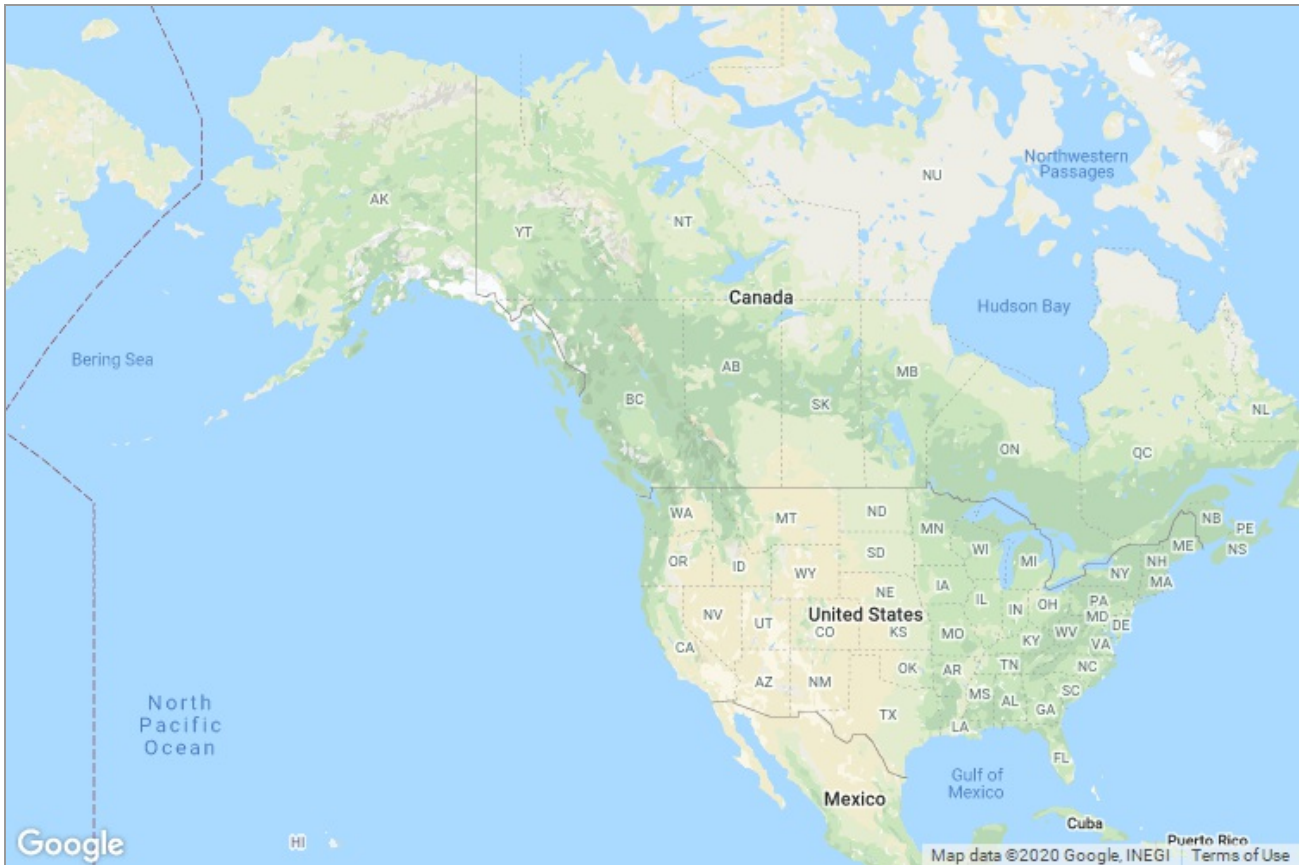


April 2020 report



Report Characteristics

Report Name:
April 2020 report

Report Date Range:
4/2019 – 4/2020

Filters Used:
Property Type

Avg/Med: Both

Run Date: 05/07/2020

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	Apr 2020	Apr 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	10,734	13,974	-23.2%	44,954	47,666	-5.7%
New Listing Volume	\$3,634,477,066	\$4,454,933,079	-18.4%	\$14,861,538,755	\$14,919,217,591	-0.4%
Active Listing Count	69,188	57,744	+19.8%	N/A	N/A	
Active Listing Volume	\$29,292,677,148	\$23,129,073,150	+26.6%	N/A	N/A	
Average Listing Price	\$423,592	\$400,642	+5.7%	\$417,117	\$394,229	+5.8%
Median Listing Price	\$328,900	\$312,000	+5.4%	\$323,680	\$305,371	+6%
Average Listing Price per Sq Ft	\$162	\$154	+5%	\$160	\$152	+5%
Median Listing Price per Sq Ft	\$143	\$138	+3.6%	\$142	\$137	+4.2%
Sales Activity Charts Metrics						
New Pending Sales Count	10,566	11,671	-9.5%	45,350	39,489	+14.8%
New Pending Sales Volume	\$3,165,648,973	\$3,177,282,360	-0.4%	\$13,269,430,958	\$10,422,364,040	+27.3%
Pending Sales Count	15,542	12,847	+21%	N/A	N/A	
Pending Sales Volume	\$4,776,227,631	\$3,725,213,753	+28.2%	N/A	N/A	
Closed Sales Count	7,410	9,262	-20%	30,242	30,224	+0.1%
Closed Sales Volume	\$2,173,971,161	\$2,454,669,941	-11.4%	\$8,679,223,639	\$7,759,376,456	+11.9%
Average Sales Price	\$293,383	\$265,026	+10.7%	\$286,992	\$256,729	+11.8%
Median Sales Price	\$249,000	\$220,000	+13.2%	\$238,229	\$213,456	+11.6%
Average Sales Price per Sq Ft	\$138	\$128	+7.5%	\$135	\$126	+7.4%
Median Sales Price per Sq Ft	\$131	\$122	+7.4%	\$129	\$120	+7.4%

