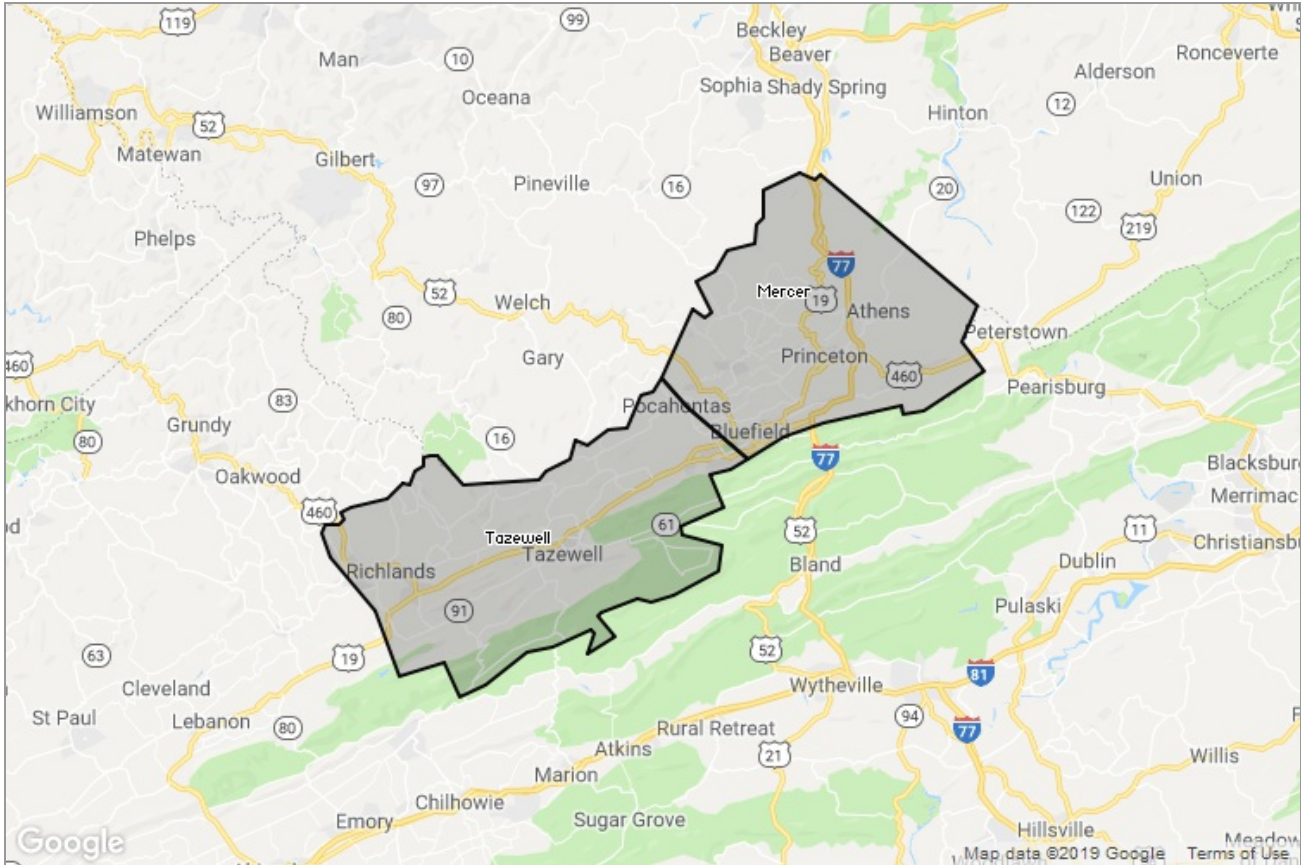




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
7/2018 – 7/2019

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 08/06/2019

**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

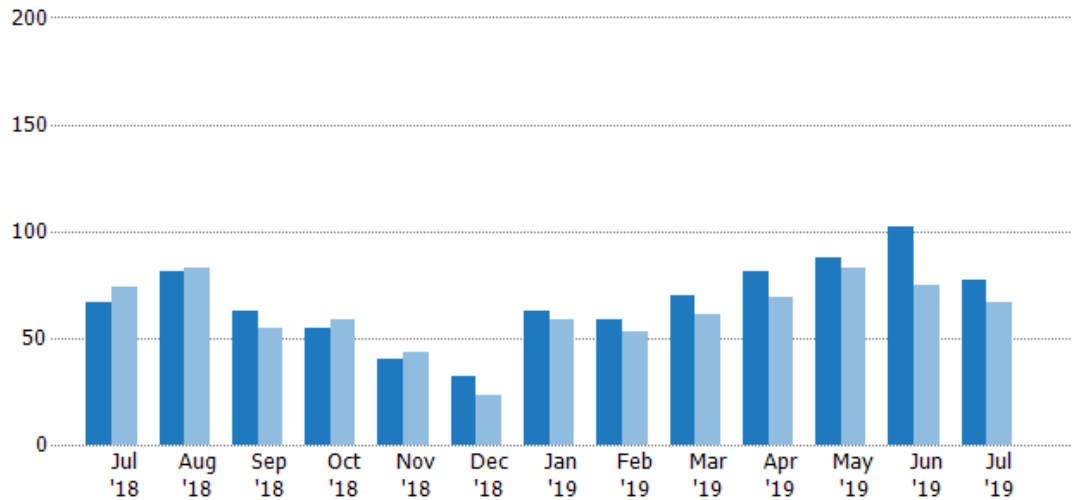
## New Listings

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

### Filters Used

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

Month/Year	Count	% Chg.
Jul '19	77	14.9%
Jul '18	67	-9.5%
Jul '17	74	20.3%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	67	81	63	55	40	32	63	59	70	81	88	102	77
Prior Year	74	83	55	59	43	23	59	53	61	69	83	75	67
Percent Change from Prior Year	-9%	-2%	15%	-7%	-7%	39%	7%	11%	15%	17%	6%	36%	15%

