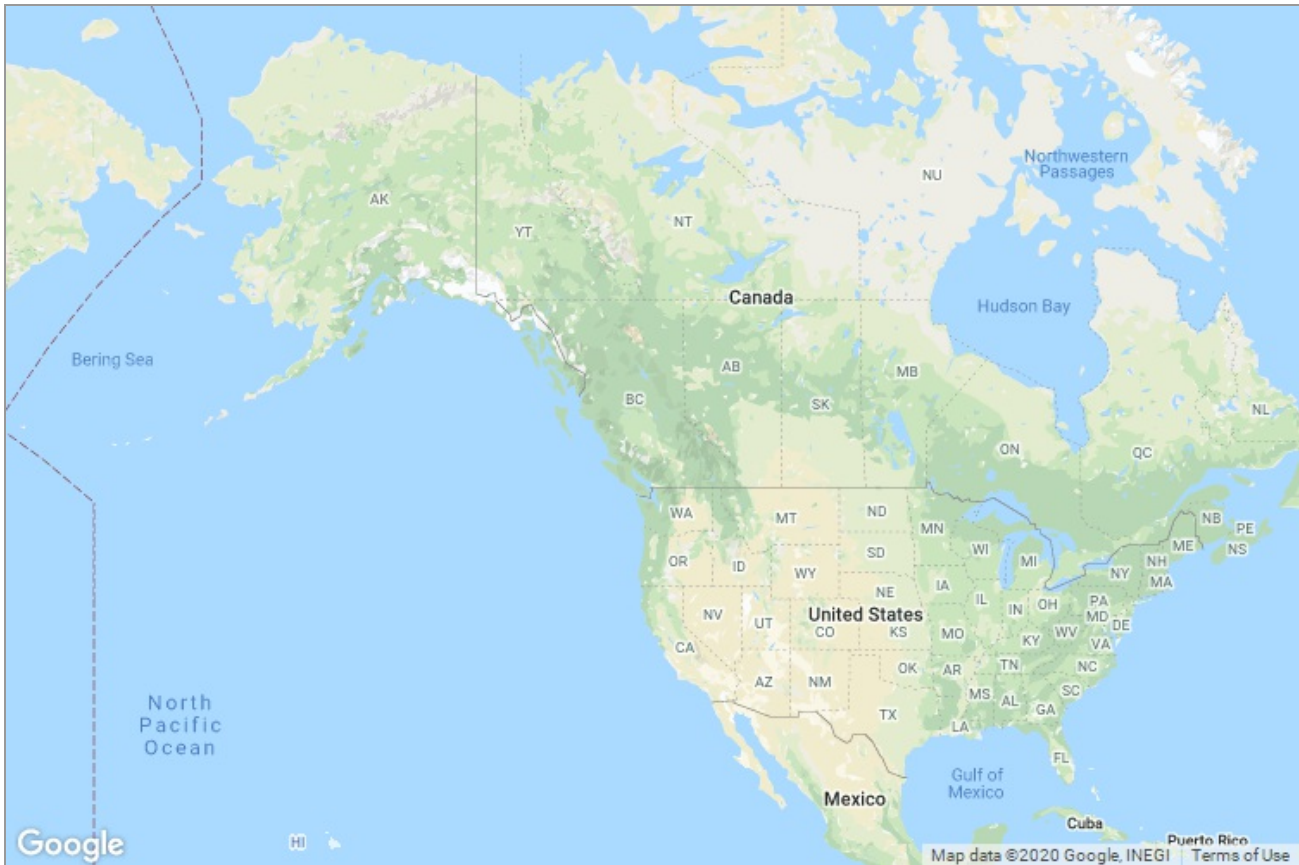


# TN Market Report - February 2020



## Report Characteristics

**Report Name:**

TN Market Report - February 2020

**Report Date Range:**

2/2020 – 2/2020

**Filters Used:**

Property Type

**Avg/Med:** Both

**Run Date:** 03/13/2020

**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

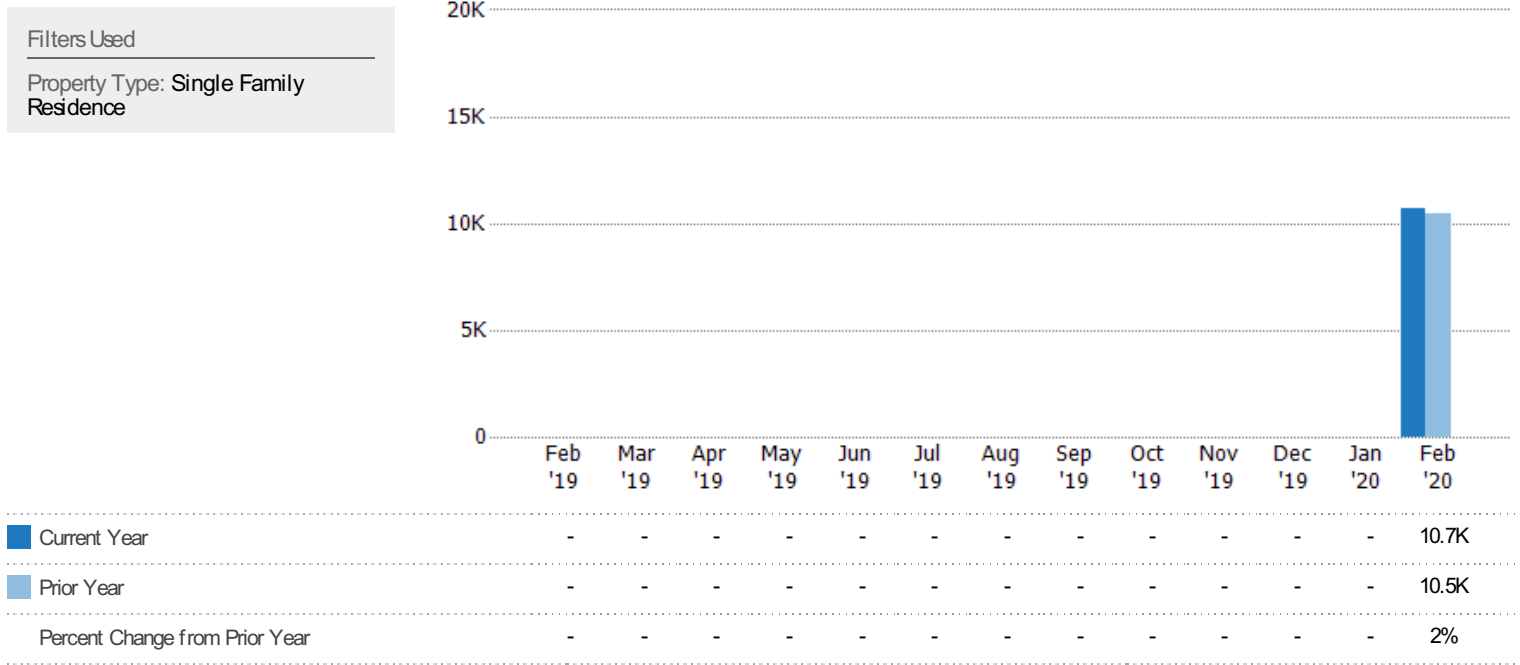
## Summary of Key Listing and Sales Metrics

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

Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	10,693	10,454	+2.3%	10,693	10,454	+2.3%
New Listing Volume	\$3,546,205,679	\$3,285,911,792	+7.9%	\$3,546,205,679	\$3,285,911,792	+7.9%
Active Listing Count	69,123	55,385	+24.8%	N/A	N/A	
Active Listing Volume	\$28,736,841,664	\$21,759,557,324	+32.1%	N/A	N/A	
Average Listing Price	\$415,879	\$392,942	+5.8%	\$415,879	\$392,942	+5.8%
Median Listing Price	\$320,438	\$299,999	+6.8%	\$320,438	\$299,999	+6.8%
Average Listing Price per Sq Ft	\$159	\$151	+4.8%	\$159	\$151	+4.8%
Median Listing Price per Sq Ft	\$141	\$135	+4.4%	\$141	\$135	+4.4%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	11,510	9,044	+27.3%	11,510	9,044	+27.3%
New Pending Sales Volume	\$3,386,172,558	\$2,341,796,049	+44.6%	\$3,386,172,558	\$2,341,796,049	+44.6%
Pending Sales Count	15,070	11,648	+29.4%	N/A	N/A	
Pending Sales Volume	\$4,601,260,873	\$3,338,057,024	+37.8%	N/A	N/A	
Closed Sales Count	7,103	6,877	+3.3%	7,103	6,877	+3.3%
Closed Sales Volume	\$1,989,829,697	\$1,701,198,427	+17%	\$1,989,829,697	\$1,701,198,427	+17%
Average Sales Price	\$280,139	\$247,375	+13.2%	\$280,139	\$247,375	+13.2%
Median Sales Price	\$234,000	\$205,400	+13.9%	\$234,000	\$205,400	+13.9%
Average Sales Price per Sq Ft	\$135	\$124	+9.3%	\$135	\$124	+9.3%
Median Sales Price per Sq Ft	\$129	\$117	+10.3%	\$129	\$117	+10.3%