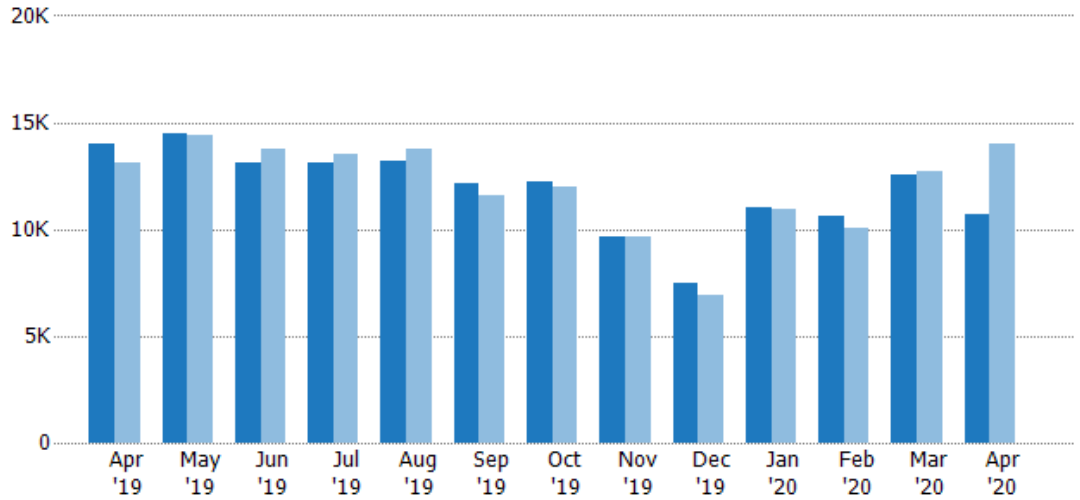
New Listings

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

Filters Used

Property Type: Single Family Residence

Month/Year	Count	% Chg.
Apr '20	10.7K	-23.2%
Apr '19	14K	6.5%
Apr '18	13.1K	-4.6%



Current Year	14K	14.5K	13.1K	13.1K	13.2K	12.2K	12.2K	9.64K	7.48K	11K	10.6K	12.6K	10.7K
Prior Year	13.1K	14.4K	13.8K	13.5K	13.7K	11.6K	12K	9.61K	6.9K	10.9K	10.1K	12.7K	14K
Percent Change from Prior Year	6%	1%	-5%	-3%	-4%	5%	2%	0%	8%	1%	5%	-1%	-23%

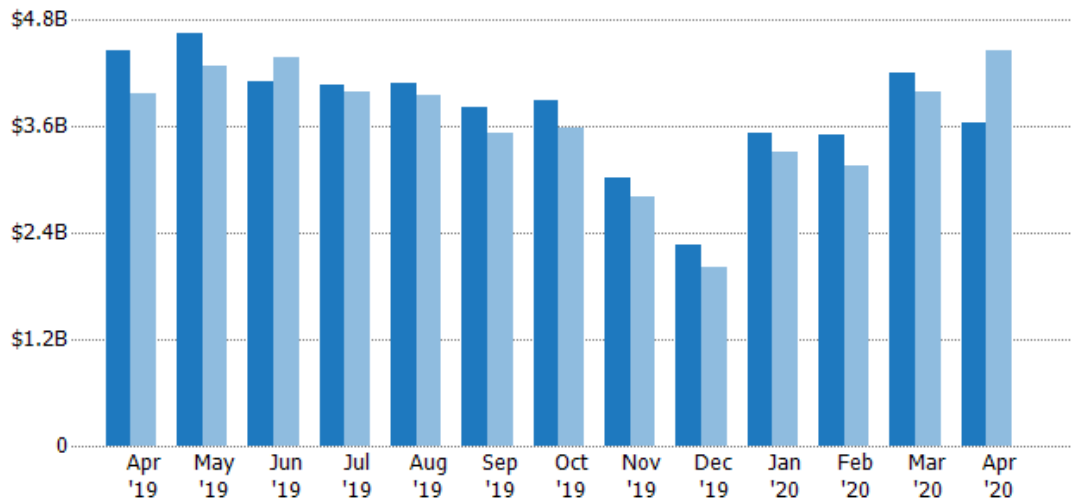
New Listing Volume

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.
Apr '20	\$3.63B	-18.4%
Apr '19	\$4.45B	12%
Apr '18	\$3.98B	-10%



Current Year	\$4.45B	\$4.66B	\$4.12B	\$4.07B	\$4.09B	\$3.82B	\$3.89B	\$3.03B	\$2.27B	\$3.52B	\$3.5B	\$4.2B	\$3.63B
Prior Year	\$3.98B	\$4.29B	\$4.37B	\$3.99B	\$3.94B	\$3.52B	\$3.58B	\$2.81B	\$2.01B	\$3.31B	\$3.15B	\$4B	\$4.45B
Percent Change from Prior Year	12%	9%	-6%	2%	4%	8%	9%	8%	13%	6%	11%	5%	-18%

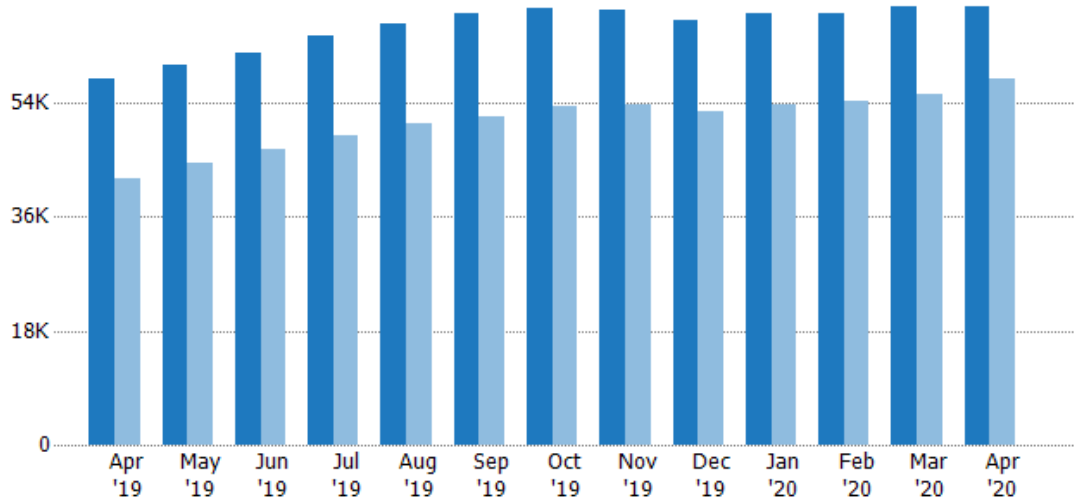
Active Listings

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

Filters Used

Property Type: Single Family Residence

Month/Year	Count	% Chg.
Apr '20	69.2K	19.8%
Apr '19	57.7K	37.8%
Apr '18	41.9K	-25.7%



Current Year	57.7K	60K	61.8K	64.5K	66.6K	68K	69K	68.7K	67K	68K	68.2K	69.3K	69.2K
Prior Year	41.9K	44.5K	46.7K	48.8K	50.7K	51.9K	53.6K	53.8K	52.6K	53.6K	54.2K	55.5K	57.7K
Percent Change from Prior Year	38%	35%	32%	32%	31%	31%	29%	28%	27%	27%	26%	25%	20%

