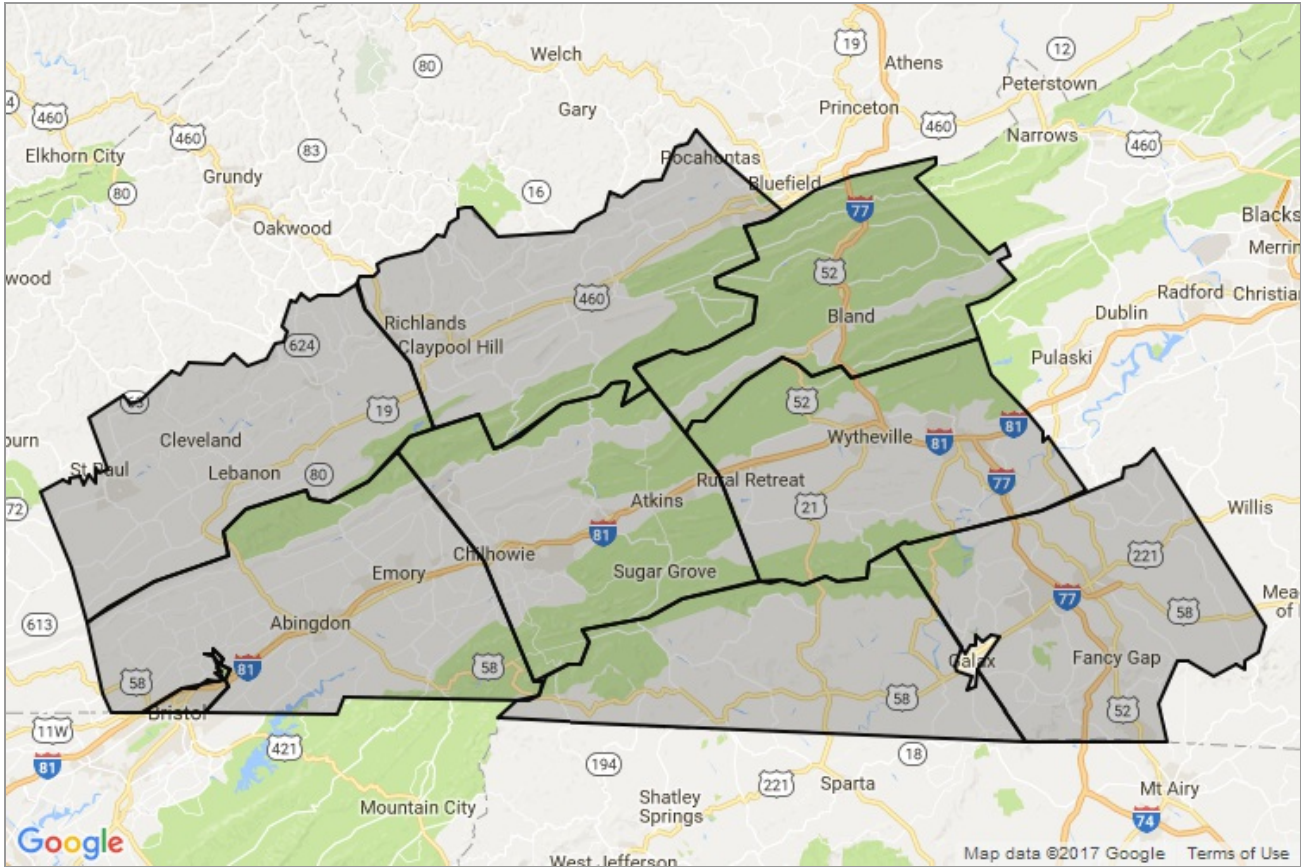




Southwest Virginia Association of Realtors®

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
7/2016 – 7/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 08/07/2017

Scheduled: Yes

Presented by

Southwest Virginia Association of
REALTORS®

(276) 623-1252

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

128 Reedy Creek Rd
Abingdon, VA 24210

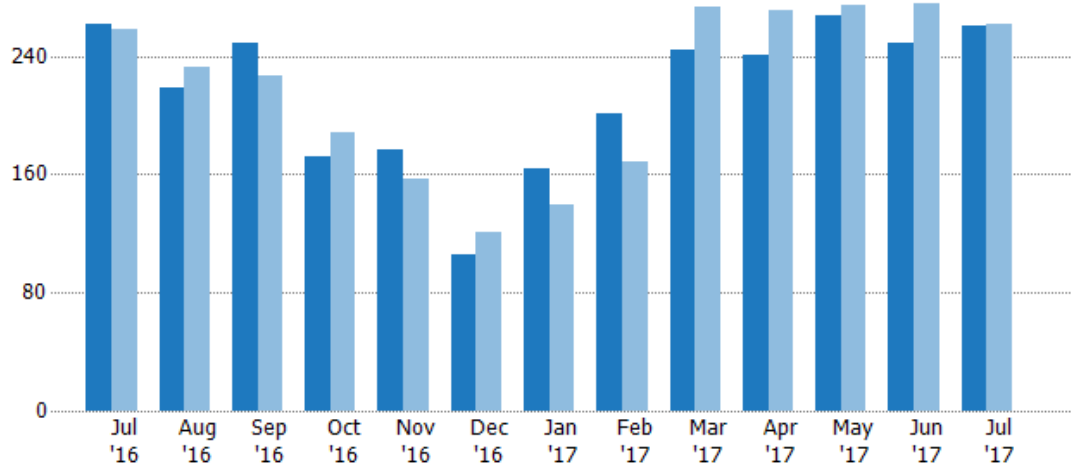
New Listings

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

Filters Used

County: 9 Selected

Month/Year	Count	% Chg.
Jul '17	261	-0.4%
Jul '16	262	1.6%
Jul '15	258	1.9%



	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	262	219	249	172	177	106	164	201	244	241	268	249	261
Prior Year	258	232	227	188	157	121	140	169	273	271	274	275	262
Percent Change from Prior Year	2%	-6%	10%	-9%	13%	-12%	17%	19%	-11%	-11%	-2%	-9%	0%