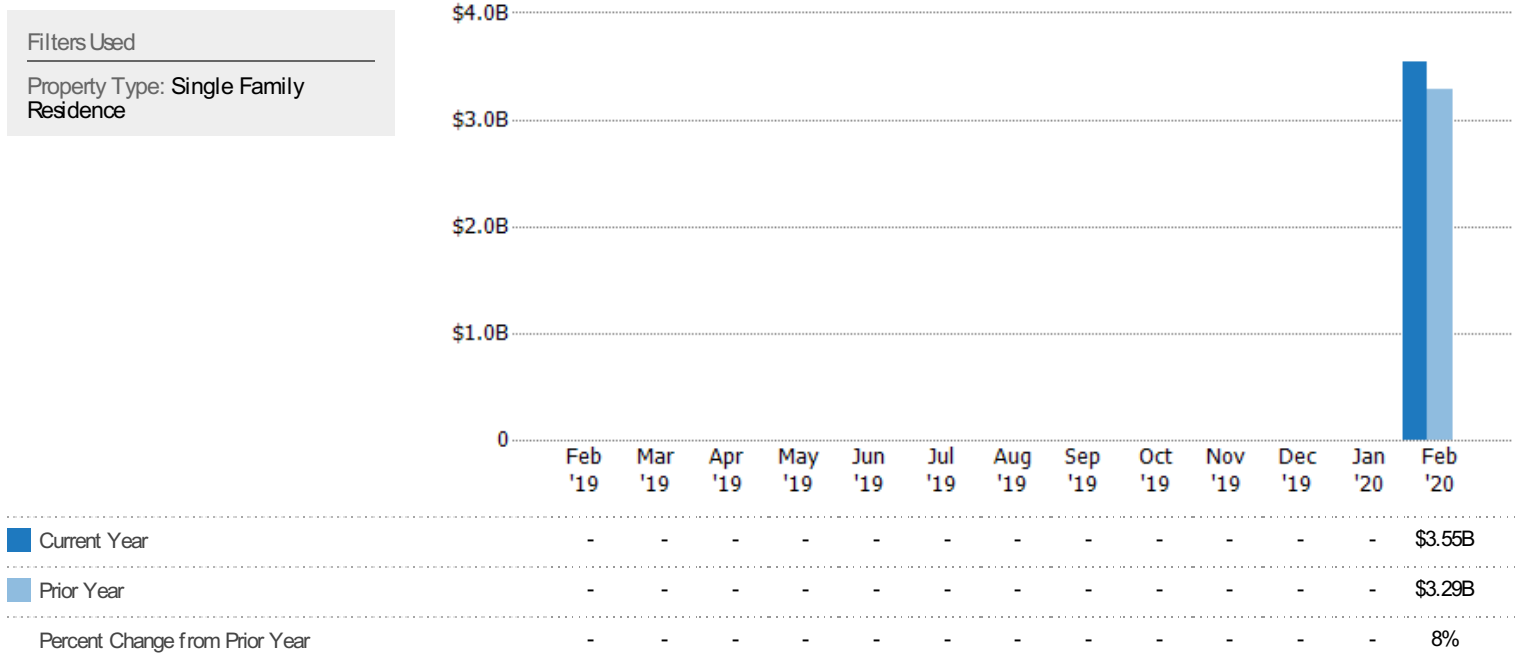
## New Listings

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.

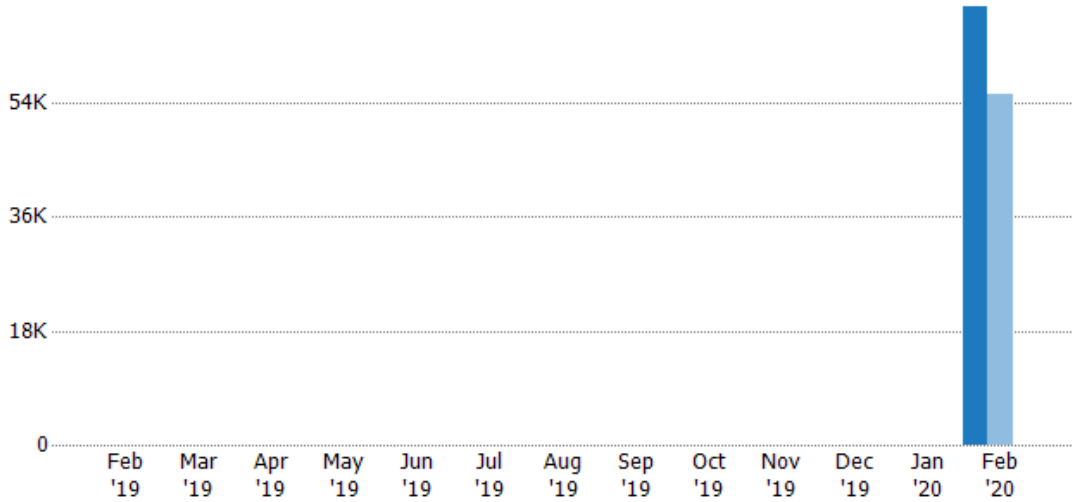


## Active Listings

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

Filters Used

Property Type: Single Family Residence



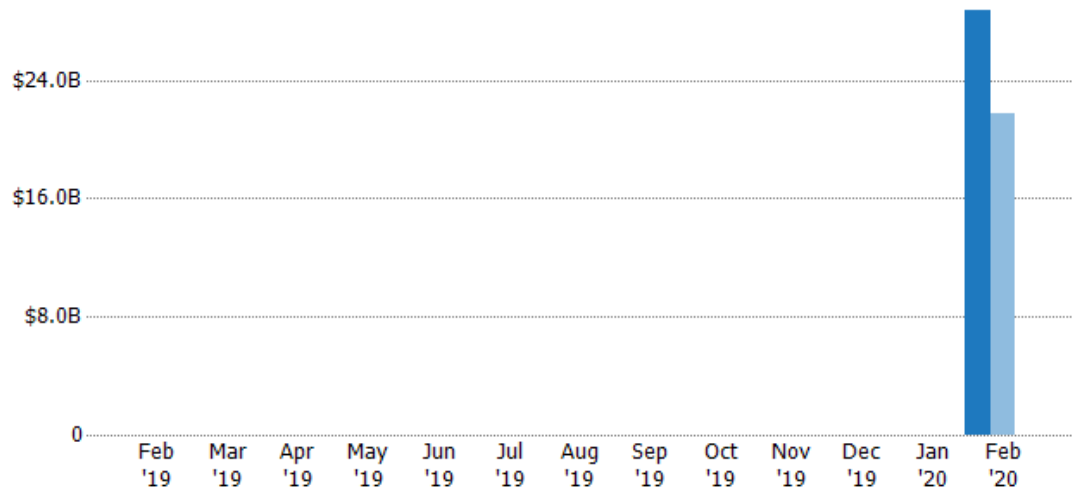
Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	69.1K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	55.4K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	25%

