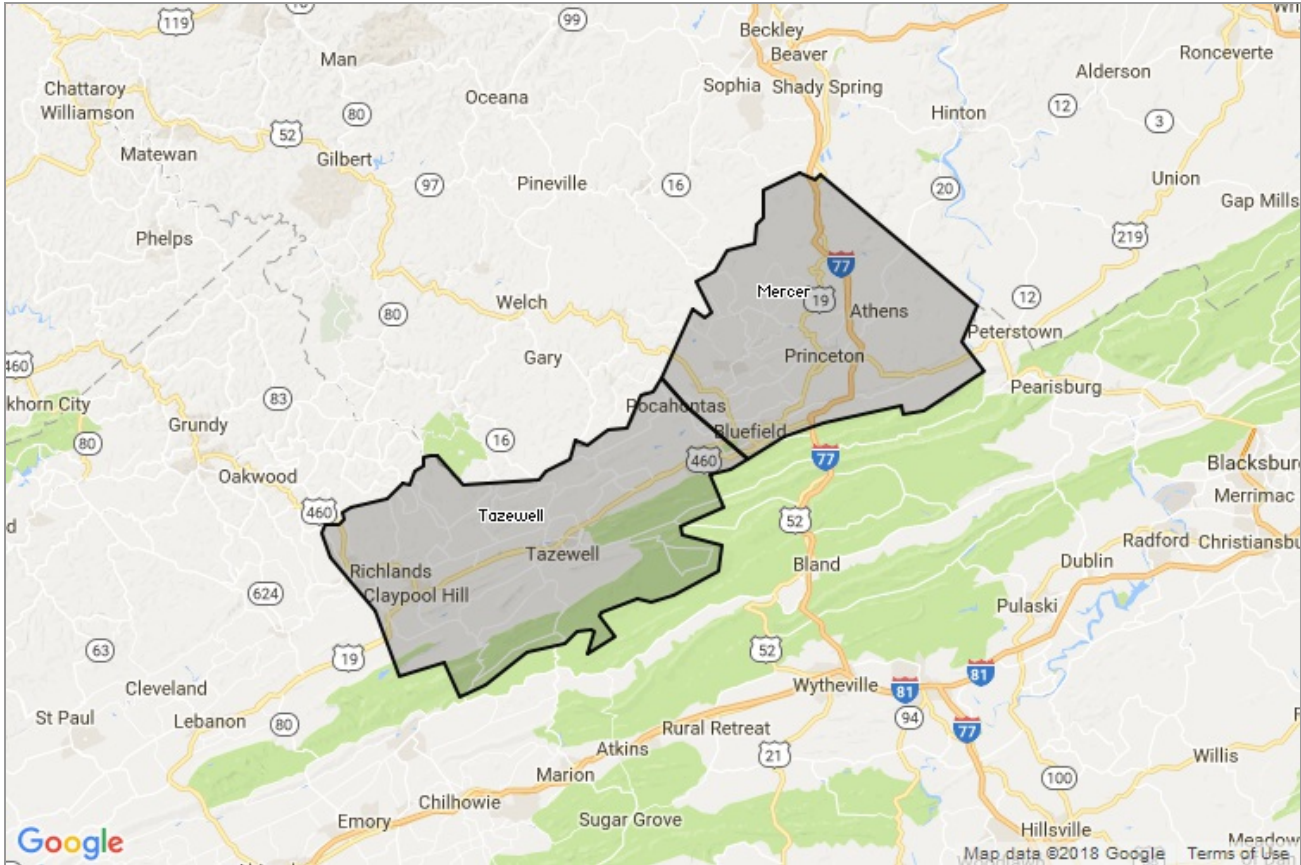




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
1/2017 – 1/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 02/07/2018

Scheduled: Yes

Presented by

**Mercer-Tazewell County Board of
REALTORS®**

REALTOR®

(304) 487-3443

<http://www.mtcbrmls.com/>

1460 Main St
Box 3
Princeton, WV 24740

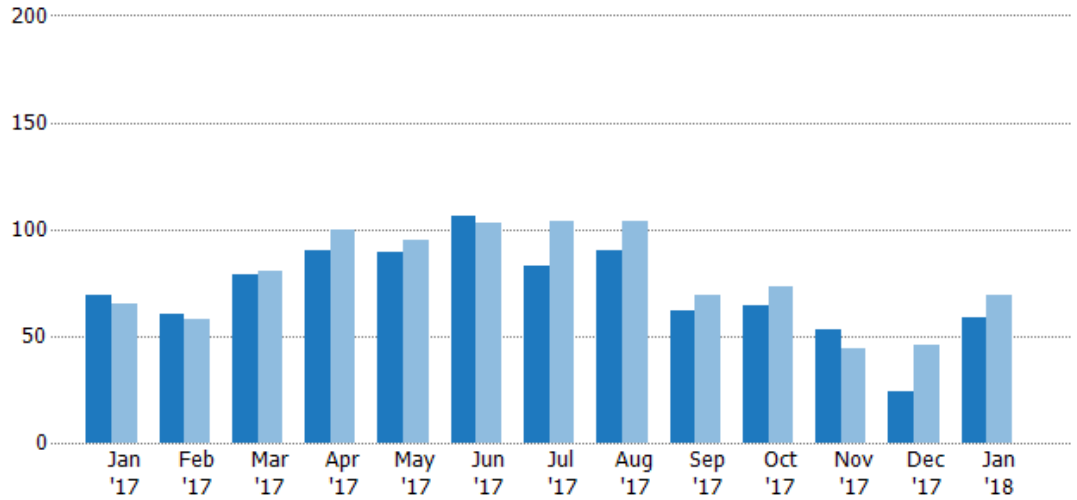
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia

