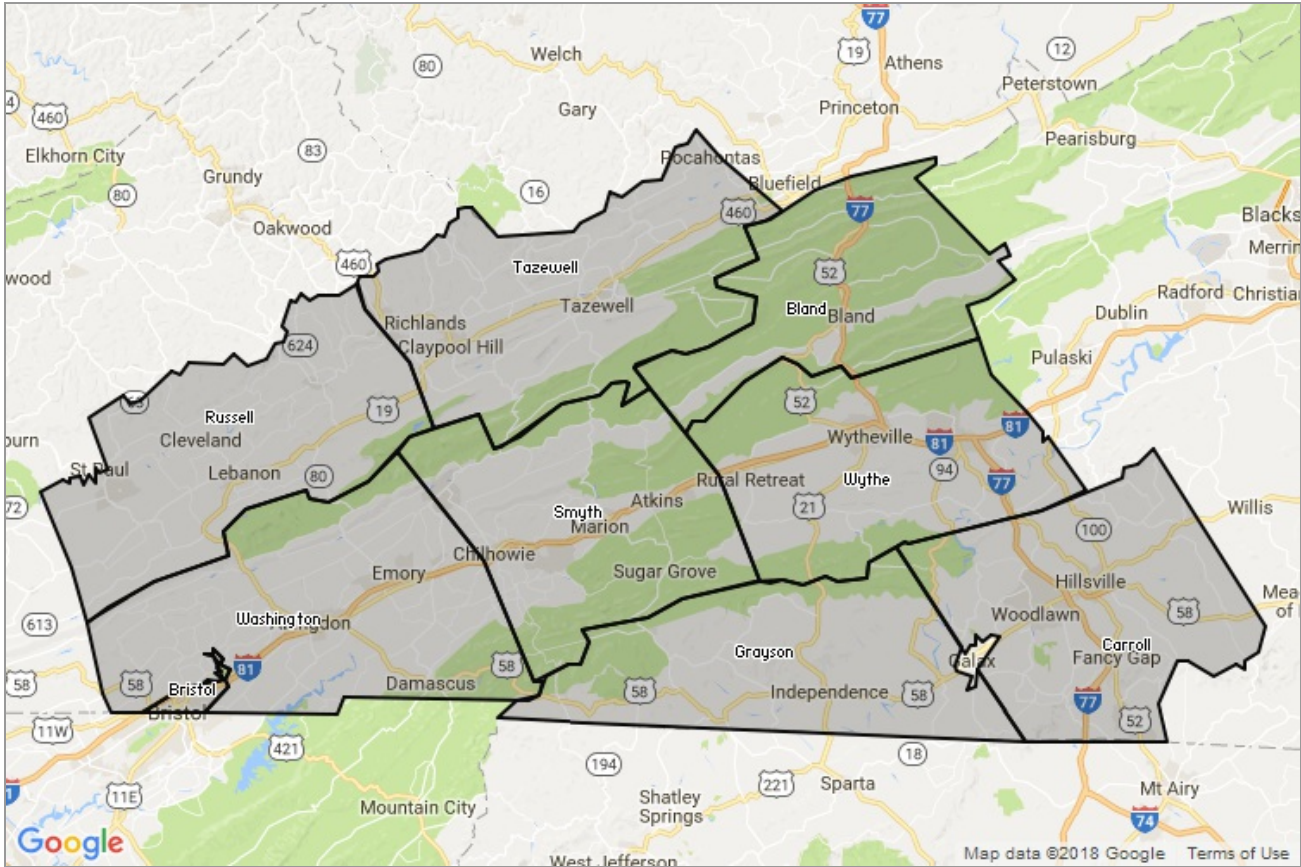




Southwest Virginia Association of Realtors®

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

Southwest Virginia Association of
REALTORS®

REALTOR®

(276) 623-1252

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

128 Reedy Creek Rd
Abingdon, VA 24210

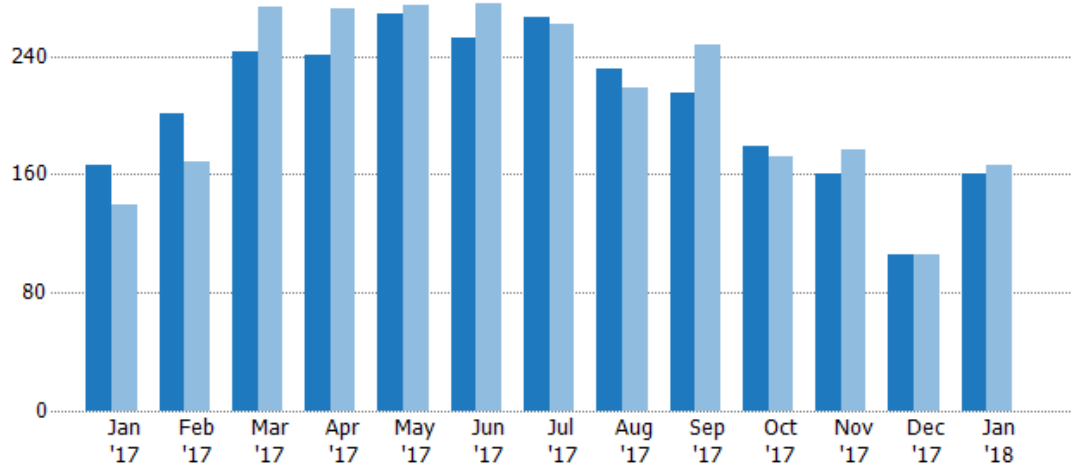
New Listings

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

Filters Used

County: 9 Selected

Month/Year	Count	% Chg.
Jan '18	160	-3.6%
Jan '17	166	18.6%
Jan '16	140	25.7%



	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	166	201	243	241	269	252	266	231	215	179	160	106	160
Prior Year	140	169	273	272	274	275	262	219	248	172	177	106	166
Percent Change from Prior Year	19%	19%	-11%	-11%	-2%	-8%	2%	5%	-13%	4%	-10%	0%	-4%