## Active Listing Volume

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

Filters Used

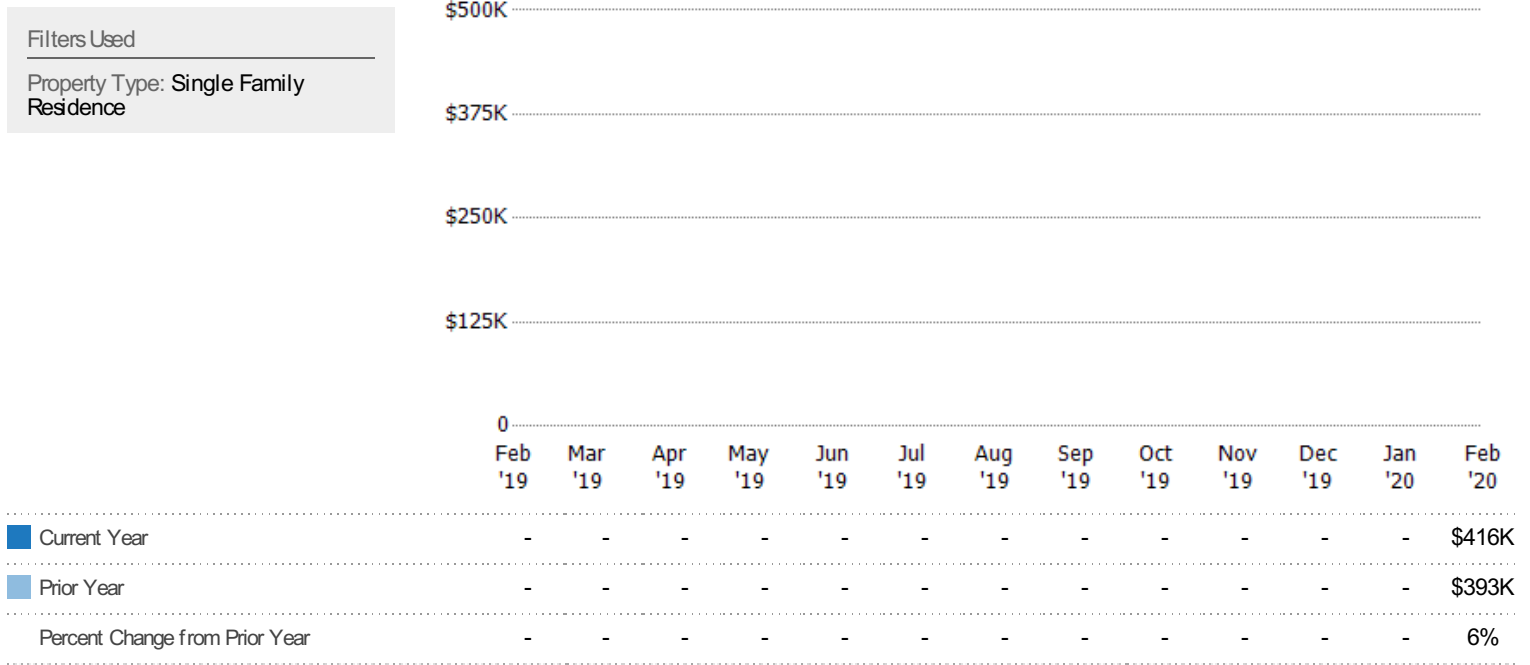
Property Type: Single Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$28.7B
Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	\$21.8B
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-	-	32%

