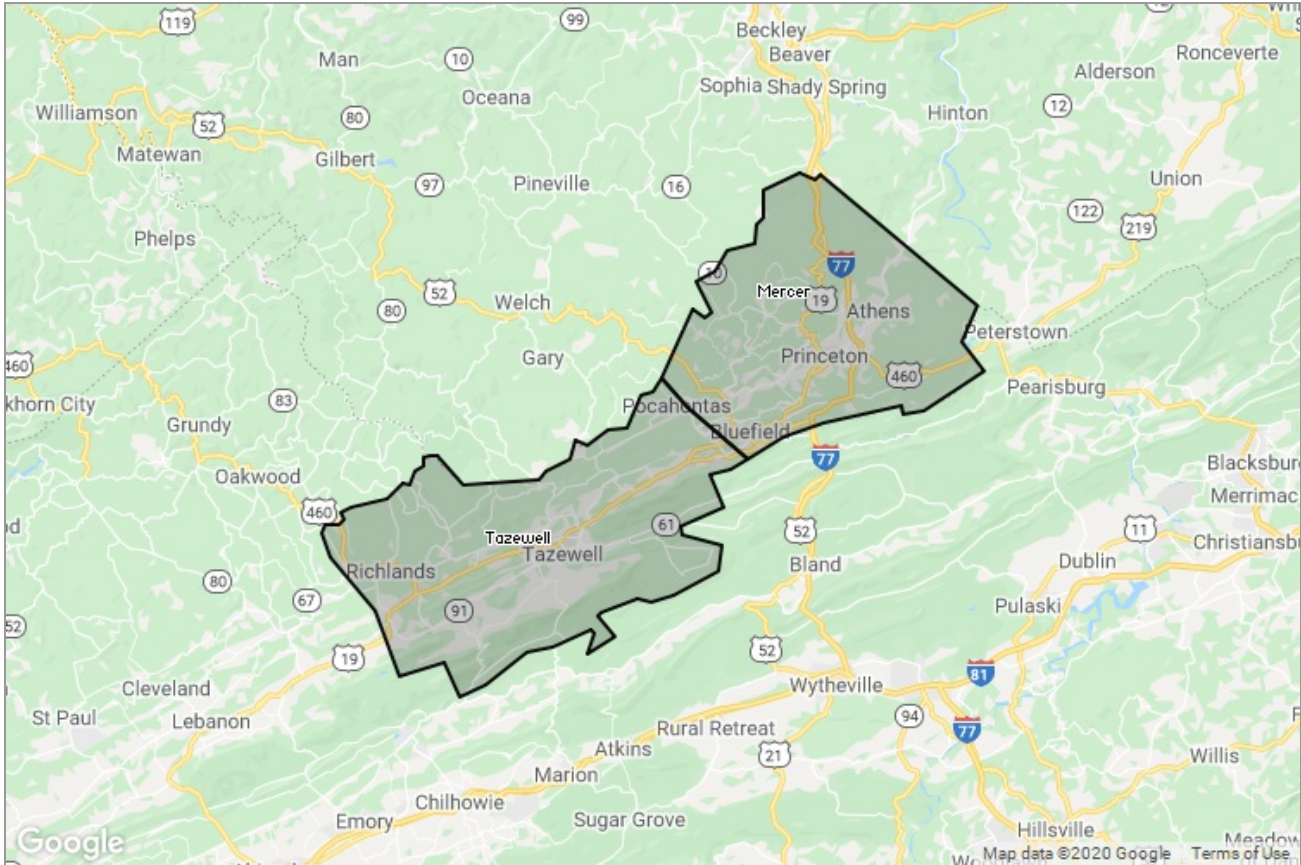




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
2/2019 – 2/2020

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 03/04/2020

**Scheduled:** No

Presented by

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

(304) 487-3443

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

1460 Main St  
Box 3  
Princeton, WV 24740

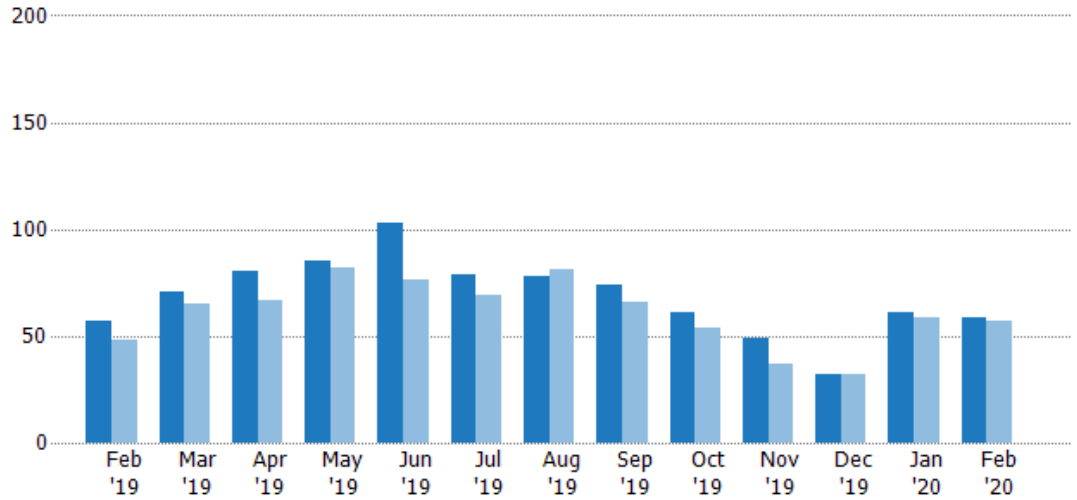
## New Listings

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.
Feb '20	59	3.5%
Feb '19	57	18.8%
Feb '18	48	12.5%