Month/ Year	Count	% Chg.
Jan '18	59	-14.5%
Jan '17	69	6.2%
Jan '16	65	-27.7%



Current Year	69	60	79	90	89	106	83	90	62	64	53	24	59
Prior Year	65	58	80	100	95	103	104	104	69	73	44	46	69
Percent Change from Prior Year	6%	3%	-1%	-10%	-6%	3%	-20%	-13%	-10%	-12%	20%	-48%	-14%

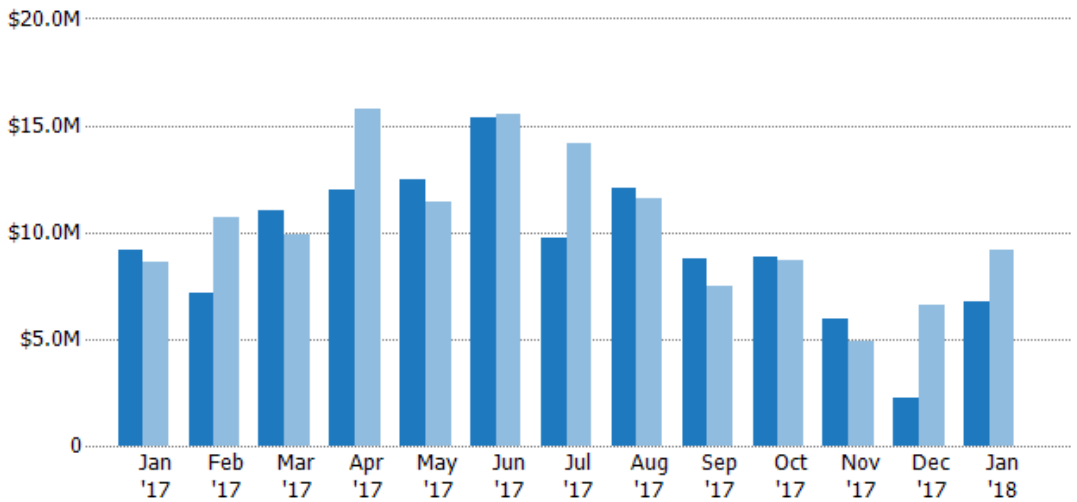
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia

Month/ Year	Volume	% Chg.
Jan '18	\$6.75M	-26.5%
Jan '17	\$9.18M	7%
Jan '16	\$8.58M	-35.8%



Current Year	\$9.18M	\$7.17M	\$11M	\$12M	\$12.5M	\$15.4M	\$9.72M	\$12.1M	\$8.73M	\$8.81M	\$5.96M	\$2.24M	\$6.75M
Prior Year	\$8.58M	\$10.7M	\$9.91M	\$15.8M	\$11.4M	\$15.5M	\$14.1M	\$11.6M	\$7.51M	\$8.72M	\$4.87M	\$6.61M	\$9.18M
Percent Change from Prior Year	7%	-33%	11%	-24%	9%	-1%	-31%	4%	16%	1%	22%	-66%	-26%

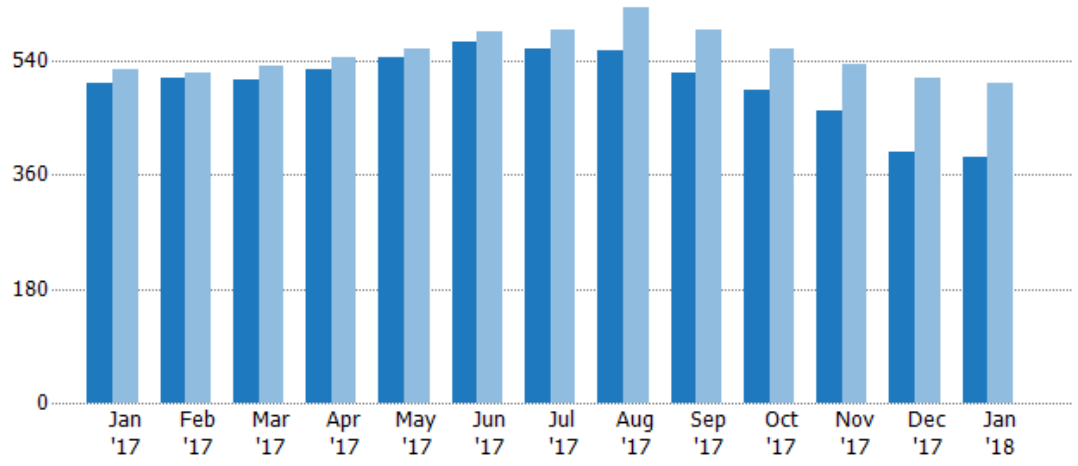
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia

Month/ Year	Count	% Chg.
Jan '18	389	-23%
Jan '17	505	-3.8%
Jan '16	525	-8.4%



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	505	514	509	527	545	571	558	555	522	493	461	396	389
Prior Year	525	522	532	544	558	587	589	624	590	558	534	512	505
Percent Change from Prior Year	-4%	-2%	-4%	-3%	-2%	-3%	-5%	-11%	-12%	-12%	-14%	-23%	-23%

