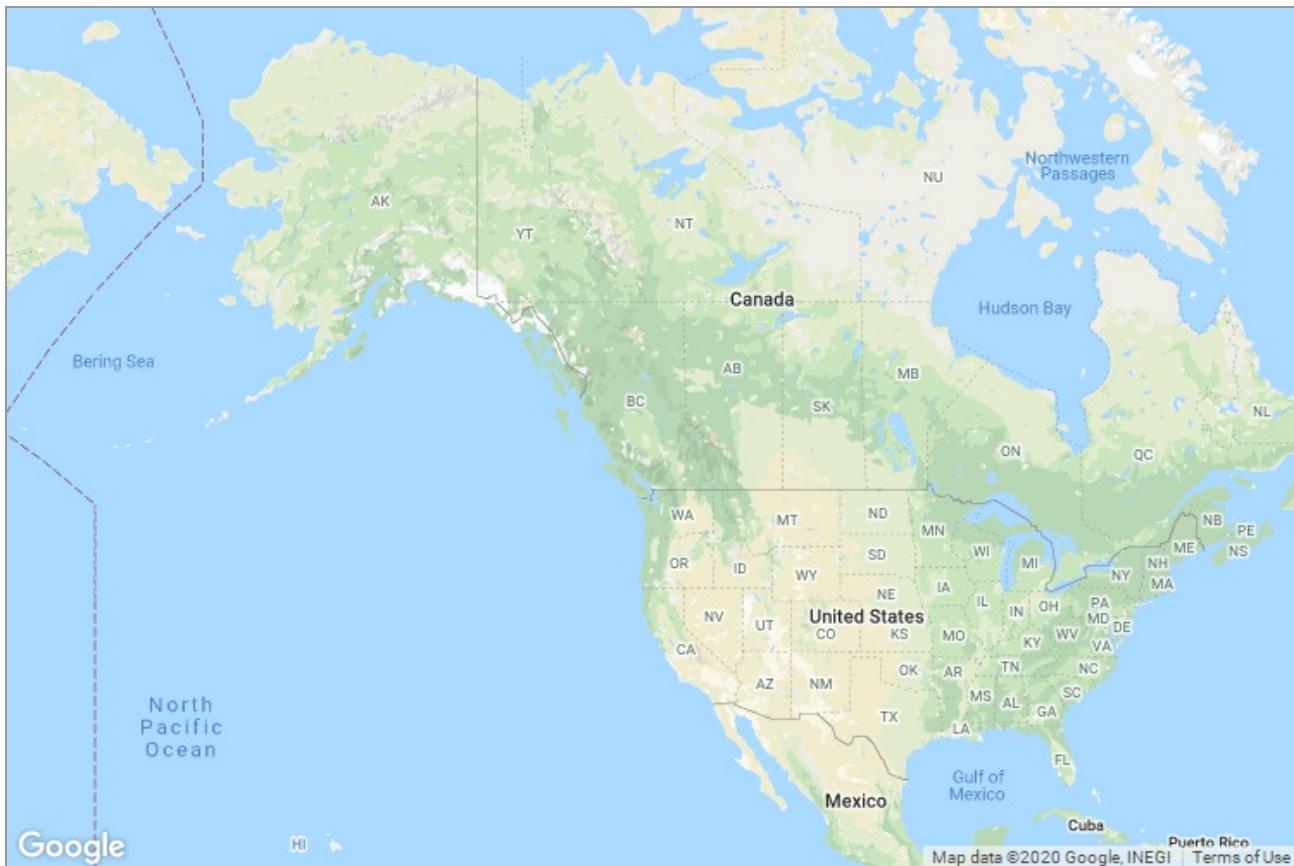


MARKET DATA REPORT

# TN Housing Report - October 2019



## Report Characteristics

**Report Name:**  
TN Housing Report - October 2019

**Report Date Range:**  
10/2019 – 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

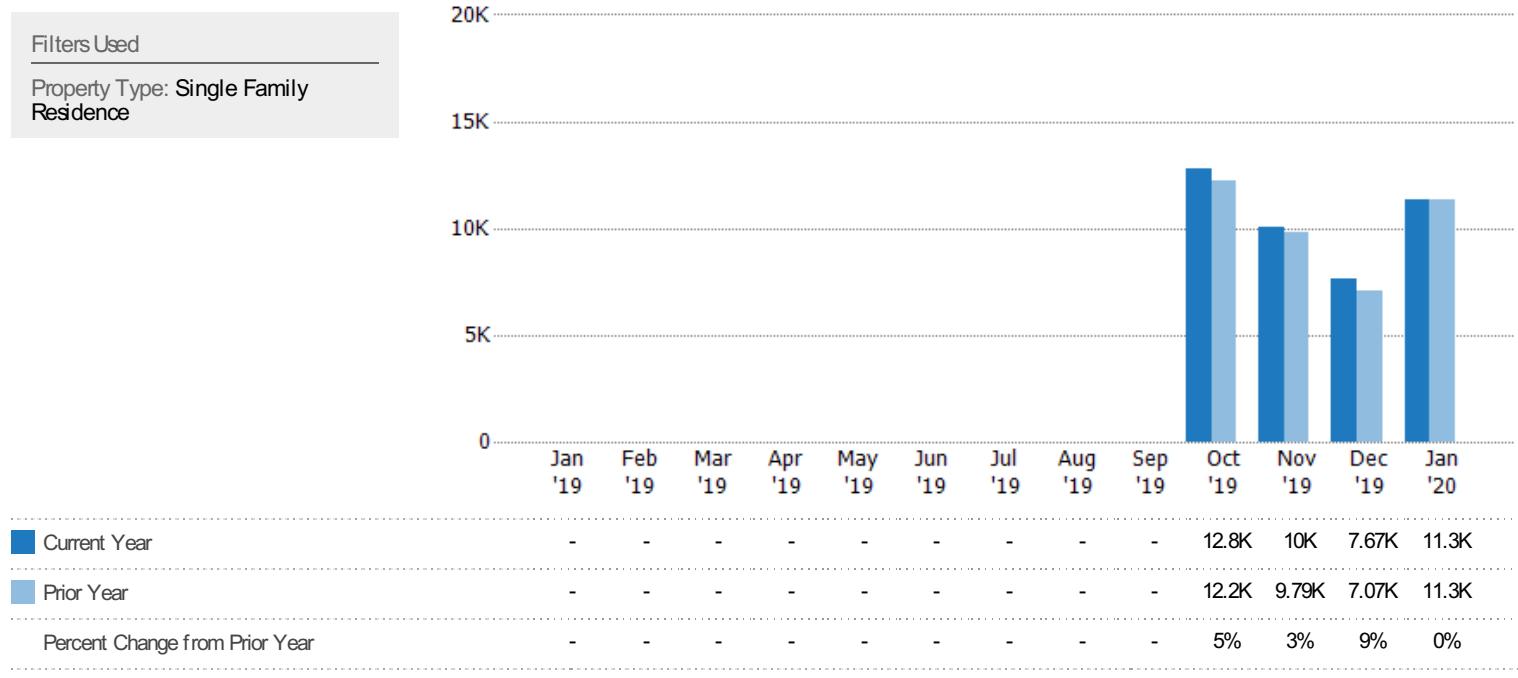
## Summary of Key Listing and Sales Metrics

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%	41,823	40,379	+3.6%
New Listing Volume	\$3,612,163,771	\$3,441,359,362	+5%	\$13,181,778,607	\$11,997,446,356	+9.9%
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%	\$407,642	\$383,924	+6.2%
Median Listing Price	\$319,500	\$299,900	+6.5%	\$315,611	\$297,193	+6.2%
Average Listing Price per Sq Ft	\$157	\$150	+5.3%	\$156	\$148	+5.6%
Median Listing Price per Sq Ft	\$140	\$134	+4.5%	\$139	\$133	+5.3%
<b>Sales Activity Charts Metrics</b>						
New Pending Sales Count	10,423	8,082	+29%	74,586	30,967	+140.9%
New Pending Sales Volume	\$2,969,700,673	\$2,080,996,439	+42.7%	\$18,676,333,163	\$8,024,418,658	+132.7%
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%	33,241	29,820	+11.5%
Closed Sales Volume	\$1,870,222,180	\$1,454,760,884	+28.6%	\$9,184,024,343	\$7,639,093,389	+20.2%
Average Sales Price	\$271,165	\$251,341	+7.9%	\$276,286	\$256,182	+7.8%
Median Sales Price	\$230,000	\$210,000	+9.5%	\$232,026	\$212,020	+9.4%
Average Sales Price per Sq Ft	\$132	\$124	+6.8%	\$133	\$130	+3%
Median Sales Price per Sq Ft	\$125	\$119	+5%	\$127	\$118	+7.1%