Current Year	57	71	80	85	103	79	78	74	61	49	32	61	59
Prior Year	48	65	67	82	76	69	81	66	54	37	32	59	57
Percent Change from Prior Year	19%	9%	19%	4%	36%	14%	-4%	12%	13%	32%	0%	3%	4%

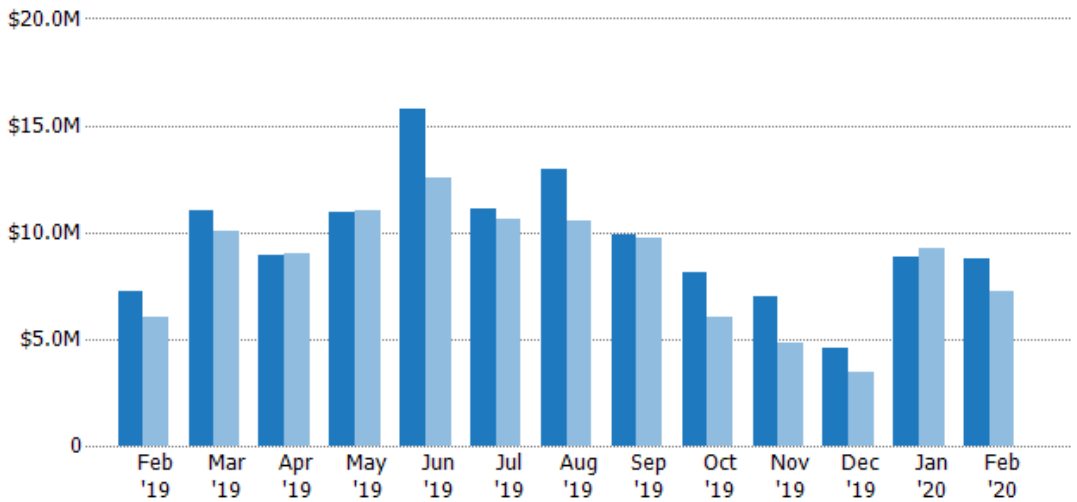
## New Listing Volume

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.
Feb '20	\$8.74M	20.4%
Feb '19	\$7.26M	21.2%
Feb '18	\$5.99M	6.8%



Current Year	\$7.26M	\$11M	\$8.89M	\$11M	\$15.7M	\$11.1M	\$13M	\$9.87M	\$8.12M	\$6.96M	\$4.58M	\$8.83M	\$8.74M
Prior Year	\$5.99M	\$10M	\$9.03M	\$11M	\$12.5M	\$10.6M	\$10.6M	\$9.72M	\$6M	\$4.81M	\$3.47M	\$9.21M	\$7.26M
Percent Change from Prior Year	21%	10%	-2%	-1%	26%	4%	23%	2%	35%	45%	32%	-4%	20%

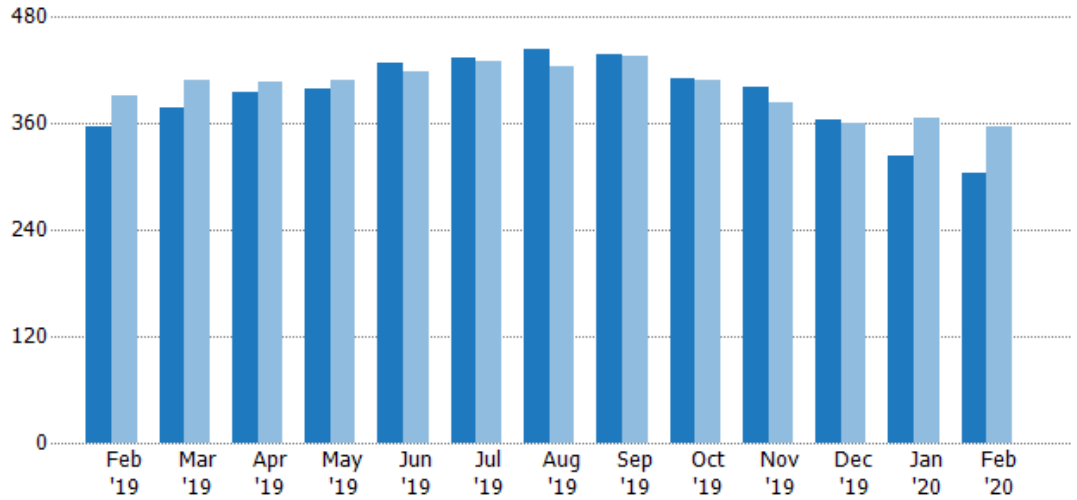
## Active Listings

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.
Feb '20	305	-14.3%
Feb '19	356	-9%
Feb '18	391	9.7%



Current Year	356	377	395	400	428	435	443	437	411	401	364	323	305
Prior Year	391	408	407	408	419	431	424	436	409	383	360	367	356
Percent Change from Prior Year	-9%	-8%	-3%	-2%	2%	1%	4%	0%	0%	5%	1%	-12%	-14%

