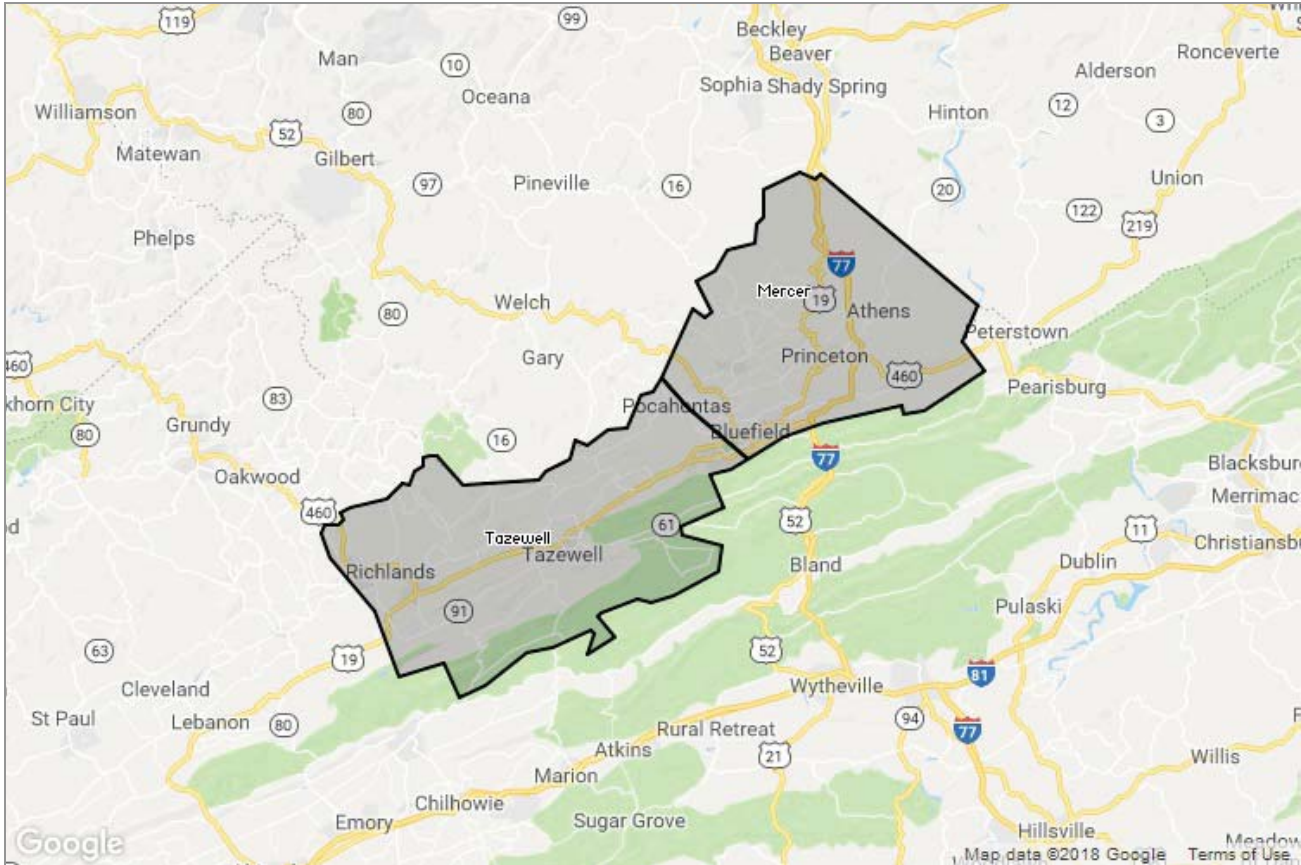




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
11/2017 – 11/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 12/05/2018

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

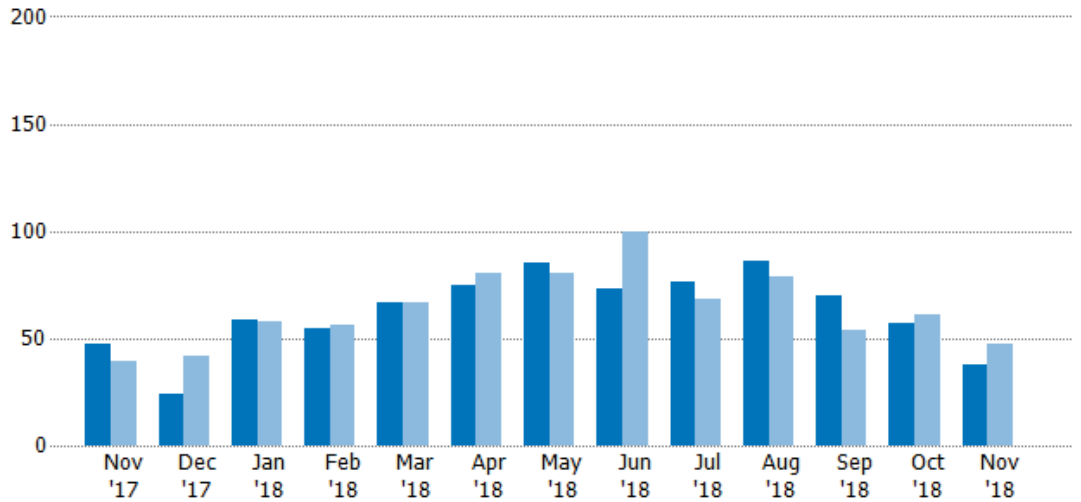
New Listings

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.
Nov '18	38	-19.1%
Nov '17	47	20.5%
Nov '16	39	33.3%