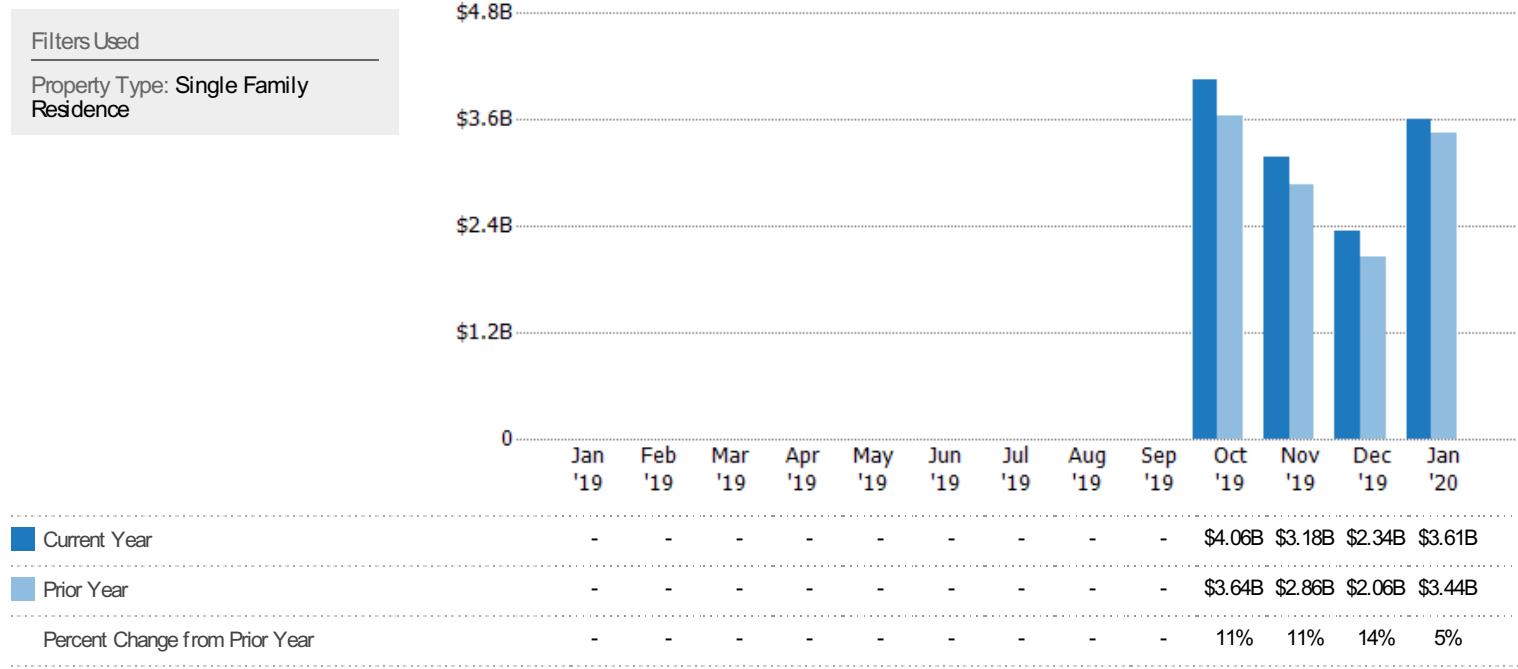
## New Listings

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



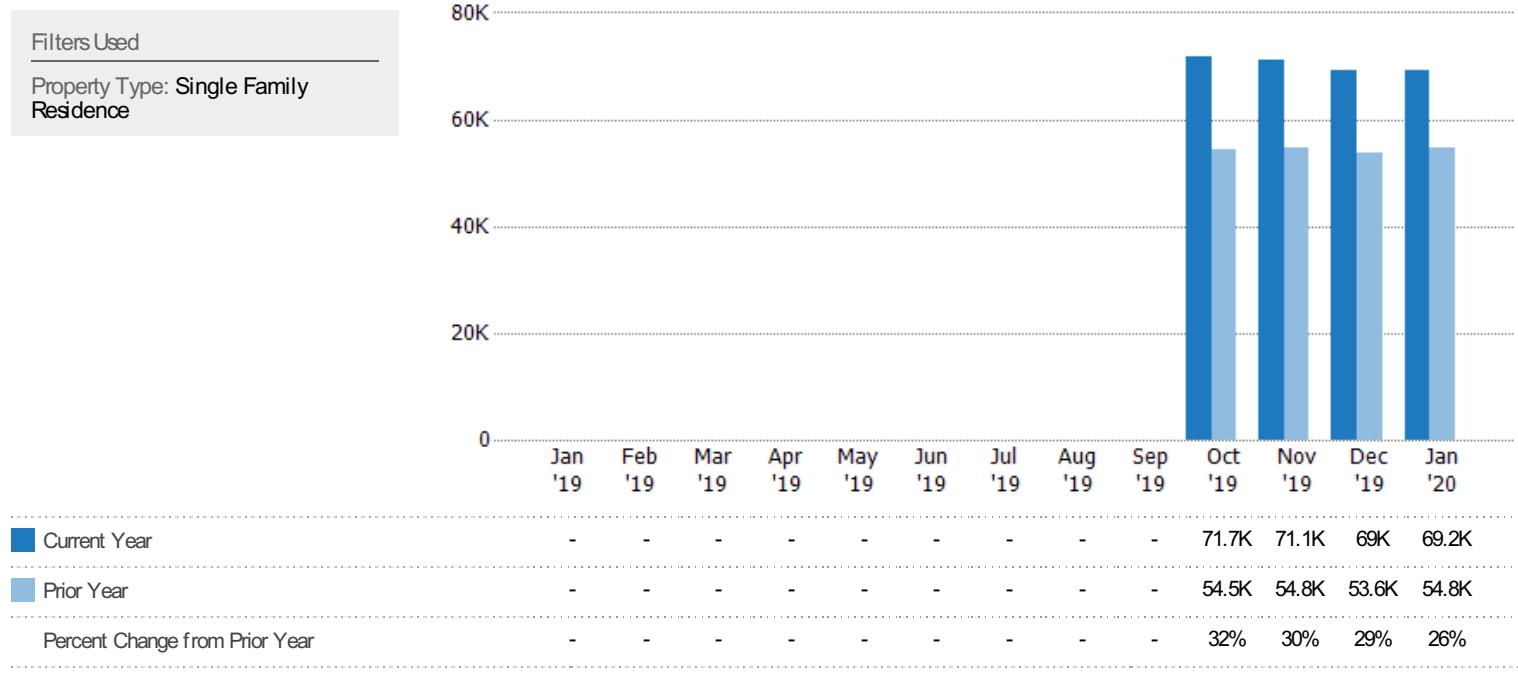
## New Listing Volume

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



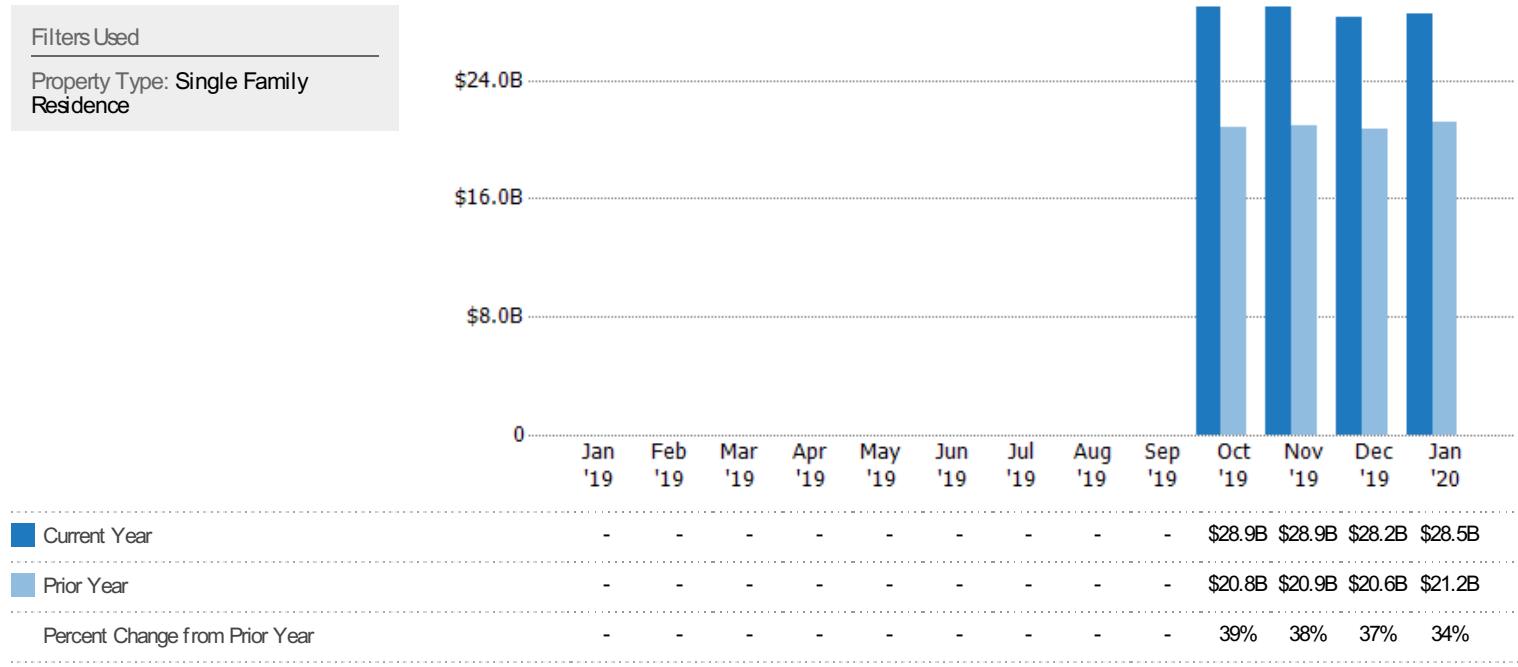
## Active Listings

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.

