

Multi-Family Summary – February, 2020

Tennessee

53 Active Listings
 510,973.0 SF Available
 \$123.22 PSF Asking Sale Price
 10.2% Below List
 762 Days on Market

This Month	3 Month Average	12 Month Average	2 Year Average	Trend
53 Sale Listings	51	57	64	
510,973 SF For Sale	510,032 SF	520,766 SF	594,188 SF	
7 Sold	6	8	8	
\$123.22 PSF Asking Sale	\$120.01 PSF	\$88.57 PSF	\$77.78 PSF	
\$17.47 PSF Reported Sale	\$80.87 PSF	\$66.56 PSF	\$65.26 PSF	
10.2% Below List	13.2%	10.9%	12.0%	
762 Days on Market	336	227	210	

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

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 information provided on this page, the user acknowledges that the data may contain errors or other nonconformities. You and/or your client should diligently and independently verify the specifics of the information that you are using.



Statistics courtesy of:
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