Current Year	47	24	59	55	67	75	85	73	76	86	70	57	38
Prior Year	39	42	58	56	67	80	80	100	68	79	54	61	47
Percent Change from Prior Year	21%	-43%	2%	-2%	0%	-6%	6%	-27%	12%	9%	30%	-7%	-19%

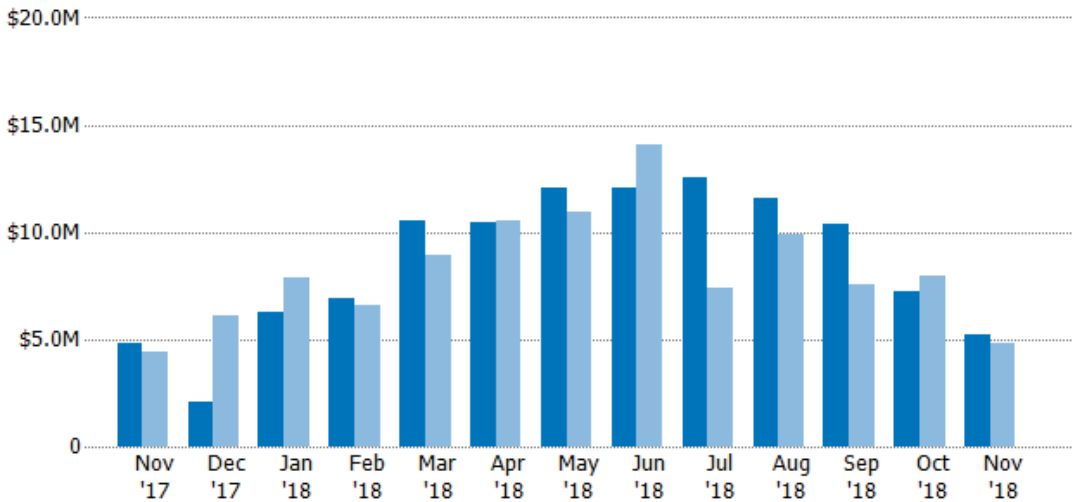
New Listing Volume

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.
Nov '18	\$5.22M	8.9%
Nov '17	\$4.8M	9.1%
Nov '16	\$4.4M	63.3%



Current Year	\$4.8M	\$2.06M	\$6.24M	\$6.91M	\$10.5M	\$10.5M	\$12.1M	\$12M	\$12.5M	\$11.6M	\$10.3M	\$7.24M	\$5.22M
Prior Year	\$4.4M	\$6.09M	\$7.89M	\$6.58M	\$8.94M	\$10.5M	\$11M	\$14.1M	\$7.41M	\$9.85M	\$7.52M	\$7.96M	\$4.8M
Percent Change from Prior Year	9%	-66%	-21%	5%	18%	-1%	10%	-15%	69%	18%	37%	-9%	9%

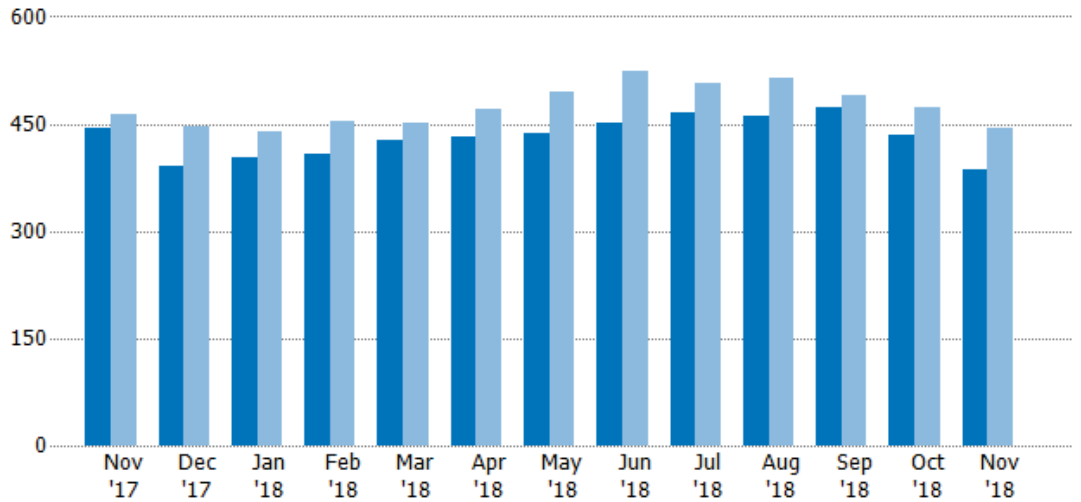
Active Listings

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.
Nov '18	387	-13%
Nov '17	445	-4.1%
Nov '16	464	-7.3%



Current Year	445	391	404	408	428	431	437	451	466	461	474	434	387
Prior Year	464	447	440	454	452	471	495	523	507	514	491	474	445
Percent Change from Prior Year	-4%	-13%	-8%	-10%	-5%	-8%	-12%	-14%	-8%	-10%	-3%	-8%	-13%