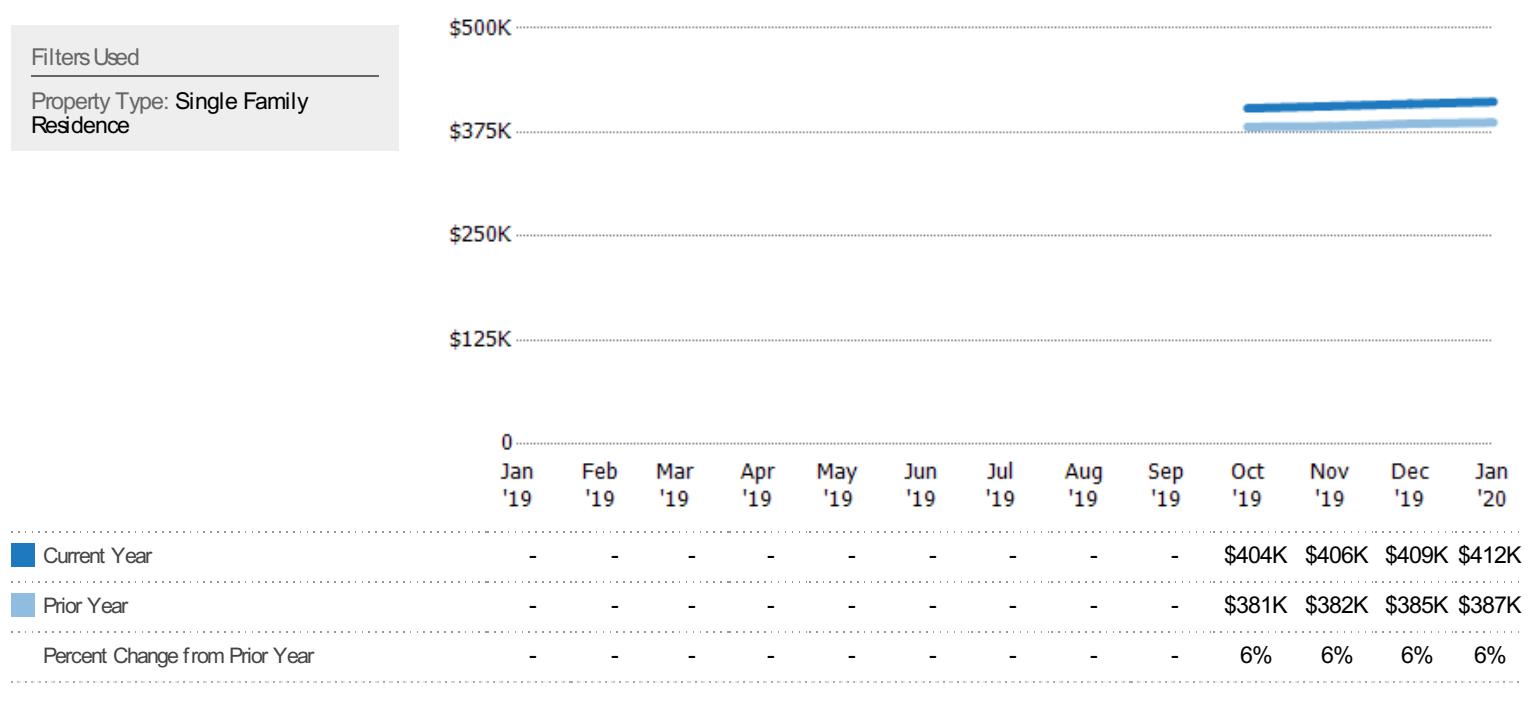


## Average Listing Price

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

### Filters Used

Property Type: Single Family Residence

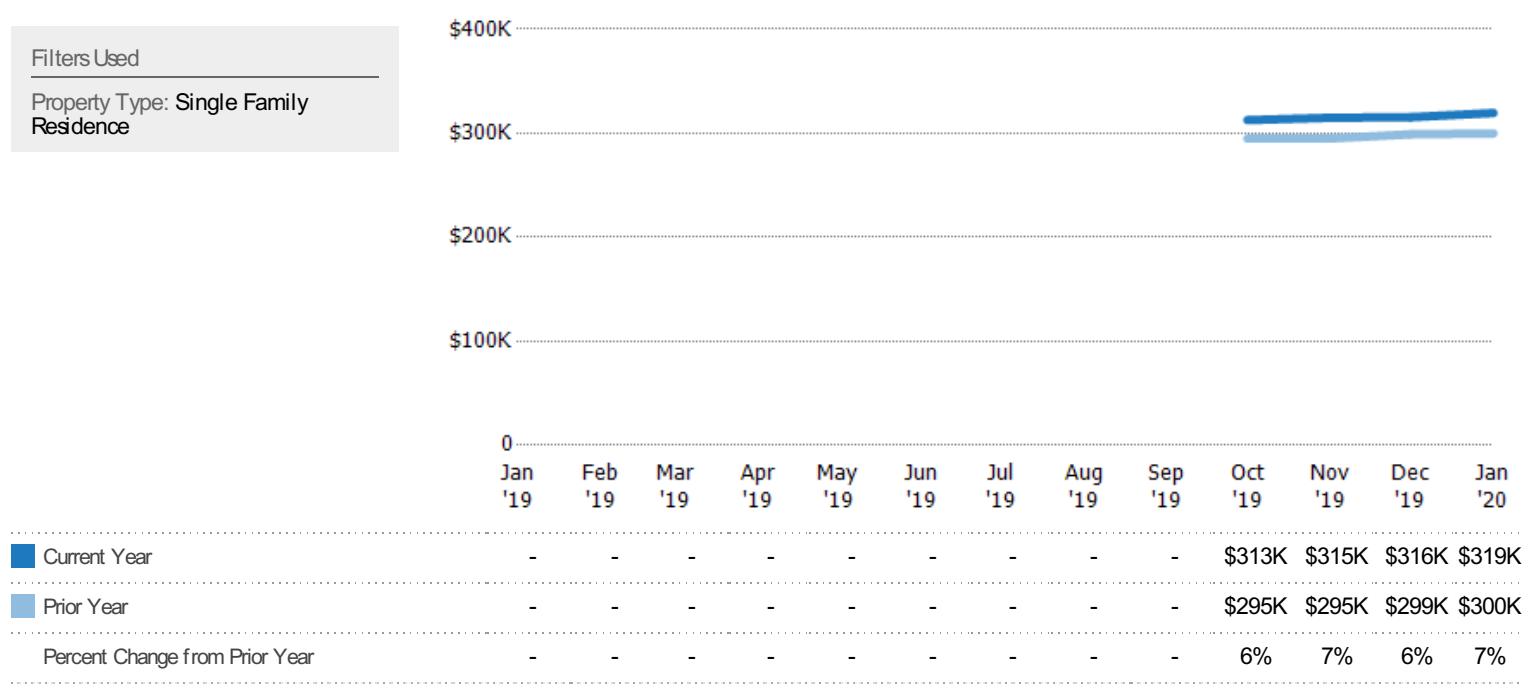


## Median Listing Price

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

### Filters Used

Property Type: Single Family Residence

