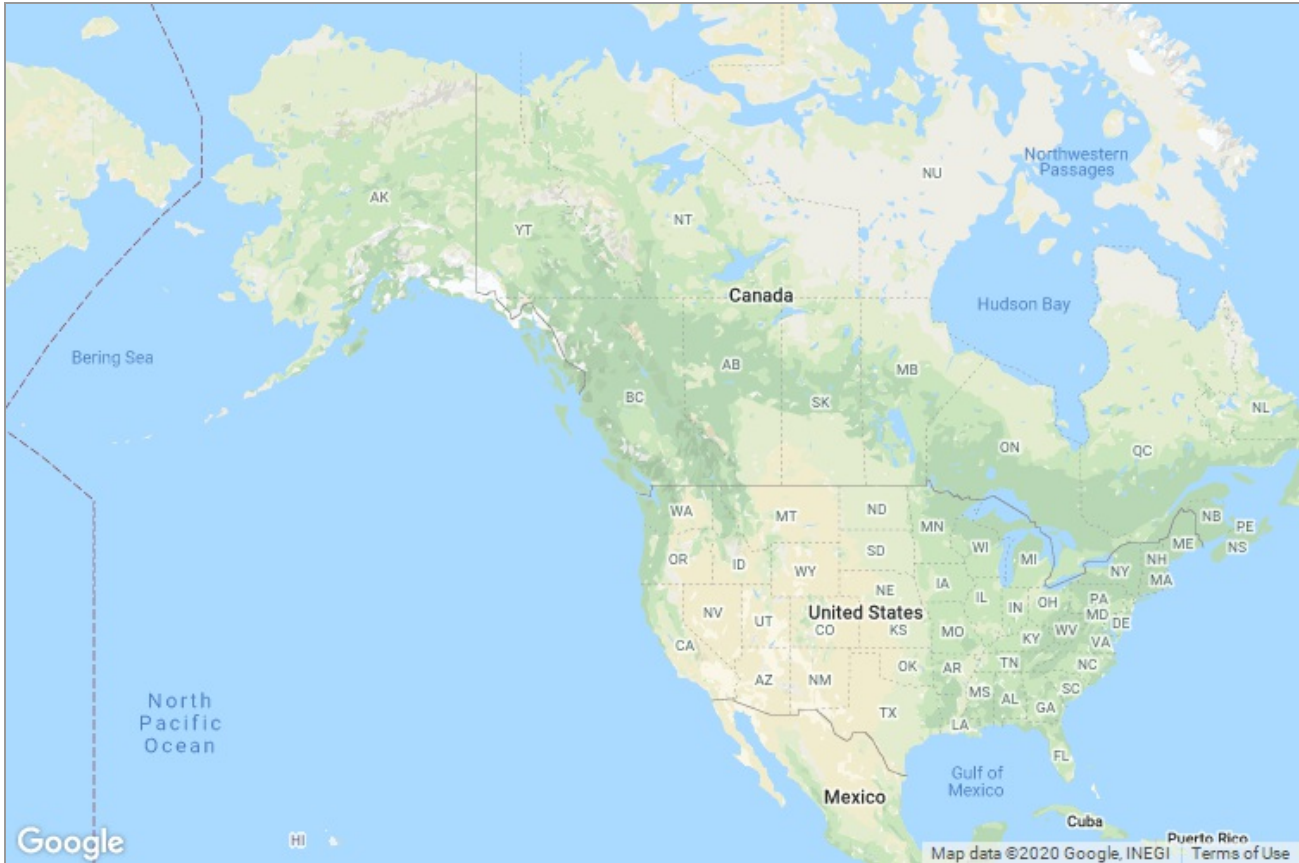


March 2020 - Phil



Report Characteristics

Report Name:
March 2020 - Phil

Report Date Range:
3/2019 – 3/2020

Filters Used:
Property Type

Avg/Med: Both

Run Date: 04/20/2020

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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	12,685	12,934	-1.9%	34,627	34,284	+1%
New Listing Volume	\$4,254,223,909	\$4,080,801,152	+4.2%	\$11,361,670,663	\$10,692,117,460	+6.3%
Active Listing Count	71,547	56,609	+26.4%	N/A	N/A	
Active Listing Volume	\$29,908,252,578	\$22,530,452,213	+32.7%	N/A	N/A	
Average Listing Price	\$418,139	\$398,072	+5%	\$413,644	\$392,997	+5.3%
Median Listing Price	\$324,900	\$309,000	+5.1%	\$321,242	\$303,032	+6%
Average Listing Price per Sq Ft	\$160	\$153	+4.5%	\$158	\$151	+4.5%
Median Listing Price per Sq Ft	\$142	\$137	+3.6%	\$141	\$135	+4.2%
Sales Activity Charts Metrics						
New Pending Sales Count	12,374	11,125	+11.2%	34,704	27,916	+24.3%
New Pending Sales Volume	\$3,654,623,807	\$2,935,789,990	+24.5%	\$10,089,183,836	\$7,271,443,967	+38.8%
Pending Sales Count	14,823	12,233	+21.2%	N/A	N/A	
Pending Sales Volume	\$4,500,847,202	\$3,491,819,583	+28.9%	N/A	N/A	
Closed Sales Count	8,703	8,442	+3.1%	22,748	21,018	+8.2%
Closed Sales Volume	\$2,655,250,997	\$2,187,608,377	+21.4%	\$6,507,870,266	\$5,319,609,372	+22.3%
Average Sales Price	\$305,096	\$259,134	+17.7%	\$286,085	\$253,098	+13%
Median Sales Price	\$240,000	\$215,945	+11.1%	\$234,738	\$210,766	+11.4%
Average Sales Price per Sq Ft	\$136	\$127	+6.9%	\$134	\$125	+7.5%
Median Sales Price per Sq Ft	\$129	\$120	+7.5%	\$128	\$119	+7.6%

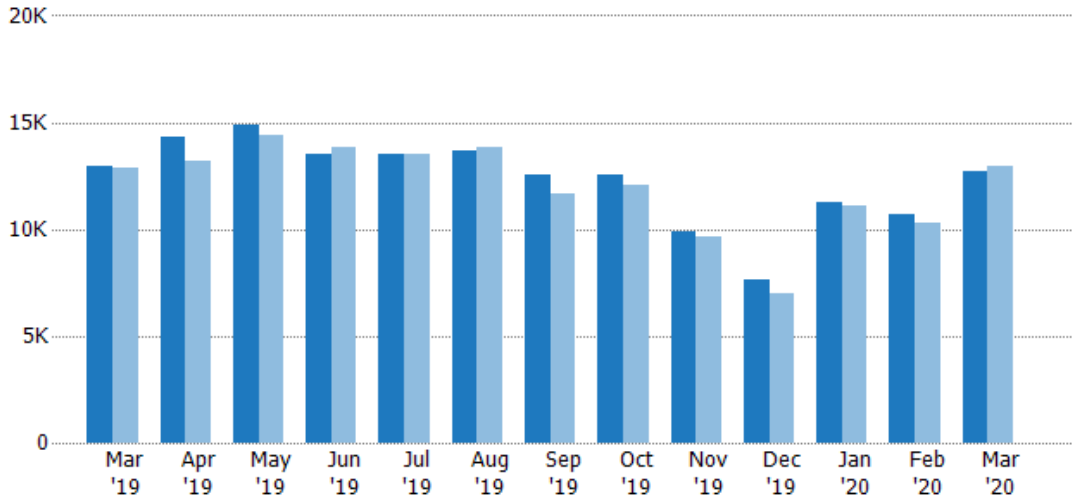
New Listings

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

Filters Used

Property Type: Single Family Residence

Month/Year	Count	% Chg.
Mar '20	12.7K	-1.9%
Mar '19	12.9K	0.8%
Mar '18	12.8K	2.1%