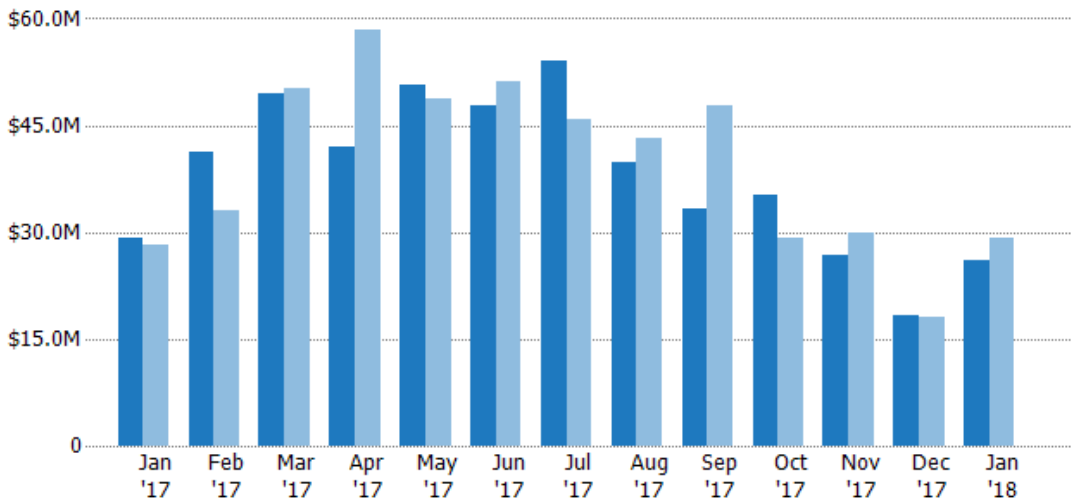
New Listing Volume

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.
Jan '18	\$26M	-11.1%
Jan '17	\$29.2M	3.2%
Jan '16	\$28.3M	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	\$29.2M	\$41.2M	\$49.4M	\$41.9M	\$50.7M	\$47.8M	\$54.2M	\$39.8M	\$33.4M	\$35.3M	\$26.8M	\$18.3M	\$26M
Prior Year	\$28.3M	\$33.1M	\$50.2M	\$58.5M	\$48.8M	\$51.2M	\$45.9M	\$43.3M	\$47.8M	\$29.2M	\$29.8M	\$18.1M	\$29.2M
Percent Change from Prior Year	3%	25%	-2%	-28%	4%	-7%	18%	-8%	-30%	21%	-10%	1%	-11%

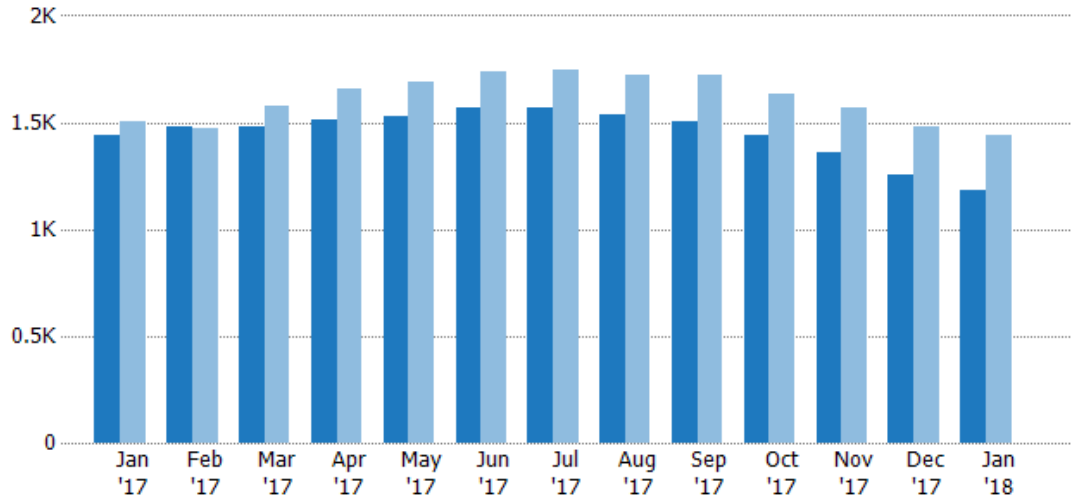
Active Listings

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.
Jan '18	1.18K	-17.8%
Jan '17	1.44K	-4.2%
Jan '16	1.5K	6.1%



Current Year	1.44K	1.48K	1.48K	1.52K	1.53K	1.57K	1.57K	1.53K	1.51K	1.44K	1.36K	1.25K	1.18K
Prior Year	1.5K	1.47K	1.57K	1.66K	1.69K	1.74K	1.75K	1.72K	1.72K	1.64K	1.57K	1.48K	1.44K
Percent Change from Prior Year	-4%	0%	-6%	-9%	-10%	-10%	-10%	-11%	-13%	-12%	-13%	-15%	-18%

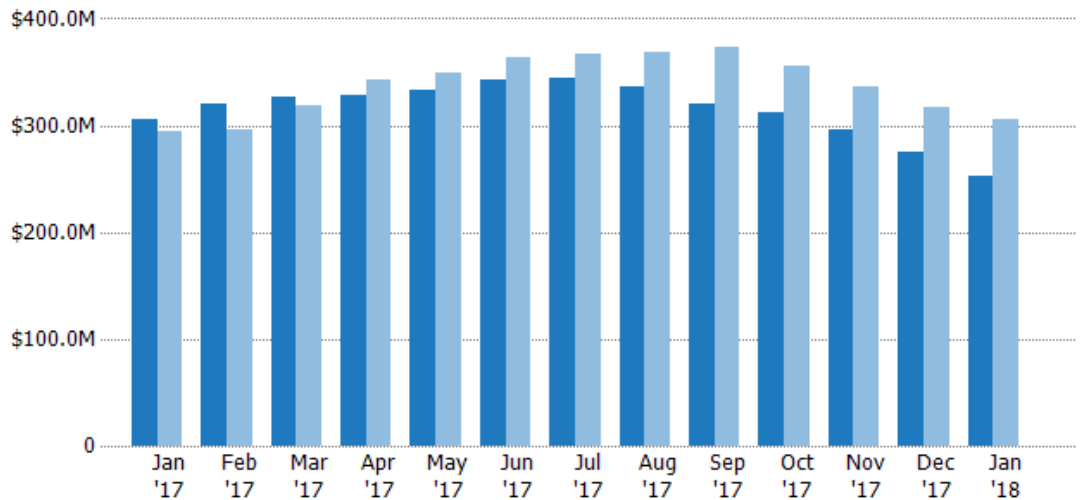
Active Listing Volume

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.
Jan '18	\$253M	-17.3%
Jan '17	\$306M	4.2%
Jan '16	\$294M	8.5%



