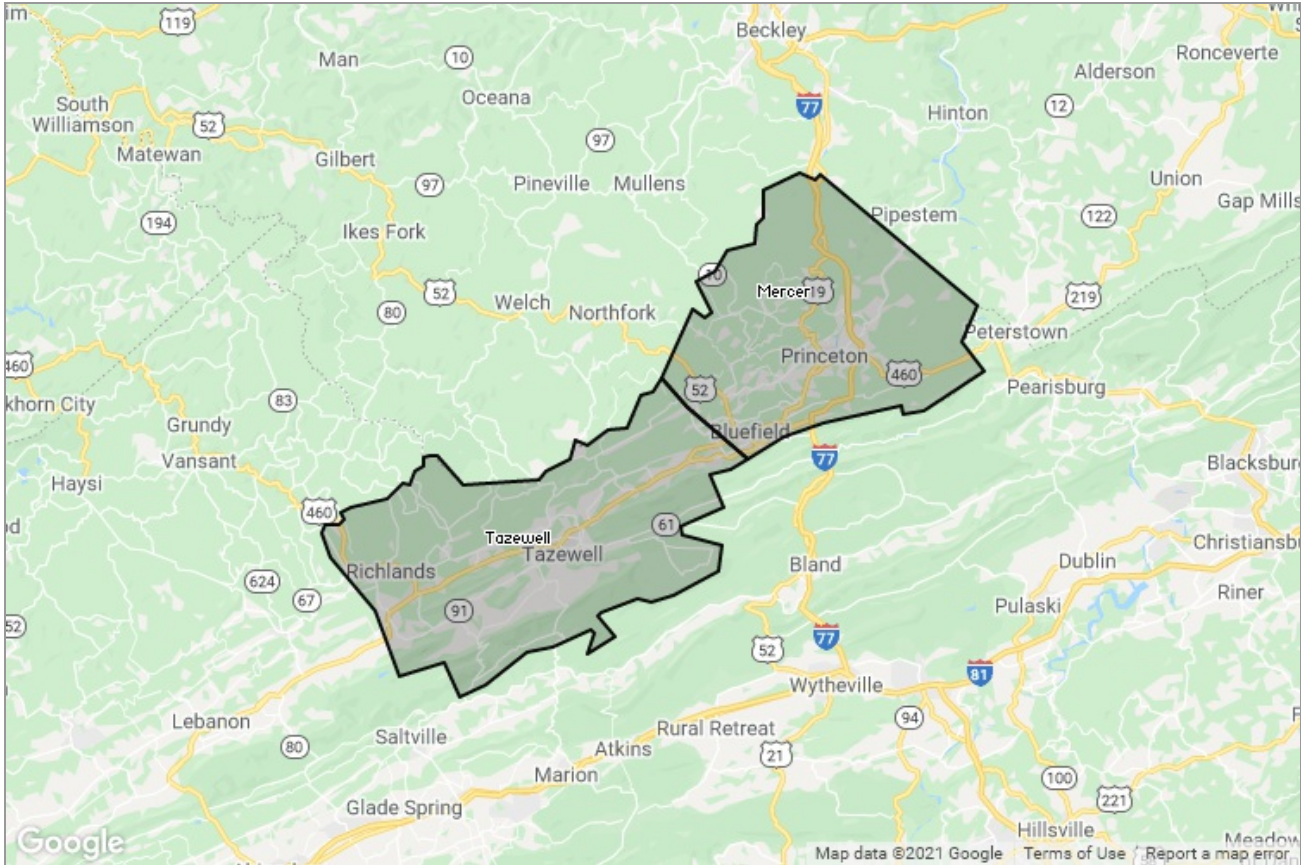




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
1/2020 – 1/2021

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 02/02/2021

Scheduled: Yes

Presented by

Mercer-Tazewell County Board of REALTORS®

(304) 487-3443

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

1460 Main St
Box 3
Princeton, WV 24740

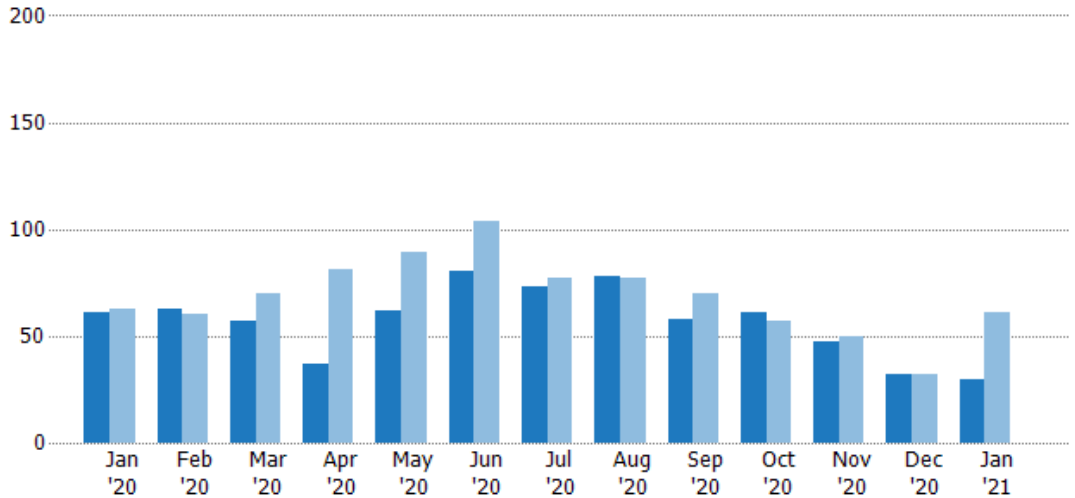
New Listings

The number of new residential listings that were added each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jan '21	30	-50.8%
Jan '20	61	-3.2%
Jan '19	63	-3.2%



