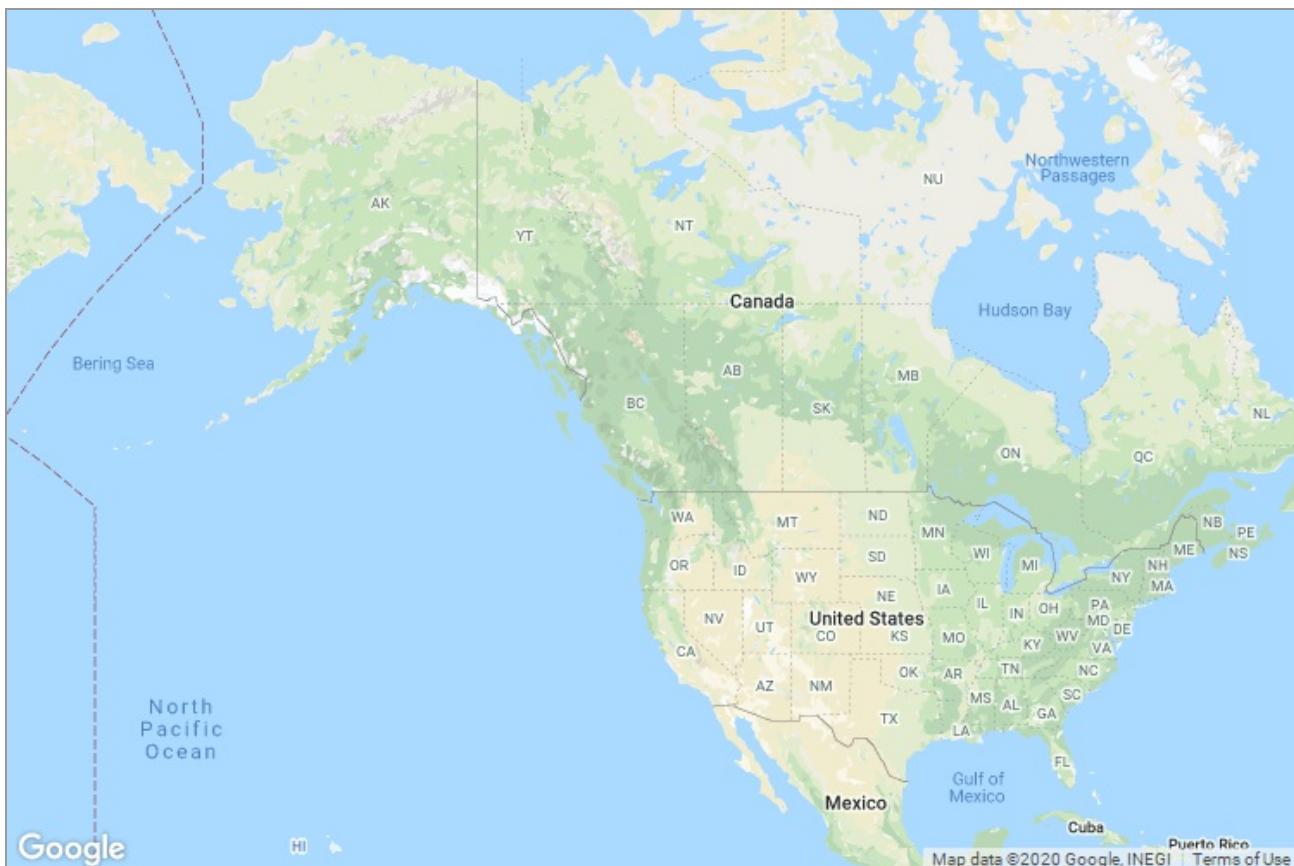




MARKET DATA REPORT

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

901 19th Avenue S.
Nashville, TN 37212

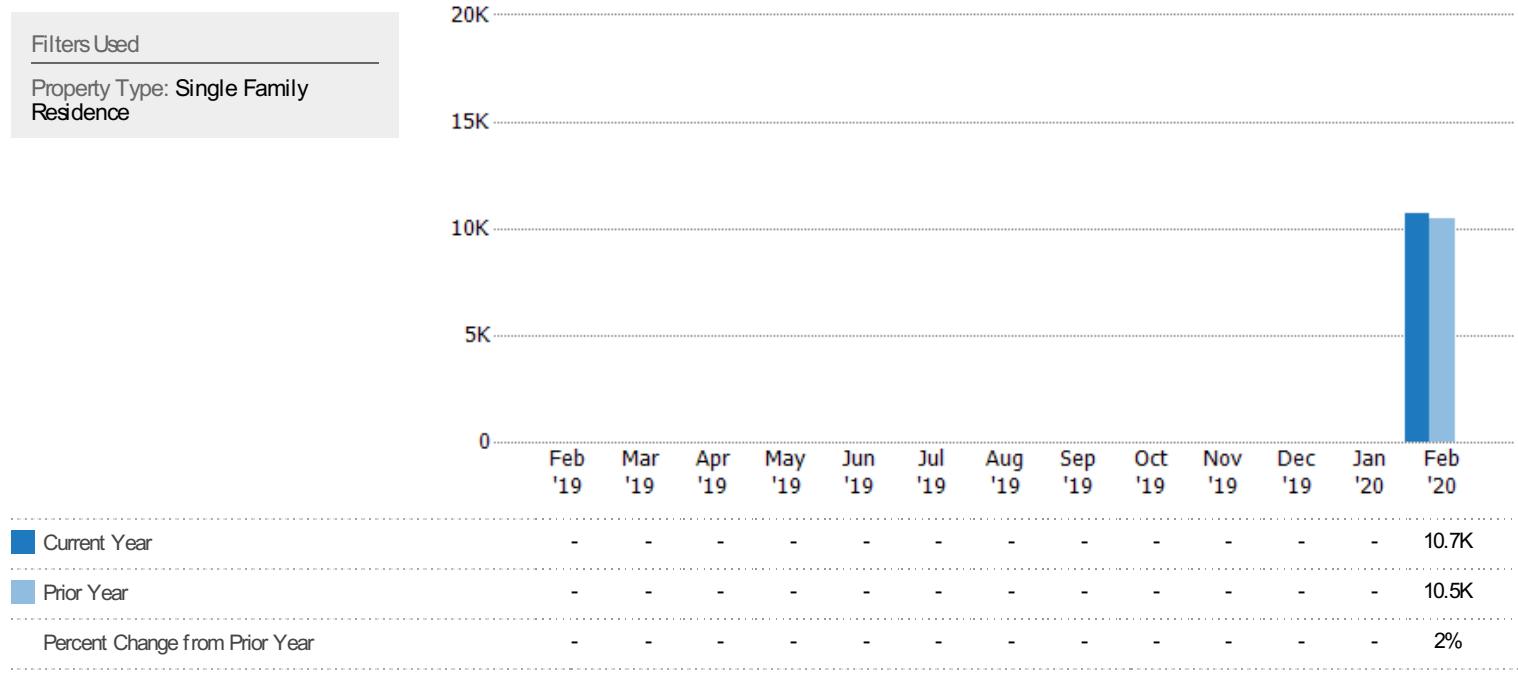
Summary of Key Listing and Sales Metrics

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 | + / - |
|--|------------------|------------------|--------|-----------------|-----------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| 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% |
| Sales Activity Charts Metrics | | | | | | |
| 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% |