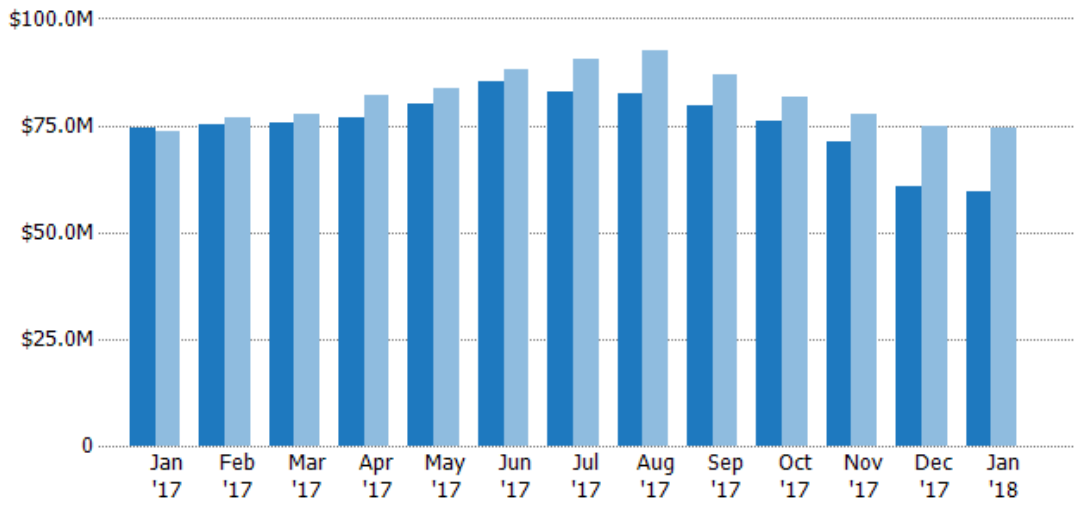
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia

Month/ Year	Volume	% Chg.
Jan '18	\$59.4M	-20.1%
Jan '17	\$74.4M	1.1%
Jan '16	\$73.6M	-8.4%



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	\$74.4M	\$75.1M	\$75.7M	\$76.9M	\$79.9M	\$85.5M	\$83M	\$82.3M	\$79.6M	\$76.2M	\$71.1M	\$60.9M	\$59.4M
Prior Year	\$73.6M	\$76.7M	\$77.7M	\$82.1M	\$83.8M	\$88.2M	\$90.6M	\$92.6M	\$86.7M	\$81.8M	\$77.5M	\$74.9M	\$74.4M
Percent Change from Prior Year	1%	-2%	-3%	-6%	-5%	-3%	-8%	-11%	-8%	-7%	-8%	-19%	-20%

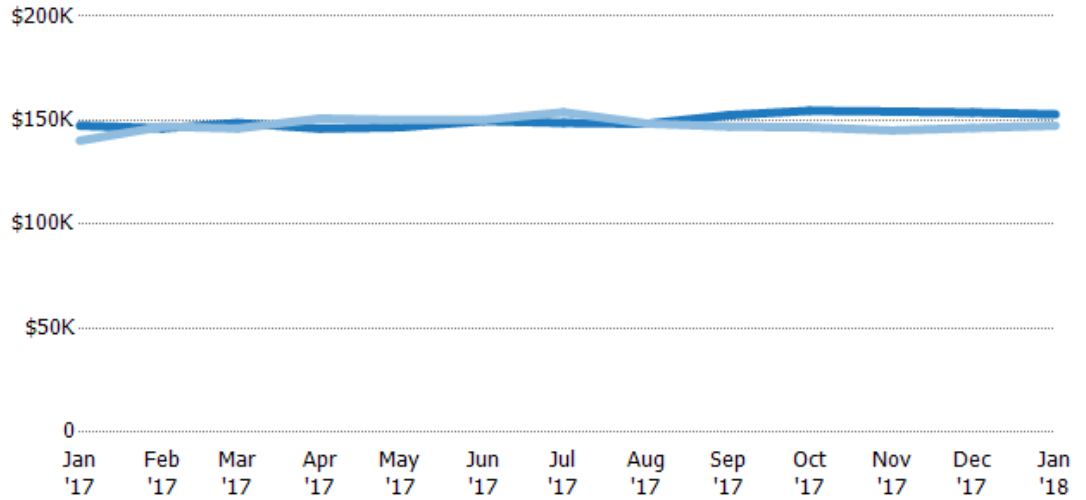
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia

Month/ Year	Price	% Chg.
Jan '18	\$153K	3.7%
Jan '17	\$147K	5.1%
Jan '16	\$140K	-



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	\$147K	\$146K	\$149K	\$146K	\$147K	\$150K	\$149K	\$148K	\$152K	\$155K	\$154K	\$154K	\$153K
Prior Year	\$140K	\$147K	\$146K	\$151K	\$150K	\$150K	\$154K	\$148K	\$147K	\$147K	\$145K	\$146K	\$147K
Percent Change from Prior Year	5%	-1%	2%	-3%	-2%	0%	-3%	0%	4%	5%	6%	5%	4%

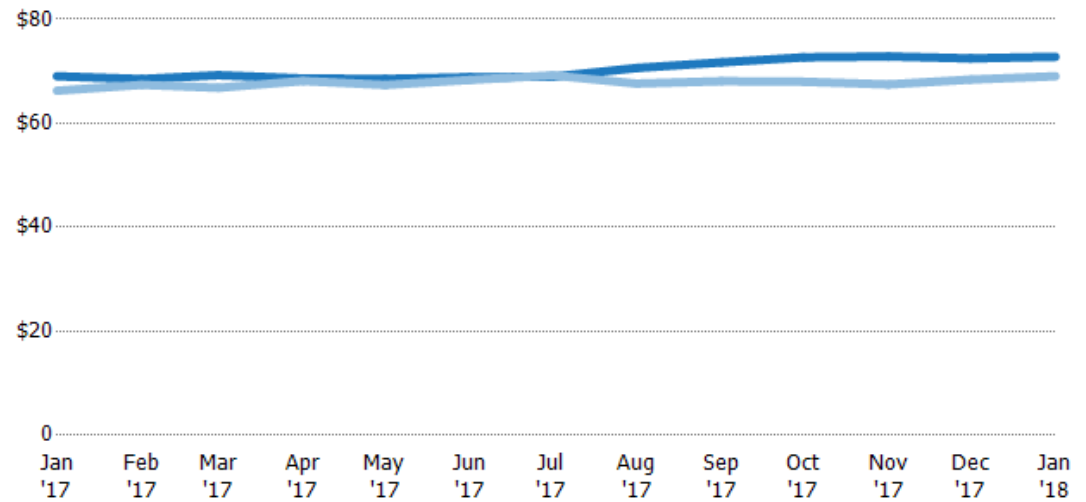
Average Listing Price per Sq Ft

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

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia

Month/ Year	Price/sq ft	% Chg.
Jan '18	\$72.8	5.4%
Jan '17	\$69	4.2%
Jan '16	\$66.3	-1.5%