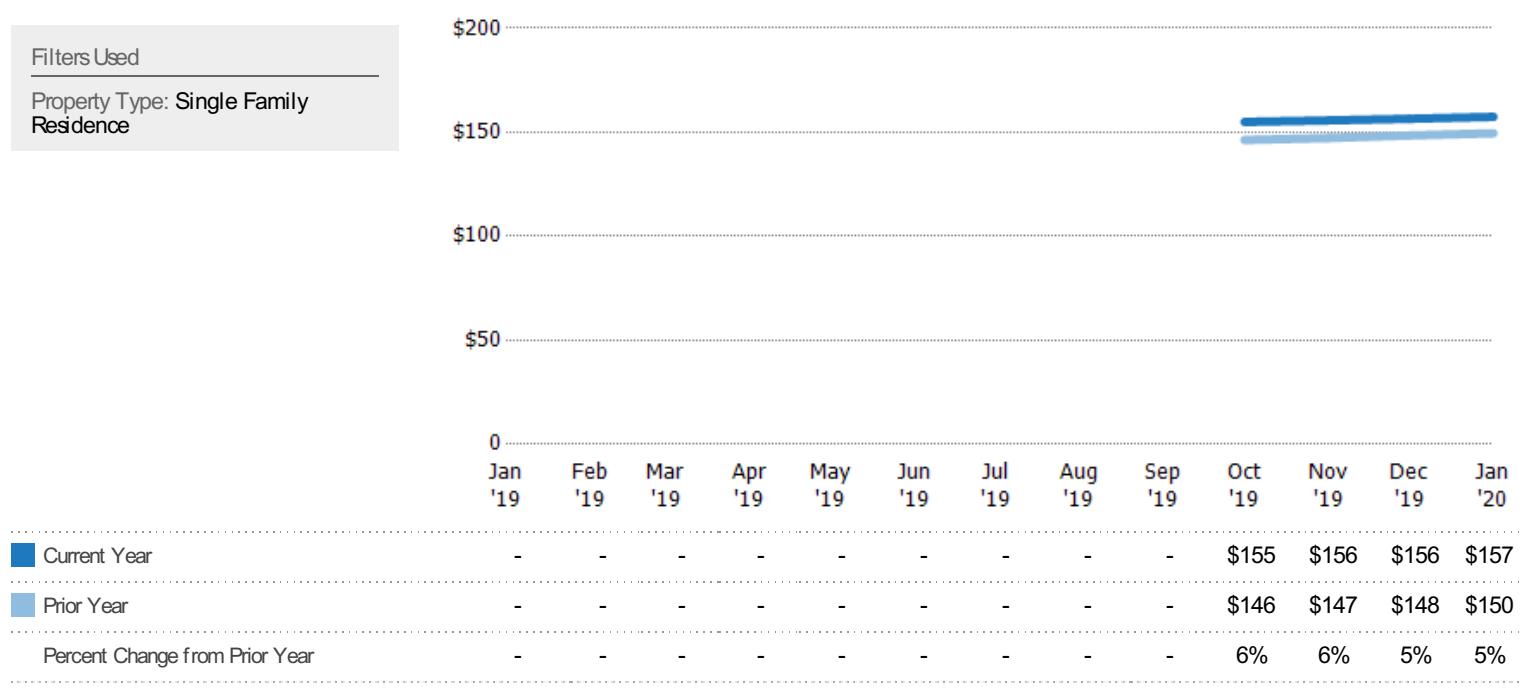


## Average Listing Price per Sq Ft

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

### Filters Used

Property Type: Single Family Residence

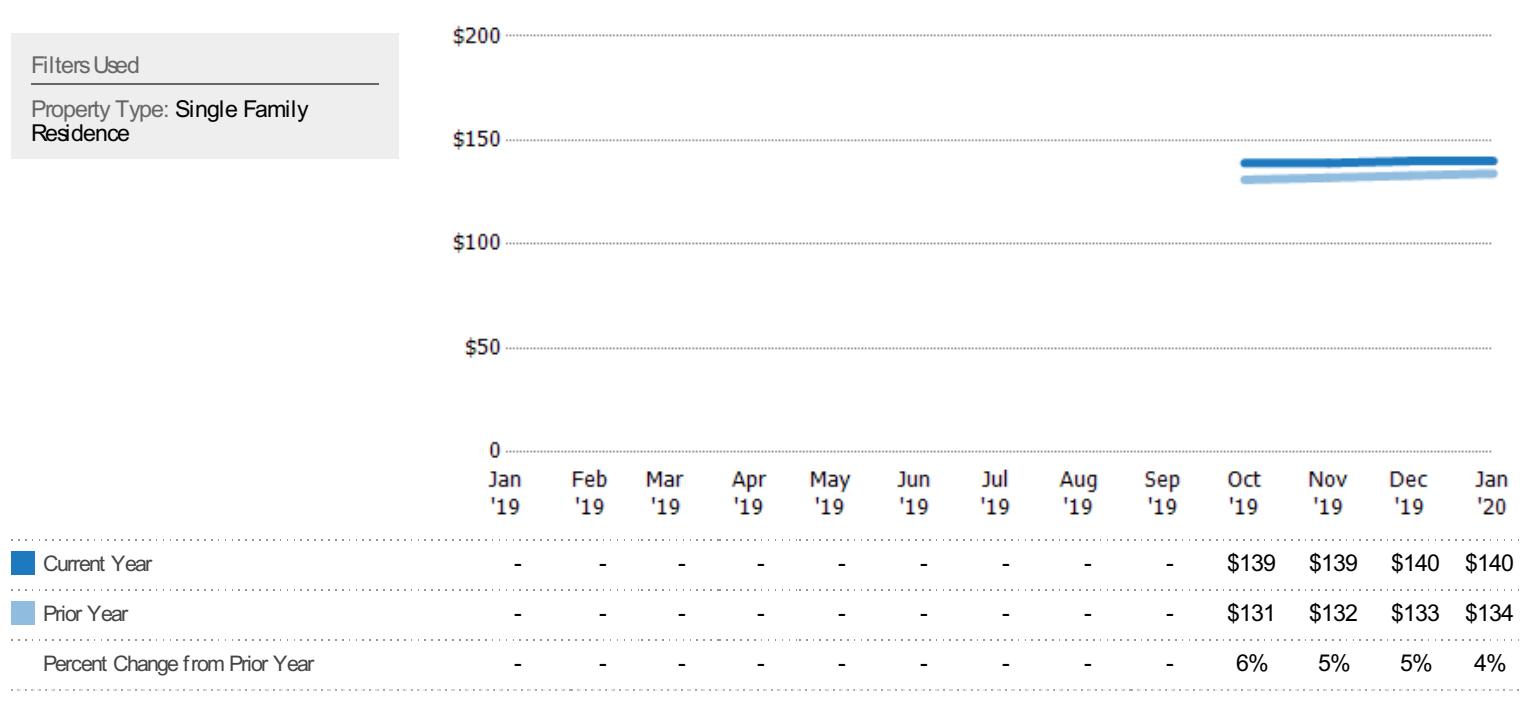


## Median Listing Price per Sq Ft

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