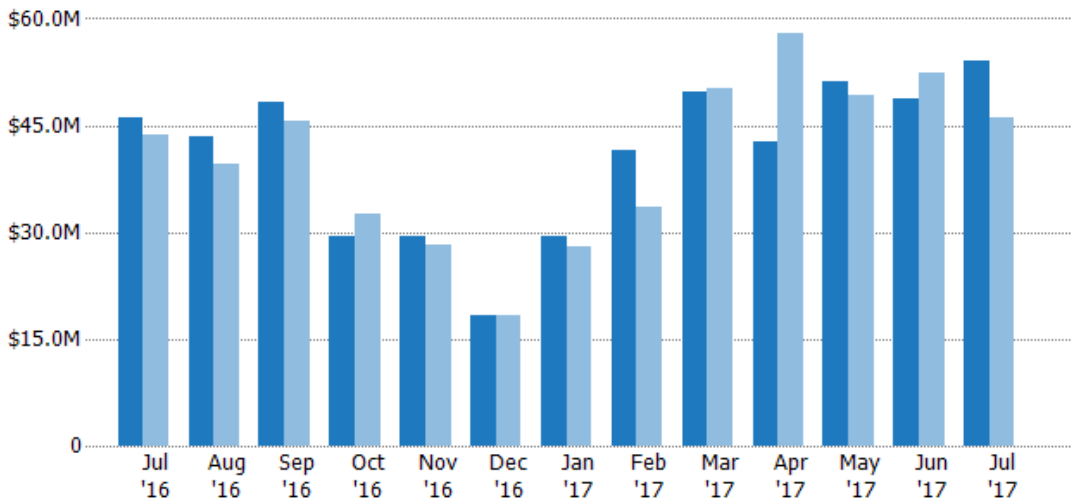
New Listing Volume

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.
Jul '17	\$54.1M	17.5%
Jul '16	\$46.1M	5.6%
Jul '15	\$43.6M	-2.4%



	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	\$46.1M	\$43.4M	\$48.3M	\$29.4M	\$29.4M	\$18.3M	\$29.5M	\$41.6M	\$49.7M	\$42.7M	\$51.2M	\$48.7M	\$54.1M
Prior Year	\$43.6M	\$39.5M	\$45.7M	\$32.7M	\$28.2M	\$18.3M	\$27.9M	\$33.5M	\$50.2M	\$58M	\$49.2M	\$52.3M	\$46.1M
Percent Change from Prior Year	6%	10%	6%	-10%	4%	0%	5%	24%	-1%	-26%	4%	-7%	17%

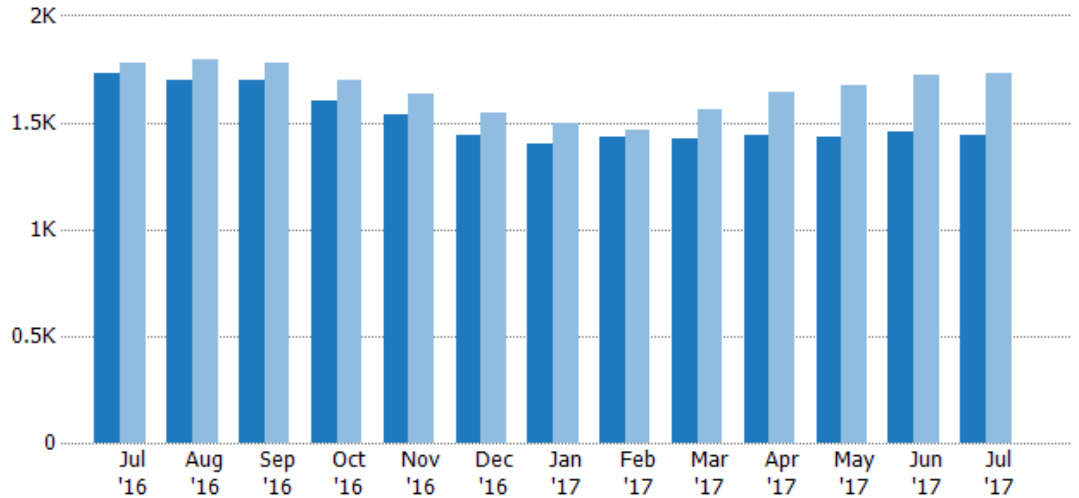
Active Listings

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.
Jul '17	1.44K	-16.7%
Jul '16	1.73K	-2.9%
Jul '15	1.78K	7.6%



Current Year	1.73K	1.7K	1.7K	1.6K	1.54K	1.44K	1.4K	1.43K	1.42K	1.44K	1.43K	1.45K	1.44K
Prior Year	1.78K	1.8K	1.78K	1.7K	1.64K	1.55K	1.49K	1.46K	1.56K	1.64K	1.68K	1.72K	1.73K
Percent Change from Prior Year	-3%	-5%	-5%	-6%	-6%	-7%	-6%	-2%	-9%	-12%	-15%	-15%	-17%

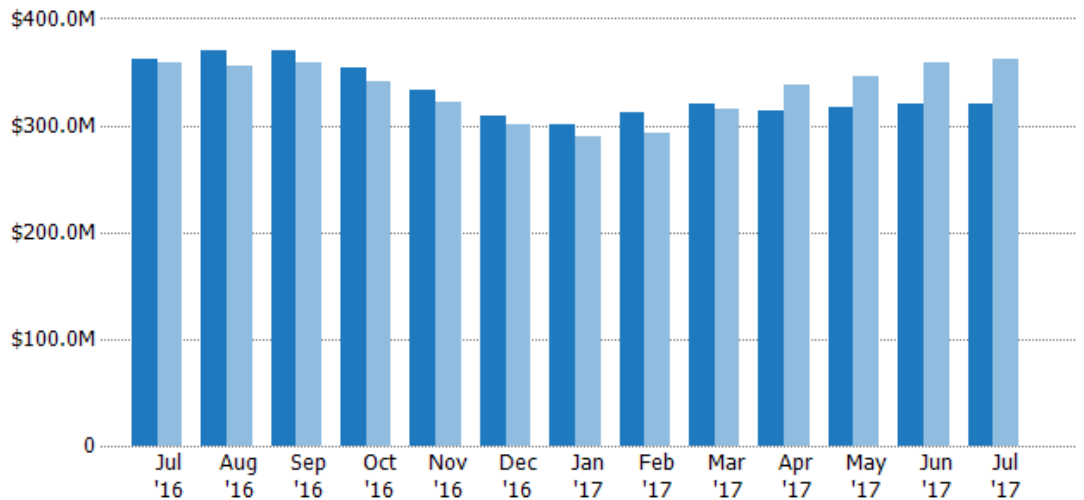
Active Listing Volume

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.
Jul '17	\$320M	-11.7%
Jul '16	\$362M	1%
Jul '15	\$358M	6.4%



