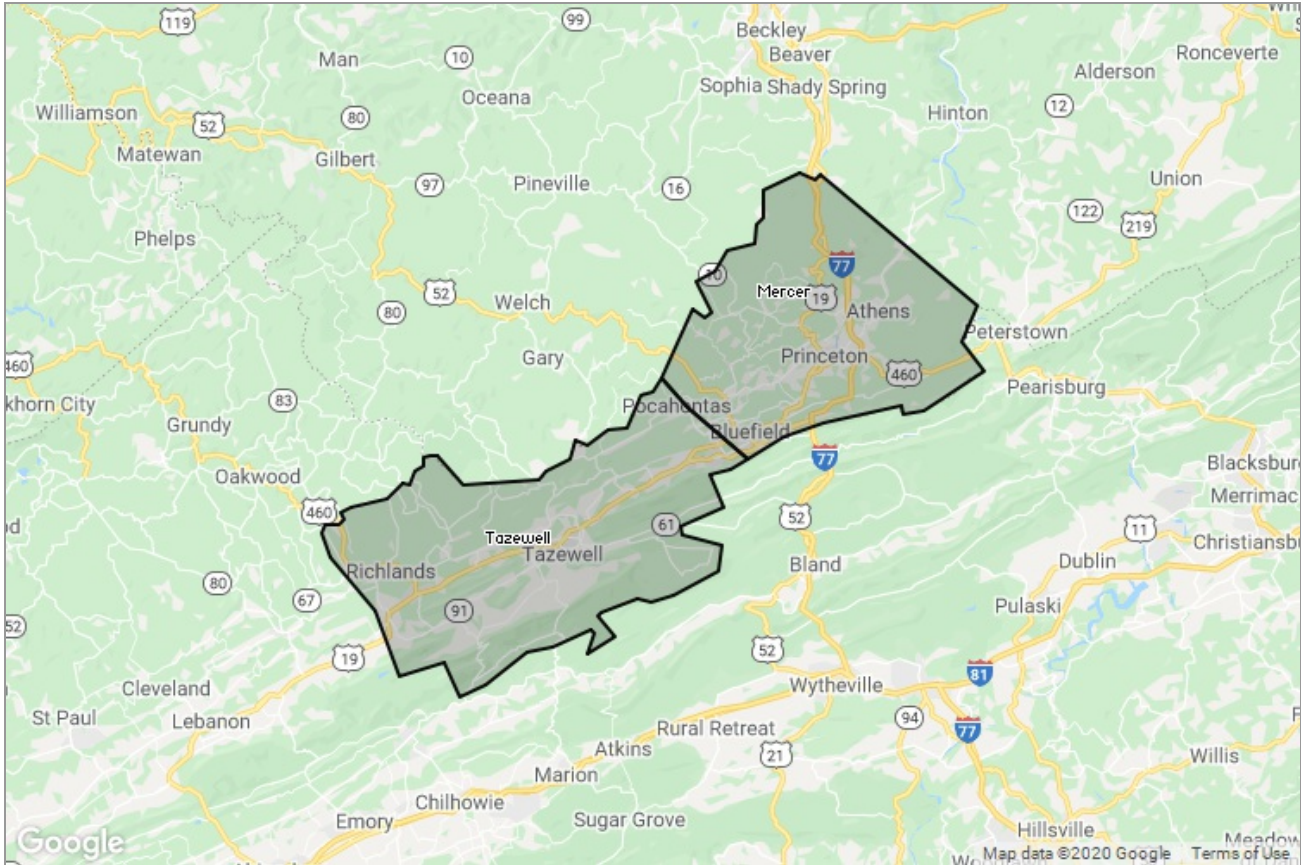




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
9/2019 – 9/2020

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 10/06/2020

**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

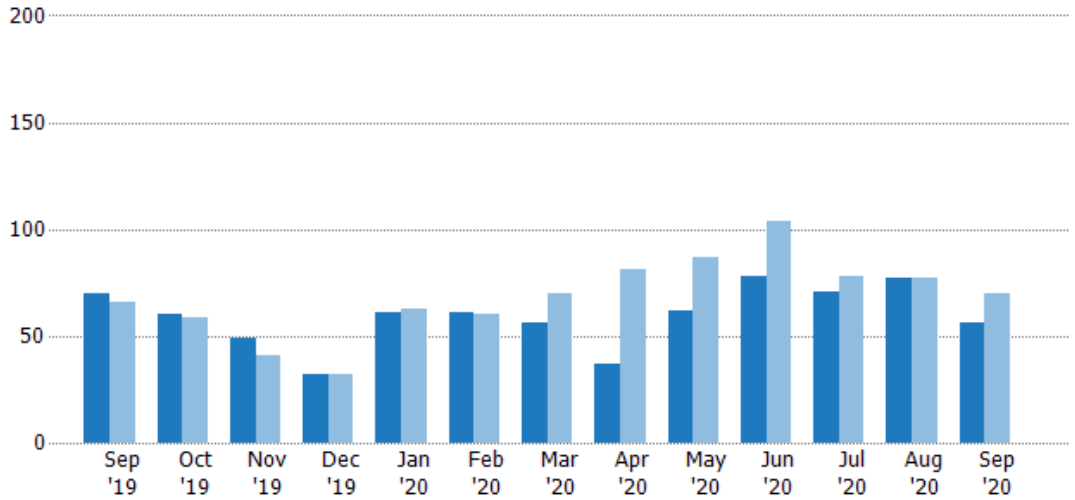
## New Listings

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.
Sep '20	56	-20%
Sep '19	70	6.1%