Current Year	12.9K	14.3K	14.9K	13.5K	13.5K	13.6K	12.5K	12.6K	9.86K	7.6K	11.2K	10.7K	12.7K
Prior Year	12.8K	13.2K	14.4K	13.8K	13.5K	13.8K	11.7K	12.1K	9.68K	6.97K	11.1K	10.3K	12.9K
Percent Change from Prior Year	1%	9%	3%	-2%	0%	-1%	8%	4%	2%	9%	1%	4%	-2%

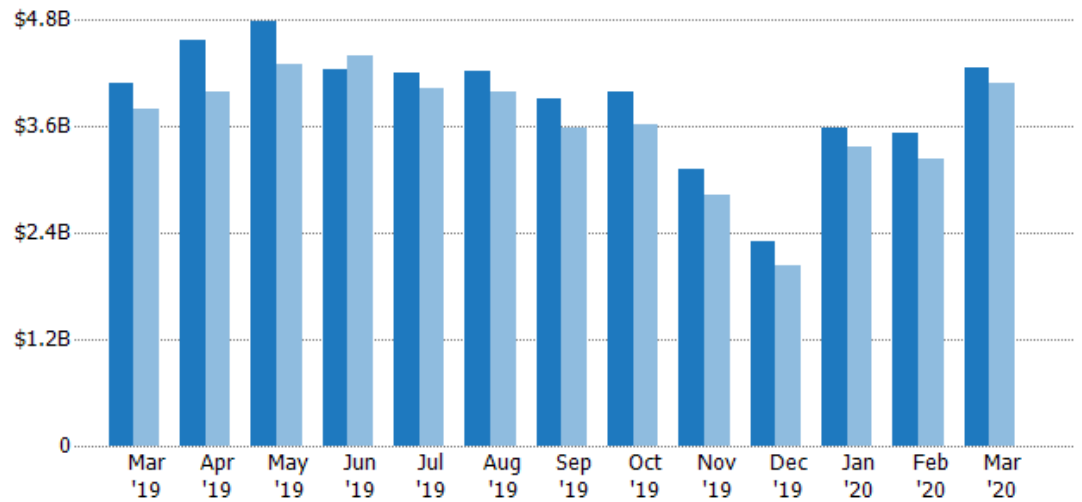
New Listing Volume

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

Filters Used

Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Mar '20	\$4.25B	4.2%
Mar '19	\$4.08B	7.5%
Mar '18	\$3.8B	-2.3%



Current Year	\$4.08B	\$4.57B	\$4.79B	\$4.25B	\$4.21B	\$4.22B	\$3.92B	\$3.99B	\$3.11B	\$2.3B	\$3.58B	\$3.53B	\$4.25B
Prior Year	\$3.8B	\$4B	\$4.3B	\$4.4B	\$4.03B	\$3.99B	\$3.58B	\$3.62B	\$2.84B	\$2.03B	\$3.38B	\$3.23B	\$4.08B
Percent Change from Prior Year	7%	14%	11%	-3%	4%	6%	9%	10%	10%	13%	6%	9%	4%

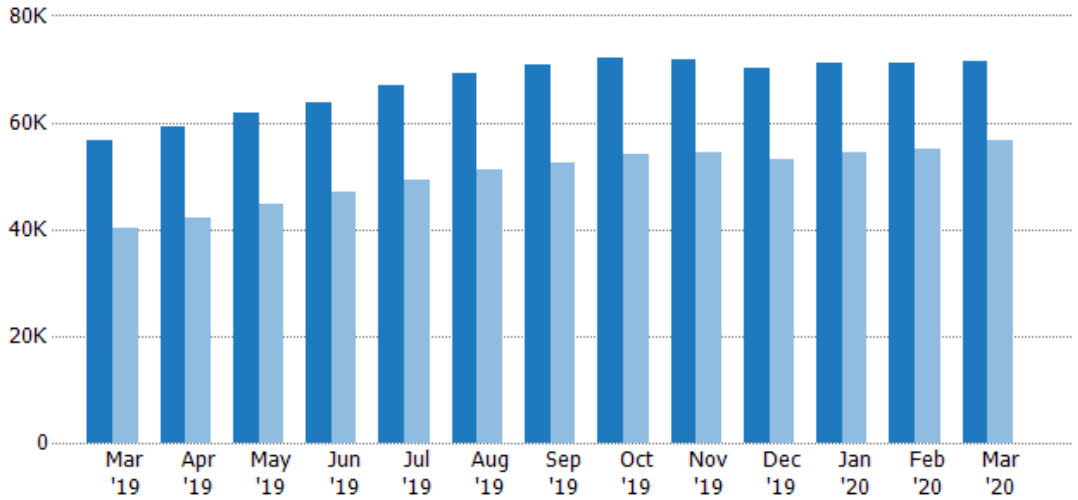
Active Listings

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

Filters Used

Property Type: Single Family Residence

Month/Year	Count	% Chg.
Mar '20	71.5K	26.4%
Mar '19	56.6K	40.9%
Mar '18	40.2K	-25.2%



Current Year	56.6K	59.2K	61.7K	63.8K	66.8K	69.2K	70.8K	72K	71.8K	70.1K	71.1K	71K	71.5K
Prior Year	40.2K	42.1K	44.8K	47K	49.1K	51.1K	52.4K	54.1K	54.4K	53.2K	54.4K	55.1K	56.6K
Percent Change from Prior Year	41%	41%	38%	36%	36%	35%	35%	33%	32%	32%	31%	29%	26%