Current Year	\$362M	\$370M	\$371M	\$354M	\$334M	\$309M	\$301M	\$312M	\$320M	\$314M	\$317M	\$320M	\$320M
Prior Year	\$358M	\$356M	\$359M	\$341M	\$321M	\$300M	\$290M	\$293M	\$315M	\$338M	\$346M	\$359M	\$362M
Percent Change from Prior Year	1%	4%	3%	4%	4%	3%	4%	7%	2%	-7%	-8%	-11%	-12%

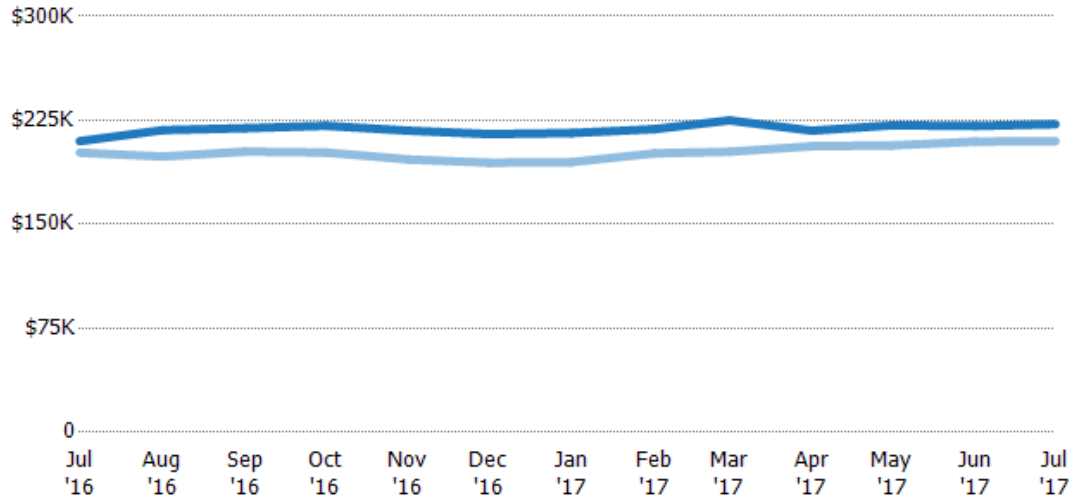
Average Listing Price

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.
Jul '17	\$222K	5.8%
Jul '16	\$210K	4.1%
Jul '15	\$202K	-1.1%



	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	\$210K	\$218K	\$219K	\$221K	\$218K	\$215K	\$216K	\$219K	\$225K	\$218K	\$221K	\$221K	\$222K
Prior Year	\$202K	\$199K	\$202K	\$202K	\$197K	\$194K	\$195K	\$201K	\$202K	\$206K	\$207K	\$210K	\$210K
Percent Change from Prior Year	4%	10%	8%	10%	11%	11%	11%	9%	11%	5%	7%	5%	6%

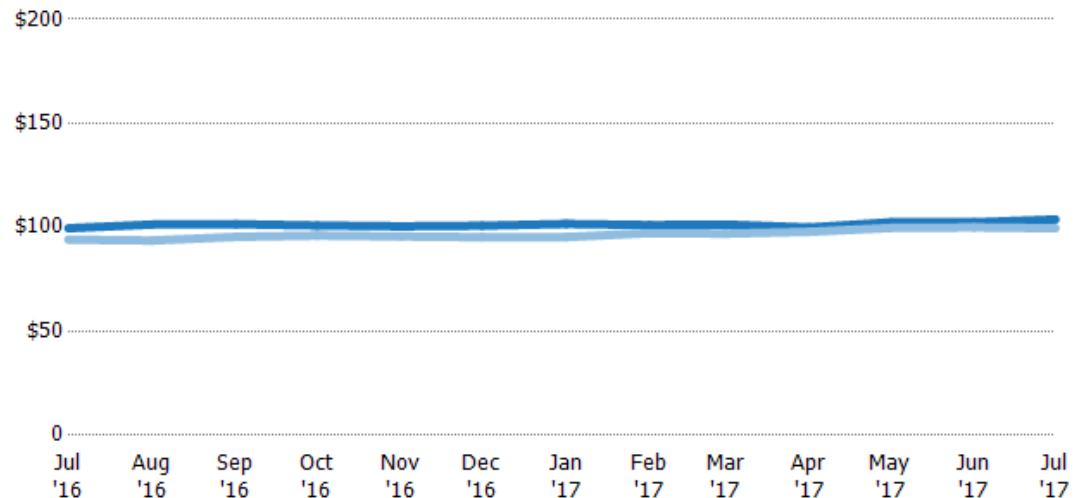
Average Listing Price per Sq Ft

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.
Jul '17	\$104	4.3%
Jul '16	\$100	5.8%
Jul '15	\$94.1	-

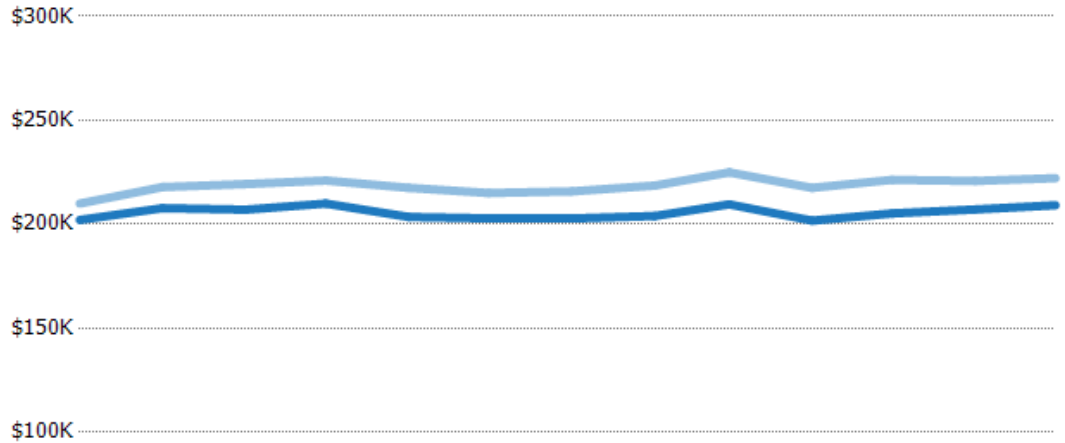


	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	\$100	\$101	\$102	\$101	\$100	\$101	\$102	\$101	\$101	\$100	\$102	\$102	\$104
Prior Year	\$94.1	\$93.6	\$95.4	\$96	\$95.6	\$95.2	\$95.3	\$97.2	\$96.9	\$97.8	\$100	\$100	\$100
Percent Change from Prior Year	6%	8%	6%	5%	5%	6%	7%	4%	5%	2%	3%	2%	4%