Current Year	61	63	57	37	62	80	73	78	58	61	47	32	30
Prior Year	63	60	70	81	89	104	77	77	70	57	50	32	61
Percent Change from Prior Year	-3%	5%	-19%	-54%	-30%	-23%	-5%	1%	-17%	7%	-6%	0%	-51%

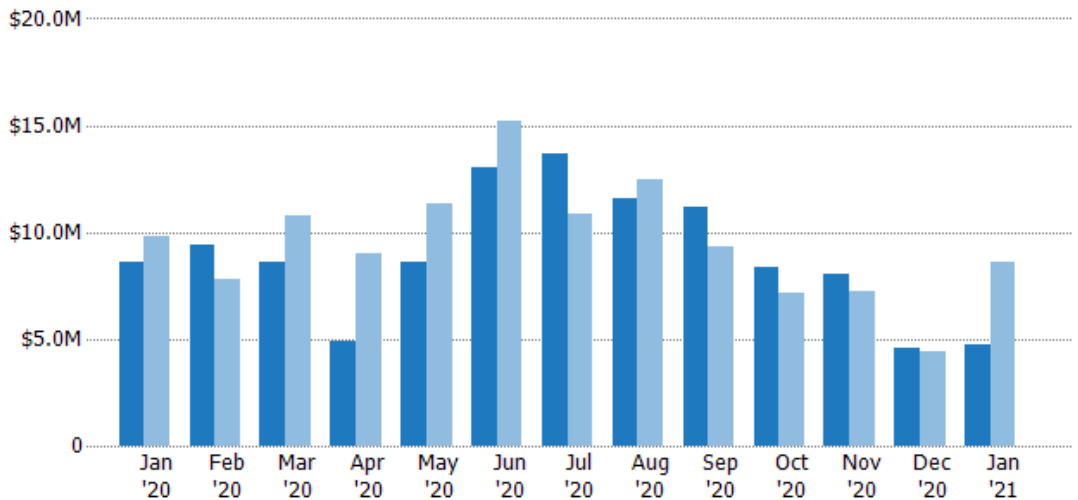
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Jan '21	\$4.7M	-45.4%
Jan '20	\$8.61M	-12.2%
Jan '19	\$9.81M	-32.6%



Current Year	\$8.61M	\$9.43M	\$8.6M	\$4.92M	\$8.64M	\$13M	\$13.7M	\$11.6M	\$11.2M	\$8.37M	\$8.02M	\$4.54M	\$4.7M
Prior Year	\$9.81M	\$7.83M	\$10.8M	\$9.01M	\$11.4M	\$15.2M	\$10.9M	\$12.5M	\$9.35M	\$7.13M	\$7.26M	\$4.44M	\$8.61M
Percent Change from Prior Year	-12%	21%	-20%	-45%	-24%	-15%	26%	-8%	19%	17%	11%	2%	-45%

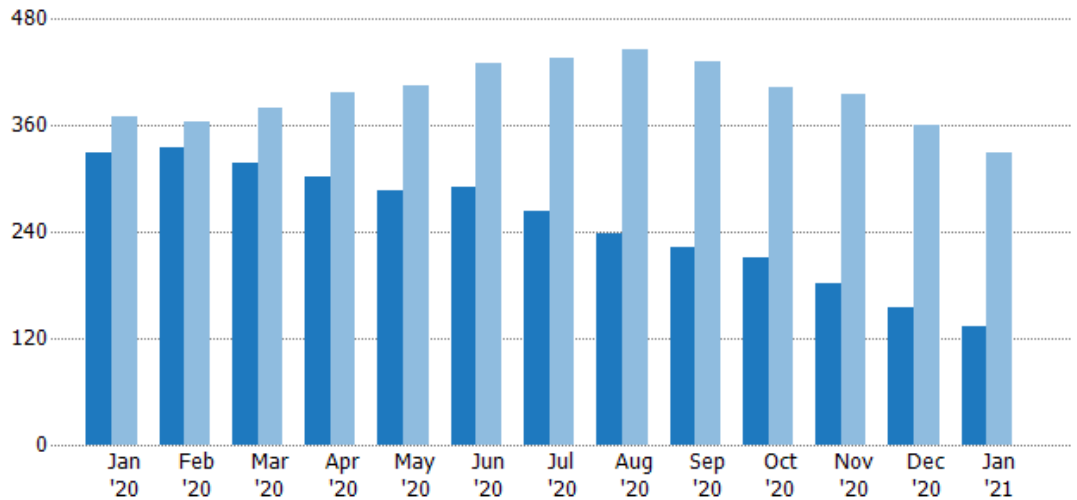
Active Listings

The number of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jan '21	134	-59.4%
Jan '20	330	-10.8%
Jan '19	370	7.3%



Current Year	330	335	318	302	287	291	263	238	222	212	182	155	134
Prior Year	370	365	380	398	405	430	436	445	432	403	395	360	330
Percent Change from Prior Year	-11%	-8%	-16%	-24%	-29%	-32%	-40%	-47%	-49%	-47%	-54%	-57%	-59%