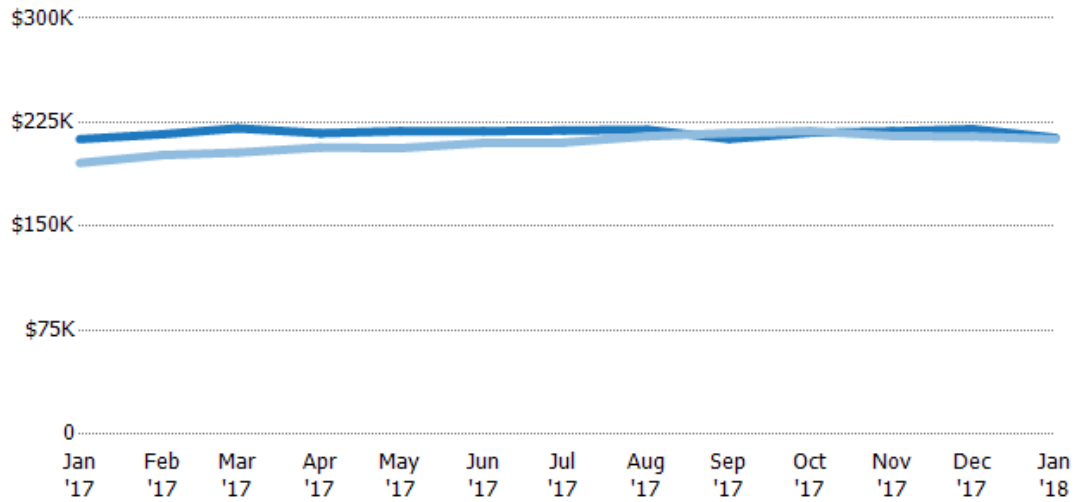
Current Year	\$306M	\$320M	\$327M	\$329M	\$334M	\$342M	\$344M	\$336M	\$320M	\$312M	\$297M	\$275M	\$253M
Prior Year	\$294M	\$296M	\$319M	\$343M	\$349M	\$364M	\$367M	\$369M	\$373M	\$356M	\$336M	\$316M	\$306M
Percent Change from Prior Year	4%	8%	3%	-4%	-4%	-6%	-6%	-9%	-14%	-12%	-12%	-13%	-17%

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.
Jan '18	\$214K	0.5%
Jan '17	\$213K	8.8%
Jan '16	\$196K	2.6%



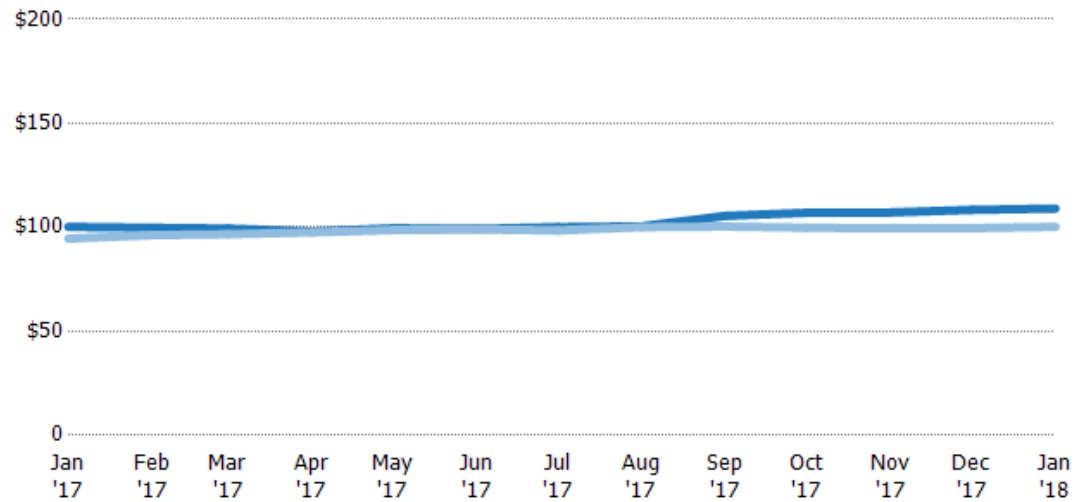
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	\$213K	\$216K	\$221K	\$217K	\$219K	\$219K	\$219K	\$220K	\$213K	\$217K	\$218K	\$220K	\$214K
Prior Year	\$196K	\$201K	\$203K	\$207K	\$206K	\$210K	\$210K	\$215K	\$217K	\$219K	\$215K	\$215K	\$213K
Percent Change from Prior Year	9%	7%	9%	5%	6%	4%	4%	2%	-2%	-1%	2%	2%	0%

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.
Jan '18	\$109	8.8%
Jan '17	\$100	6%
Jan '16	\$94.6	-0.3%