Sep '18	66	-10.6%



Current Year	70	60	49	32	61	61	56	37	62	78	71	77	56
Prior Year	66	59	41	32	63	60	70	81	87	104	78	77	70
Percent Change from Prior Year	6%	2%	20%	0%	-3%	2%	-20%	-54%	-29%	-25%	-9%	0%	-20%

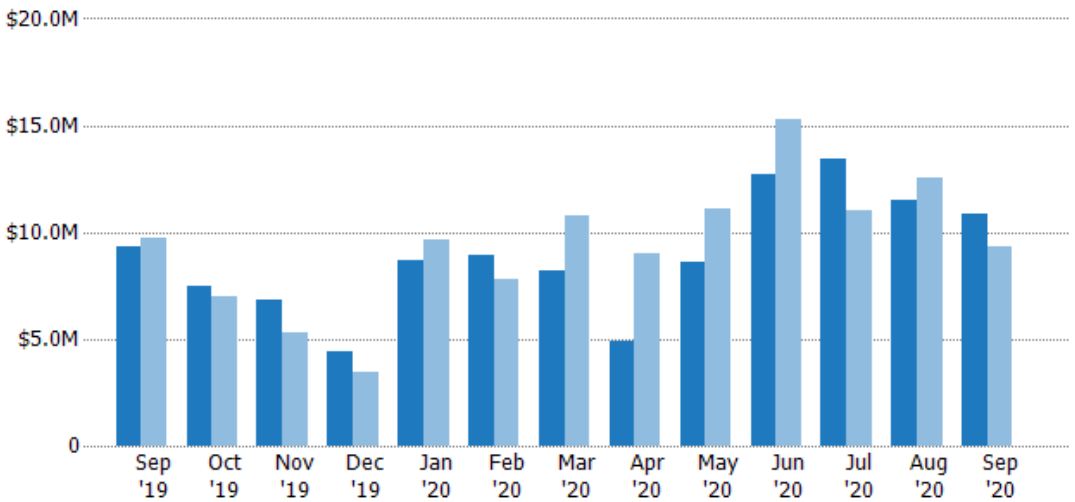
## New Listing Volume

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.
Sep '20	\$10.9M	16.3%
Sep '19	\$9.36M	-3.9%
Sep '18	\$9.74M	-16.7%



