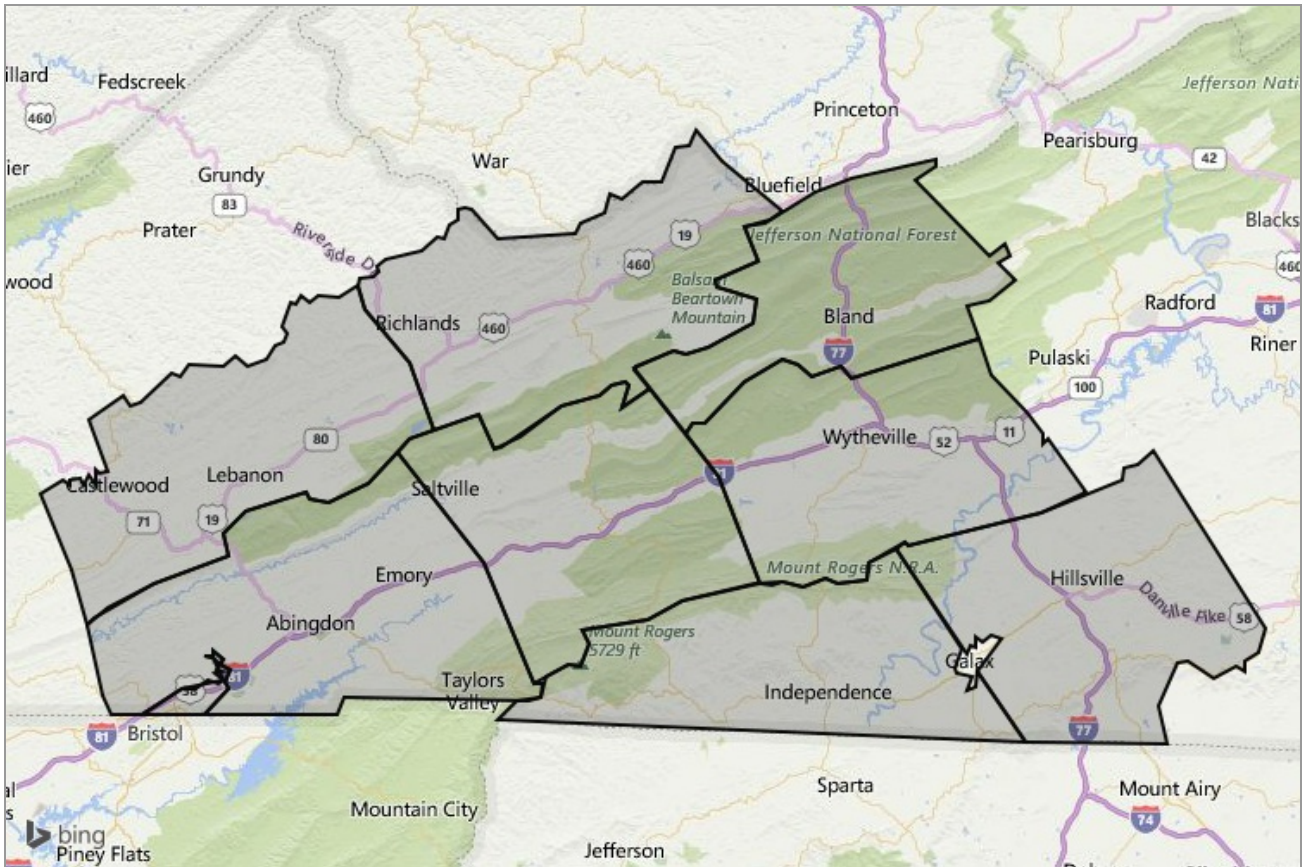


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
5/2016 – 5/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 06/05/2017

Scheduled: Yes

Presented by

Southwest Virginia Association of
REALTORS®

(276) 623-1252

<http://www.swvar.com>

128 Reedy Creek Rd
Abingdon, VA 24210

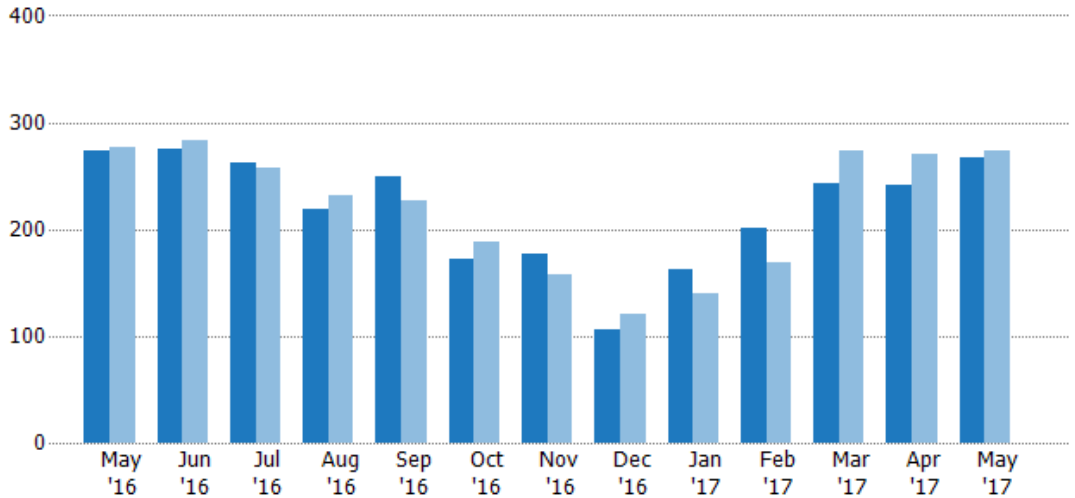
New Listings

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

Filters Used

County: 9 Selected

Month/Year	Count	% Chg.
May '17	267	-2.6%
May '16	274	-0.7%
May '15	276	12.7%



Current Year	274	275	262	219	250	172	177	106	163	201	243	241	267
Prior Year	276	283	258	232	227	188	157	121	140	169	273	271	274
Percent Change from Prior Year	-1%	-3%	2%	-6%	10%	-9%	13%	-12%	16%	19%	-11%	-11%	-3%