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

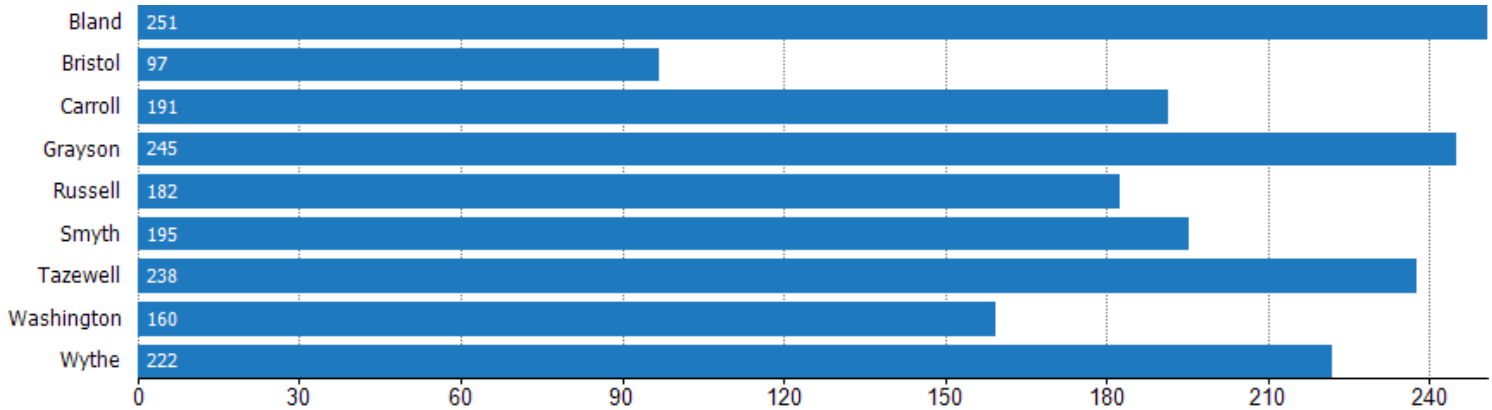


	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Avg Est Value	\$202K	\$208K	\$207K	\$210K	\$204K	\$203K	\$203K	\$204K	\$210K	\$202K	\$205K	\$207K	\$209K
Avg Listing Price	\$210K	\$218K	\$219K	\$221K	\$218K	\$215K	\$216K	\$219K	\$225K	\$218K	\$221K	\$221K	\$222K
Avg Listing Price as a % of Avg Est Value	104%	105%	106%	105%	107%	106%	106%	107%	107%	108%	108%	107%	106%

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



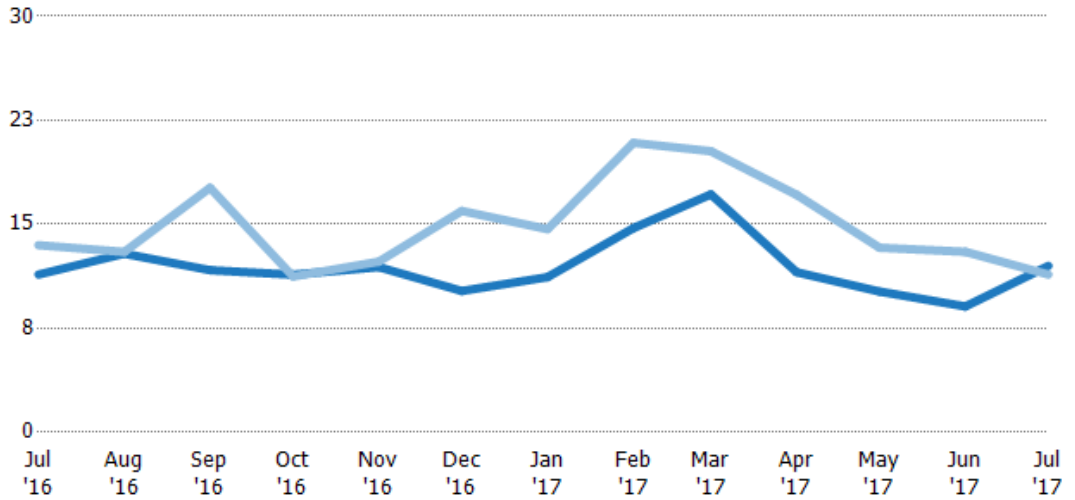
Months of Inventory

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.
Jul '17	12	5.5%
Jul '16	11.4	-15.7%
Jul '15	13.5	25.7%



Current Year	11.4	12.9	11.7	11.4	11.9	10.2	11.2	14.7	17.2	11.5	10.1	9.08	12
Prior Year	13.5	13	17.6	11.2	12.3	16	14.6	20.9	20.3	17.1	13.3	13	11.4
Percent Change from Prior Year	-16%	-1%	-34%	1%	-3%	-36%	-24%	-29%	-15%	-33%	-24%	-30%	5%

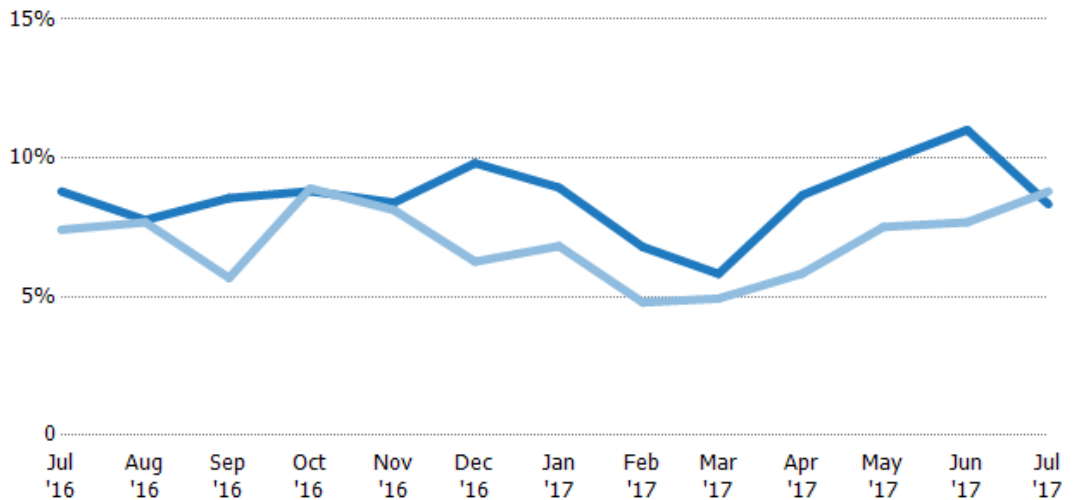
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 9 Selected