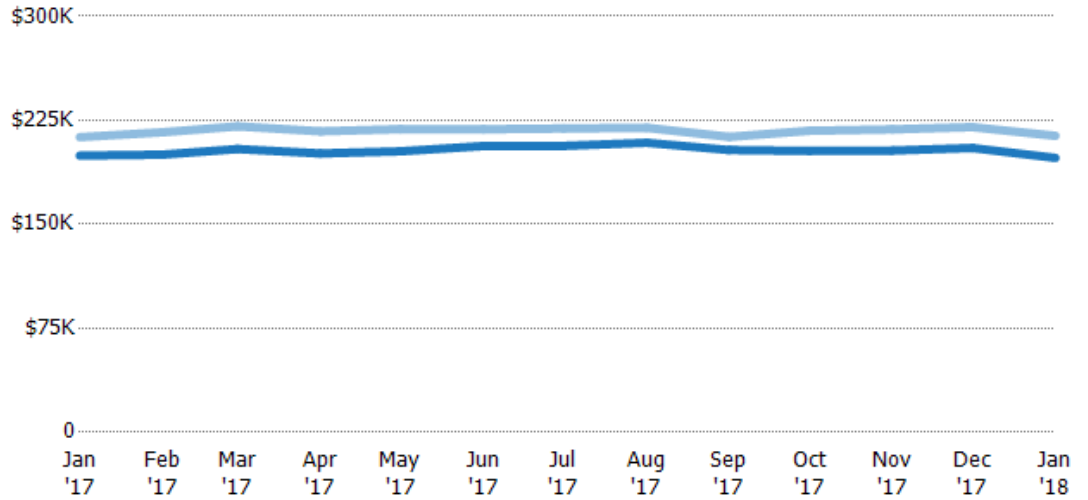


	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	\$100	\$100	\$99.4	\$97.9	\$100	\$99.3	\$100	\$100	\$105	\$107	\$107	\$108	\$109
Prior Year	\$94.6	\$96.2	\$96.6	\$97.6	\$98.7	\$99	\$98.5	\$100	\$100	\$100	\$99.5	\$100	\$100
Percent Change from Prior Year	6%	4%	3%	0%	1%	0%	2%	0%	5%	7%	8%	9%	9%

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

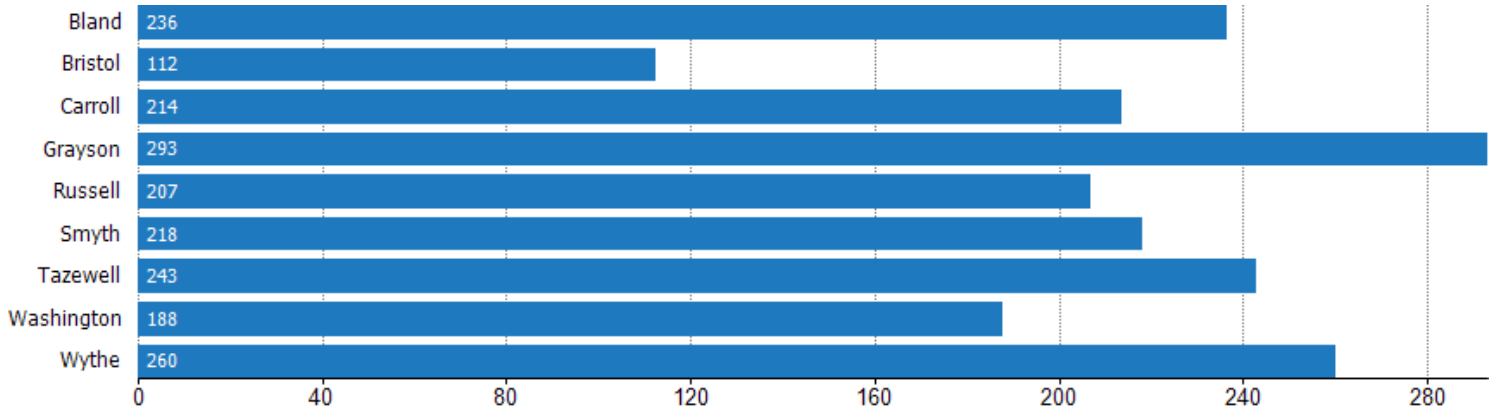


	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	\$200K	\$200K	\$204K	\$201K	\$203K	\$206K	\$207K	\$209K	\$204K	\$203K	\$203K	\$205K	\$198K
Avg Listing Price	\$213K	\$216K	\$221K	\$217K	\$219K	\$219K	\$219K	\$220K	\$213K	\$217K	\$218K	\$220K	\$214K
Avg Listing Price as a % of Avg Est Value	107%	108%	108%	108%	108%	106%	106%	105%	105%	107%	108%	107%	108%

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



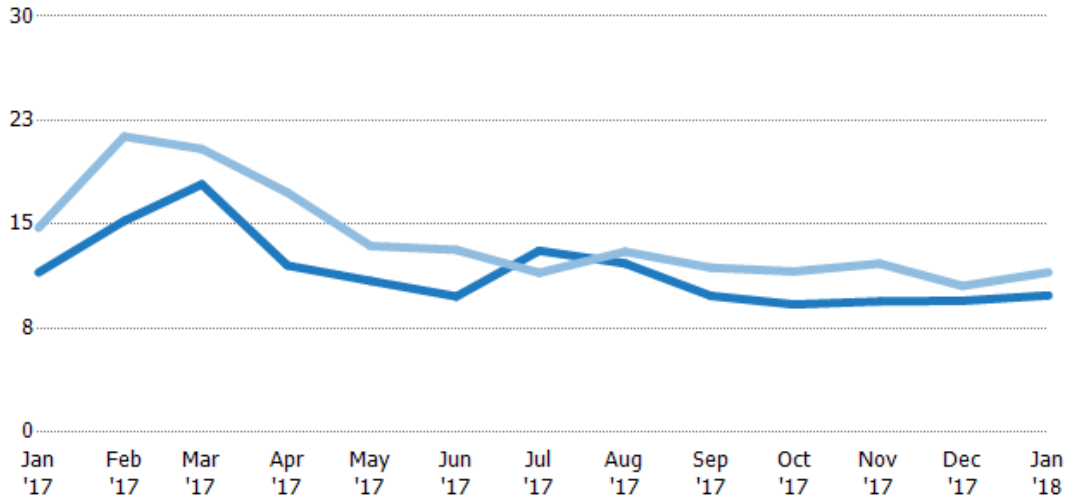
Months of Inventory

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.
Jan '18	9.87	-14.4%
Jan '17	11.5	-21.8%
Jan '16	14.7	-0.8%



	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	11.5	15.2	17.9	12	10.9	9.79	13.1	12.2	9.84	9.22	9.44	9.48	9.87
Prior Year	14.7	21.3	20.4	17.3	13.4	13.2	11.5	13	11.9	11.6	12.2	10.6	11.5
Percent Change from Prior Year	-22%	-29%	-12%	-30%	-19%	-26%	14%	-7%	-17%	-21%	-22%	-10%	-14%