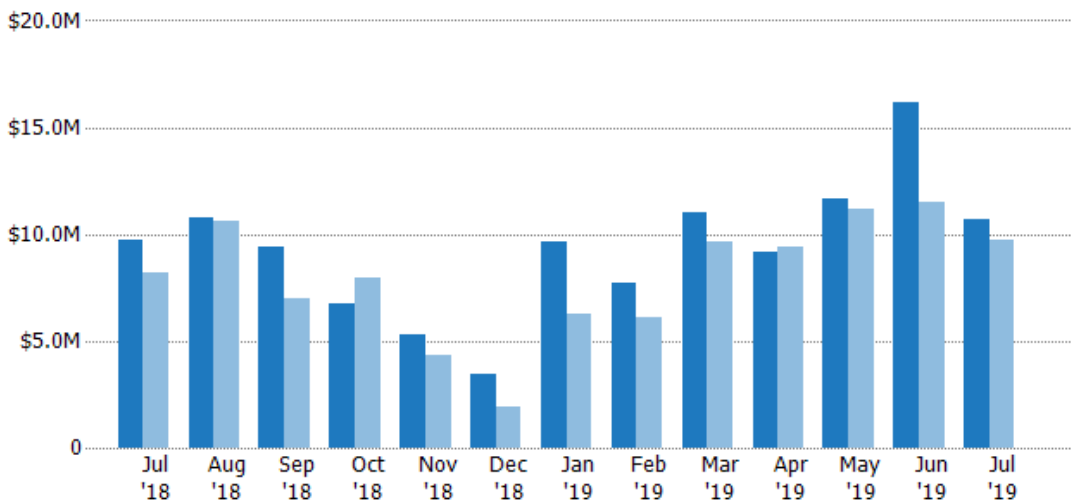
## New Listing Volume

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

### Filters Used

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

Month/Year	Volume	% Chg.
Jul '19	\$10.7M	9.9%
Jul '18	\$9.71M	18.1%
Jul '17	\$8.22M	48.2%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$9.71M	\$10.8M	\$9.39M	\$6.72M	\$5.31M	\$3.46M	\$9.67M	\$7.75M	\$11M	\$9.15M	\$11.6M	\$16.1M	\$10.7M
Prior Year	\$8.22M	\$10.6M	\$7.02M	\$7.95M	\$4.35M	\$1.93M	\$6.29M	\$6.08M	\$9.64M	\$9.44M	\$11.2M	\$11.5M	\$9.71M
Percent Change from Prior Year	18%	2%	34%	-16%	22%	80%	54%	27%	14%	-3%	4%	40%	10%

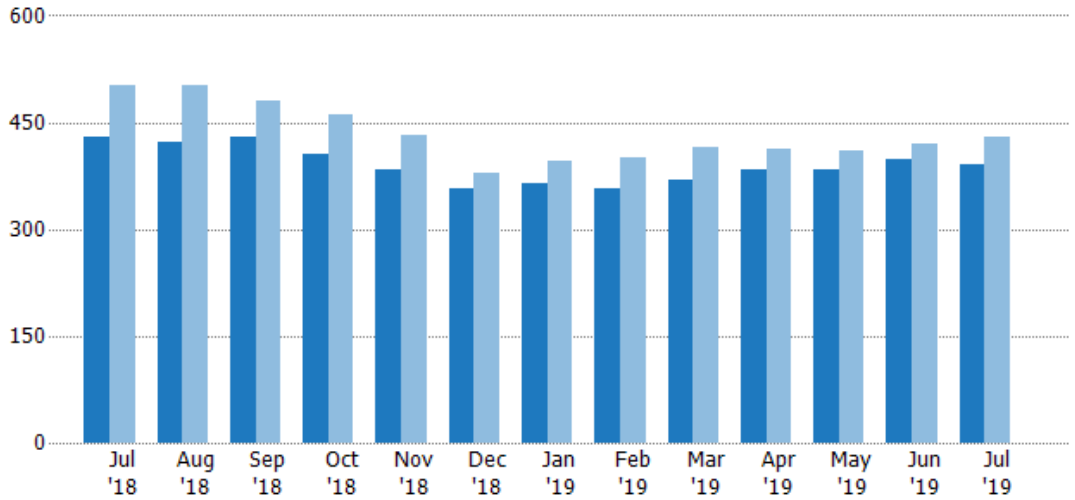
## Active Listings

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

**Filters Used**

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

Month/Year	Count	% Chg.
Jul '19	391	-8.9%
Jul '18	429	-14.5%
Jul '17	502	-7%



Current Year	429	422	430	406	383	358	365	358	370	383	383	399	391
Prior Year	502	502	480	461	433	380	395	400	416	413	410	421	429
Percent Change from Prior Year	-15%	-16%	-10%	-12%	-12%	-6%	-8%	-11%	-11%	-7%	-7%	-5%	-9%