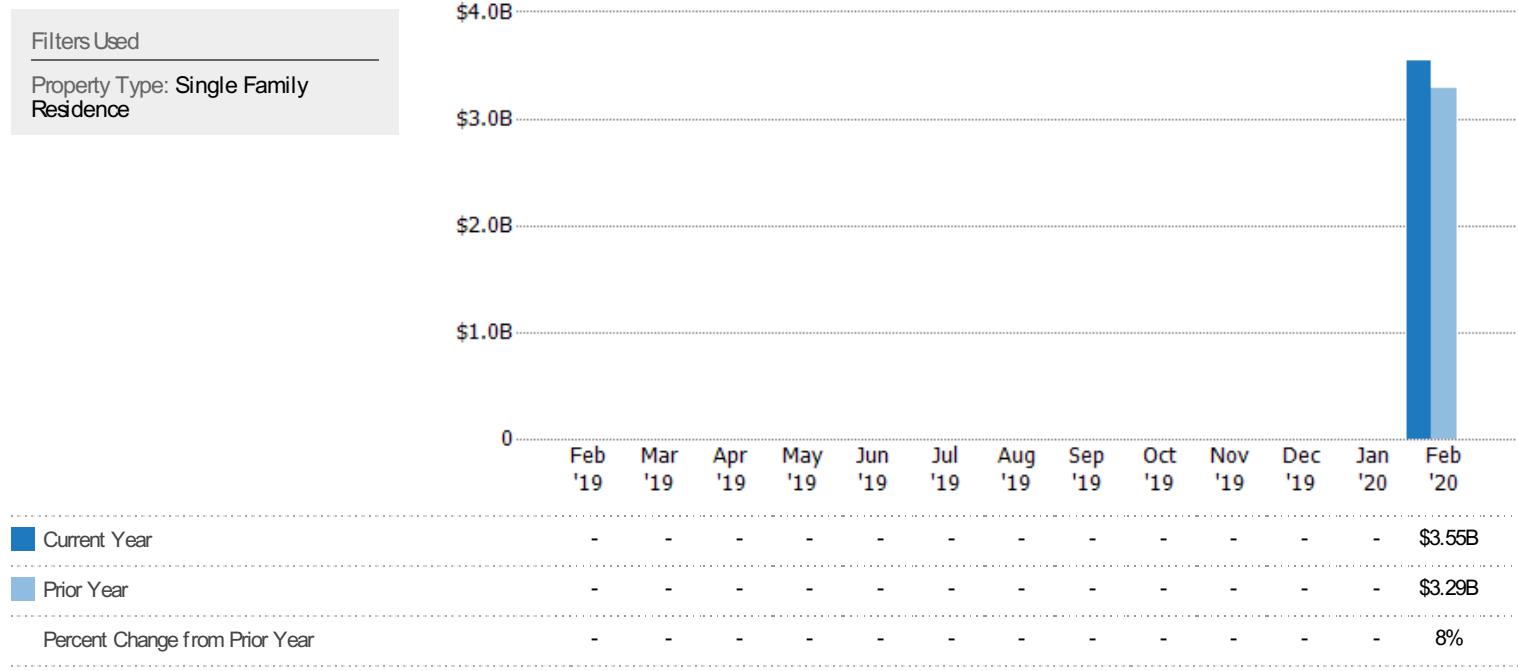
New Listings

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



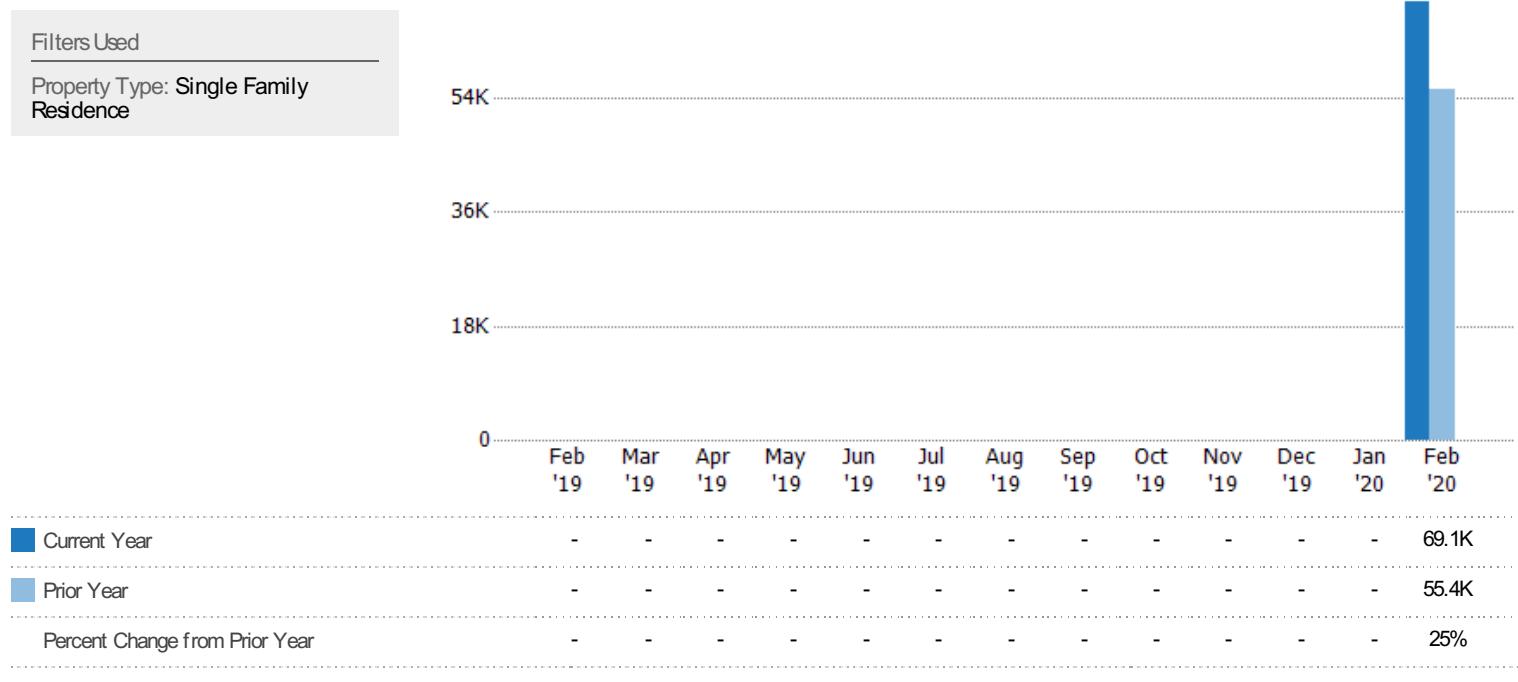
New Listing Volume

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



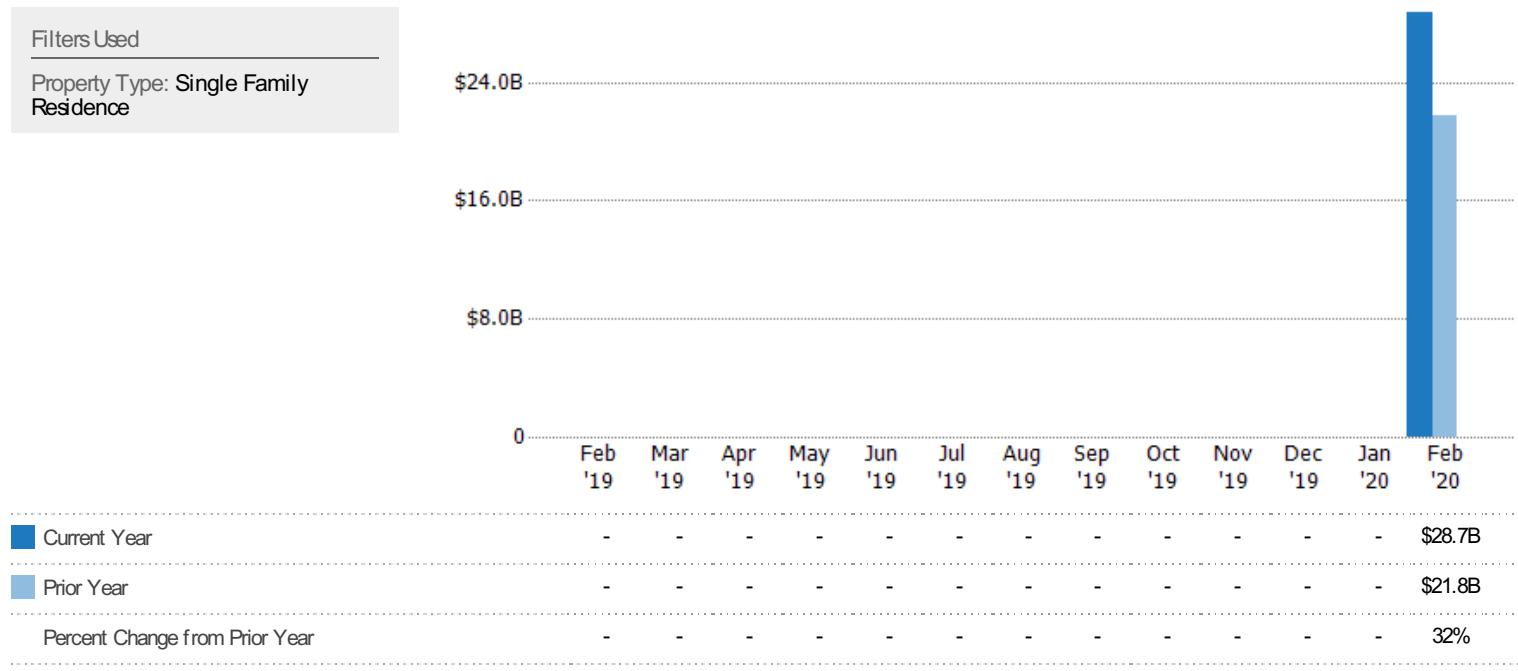
Active Listings

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



Active Listing Volume

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