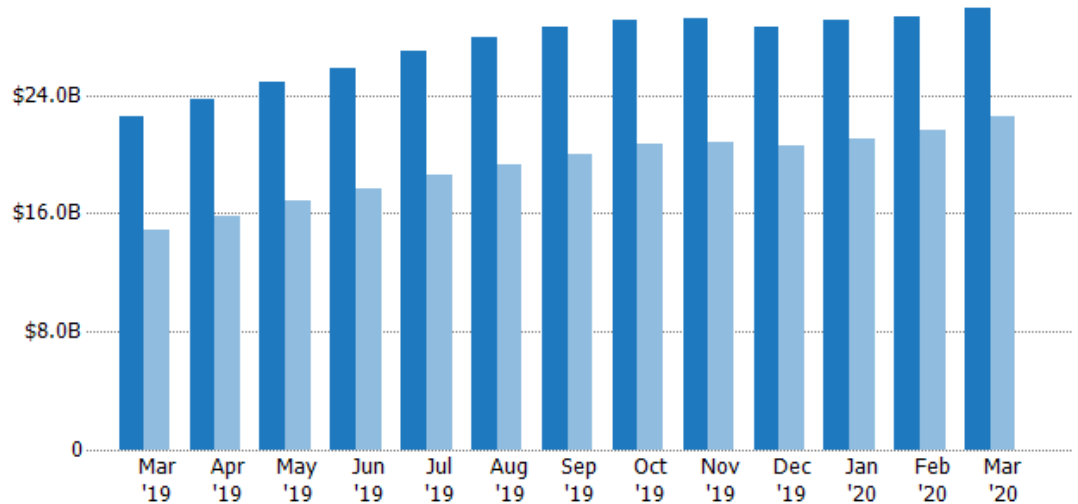
Active Listing Volume

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

Filters Used

Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Mar '20	\$29.9B	32.7%
Mar '19	\$22.5B	51.7%
Mar '18	\$14.9B	-36.2%



Current Year	\$22.5B	\$23.8B	\$24.9B	\$25.8B	\$27B	\$27.9B	\$28.6B	\$29.1B	\$29.2B	\$28.6B	\$29.1B	\$29.3B	\$29.9B
Prior Year	\$14.9B	\$15.8B	\$16.9B	\$17.7B	\$18.6B	\$19.3B	\$20B	\$20.7B	\$20.8B	\$20.6B	\$21.1B	\$21.7B	\$22.5B
Percent Change from Prior Year	52%	51%	48%	46%	45%	44%	43%	41%	40%	39%	38%	36%	33%

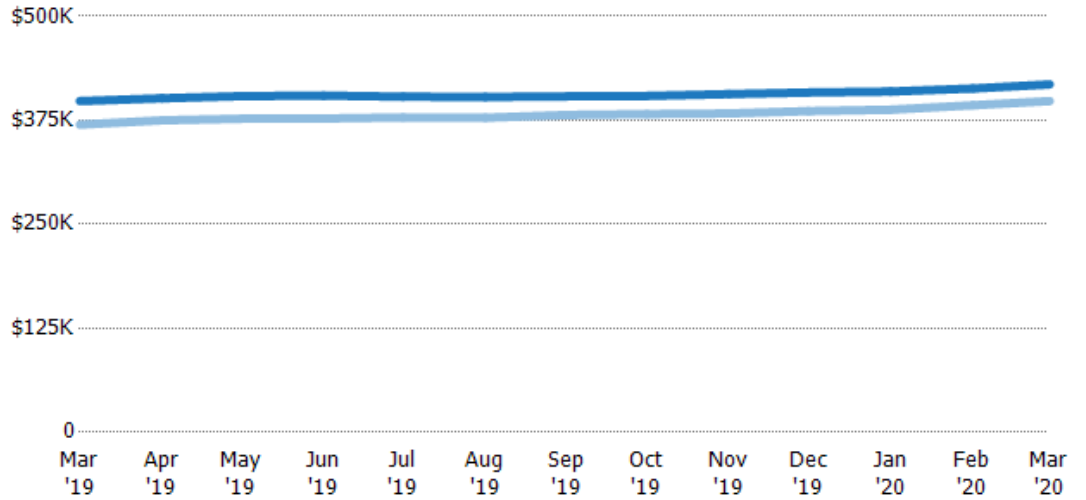
Average Listing Price

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

Filters Used

Property Type: Single Family Residence

Month/Year	Price	% Chg.
Mar '20	\$418K	5%
Mar '19	\$398K	7.7%
Mar '18	\$370K	-14.7%



Current Year	\$398K	\$401K	\$404K	\$405K	\$403K	\$403K	\$404K	\$404K	\$407K	\$408K	\$410K	\$413K	\$418K
Prior Year	\$370K	\$375K	\$377K	\$377K	\$378K	\$378K	\$381K	\$382K	\$383K	\$386K	\$388K	\$393K	\$398K
Percent Change from Prior Year	8%	7%	7%	7%	7%	7%	6%	6%	6%	6%	6%	5%	5%

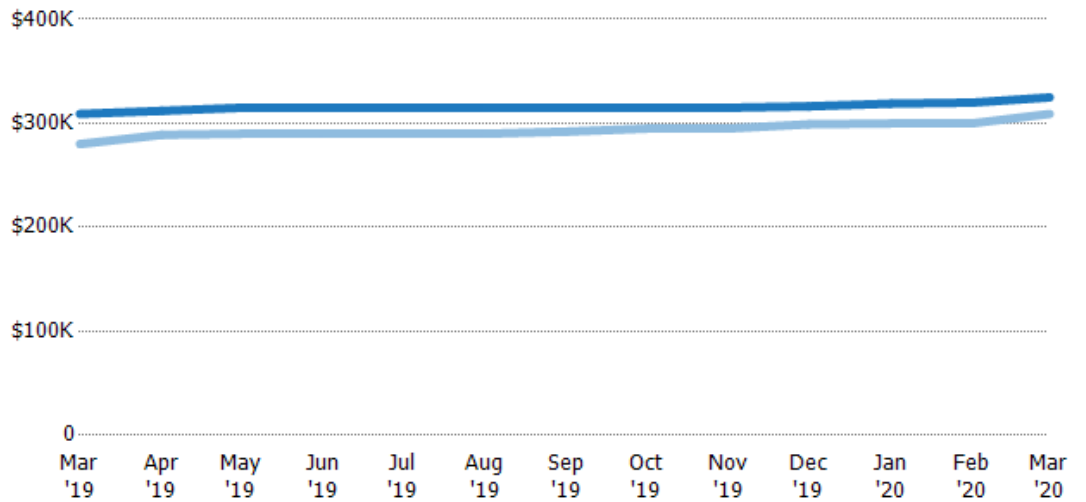
Median Listing Price

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

Filters Used

Property Type: Single Family Residence

Month/Year	Price	% Chg.
Mar '20	\$325K	5.1%
Mar '19	\$309K	10.4%
Mar '18	\$280K	-18.4%