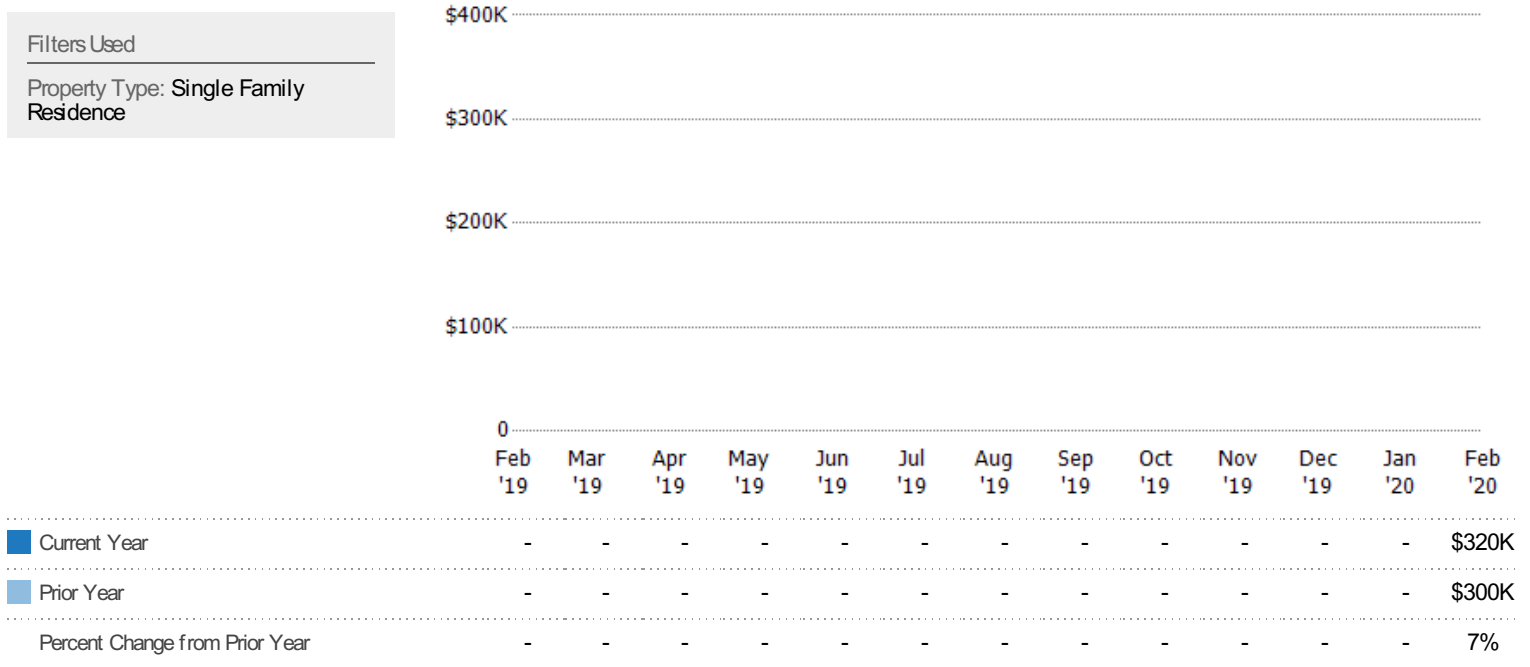
## Average Listing Price

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



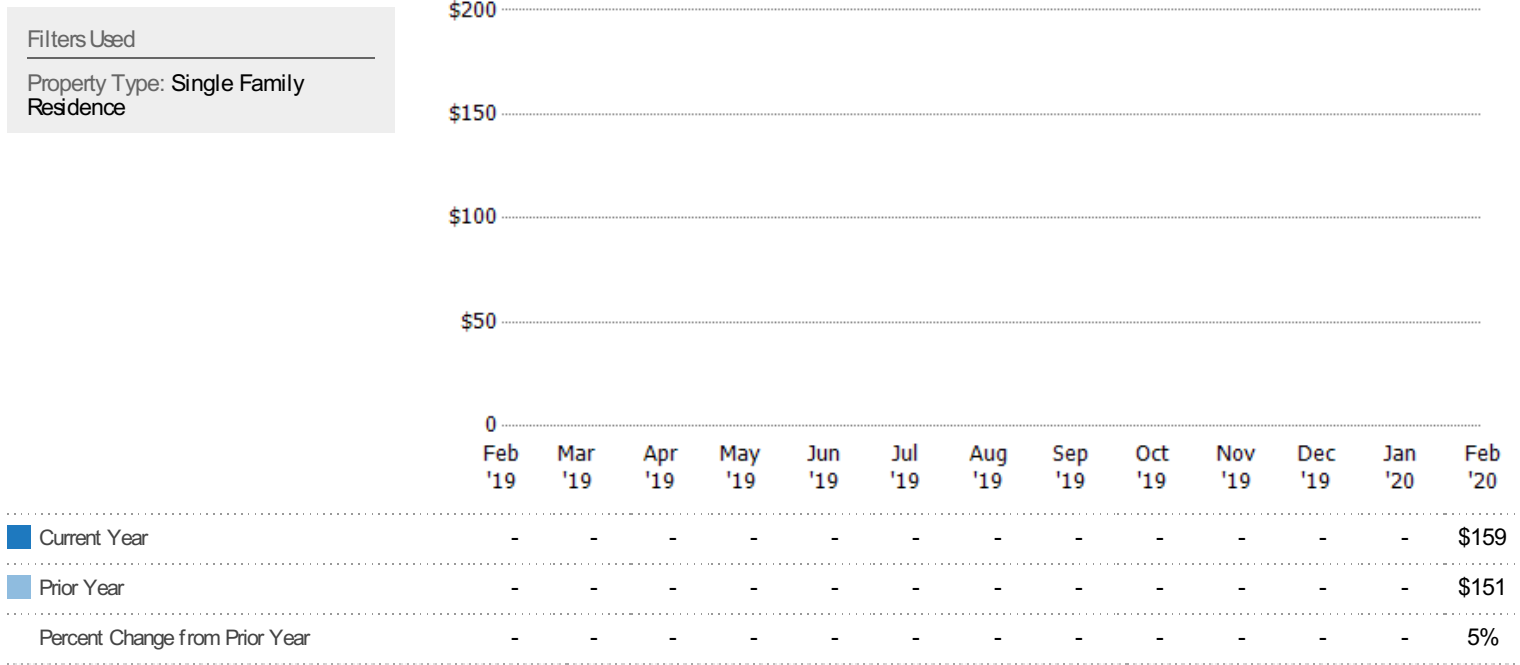
## Median Listing Price

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



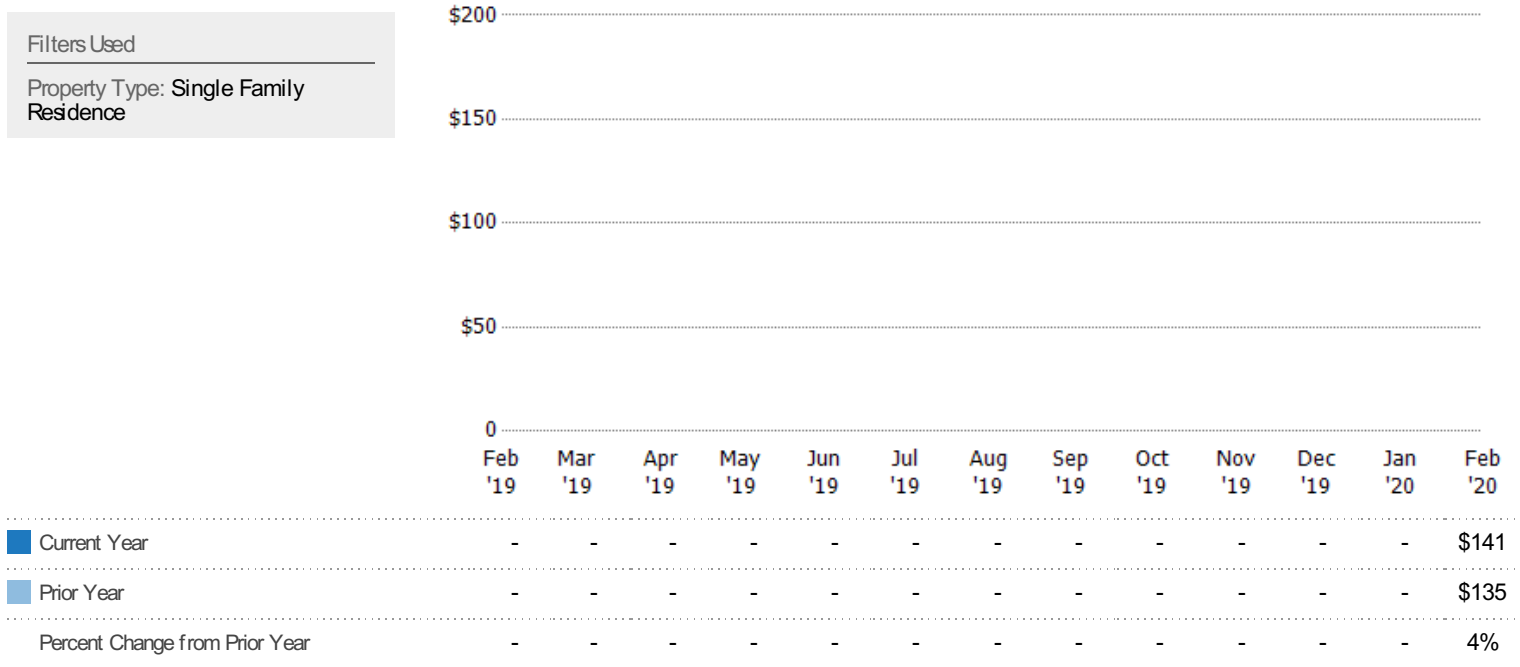
## Average Listing Price per Sq Ft

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