Month/Year	Rate	Chg.
Jul '17	8%	0.5%
Jul '16	9%	-1.4%
Jul '15	7%	-20.5%

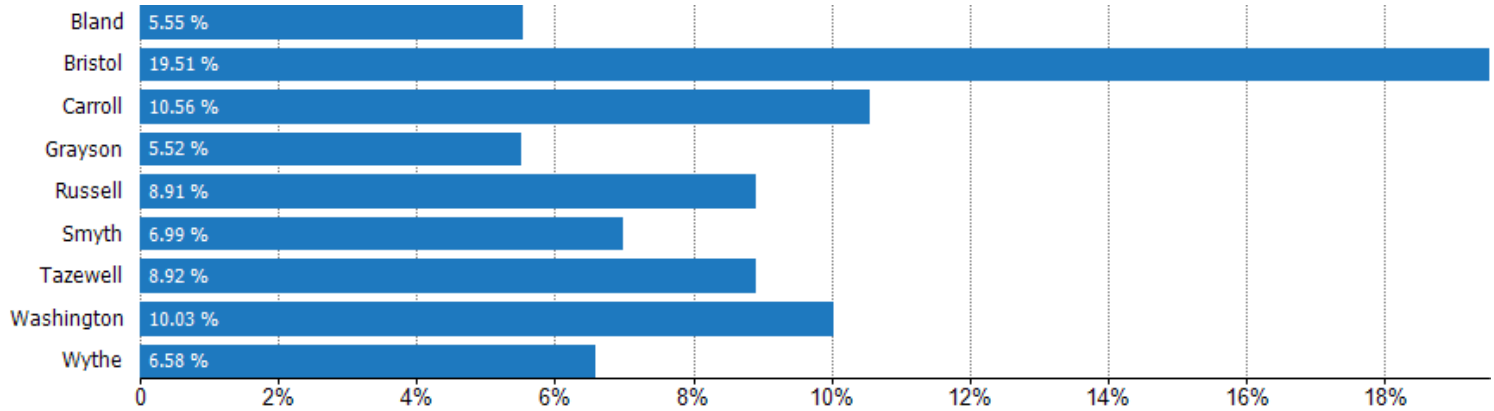


Current Year	9%	8%	9%	9%	8%	10%	9%	7%	6%	9%	10%	11%	8%
Prior Year	7%	8%	6%	9%	8%	6%	7%	5%	5%	6%	8%	8%	9%
Change from Prior Year	-1%	0%	-3%	0%	0%	-4%	-2%	-2%	-1%	-3%	-2%	-3%	0%

Absorption Rate (By County)

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

Filters Used: County: 9 Selected



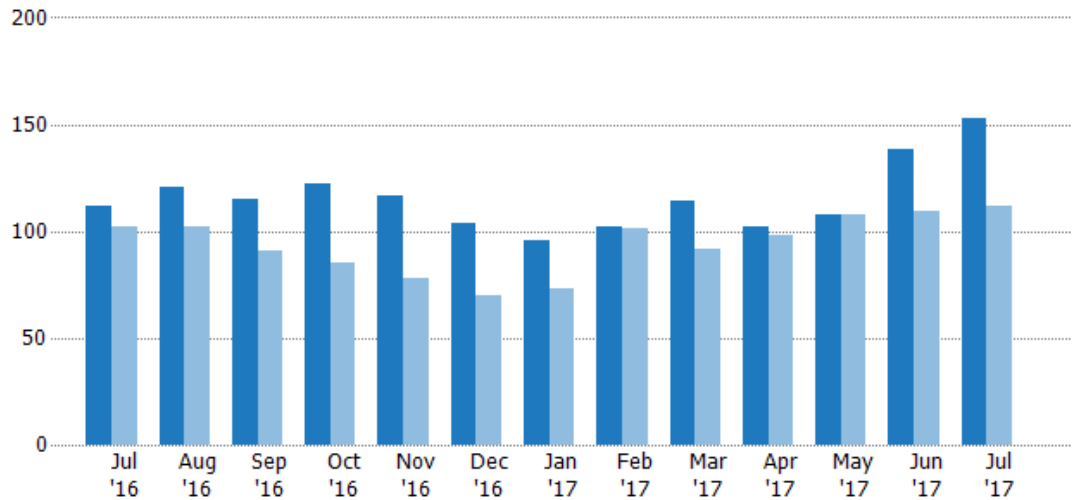
Pending Sales

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.
Jul '17	153	36.6%
Jul '16	112	9.8%
Jul '15	102	-2%



	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	112	121	115	122	117	104	96	102	114	102	108	138	153
Prior Year	102	102	91	85	78	70	73	101	92	98	108	109	112
Percent Change from Prior Year	10%	19%	26%	44%	50%	49%	32%	1%	24%	4%	0%	27%	37%

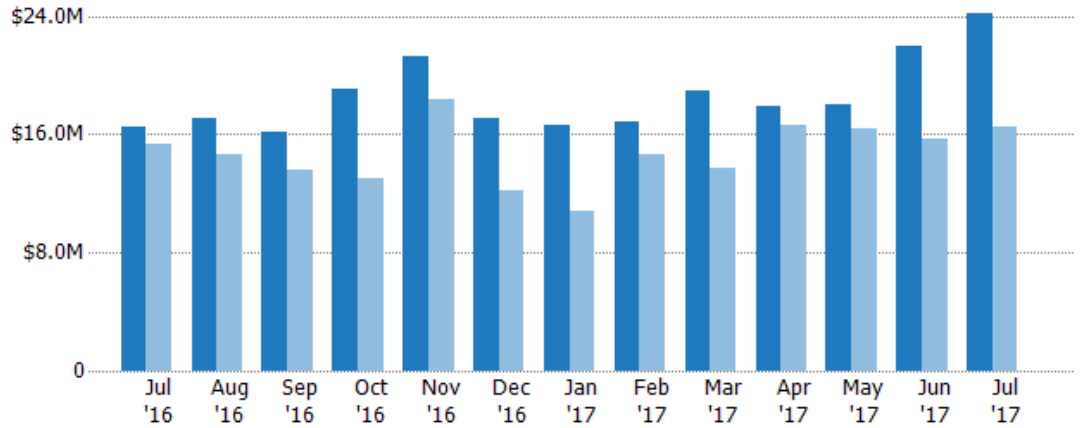
Pending Sales Volume

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.
Jul '17	\$24.2M	47%
Jul '16	\$16.5M	7%
Jul '15	\$15.4M	-6.1%