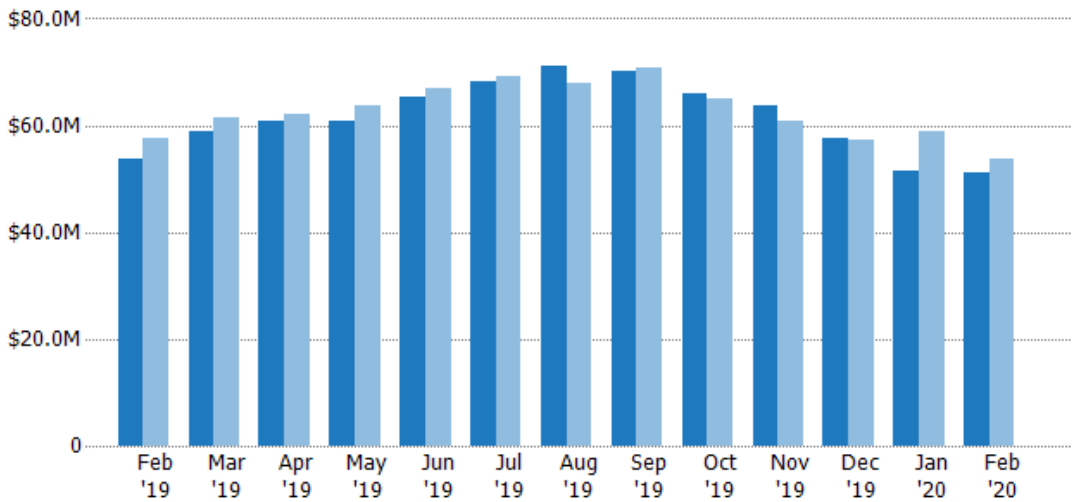
## Active Listing Volume

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.
Feb '20	\$51.1M	-4.9%
Feb '19	\$53.8M	-6.4%
Feb '18	\$57.5M	9%



Current Year	\$53.8M	\$58.9M	\$60.9M	\$60.7M	\$65.4M	\$68.1M	\$71.1M	\$70.1M	\$66M	\$63.7M	\$57.7M	\$51.3M	\$51.1M
Prior Year	\$57.5M	\$61.6M	\$62.1M	\$63.7M	\$66.8M	\$69.3M	\$67.9M	\$70.8M	\$65.1M	\$61M	\$57.3M	\$59M	\$53.8M
Percent Change from Prior Year	-6%	-4%	-2%	-5%	-2%	-2%	5%	-1%	1%	5%	1%	-13%	-5%

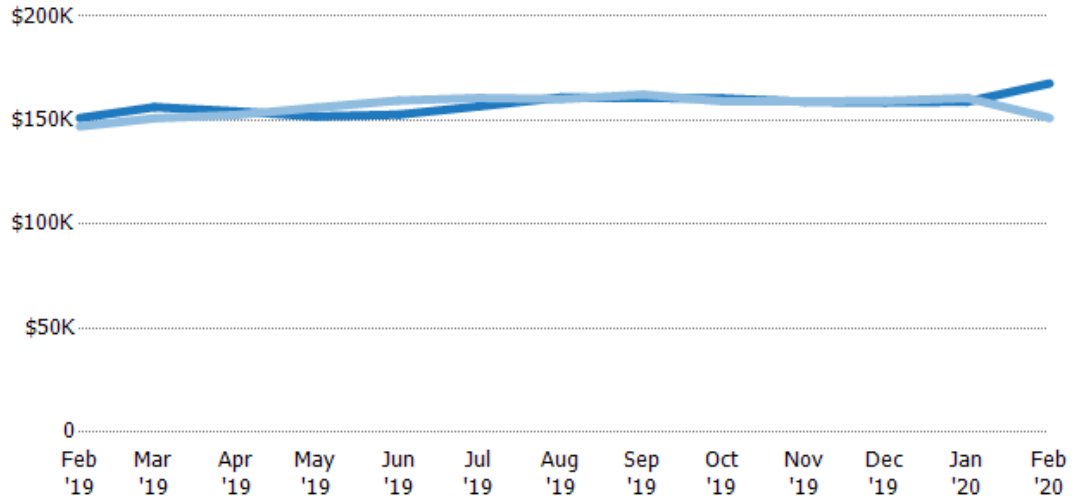
## Average Listing Price

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.
Feb '20	\$168K	11%
Feb '19	\$151K	2.8%
Feb '18	\$147K	-0.6%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$151K	\$156K	\$154K	\$152K	\$153K	\$157K	\$161K	\$161K	\$160K	\$159K	\$159K	\$159K	\$168K
Prior Year	\$147K	\$151K	\$153K	\$156K	\$159K	\$161K	\$160K	\$162K	\$159K	\$159K	\$159K	\$161K	\$151K
Percent Change from Prior Year	3%	4%	1%	-3%	-4%	-3%	0%	-1%	1%	0%	0%	-1%	11%