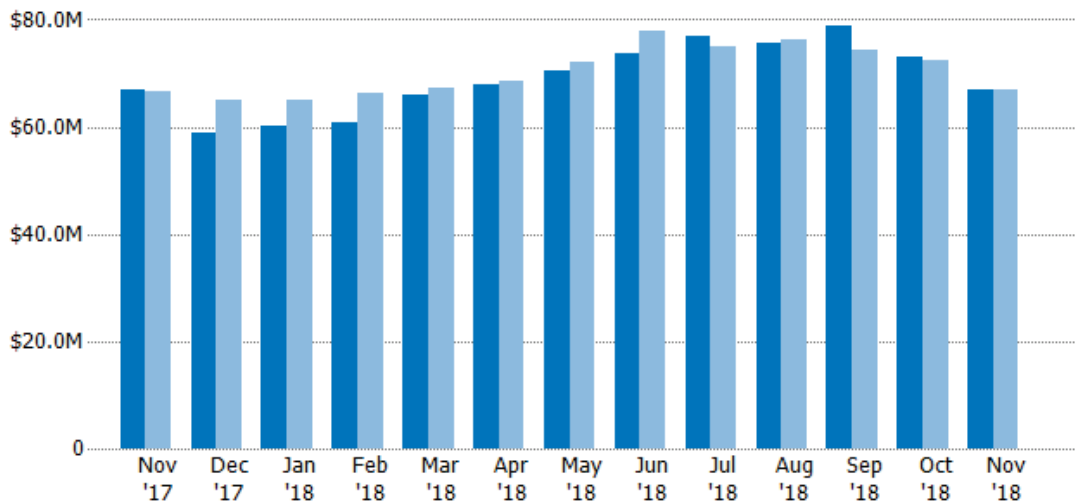
Active Listing Volume

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.
Nov '18	\$66.9M	-0.1%
Nov '17	\$66.9M	0.3%
Nov '16	\$66.7M	-15.6%



Current Year	\$66.9M	\$59M	\$60.1M	\$61M	\$66.1M	\$67.8M	\$70.5M	\$73.8M	\$76.9M	\$75.7M	\$78.8M	\$73.2M	\$66.9M
Prior Year	\$66.7M	\$64.9M	\$65M	\$66.2M	\$67.1M	\$68.5M	\$72.2M	\$77.9M	\$74.9M	\$76.3M	\$74.5M	\$72.4M	\$66.9M
Percent Change from Prior Year	0%	-9%	-8%	-8%	-2%	-1%	-2%	-5%	3%	-1%	6%	1%	0%



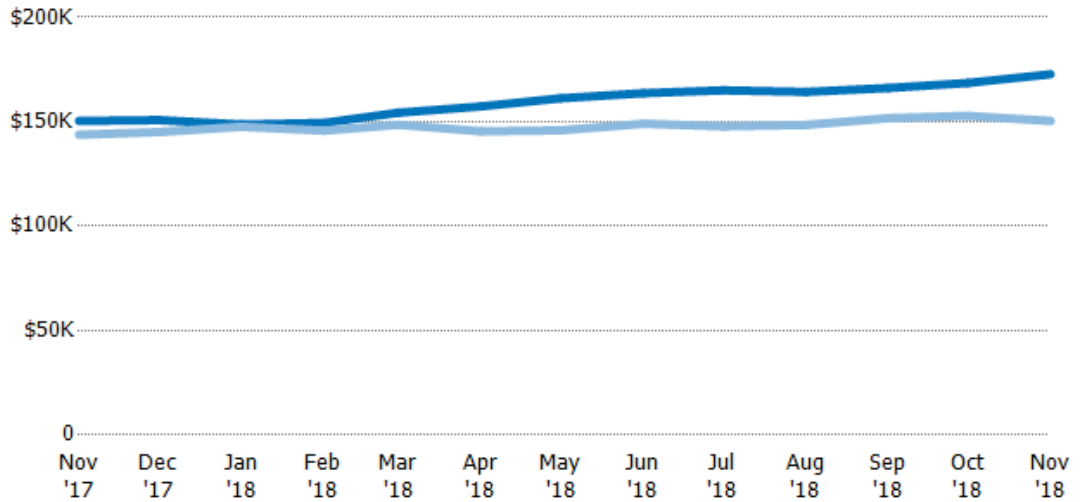
Average Listing Price

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.
Nov '18	\$173K	14.9%
Nov '17	\$150K	4.6%
Nov '16	\$144K	-8.9%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$150K	\$151K	\$149K	\$149K	\$154K	\$157K	\$161K	\$164K	\$165K	\$164K	\$166K	\$169K	\$173K
Prior Year	\$144K	\$145K	\$148K	\$146K	\$149K	\$145K	\$146K	\$149K	\$148K	\$148K	\$152K	\$153K	\$150K
Percent Change from Prior Year	5%	4%	1%	3%	4%	8%	11%	10%	12%	11%	10%	10%	15%