Current Year	\$9.36M	\$7.48M	\$6.87M	\$4.44M	\$8.68M	\$8.96M	\$8.21M	\$4.92M	\$8.64M	\$12.7M	\$13.4M	\$11.5M	\$10.9M
Prior Year	\$9.74M	\$6.96M	\$5.32M	\$3.46M	\$9.64M	\$7.83M	\$10.8M	\$9.02M	\$11.1M	\$15.3M	\$11M	\$12.6M	\$9.36M
Percent Change from Prior Year	-4%	7%	29%	29%	-10%	14%	-24%	-45%	-22%	-17%	22%	-9%	16%

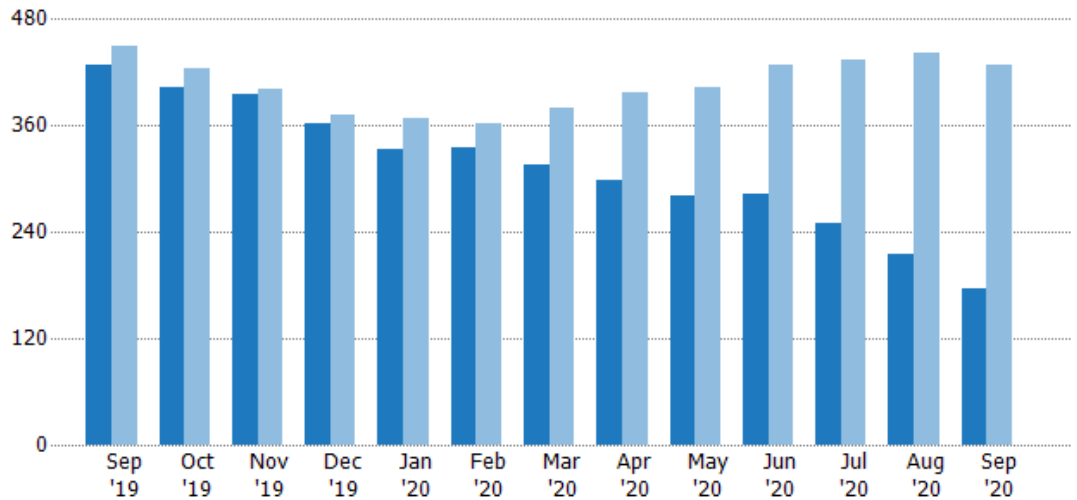
### Active Listings

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.
Sep '20	177	-58.6%
Sep '19	428	-4.9%
Sep '18	450	8.4%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	428	404	396	363	333	335	316	299	281	283	249	214	177
Prior Year	450	424	401	372	369	363	380	398	404	429	435	442	428
Percent Change from Prior Year	-5%	-5%	-1%	-2%	-10%	-8%	-17%	-25%	-30%	-34%	-43%	-52%	-59%