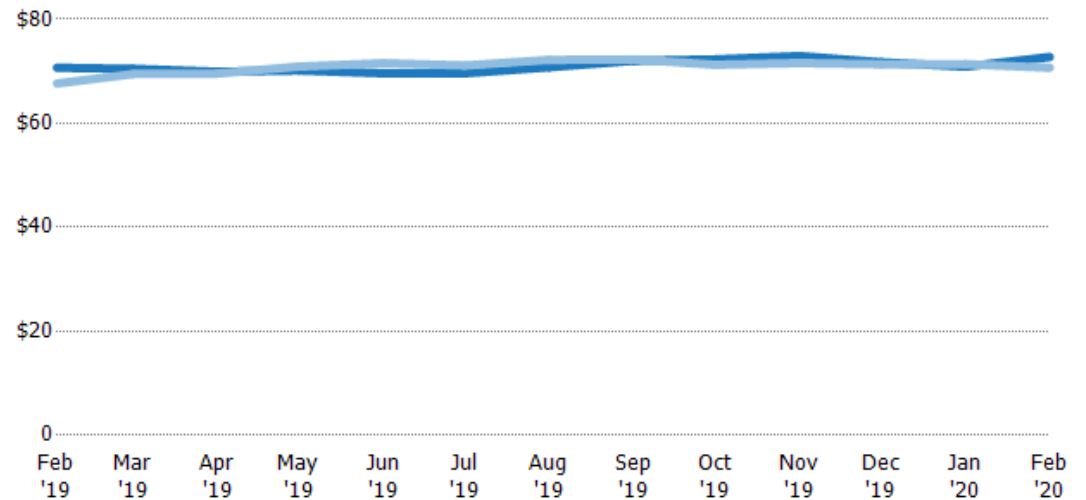
## Average Listing Price per Sq Ft

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.
Feb '20	\$72.7	2.9%
Feb '19	\$70.7	4.5%
Feb '18	\$67.7	2.2%



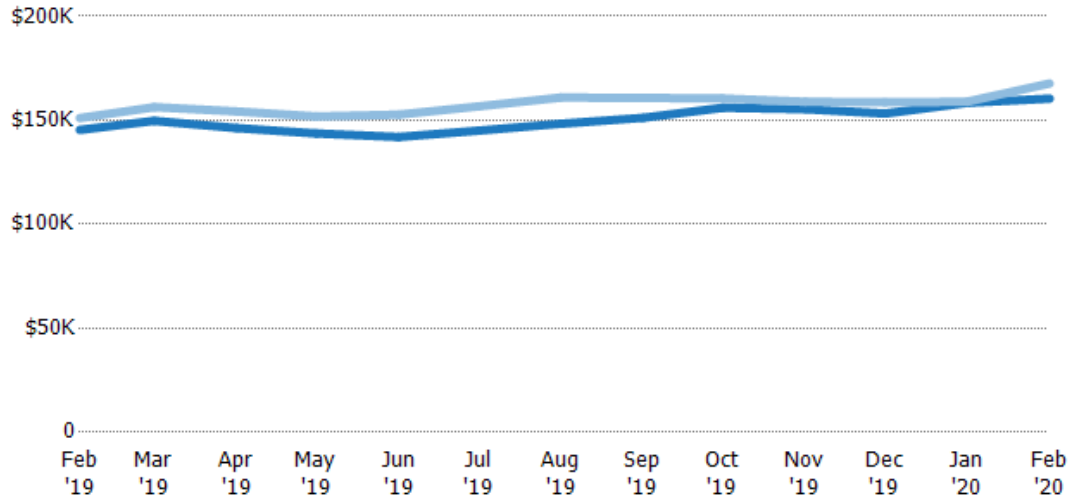
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$70.7	\$70.5	\$69.9	\$70.2	\$69.6	\$69.6	\$70.8	\$72	\$72.3	\$72.9	\$71.7	\$70.9	\$72.7
Prior Year	\$67.7	\$69.5	\$69.6	\$70.9	\$71.6	\$71.1	\$72.2	\$72.3	\$71.3	\$71.6	\$71.4	\$71.4	\$70.7
Percent Change from Prior Year	4%	1%	0%	-1%	-3%	-2%	-2%	0%	1%	2%	1%	-1%	3%

## 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



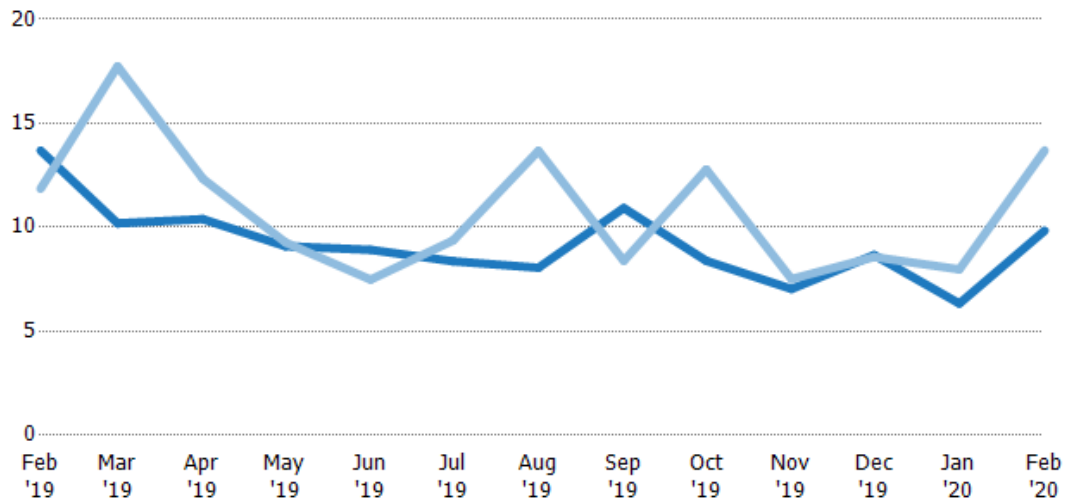
Avg Est Value	\$145K	\$150K	\$146K	\$144K	\$142K	\$145K	\$148K	\$151K	\$156K	\$155K	\$153K	\$158K	\$160K
Avg Listing Price	\$151K	\$156K	\$154K	\$152K	\$153K	\$157K	\$161K	\$161K	\$160K	\$159K	\$159K	\$159K	\$168K
Avg Listing Price as a % of Avg Est Value	104%	104%	105%	106%	108%	108%	108%	106%	103%	102%	104%	100%	105%