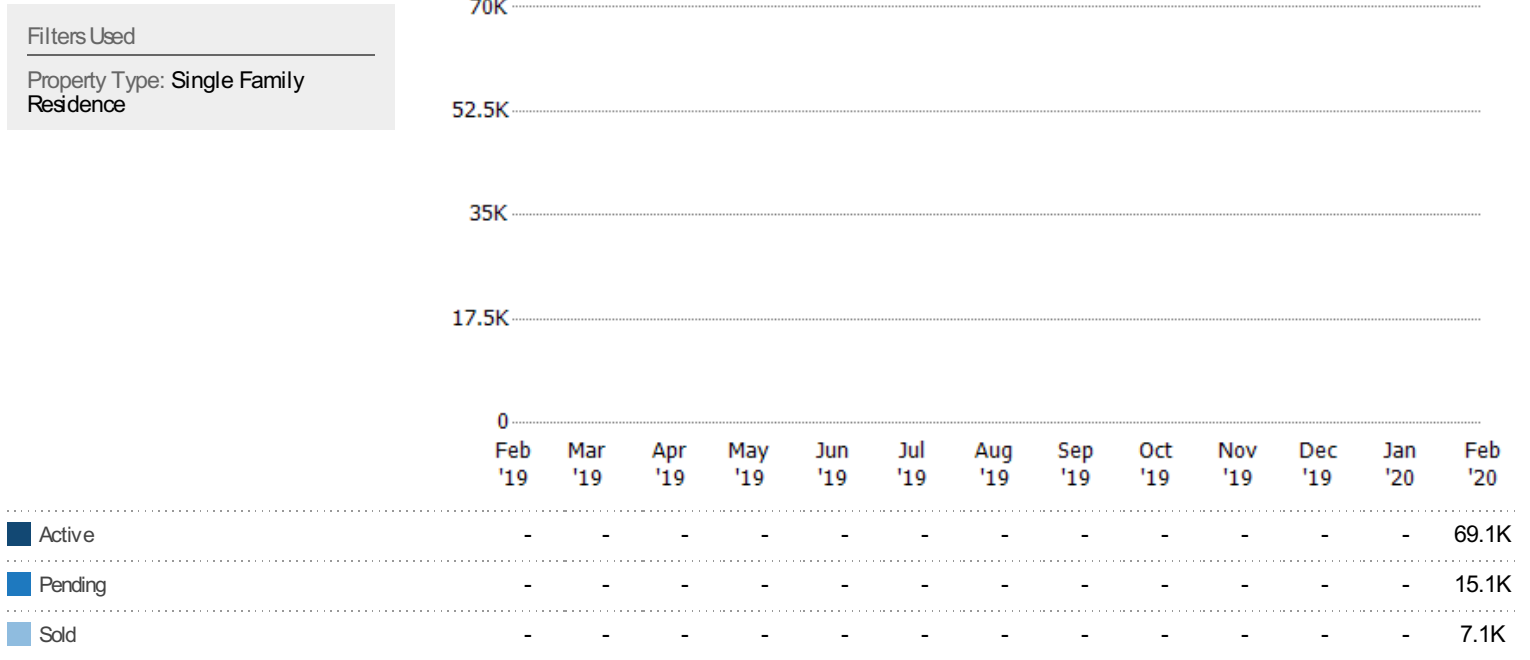
## Median Listing Price per Sq Ft

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



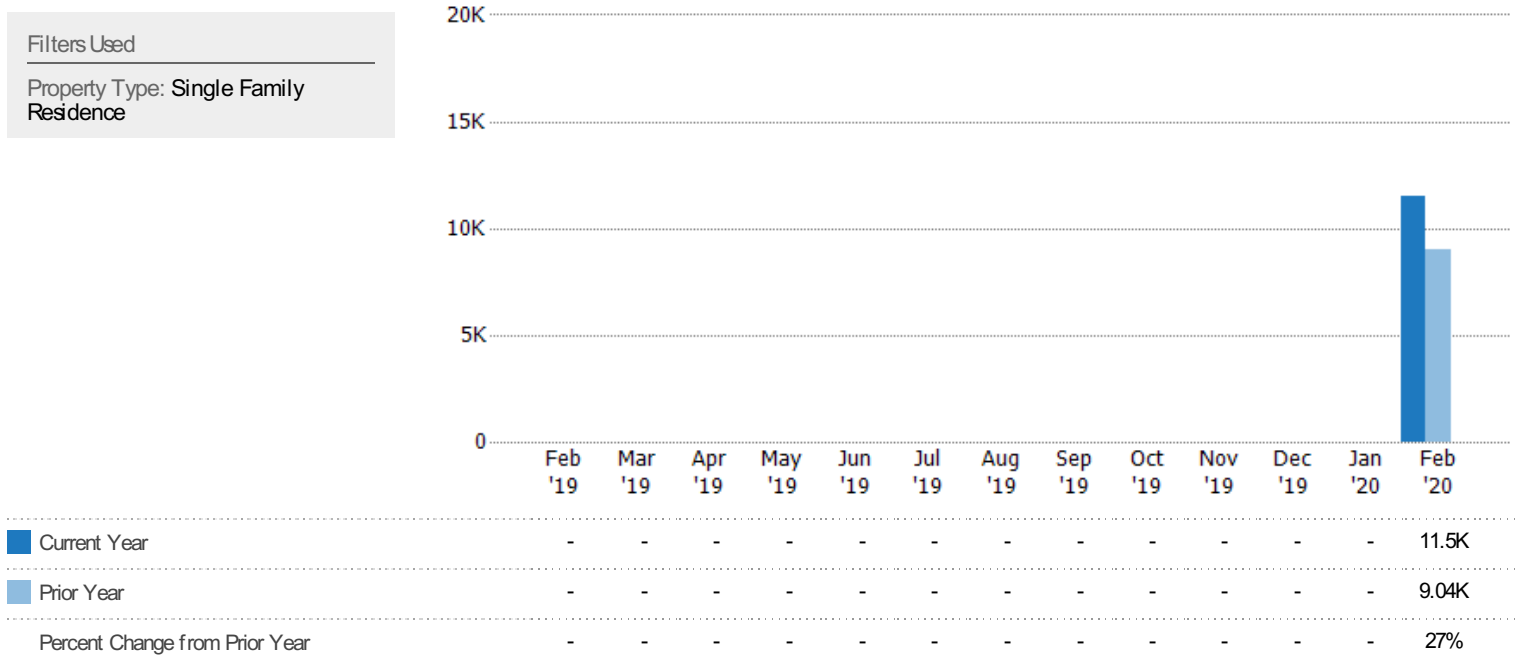
## Active/Pending/Sold Units

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



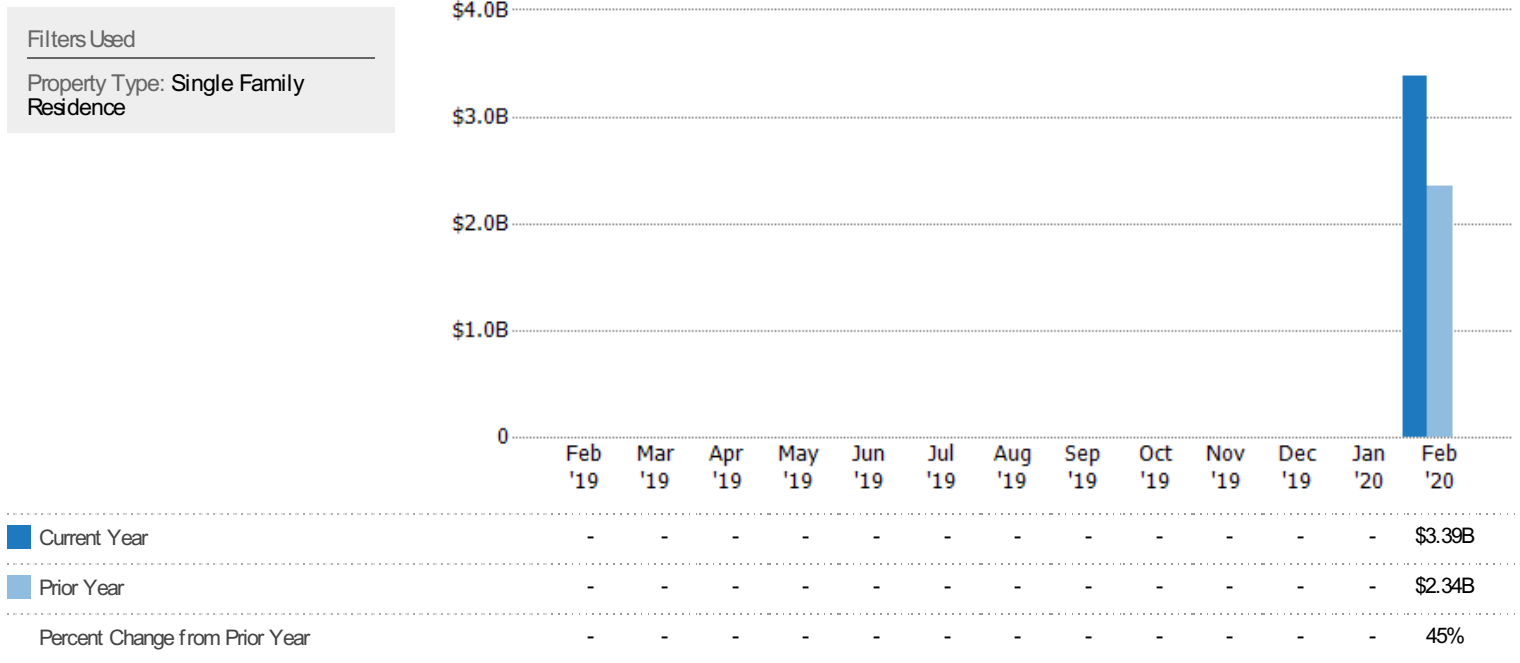
## New Pending Sales

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