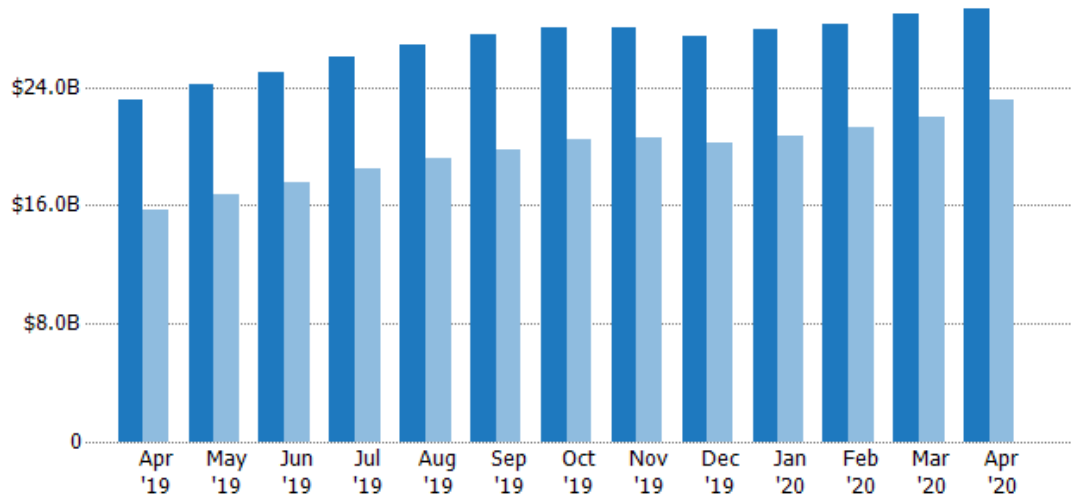
Active Listing Volume

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.
Apr '20	\$29.3B	26.6%
Apr '19	\$23.1B	47.3%
Apr '18	\$15.7B	-35.6%



Current Year	\$23.1B	\$24.2B	\$25B	\$26B	\$26.9B	\$27.5B	\$28B	\$28B	\$27.5B	\$28B	\$28.3B	\$29B	\$29.3B
Prior Year	\$15.7B	\$16.8B	\$17.6B	\$18.4B	\$19.1B	\$19.7B	\$20.4B	\$20.5B	\$20.3B	\$20.7B	\$21.2B	\$22B	\$23.1B
Percent Change from Prior Year	47%	44%	42%	41%	40%	39%	37%	36%	36%	35%	33%	32%	27%

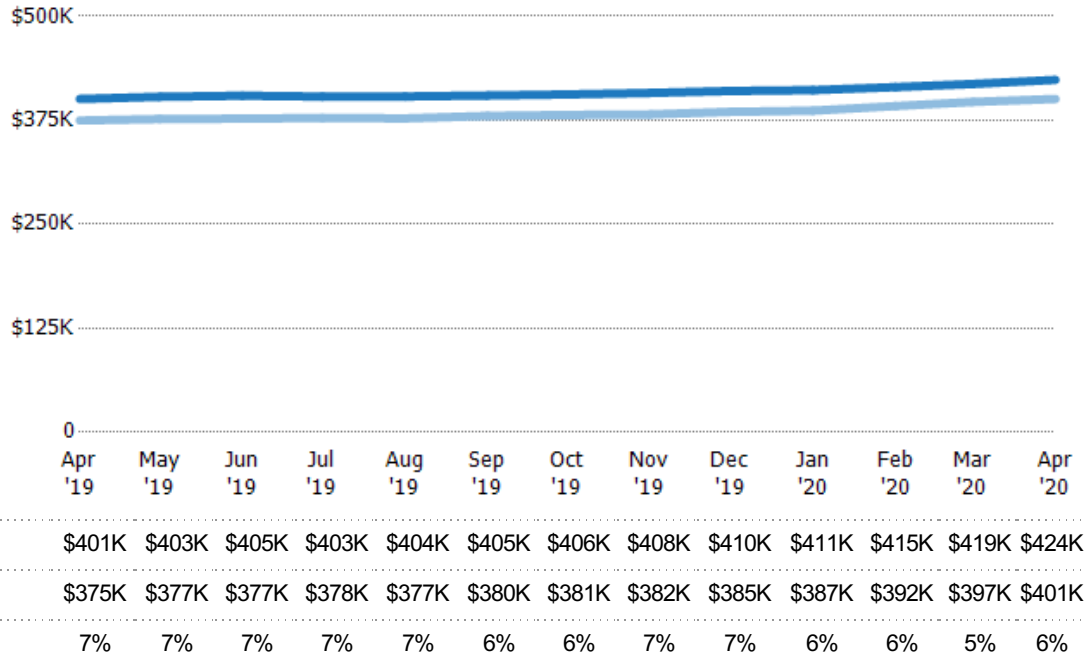
Average Listing Price

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.
Apr '20	\$424K	5.7%
Apr '19	\$401K	6.9%
Apr '18	\$375K	-13.3%



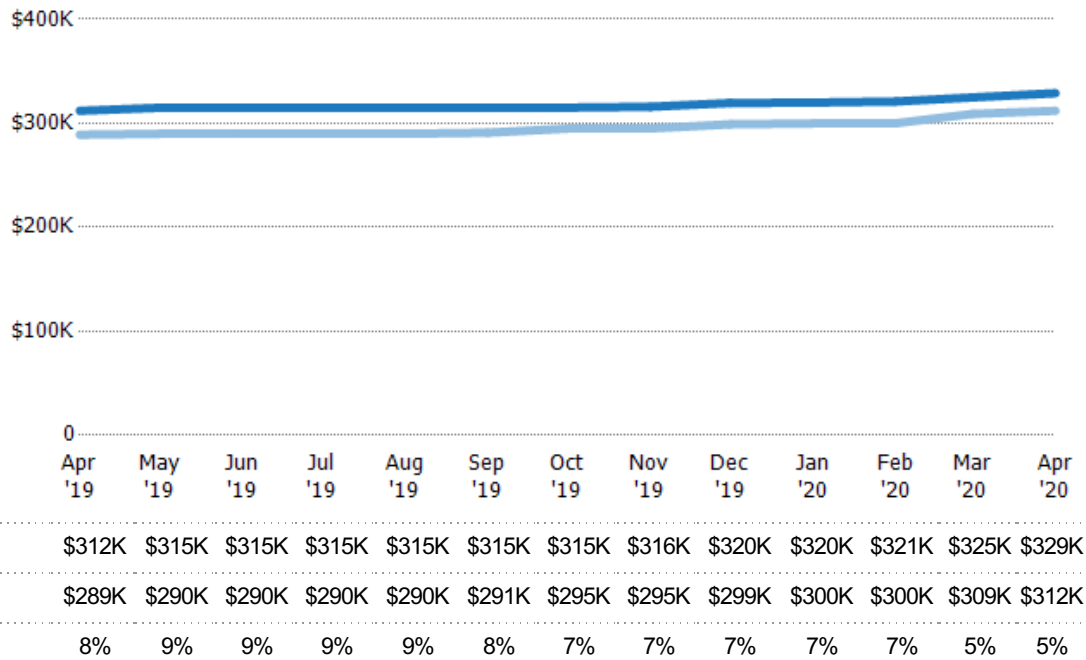
Median Listing Price

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.
Apr '20	\$329K	5.4%
Apr '19	\$312K	8%
Apr '18	\$289K	-18.7%