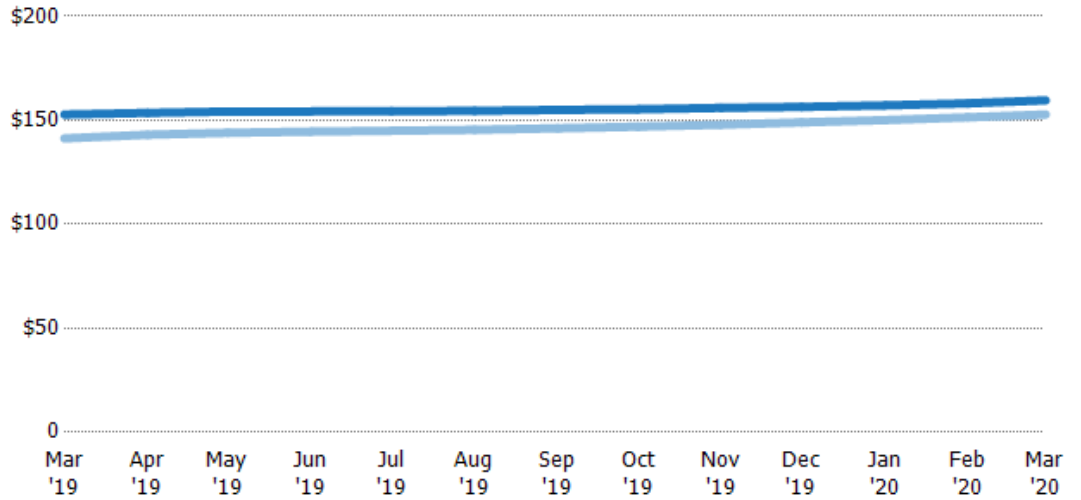
Current Year	\$309K	\$312K	\$315K	\$315K	\$315K	\$315K	\$315K	\$315K	\$315K	\$316K	\$319K	\$320K	\$325K
Prior Year	\$280K	\$289K	\$290K	\$290K	\$290K	\$290K	\$292K	\$295K	\$295K	\$299K	\$300K	\$300K	\$309K
Percent Change from Prior Year	10%	8%	9%	9%	9%	9%	8%	7%	7%	6%	6%	7%	5%

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



Month/Year	Price/sq ft	% Chg.
Mar '20	\$160	4.5%
Mar '19	\$153	8.1%
Mar '18	\$141	-12.2%

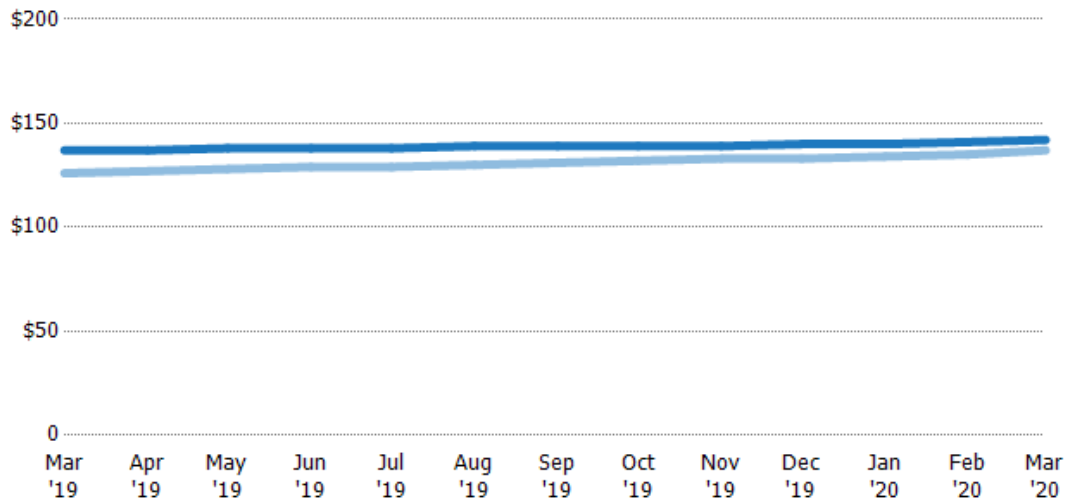
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$153	\$154	\$154	\$154	\$154	\$155	\$155	\$155	\$156	\$156	\$157	\$158	\$160
Prior Year	\$141	\$143	\$144	\$145	\$145	\$145	\$146	\$147	\$148	\$149	\$150	\$151	\$153
Percent Change from Prior Year	8%	7%	7%	7%	7%	6%	6%	6%	5%	5%	5%	4%	4%

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



Month/Year	Price/sq ft	% Chg.
Mar '20	\$142	3.6%
Mar '19	\$137	8.7%
Mar '18	\$126	-14.3%

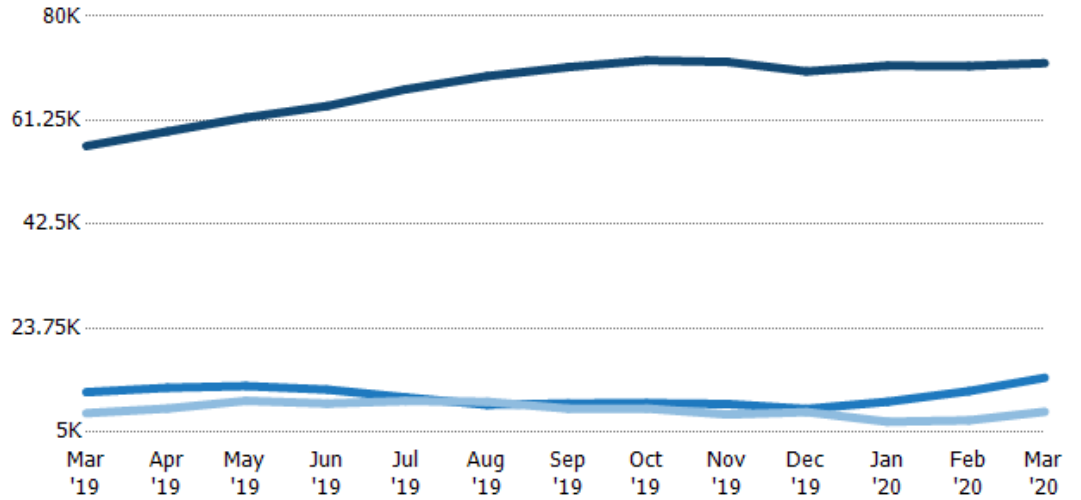
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$137	\$137	\$138	\$138	\$138	\$139	\$139	\$139	\$139	\$140	\$140	\$141	\$142
Prior Year	\$126	\$127	\$128	\$129	\$129	\$130	\$131	\$132	\$133	\$133	\$134	\$135	\$137
Percent Change from Prior Year	9%	8%	8%	7%	7%	7%	6%	5%	5%	5%	4%	4%	4%