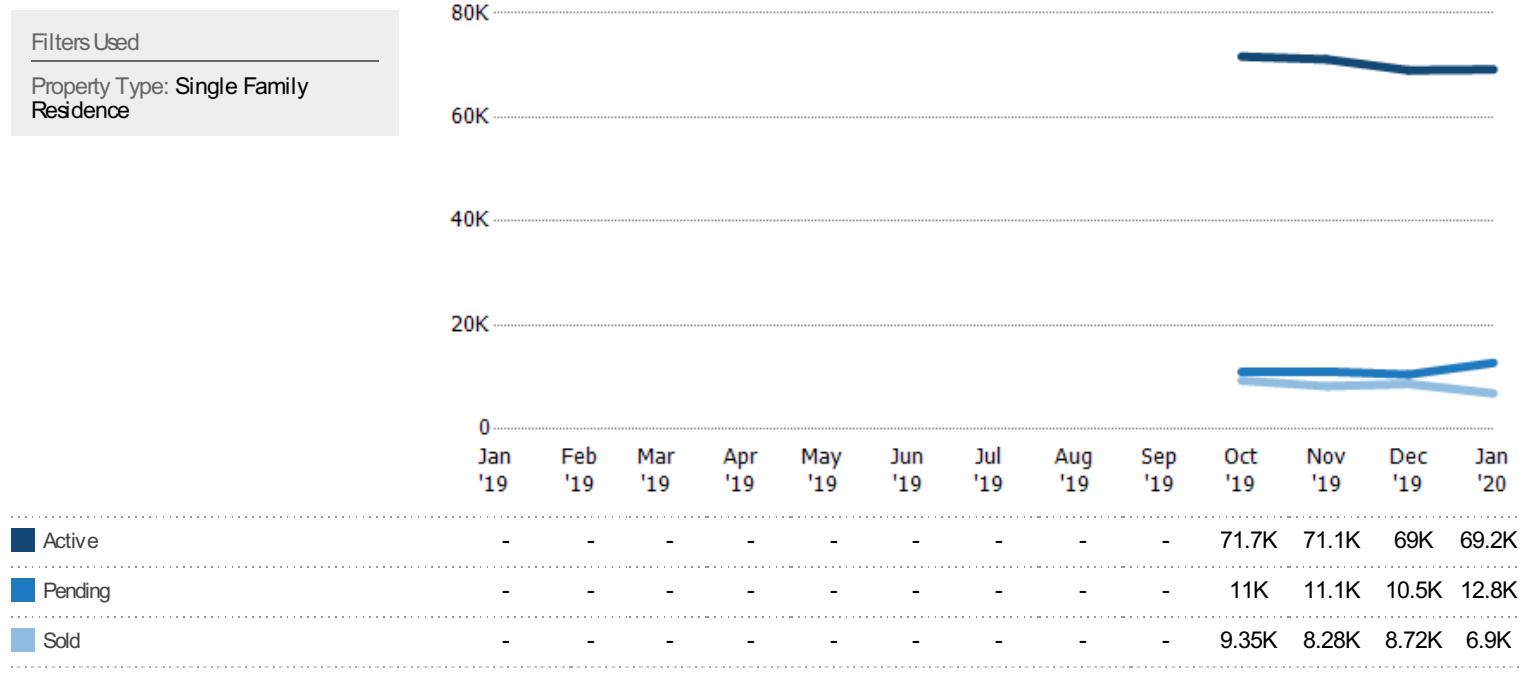
### Filters Used

Property Type: Single Family Residence



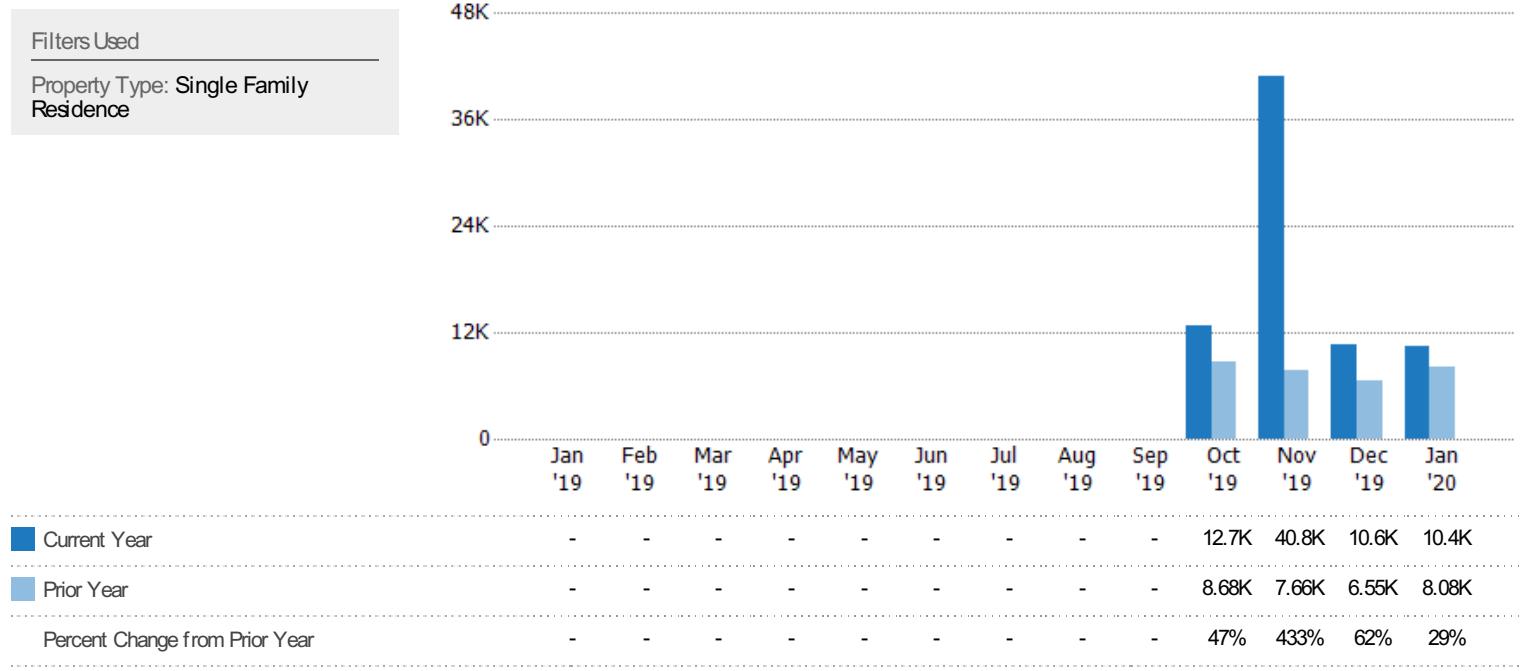
## Active/Pending/Sold Units

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



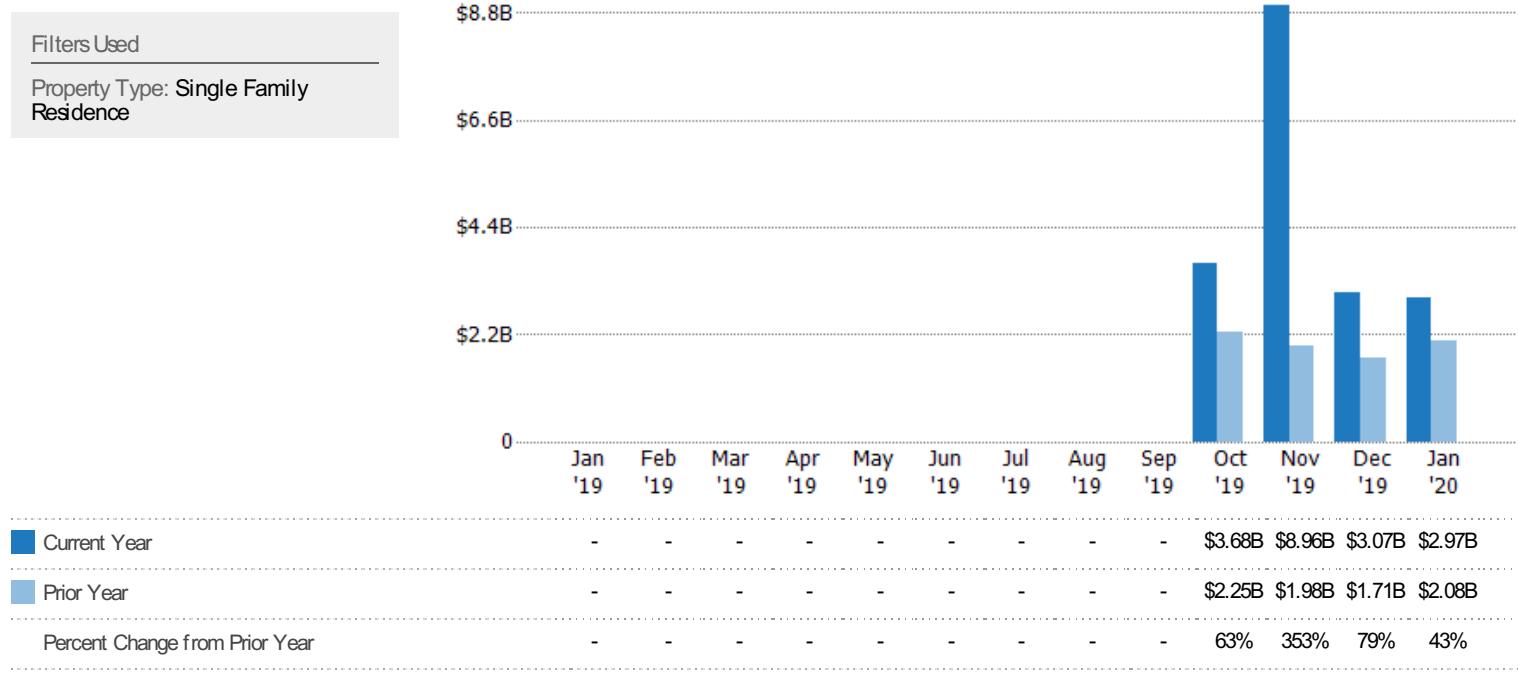
## New Pending Sales

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



