











Vacant Land Summary – June, 2019

Tennessee

1,309 Active Listings
 975.4 million SF Available
 \$0.95 PSF Annual Lease Rate
 31.9% Below List
 941 Days on Market

This Month	3 Month Average	12 Month Average	2 Year Average	Trend
76 Lease Listings	81	82	86	
1,233 Sale Listings	1,272	1,303	1,300	
9.0 million SF For Lease	9.6 million SF	19.6 million SF	23.5 million SF	
966.5 million SF For Sale	1.0 billion SF	1.0 billion SF	972.1 million SF	
0 Leased	-	-	-	-
17 Sold	16	13	14	
\$0.95 PSF Asking Lease	\$0.95 PSF	\$0.99 PSF	\$0.97 PSF	
- Reported Lease	-	-	-	-
\$1.11 PSF Asking Sale	\$1.13 PSF	\$1.16 PSF	\$1.18 PSF	
\$0.98 PSF Reported Sale	\$1.49 PSF	\$1.55 PSF	\$1.17 PSF	
31.9% Below List	23.4%	26.7%	25.0%	
941 Days on Market	680	717	703	

→ **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®