

Vacant Land Summary – October, 2018

Tennessee











1,407
Active Listings

1.0 billion
SF Available

\$0.90 PSF
Annual Lease Rate

46.1%
Below List

238
Days on Market

This Month	3 Month Average	12 Month Average	2 Year Average	Trend
82 Lease Listings	82	87	88	
1,325 Sale Listings	1,345	1,299	1,321	
26.9 million SF For Lease	26.2 million SF	26.7 million SF	27.4 million SF	
993.8 million SF For Sale	1.0 billion SF	944.0 million SF	1.0 billion SF	
0 Leased	-	-	-	-
8 Sold	9	12	13	
\$0.90 PSF Asking Lease	\$0.93 PSF	\$0.94 PSF	\$0.91 PSF	
- Reported Lease	-	-	-	-
\$1.17 PSF Asking Sale	\$1.18 PSF	\$1.23 PSF	\$1.11 PSF	
\$0.51 PSF Reported Sale	\$1.07 PSF	\$1.01 PSF	\$0.98 PSF	
46.1% Below List	36.5%	27.4%	25.2%	
238 Days on Market	448	636	674	

→ **Frequency:** Statistics are compiled at the beginning of each month.

Disclaimer: All statistics on this page have been gathered from user-loaded listings and user-reported transactions. We have not verified accuracy and make no guarantees. By using the

- **Reliability:** The quality of the data will vary based on many factors, including whether or not your CIE verifies the data on an ongoing basis. Statistics based on larger numbers of listings (as indicated by the "Listings" column) are generally more trustworthy.
- **Accuracy:** We make all attempts to normalize these stats, but make no guarantees about their accuracy. Outliers (extremely high or low values) are excluded from calculations.
- **Counts:** Listing and Transaction counts reflect the number of records with price and size information within valid ranges. The actual counts of all records in the CIE are larger.
- **Weighted Averages:** Price averages are weighed using the square footage available.
- **Direct:** Lease statistics are direct (exclude subleases).
- **Lease Types:** Because of discrepancies in how lease types (NNN, Gross, etc) are reported, we ignore differences in type – all types are folded together into the lease rate stats.
- **Below List:** Reflects the average percent difference between the original listed price and the final transaction price.
- **Net Absorption:** We calculate absorption using a 90 day period.
- **Locations:** We only allow filters for locations with at least 100 active listings.
- **Asking vs. Reported:** "Asking" prices are based on active listings for the chosen locale, while "Reported" prices are calculated using completed transactions as reported by CIE members.

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Statistics courtesy of:
Knoxville Area Association of REALTORS®