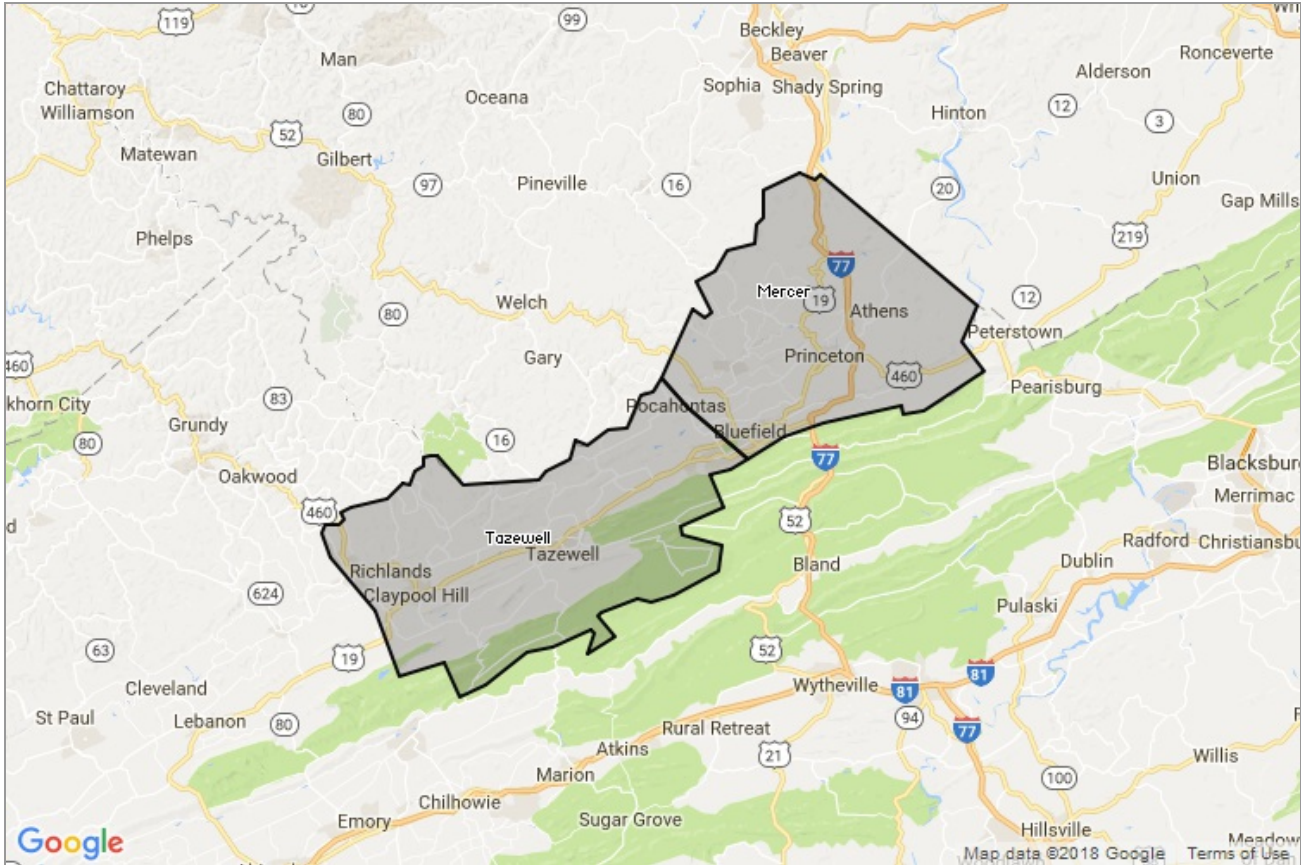




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
4/2017 – 4/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 05/09/2018