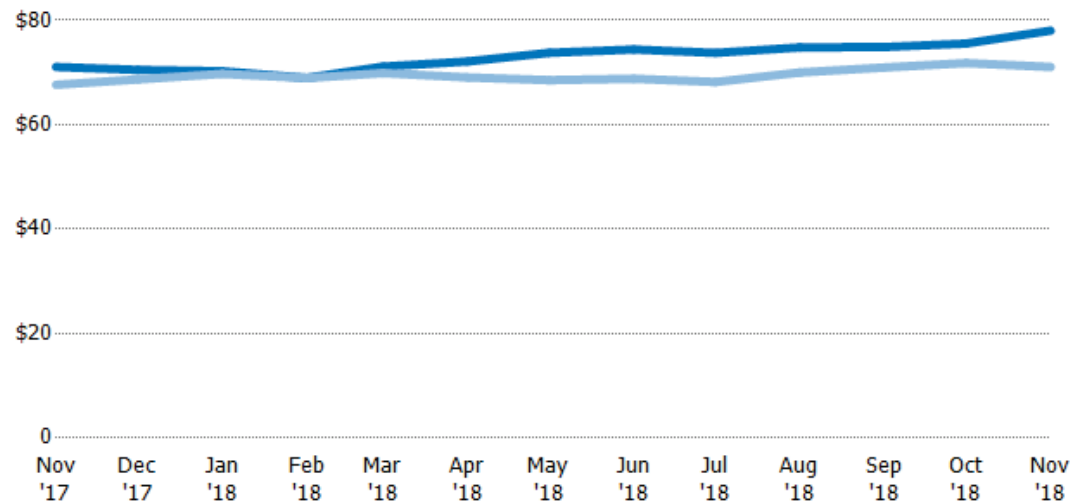
Average Listing Price per Sq Ft

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.
Nov '18	\$78	9.8%
Nov '17	\$71.1	5.1%
Nov '16	\$67.7	-1.7%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$71.1	\$70.5	\$70.2	\$69	\$71.1	\$72.1	\$73.8	\$74.4	\$73.8	\$74.8	\$74.9	\$75.6	\$78
Prior Year	\$67.7	\$68.7	\$69.8	\$68.9	\$69.9	\$69.1	\$68.6	\$68.8	\$68.2	\$70	\$71	\$71.8	\$71.1
Percent Change from Prior Year	5%	3%	1%	0%	2%	4%	8%	8%	8%	7%	6%	5%	10%



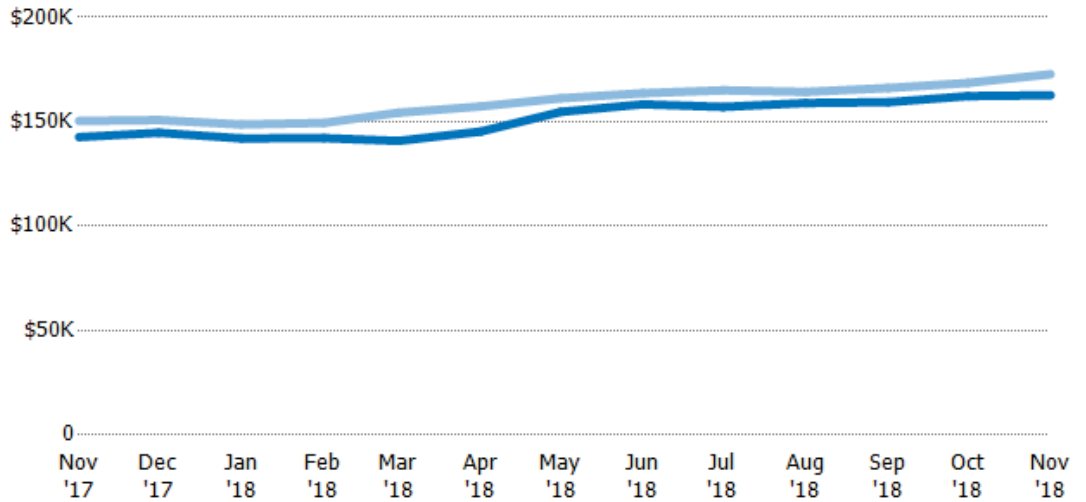


Average Listing Price vs Average Est Value

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



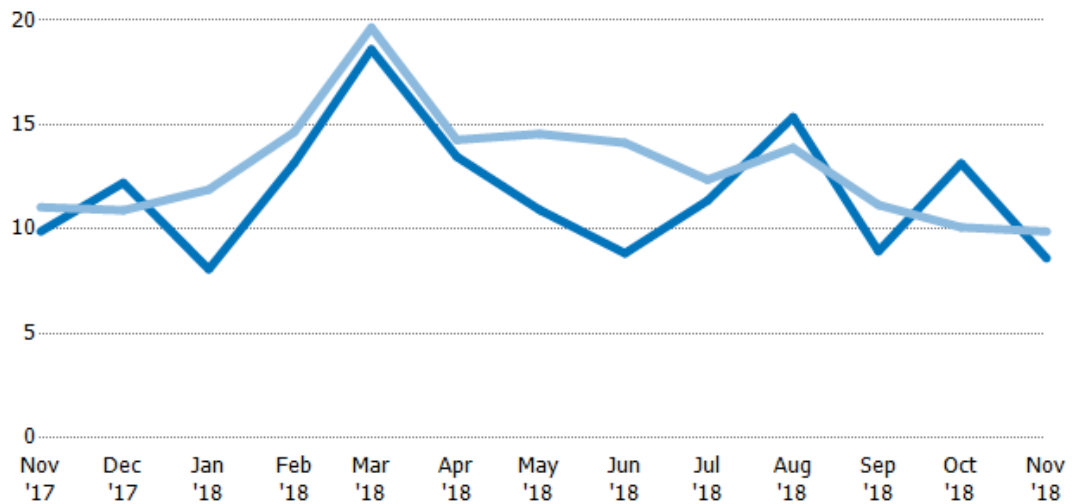
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	\$143K	\$145K	\$142K	\$142K	\$141K	\$145K	\$155K	\$158K	\$157K	\$159K	\$159K	\$162K	\$163K
Avg Listing Price	\$150K	\$151K	\$149K	\$149K	\$154K	\$157K	\$161K	\$164K	\$165K	\$164K	\$166K	\$169K	\$173K
Avg Listing Price as a % of Avg Est Value	105%	104%	105%	105%	110%	108%	104%	103%	105%	103%	104%	104%	106%