Active/Pending/Sold Units

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

Filters Used

Property Type: Single Family Residence



Active	56.6K	59.2K	61.7K	63.8K	66.8K	69.2K	70.8K	72K	71.8K	70.1K	71.1K	71K	71.5K
Pending	12.2K	13K	13.3K	12.7K	11.3K	9.96K	10.2K	10.2K	10.1K	9.2K	10.5K	12.4K	14.8K
Sold	8.44K	9.28K	10.7K	10.2K	10.6K	10.5K	9.27K	9.28K	8.2K	8.65K	6.9K	7.15K	8.7K

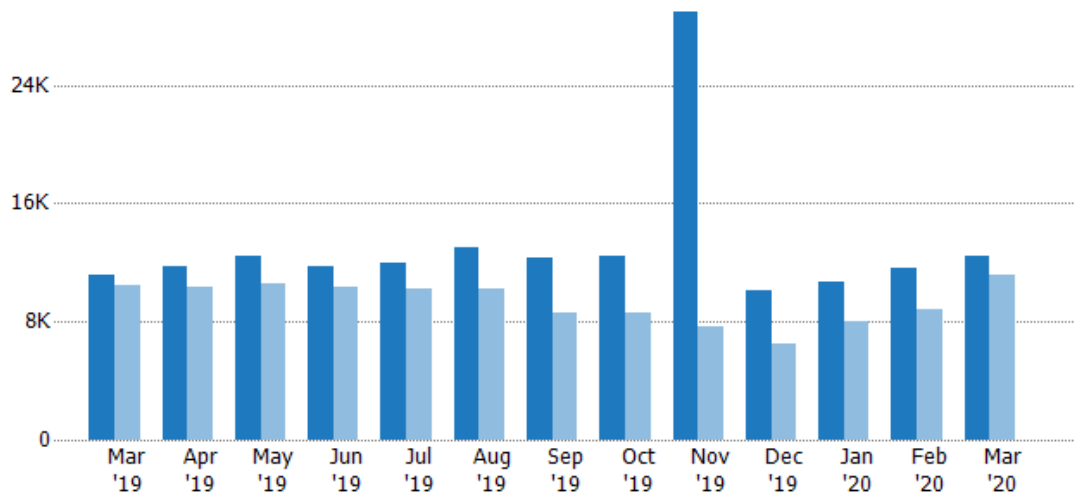
New Pending Sales

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

Filters Used

Property Type: Single Family Residence

Month/Year	Count	% Chg.
Mar '20	12.4K	11.2%
Mar '19	11.1K	7%
Mar '18	10.4K	-3.8%



Current Year	11.1K	11.8K	12.5K	11.8K	12K	13K	12.3K	12.4K	29K	10.1K	10.7K	11.7K	12.4K
Prior Year	10.4K	10.3K	10.6K	10.3K	10.2K	10.2K	8.58K	8.57K	7.63K	6.48K	7.96K	8.83K	11.1K
Percent Change from Prior Year	7%	14%	18%	15%	18%	27%	43%	45%	280%	55%	34%	32%	11%

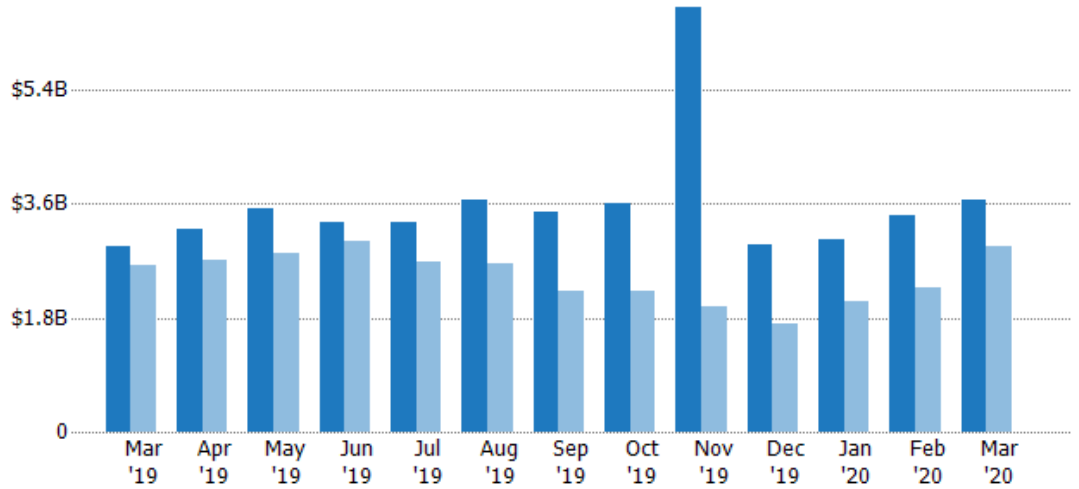
New Pending Sales Volume

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

Filters Used

Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Mar '20	\$3.65B	24.5%
Mar '19	\$2.94B	11.2%
Mar '18	\$2.64B	-10.6%



Current Year	\$2.94B	\$3.21B	\$3.52B	\$3.3B	\$3.32B	\$3.67B	\$3.46B	\$3.6B	\$6.69B	\$2.94B	\$3.03B	\$3.41B	\$3.65B
Prior Year	\$2.64B	\$2.72B	\$2.81B	\$3.02B	\$2.68B	\$2.66B	\$2.24B	\$2.22B	\$1.98B	\$1.7B	\$2.05B	\$2.29B	\$2.94B
Percent Change from Prior Year	11%	18%	25%	9%	24%	38%	55%	62%	238%	73%	48%	49%	24%

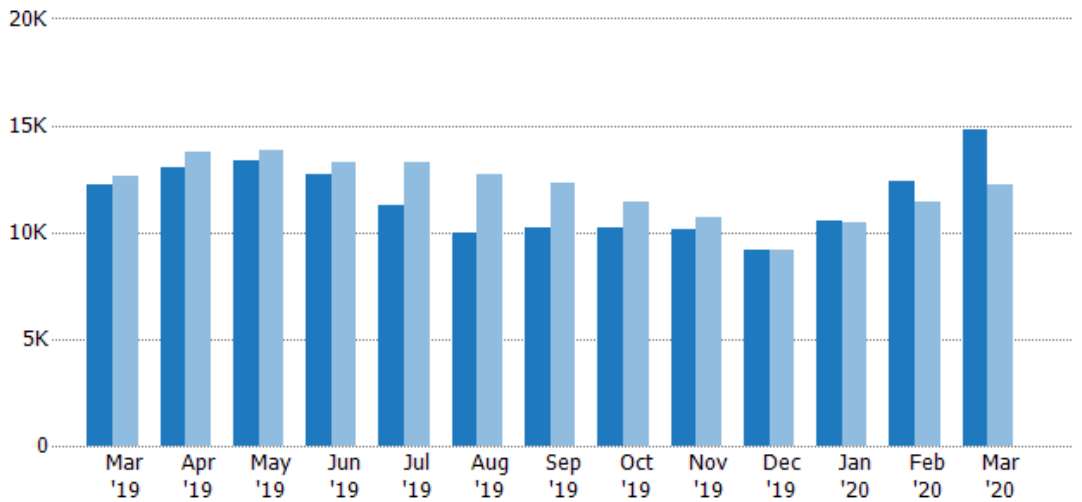
Pending Sales

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

Filters Used

Property Type: Single Family Residence

Month/Year	Count	% Chg.
Mar '20	14.8K	21.2%
Mar '19	12.2K	-3.4%
Mar '18	12.7K	-15.4%