Scheduled: Yes

Presented by

Mercer-Tazewell County Board of REALTORS®

(304) 487-3443

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

1460 Main St
Box 3
Princeton, WV 24740

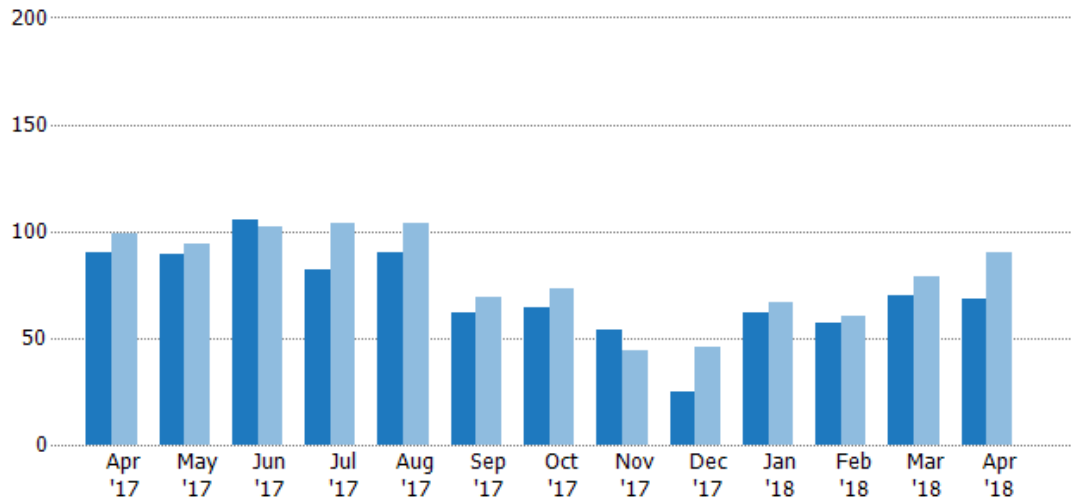
New Listings

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

Filters Used

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

Month/Year	Count	% Chg.
Apr '18	68	-24.4%
Apr '17	90	-9.1%
Apr '16	99	15.2%



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	90	89	105	82	90	62	64	54	25	62	57	70	68
Prior Year	99	94	102	104	104	69	73	44	46	67	60	79	90
Percent Change from Prior Year	-9%	-5%	3%	-21%	-13%	-10%	-12%	23%	-46%	-7%	-5%	-11%	-24%

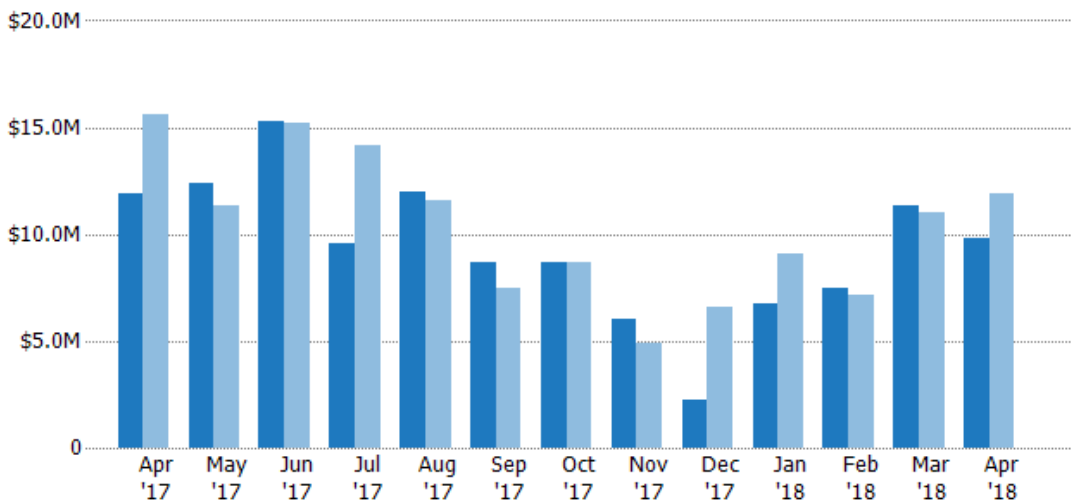
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

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

Month/Year	Volume	% Chg.
Apr '18	\$9.81M	-17.8%
Apr '17	\$11.9M	-23.5%
Apr '16	\$15.6M	-2.2%