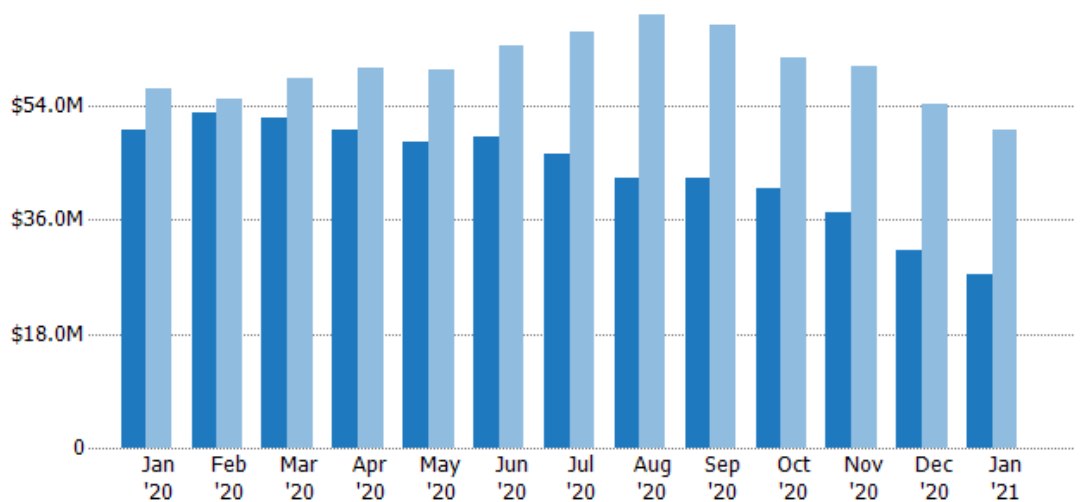
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Jan '21	\$27.3M	-45.5%
Jan '20	\$50.1M	-11.7%
Jan '19	\$56.7M	0.8%



Current Year	\$50.1M	\$52.9M	\$52.1M	\$50.1M	\$48.2M	\$49.1M	\$46.3M	\$42.5M	\$42.7M	\$40.9M	\$37.2M	\$31.1M	\$27.3M
Prior Year	\$56.7M	\$55M	\$58.3M	\$60M	\$59.8M	\$63.4M	\$65.8M	\$68.4M	\$66.8M	\$61.5M	\$60.2M	\$54.2M	\$50.1M
Percent Change from Prior Year	-12%	-4%	-11%	-17%	-19%	-23%	-30%	-38%	-36%	-34%	-38%	-43%	-46%

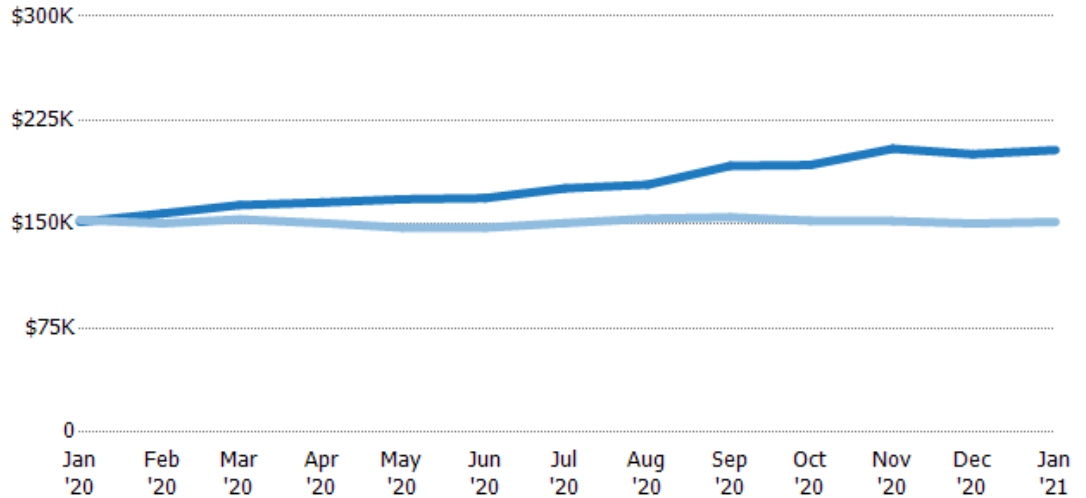
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Jan '21	\$204K	34.2%
Jan '20	\$152K	-1%
Jan '19	\$153K	-6.1%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$152K	\$158K	\$164K	\$166K	\$168K	\$169K	\$176K	\$179K	\$192K	\$193K	\$204K	\$201K	\$204K
Prior Year	\$153K	\$151K	\$154K	\$151K	\$148K	\$147K	\$151K	\$154K	\$155K	\$153K	\$152K	\$151K	\$152K
Percent Change from Prior Year	-1%	5%	7%	10%	14%	14%	17%	16%	24%	26%	34%	33%	34%

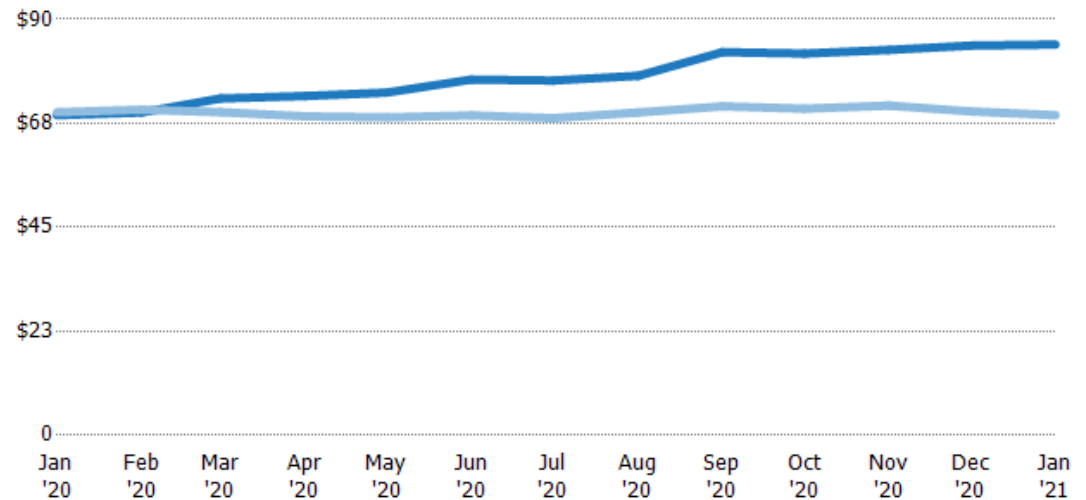
Average Listing Price per Sq Ft

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 '21	\$84.5	22.1%
Jan '20	\$69.3	-0.9%
Jan '19	\$69.9	-3.9%