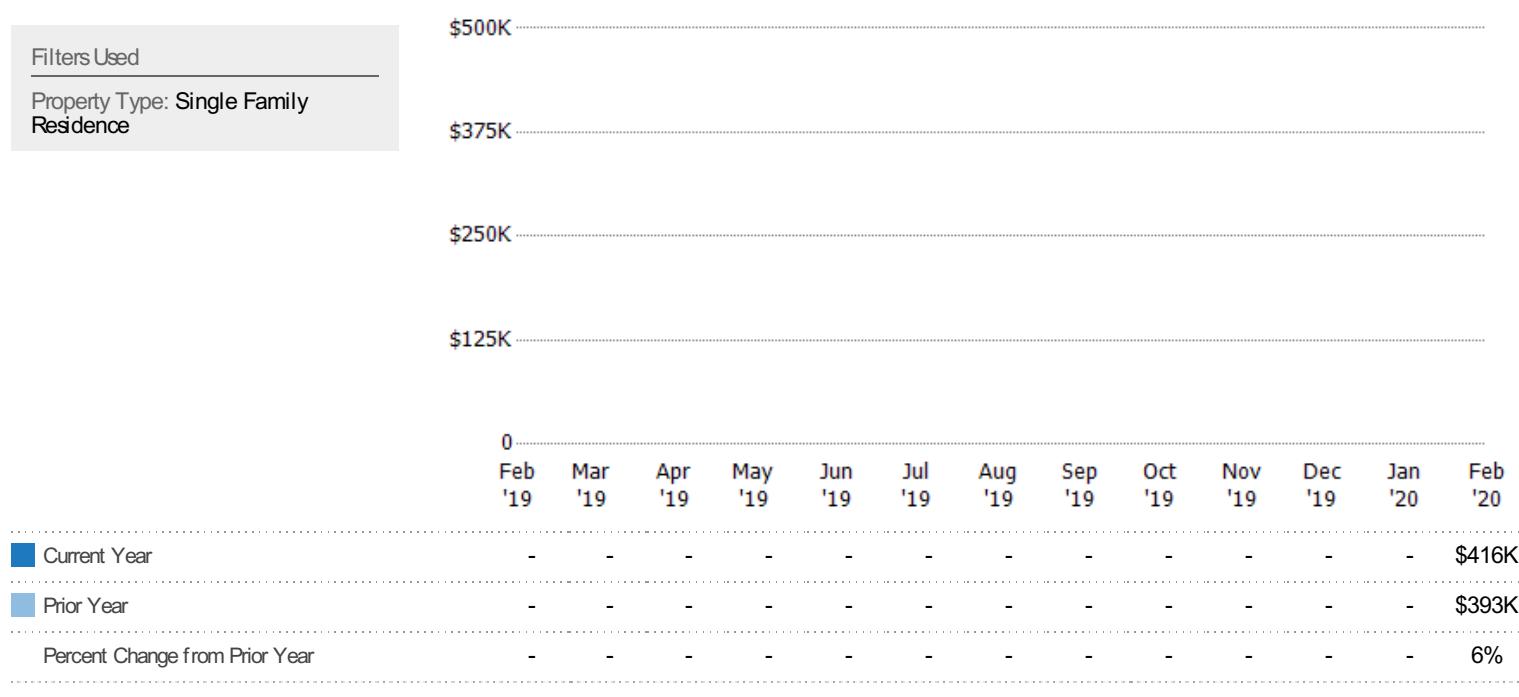


Average Listing Price

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

Filters Used

Property Type: Single Family Residence

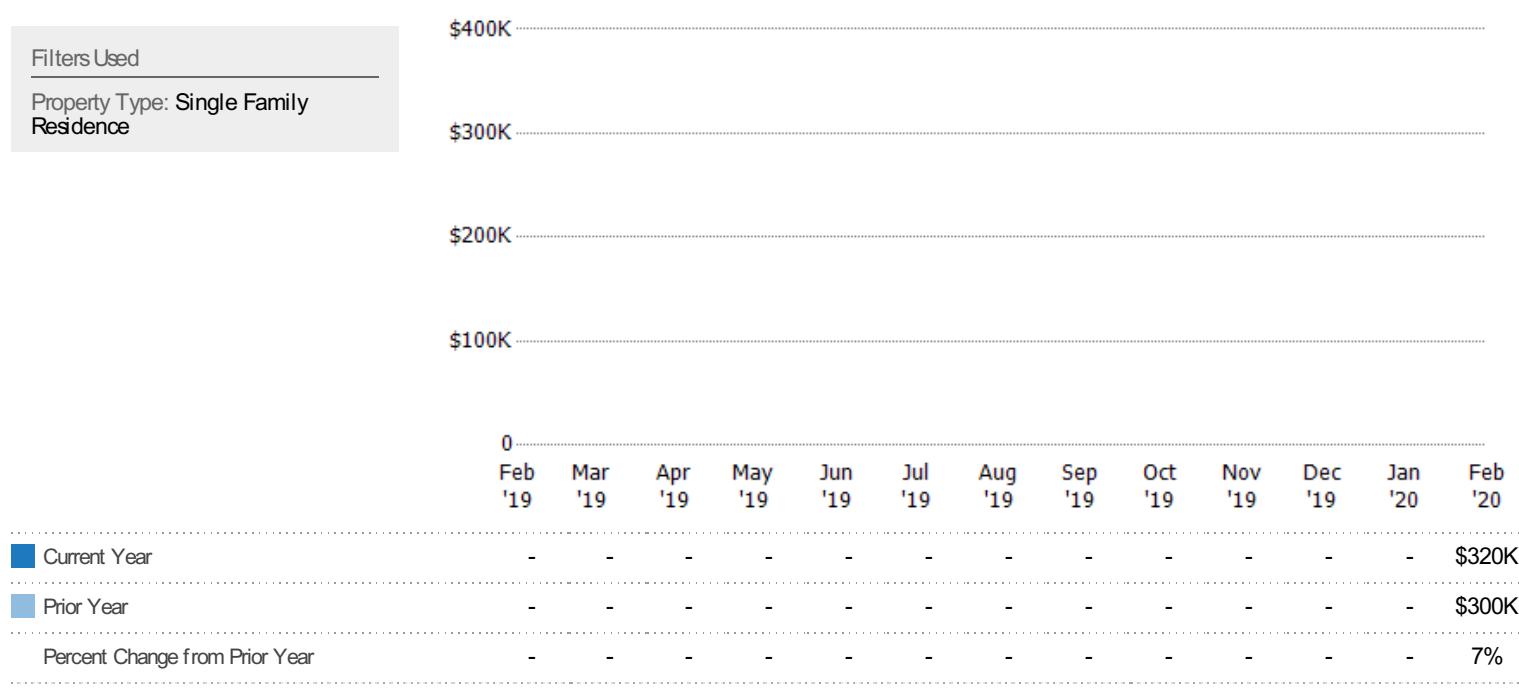


Median Listing Price

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

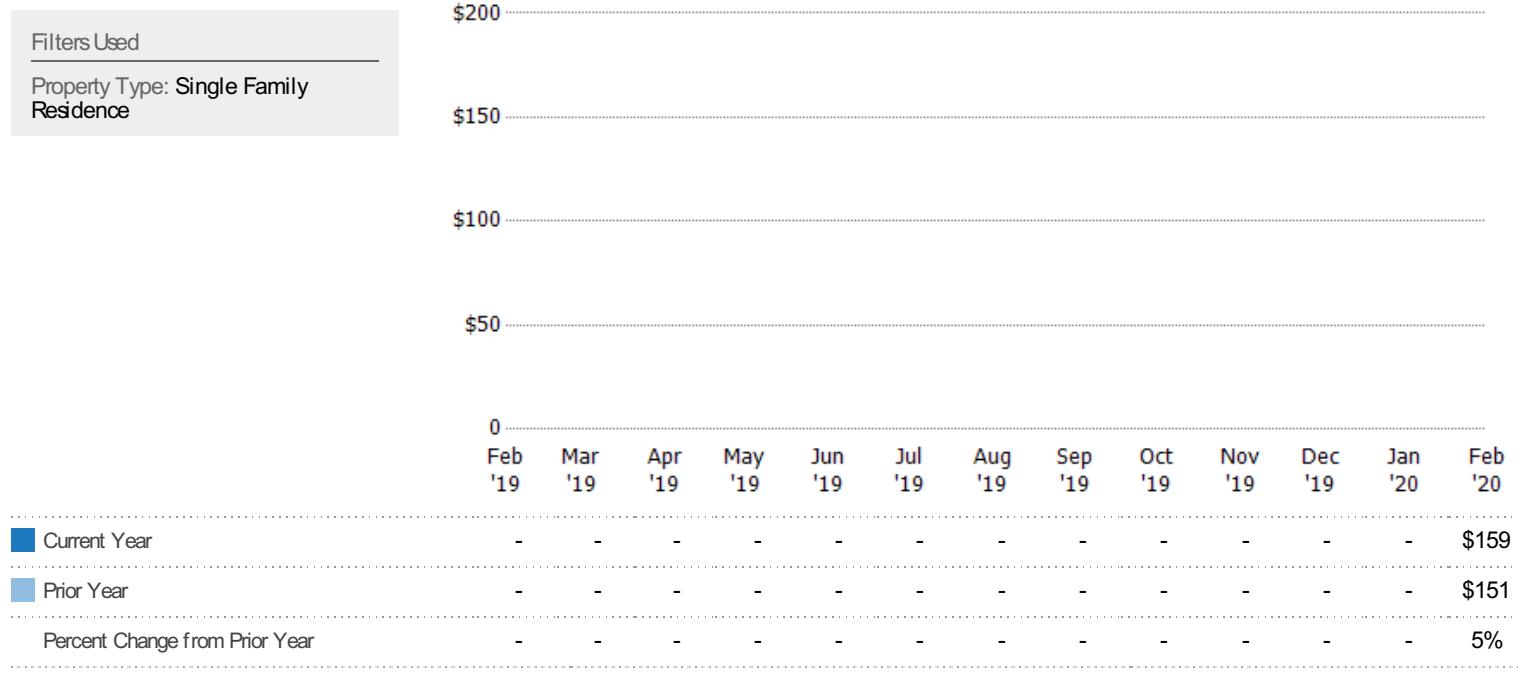
Filters Used

Property Type: Single Family Residence