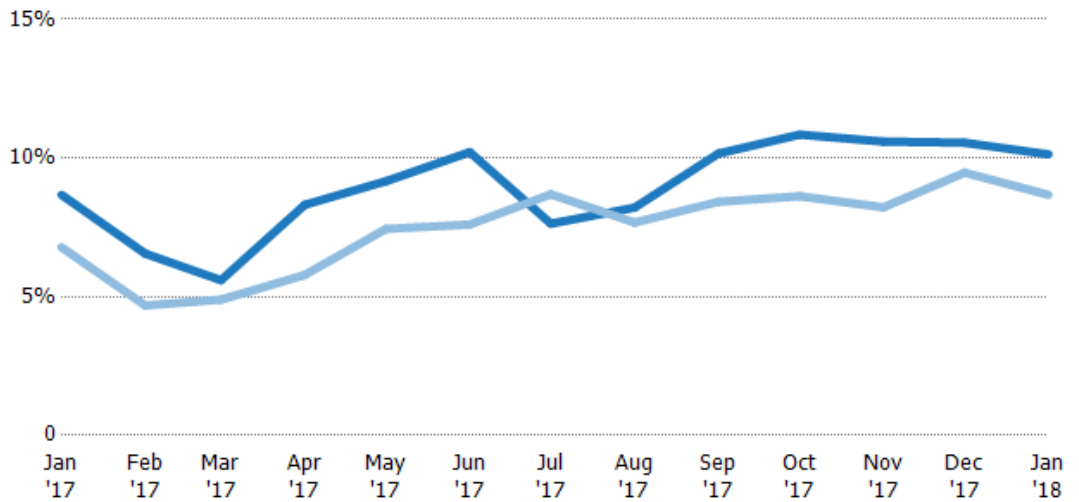
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 9 Selected

Month/Year	Rate	Chg.
Jan '18	10%	-1.5%
Jan '17	9%	-1.9%
Jan '16	7%	0.7%

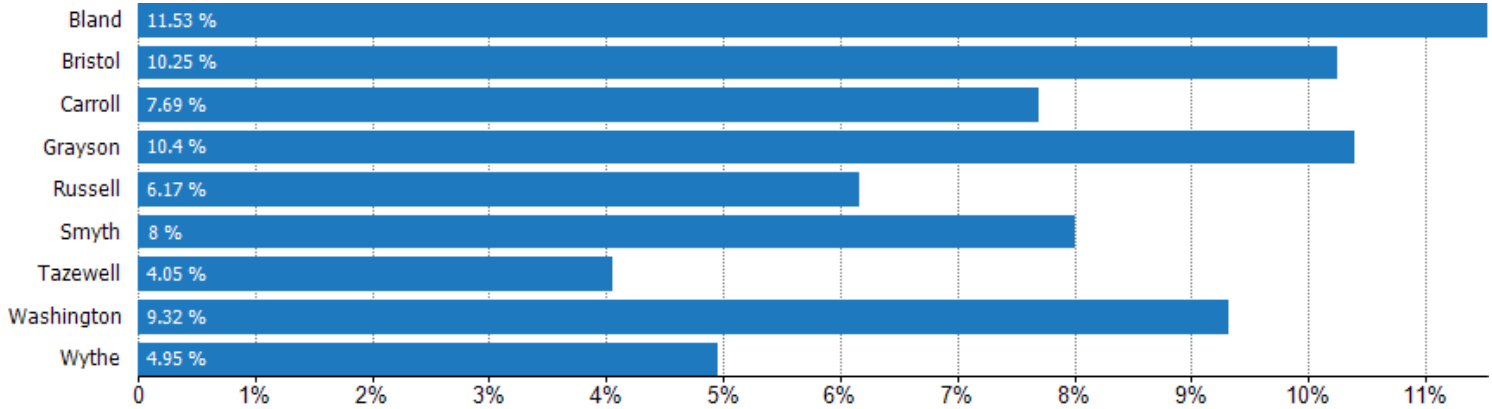


	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	9%	7%	6%	8%	9%	10%	8%	8%	10%	11%	11%	11%	10%
Prior Year	7%	5%	5%	6%	7%	8%	9%	8%	8%	9%	8%	9%	9%
Change from Prior Year	-2%	-2%	-1%	-3%	-2%	-3%	1%	-1%	-2%	-2%	-2%	-1%	-1%

Absorption Rate (By County)

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

Filters Used: County: 9 Selected



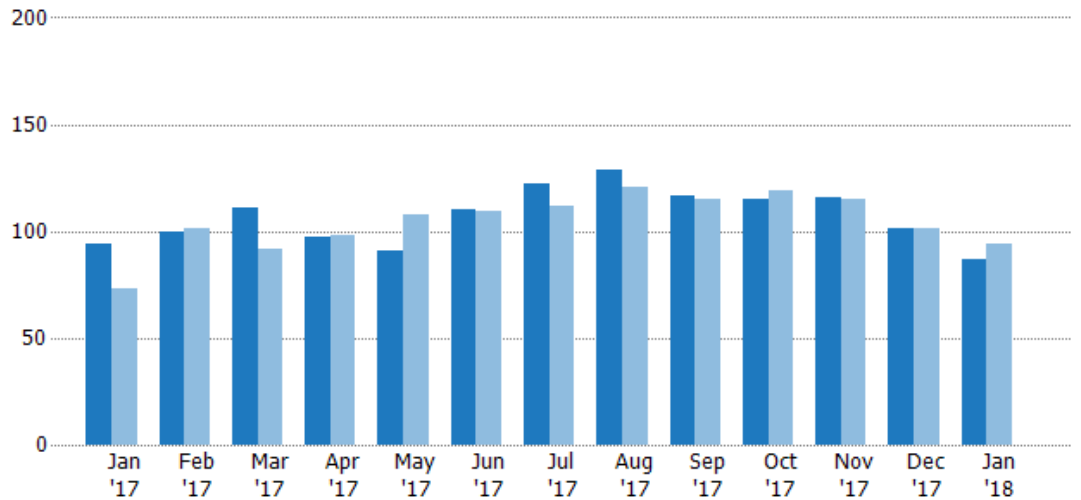
Pending Sales

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.
Jan '18	87	-7.4%
Jan '17	94	28.8%
Jan '16	73	-4.1%



	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	94	100	111	97	91	110	122	129	117	115	116	101	87
Prior Year	73	101	92	98	108	109	112	121	115	119	115	101	94
Percent Change from Prior Year	29%	-1%	21%	-1%	-16%	1%	9%	7%	2%	-3%	1%	0%	-7%