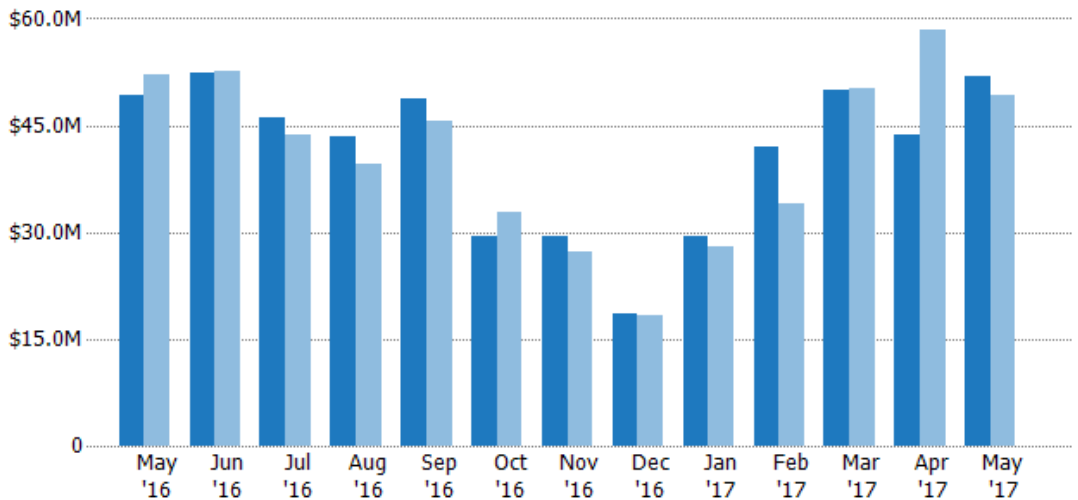
New Listing Volume

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

Filters Used

County: 9 Selected

Month/Year	Volume	% Chg.
May '17	\$52M	5.4%
May '16	\$49.3M	-5.3%
May '15	\$52.1M	3.3%



Current Year	\$49.3M	\$52.4M	\$46.1M	\$43.5M	\$48.7M	\$29.5M	\$29.4M	\$18.6M	\$29.3M	\$41.9M	\$49.9M	\$43.6M	\$52M
Prior Year	\$52.1M	\$52.7M	\$43.6M	\$39.6M	\$45.6M	\$32.7M	\$27.4M	\$18.3M	\$28M	\$34M	\$50.3M	\$58.5M	\$49.3M
Percent Change from Prior Year	-5%	-1%	6%	10%	7%	-10%	7%	1%	5%	23%	-1%	-25%	5%

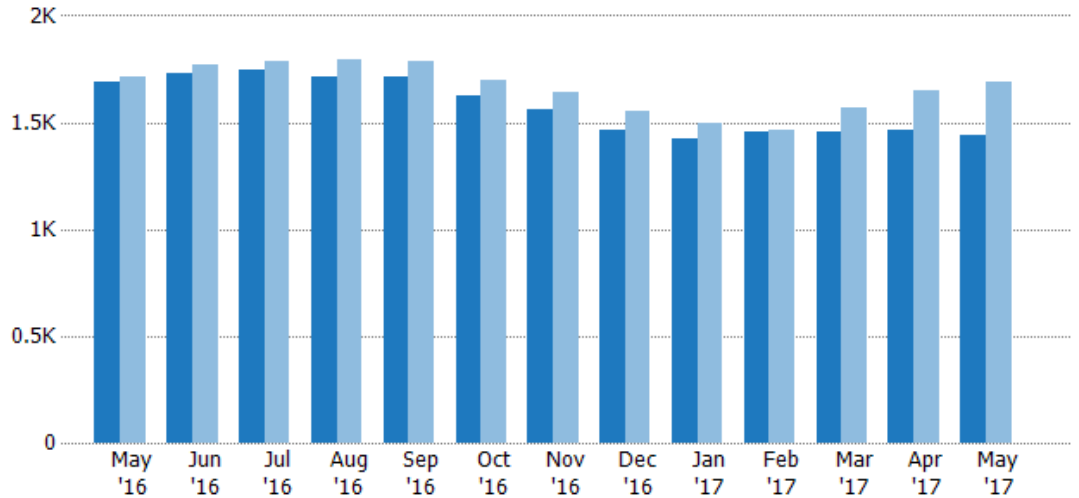
Active Listings

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

Filters Used

County: 9 Selected

Month/Year	Count	% Chg.
May '17	1.44K	-14.8%
May '16	1.69K	-1.5%
May '15	1.71K	6.7%



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	1.69K	1.73K	1.74K	1.71K	1.71K	1.63K	1.56K	1.46K	1.42K	1.46K	1.45K	1.47K	1.44K
Prior Year	1.71K	1.77K	1.78K	1.8K	1.78K	1.7K	1.64K	1.55K	1.5K	1.47K	1.57K	1.65K	1.69K
Percent Change from Prior Year	-1%	-2%	-2%	-5%	-4%	-4%	-5%	-6%	-5%	-1%	-7%	-11%	-15%

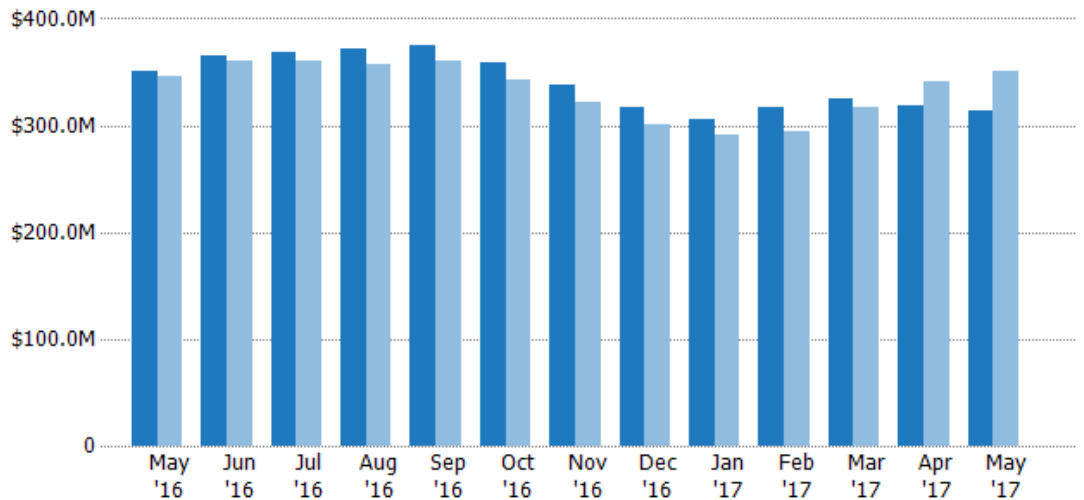
Active Listing Volume

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

Filters Used

County: 9 Selected

Month/Year	Volume	% Chg.
May '17	\$314M	-10.4%
May '16	\$351M	1.4%
May '15	\$346M	5.1%