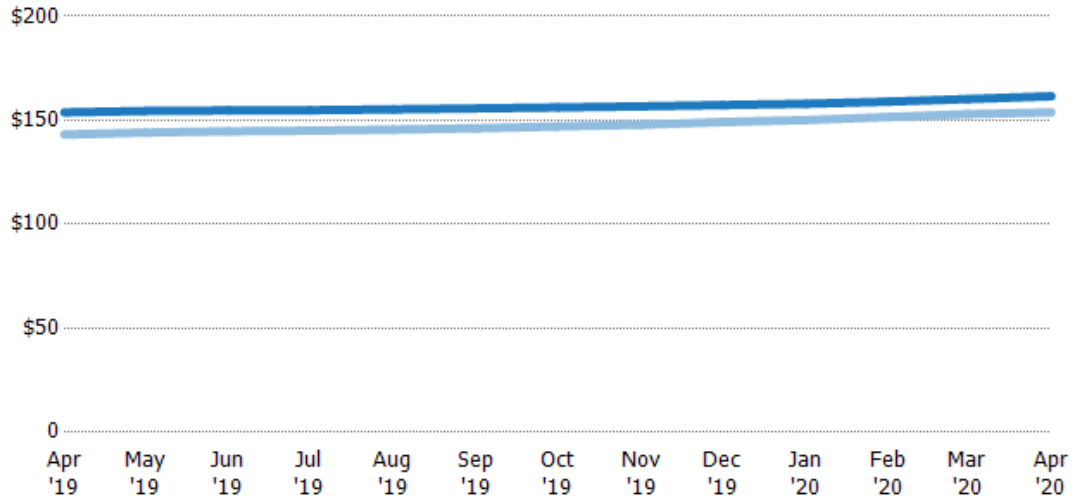
Average Listing Price per Sq Ft

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

Month/Year	Price/sq ft	% Chg.
Apr '20	\$162	5%
Apr '19	\$154	7.4%
Apr '18	\$143	-11.6%



Current Year	\$154	\$154	\$155	\$155	\$155	\$156	\$156	\$157	\$157	\$158	\$159	\$160	\$162
Prior Year	\$143	\$144	\$145	\$145	\$146	\$146	\$147	\$148	\$149	\$150	\$152	\$153	\$154
Percent Change from Prior Year	7%	7%	7%	7%	7%	7%	6%	6%	5%	5%	5%	5%	5%

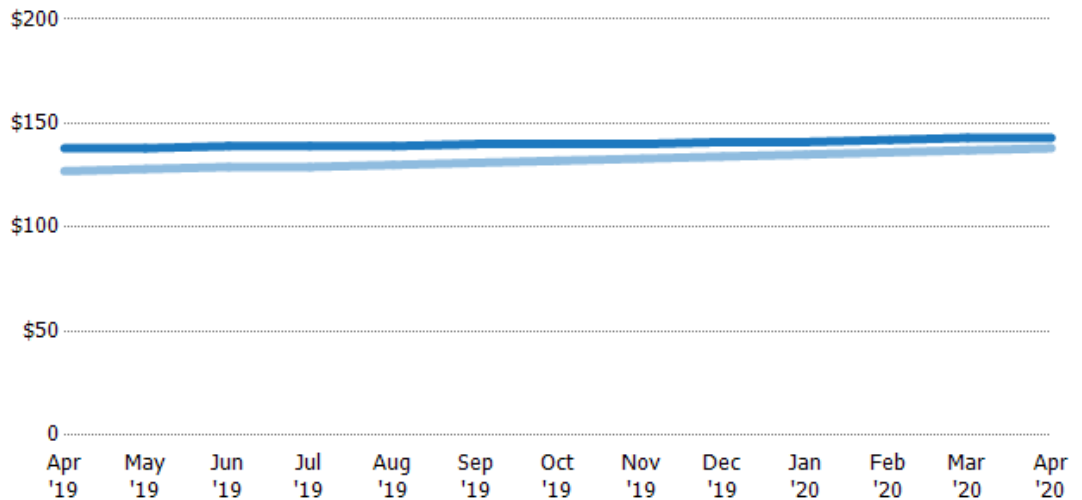
Median Listing Price per Sq Ft

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

Month/Year	Price/sq ft	% Chg.
Apr '20	\$143	3.6%
Apr '19	\$138	8.7%
Apr '18	\$127	-13.4%



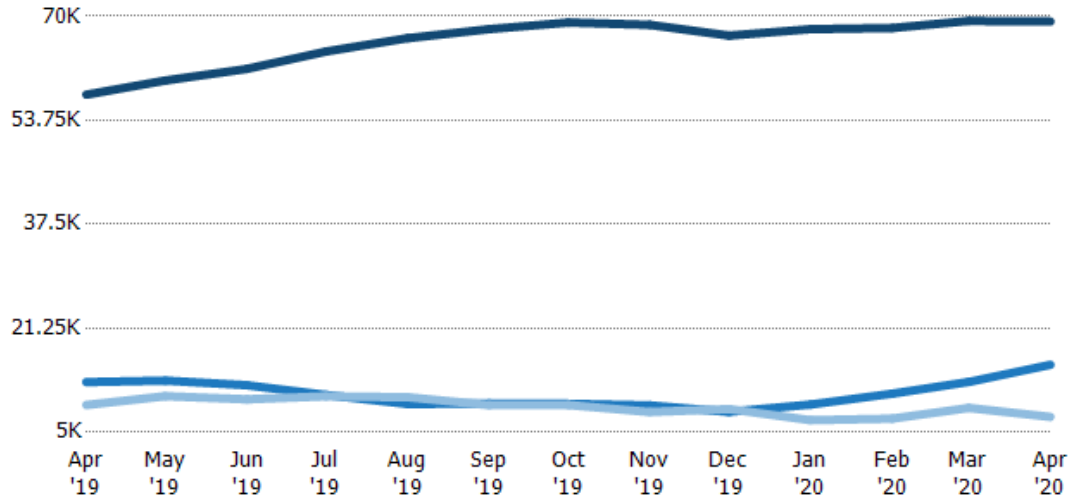
Current Year	\$138	\$138	\$139	\$139	\$139	\$140	\$140	\$140	\$141	\$141	\$142	\$143	\$143
Prior Year	\$127	\$128	\$129	\$129	\$130	\$131	\$132	\$133	\$134	\$135	\$136	\$137	\$138
Percent Change from Prior Year	9%	8%	8%	8%	7%	7%	6%	5%	5%	4%	4%	4%	4%