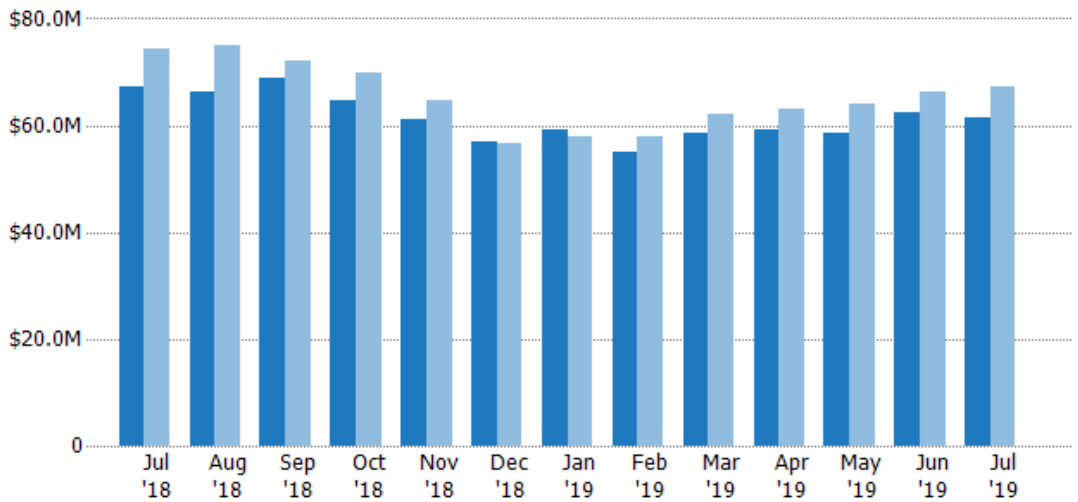
## Active Listing Volume

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

**Filters Used**

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

Month/Year	Volume	% Chg.
Jul '19	\$61.5M	-8.6%
Jul '18	\$67.3M	-9.5%
Jul '17	\$74.3M	-4.5%



Current Year	\$67.3M	\$66.4M	\$68.9M	\$64.7M	\$61M	\$56.9M	\$59.2M	\$54.9M	\$58.4M	\$59.2M	\$58.5M	\$62.6M	\$61.5M
Prior Year	\$74.3M	\$74.9M	\$72.1M	\$69.7M	\$64.6M	\$56.6M	\$57.8M	\$58.1M	\$62.2M	\$63M	\$64M	\$66.3M	\$67.3M
Percent Change from Prior Year	-10%	-11%	-5%	-7%	-6%	1%	3%	-5%	-6%	-6%	-9%	-6%	-9%

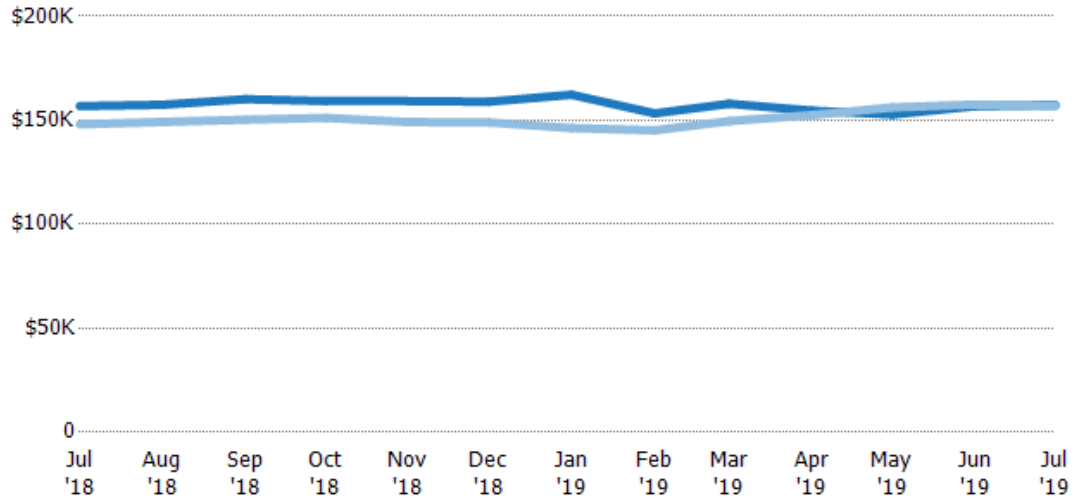
## Average Listing Price

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

### Filters Used

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

Month/Year	Price	% Chg.
Jul '19	\$157K	0.3%
Jul '18	\$157K	5.9%
Jul '17	\$148K	2.7%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$157K	\$157K	\$160K	\$159K	\$159K	\$159K	\$162K	\$153K	\$158K	\$155K	\$153K	\$157K	\$157K
Prior Year	\$148K	\$149K	\$150K	\$151K	\$149K	\$149K	\$146K	\$145K	\$150K	\$152K	\$156K	\$158K	\$157K
Percent Change from Prior Year	6%	6%	7%	5%	7%	7%	11%	6%	6%	1%	-2%	0%	0%