## 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.
Feb '20	9.84	-28.1%
Feb '19	13.7	15.6%
Feb '18	11.8	3.4%

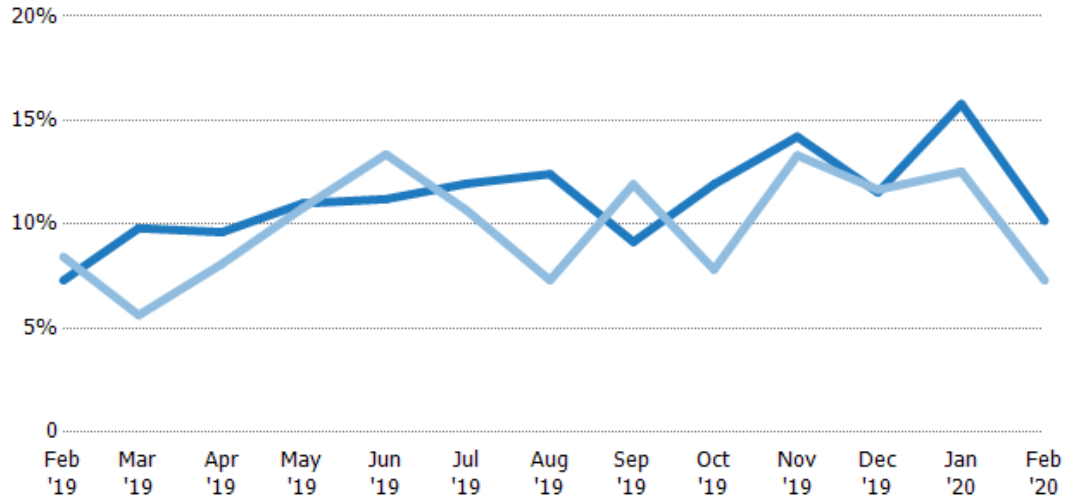
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Feb '20	10%	-2.9%
Feb '19	7%	1.1%
Feb '18	8%	-3.3%

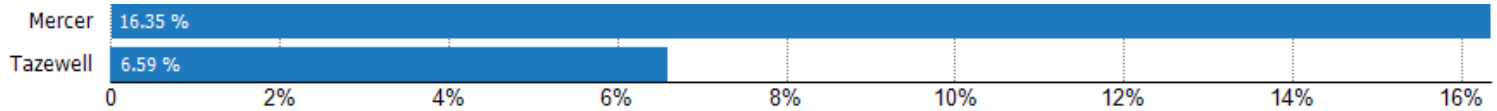


	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	7%	10%	10%	11%	11%	12%	12%	9%	12%	14%	12%	16%	10%
Prior Year	8%	6%	8%	11%	13%	11%	7%	12%	8%	13%	12%	13%	7%
Change from Prior Year	1%	-4%	-2%	0%	2%	-1%	-5%	3%	-4%	-1%	0%	-3%	-3%

## 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



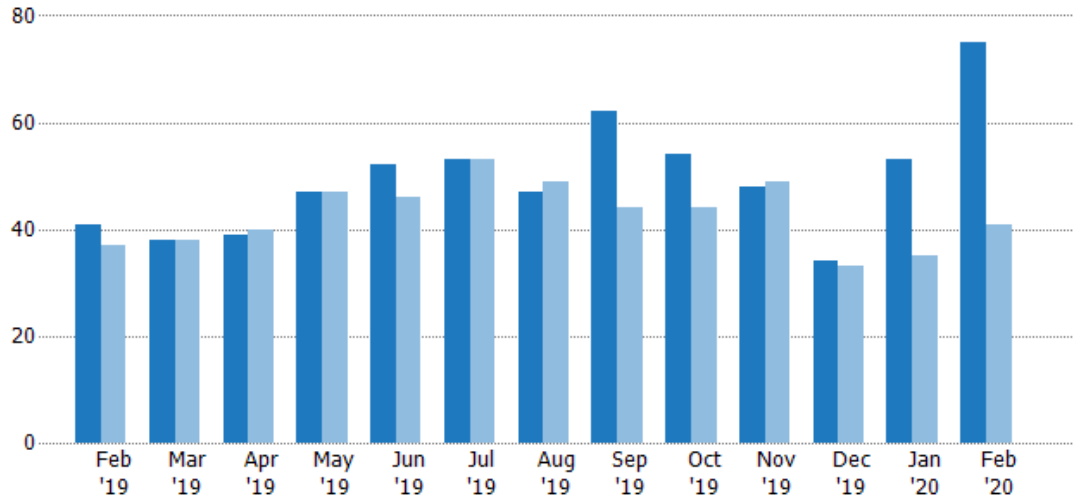
## Pending Sales

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.
Feb '20	75	82.9%
Feb '19	41	10.8%
Feb '18	37	8.1%



Current Year	41	38	39	47	52	53	47	62	54	48	34	53	75
Prior Year	37	38	40	47	46	53	49	44	44	49	33	35	41
Percent Change from Prior Year	11%	0%	-3%	0%	13%	0%	-4%	41%	23%	-2%	3%	51%	83%