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.
Nov '18	8.6	-13%
Nov '17	9.89	-10.5%
Nov '16	11	5.2%

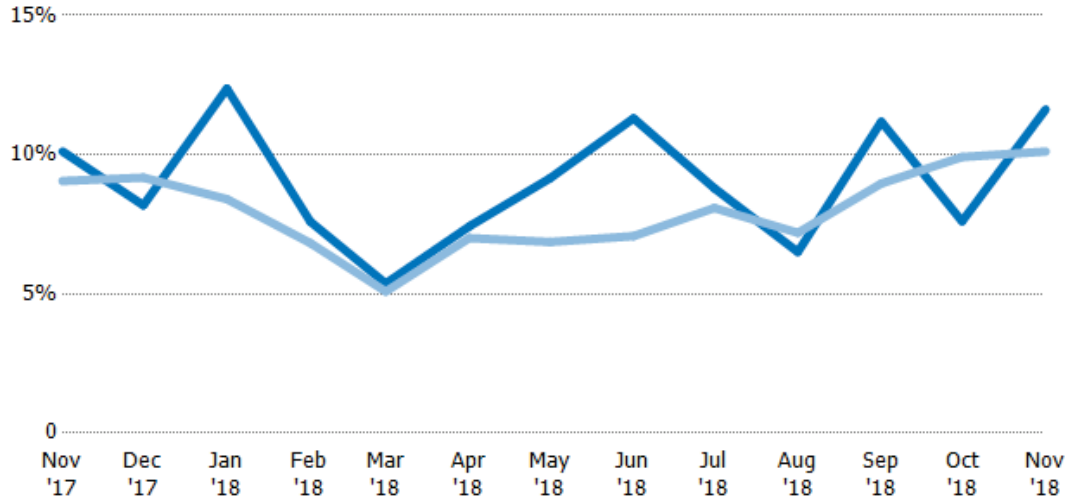
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Nov '18	12%	-1.5%
Nov '17	10%	-1.1%
Nov '16	9%	-5%

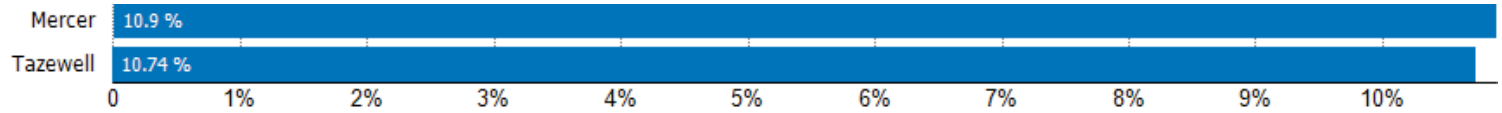


	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	10%	8%	12%	8%	5%	7%	9%	11%	9%	7%	11%	8%	12%
Prior Year	9%	9%	8%	7%	5%	7%	7%	7%	8%	7%	9%	10%	10%
Change from Prior Year	-1%	1%	-4%	-1%	0%	0%	-2%	-4%	-1%	1%	-2%	2%	-2%

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



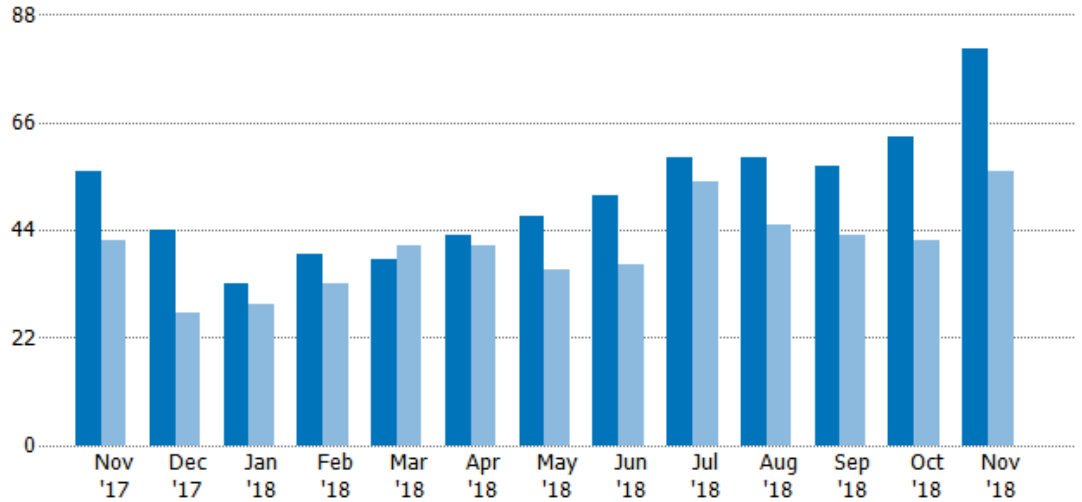
Pending Sales

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.
Nov '18	81	44.6%
Nov '17	56	33.3%
Nov '16	42	-14.3%