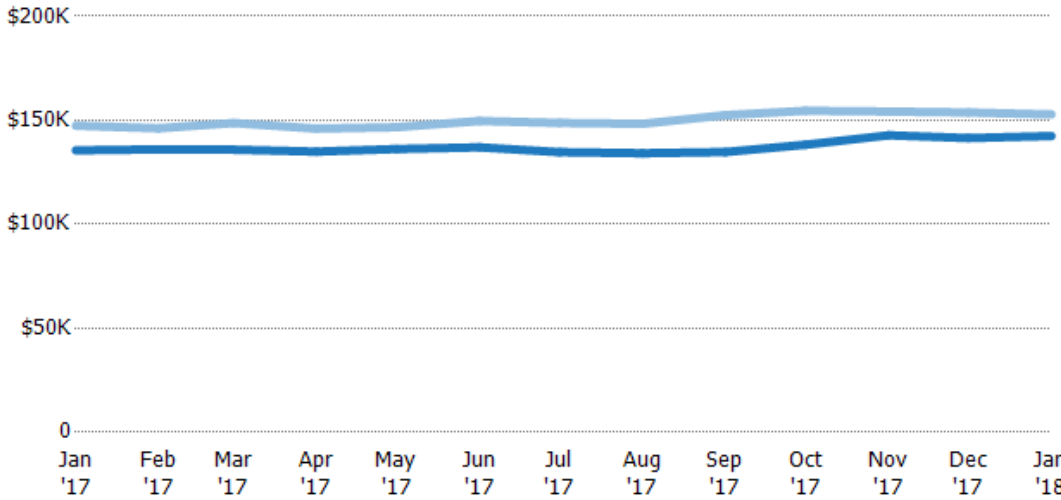
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	\$69	\$68.5	\$69.3	\$68.6	\$68.5	\$68.9	\$68.9	\$70.6	\$71.7	\$72.7	\$72.9	\$72.5	\$72.8
Prior Year	\$66.3	\$67.4	\$66.8	\$68.1	\$67.4	\$68.3	\$69.2	\$67.6	\$68.1	\$68	\$67.5	\$68.4	\$69
Percent Change from Prior Year	4%	2%	4%	1%	2%	1%	0%	4%	5%	7%	8%	6%	5%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia

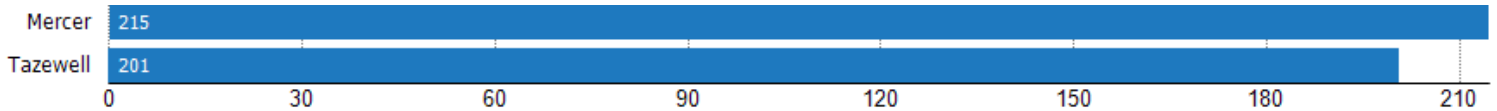


	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	\$136K	\$136K	\$136K	\$135K	\$136K	\$137K	\$135K	\$134K	\$135K	\$138K	\$143K	\$141K	\$142K
Avg Listing Price	\$147K	\$146K	\$149K	\$146K	\$147K	\$150K	\$149K	\$148K	\$152K	\$155K	\$154K	\$154K	\$153K
Avg Listing Price as a % of Avg Est Value	109%	107%	109%	108%	108%	109%	110%	111%	113%	112%	108%	109%	107%

Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: County: Tazewell County, Virginia, Mercer County, West Virginia



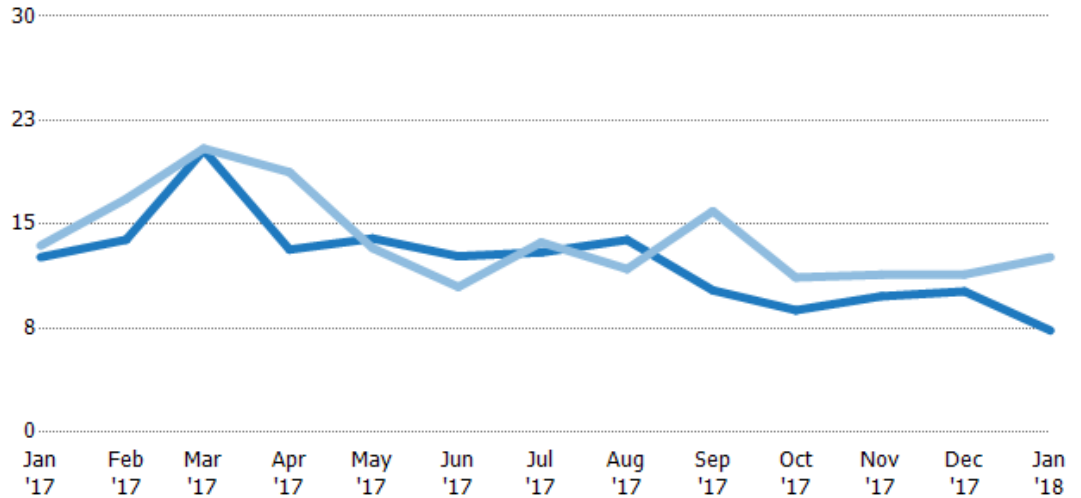
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia

Month/ Year	Months	% Chg.
Jan '18	7.34	-41.9%
Jan '17	12.6	-6.2%
Jan '16	13.5	-22.3%



Current Year	12.6	13.9	20.4	13.2	14	12.7	13	13.9	10.2	8.8	9.81	10.2	7.34
Prior Year	13.5	16.8	20.5	18.8	13.3	10.5	13.7	11.8	15.9	11.2	11.4	11.4	12.6
Percent Change from Prior Year	-6%	-18%	0%	-30%	5%	21%	-5%	18%	-36%	-21%	-14%	-11%	-42%

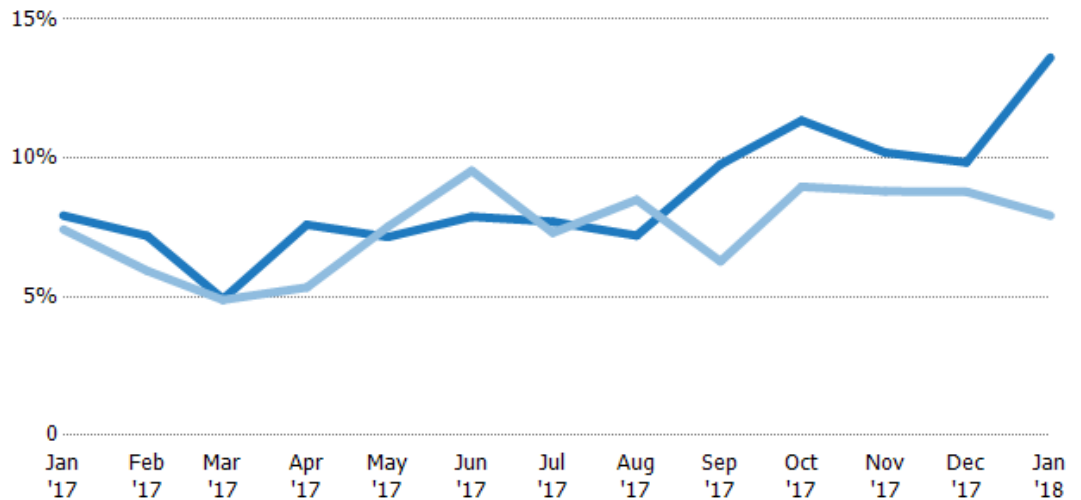
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia

Month/ Year	Rate	Chg.
Jan '18	14%	-5.7%
Jan '17	8%	-0.5%
Jan '16	7%	28.8%

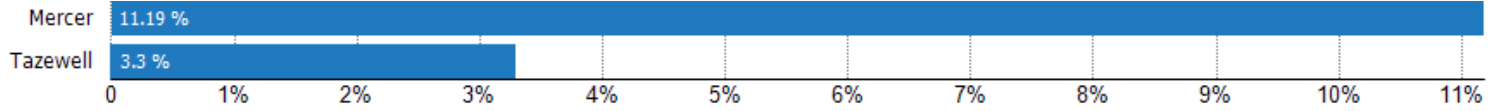


Current Year	8%	7%	5%	8%	7%	8%	8%	7%	10%	11%	10%	10%	14%
Prior Year	7%	6%	5%	5%	8%	10%	7%	8%	6%	9%	9%	9%	8%
Change from Prior Year	-1%	-1%	0%	-2%	0%	2%	0%	1%	-4%	-2%	-1%	-1%	-6%

Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: Tazewell County, Virginia, Mercer County, West Virginia



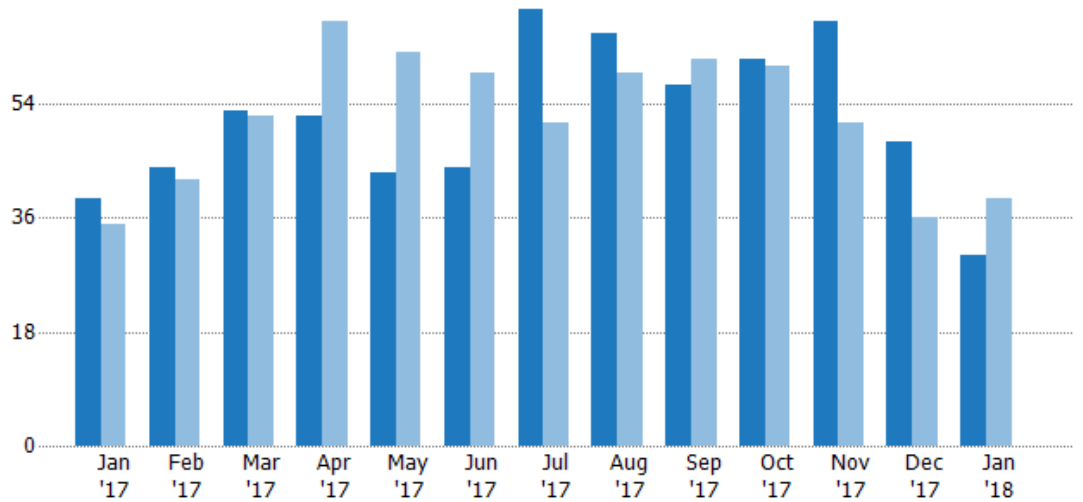
Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

County: Tazewell County, Virginia, Mercer County, West Virginia

Month/Year	Count	% Chg.
Jan '18	30	-23.1%
Jan '17	39	11.4%
Jan '16	35	8.6%



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	39	44	53	52	43	44	69	65	57	61	67	48	30
Prior Year	35	42	52	67	62	59	51	59	61	60	51	36	39
Percent Change from Prior Year	11%	5%	2%	-22%	-31%	-25%	35%	10%	-7%	2%	31%	33%	-23%