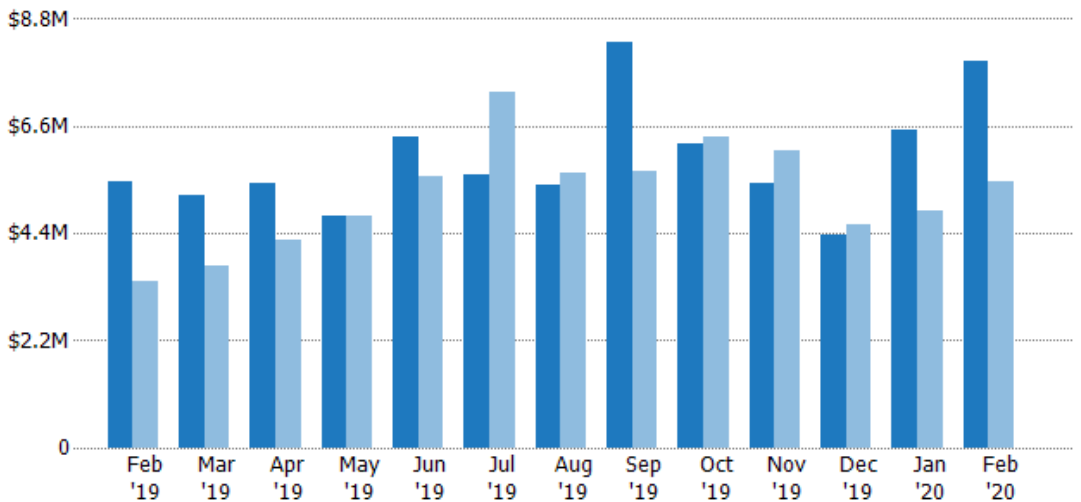
## Pending Sales Volume

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.
Feb '20	\$7.94M	45.6%
Feb '19	\$5.46M	58.9%
Feb '18	\$3.43M	19.7%



Current Year	\$5.46M	\$5.18M	\$5.43M	\$4.75M	\$6.38M	\$5.6M	\$5.38M	\$8.32M	\$6.25M	\$5.45M	\$4.37M	\$6.52M	\$7.94M
Prior Year	\$3.43M	\$3.73M	\$4.27M	\$4.75M	\$5.58M	\$7.3M	\$5.63M	\$5.67M	\$6.37M	\$6.11M	\$4.59M	\$4.85M	\$5.46M
Percent Change from Prior Year	59%	39%	27%	0%	14%	-23%	-4%	47%	-2%	-11%	-5%	34%	46%

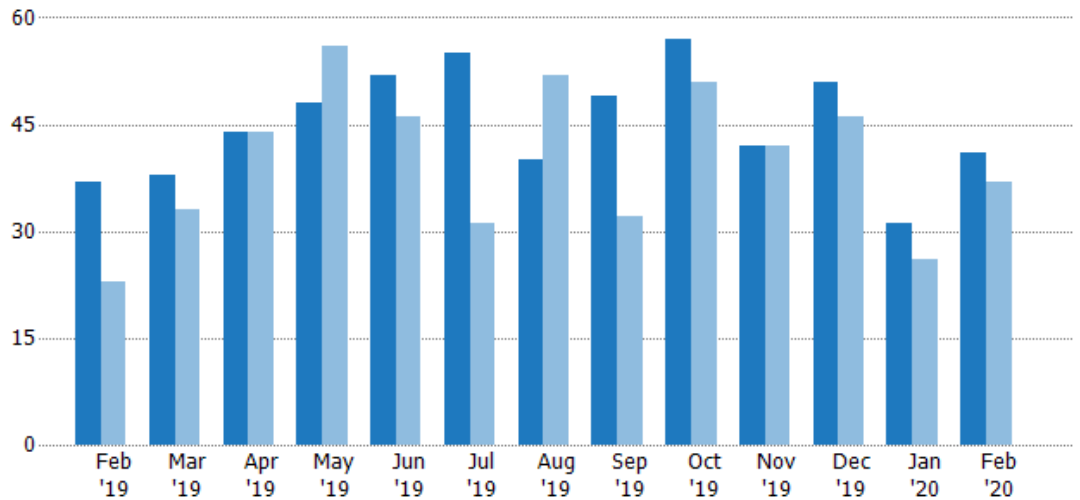
### Closed Sales

The total number of residential properties sold each month.

#### Filters Used

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

Month/ Year	Count	% Chg.
Feb '20	41	10.8%
Feb '19	37	60.9%
Feb '18	23	-4.3%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	37	38	44	48	52	55	40	49	57	42	51	31	41
Prior Year	23	33	44	56	46	31	52	32	51	42	46	26	37
Percent Change from Prior Year	61%	15%	0%	-14%	13%	77%	-23%	53%	12%	0%	11%	19%	11%