Active/Pending/Sold Units

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

Filters Used

Property Type: Single Family Residence



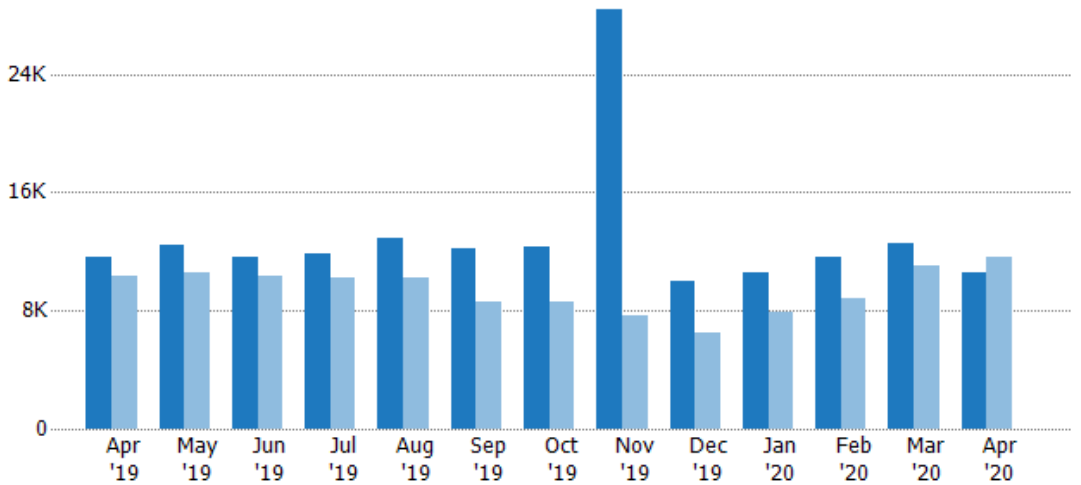
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Active	57.7K	60K	61.8K	64.5K	66.6K	68K	69K	68.7K	67K	68K	68.2K	69.3K	69.2K
Pending	12.8K	13.1K	12.3K	10.8K	9.42K	9.52K	9.44K	9.19K	8.19K	9.34K	11K	12.9K	15.5K
Sold	9.26K	10.6K	10.2K	10.6K	10.5K	9.25K	9.26K	8.16K	8.63K	6.89K	7.14K	8.81K	7.41K

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.
Apr '20	10.6K	-9.5%
Apr '19	11.7K	13.1%
Apr '18	10.3K	-3.3%

	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	11.7K	12.4K	11.7K	11.8K	12.9K	12.1K	12.3K	28.4K	10K	10.6K	11.6K	12.6K	10.6K
Prior Year	10.3K	10.6K	10.3K	10.2K	10.2K	8.59K	8.57K	7.63K	6.48K	7.94K	8.81K	11.1K	11.7K
Percent Change from Prior Year	13%	17%	13%	16%	26%	42%	44%	273%	55%	33%	32%	14%	-9%

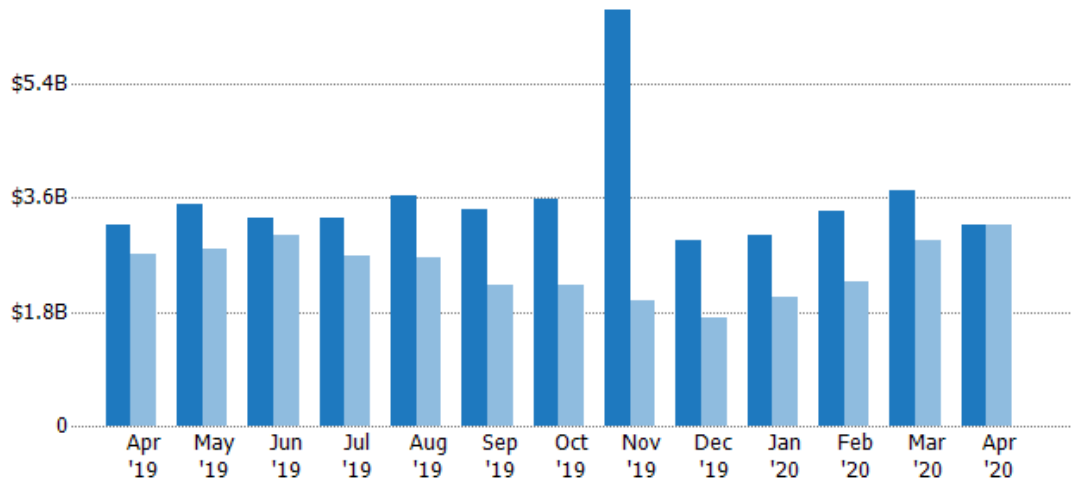
New Pending Sales Volume

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.
Apr '20	\$3.17B	-0.4%
Apr '19	\$3.18B	16.8%
Apr '18	\$2.72B	-11.1%



Current Year	\$3.18B	\$3.49B	\$3.27B	\$3.28B	\$3.63B	\$3.41B	\$3.57B	\$6.57B	\$2.92B	\$3B	\$3.4B	\$3.7B	\$3.17B
Prior Year	\$2.72B	\$2.81B	\$3.01B	\$2.68B	\$2.66B	\$2.24B	\$2.22B	\$1.98B	\$1.7B	\$2.04B	\$2.28B	\$2.92B	\$3.18B
Percent Change from Prior Year	17%	25%	8%	22%	36%	53%	61%	232%	72%	47%	49%	27%	0%

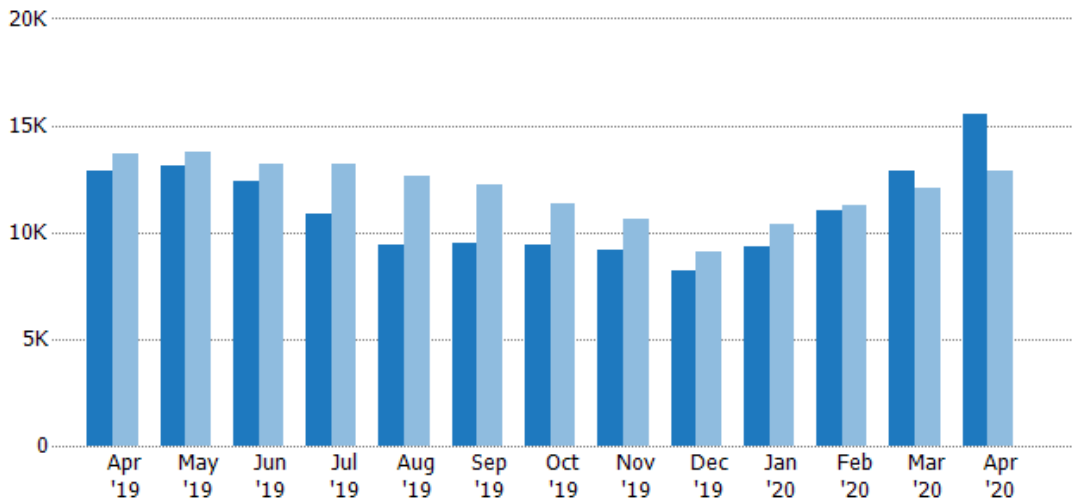
Pending Sales

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.
Apr '20	15.5K	21%
Apr '19	12.8K	-6.2%
Apr '18	13.7K	-14.3%