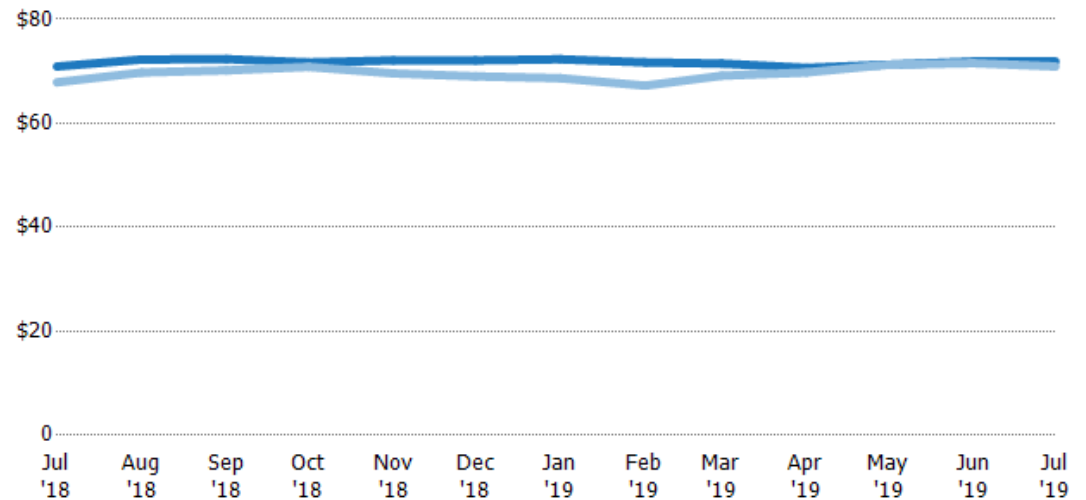
## Average Listing Price per Sq Ft

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

### Filters Used

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

Month/Year	Price/sq ft	% Chg.
Jul '19	\$71.9	1.4%
Jul '18	\$70.9	4.5%
Jul '17	\$67.9	2.8%



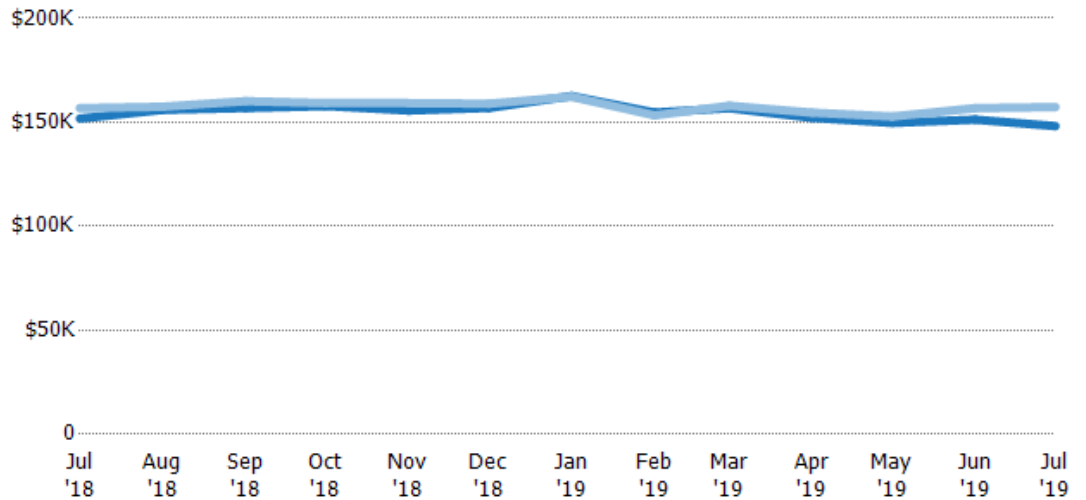
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$70.9	\$72.3	\$72.3	\$71.7	\$72.1	\$72.1	\$72.3	\$71.7	\$71.5	\$70.7	\$71.3	\$71.9	\$71.9
Prior Year	\$67.9	\$69.8	\$70.2	\$70.8	\$69.6	\$69	\$68.7	\$67.2	\$69.1	\$69.8	\$71.3	\$71.6	\$70.9
Percent Change from Prior Year	4%	4%	3%	1%	4%	4%	5%	7%	3%	1%	0%	0%	1%

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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$152K	\$156K	\$157K	\$158K	\$156K	\$157K	\$163K	\$155K	\$157K	\$152K	\$150K	\$151K	\$148K
Avg Listing Price	\$157K	\$157K	\$160K	\$159K	\$159K	\$159K	\$162K	\$153K	\$158K	\$155K	\$153K	\$157K	\$157K
Avg Listing Price as a % of Avg Est Value	103%	101%	102%	101%	102%	101%	100%	99%	101%	102%	102%	104%	106%

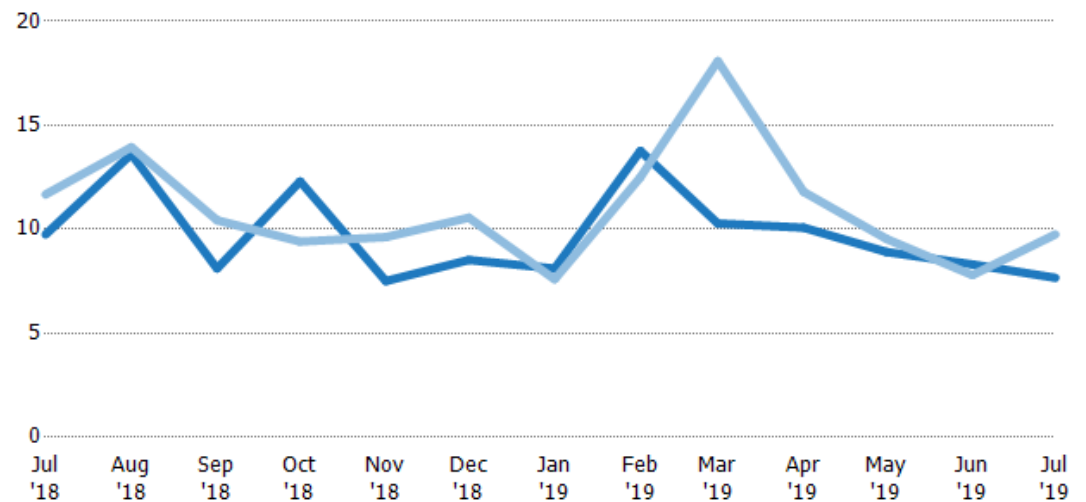
## Months of Inventory

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

**Filters Used**

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

Month/Year	Months	% Chg.
Jul '19	7.67	-21.4%
Jul '18	9.75	-16.5%
Jul '17	11.7	8.1%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	9.75	13.6	8.11	12.3	7.51	8.52	8.11	13.8	10.3	10.1	8.91	8.31	7.67
Prior Year	11.7	13.9	10.4	9.41	9.62	10.6	7.6	12.5	18.1	11.8	9.53	7.8	9.75
Percent Change from Prior Year	-16%	-2%	-22%	31%	-22%	-19%	7%	10%	-43%	-15%	-7%	7%	-21%