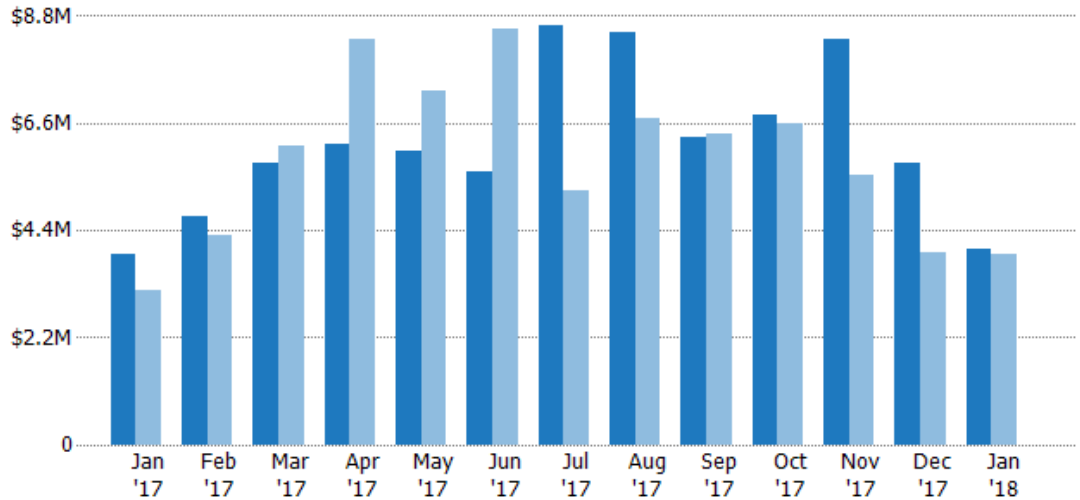
Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia

Month/ Year	Volume	% Chg.
Jan '18	\$4.03M	2.8%
Jan '17	\$3.92M	23.3%
Jan '16	\$3.18M	40.1%



Current Year	\$3.92M	\$4.7M	\$5.78M	\$6.18M	\$6.04M	\$5.62M	\$8.61M	\$8.47M	\$6.32M	\$6.76M	\$8.3M	\$5.77M	\$4.03M
Prior Year	\$3.18M	\$4.29M	\$6.13M	\$8.33M	\$7.27M	\$8.54M	\$5.2M	\$6.7M	\$6.36M	\$6.59M	\$5.52M	\$3.95M	\$3.92M
Percent Change from Prior Year	23%	10%	-6%	-26%	-17%	-34%	65%	26%	-1%	3%	50%	46%	3%

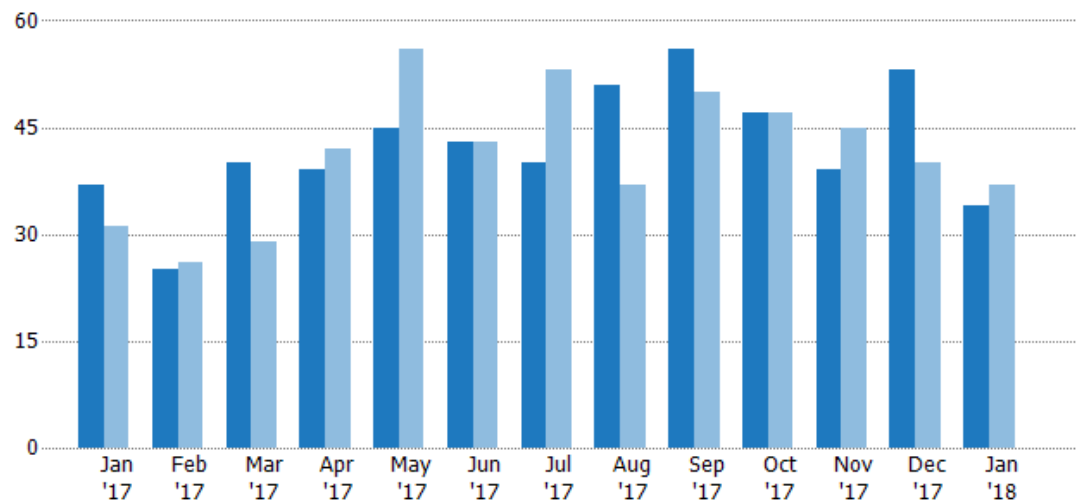
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia

Month/ Year	Count	% Chg.
Jan '18	34	-8.1%
Jan '17	37	19.4%
Jan '16	31	6.5%



Current Year	37	25	40	39	45	43	40	51	56	47	39	53	34
Prior Year	31	26	29	42	56	43	53	37	50	47	45	40	37
Percent Change from Prior Year	19%	-4%	38%	-7%	-20%	0%	-25%	38%	12%	0%	-13%	33%	-8%

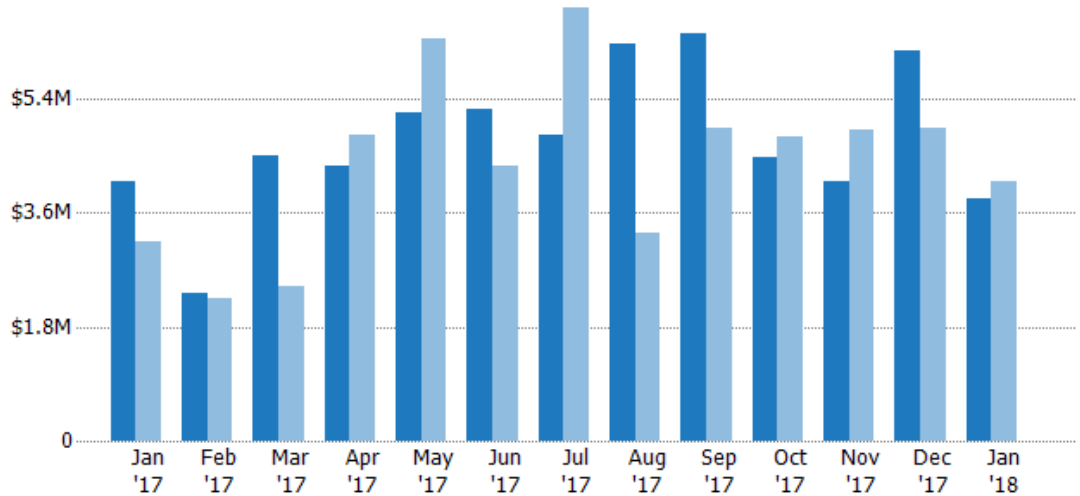
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia