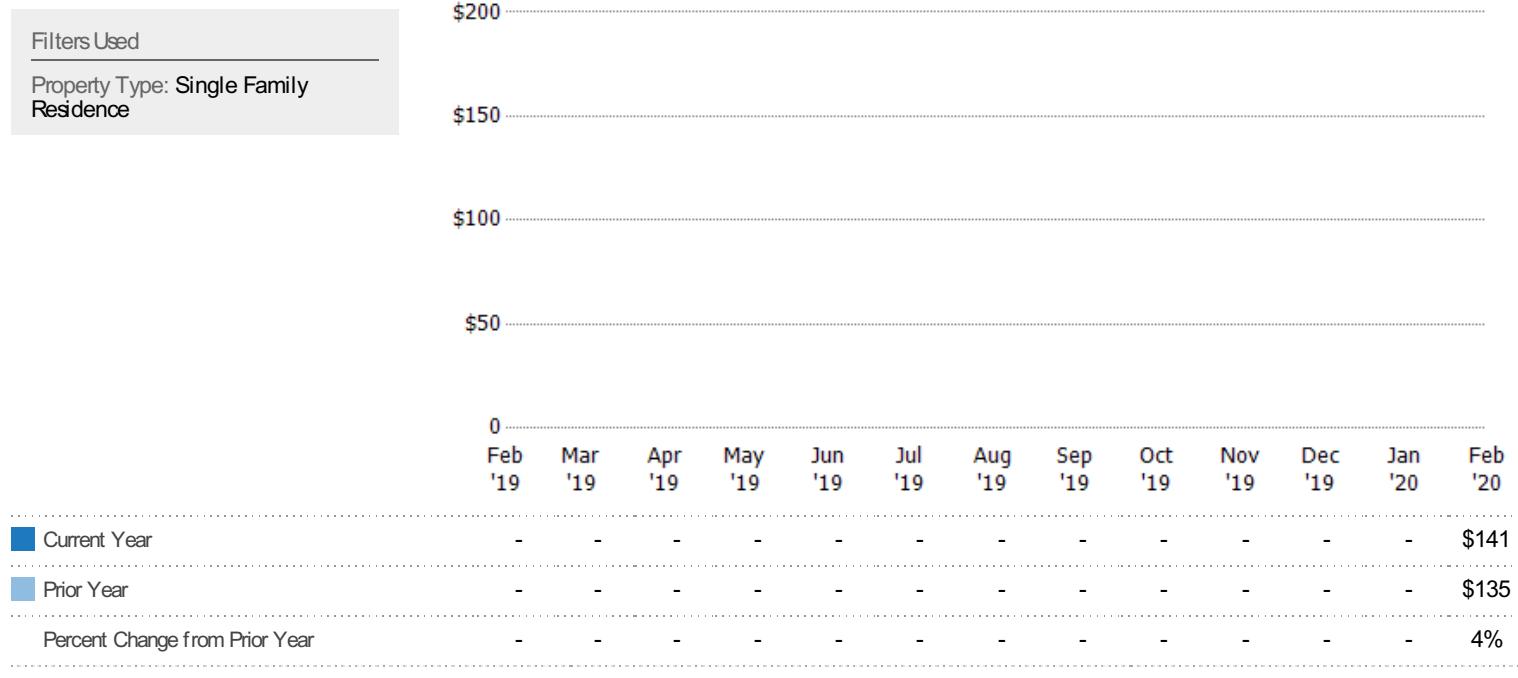
Average Listing Price per Sq Ft

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



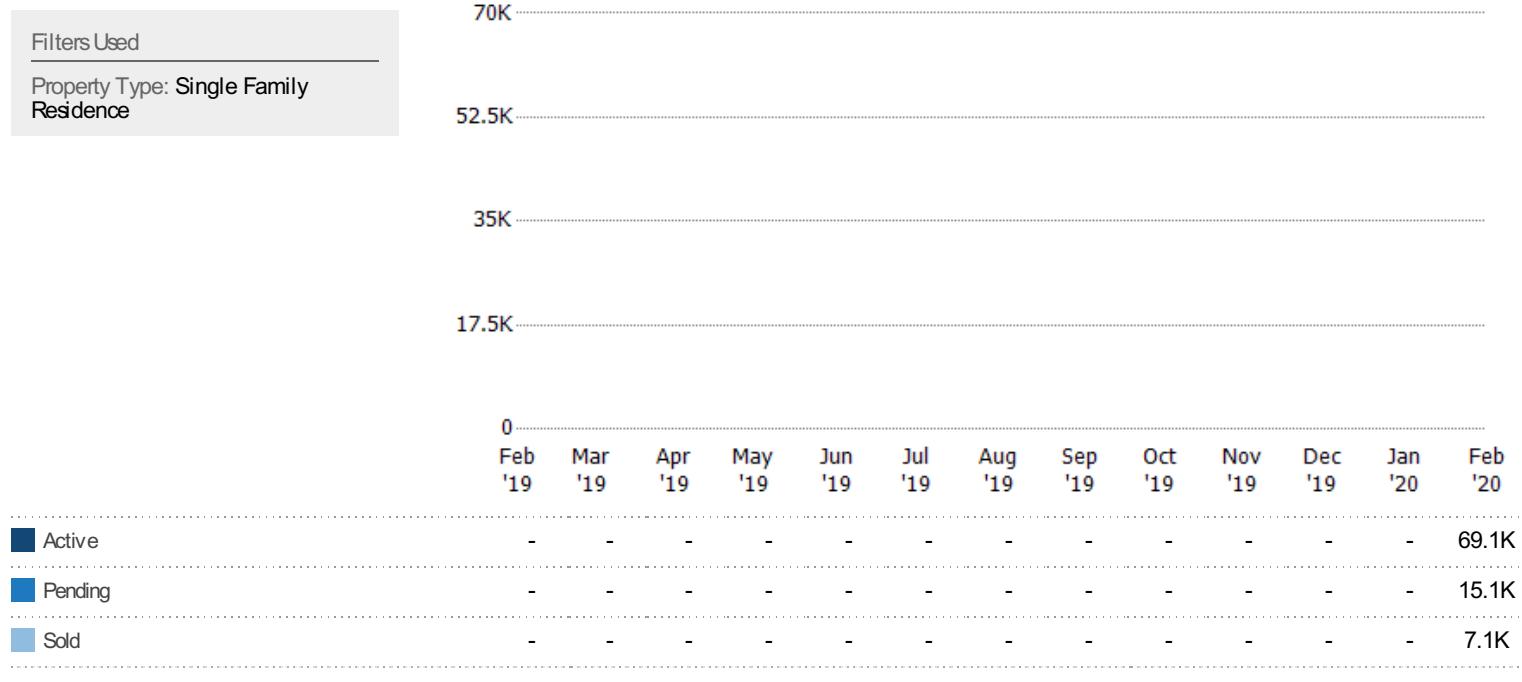
Median Listing Price per Sq Ft

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



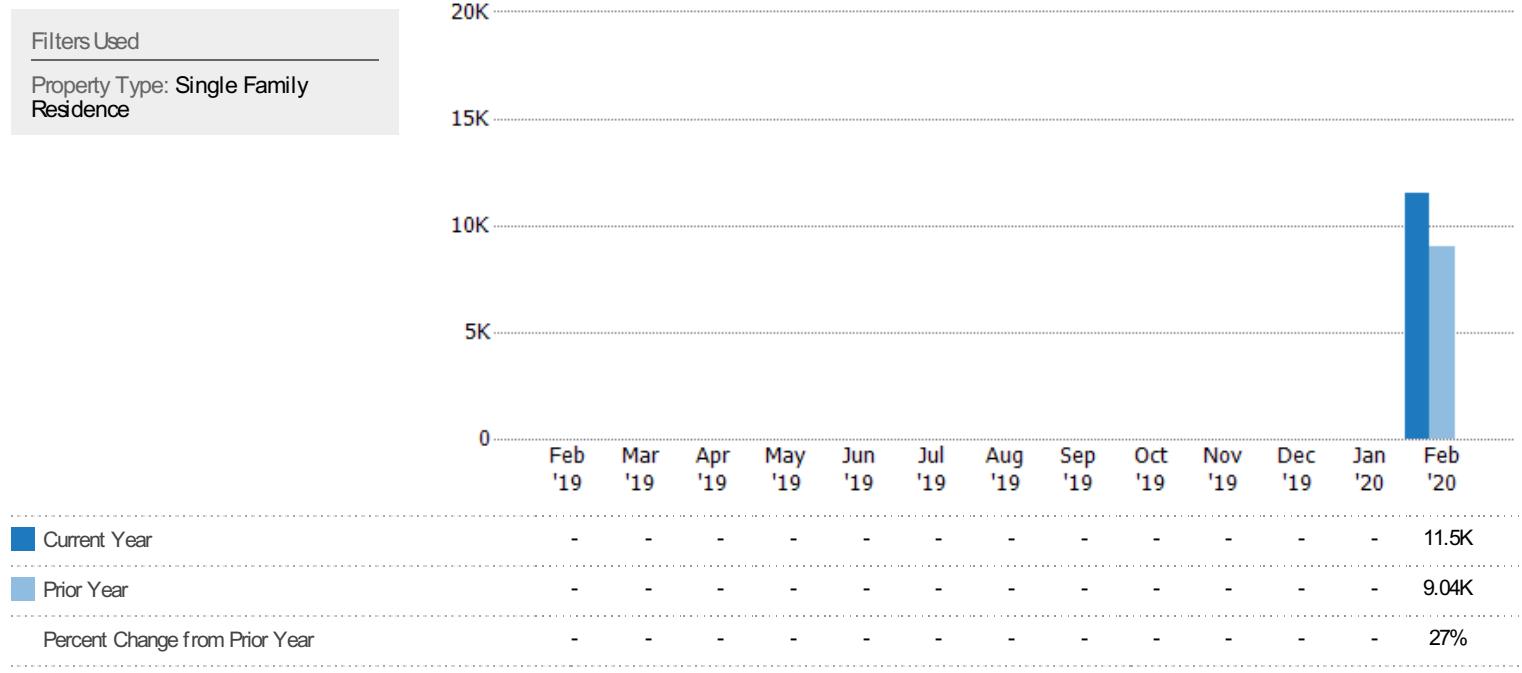
Active/Pending/Sold Units

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.