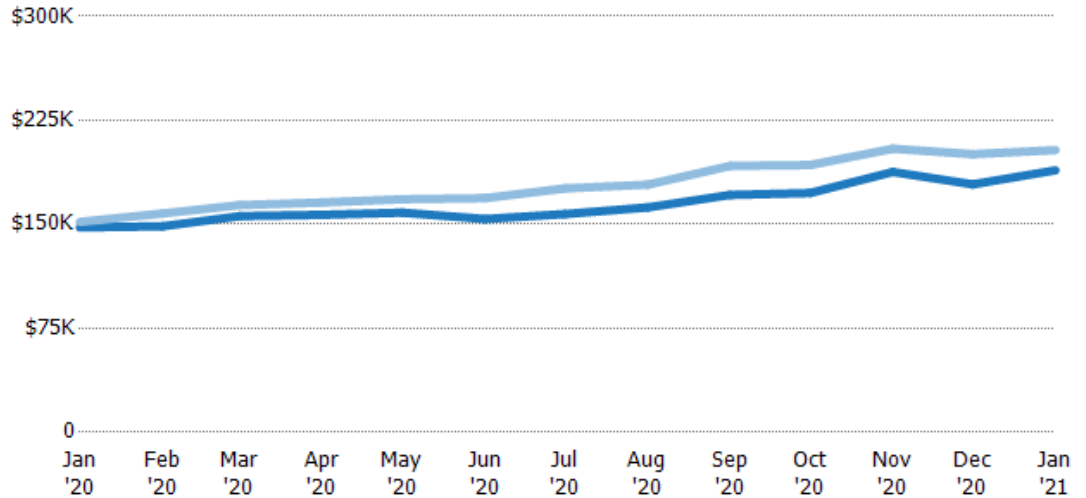
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$69.3	\$69.8	\$72.9	\$73.4	\$74.1	\$77	\$76.8	\$77.8	\$82.9	\$82.6	\$83.4	\$84.3	\$84.5
Prior Year	\$69.9	\$70.5	\$69.9	\$69	\$68.8	\$69.2	\$68.6	\$69.8	\$71.2	\$70.7	\$71.3	\$70.1	\$69.3
Percent Change from Prior Year	-1%	-1%	4%	6%	8%	11%	12%	11%	16%	17%	17%	20%	22%

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



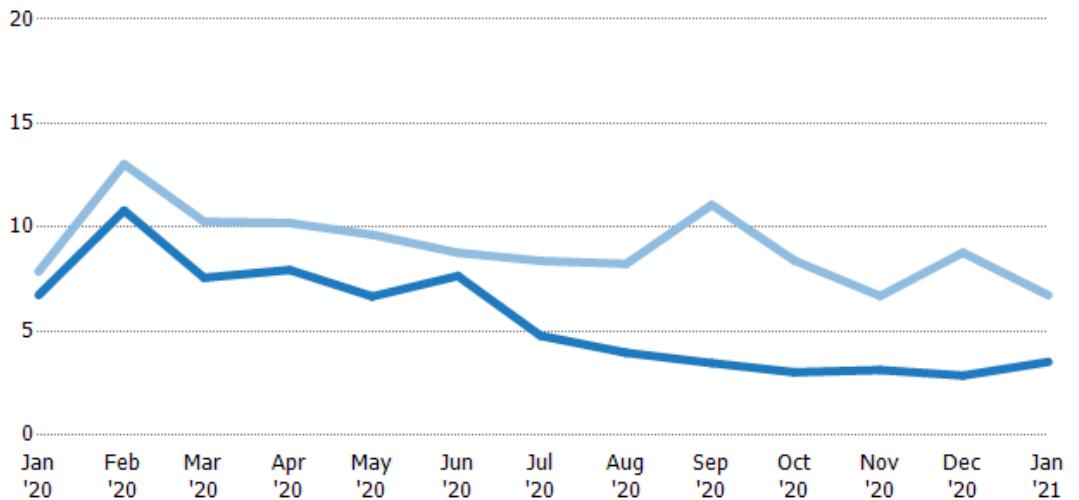
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg Est Value	\$148K	\$149K	\$156K	\$157K	\$158K	\$154K	\$157K	\$162K	\$171K	\$173K	\$188K	\$179K	\$189K
Avg Listing Price	\$152K	\$158K	\$164K	\$166K	\$168K	\$169K	\$176K	\$179K	\$192K	\$193K	\$204K	\$201K	\$204K
Avg Listing Price as a % of Avg Est Value	103%	106%	105%	106%	106%	110%	112%	110%	112%	112%	109%	112%	108%

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 '21	3.53	-47.6%
Jan '20	6.73	-14.5%
Jan '19	7.87	0.9%

	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	6.73	10.8	7.57	7.95	6.67	7.66	4.78	3.97	3.47	3.03	3.14	2.87	3.53
Prior Year	7.87	13	10.3	10.2	9.64	8.78	8.38	8.24	11.1	8.4	6.69	8.78	6.73
Percent Change from Prior Year	-14%	-17%	-26%	-22%	-31%	-13%	-43%	-52%	-69%	-64%	-53%	-67%	-48%