Current Year	\$16.5M	\$17.1M	\$16.2M	\$19.1M	\$21.2M	\$17.1M	\$16.6M	\$16.8M	\$19M	\$17.9M	\$18M	\$22M	\$24.2M
Prior Year	\$15.4M	\$14.7M	\$13.6M	\$13M	\$18.4M	\$12.2M	\$10.8M	\$14.6M	\$13.7M	\$16.6M	\$16.4M	\$15.7M	\$16.5M
Percent Change from Prior Year	7%	17%	19%	47%	15%	40%	54%	15%	38%	8%	10%	41%	47%

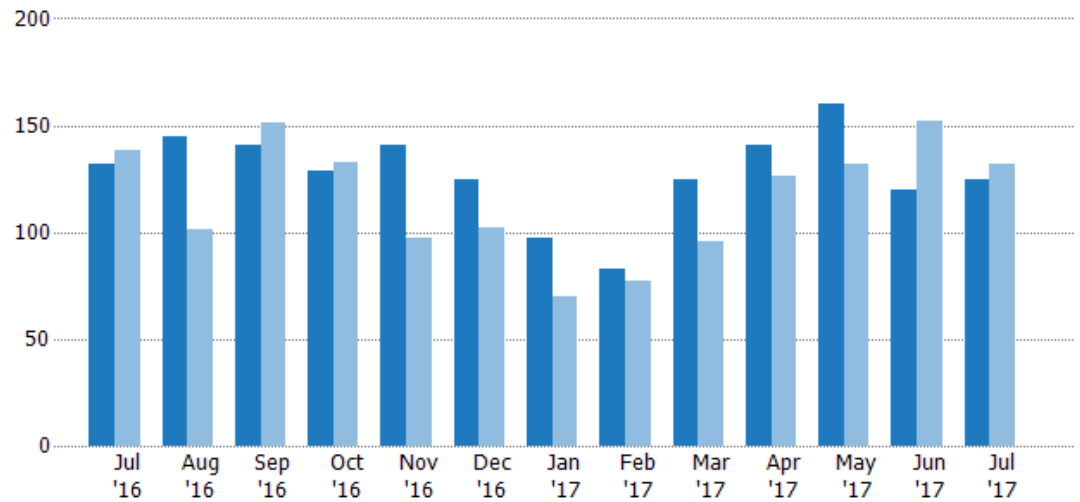
Closed Sales

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

Filters Used

County: 9 Selected

Month/Year	Count	% Chg.
Jul '17	125	-5.3%
Jul '16	132	-4.3%
Jul '15	138	-28.3%



Current Year	132	145	141	129	141	125	97	83	125	141	160	120	125
Prior Year	138	101	151	133	97	102	70	77	96	126	132	152	132
Percent Change from Prior Year	-4%	44%	-7%	-3%	45%	23%	39%	8%	30%	12%	21%	-21%	-5%

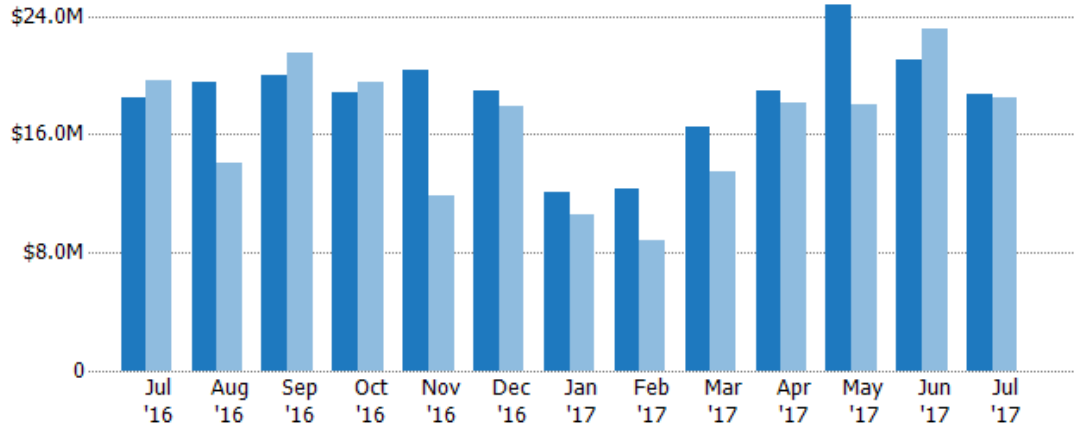
Closed Sales Volume

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.
Jul '17	\$18.8M	1.5%
Jul '16	\$18.5M	-5.9%
Jul '15	\$19.7M	-20.4%