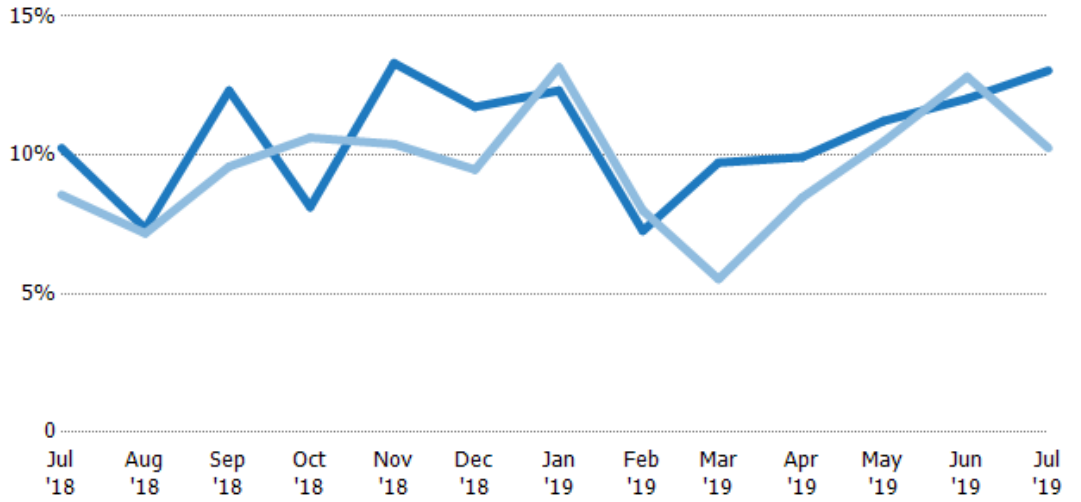
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/Year	Rate	Chg.
Jul '19	13%	-2.8%
Jul '18	10%	-1.7%
Jul '17	9%	-7.5%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	10%	7%	12%	8%	13%	12%	12%	7%	10%	10%	11%	12%	13%
Prior Year	9%	7%	10%	11%	10%	9%	13%	8%	6%	8%	10%	13%	10%
Change from Prior Year	-2%	0%	-3%	3%	-3%	-2%	1%	1%	-4%	-1%	-1%	1%	-3%

## Absorption Rate (By County)

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

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



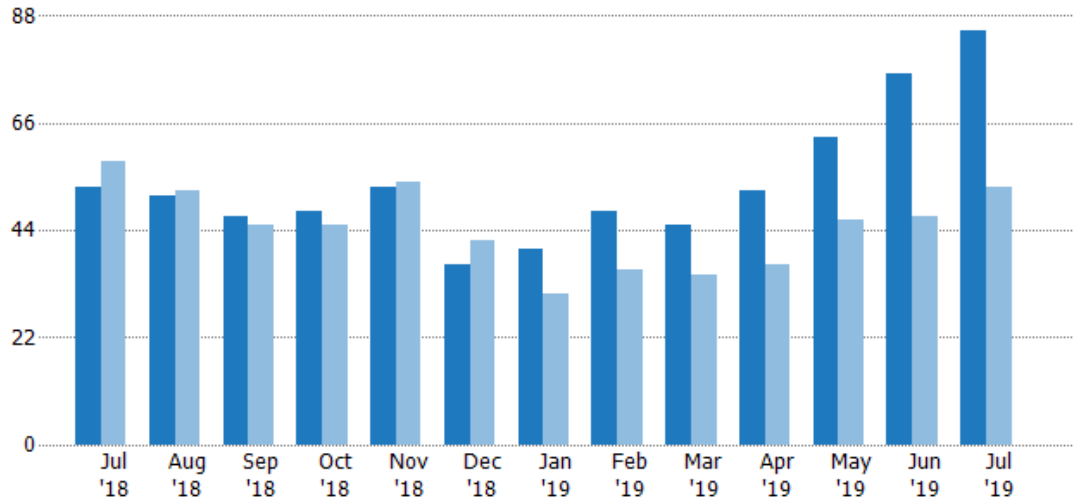
### Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

#### Filters Used

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

Month/Year	Count	% Chg.
Jul '19	85	60.4%
Jul '18	53	-8.6%
Jul '17	58	-27.6%



Month	Current Year	Prior Year	Percent Change from Prior Year
Jul '18	53	58	-9%
Aug '18	51	52	-2%
Sep '18	47	45	4%
Oct '18	48	45	7%
Nov '18	53	54	-2%
Dec '18	37	42	-12%
Jan '19	40	31	29%
Feb '19	48	36	33%
Mar '19	45	35	29%
Apr '19	52	37	41%
May '19	63	46	37%
Jun '19	76	47	62%
Jul '19	85	53	60%