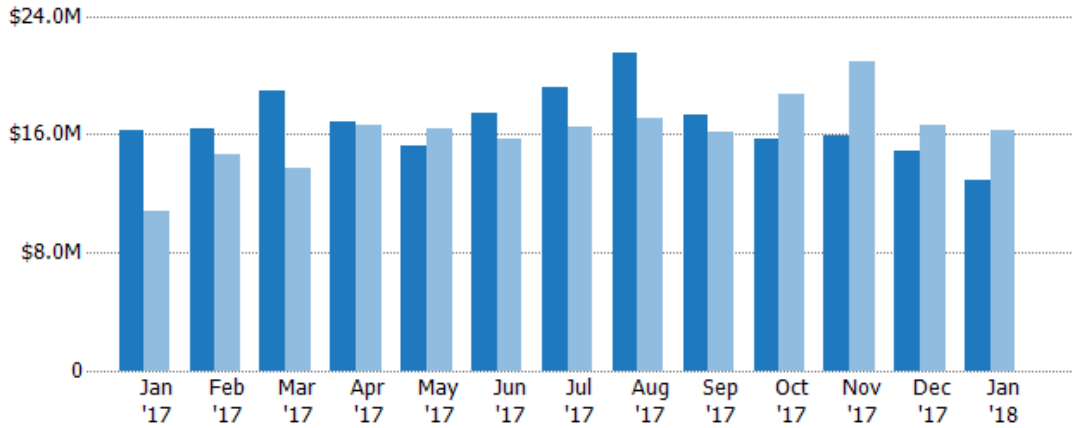
Pending Sales Volume

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.
Jan '18	\$12.9M	-20.7%
Jan '17	\$16.2M	50.6%
Jan '16	\$10.8M	4.7%



Current Year	\$16.2M	\$16.4M	\$19M	\$16.8M	\$15.2M	\$17.4M	\$19.2M	\$21.5M	\$17.3M	\$15.6M	\$15.9M	\$14.9M	\$12.9M
Prior Year	\$10.8M	\$14.6M	\$13.7M	\$16.6M	\$16.4M	\$15.7M	\$16.5M	\$17.1M	\$16.2M	\$18.7M	\$20.9M	\$16.6M	\$16.2M
Percent Change from Prior Year	51%	13%	38%	1%	-7%	11%	16%	26%	7%	-16%	-24%	-11%	-21%

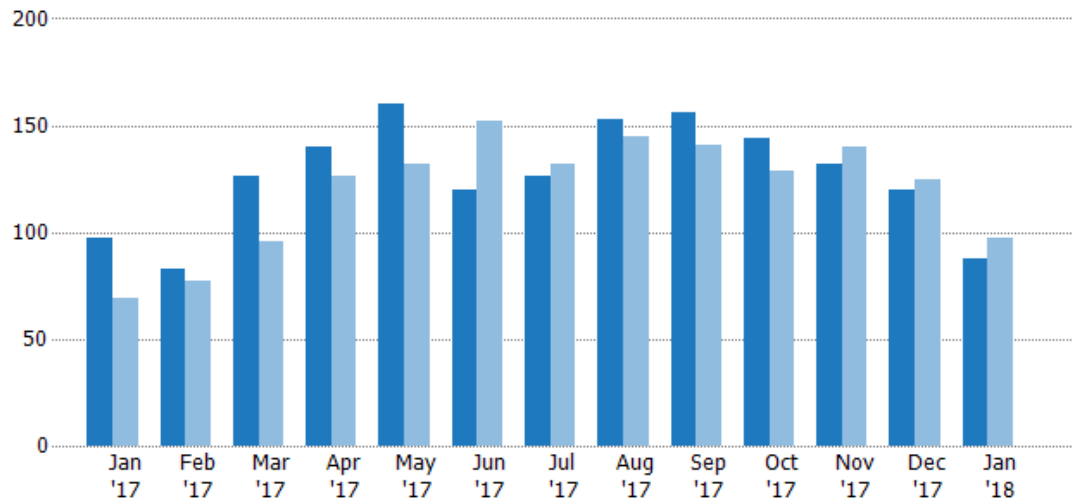
Closed Sales

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

Filters Used

County: 9 Selected

Month/Year	Count	% Chg.
Jan '18	88	-9.3%
Jan '17	97	40.6%
Jan '16	69	29%



Current Year	97	83	126	140	160	120	126	153	156	144	132	120	88
Prior Year	69	77	96	126	132	152	132	145	141	129	140	125	97
Percent Change from Prior Year	41%	8%	31%	11%	21%	-21%	-5%	6%	11%	12%	-6%	-4%	-9%

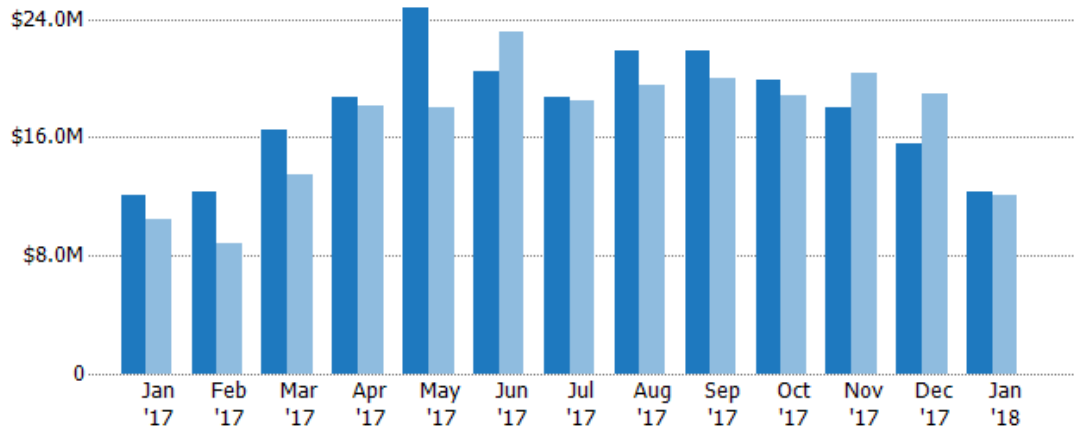
Closed Sales Volume

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.
Jan '18	\$12.3M	2.4%
Jan '17	\$12.1M	15.1%
Jan '16	\$10.5M	6.2%