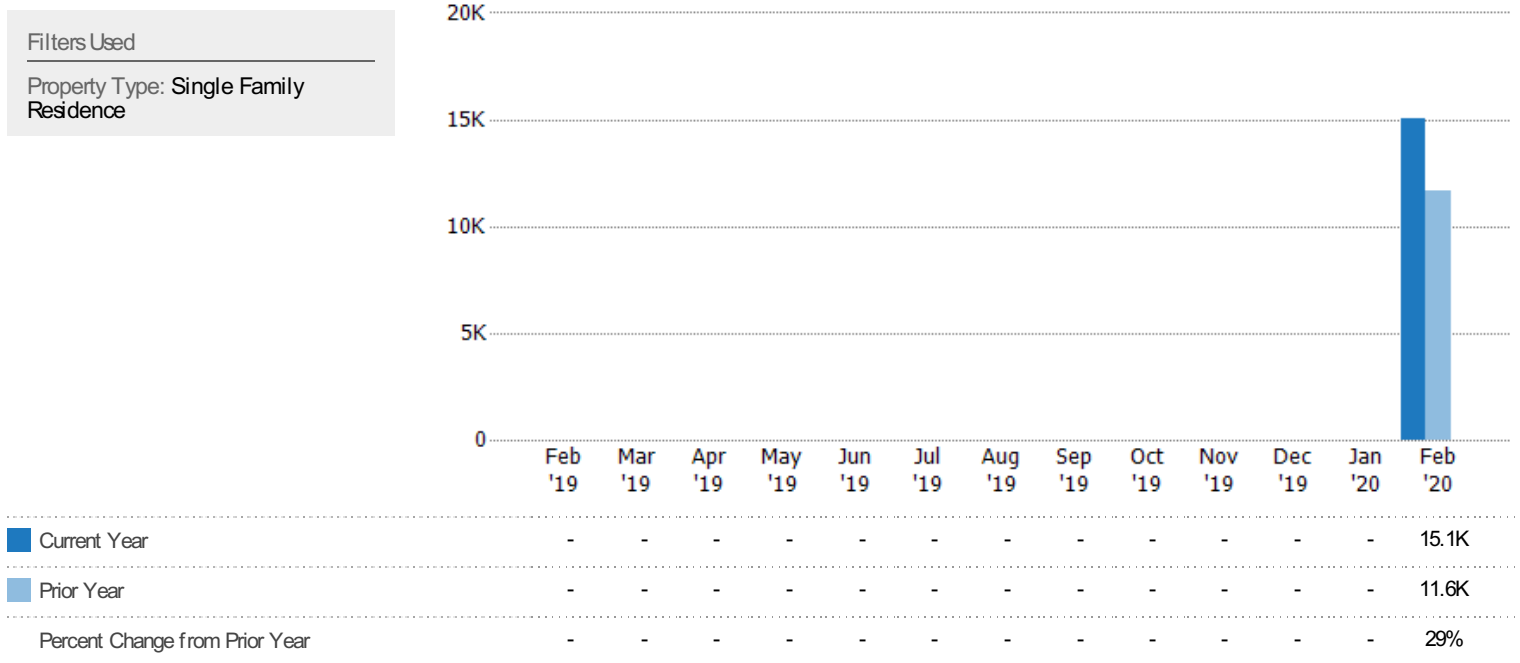
## New Pending Sales Volume

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



## Pending Sales

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





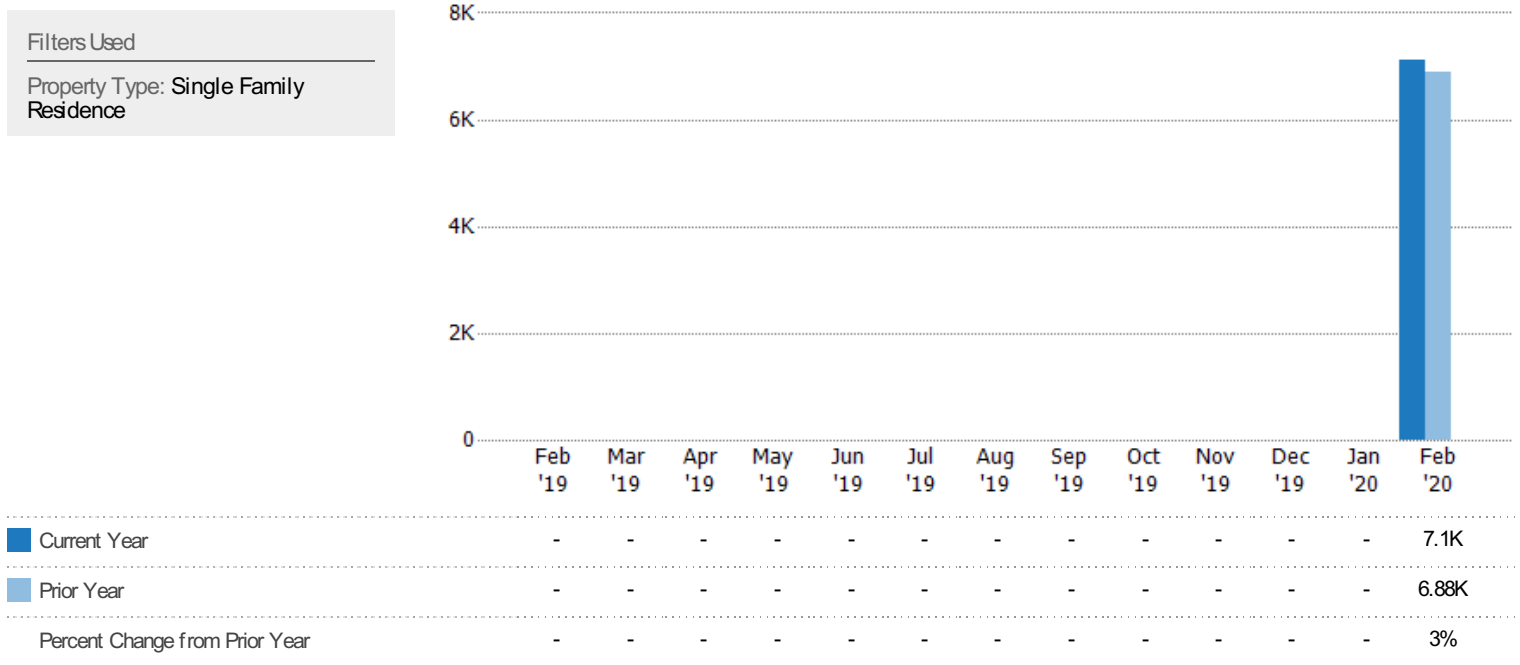
## Pending Sales Volume

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.