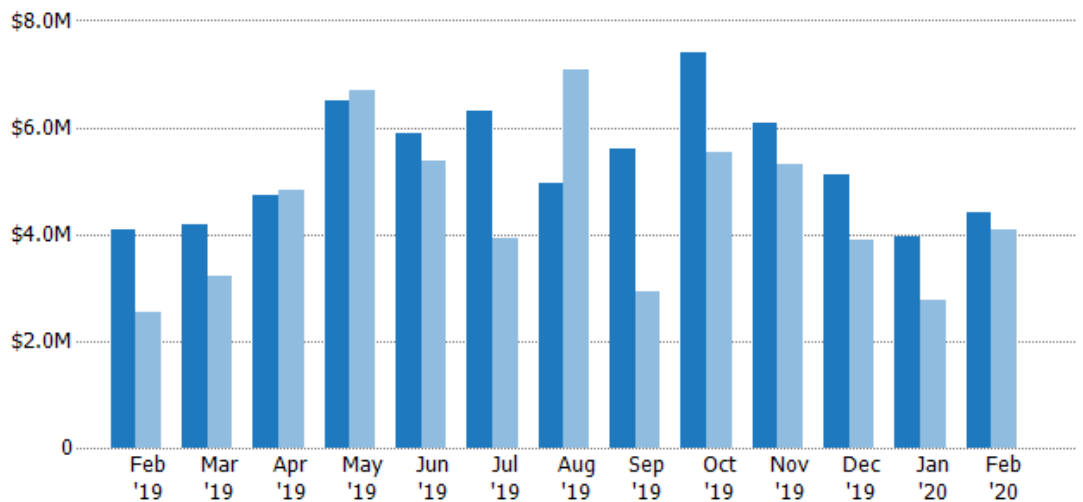
### Closed Sales Volume

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.
Feb '20	\$4.42M	8.5%
Feb '19	\$4.07M	60%
Feb '18	\$2.55M	-17.6%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$4.07M	\$4.17M	\$4.71M	\$6.5M	\$5.89M	\$6.3M	\$4.95M	\$5.59M	\$7.39M	\$6.07M	\$5.12M	\$3.95M	\$4.42M
Prior Year	\$2.55M	\$3.22M	\$4.81M	\$6.7M	\$5.39M	\$3.93M	\$7.07M	\$2.94M	\$5.53M	\$5.29M	\$3.88M	\$2.76M	\$4.07M
Percent Change from Prior Year	60%	29%	-2%	-3%	9%	60%	-30%	91%	34%	15%	32%	43%	8%

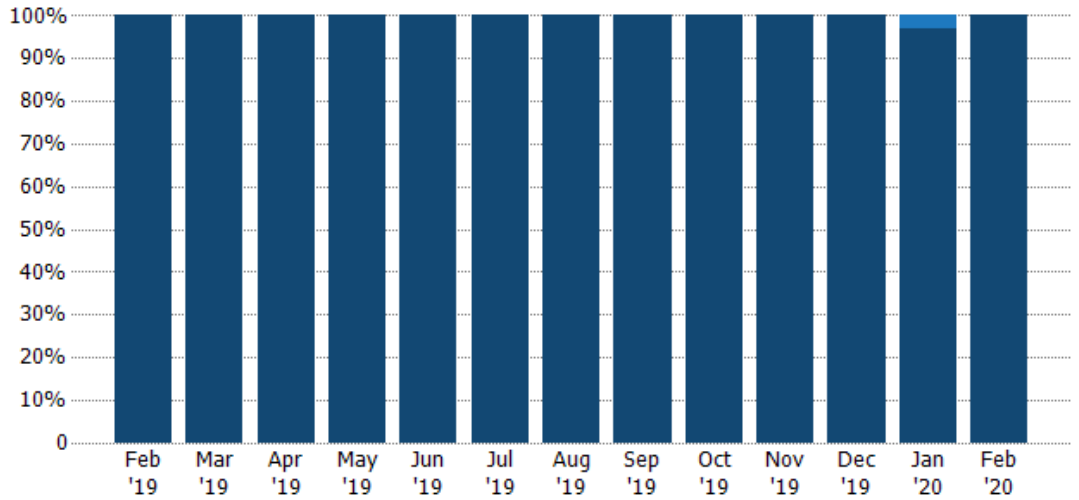


## Closed Sales by Property Type

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

**Filters Used**

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

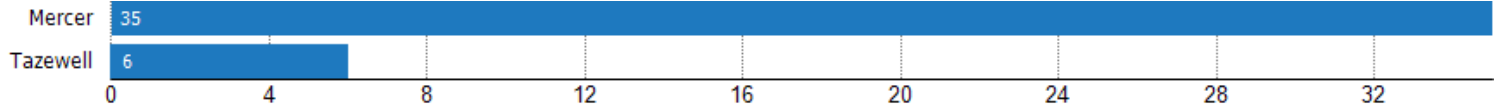


Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	3%	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	97%	100%