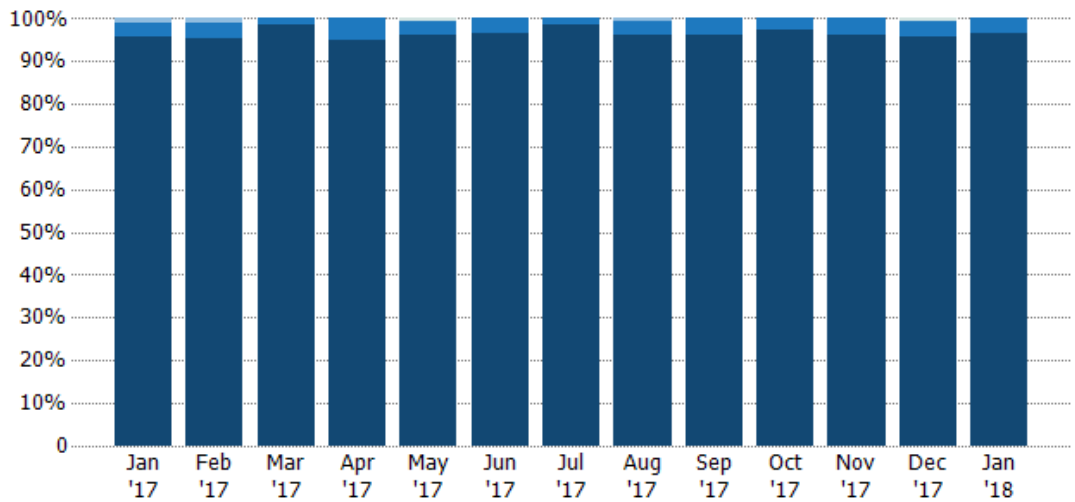
Current Year	\$12.1M	\$12.3M	\$16.5M	\$18.7M	\$24.8M	\$20.5M	\$18.7M	\$21.9M	\$21.9M	\$19.9M	\$18M	\$15.6M	\$12.3M
Prior Year	\$10.5M	\$8.78M	\$13.4M	\$18.1M	\$18M	\$23.1M	\$18.5M	\$19.5M	\$20M	\$18.8M	\$20.3M	\$19M	\$12.1M
Percent Change from Prior Year	15%	40%	23%	3%	38%	-12%	1%	12%	10%	6%	-11%	-18%	2%

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

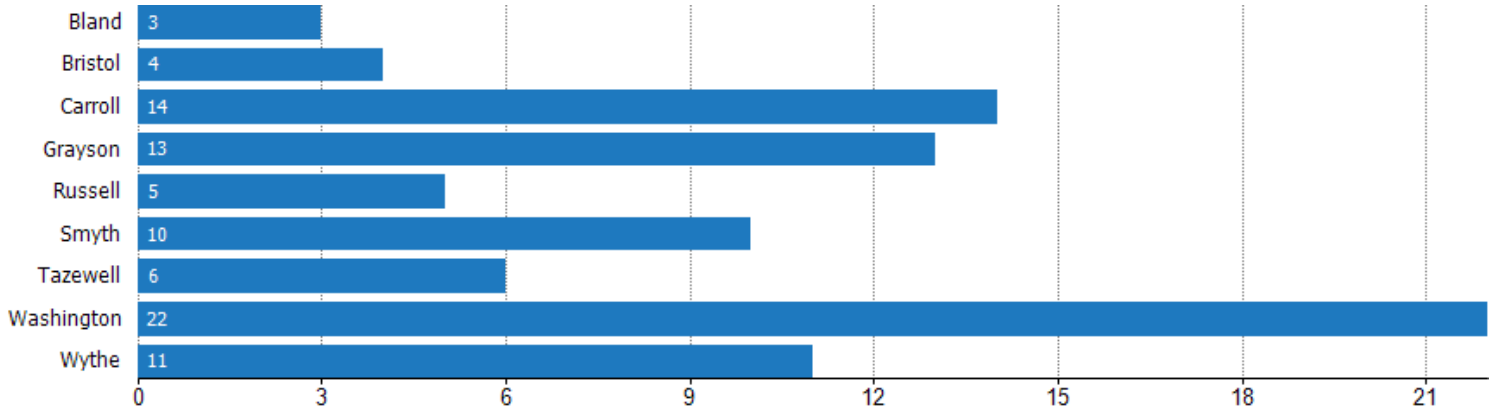


Farm/Ranch	-	-	-	-	1%	-	-	-	-	-	-	1%	-
Lot/Land	1%	1%	-	-	-	-	-	1%	-	-	-	-	-
Condo/Townhouse	3%	4%	2%	5%	3%	3%	2%	3%	4%	3%	4%	3%	3%
Single Family Residence	96%	95%	98%	95%	96%	97%	98%	96%	96%	97%	96%	96%	97%

Closed Sales (By County)