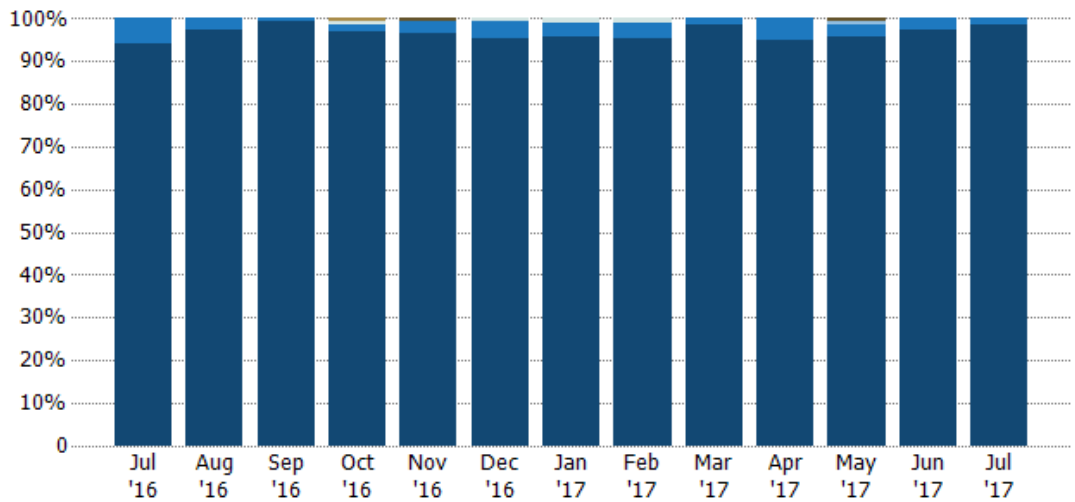
Current Year	\$18.5M	\$19.5M	\$20M	\$18.8M	\$20.4M	\$19M	\$12.1M	\$12.3M	\$16.5M	\$18.9M	\$24.7M	\$21M	\$18.8M
Prior Year	\$19.7M	\$14.1M	\$21.5M	\$19.5M	\$11.8M	\$18M	\$10.5M	\$8.78M	\$13.4M	\$18.1M	\$18M	\$23.2M	\$18.5M
Percent Change from Prior Year	-6%	38%	-7%	-4%	72%	6%	15%	40%	23%	5%	37%	-9%	2%

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

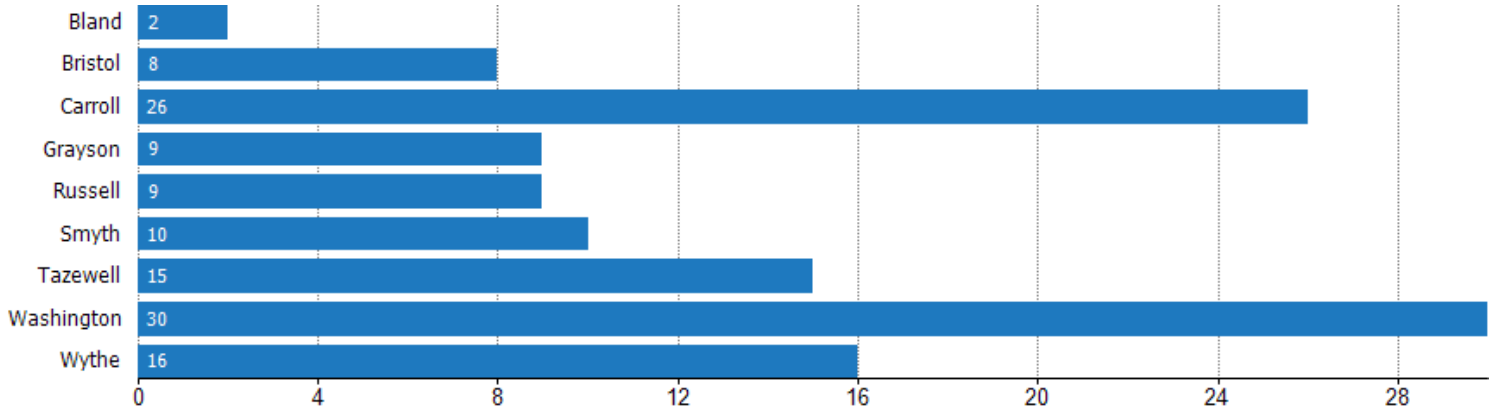


Other	-	-	-	1%	-	-	-	-	-	-	-	-	-
Farm/Ranch	-	-	-	-	1%	-	-	-	-	-	1%	-	-
Lot/Land	-	-	-	1%	-	1%	1%	1%	-	-	-	-	-
Multifamily/Multiplex	-	-	-	-	-	-	-	-	-	-	1%	-	-
Condo/Townhouse	6%	3%	1%	2%	3%	4%	3%	4%	2%	5%	3%	3%	2%
Single Family Residence	94%	97%	99%	97%	96%	95%	96%	95%	98%	95%	96%	98%	98%

Closed Sales (By County)