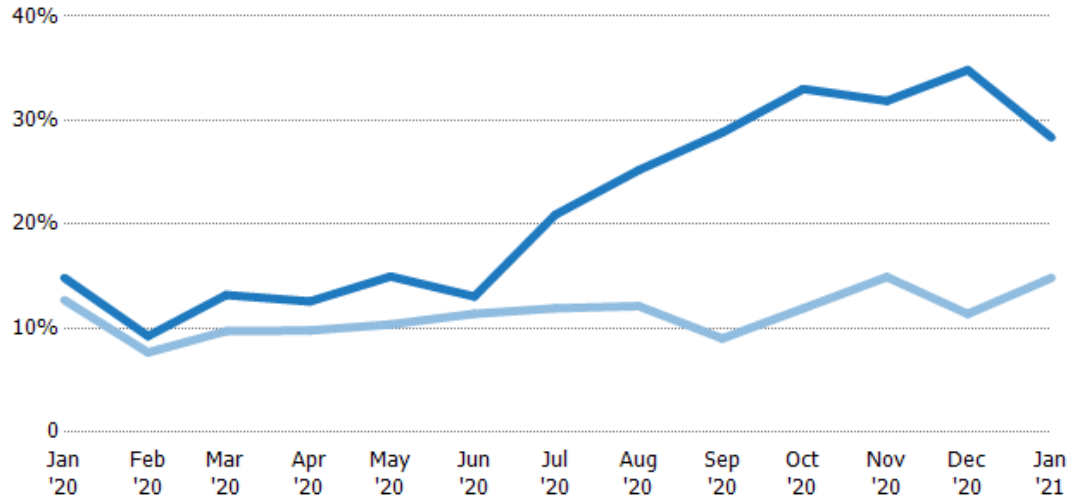
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Jan '21	28%	-13.5%
Jan '20	15%	-2.1%
Jan '19	13%	-0.9%

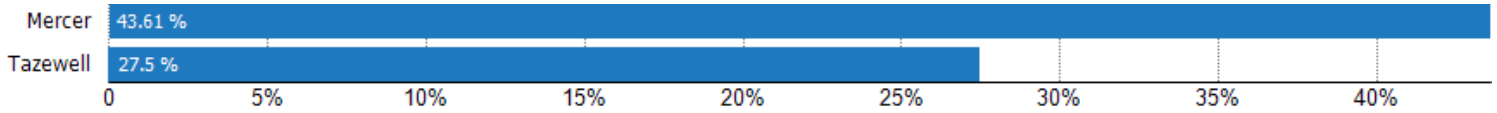


	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	15%	9%	13%	13%	15%	13%	21%	25%	29%	33%	32%	35%	28%
Prior Year	13%	8%	10%	10%	10%	11%	12%	12%	9%	12%	15%	11%	15%
Change from Prior Year	-2%	-2%	-3%	-3%	-5%	-2%	-9%	-13%	-20%	-21%	-17%	-23%	-14%

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



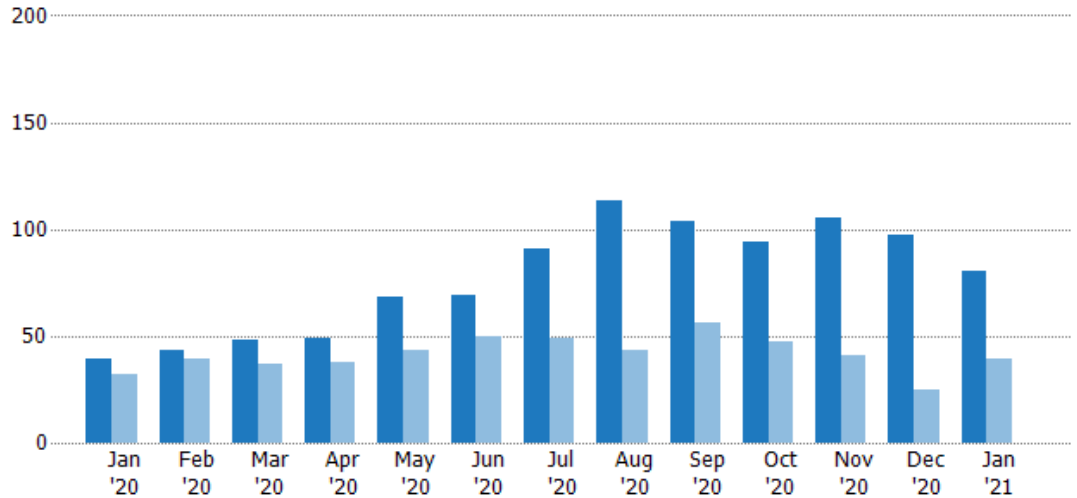
Pending Sales

The number of residential 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 '21	80	105.1%
Jan '20	39	21.9%
Jan '19	32	-6.3%



Current Year	39	43	48	49	68	69	91	113	104	94	105	97	80
Prior Year	32	39	37	38	43	50	49	43	56	47	41	25	39
Percent Change from Prior Year	22%	10%	30%	29%	58%	38%	86%	163%	86%	100%	156%	288%	105%