Current Year	12.2K	13K	13.3K	12.7K	11.3K	9.96K	10.2K	10.2K	10.1K	9.2K	10.5K	12.4K	14.8K
Prior Year	12.7K	13.8K	13.8K	13.3K	13.3K	12.7K	12.3K	11.5K	10.7K	9.15K	10.5K	11.4K	12.2K
Percent Change from Prior Year	-3%	-5%	-3%	-4%	-15%	-21%	-17%	-11%	-5%	1%	0%	9%	21%

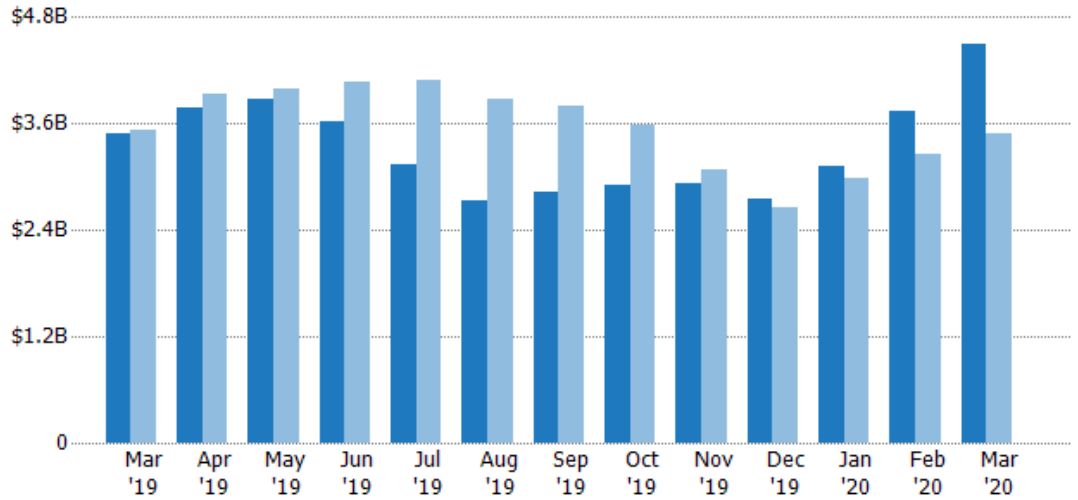
Pending Sales Volume

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

Filters Used

Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Mar '20	\$4.5B	28.9%
Mar '19	\$3.49B	-1.2%
Mar '18	\$3.53B	-23.8%



Current Year	\$3.49B	\$3.77B	\$3.87B	\$3.62B	\$3.14B	\$2.73B	\$2.82B	\$2.9B	\$2.92B	\$2.74B	\$3.11B	\$3.74B	\$4.5B
Prior Year	\$3.53B	\$3.93B	\$3.99B	\$4.08B	\$4.08B	\$3.87B	\$3.81B	\$3.58B	\$3.08B	\$2.66B	\$2.98B	\$3.26B	\$3.49B
Percent Change from Prior Year	-1%	-4%	-3%	-11%	-23%	-29%	-26%	-19%	-5%	3%	4%	15%	29%

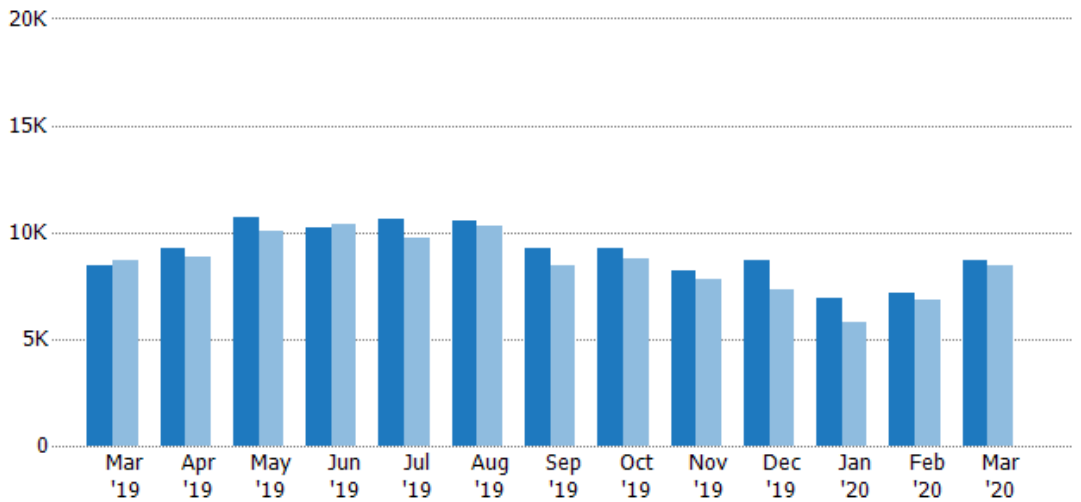
Closed Sales

The total number of residential properties sold each month.

Filters Used

Property Type: Single Family Residence

Month/Year	Count	% Chg.
Mar '20	8.7K	3.1%
Mar '19	8.44K	-2.7%
Mar '18	8.68K	-1.8%



Current Year	8.44K	9.28K	10.7K	10.2K	10.6K	10.5K	9.27K	9.28K	8.2K	8.65K	6.9K	7.15K	8.7K
Prior Year	8.68K	8.81K	10K	10.3K	9.77K	10.3K	8.44K	8.75K	7.78K	7.29K	5.76K	6.82K	8.44K
Percent Change from Prior Year	-3%	5%	6%	-2%	9%	2%	10%	6%	5%	19%	20%	5%	3%