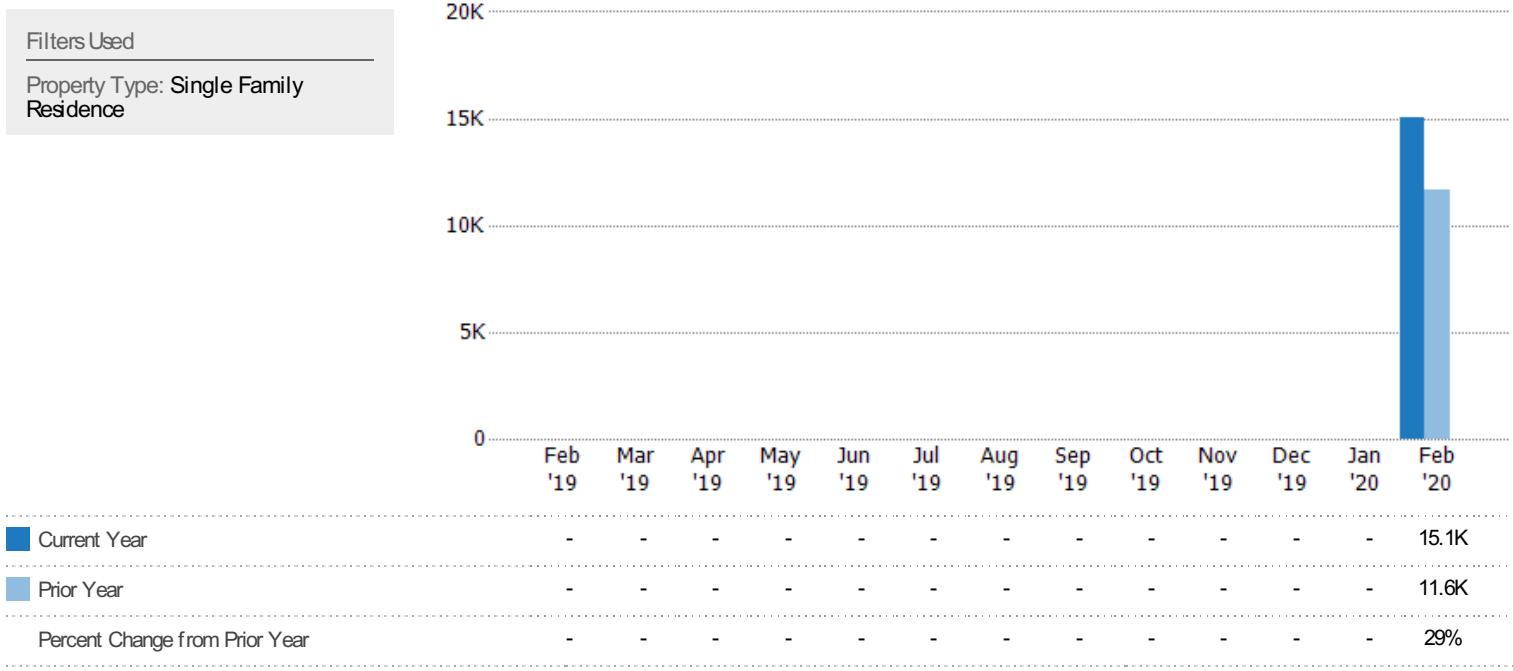
New Pending Sales Volume

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



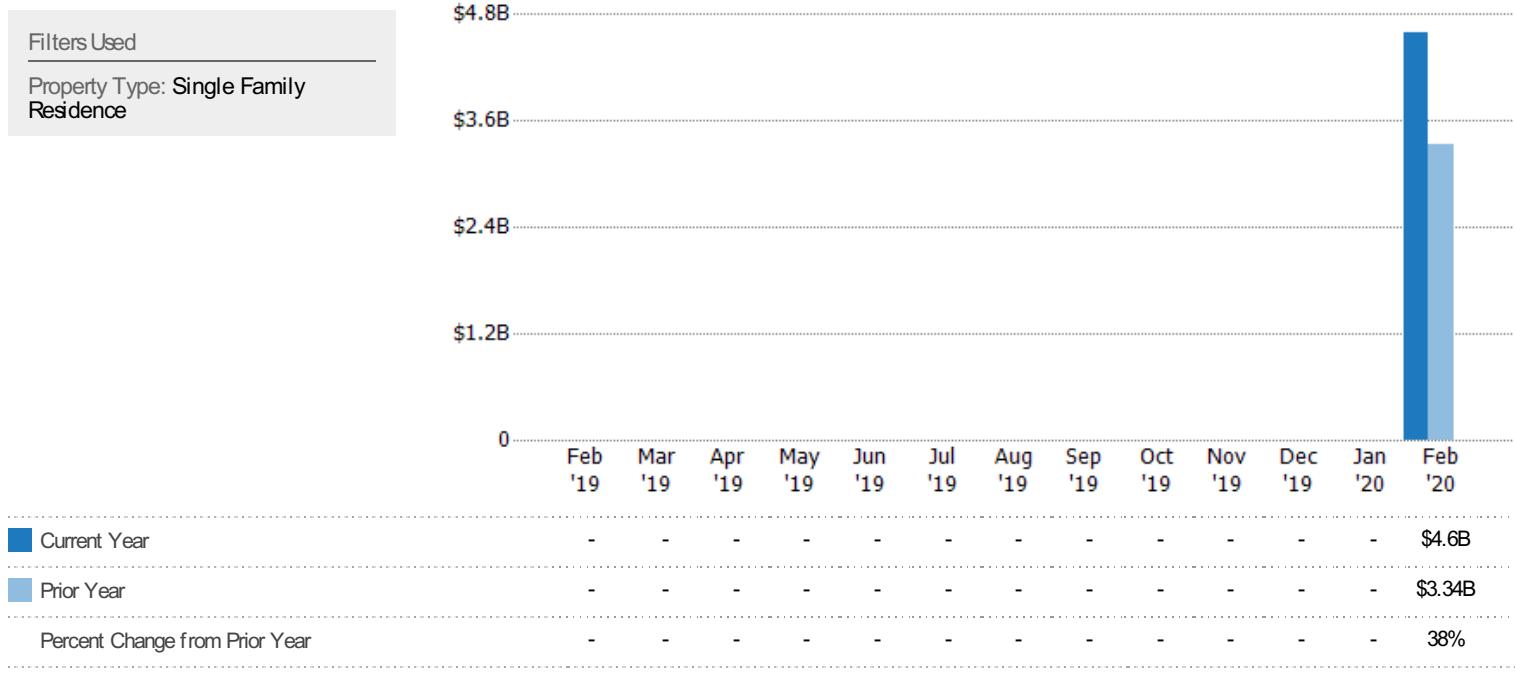
Pending Sales

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



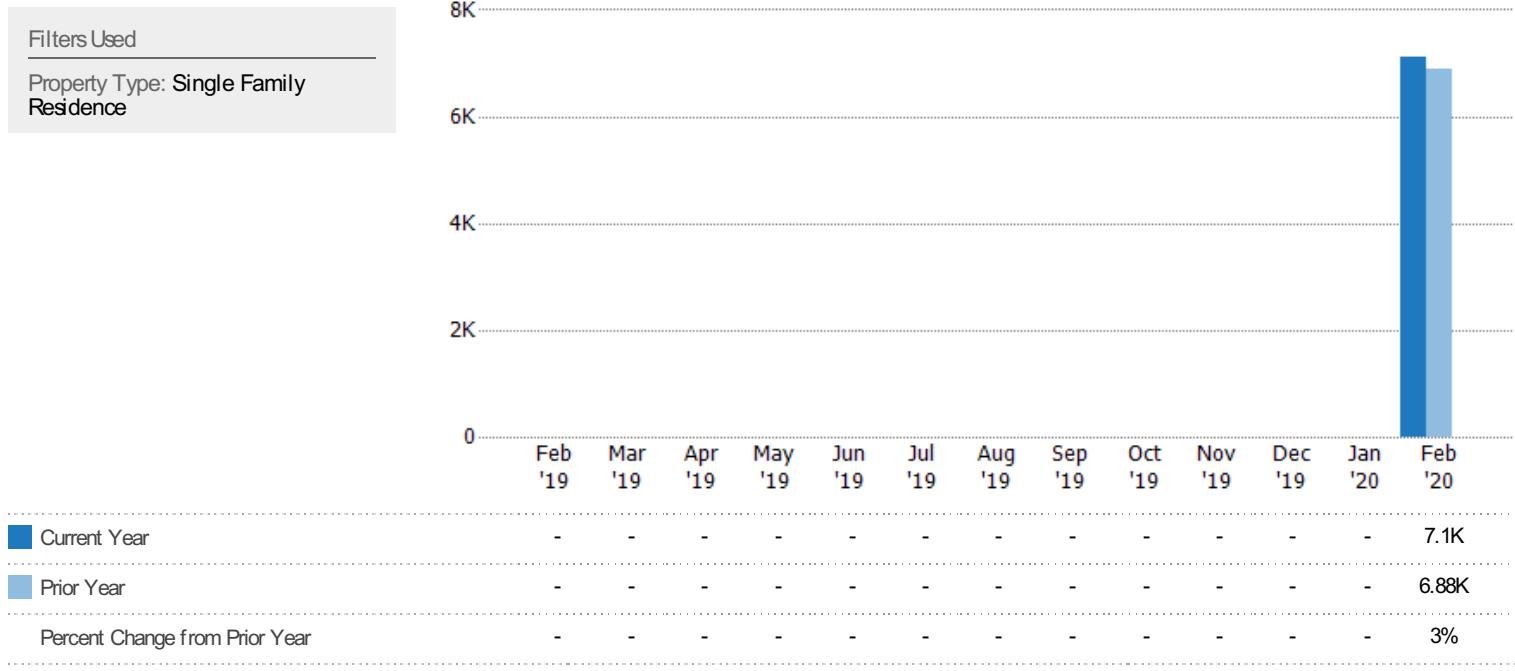
Pending Sales Volume