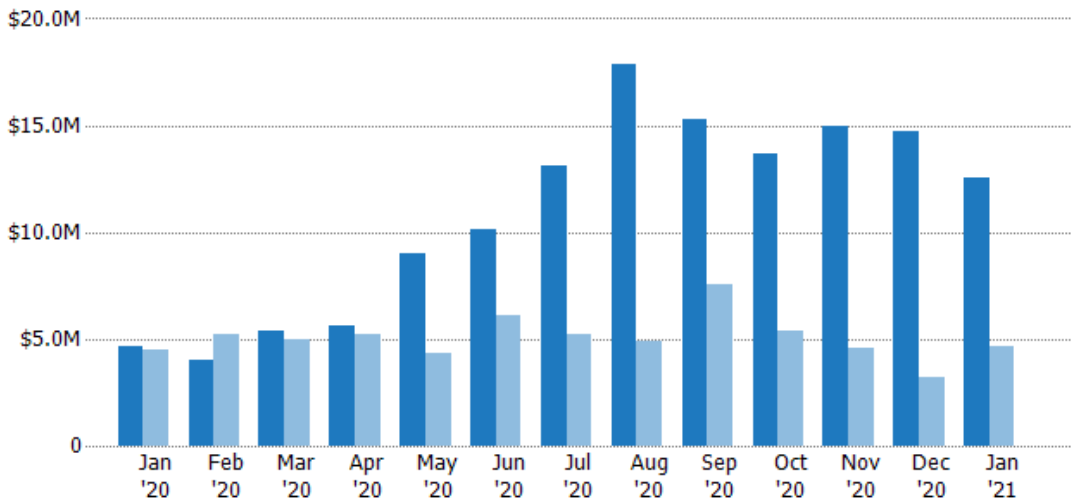
Pending Sales Volume

The sum of the sales price of residential 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 '21	\$12.6M	168%
Jan '20	\$4.69M	4%
Jan '19	\$4.51M	-19.2%



Current Year	\$4.69M	\$4.04M	\$5.4M	\$5.61M	\$9.03M	\$10.2M	\$13.1M	\$17.8M	\$15.3M	\$13.7M	\$15M	\$14.7M	\$12.6M
Prior Year	\$4.51M	\$5.19M	\$4.96M	\$5.22M	\$4.32M	\$6.08M	\$5.19M	\$4.91M	\$7.57M	\$5.34M	\$4.55M	\$3.24M	\$4.69M
Percent Change from Prior Year	4%	-22%	9%	7%	109%	67%	152%	263%	102%	156%	229%	354%	168%

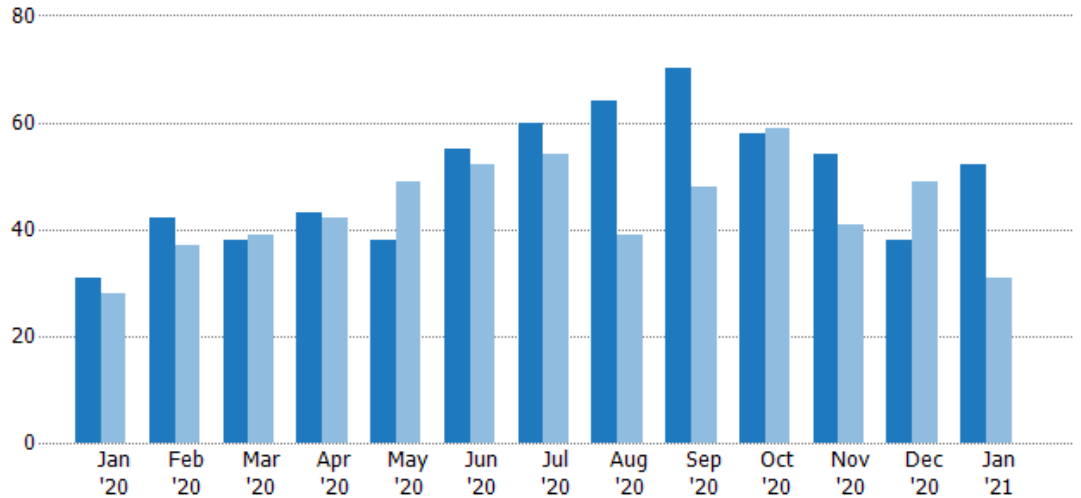
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jan '21	52	67.7%
Jan '20	31	10.7%
Jan '19	28	3.6%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	31	42	38	43	38	55	60	64	70	58	54	38	52
Prior Year	28	37	39	42	49	52	54	39	48	59	41	49	31
Percent Change from Prior Year	11%	14%	-3%	2%	-22%	6%	11%	64%	46%	-2%	32%	-22%	68%

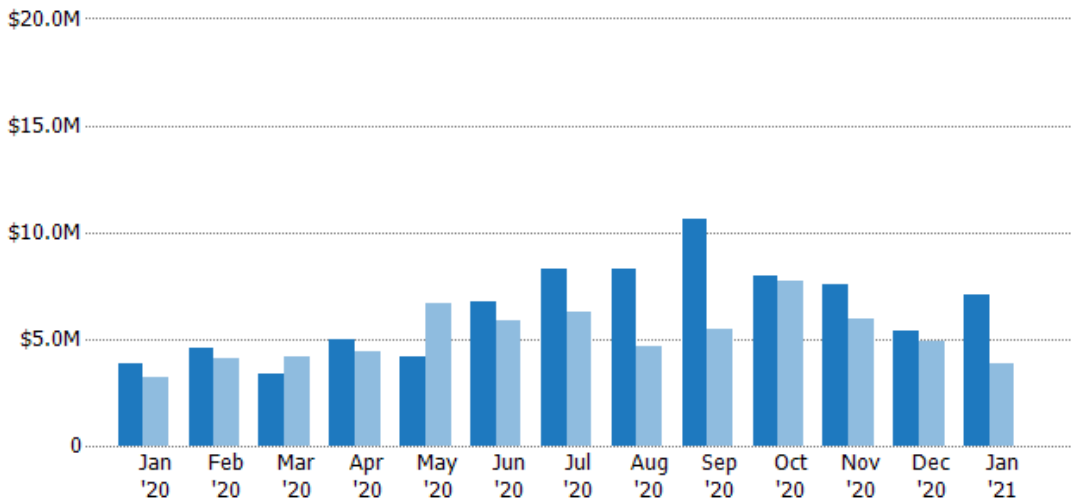
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