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	\$351M	\$365M	\$369M	\$372M	\$375M	\$359M	\$338M	\$317M	\$306M	\$316M	\$325M	\$319M	\$314M
Prior Year	\$346M	\$361M	\$360M	\$358M	\$360M	\$342M	\$321M	\$301M	\$291M	\$294M	\$317M	\$341M	\$351M
Percent Change from Prior Year		1%	1%	3%	4%	4%	5%	5%	5%	5%	7%	2%	-7%

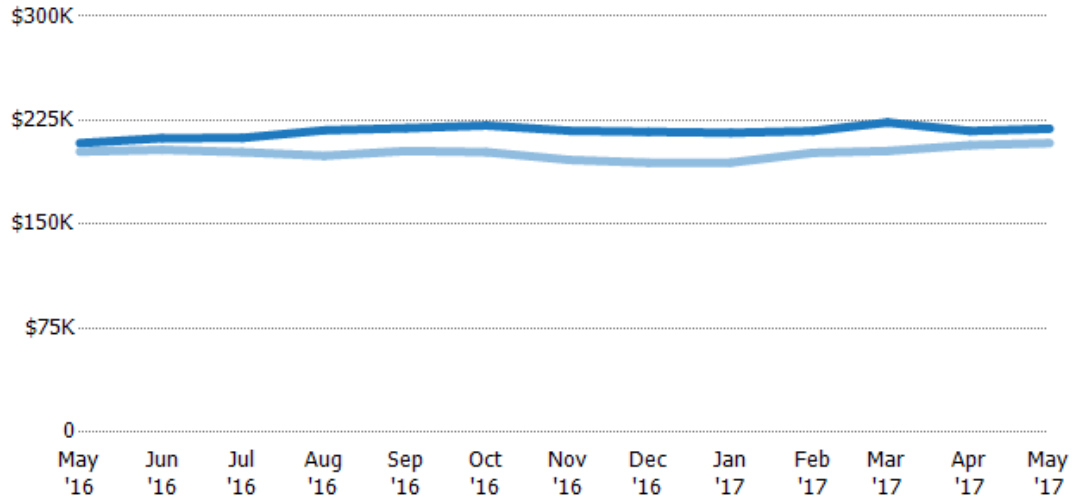
Average Listing Price

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

Filters Used

County: 9 Selected

Month/Year	Price	% Chg.
May '17	\$219K	5%
May '16	\$209K	3%
May '15	\$202K	-1.4%



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	\$209K	\$212K	\$212K	\$218K	\$219K	\$221K	\$217K	\$217K	\$216K	\$217K	\$223K	\$217K	\$219K
Prior Year	\$202K	\$204K	\$202K	\$199K	\$203K	\$202K	\$196K	\$194K	\$194K	\$202K	\$203K	\$207K	\$209K
Percent Change from Prior Year	3%	4%	5%	9%	8%	10%	11%	11%	11%	8%	10%	5%	5%

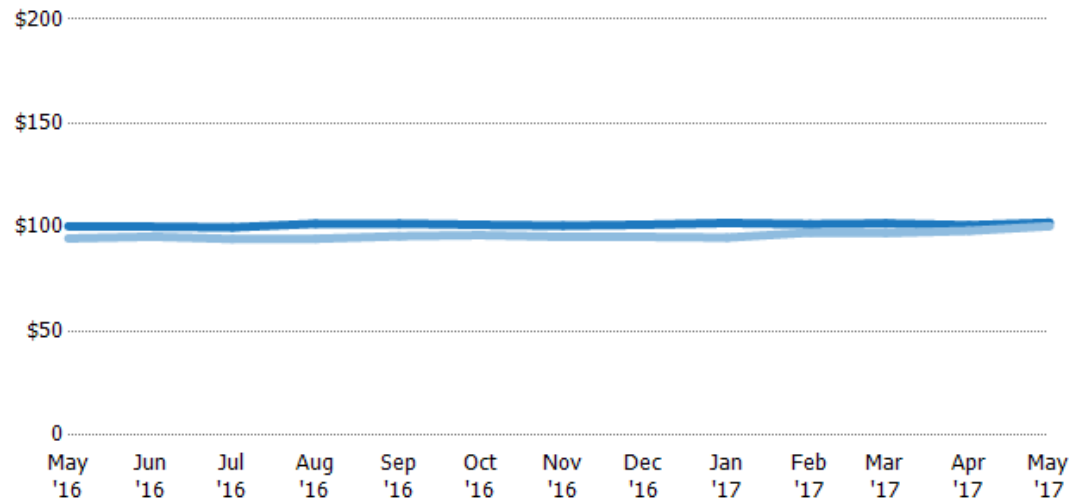
Average Listing Price per Sq Ft

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

Filters Used

County: 9 Selected

Month/Year	Price/sq ft	% Chg.
May '17	\$102	1.7%
May '16	\$101	6.2%
May '15	\$94.6	-1%

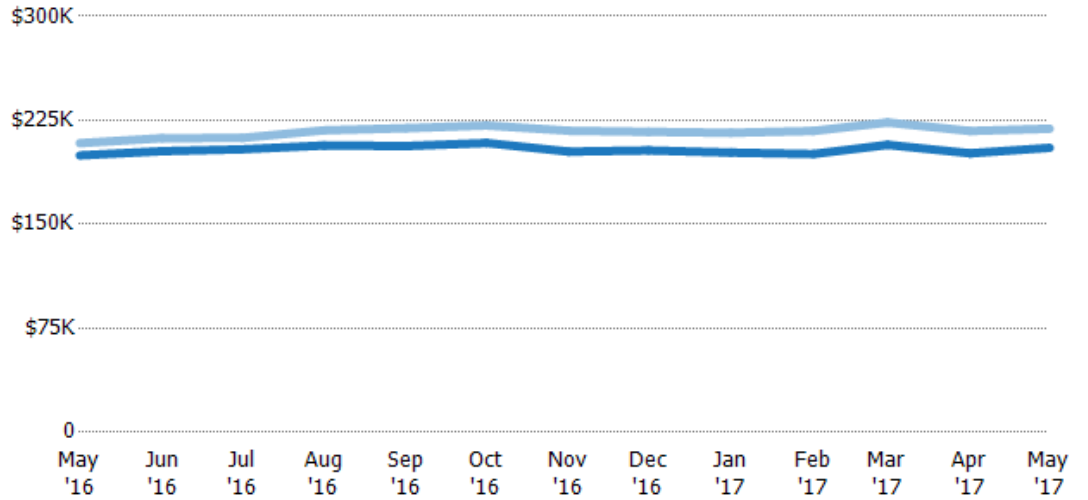


	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	\$101	\$100	\$100	\$102	\$102	\$101	\$101	\$101	\$102	\$101	\$102	\$101	\$102
Prior Year	\$94.6	\$95.5	\$94.3	\$94.5	\$95.7	\$96.2	\$95.4	\$95.4	\$95	\$97.4	\$97.2	\$98.3	\$101
Percent Change from Prior Year	6%	5%	6%	8%	6%	5%	6%	6%	7%	4%	5%	3%	2%