Current Year	56	44	33	39	38	43	47	51	59	59	57	63	81
Prior Year	42	27	29	33	41	41	36	37	54	45	43	42	56
Percent Change from Prior Year	33%	63%	14%	18%	-7%	5%	31%	38%	9%	31%	33%	50%	45%

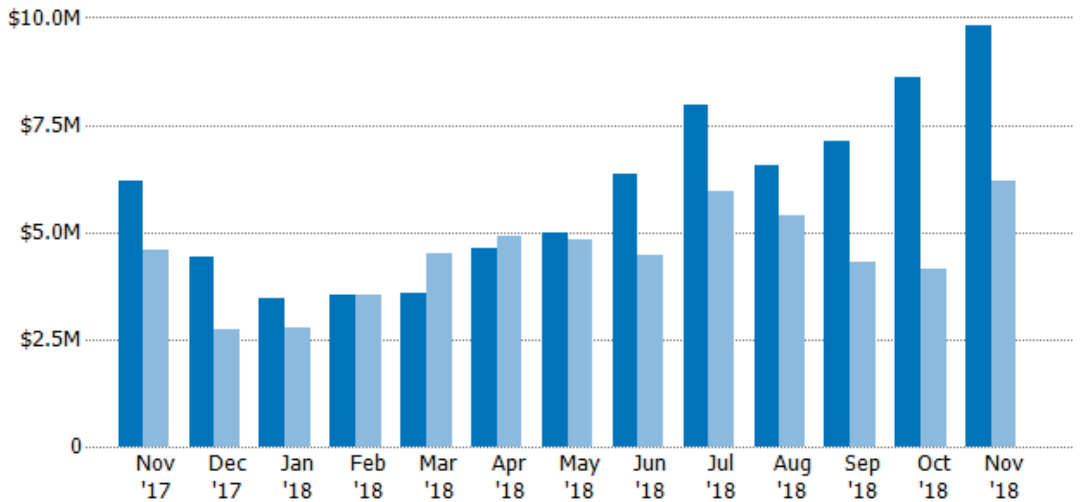
Pending Sales Volume

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.
Nov '18	\$9.83M	59.2%
Nov '17	\$6.17M	35.2%
Nov '16	\$4.57M	5.5%



Current Year	\$6.17M	\$4.44M	\$3.46M	\$3.56M	\$3.59M	\$4.6M	\$4.99M	\$6.34M	\$7.97M	\$6.54M	\$7.11M	\$8.63M	\$9.83M
Prior Year	\$4.57M	\$2.71M	\$2.77M	\$3.52M	\$4.5M	\$4.92M	\$4.81M	\$4.47M	\$5.95M	\$5.38M	\$4.28M	\$4.14M	\$6.17M
Percent Change from Prior Year	35%	63%	25%	1%	-20%	-7%	4%	42%	34%	22%	66%	108%	59%

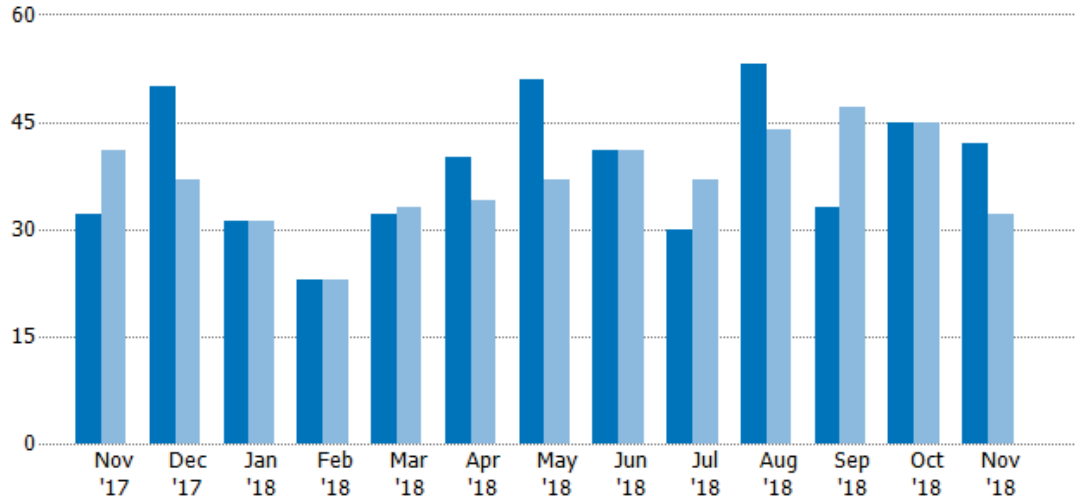
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Nov '18	42	31.3%
Nov '17	32	-22%
Nov '16	41	-34.1%



Current Year	32	50	31	23	32	40	51	41	30	53	33	45	42
Prior Year	41	37	31	23	33	34	37	41	37	44	47	45	32
Percent Change from Prior Year	-22%	35%	0%	0%	-3%	18%	38%	0%	-19%	20%	-30%	0%	31%