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



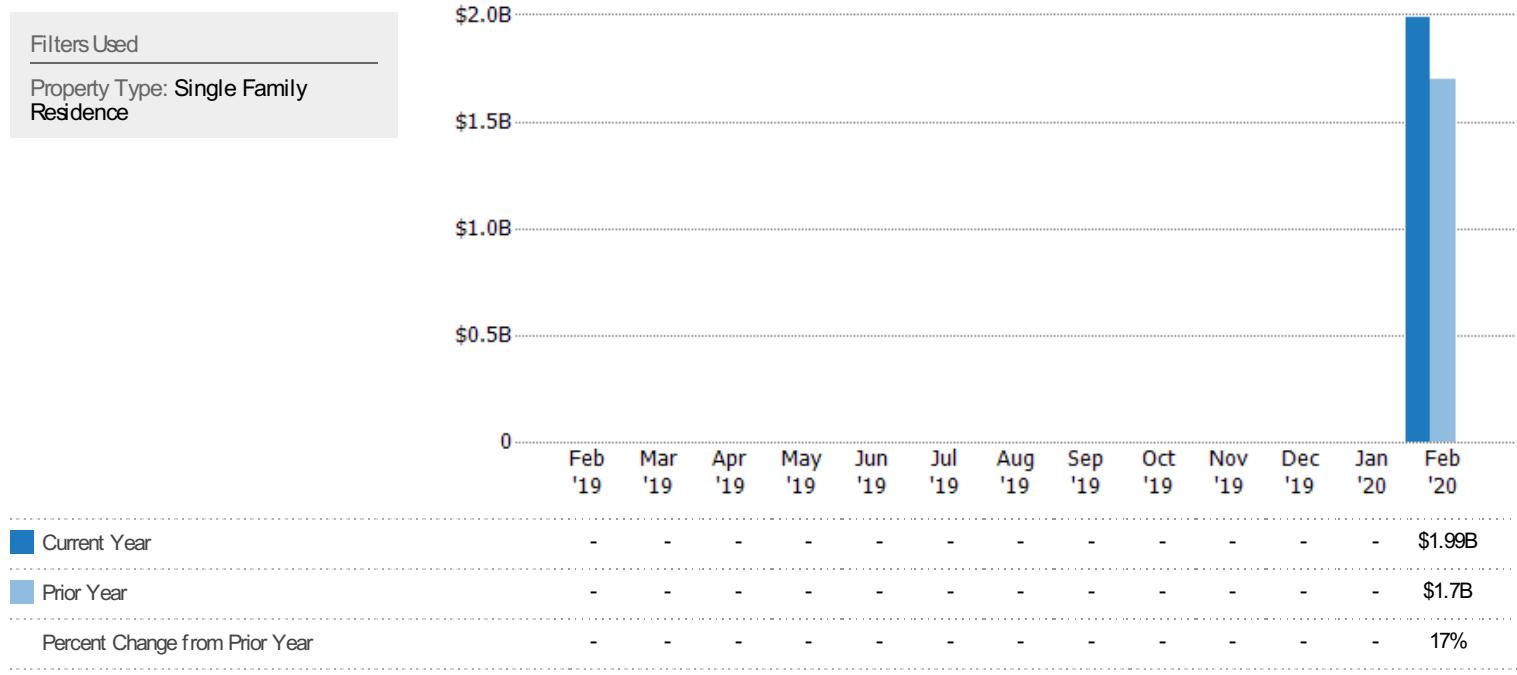
Closed Sales

The total number of residential properties sold each month.



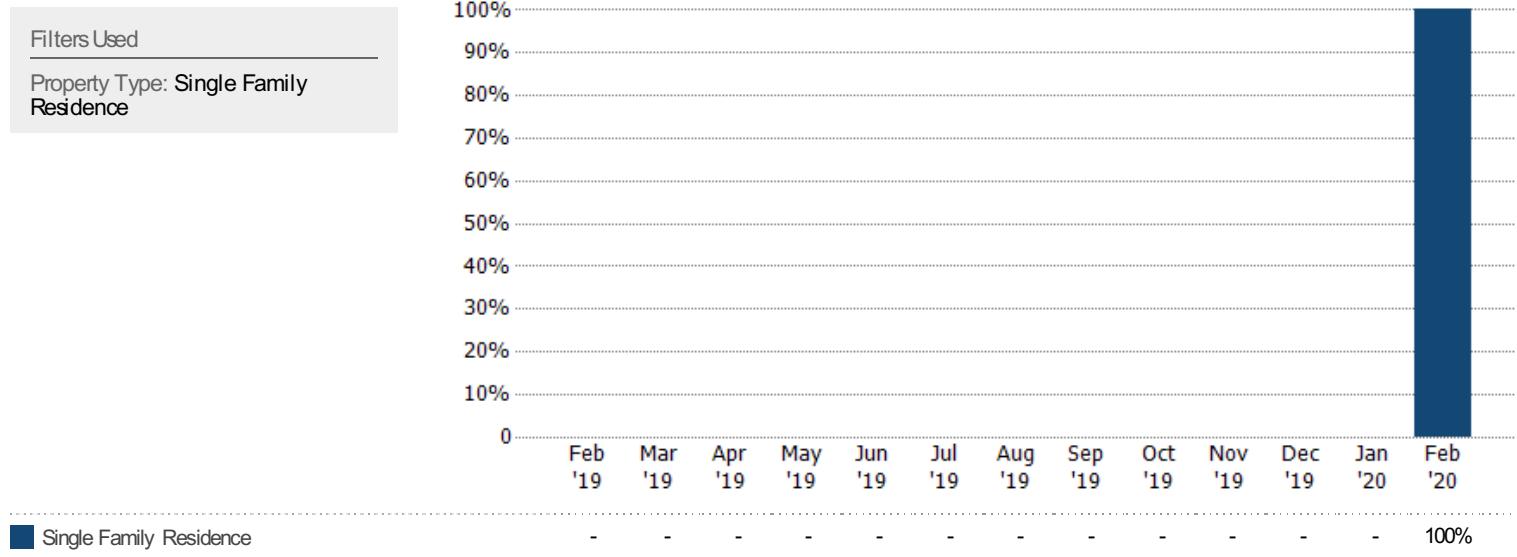
Closed Sales Volume

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.