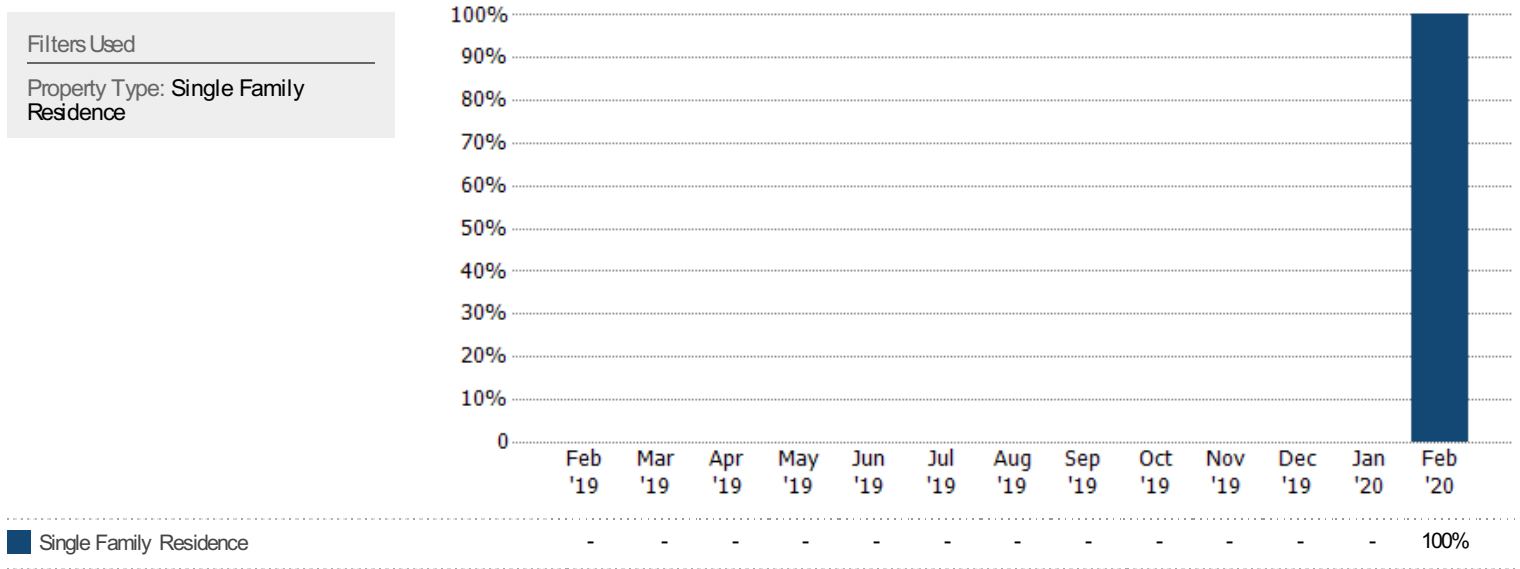
## Closed Sales Volume

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



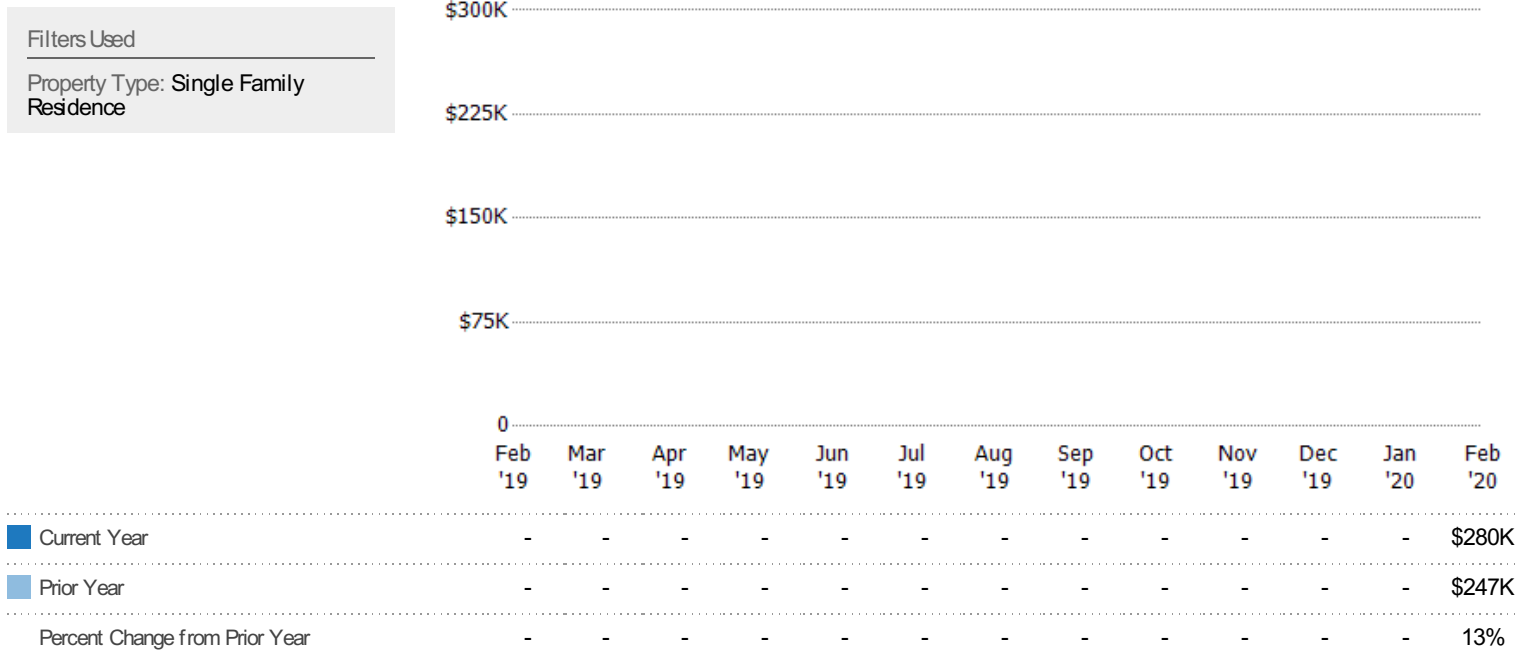
## Closed Sales by Property Type

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



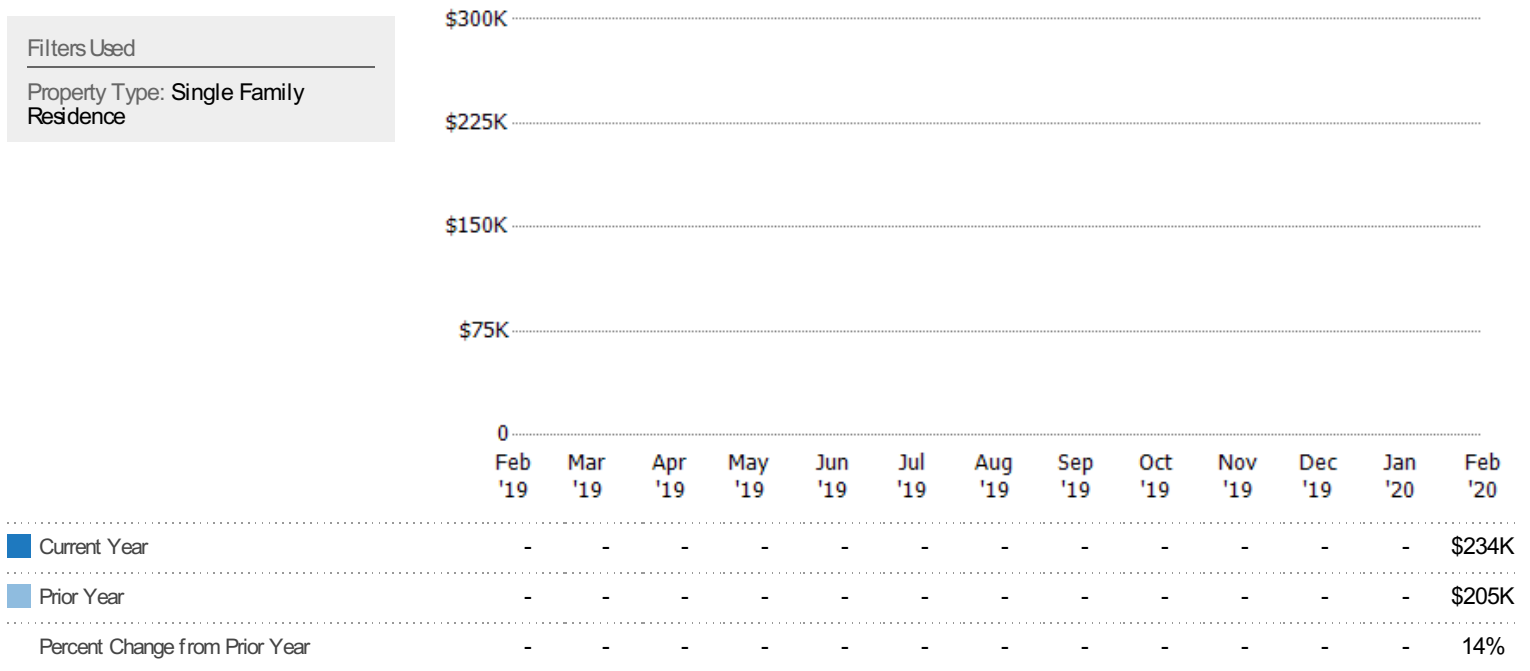
## Average Sales Price

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



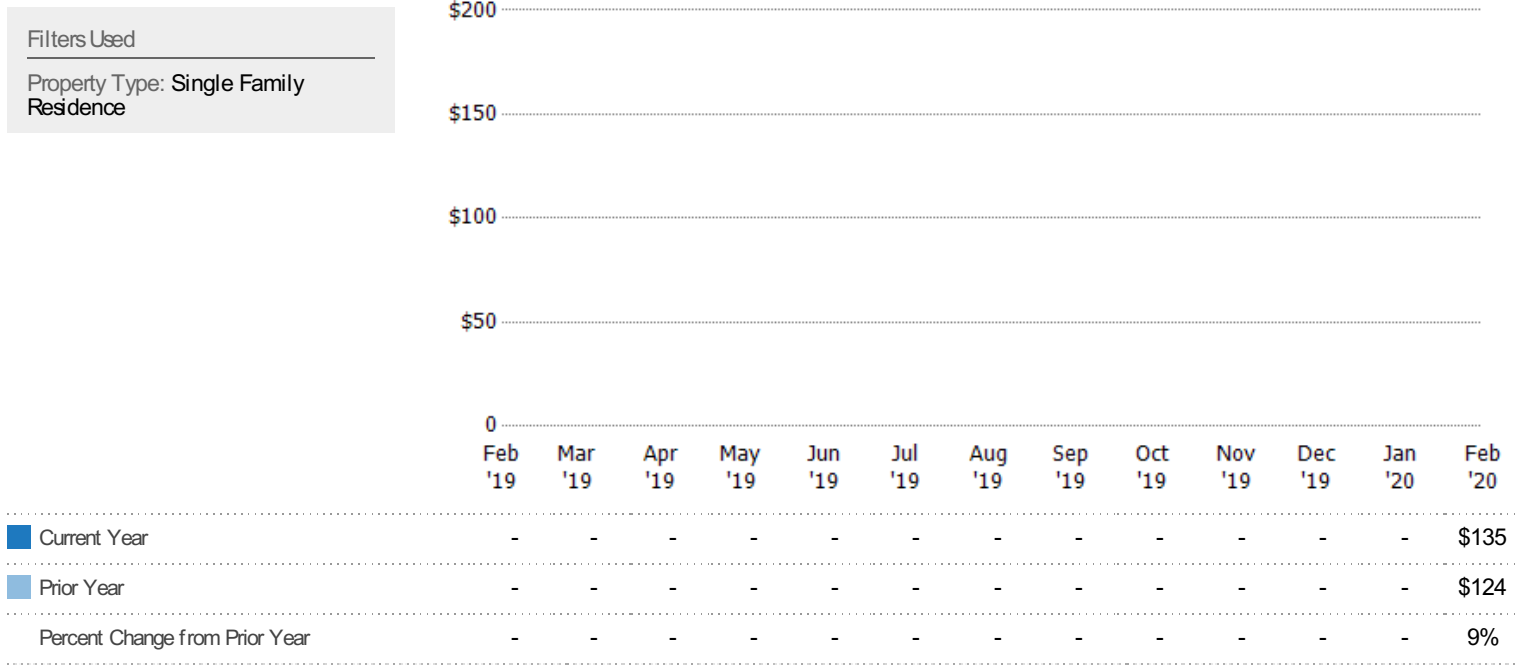
## Median Sales Price

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



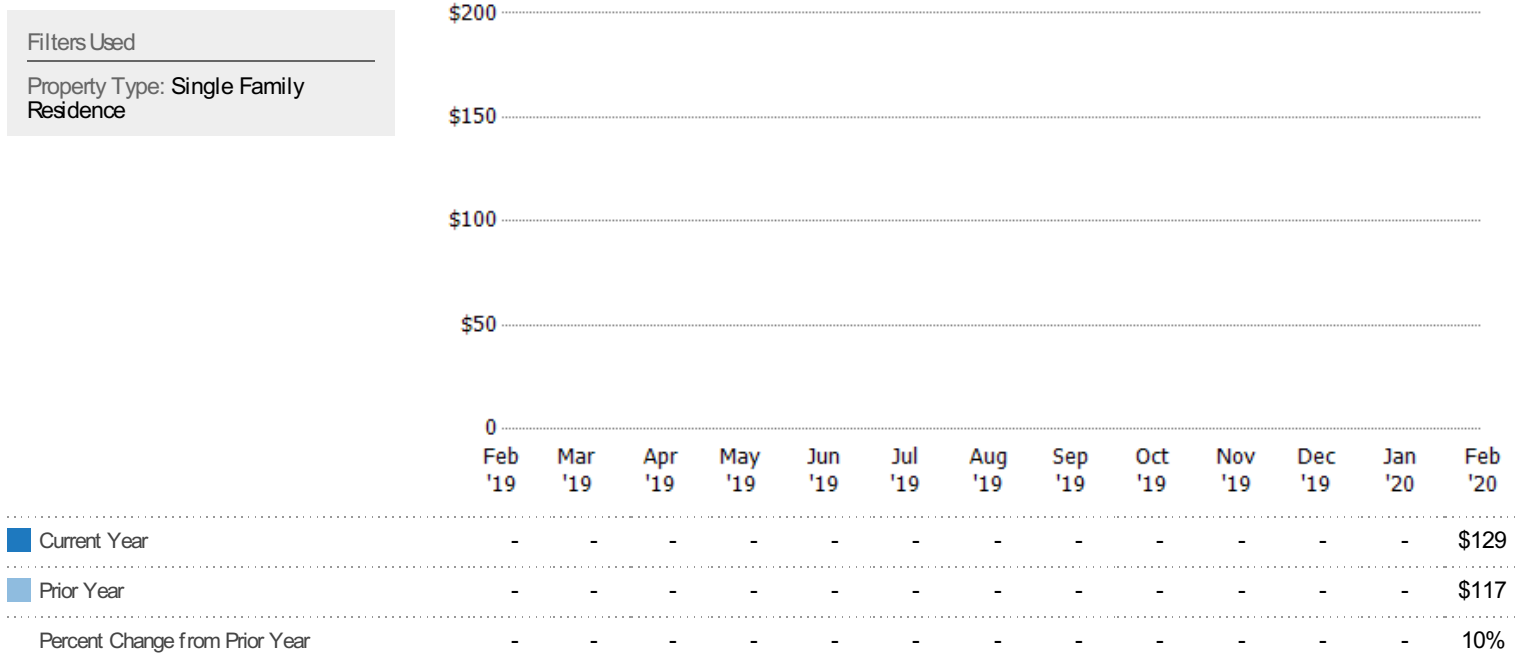
## Average Sales Price per Sq Ft

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