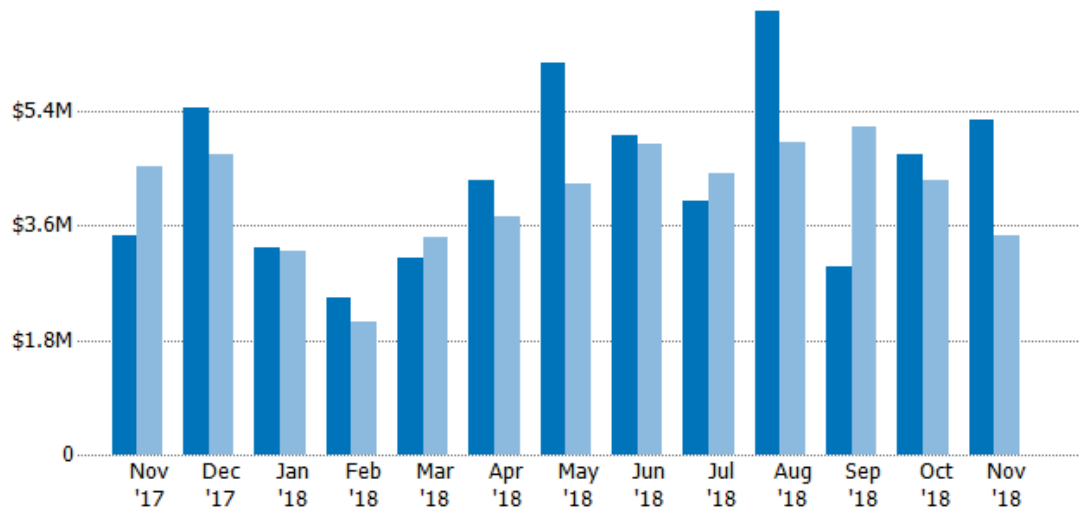
Closed Sales Volume

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.
Nov '18	\$5.25M	52.1%
Nov '17	\$3.45M	-24%
Nov '16	\$4.54M	-31.4%



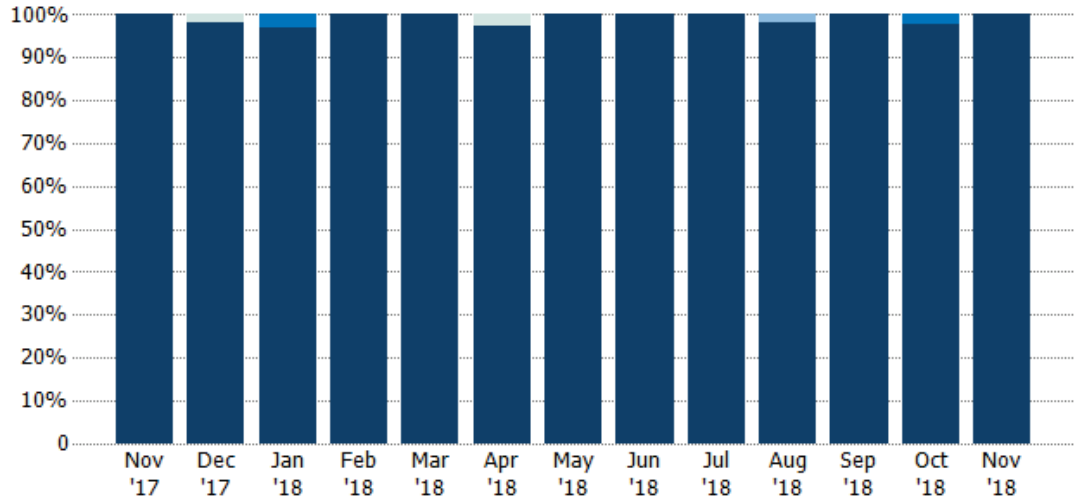
Current Year	\$3.45M	\$5.44M	\$3.25M	\$2.45M	\$3.09M	\$4.31M	\$6.16M	\$5.01M	\$3.99M	\$6.96M	\$2.96M	\$4.73M	\$5.25M
Prior Year	\$4.54M	\$4.71M	\$3.2M	\$2.09M	\$3.42M	\$3.74M	\$4.26M	\$4.87M	\$4.42M	\$4.92M	\$5.15M	\$4.32M	\$3.45M
Percent Change from Prior Year	-24%	15%	2%	18%	-9%	15%	45%	3%	-10%	42%	-43%	9%	52%

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	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Other	-	2%	-	-	-	3%	-	-	-	-	-	-	-
Lot/Land	-	-	-	-	-	-	-	-	-	2%	-	-	-
Condo/Townhouse	-	-	3%	-	-	-	-	-	-	-	-	2%	-
Single Family Residence	100%	98%	97%	100%	100%	98%	100%	100%	100%	98%	100%	98%	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