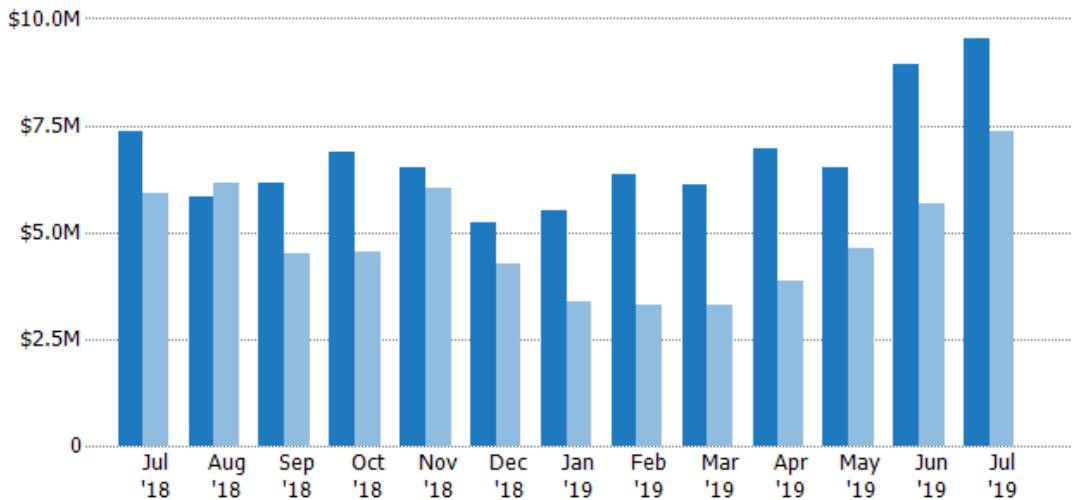
### Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

#### Filters Used

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

Month/Year	Volume	% Chg.
Jul '19	\$9.54M	29.8%
Jul '18	\$7.35M	24.6%
Jul '17	\$5.9M	-31.1%



Month	Current Year	Prior Year	Percent Change from Prior Year
Jul '18	\$7.35M	\$5.9M	25%
Aug '18	\$5.81M	\$6.14M	-5%
Sep '18	\$6.14M	\$4.51M	36%
Oct '18	\$6.89M	\$4.55M	51%
Nov '18	\$6.52M	\$6.01M	8%
Dec '18	\$5.22M	\$4.26M	23%
Jan '19	\$5.52M	\$3.39M	63%
Feb '19	\$6.36M	\$3.31M	92%
Mar '19	\$6.09M	\$3.3M	85%
Apr '19	\$6.95M	\$3.85M	80%
May '19	\$6.53M	\$4.62M	41%
Jun '19	\$8.92M	\$5.68M	57%
Jul '19	\$9.54M	\$7.35M	30%

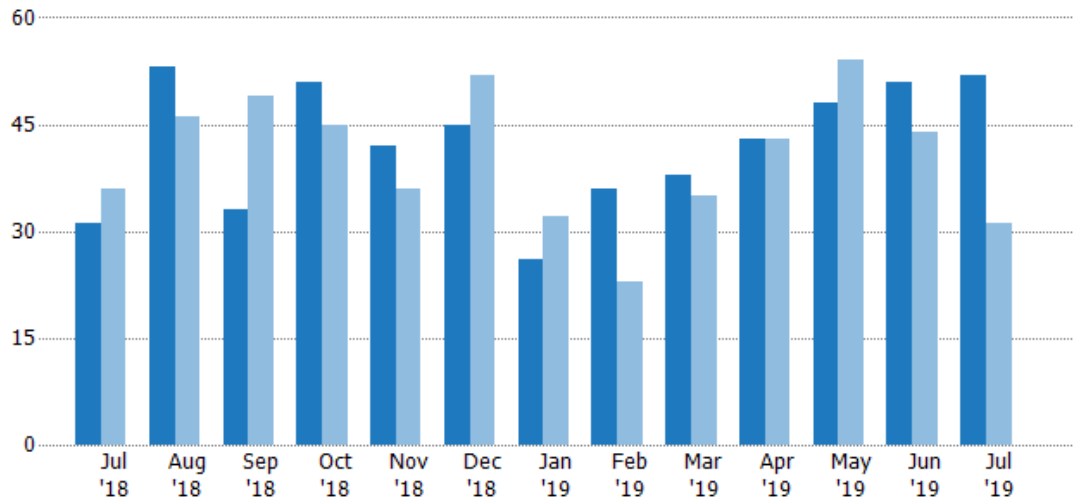
### Closed Sales

The total number of residential properties sold each month.

**Filters Used**

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

Month/Year	Count	% Chg.
Jul '19	52	67.7%
Jul '18	31	-13.9%
Jul '17	36	33.3%



Current Year	31	53	33	51	42	45	26	36	38	43	48	51	52
Prior Year	36	46	49	45	36	52	32	23	35	43	54	44	31
Percent Change from Prior Year	-14%	15%	-33%	13%	17%	-13%	-19%	57%	9%	0%	-11%	16%	68%