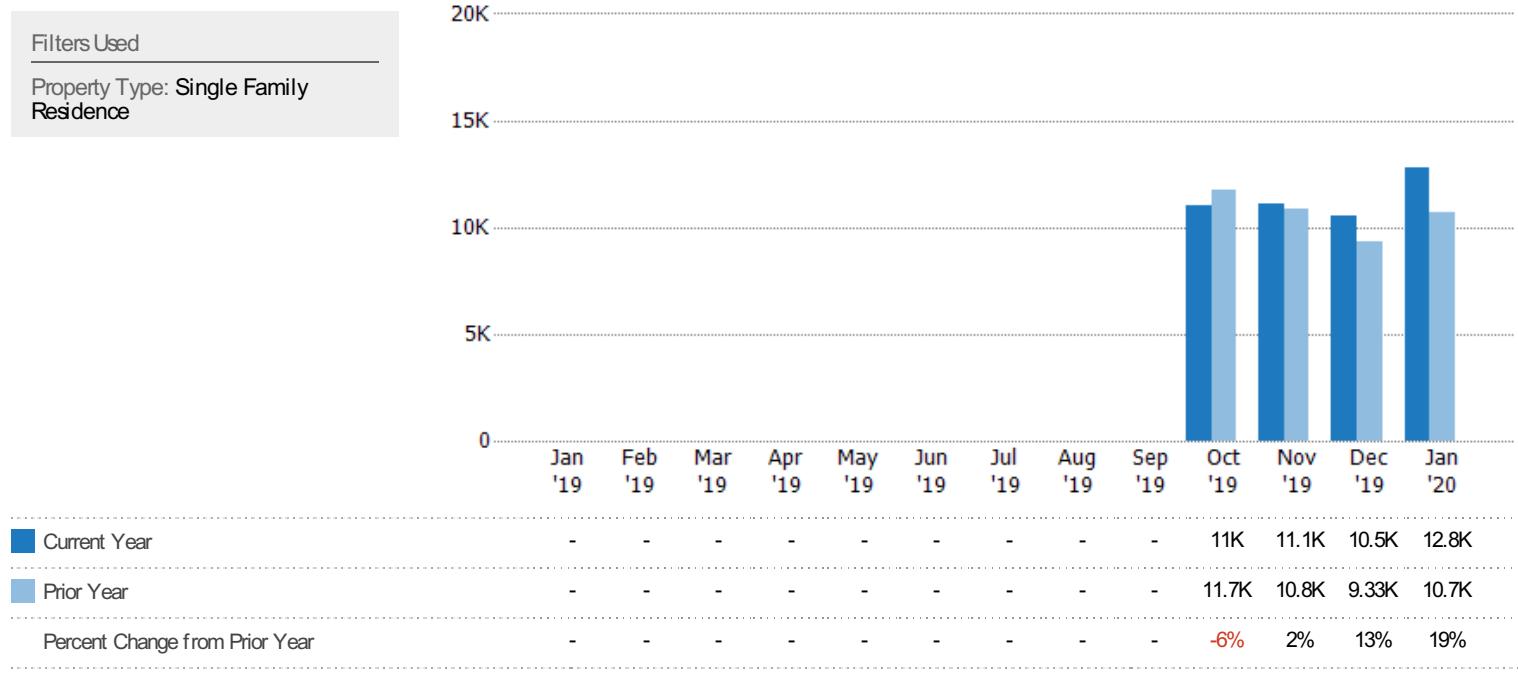
## New Pending Sales Volume

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



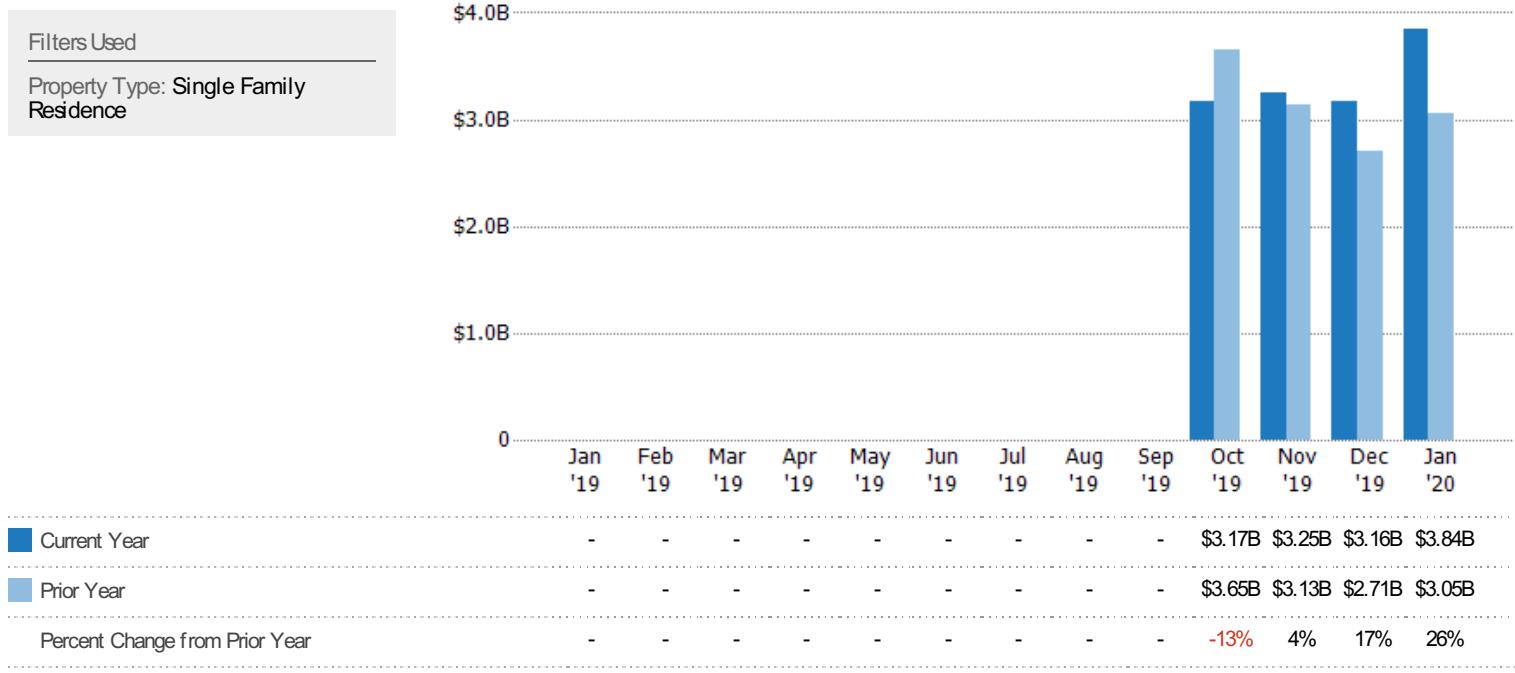
## Pending Sales

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



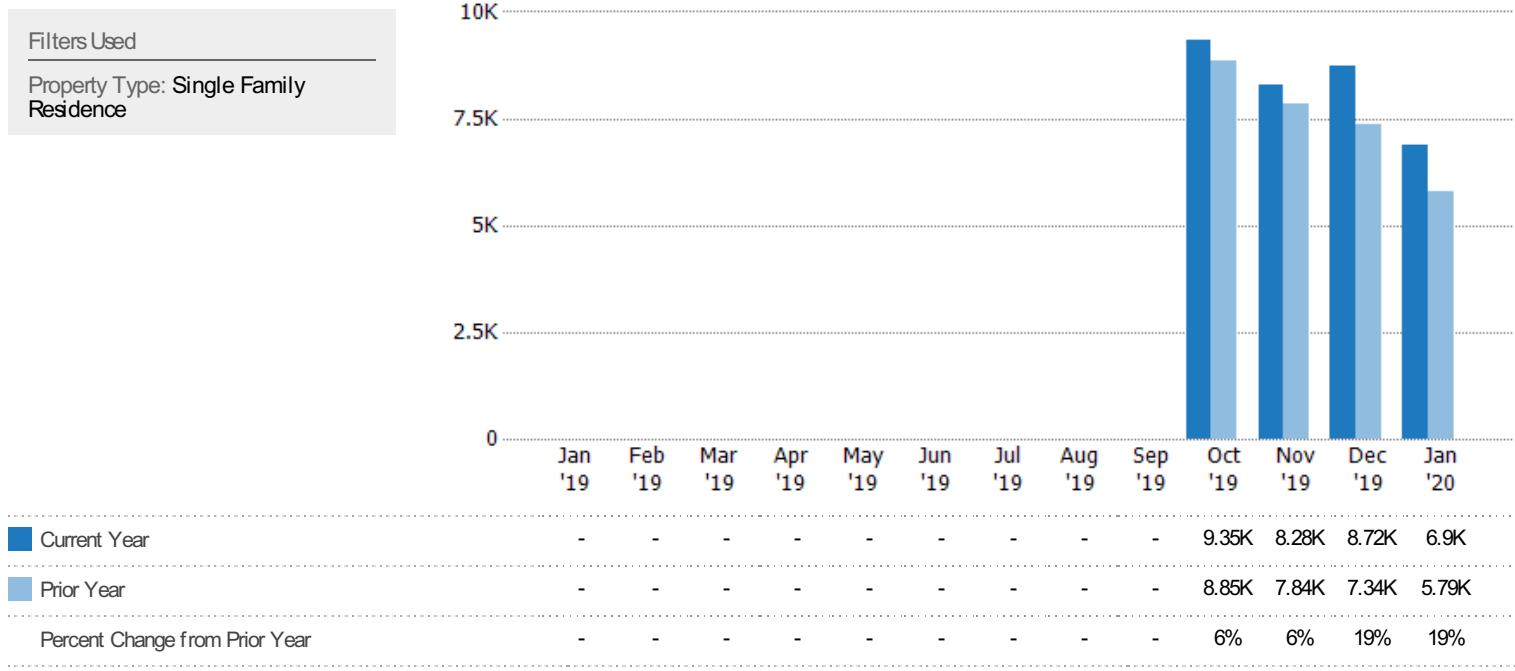
## Pending Sales Volume

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.