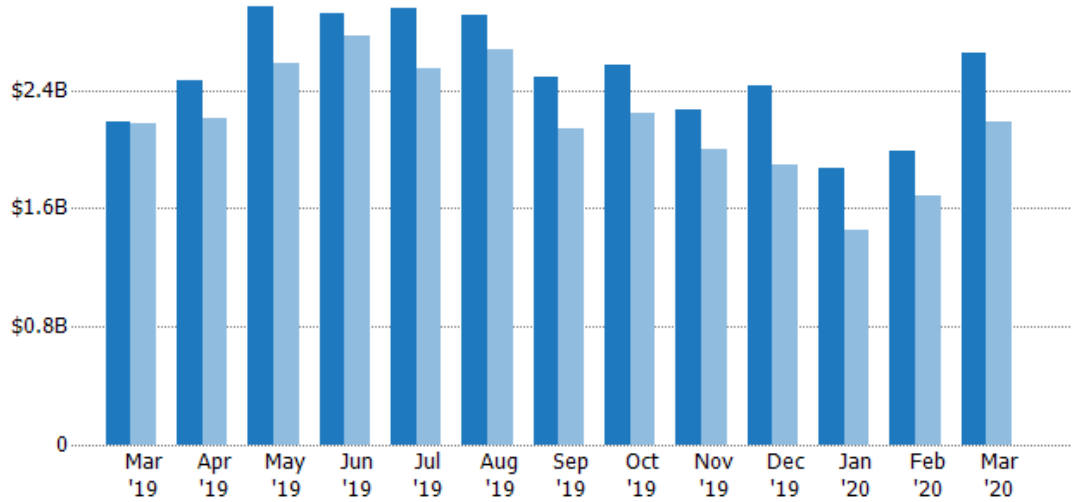
Closed Sales Volume

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

Filters Used

Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Mar '20	\$2.66B	21.4%
Mar '19	\$2.19B	0.4%
Mar '18	\$2.18B	-9.3%



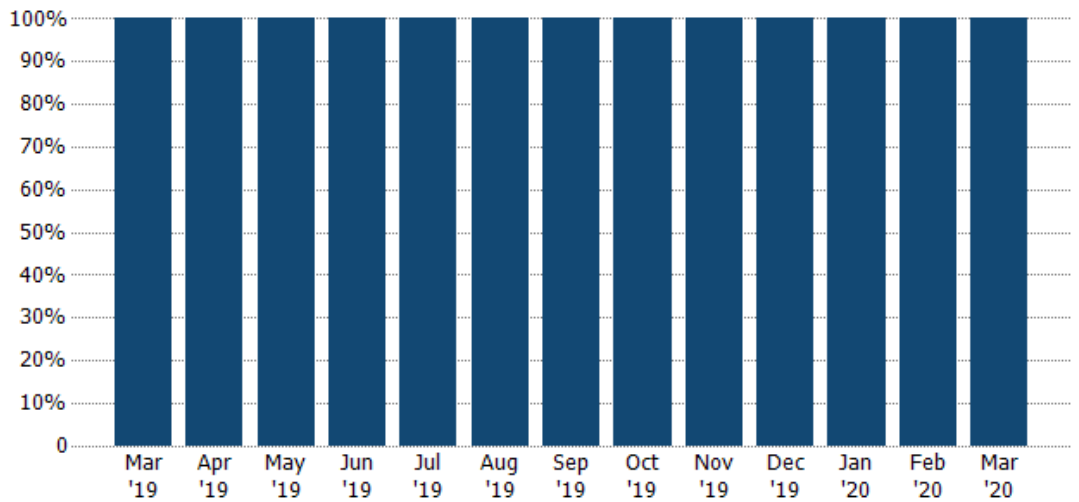
Current Year	\$2.19B	\$2.46B	\$2.97B	\$2.92B	\$2.95B	\$2.91B	\$2.48B	\$2.56B	\$2.26B	\$2.43B	\$1.87B	\$1.98B	\$2.66B
Prior Year	\$2.18B	\$2.21B	\$2.59B	\$2.77B	\$2.54B	\$2.68B	\$2.13B	\$2.25B	\$2B	\$1.89B	\$1.45B	\$1.68B	\$2.19B
Percent Change from Prior Year	0%	12%	15%	5%	16%	9%	16%	14%	13%	29%	29%	18%	21%

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%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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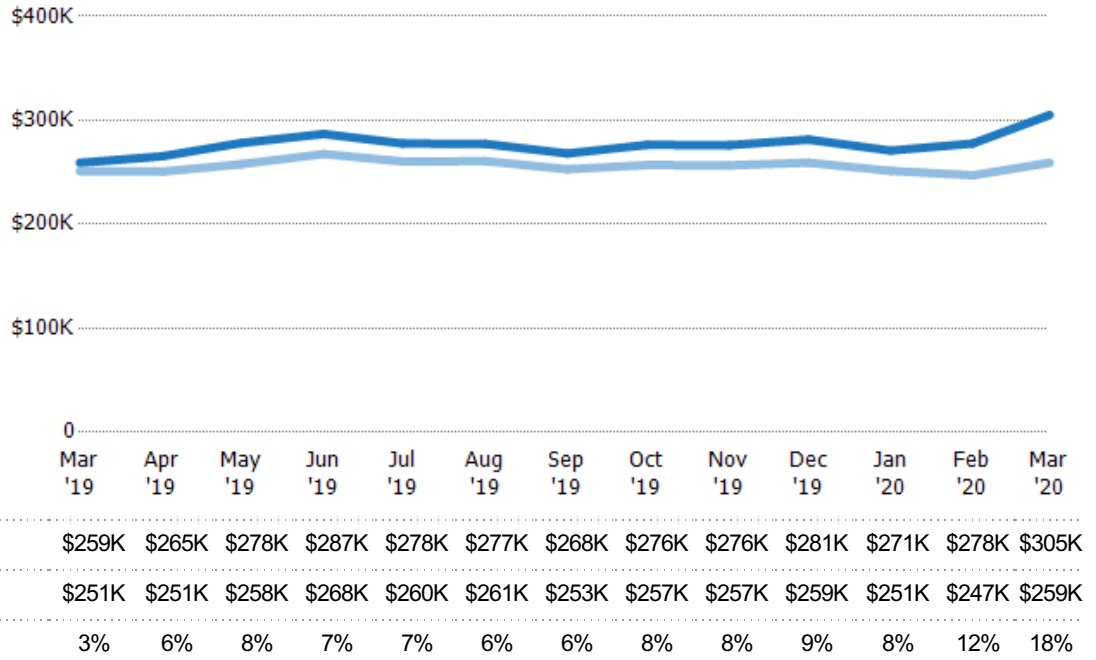
Average Sales Price

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

Filters Used

Property Type: Single Family Residence

Month/Year	Price	% Chg.
Mar '20	\$305K	17.7%
Mar '19	\$259K	3.2%
Mar '18	\$251K	-7.6%