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: 9 Selected

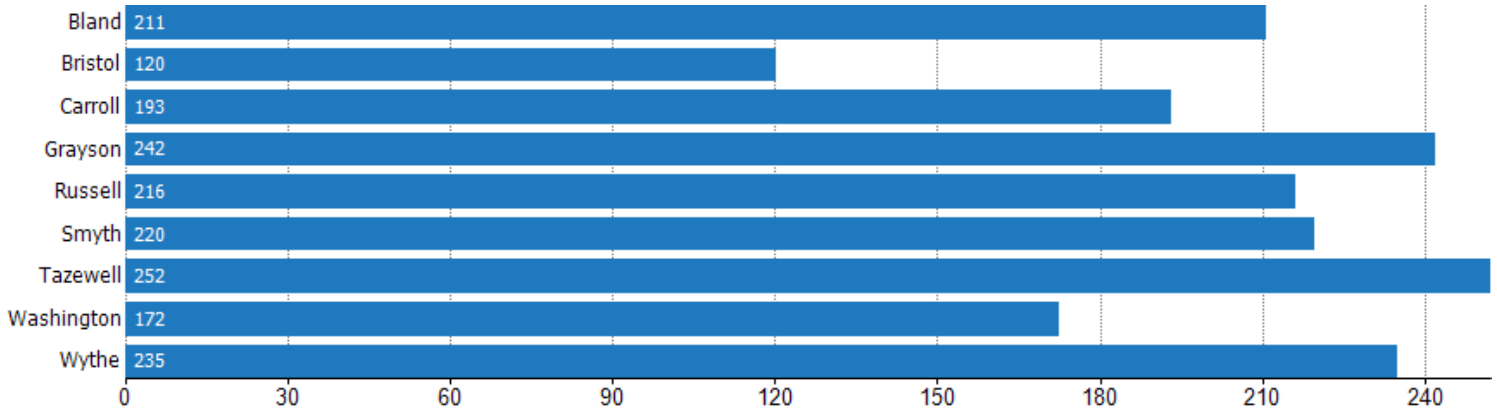


	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Avg Est Value	\$200K	\$203K	\$204K	\$207K	\$206K	\$209K	\$202K	\$203K	\$202K	\$201K	\$207K	\$201K	\$205K
Avg Listing Price	\$209K	\$212K	\$212K	\$218K	\$219K	\$221K	\$217K	\$217K	\$216K	\$217K	\$223K	\$217K	\$219K
Avg Listing Price as a % of Avg Est Value	104%	105%	104%	105%	106%	106%	107%	107%	107%	108%	108%	108%	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: 9 Selected



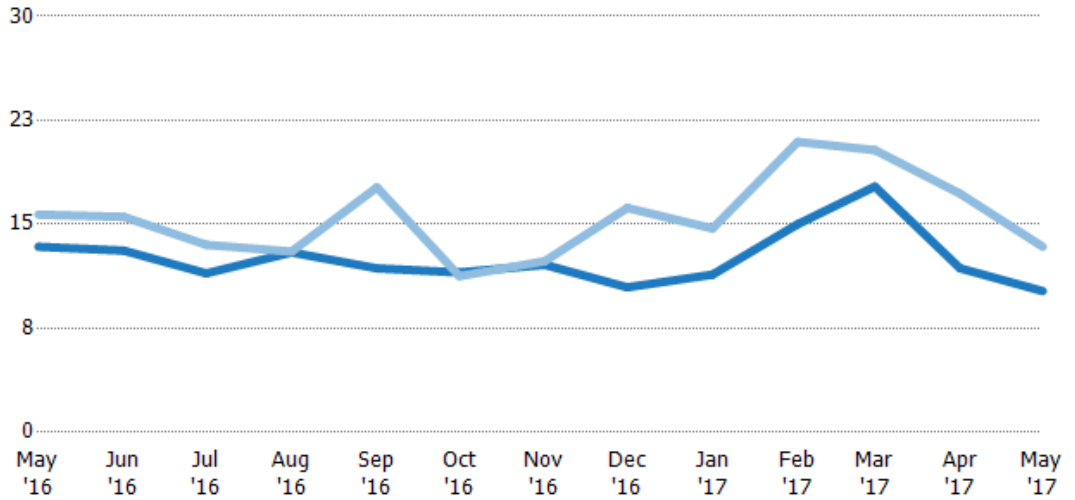
Months of Inventory

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

Filters Used

County: 9 Selected

Month/Year	Months	% Chg.
May '17	10.2	-23.9%
May '16	13.4	-14.8%
May '15	15.7	19.9%



Current Year	13.4	13.1	11.5	13	11.8	11.5	12.1	10.5	11.4	15	17.7	11.8	10.2
Prior Year	15.7	15.5	13.5	13	17.7	11.3	12.3	16.2	14.7	20.9	20.4	17.2	13.4
Percent Change from Prior Year	-15%	-16%	-15%	0%	-33%	2%	-2%	-35%	-23%	-28%	-13%	-31%	-24%

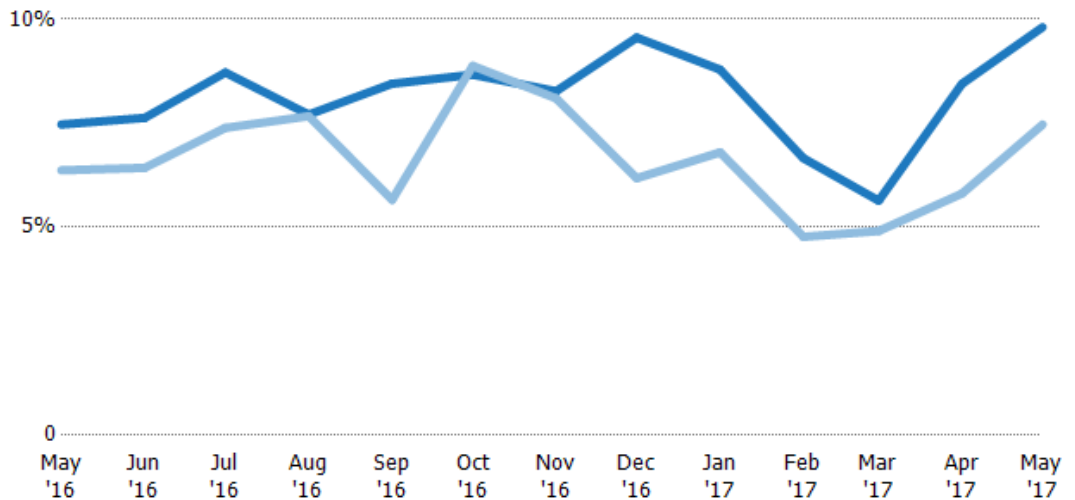
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 9 Selected