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

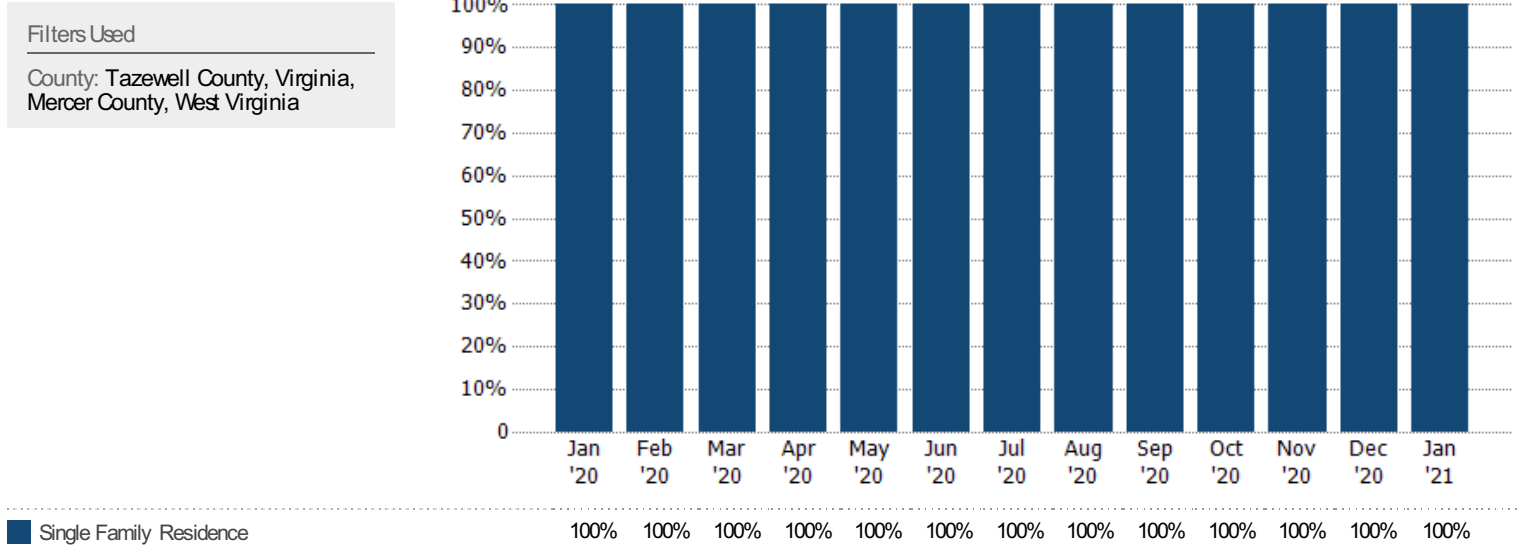
Month/ Year	Volume	% Chg.
Jan '21	\$7.07M	84.3%
Jan '20	\$3.84M	20.8%
Jan '19	\$3.18M	5.2%



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	\$3.84M	\$4.58M	\$3.33M	\$4.96M	\$4.17M	\$6.78M	\$8.31M	\$8.25M	\$10.6M	\$7.99M	\$7.55M	\$5.36M	\$7.07M
Prior Year	\$3.18M	\$4.07M	\$4.2M	\$4.43M	\$6.68M	\$5.89M	\$6.25M	\$4.7M	\$5.43M	\$7.7M	\$5.98M	\$4.88M	\$3.84M
Percent Change from Prior Year	21%	13%	-21%	12%	-38%	15%	33%	76%	95%	4%	26%	10%	84%

Closed Sales by Property Type

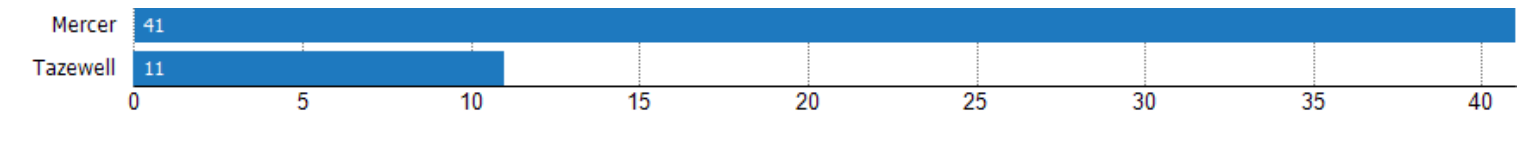
The percentage of residential properties sold each month by property type.



Closed Sales (By County)

The total number of residential properties sold during the last month by county.