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	\$11.9M	\$12.4M	\$15.3M	\$9.57M	\$12M	\$8.66M	\$8.71M	\$6.02M	\$2.22M	\$6.75M	\$7.45M	\$11.3M	\$9.81M
Prior Year	\$15.6M	\$11.3M	\$15.2M	\$14.1M	\$11.6M	\$7.5M	\$8.72M	\$4.87M	\$6.61M	\$9.04M	\$7.17M	\$11M	\$11.9M
Percent Change from Prior Year	-23%	10%	1%	-32%	3%	15%	0%	24%	-66%	-25%	4%	3%	-18%

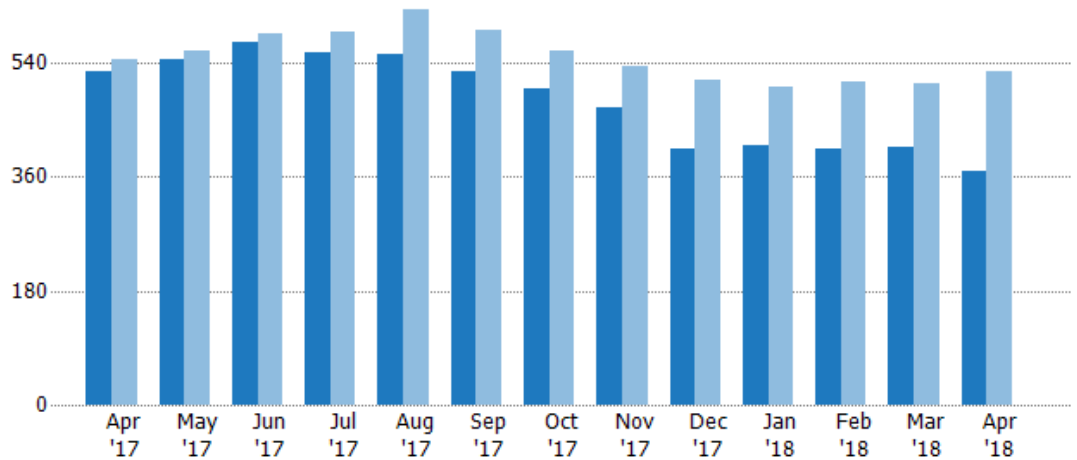
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

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

Month/ Year	Count	% Chg.
Apr '18	370	-29.5%
Apr '17	525	-3.5%
Apr '16	544	-8.5%



Current Year	525	544	572	557	554	525	498	468	405	409	405	407	370
Prior Year	544	558	586	588	623	591	559	535	513	503	511	507	525
Percent Change from Prior Year	-3%	-3%	-2%	-5%	-11%	-11%	-11%	-13%	-21%	-19%	-21%	-20%	-30%

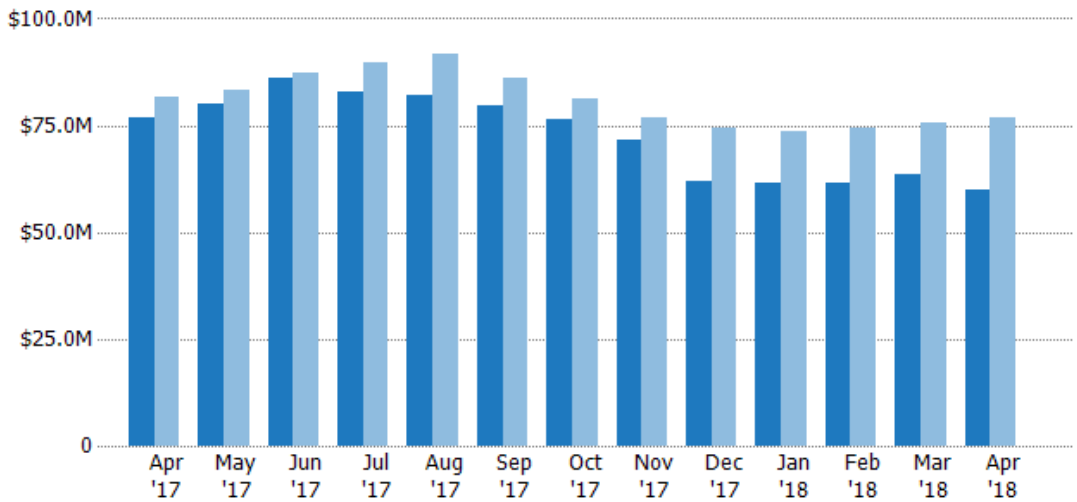
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