Month/Year	Rate	Chg.
May '17	10%	-2.3%
May '16	7%	-1.1%
May '15	6%	-16.6%

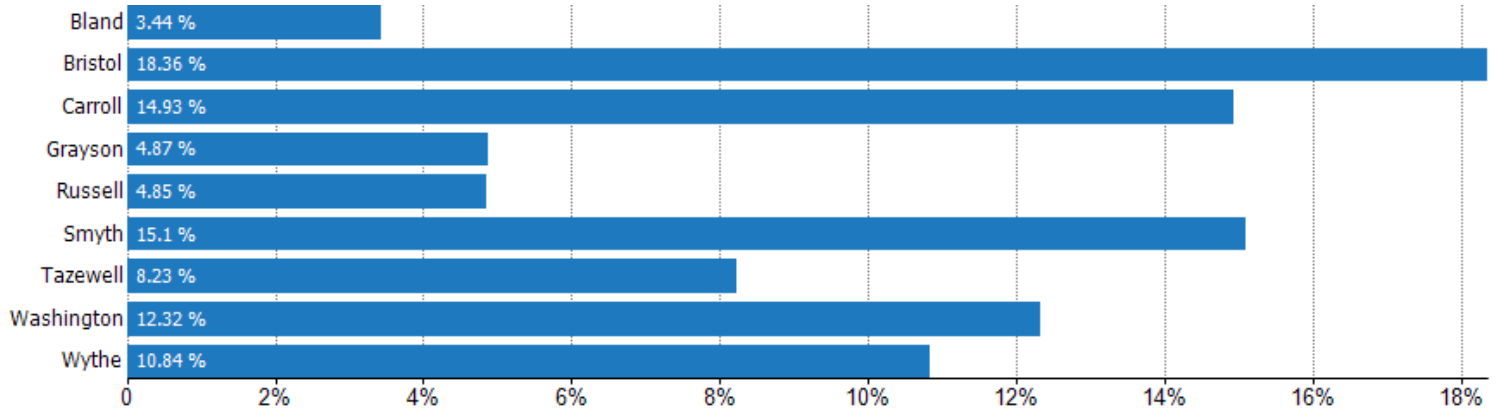


Current Year	7%	8%	9%	8%	8%	9%	8%	10%	9%	7%	6%	8%	10%
Prior Year	6%	6%	7%	8%	6%	9%	8%	6%	7%	5%	5%	6%	7%
Change from Prior Year	-1%	-1%	-1%	0%	-3%	0%	0%	-3%	-2%	-2%	-1%	-3%	-2%

Absorption Rate (By County)

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

Filters Used: County: 9 Selected



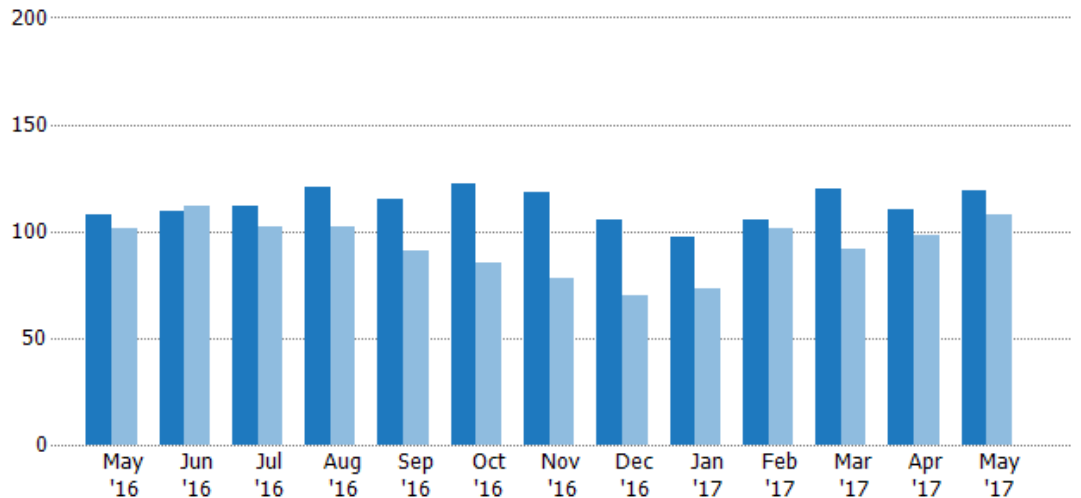
Pending Sales

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

Filters Used

County: 9 Selected

Month/Year	Count	% Chg.
May '17	119	10.2%
May '16	108	6.9%
May '15	101	-18.8%



	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	108	109	112	121	115	122	118	105	97	105	120	110	119
Prior Year	101	112	102	102	91	85	78	70	73	101	92	98	108
Percent Change from Prior Year	7%	-3%	10%	19%	26%	44%	51%	50%	33%	4%	30%	12%	10%

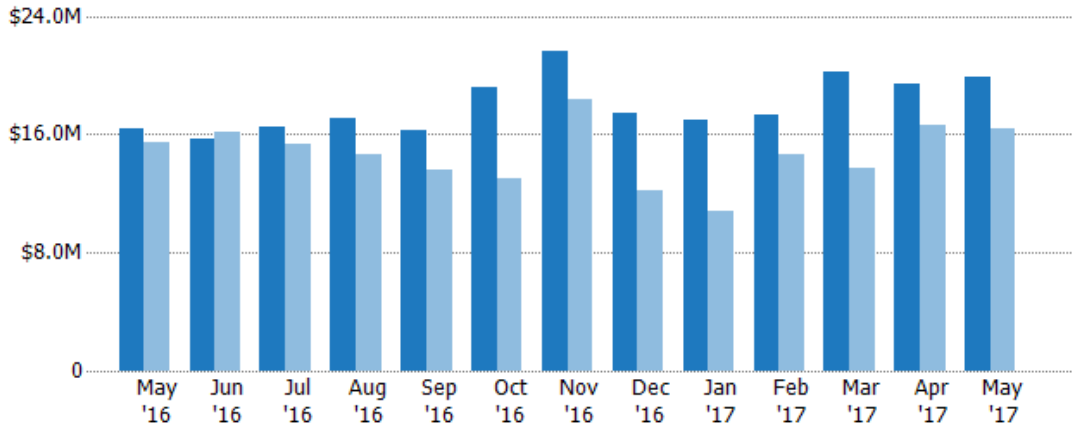
Pending Sales Volume

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: 9 Selected

Month/Year	Volume	% Chg.
May '17	\$19.9M	21.3%
May '16	\$16.4M	5.7%
May '15	\$15.5M	-29.8%