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

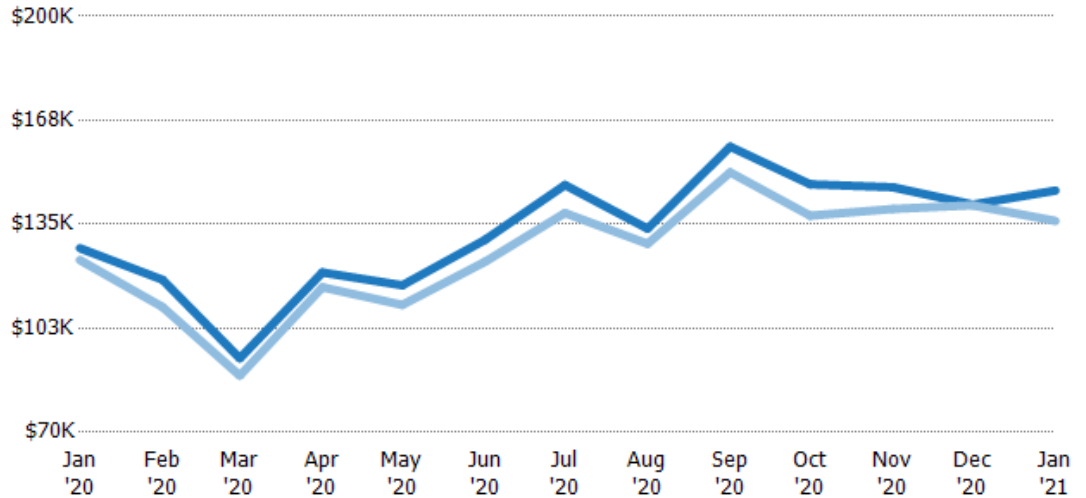


Average Sales Price vs Average Listing Price

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



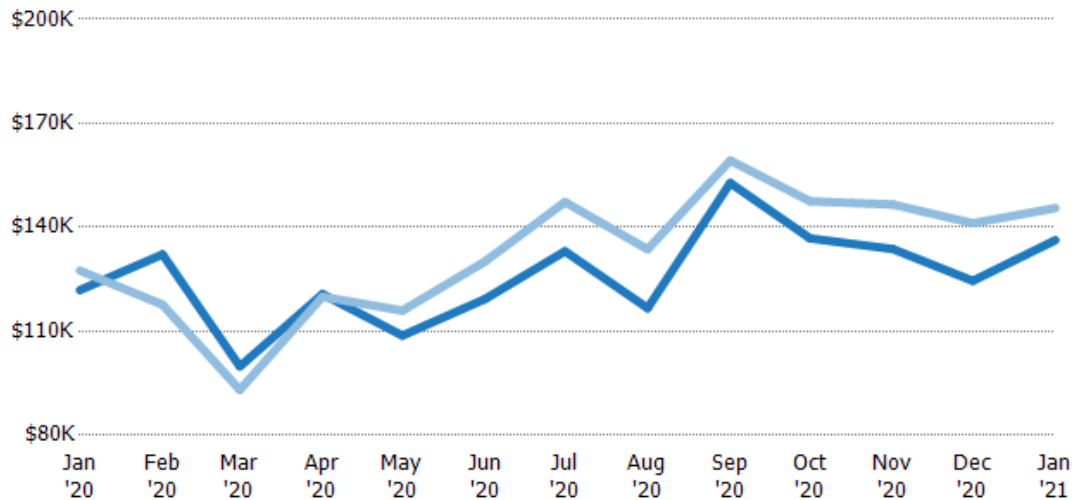
Avg List Price	\$128K	\$118K	\$93.1K	\$120K	\$116K	\$130K	\$147K	\$134K	\$159K	\$147K	\$147K	\$141K	\$146K
Avg Sales Price	\$124K	\$109K	\$87.7K	\$115K	\$110K	\$123K	\$139K	\$129K	\$151K	\$138K	\$140K	\$141K	\$136K
Avg Sales Price as a % of Avg List Price	97%	93%	94%	96%	95%	95%	94%	96%	95%	93%	95%	100%	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



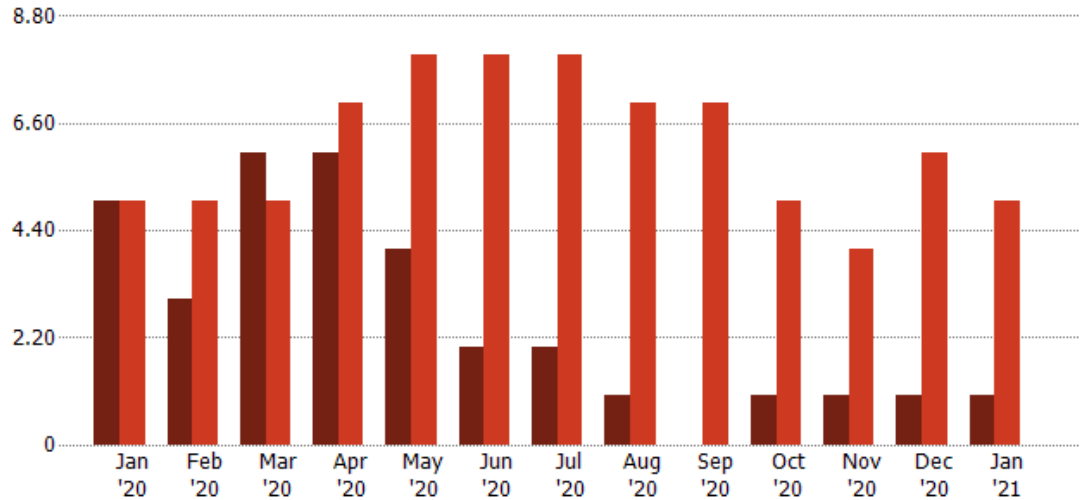
Avg Est Value	\$122K	\$132K	\$100K	\$121K	\$109K	\$119K	\$133K	\$117K	\$153K	\$137K	\$134K	\$125K	\$136K
Avg Sales Price	\$128K	\$118K	\$93.1K	\$120K	\$116K	\$130K	\$147K	\$134K	\$159K	\$147K	\$147K	\$141K	\$146K
Avg Sales Price as a % of Avg Est Value	105%	89%	93%	99%	107%	109%	111%	115%	104%	108%	110%	113%	107%

Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

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

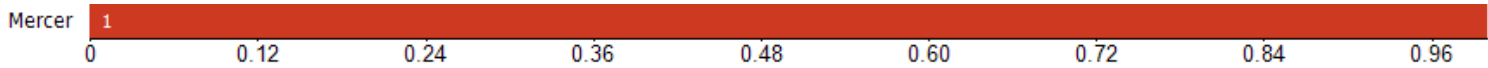


Current Year	5	3	6	6	4	2	2	1	-	1	1	1	1
Prior Year	5	5	5	7	8	8	8	7	7	5	4	6	5
Percent Change from Prior Year	0%	-40%	20%	-14%	-50%	-75%	-75%	-86%	-100%	-80%	-75%	-83%	-80%

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: 02/02/2021

Scheduled: Yes

Report Date Range: From 1/2020 To: 1/2021

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 1/2021 data

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