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

Month/ Year	Volume	% Chg.
Apr '18	\$59.9M	-22%
Apr '17	\$76.9M	-5.9%
Apr '16	\$81.6M	-19.3%



Current Year	\$76.9M	\$79.9M	\$85.9M	\$82.9M	\$82.1M	\$79.8M	\$76.6M	\$71.6M	\$61.7M	\$61.6M	\$61.6M	\$63.4M	\$59.9M
Prior Year	\$81.6M	\$83.3M	\$87.4M	\$89.9M	\$91.9M	\$86.2M	\$81.3M	\$77M	\$74.4M	\$73.7M	\$74.3M	\$75.6M	\$76.9M
Percent Change from Prior Year	-6%	-4%	-2%	-8%	-11%	-7%	-6%	-7%	-17%	-16%	-17%	-16%	-22%

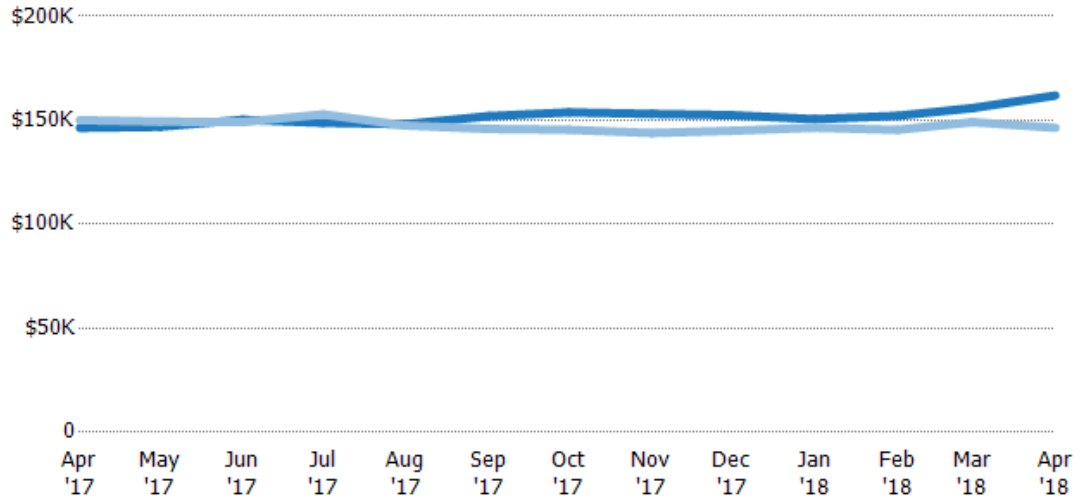
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

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

Month/ Year	Price	% Chg.
Apr '18	\$162K	10.6%
Apr '17	\$146K	-2.5%
Apr '16	\$150K	-11.8%



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	\$146K	\$147K	\$150K	\$149K	\$148K	\$152K	\$154K	\$153K	\$152K	\$151K	\$152K	\$156K	\$162K
Prior Year	\$150K	\$149K	\$149K	\$153K	\$147K	\$146K	\$145K	\$144K	\$145K	\$146K	\$145K	\$149K	\$146K
Percent Change from Prior Year	-2%	-2%	1%	-3%	0%	4%	6%	6%	5%	3%	5%	5%	11%