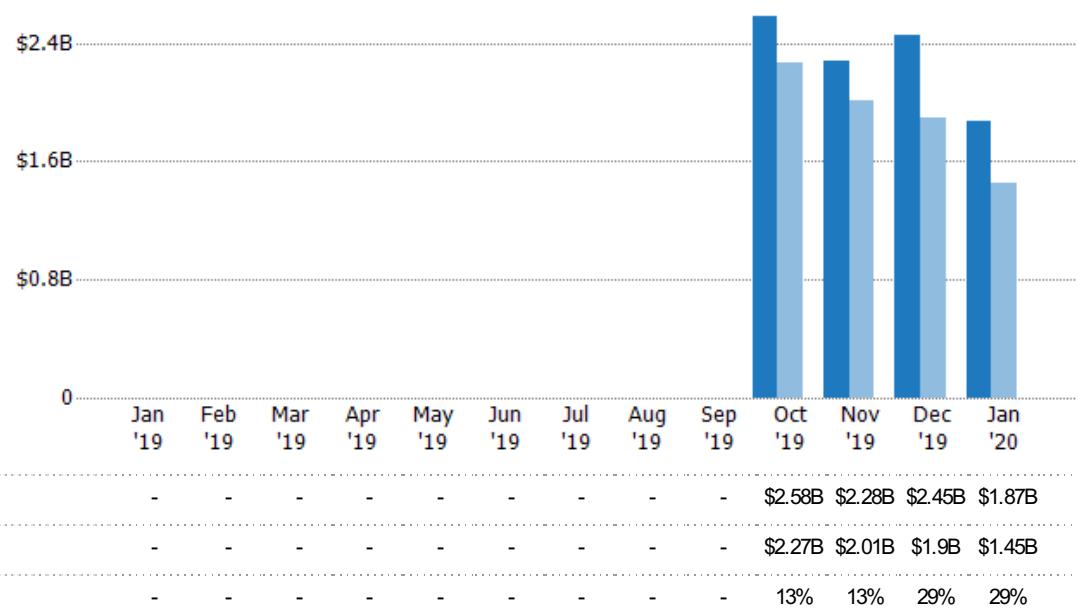


## Closed Sales Volume

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

### Filters Used

Property Type: Single Family Residence

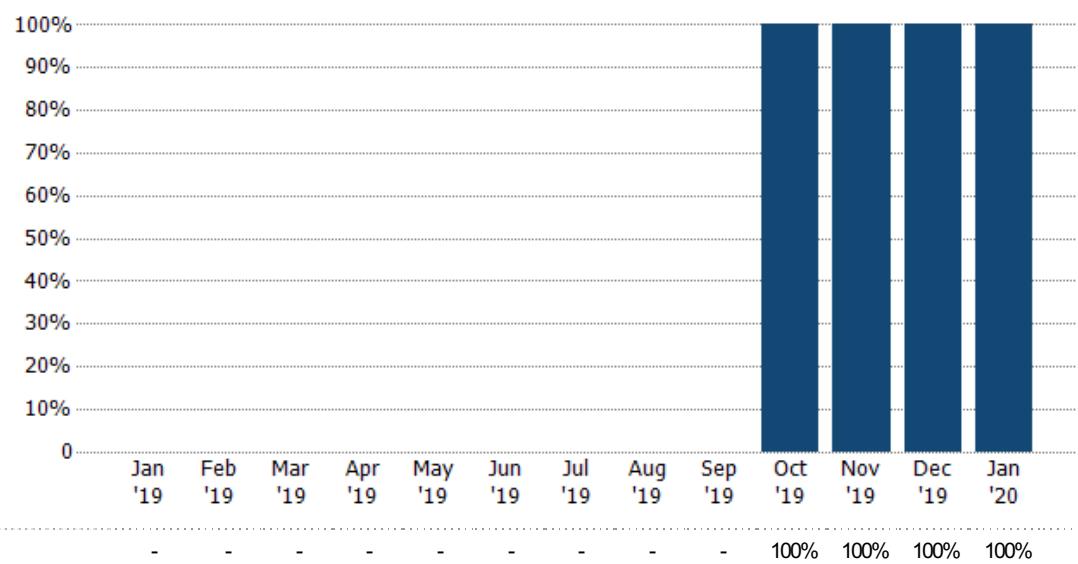


## Closed Sales by Property Type

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

### Filters Used

Property Type: Single Family Residence



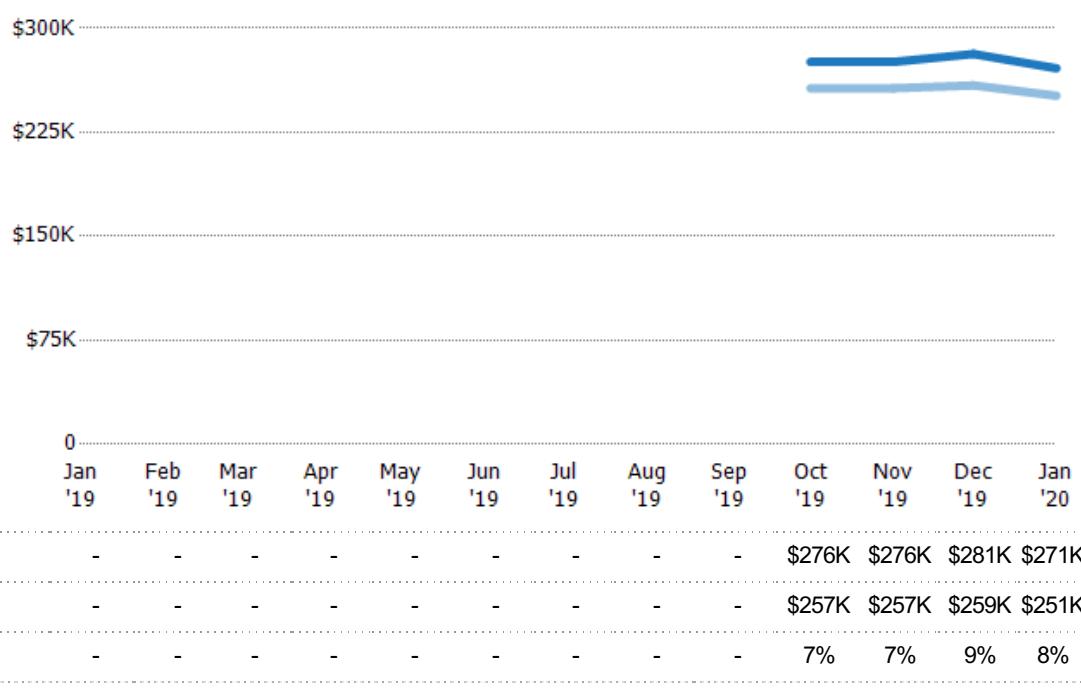
Single Family Residence

## Average Sales Price

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

## Filters Used

Property Type: Single Family Residence

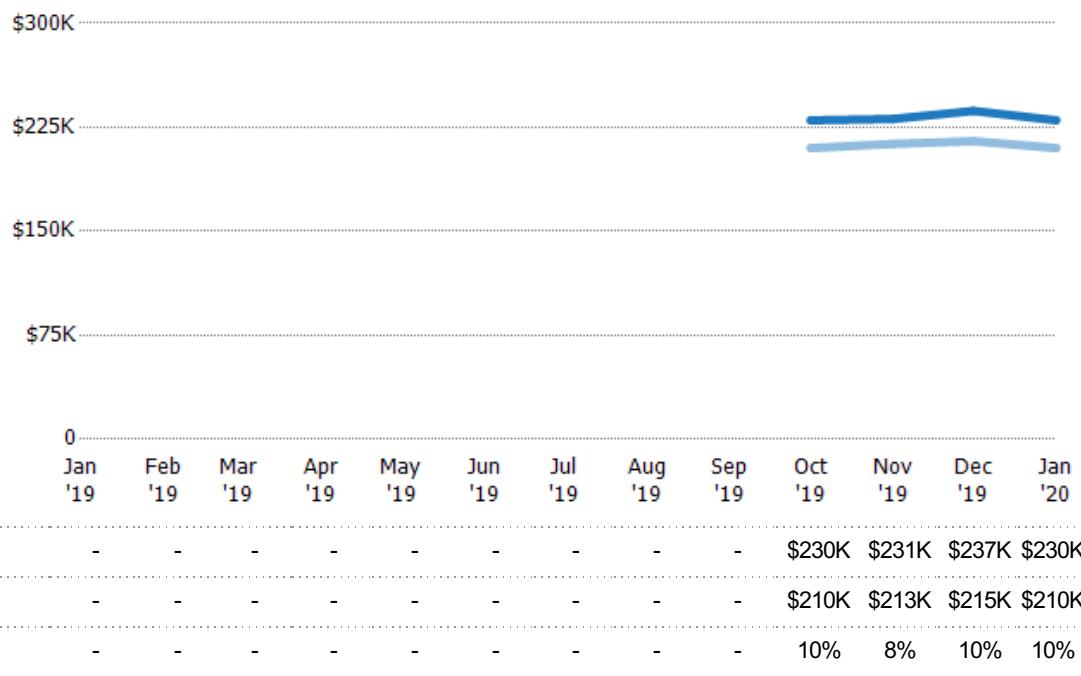


## Median Sales Price

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

## Filters Used

Property Type: Single Family Residence