Current Year	\$16.4M	\$15.7M	\$16.5M	\$17.1M	\$16.2M	\$19.2M	\$21.6M	\$17.5M	\$17M	\$17.4M	\$20.3M	\$19.4M	\$19.9M
Prior Year	\$15.5M	\$16.2M	\$15.4M	\$14.7M	\$13.6M	\$13M	\$18.4M	\$12.2M	\$10.8M	\$14.6M	\$13.7M	\$16.7M	\$16.4M
Percent Change from Prior Year	6%	-3%	7%	17%	19%	48%	17%	43%	57%	19%	48%	16%	21%

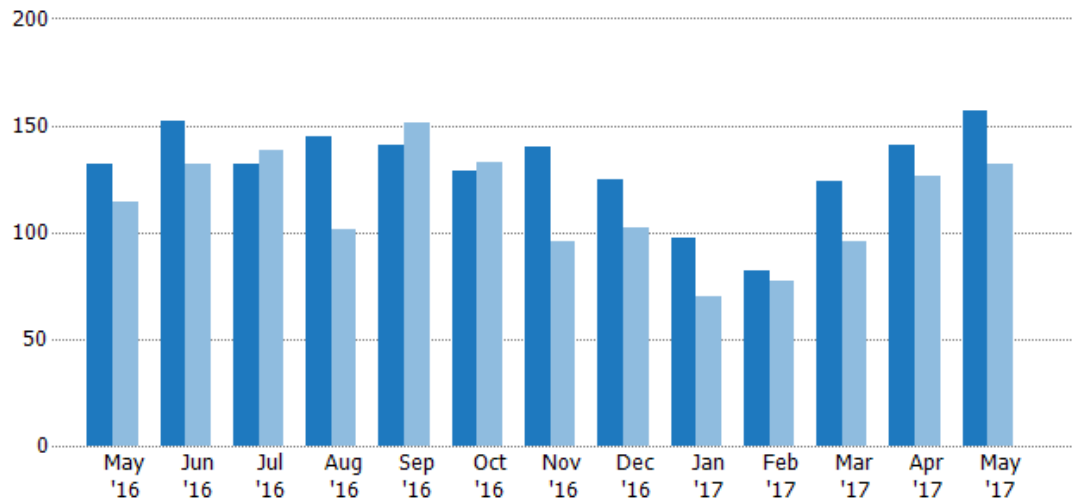
Closed Sales

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

Filters Used

County: 9 Selected

Month/Year	Count	% Chg.
May '17	157	18.9%
May '16	132	15.8%
May '15	114	-7%



Current Year	132	152	132	145	141	129	140	125	97	82	124	141	157
Prior Year	114	132	138	101	151	133	96	102	70	77	96	126	132
Percent Change from Prior Year	16%	15%	-4%	44%	-7%	-3%	46%	23%	39%	6%	29%	12%	19%

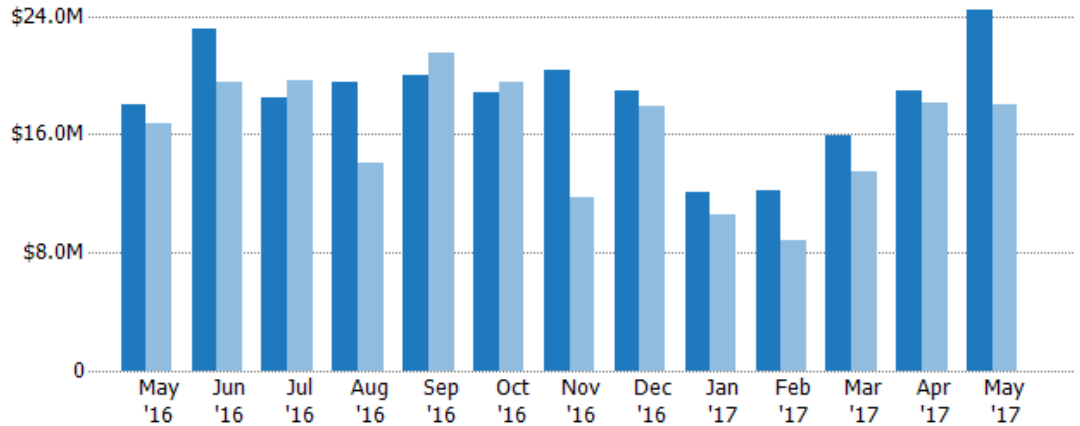
Closed Sales Volume

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

Filters Used

County: 9 Selected

Month/Year	Volume	% Chg.
May '17	\$24.4M	35.7%
May '16	\$18M	7.6%
May '15	\$16.7M	-13.2%



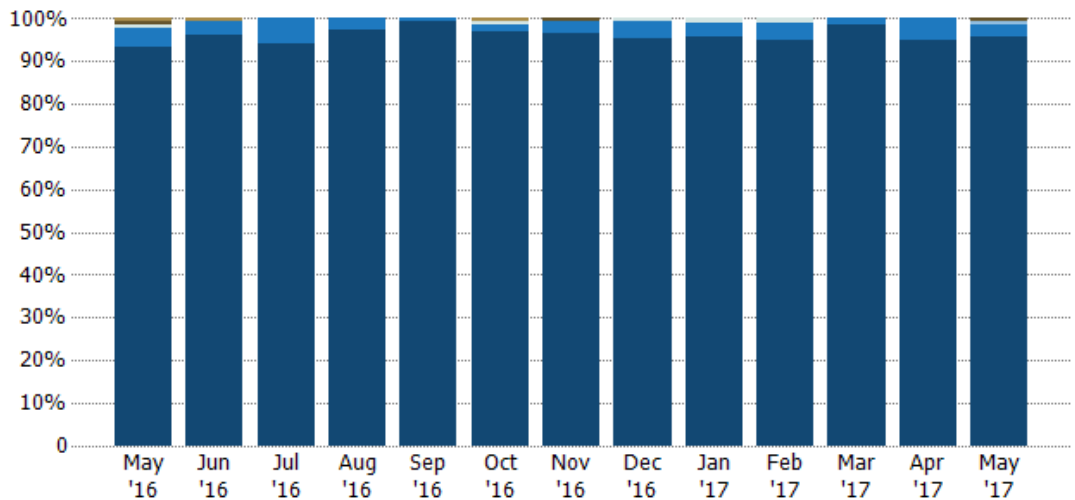
Current Year	\$18M	\$23.2M	\$18.5M	\$19.5M	\$20M	\$18.8M	\$20.3M	\$19M	\$12.1M	\$12.2M	\$15.9M	\$18.9M	\$24.4M
Prior Year	\$16.7M	\$19.5M	\$19.7M	\$14.1M	\$21.5M	\$19.5M	\$11.7M	\$18M	\$10.5M	\$8.78M	\$13.4M	\$18.1M	\$18M
Percent Change from Prior Year	8%	19%	-6%	38%	-7%	-4%	74%	6%	15%	39%	19%	5%	36%