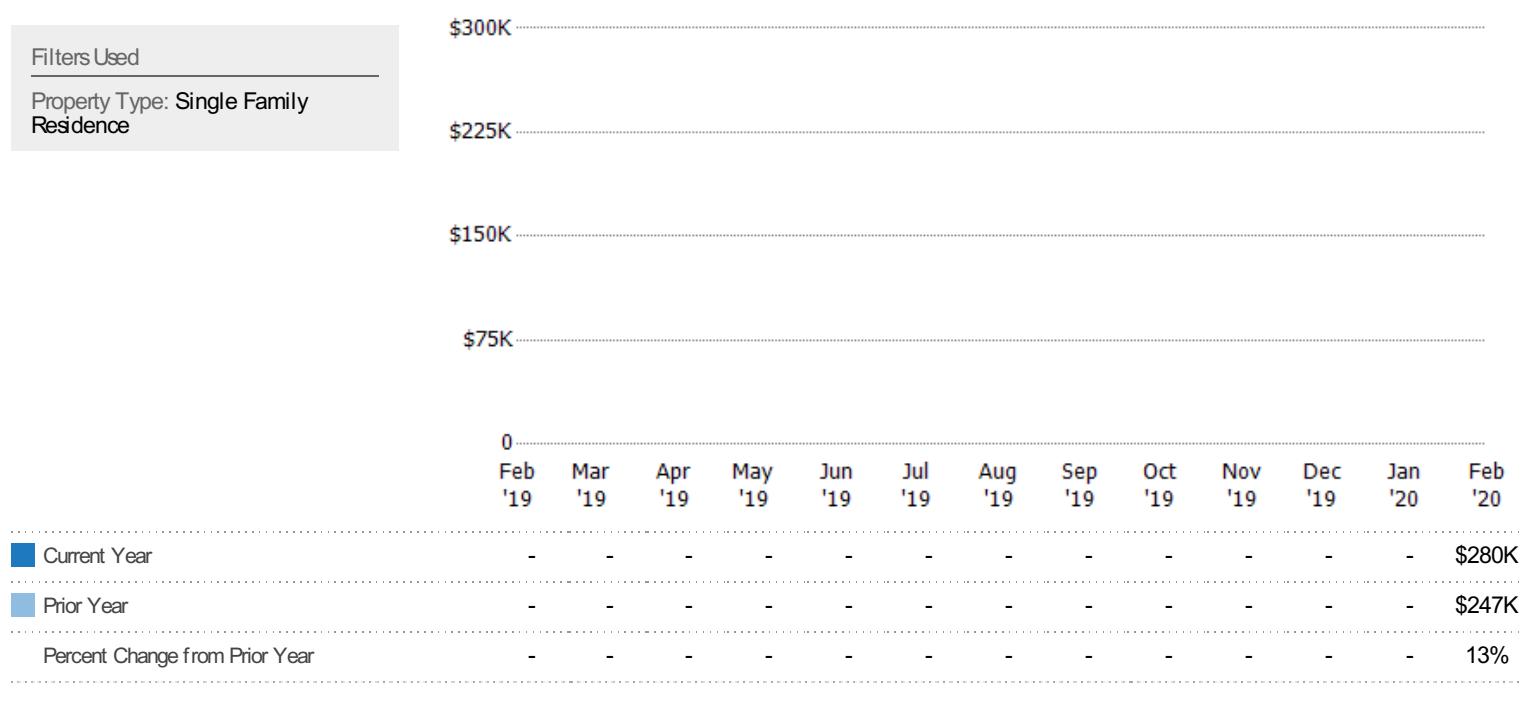


Average Sales Price

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

Filters Used

Property Type: Single Family Residence

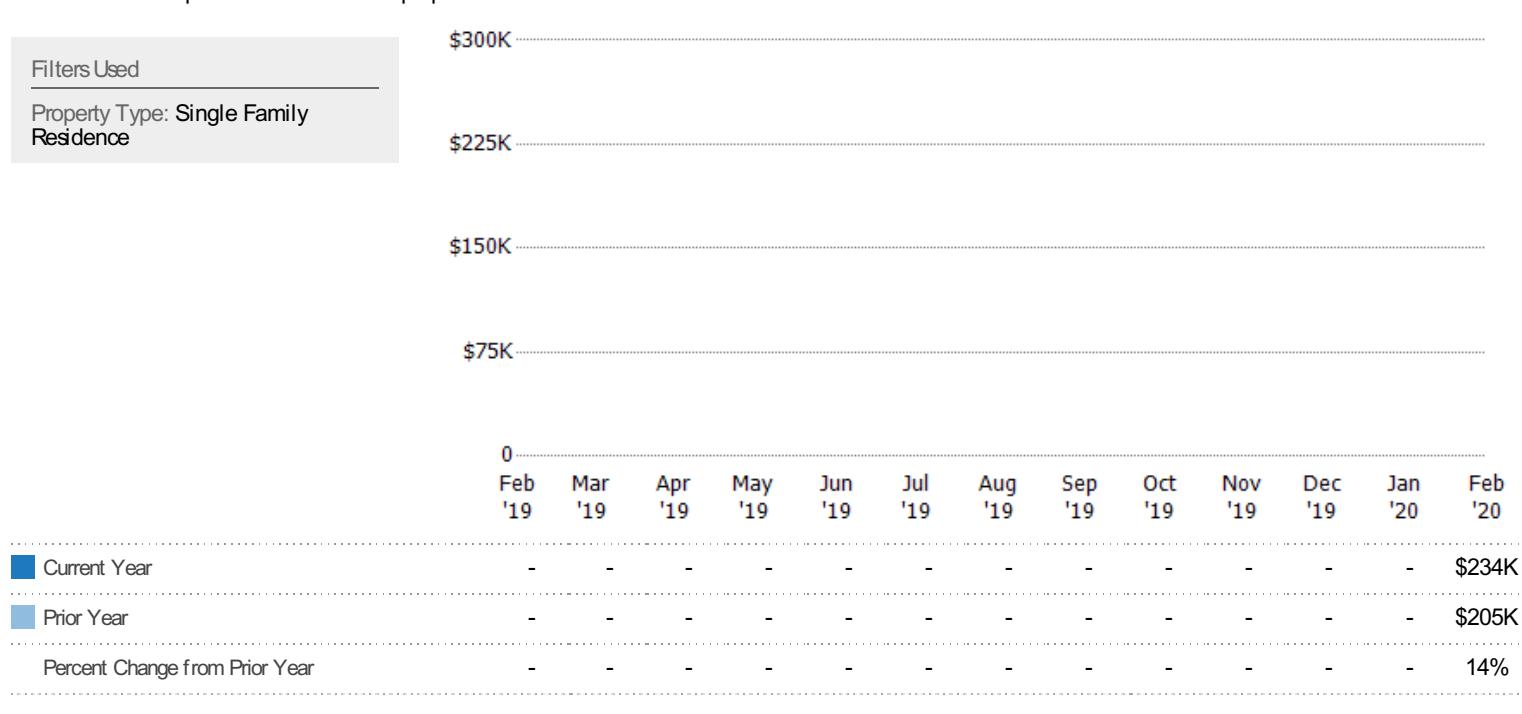


Median Sales Price

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

Filters Used

Property Type: Single Family Residence

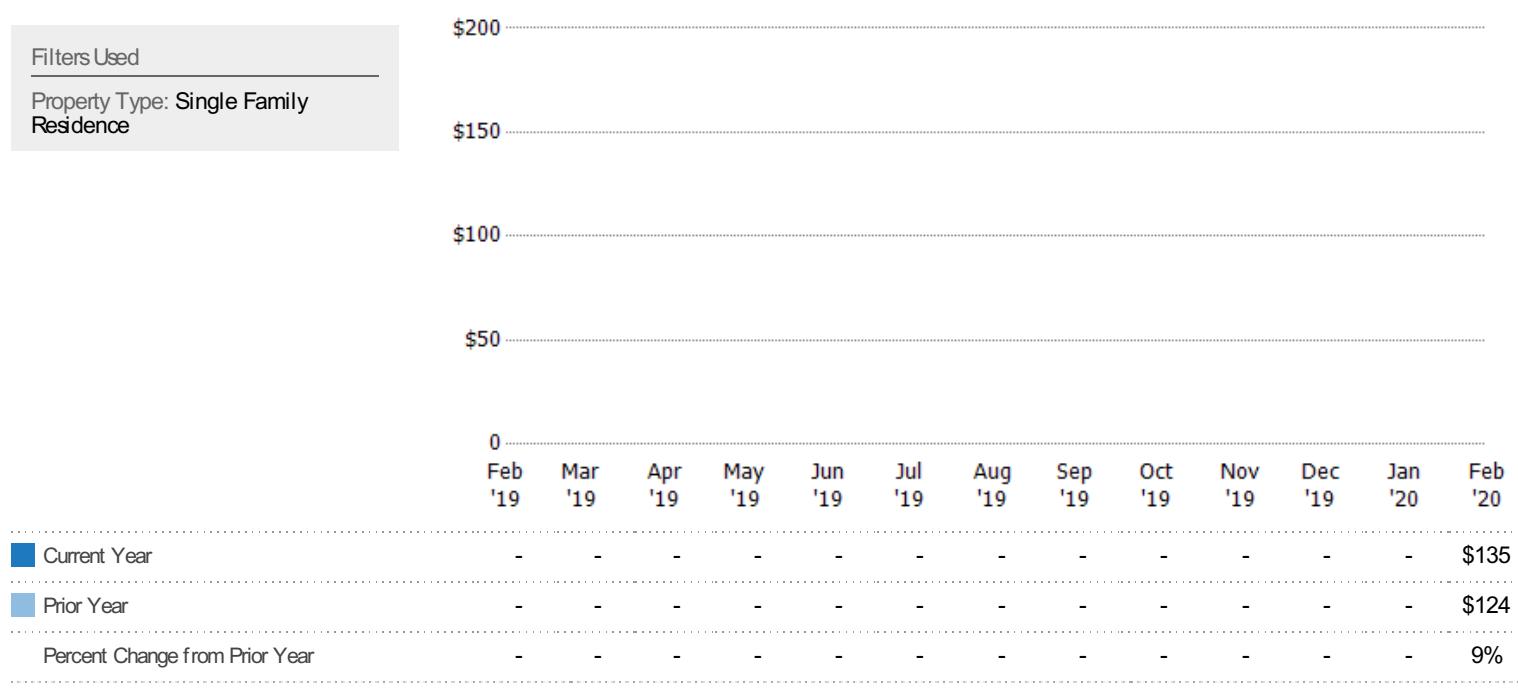


Average Sales Price per Sq Ft

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