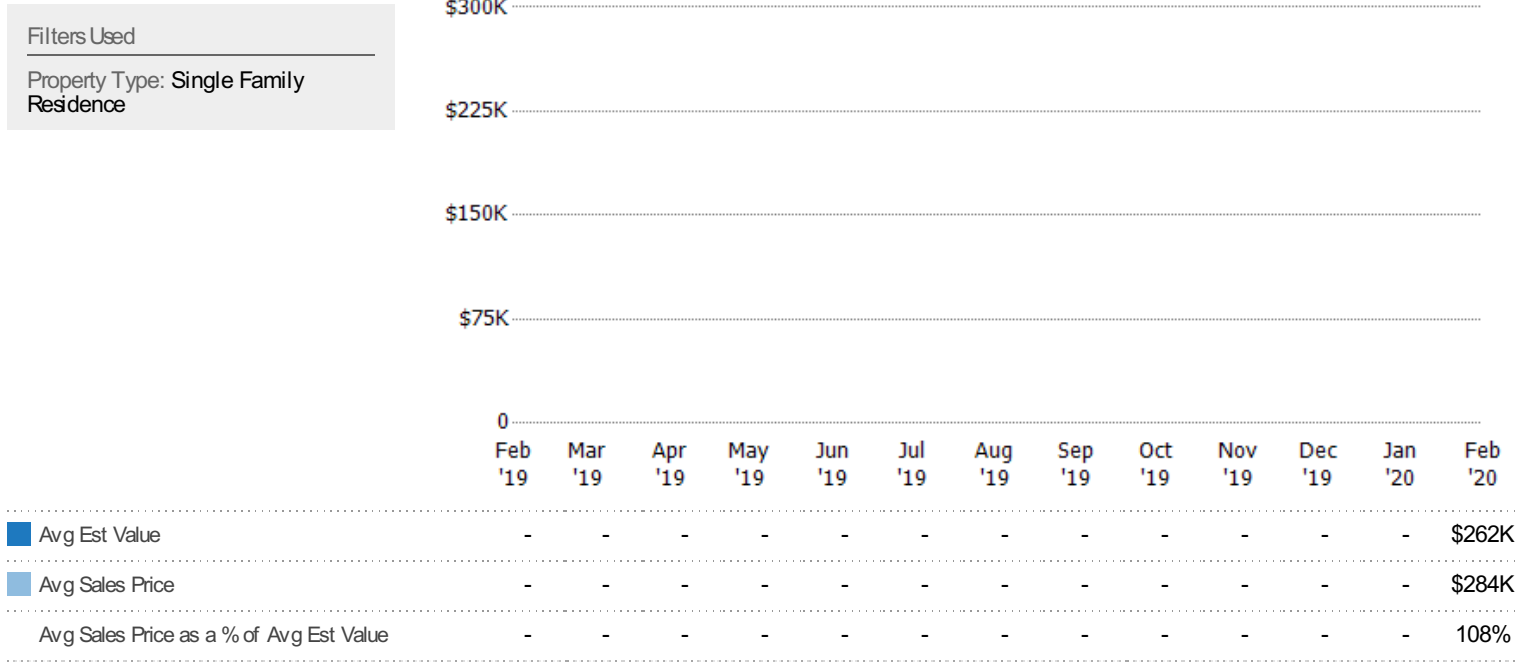
## Median Sales Price per Sq Ft

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



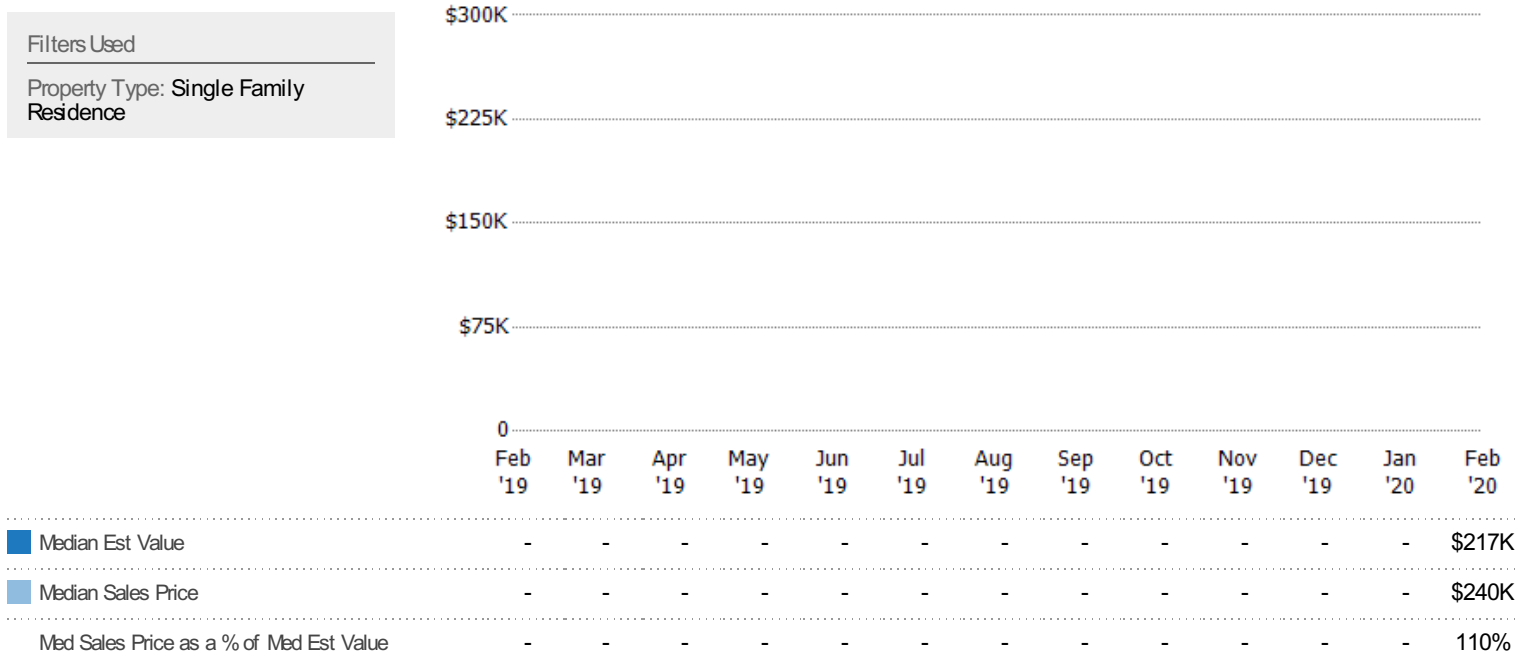
## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.



## Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.



## 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:** TNMarket Report - February 2020

**Run Date:** 03/13/2020

**Scheduled:** No

**Report Date Range:** From 2/2020 To: 2/2020

### 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 2/2020 data

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