Current Year	12.8K	13.1K	12.3K	10.8K	9.42K	9.52K	9.44K	9.19K	8.19K	9.34K	11K	12.9K	15.5K
Prior Year	13.7K	13.7K	13.2K	13.2K	12.6K	12.2K	11.4K	10.6K	9.07K	10.4K	11.3K	12.1K	12.8K
Percent Change from Prior Year	-6%	-5%	-6%	-18%	-25%	-22%	-17%	-13%	-10%	-10%	-2%	6%	21%

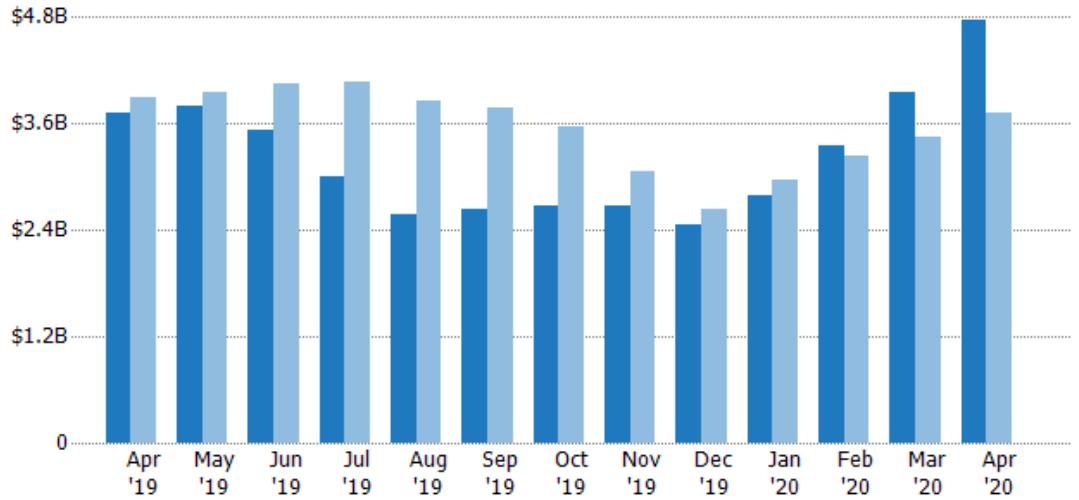
Pending Sales Volume

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.
Apr '20	\$4.78B	28.2%
Apr '19	\$3.73B	-4.6%
Apr '18	\$3.9B	-22.6%



Current Year	\$3.73B	\$3.81B	\$3.52B	\$3.01B	\$2.58B	\$2.63B	\$2.67B	\$2.67B	\$2.46B	\$2.79B	\$3.36B	\$3.95B	\$4.78B
Prior Year	\$3.9B	\$3.96B	\$4.05B	\$4.06B	\$3.86B	\$3.79B	\$3.56B	\$3.06B	\$2.63B	\$2.96B	\$3.23B	\$3.46B	\$3.73B
Percent Change from Prior Year	-5%	-4%	-13%	-26%	-33%	-30%	-25%	-13%	-7%	-6%	4%	14%	28%

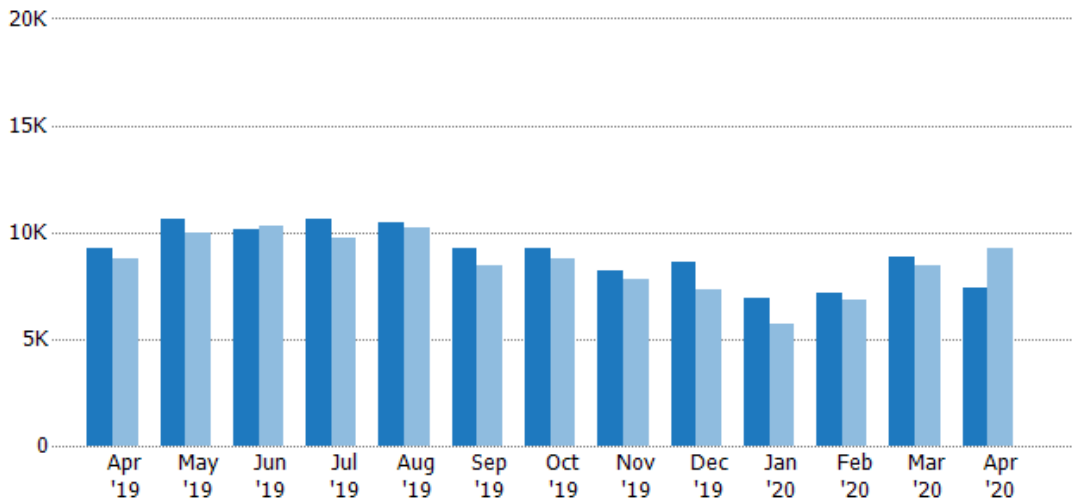
Closed Sales

The total number of residential properties sold each month.

Filters Used

Property Type: Single Family Residence

Month/Year	Count	% Chg.
Apr '20	7.41K	-20%
Apr '19	9.26K	5.4%
Apr '18	8.78K	-4.8%



Current Year	9.26K	10.6K	10.2K	10.6K	10.5K	9.25K	9.26K	8.16K	8.63K	6.89K	7.14K	8.81K	7.41K
Prior Year	8.78K	10K	10.3K	9.73K	10.2K	8.42K	8.74K	7.76K	7.27K	5.73K	6.81K	8.42K	9.26K
Percent Change from Prior Year	5%	6%	-2%	9%	2%	10%	6%	5%	19%	20%	5%	5%	-20%