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

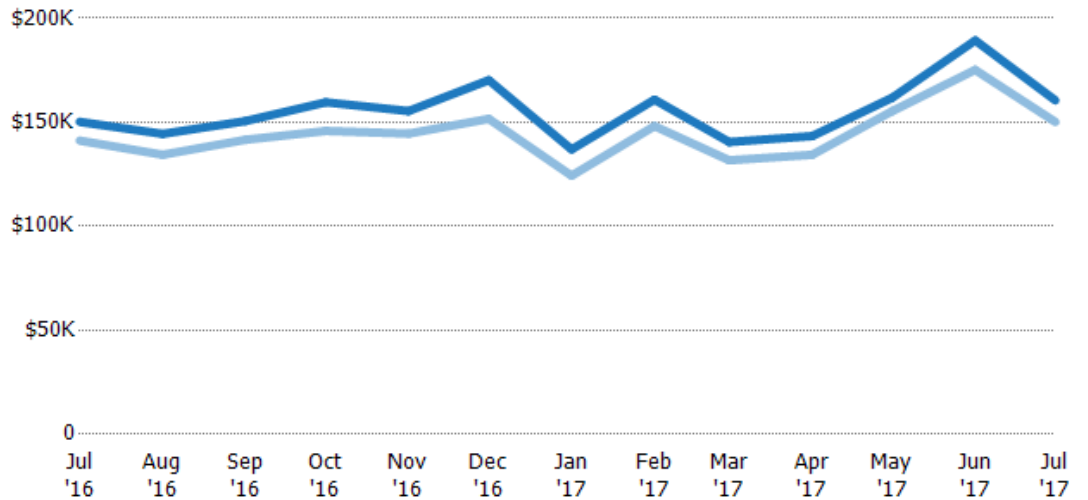
Filters Used: County: 9 Selected



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

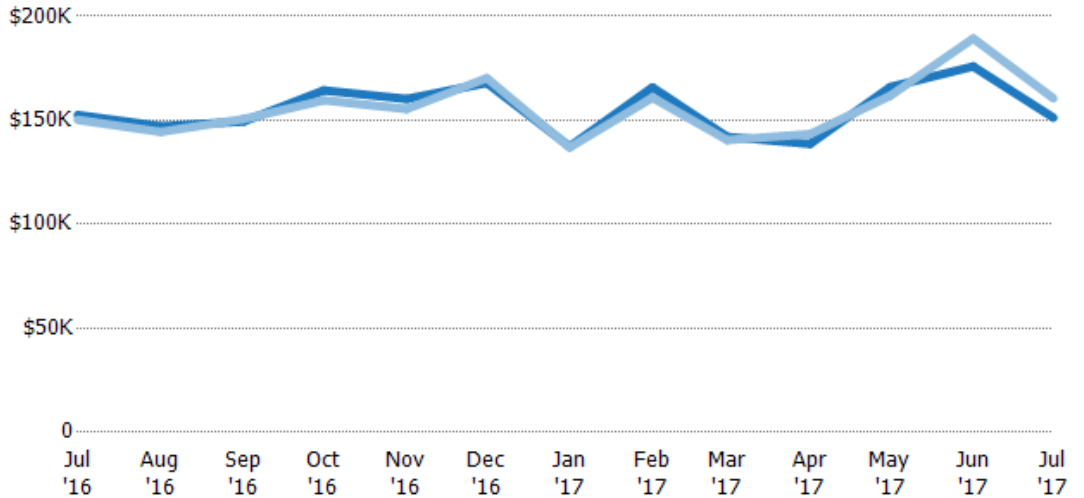


	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Avg List Price	\$150K	\$144K	\$151K	\$160K	\$155K	\$170K	\$137K	\$161K	\$141K	\$143K	\$162K	\$189K	\$161K
Avg Sales Price	\$141K	\$134K	\$142K	\$146K	\$145K	\$152K	\$124K	\$148K	\$132K	\$134K	\$155K	\$175K	\$150K
Avg Sales Price as a % of Avg List Price	94%	93%	94%	91%	93%	89%	91%	92%	94%	94%	96%	93%	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



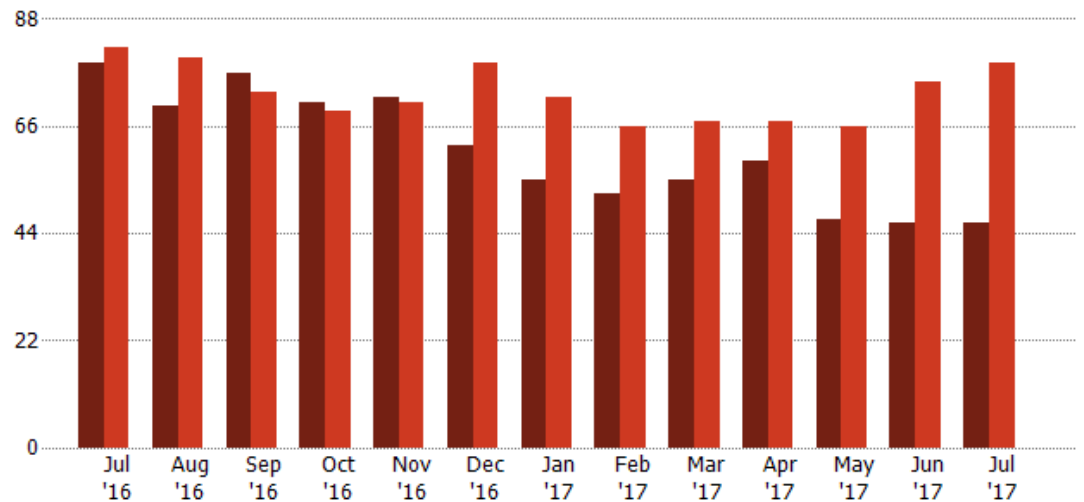
	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Avg Est Value	\$153K	\$147K	\$149K	\$164K	\$160K	\$168K	\$137K	\$166K	\$142K	\$139K	\$166K	\$176K	\$151K
Avg Sales Price	\$150K	\$144K	\$151K	\$160K	\$155K	\$170K	\$137K	\$161K	\$141K	\$143K	\$162K	\$189K	\$161K
Avg Sales Price as a % of Avg Est Value	98%	98%	101%	97%	97%	101%	100%	97%	99%	103%	97%	108%	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.
Jul '17	46	-41.8%
Jul '16	79	-3.7%
Jul '15	82	6.1%

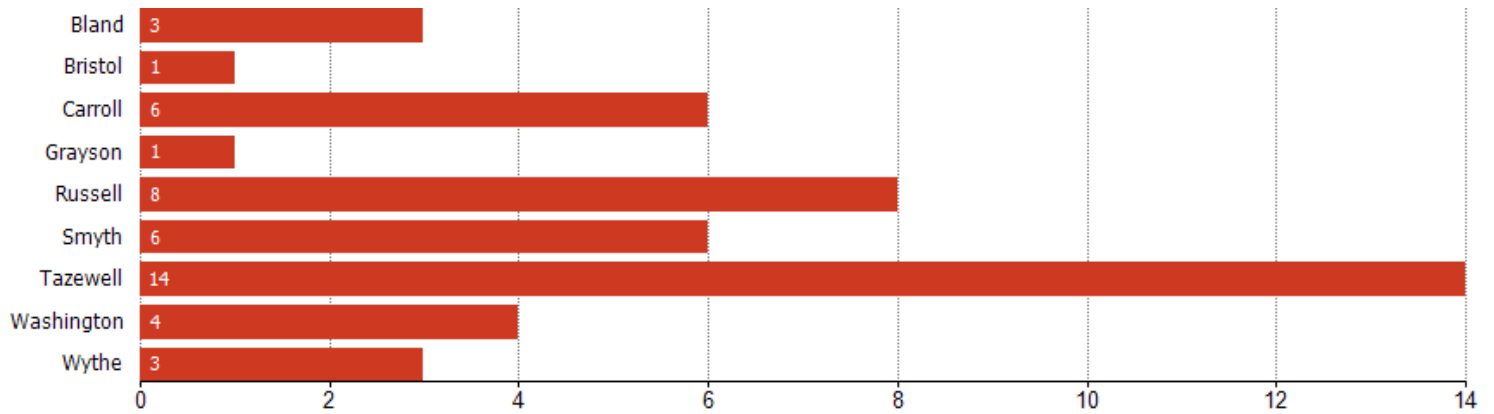


	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17
Current Year	79	70	77	71	72	62	55	52	55	59	47	46	46
Prior Year	82	80	73	69	71	79	72	66	67	67	66	75	79
Percent Change from Prior Year	-4%	-13%	5%	3%	1%	-22%	-24%	-21%	-18%	-12%	-29%	-39%	-42%

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: 08/07/2017

Scheduled: Yes

Report Date Range: From 7/2016 To: 7/2017

Information Included

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

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 7/2017 data

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