Filters Used

Property Type: Single Family Residence

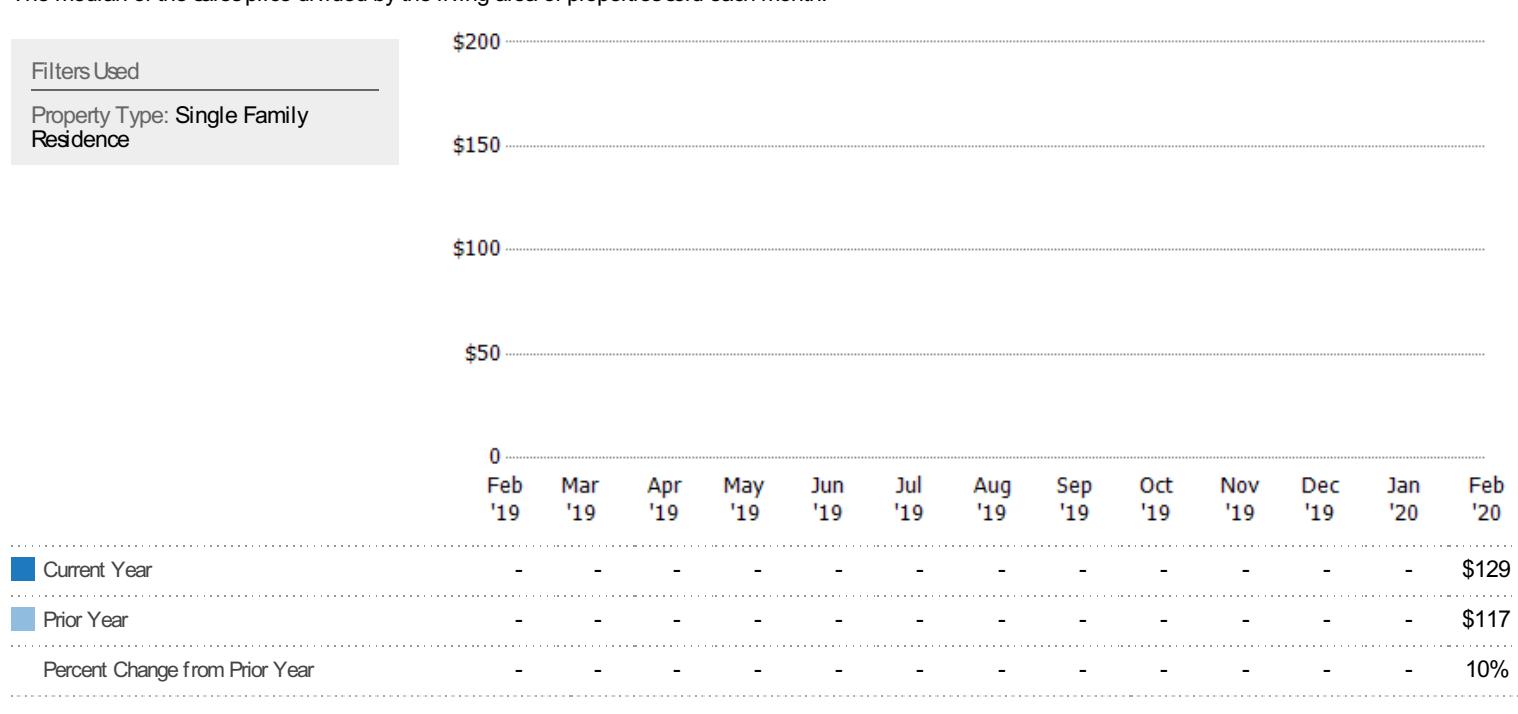


Median Sales Price per Sq Ft

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

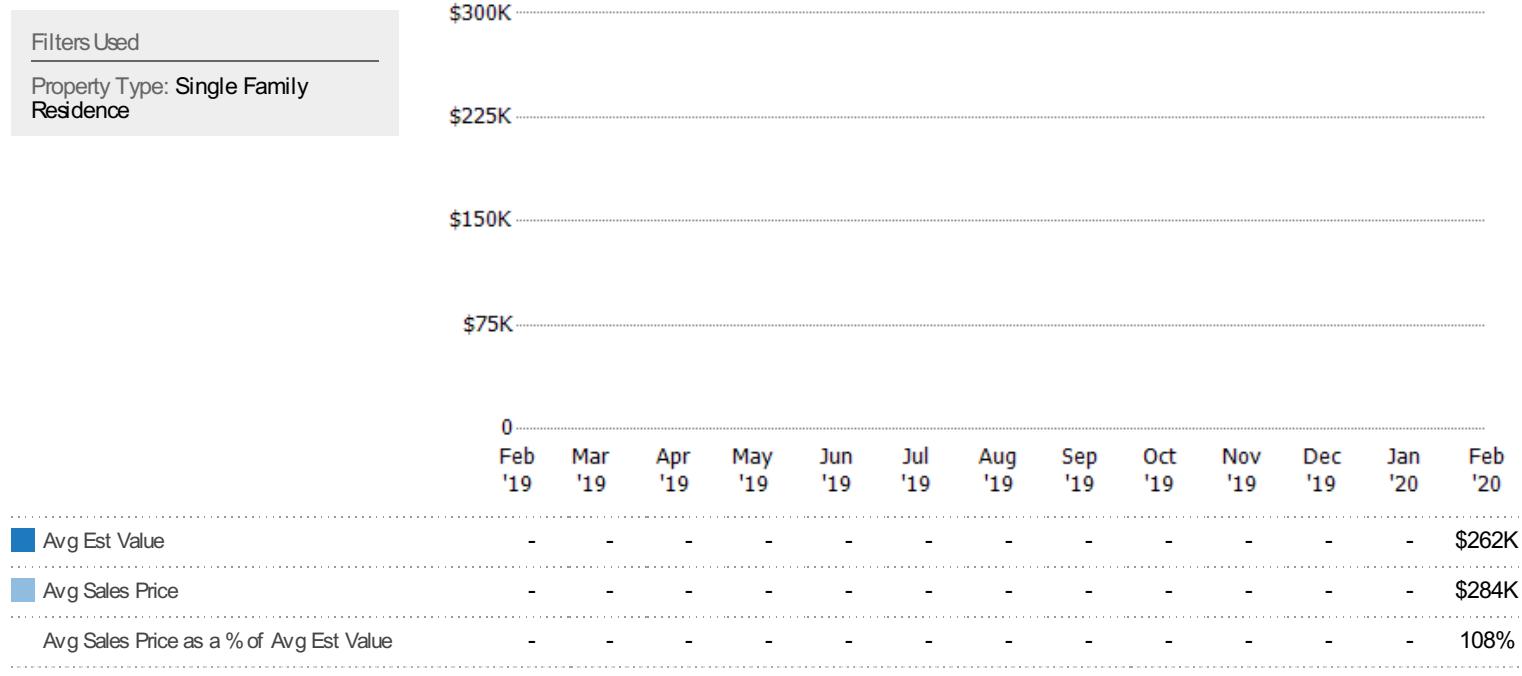
Filters Used

Property Type: Single Family Residence



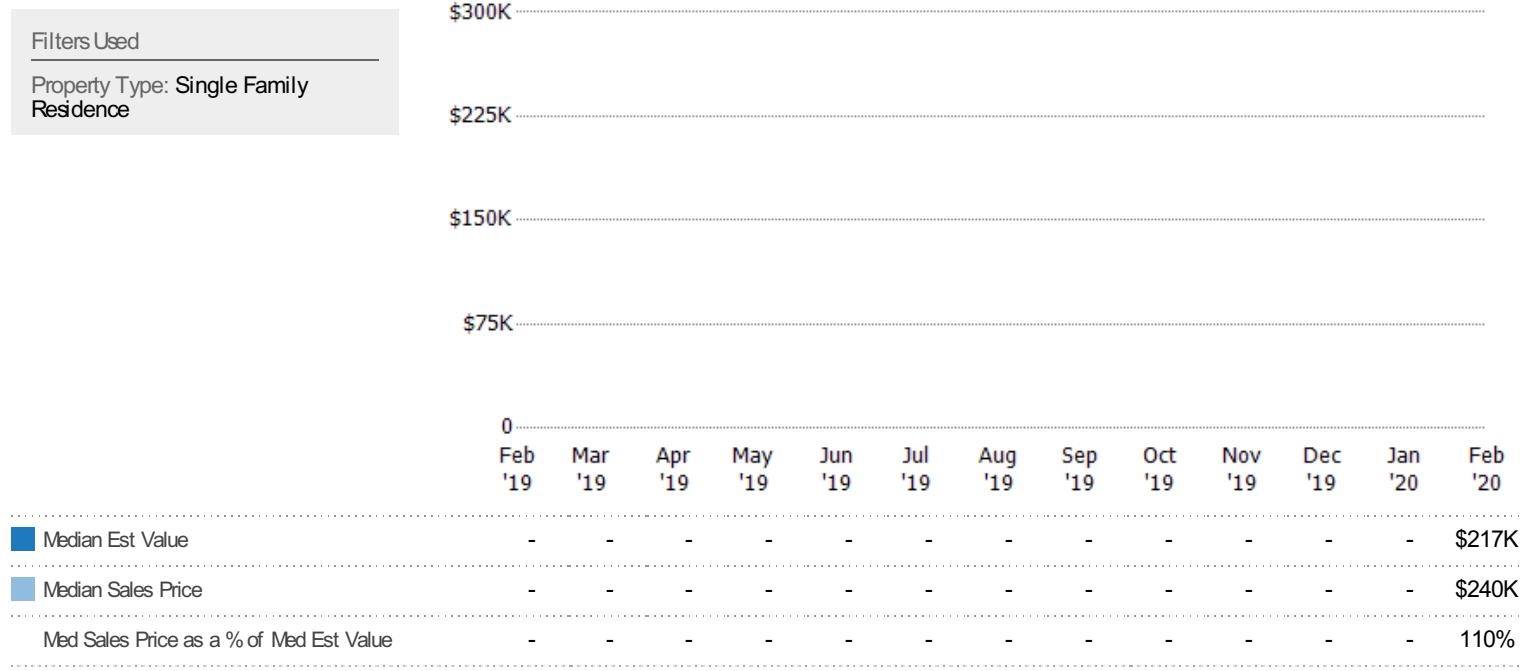
Average Sales Price vs Average Est Value

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: TN Market 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