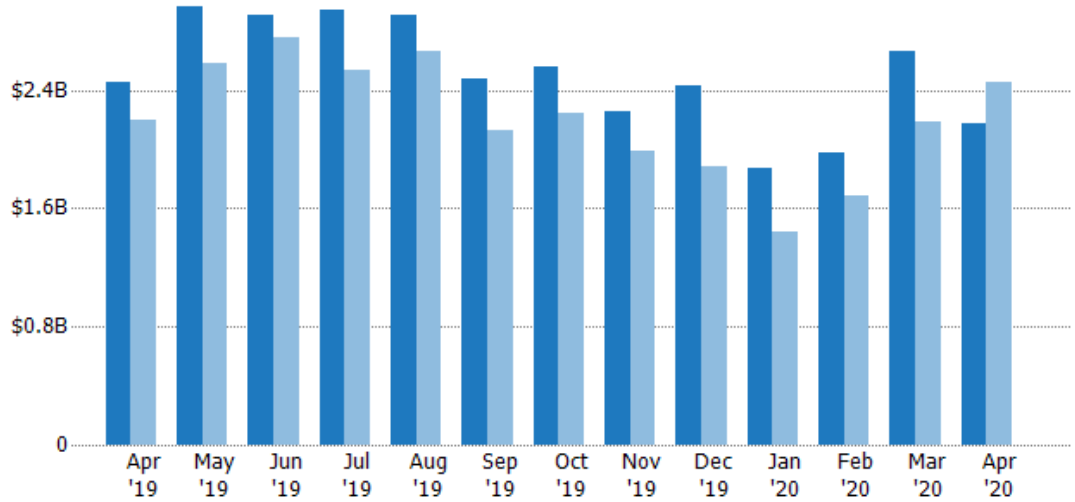
Closed Sales Volume

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

Filters Used

Property Type: Single Family Residence

Month/Year	Volume	% Chg.
Apr '20	\$2.17B	-11.4%
Apr '19	\$2.45B	11.5%
Apr '18	\$2.2B	-12.4%



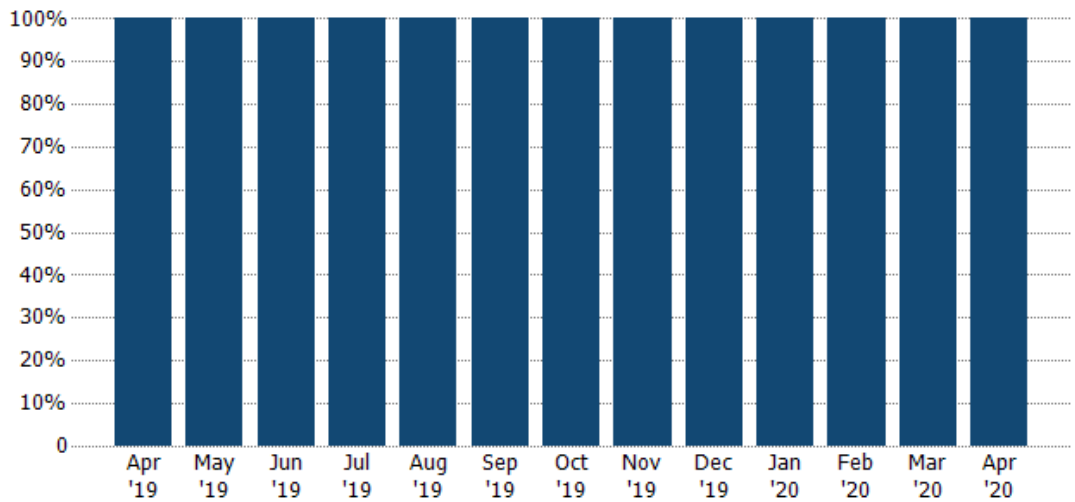
Current Year	\$2.45B	\$2.96B	\$2.91B	\$2.95B	\$2.9B	\$2.48B	\$2.56B	\$2.25B	\$2.43B	\$1.87B	\$1.98B	\$2.66B	\$2.17B
Prior Year	\$2.2B	\$2.58B	\$2.76B	\$2.53B	\$2.67B	\$2.13B	\$2.24B	\$1.99B	\$1.88B	\$1.44B	\$1.68B	\$2.18B	\$2.45B
Percent Change from Prior Year	11%	15%	6%	16%	9%	16%	14%	13%	29%	29%	18%	22%	-11%

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%
-------------------------	------	------	------	------	------	------	------	------	------	------	------	------	------

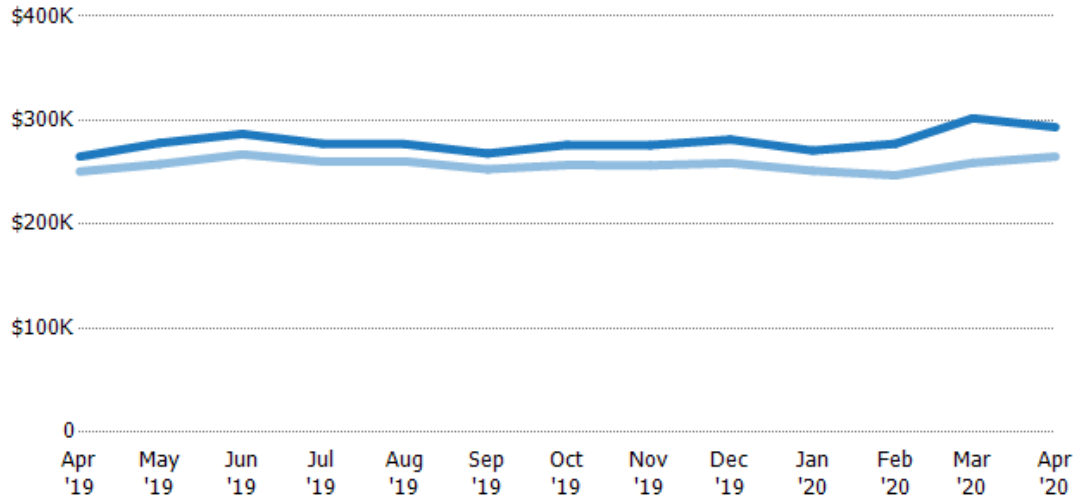
Average Sales Price

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

Filters Used

Property Type: Single Family Residence

Month/Year	Price	% Chg.
Apr '20	\$293K	10.7%
Apr '19	\$265K	5.7%
Apr '18	\$251K	-8%



Current Year	\$265K	\$278K	\$287K	\$278K	\$277K	\$268K	\$276K	\$276K	\$281K	\$271K	\$277K	\$302K	\$293K
Prior Year	\$251K	\$258K	\$267K	\$260K	\$260K	\$253K	\$257K	\$257K	\$259K	\$251K	\$247K	\$259K	\$265K
Percent Change from Prior Year	6%	8%	7%	7%	6%	6%	8%	8%	9%	8%	12%	17%	11%