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

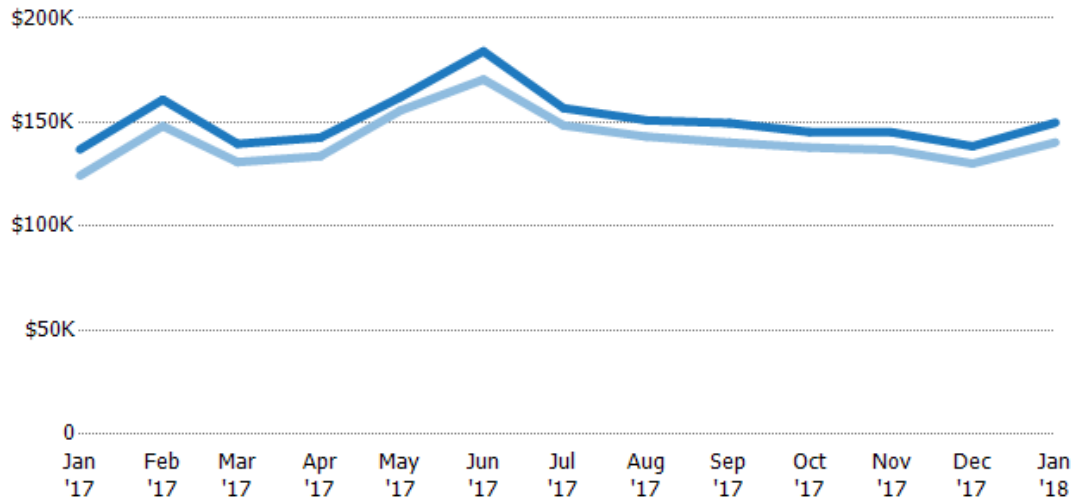
Filters Used: County: 9 Selected



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

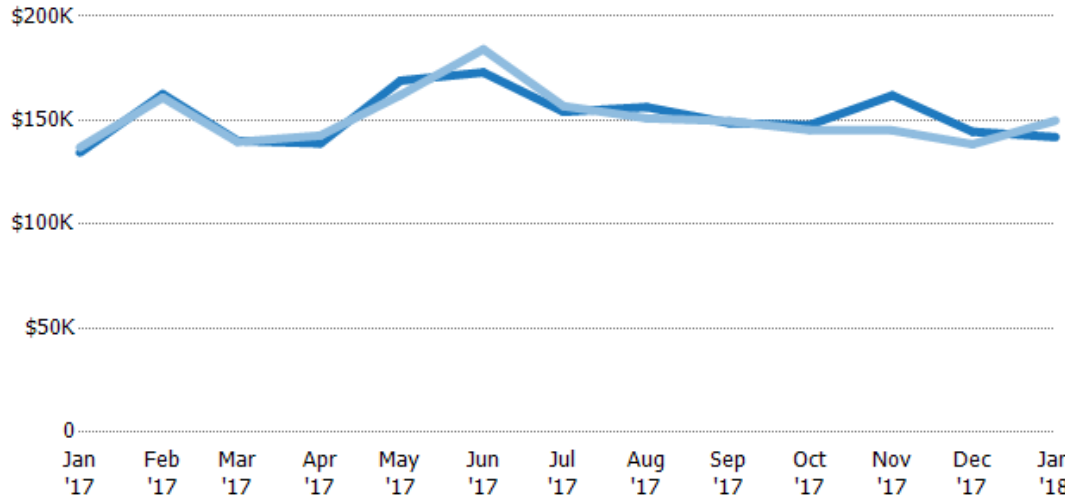


	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg List Price	\$137K	\$161K	\$140K	\$143K	\$162K	\$184K	\$157K	\$151K	\$150K	\$145K	\$145K	\$138K	\$150K
Avg Sales Price	\$124K	\$148K	\$131K	\$134K	\$156K	\$171K	\$148K	\$143K	\$140K	\$138K	\$137K	\$130K	\$140K
Avg Sales Price as a % of Avg List Price	91%	92%	94%	94%	96%	93%	95%	95%	94%	95%	94%	94%	94%

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



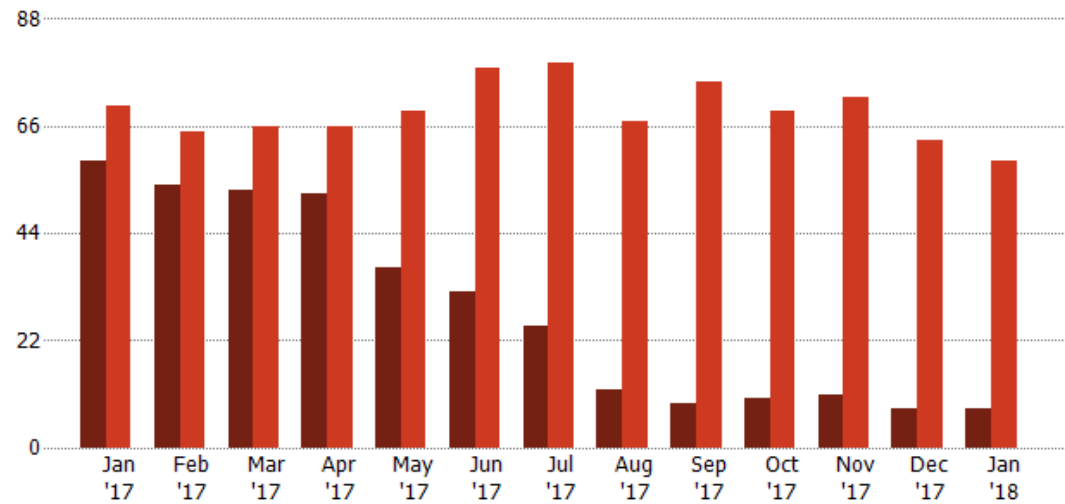
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	\$134K	\$163K	\$140K	\$139K	\$169K	\$173K	\$154K	\$156K	\$149K	\$148K	\$162K	\$144K	\$142K
Avg Sales Price	\$137K	\$161K	\$140K	\$143K	\$162K	\$184K	\$157K	\$151K	\$150K	\$145K	\$145K	\$138K	\$150K
Avg Sales Price as a % of Avg Est Value	102%	99%	100%	103%	96%	106%	102%	97%	101%	98%	90%	96%	106%

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.
Jan '18	8	-86.4%
Jan '17	59	-15.7%
Jan '16	70	21.4%

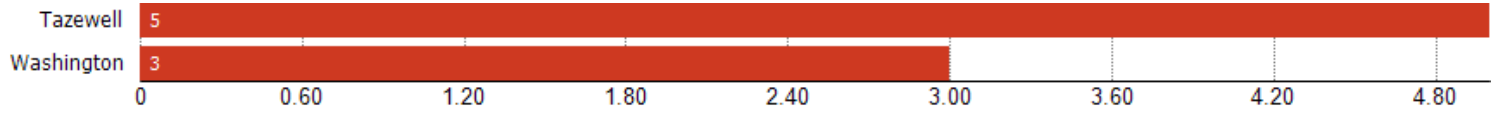


	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	59	54	53	52	37	32	25	12	9	10	11	8	8
Prior Year	70	65	66	66	69	78	79	67	75	69	72	63	59
Percent Change from Prior Year	-16%	-17%	-20%	-21%	-46%	-59%	-68%	-82%	-88%	-86%	-85%	-87%	-86%

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: 02/07/2018

Scheduled: Yes

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

Information Included

- | | |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet | <input checked="" type="checkbox"/> Averages |
| <input type="checkbox"/> Include Key Metric Summary | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> 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 1/2018 data

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