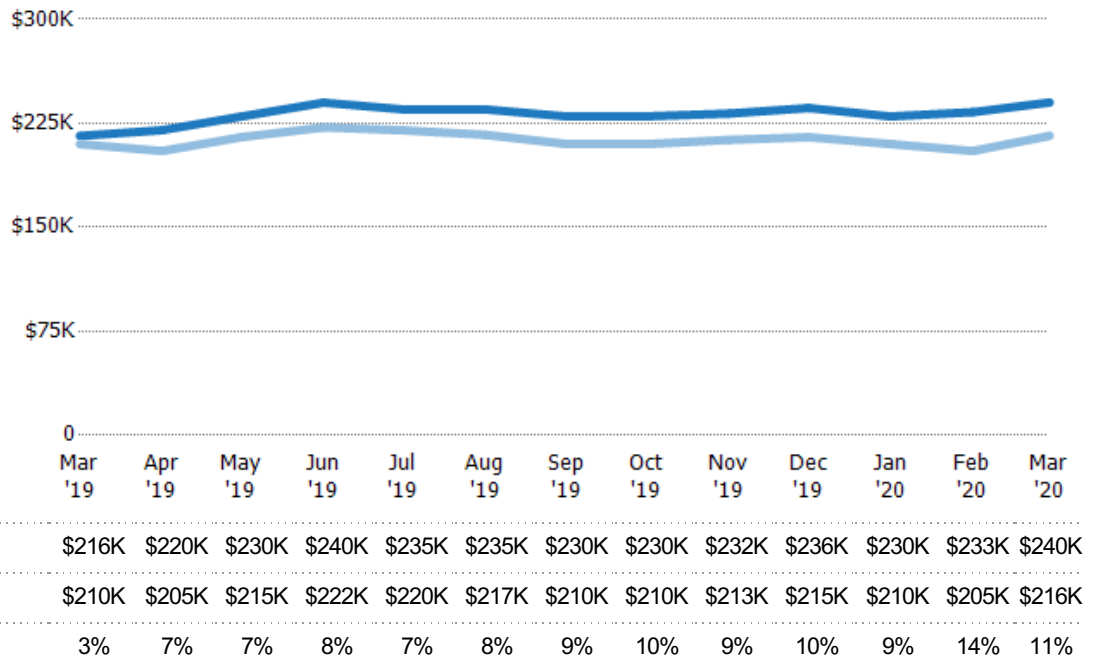
Median Sales Price

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

Filters Used

Property Type: Single Family Residence

Month/Year	Price	% Chg.
Mar '20	\$240K	11.1%
Mar '19	\$216K	2.8%
Mar '18	\$210K	-10%

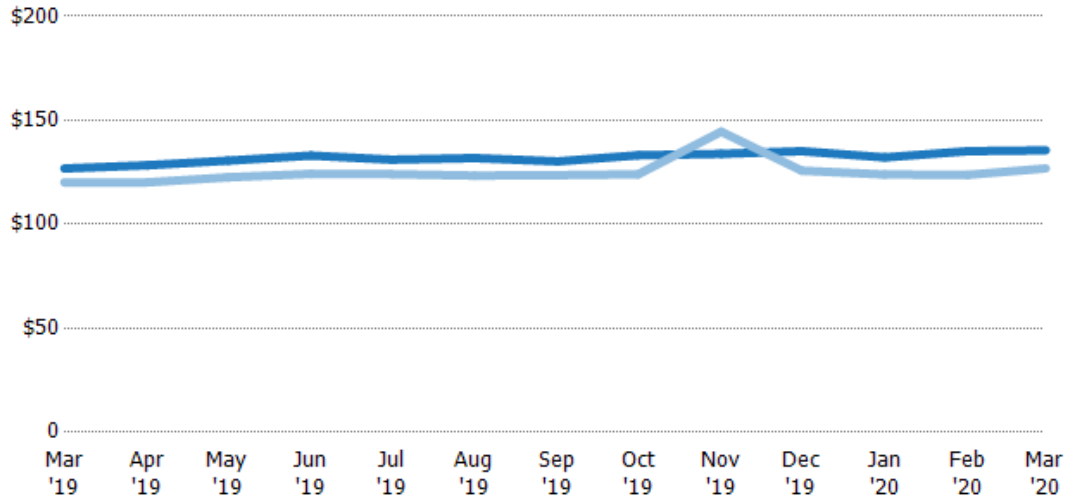


Average Sales Price per Sq Ft

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

Filters Used

Property Type: Single Family Residence



Month/Year	Price/sq ft	% Chg.
Mar '20	\$136	6.9%
Mar '19	\$127	5.6%
Mar '18	\$120	-7.1%

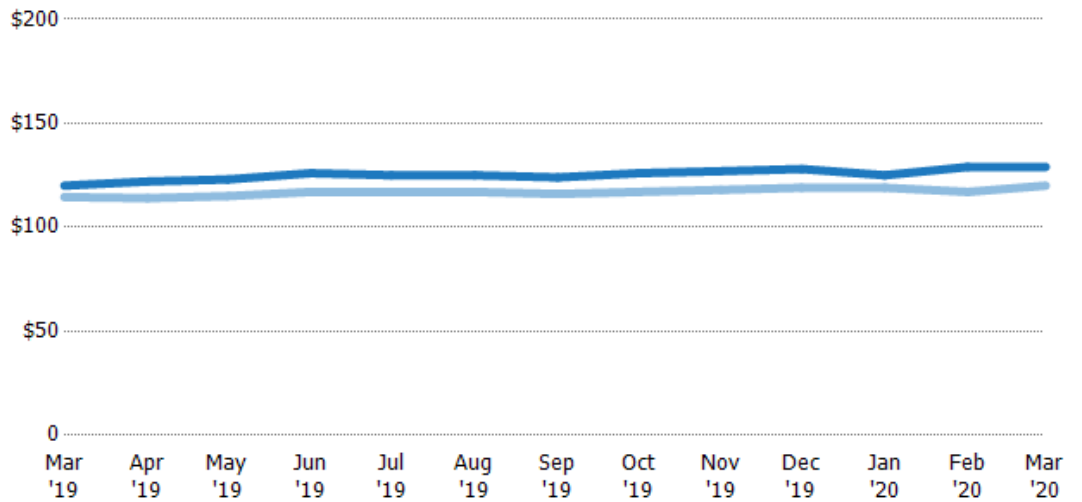
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$127	\$128	\$131	\$133	\$131	\$132	\$130	\$133	\$134	\$135	\$132	\$135	\$136
Prior Year	\$120	\$120	\$123	\$124	\$124	\$123	\$124	\$124	\$145	\$126	\$124	\$124	\$127
Percent Change from Prior Year	6%	7%	7%	7%	6%	7%	5%	7%	-7%	7%	7%	9%	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



Month/Year	Price/sq ft	% Chg.
Mar '20	\$129	7.5%
Mar '19	\$120	4.8%
Mar '18	\$115	-7.4%

	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$120	\$122	\$123	\$126	\$125	\$125	\$124	\$126	\$127	\$128	\$125	\$129	\$129
Prior Year	\$115	\$114	\$115	\$117	\$117	\$117	\$116	\$117	\$118	\$119	\$119	\$117	\$120
Percent Change from Prior Year	5%	7%	7%	8%	7%	7%	7%	8%	8%	8%	5%	10%	8%

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: March 2020 - Phil

Run Date: 04/20/2020

Scheduled: No

Report Date Range: From 3/2019 To: 3/2020

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 3/2020 data

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