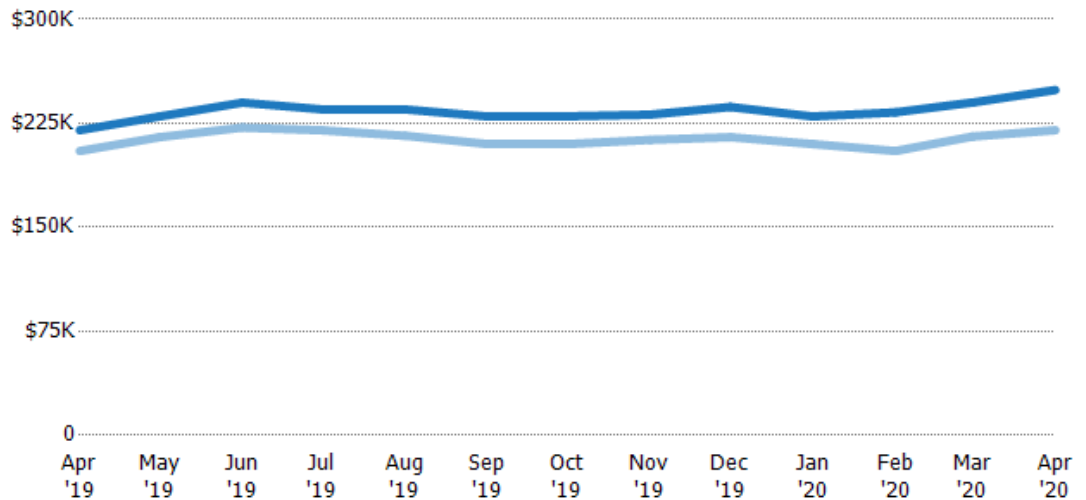
Median Sales Price

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

Filters Used

Property Type: Single Family Residence

Month/Year	Price	% Chg.
Apr '20	\$249K	13.2%
Apr '19	\$220K	7.3%
Apr '18	\$205K	-7.3%



Current Year	\$220K	\$230K	\$240K	\$235K	\$235K	\$230K	\$230K	\$231K	\$237K	\$230K	\$233K	\$240K	\$249K
Prior Year	\$205K	\$215K	\$222K	\$220K	\$216K	\$210K	\$210K	\$213K	\$215K	\$210K	\$205K	\$215K	\$220K
Percent Change from Prior Year	7%	7%	8%	7%	9%	9%	10%	9%	10%	9%	14%	11%	13%

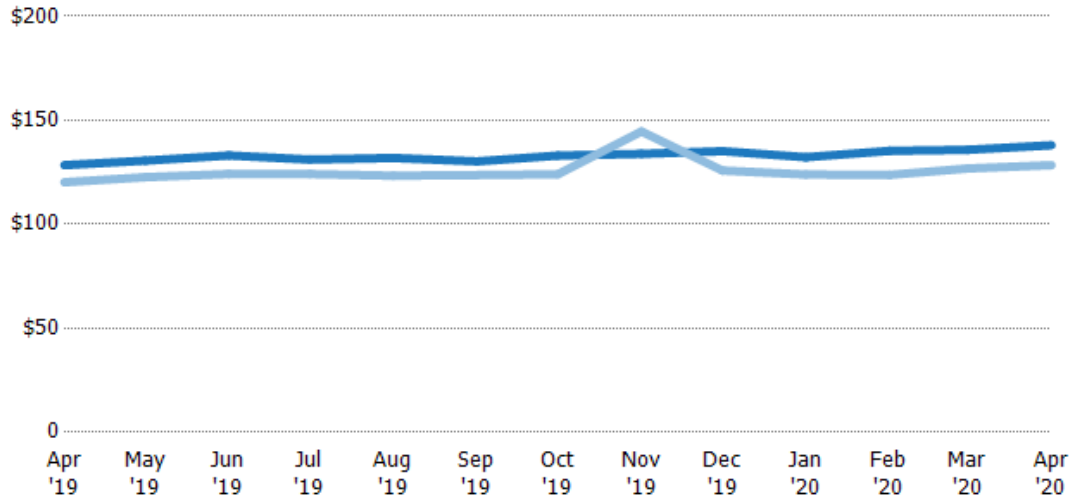
Average Sales Price per Sq Ft

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.
Apr '20	\$138	7.5%
Apr '19	\$128	6.8%
Apr '18	\$120	-5.1%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$128	\$131	\$133	\$131	\$132	\$130	\$133	\$134	\$135	\$132	\$135	\$136	\$138
Prior Year	\$120	\$123	\$124	\$124	\$123	\$124	\$124	\$145	\$126	\$124	\$124	\$127	\$128
Percent Change from Prior Year	7%	7%	7%	6%	7%	5%	7%	-7%	7%	7%	9%	7%	7%

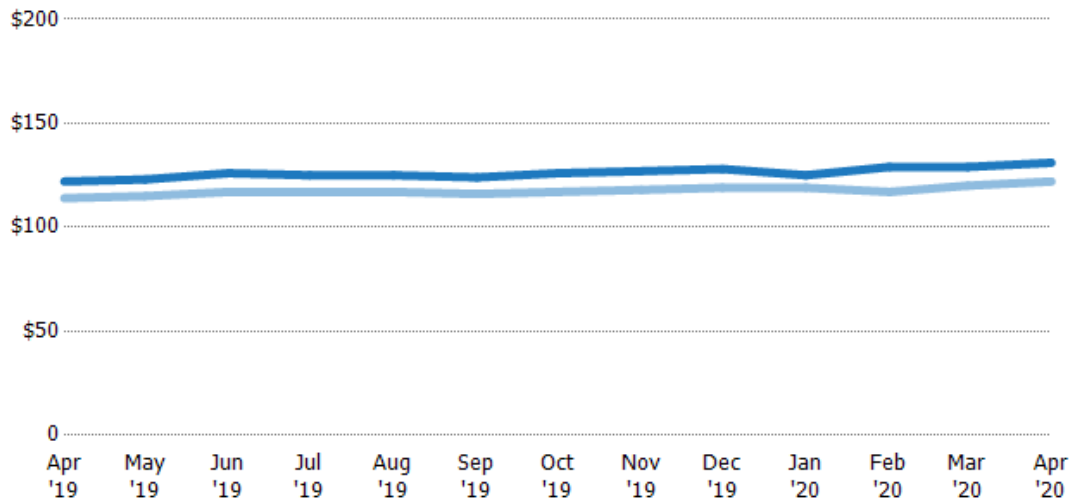
Median Sales Price per Sq Ft

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.
Apr '20	\$131	7.4%
Apr '19	\$122	7%
Apr '18	\$114	-5.3%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	\$122	\$123	\$126	\$125	\$125	\$124	\$126	\$127	\$128	\$125	\$129	\$129	\$131
Prior Year	\$114	\$115	\$117	\$117	\$117	\$116	\$117	\$118	\$119	\$119	\$117	\$120	\$122
Percent Change from Prior Year	7%	7%	8%	7%	7%	7%	8%	8%	8%	5%	10%	8%	7%

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: April 2020 report

Run Date: 05/07/2020

Scheduled: No

Report Date Range: From 4/2019 To: 4/2020

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 4/2020 data

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