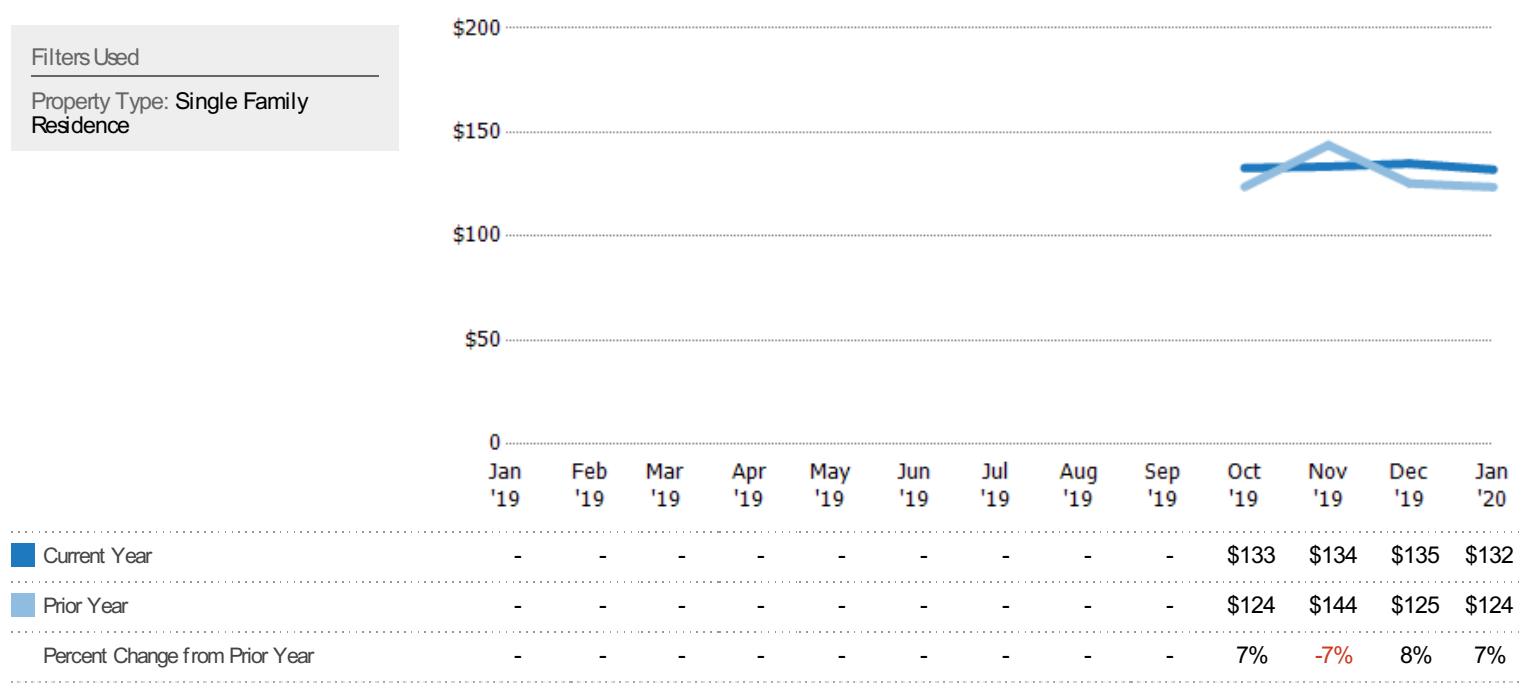


## Average Sales Price per Sq Ft

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

### Filters Used

Property Type: Single Family Residence

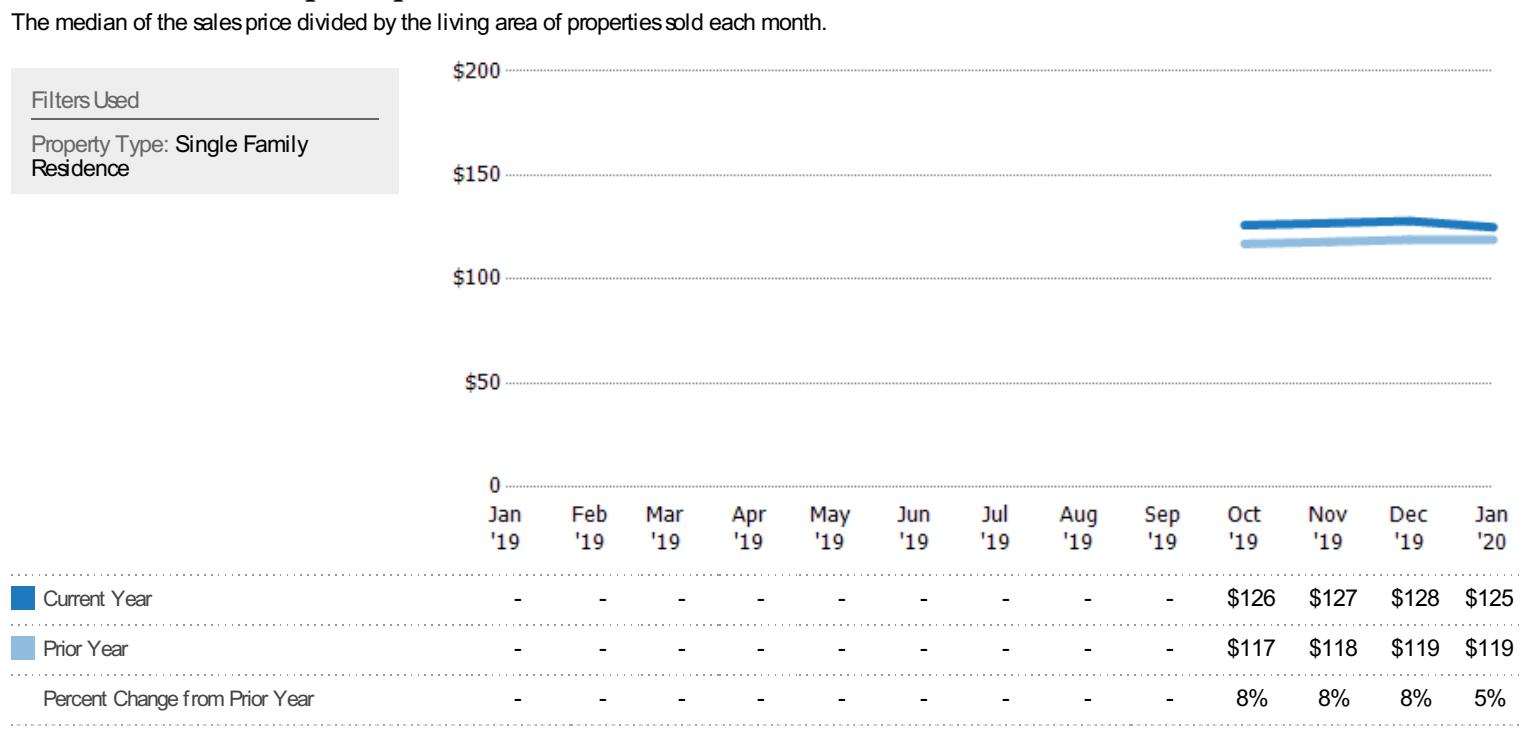


## Median Sales Price per Sq Ft

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

### Filters Used

Property Type: Single Family Residence



## 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 - October 2019

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

**Scheduled:** No

**Report Date Range:** From: 10/2019 To: 1/2020

### 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 1/2020 data

**Listing Activity by ZIP**

**Listing Activity by Metro Area**

**Sales Activity by ZIP**

**Sales Activity by Metro Area**