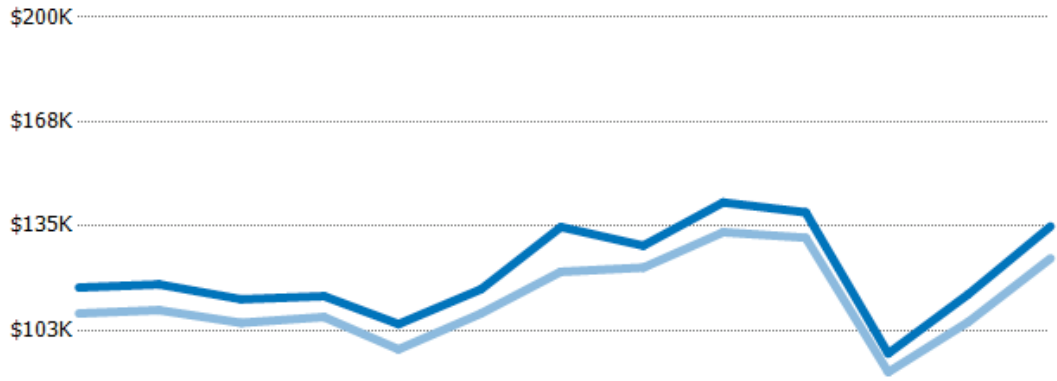


Average Sales Price vs Average Listing Price

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



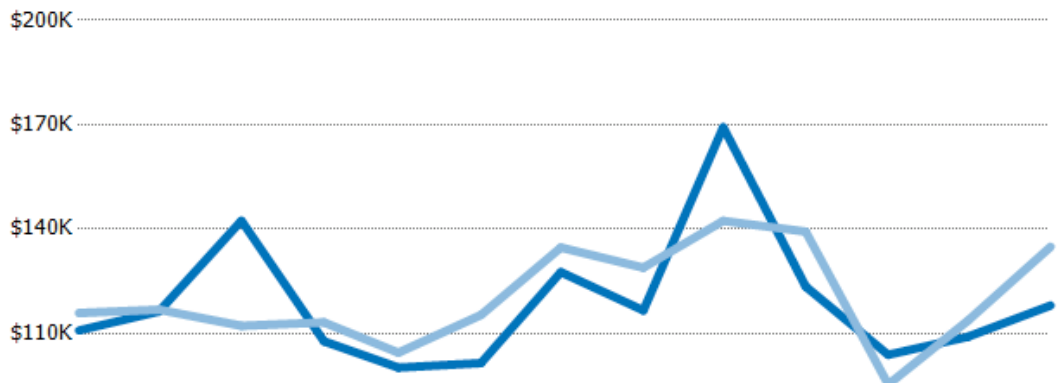
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg List Price	\$116K	\$117K	\$112K	\$113K	\$105K	\$115K	\$135K	\$129K	\$142K	\$139K	\$95.4K	\$114K	\$135K
Avg Sales Price	\$108K	\$109K	\$105K	\$107K	\$96.7K	\$108K	\$121K	\$122K	\$133K	\$131K	\$89.6K	\$105K	\$125K
Avg Sales Price as a % of Avg List Price	93%	93%	93%	94%	92%	93%	90%	95%	93%	94%	94%	92%	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



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	\$111K	\$116K	\$142K	\$108K	\$100K	\$102K	\$128K	\$117K	\$169K	\$124K	\$104K	\$109K	\$118K
Avg Sales Price	\$116K	\$117K	\$112K	\$113K	\$105K	\$115K	\$135K	\$129K	\$142K	\$139K	\$95.4K	\$114K	\$135K
Avg Sales Price as a % of Avg Est Value	105%	100%	79%	105%	104%	114%	106%	111%	84%	113%	92%	104%	114%

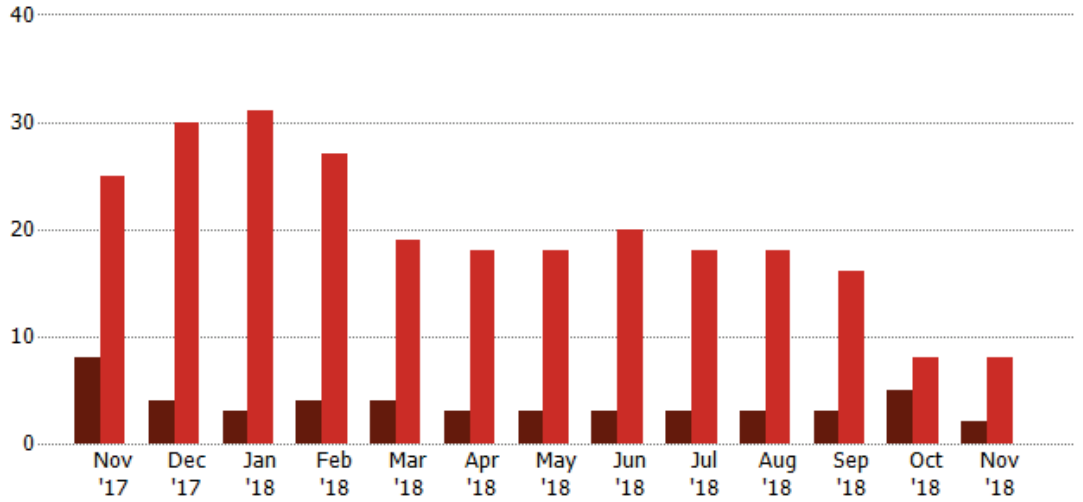
Distressed Listings

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.
Nov '18	2	-75%
Nov '17	8	-68%
Nov '16	25	20%

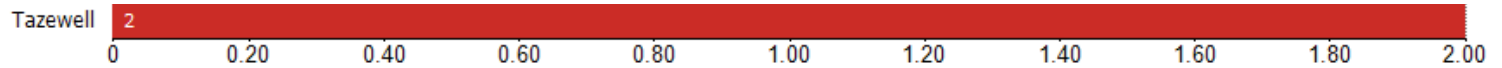


Current Year	8	4	3	4	4	3	3	3	3	3	3	5	2
Prior Year	25	30	31	27	19	18	18	20	18	18	16	8	8
Percent Change from Prior Year	-68%	-87%	-90%	-85%	-79%	-83%	-83%	-85%	-83%	-83%	-81%	-38%	-75%

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: 12/05/2018

Scheduled: Yes

Report Date Range: From 11/2017 To: 11/2018

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: 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 11/2018 data

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

