



\$236,082

MEDIAN SALES PRICE

The median sales price in the first half of 2022 was \$236,082 compared to \$169,000 in the first half of 2021.



845

TOTAL SALES

There were 845 total sales in the first half of 2022 compared to 1,029 in the first half of 2021.

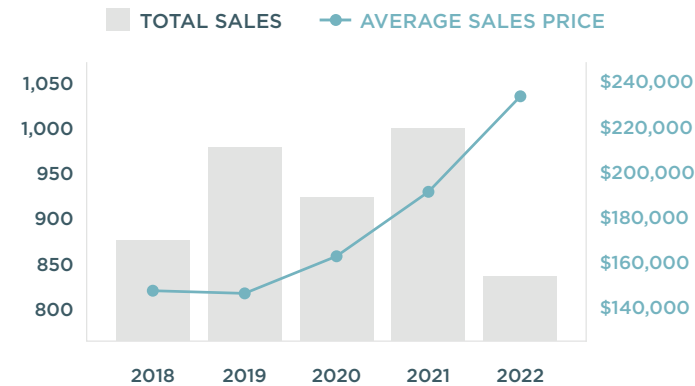


1,195

NEW LISTINGS

In the first half of 2022, there were 1,195 new listings as compared to 1,028 in the first half of 2021.

	2021	%	2022	TREND
Total Sales	1,029	-17.9	845	▼
Days on Market	23	-26.1	17	▼
Avg. Sales Price	\$187,459	25.9	\$236,082	▲
Total Volume	\$192,894,860	3.4	\$199,489,485	▲



*The Jackson MSA includes Gibson, Madison, and Chester counties. Data as of 7/11/22.

CITY OF JACKSON

	2021	2022	TREND
Total Sales	552	364	▼
Days on Market	16	13	▼
Avg. Sales Price	\$219,933	\$262,231	▲
Total Volume	\$121,403,403	\$95,452,418	▼

MADISON COUNTY

	2021	2022	TREND
Total Sales	738	503	▼
Days on Market	16	14	▼
Avg. Sales Price	\$221,542	\$266,368	▲
Total Volume	\$163,498,534	\$133,983,561	▼

MEDINA

	2021	2022	TREND
Total Sales	96	64	▼
Days on Market	96	13	▼
Avg. Sales Price	\$250,270	\$308,322	▲
Total Volume	\$24,025,973	\$19,732,638	▼

TRENTON

	2021	2022	TREND
Total Sales	57	47	▼
Days on Market	33	37	▲
Avg. Sales Price	\$138,915	\$167,185	▲
Total Volume	\$7,918,180	\$7,857,725	▼

GIBSON COUNTY

	2021	2022	TREND
Total Sales	359	278	▼
Days on Market	24	22	▼
Avg. Sales Price	\$170,286	\$200,733	▲
Total Volume	\$61,132,747	\$55,803,912	▼

HAYWOOD COUNTY

	2021	2022	TREND
Total Sales	63	54	▼
Days on Market	79	19	▼
Avg. Sales Price	\$112,395	\$140,853	▲
Total Volume	\$7,080,909	\$7,606,112	▲

MARKET PERFORMANCE AT A GLANCE

JACKSON, TN

National real estate trends over the last 24 months have been a story of low inventory and rising prices.

National Association of Realtors (NAR) is reporting that as of the end of April, there has been a 3.9% decrease in the number of contracts written, which is the slowest reported in nearly a decade. The only area that has seen an increase is the Midwest. Existing homes sales have also fallen 2.4% nationally for the third straight month as of April 2022.

In the Madison County area, we are continuing to see an increase in the average single family home sales price over the past year, with an average current sales price of \$267,347 up 20.2% from this time last year.

As trusted professional advisors at Nest Realty, we see it as our job to help clients navigate these times. Our goal is for all of our clients to come out on the other side with the confidence that they've made the best decisions for themselves and their families.

CITY OF JACKSON



13
DAYS ON MARKET



\$262,231
AVERAGE SALES PRICE



364
TOTAL SALES

For more information and market analysis, visit nestrealty.com/jackson/reports