## 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

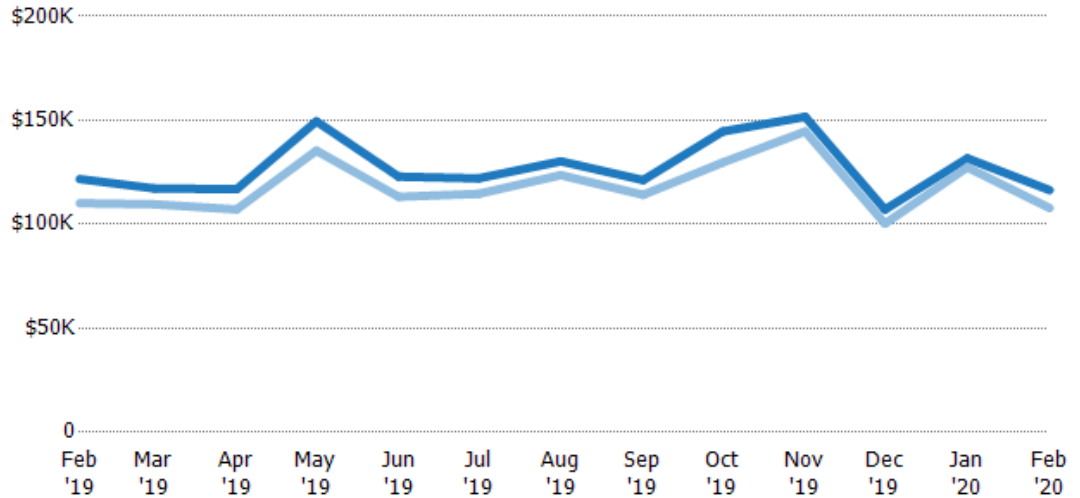


## Average Sales Price vs Average Listing Price

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



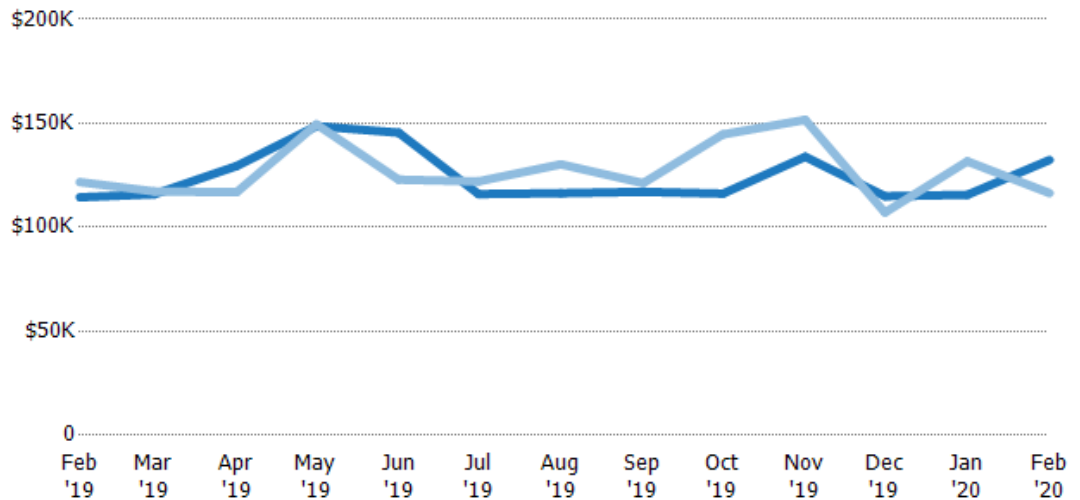
Avg List Price	\$122K	\$117K	\$117K	\$150K	\$123K	\$122K	\$130K	\$121K	\$145K	\$152K	\$107K	\$132K	\$116K
Avg Sales Price	\$110K	\$110K	\$107K	\$135K	\$113K	\$115K	\$124K	\$114K	\$130K	\$145K	\$100K	\$127K	\$108K
Avg Sales Price as a % of Avg List Price	90%	94%	92%	91%	92%	94%	95%	94%	90%	95%	94%	97%	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	\$114K	\$116K	\$129K	\$149K	\$145K	\$116K	\$116K	\$117K	\$116K	\$134K	\$115K	\$116K	\$132K
Avg Sales Price	\$122K	\$117K	\$117K	\$150K	\$123K	\$122K	\$130K	\$121K	\$145K	\$152K	\$107K	\$132K	\$116K
Avg Sales Price as a % of Avg Est Value	106%	101%	90%	101%	84%	105%	112%	104%	125%	113%	93%	114%	88%

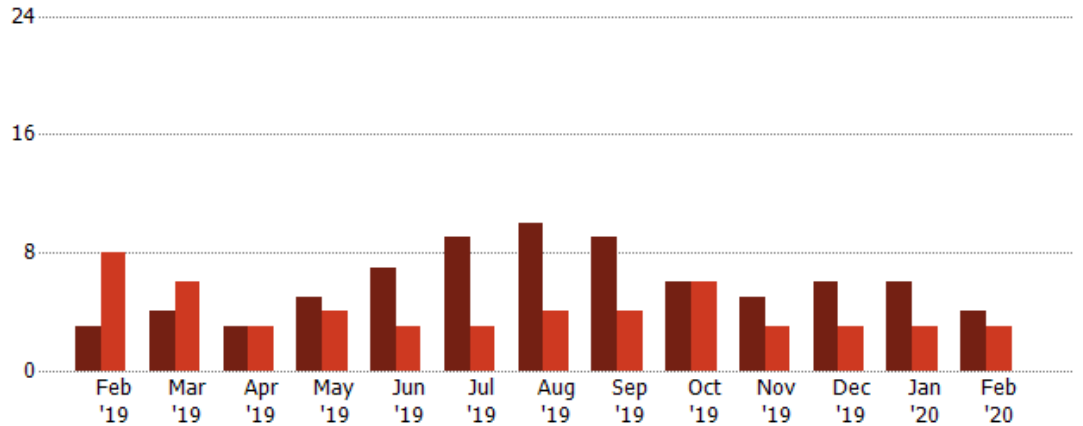
## Distressed Listings

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

Month/Year	Count	% Chg.
Feb '20	4	33.3%
Feb '19	3	-62.5%
Feb '18	8	150%

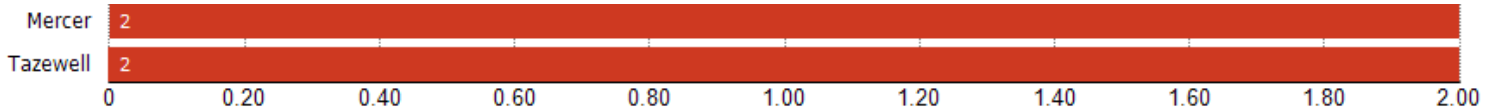


Current Year	3	4	3	5	7	9	10	9	6	5	6	6	4
Prior Year	8	6	3	4	3	3	4	4	6	3	3	3	3
Percent Change from Prior Year	-63%	-33%	0%	25%	133%	200%	150%	125%	0%	67%	100%	100%	33%

## 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:** 03/04/2020

**Scheduled:** No

**Report Date Range:** From 2/2019 To: 2/2020

## 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 2/2020 data

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