Month/ Year	Volume	% Chg.
Jan '18	\$3.84M	-6.6%
Jan '17	\$4.11M	31.1%
Jan '16	\$3.13M	-13%



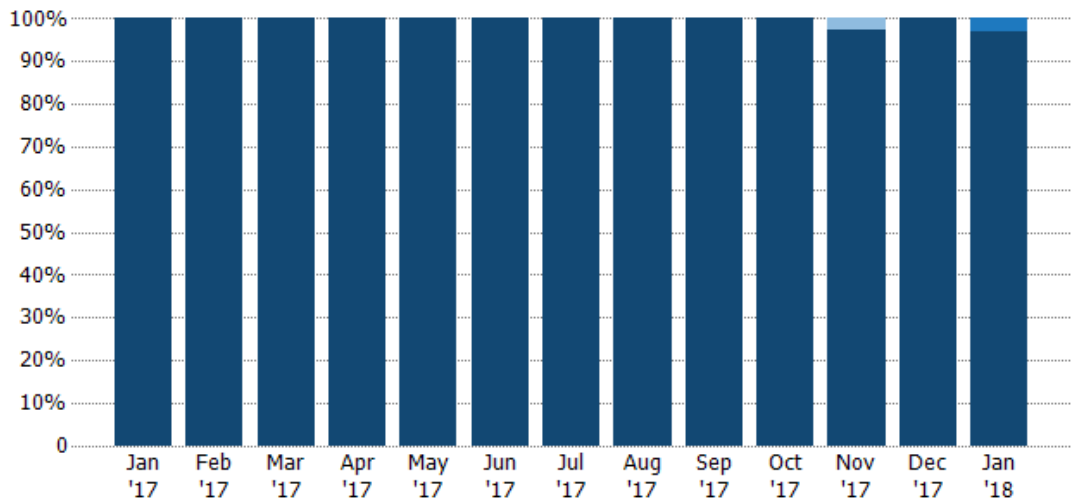
Current Year	\$4.11M	\$2.32M	\$4.49M	\$4.34M	\$5.17M	\$5.23M	\$4.83M	\$6.27M	\$6.42M	\$4.48M	\$4.1M	\$6.17M	\$3.84M
Prior Year	\$3.13M	\$2.25M	\$2.43M	\$4.82M	\$6.36M	\$4.34M	\$6.83M	\$3.29M	\$4.93M	\$4.8M	\$4.92M	\$4.94M	\$4.11M
Percent Change from Prior Year	31%	3%	85%	-10%	-19%	21%	-29%	90%	30%	-7%	-17%	25%	-7%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia



Multifamily/Multiplex	-	-	-	-	-	-	-	-	-	-	3%	-	-
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	3%
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	97%	100%	97%

Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: County: Tazewell County, Virginia, Mercer County, West Virginia