Closed Sales by Property Type

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

Filters Used

County: 9 Selected

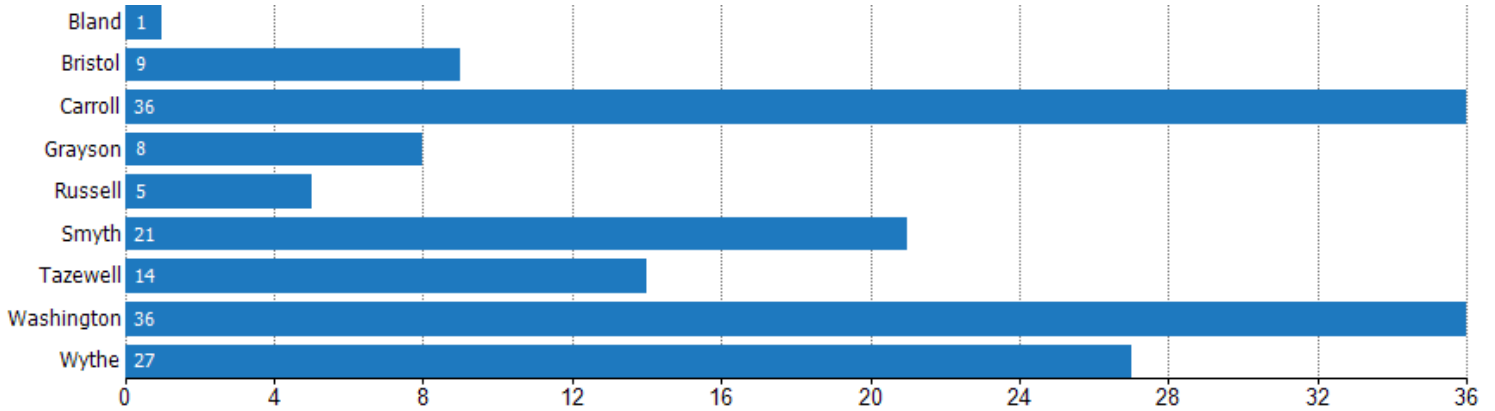


Other	1%	1%	-	-	-	1%	-	-	-	-	-	-	-
Farm/Ranch	1%	-	-	-	-	-	1%	-	-	-	-	-	1%
Lot/Land	1%	-	-	-	-	1%	-	1%	1%	1%	-	-	-
Multifamily/Multiplex	-	-	-	-	-	-	-	-	-	-	-	-	1%
Condo/Townhouse	5%	3%	6%	3%	1%	2%	3%	4%	3%	4%	2%	5%	3%
Single Family Residence	93%	96%	94%	97%	99%	97%	96%	95%	96%	95%	98%	95%	96%

Closed Sales (By County)