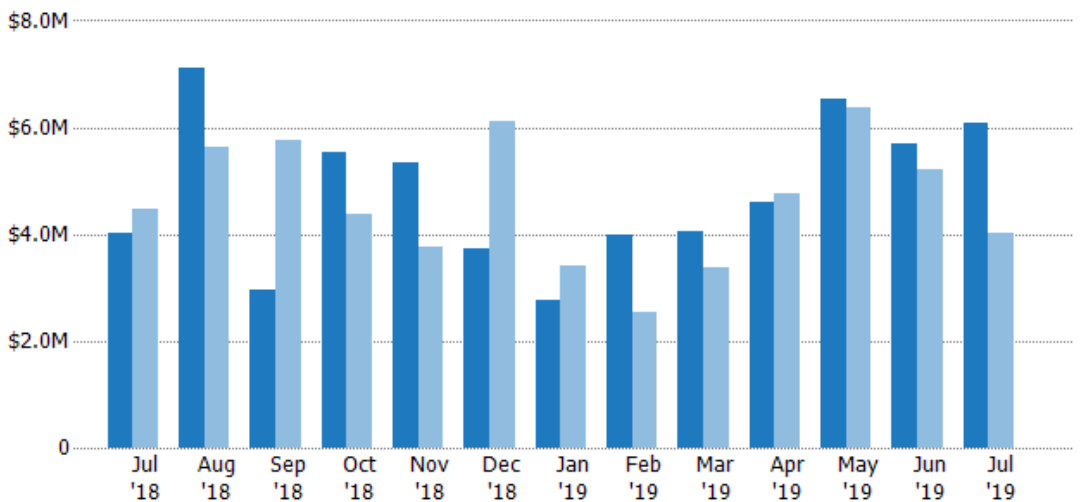
### Closed Sales Volume

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

**Filters Used**

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

Month/Year	Volume	% Chg.
Jul '19	\$6.09M	51%
Jul '18	\$4.03M	-9.8%
Jul '17	\$4.47M	39.4%



Current Year	\$4.03M	\$7.1M	\$2.96M	\$5.53M	\$5.35M	\$3.72M	\$2.76M	\$4M	\$4.05M	\$4.61M	\$6.52M	\$5.7M	\$6.09M
Prior Year	\$4.47M	\$5.63M	\$5.76M	\$4.37M	\$3.75M	\$6.13M	\$3.42M	\$2.55M	\$3.37M	\$4.77M	\$6.36M	\$5.21M	\$4.03M
Percent Change from Prior Year	-10%	26%	-49%	27%	43%	-39%	-19%	57%	20%	-3%	3%	9%	51%

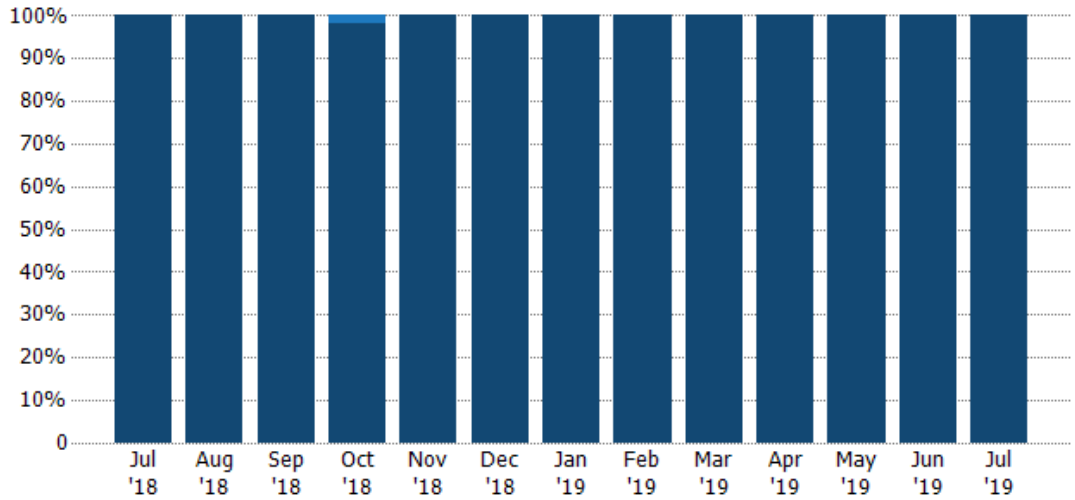


## Closed Sales by Property Type

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

**Filters Used**

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

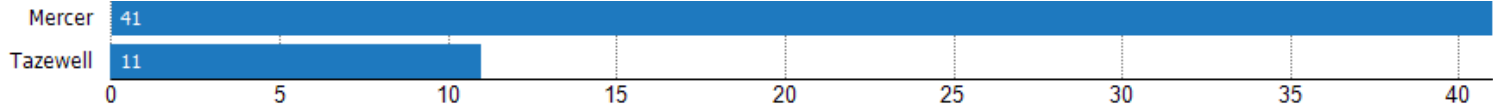


Condo/Townhouse	-	-	-	2%	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	98%	100%	100%	100%	100%	100%	100%	100%	100%	100%