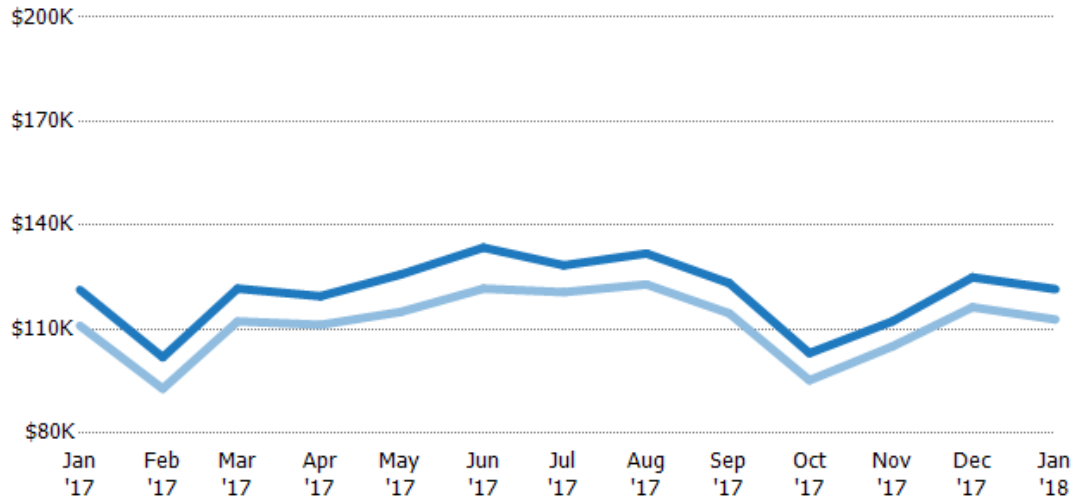


Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia



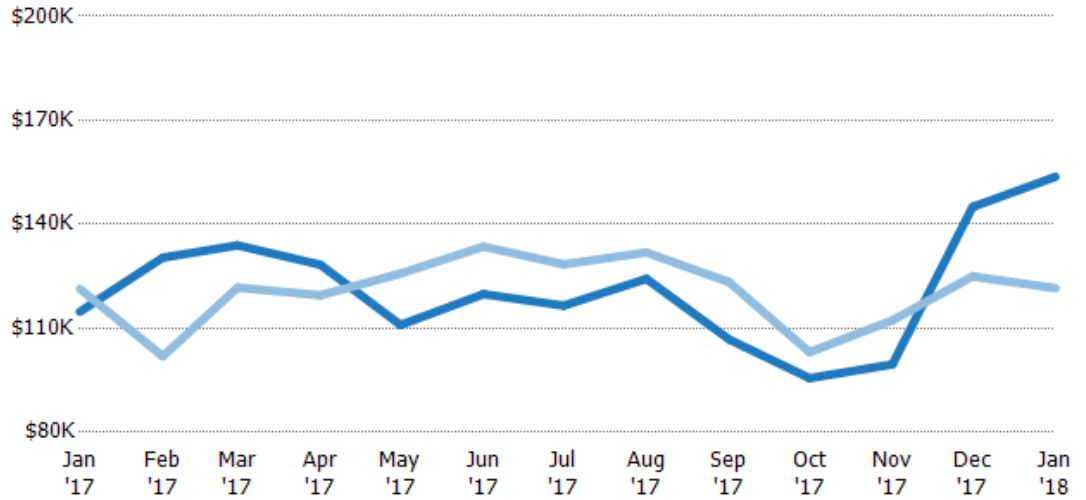
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg List Price	\$121K	\$102K	\$122K	\$120K	\$126K	\$134K	\$128K	\$132K	\$123K	\$103K	\$112K	\$125K	\$122K
Avg Sales Price	\$111K	\$92.8K	\$112K	\$111K	\$115K	\$122K	\$121K	\$123K	\$115K	\$95.3K	\$105K	\$116K	\$113K
Avg Sales Price as a % of Avg List Price	91%	91%	92%	93%	91%	91%	94%	93%	93%	92%	94%	93%	93%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	\$115K	\$130K	\$134K	\$128K	\$111K	\$120K	\$117K	\$124K	\$107K	\$95.6K	\$100K	\$145K	\$154K
Avg Sales Price	\$121K	\$102K	\$122K	\$120K	\$126K	\$134K	\$128K	\$132K	\$123K	\$103K	\$112K	\$125K	\$122K
Avg Sales Price as a % of Avg Est Value	106%	78%	91%	93%	113%	111%	110%	106%	115%	108%	113%	86%	79%

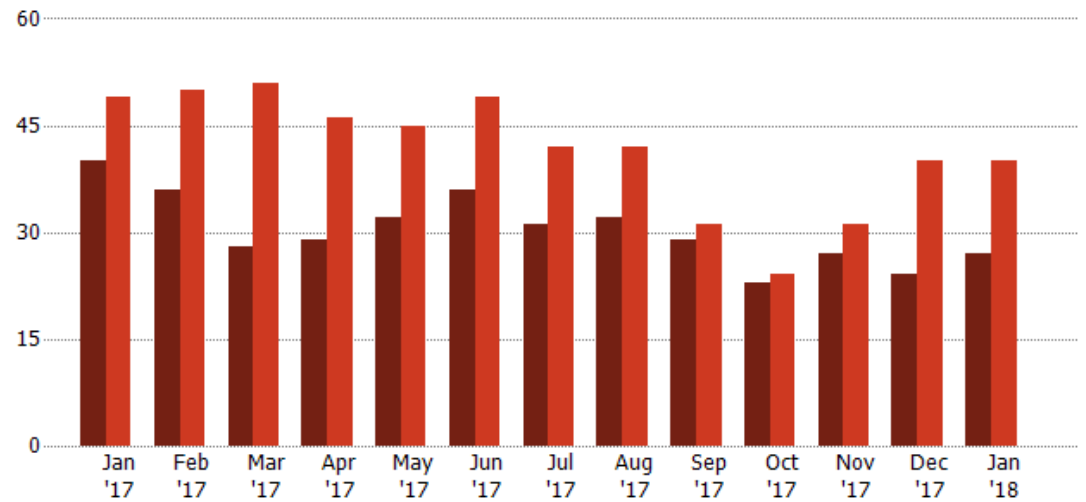
Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

Filters Used

County: Tazewell County, Virginia,
Mercer County, West Virginia

Month/Year	Count	% Chg.
Jan '18	27	-32.5%
Jan '17	40	-18.4%
Jan '16	49	-26.5%

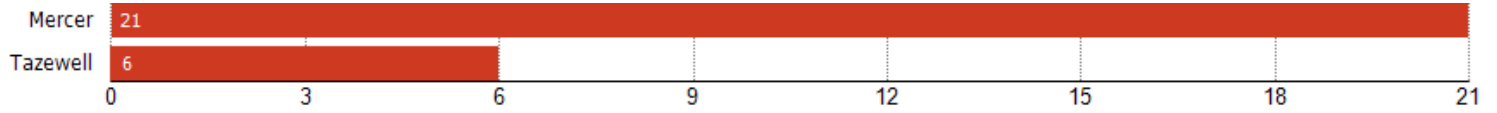


	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	40	36	28	29	32	36	31	32	29	23	27	24	27
Prior Year	49	50	51	46	45	49	42	42	31	24	31	40	40
Percent Change from Prior Year	-18%	-28%	-45%	-37%	-29%	-27%	-26%	-24%	-6%	-4%	-13%	-40%	-33%

Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: County: Tazewell County, Virginia, Mercer County, West Virginia





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: Monthly Market Data Report

Run Date: 02/07/2018

Scheduled: Yes

Report Date Range: From 1/2017 To: 1/2018

Information Included

- Include Cover Sheet
- Include Key Metric Summary
- Include Metrics By: County
- Averages
- Include Appendix
- Medians

MLS Filter

MLS: All

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

County: Tazewell County, Virginia Mercer County, West Virginia

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average 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
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 1/2018 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area