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

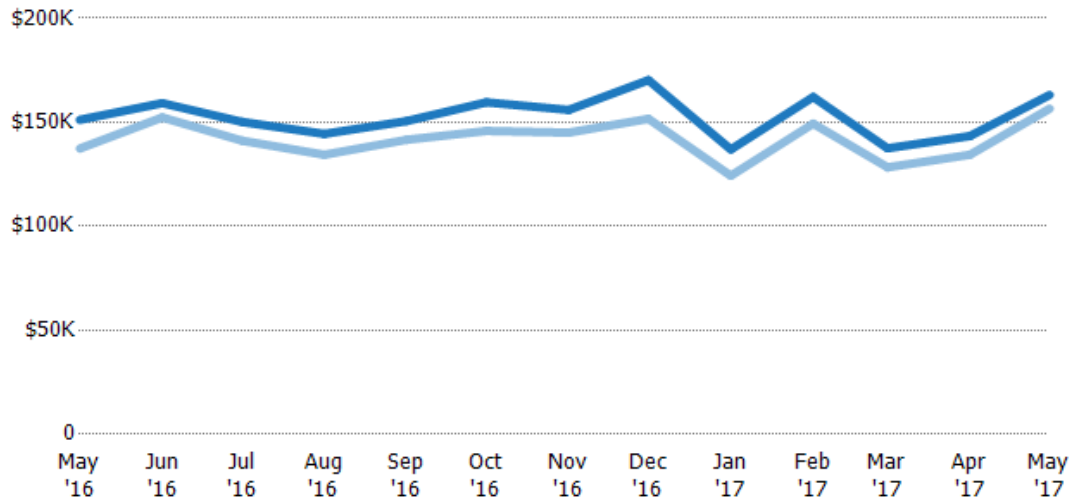
Filters Used: County: 9 Selected



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: 9 Selected

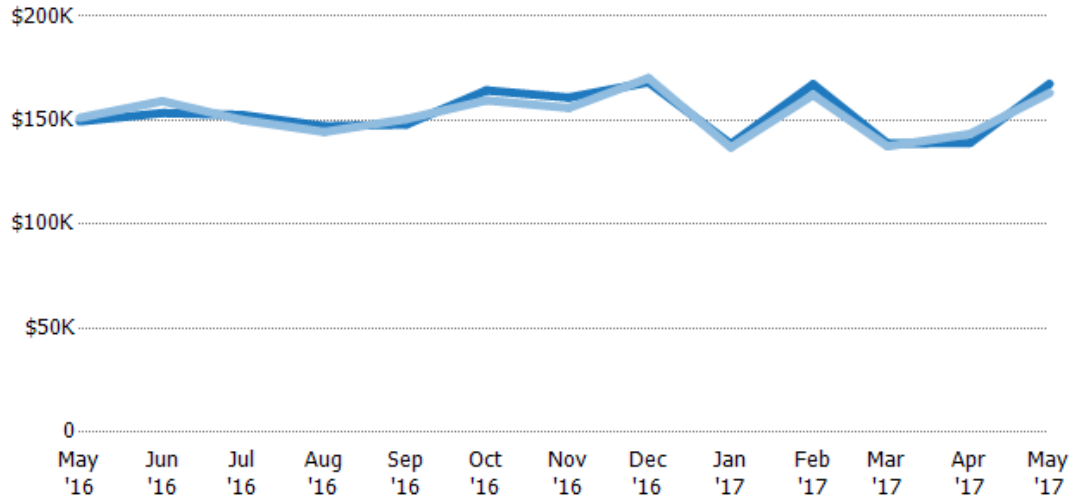


	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Avg List Price	\$151K	\$159K	\$150K	\$144K	\$151K	\$160K	\$156K	\$170K	\$137K	\$162K	\$137K	\$143K	\$163K
Avg Sales Price	\$137K	\$152K	\$141K	\$134K	\$142K	\$146K	\$145K	\$152K	\$124K	\$149K	\$128K	\$134K	\$157K
Avg Sales Price as a % of Avg List Price	91%	96%	94%	93%	94%	91%	93%	89%	91%	92%	93%	94%	96%

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: 9 Selected



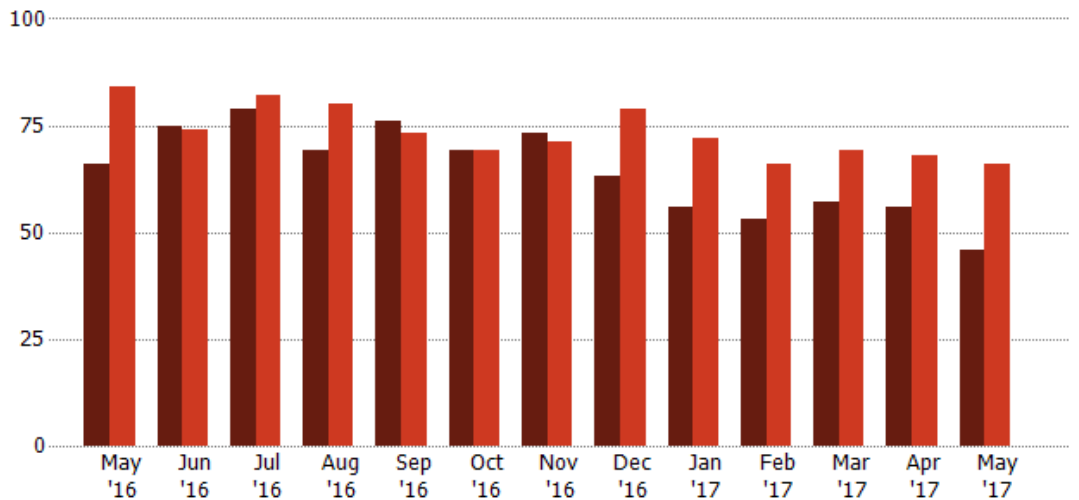
	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Avg Est Value	\$149K	\$153K	\$153K	\$147K	\$148K	\$164K	\$161K	\$168K	\$139K	\$167K	\$139K	\$139K	\$168K
Avg Sales Price	\$151K	\$159K	\$150K	\$144K	\$151K	\$160K	\$156K	\$170K	\$137K	\$162K	\$137K	\$143K	\$163K
Avg Sales Price as a % of Avg Est Value	101%	104%	98%	98%	102%	97%	97%	101%	99%	97%	99%	103%	97%

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: 9 Selected

Month/Year	Count	% Chg.
May '17	46	-30.3%
May '16	66	-21.4%
May '15	84	17.9%

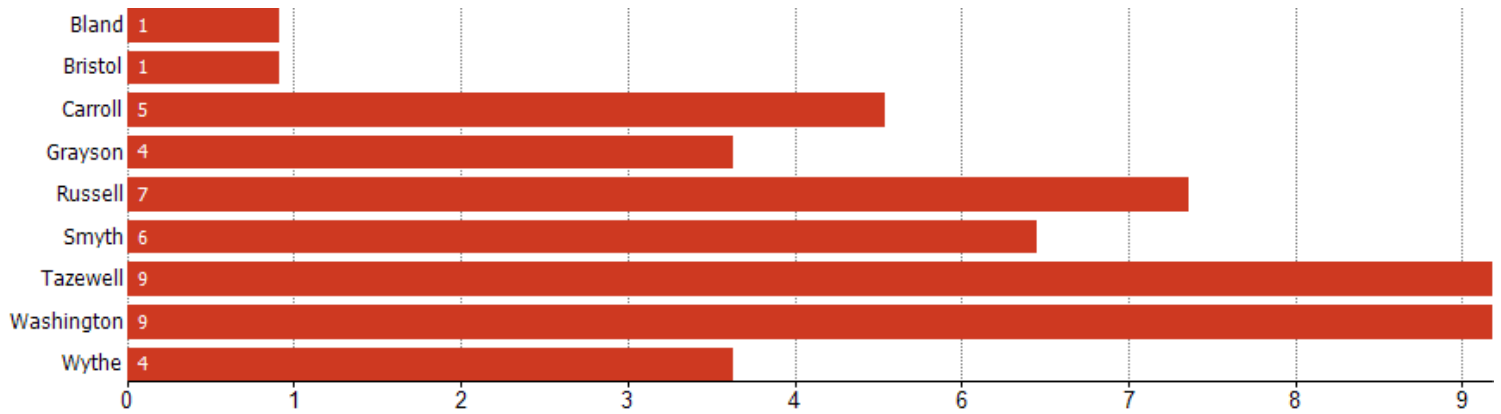


	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17
Current Year	66	75	79	69	76	69	73	63	56	53	57	56	46
Prior Year	84	74	82	80	73	69	71	79	72	66	69	68	66
Percent Change from Prior Year	-21%	1%	-4%	-14%	4%	0%	3%	-20%	-22%	-20%	-17%	-18%	-30%

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: 9 Selected



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: 06/05/2017

Scheduled: Yes

Report Date Range: From 5/2016 To: 5/2017

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: Bland County, Virginia Russell County, Virginia Washington County, Virginia	Carroll County, Virginia Smyth County, Virginia Wythe County, Virginia	Grayson County, Virginia Tazewell County, Virginia Bristol, Virginia
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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 5/2017 data

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