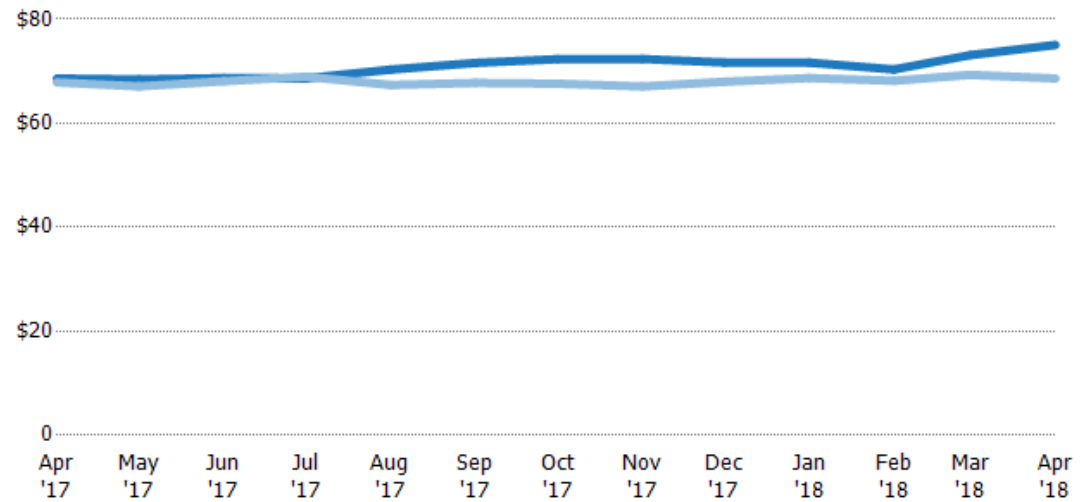
Average Listing Price per Sq Ft

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.
Apr '18	\$75.1	9.4%
Apr '17	\$68.6	1.1%
Apr '16	\$67.9	-5.2%



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Current Year	\$68.6	\$68.4	\$68.7	\$68.6	\$70.3	\$71.6	\$72.3	\$72.4	\$71.7	\$71.7	\$70.4	\$73.1	\$75.1
Prior Year	\$67.9	\$67.1	\$68.1	\$69	\$67.4	\$67.8	\$67.6	\$67.1	\$68	\$68.7	\$68.2	\$69.3	\$68.6
Percent Change from Prior Year	1%	2%	1%	0%	4%	6%	7%	8%	5%	4%	3%	5%	9%

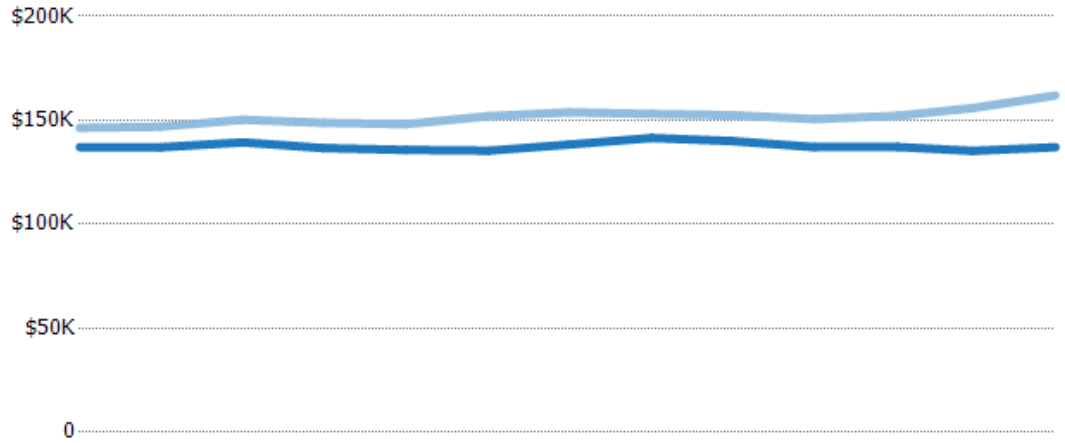


Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

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



	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18
Avg Est Value	\$137K	\$137K	\$139K	\$137K	\$136K	\$135K	\$138K	\$142K	\$140K	\$137K	\$137K	\$135K	\$137K
Avg Listing Price	\$146K	\$147K	\$150K	\$149K	\$148K	\$152K	\$154K	\$153K	\$152K	\$151K	\$152K	\$156K	\$162K
Avg Listing Price as a % of Avg Est Value	107%	107%	108%	109%	109%	112%	111%	108%	109%	110%	111%	115%	118%

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: 05/09/2018

Scheduled: Yes

Report Date Range: From 4/2017 To: 4/2018

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: 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 4/2018 data

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