## Closed Sales (By County)

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

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

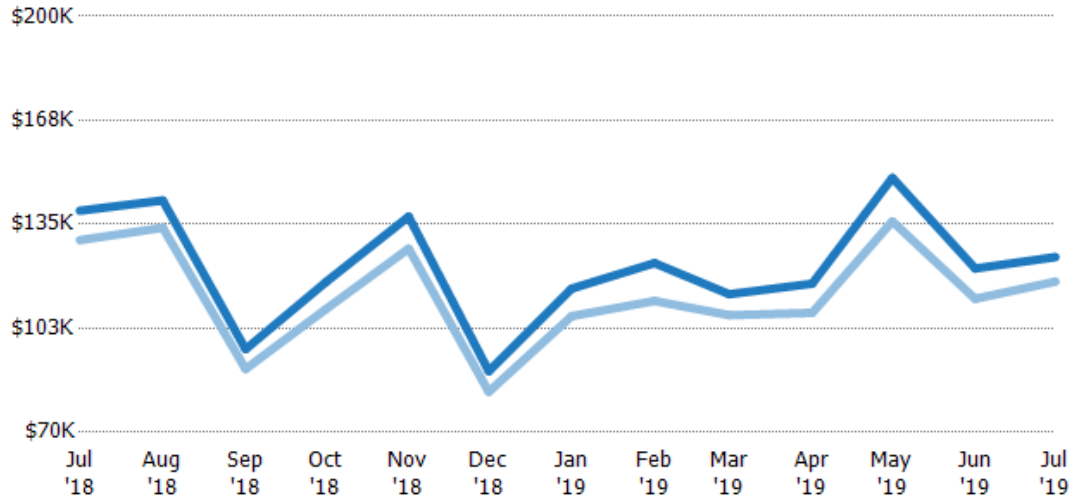


## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

**Filters Used**

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



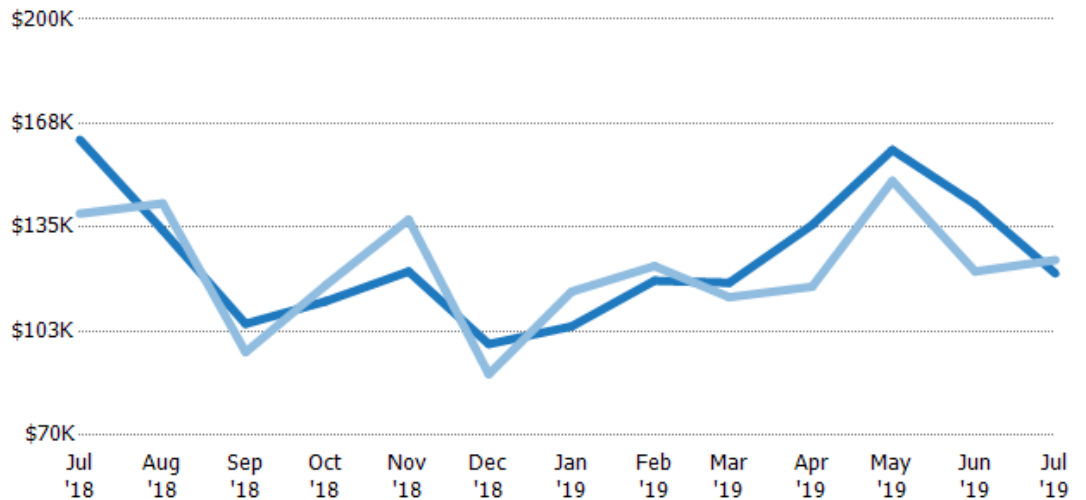
Avg List Price	\$139K	\$142K	\$96K	\$117K	\$137K	\$89.1K	\$115K	\$123K	\$113K	\$116K	\$150K	\$121K	\$125K
Avg Sales Price	\$130K	\$134K	\$89.8K	\$108K	\$127K	\$82.6K	\$106K	\$111K	\$107K	\$107K	\$136K	\$112K	\$117K
Avg Sales Price as a % of Avg List Price	93%	94%	94%	93%	93%	93%	93%	90%	94%	92%	91%	92%	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: Mercer County, West Virginia, Tazewell County, Virginia



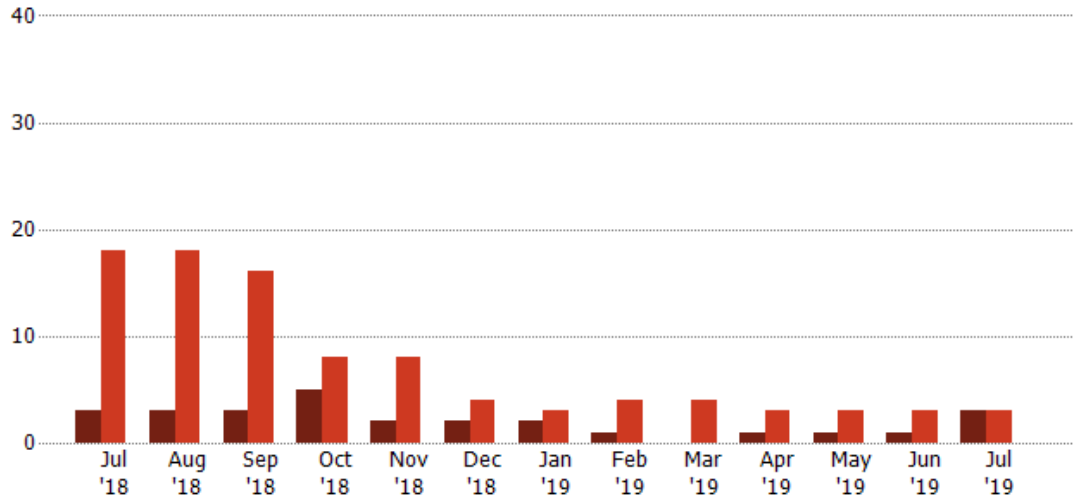
Avg Est Value	\$162K	\$134K	\$105K	\$112K	\$121K	\$98.5K	\$104K	\$118K	\$118K	\$136K	\$159K	\$142K	\$121K
Avg Sales Price	\$139K	\$142K	\$96K	\$117K	\$137K	\$89.1K	\$115K	\$123K	\$113K	\$116K	\$150K	\$121K	\$125K
Avg Sales Price as a % of Avg Est Value	86%	106%	92%	104%	113%	90%	110%	104%	96%	86%	94%	85%	103%

## Distressed Listings

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

**Filters Used**

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



Current Year	3	3	3	5	2	2	2	1	-	1	1	1	3
Prior Year	18	18	16	8	8	4	3	4	4	3	3	3	3
Percent Change from Prior Year	-83%	-83%	-81%	-38%	-75%	-50%	-33%	-75%	-100%	-67%	-67%	-67%	0%

## 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: Mercer County, West Virginia, Tazewell County, 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:** 08/06/2019

**Scheduled:** Yes

**Report Date Range:** From 7/2018 To: 7/2019

## 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: Mercer County, West Virginia      Tazewell County, 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 7/2019 data

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