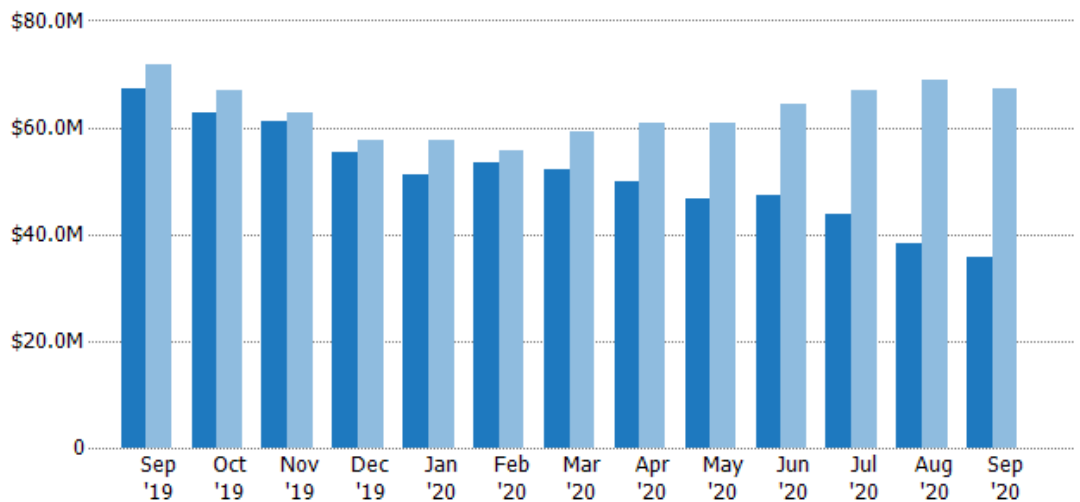
### Active Listing Volume

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.
Sep '20	\$35.6M	-47%
Sep '19	\$67.2M	-6.4%
Sep '18	\$71.8M	1.7%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$67.2M	\$62.6M	\$61.1M	\$55.3M	\$51.2M	\$53.3M	\$52.1M	\$49.8M	\$46.7M	\$47.2M	\$43.6M	\$38.2M	\$35.6M
Prior Year	\$71.8M	\$66.8M	\$62.8M	\$57.7M	\$57.5M	\$55.7M	\$59.2M	\$60.9M	\$60.7M	\$64.4M	\$66.8M	\$68.9M	\$67.2M
Percent Change from Prior Year	-6%	-6%	-3%	-4%	-11%	-4%	-12%	-18%	-23%	-27%	-35%	-45%	-47%

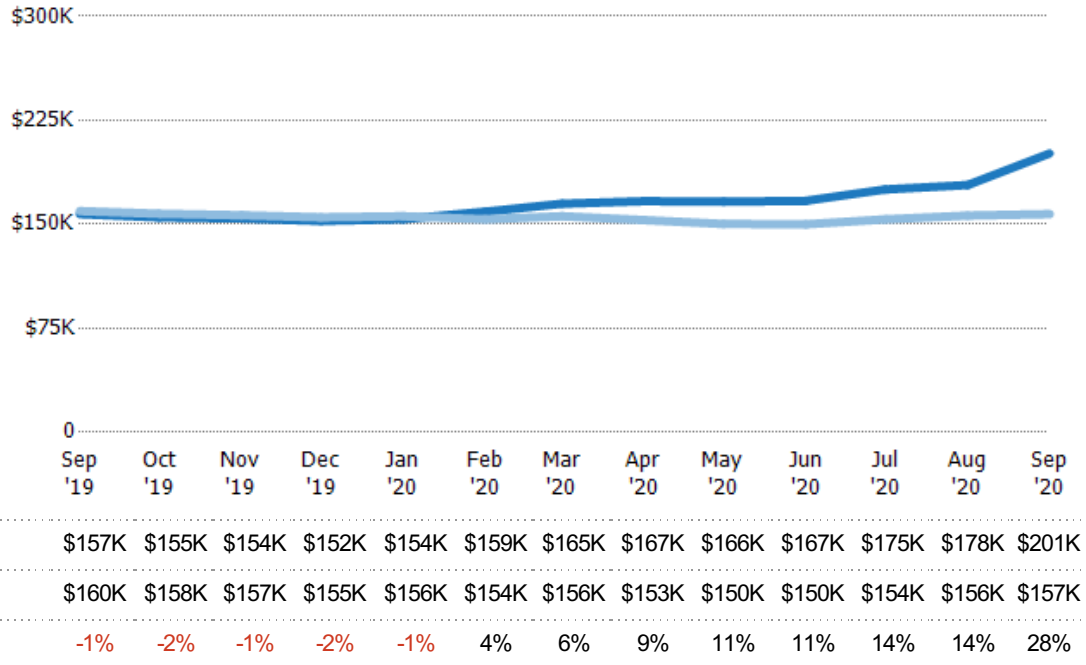
## Average Listing Price

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.
Sep '20	\$201K	27.8%
Sep '19	\$157K	-1.4%
Sep '18	\$160K	-6.2%



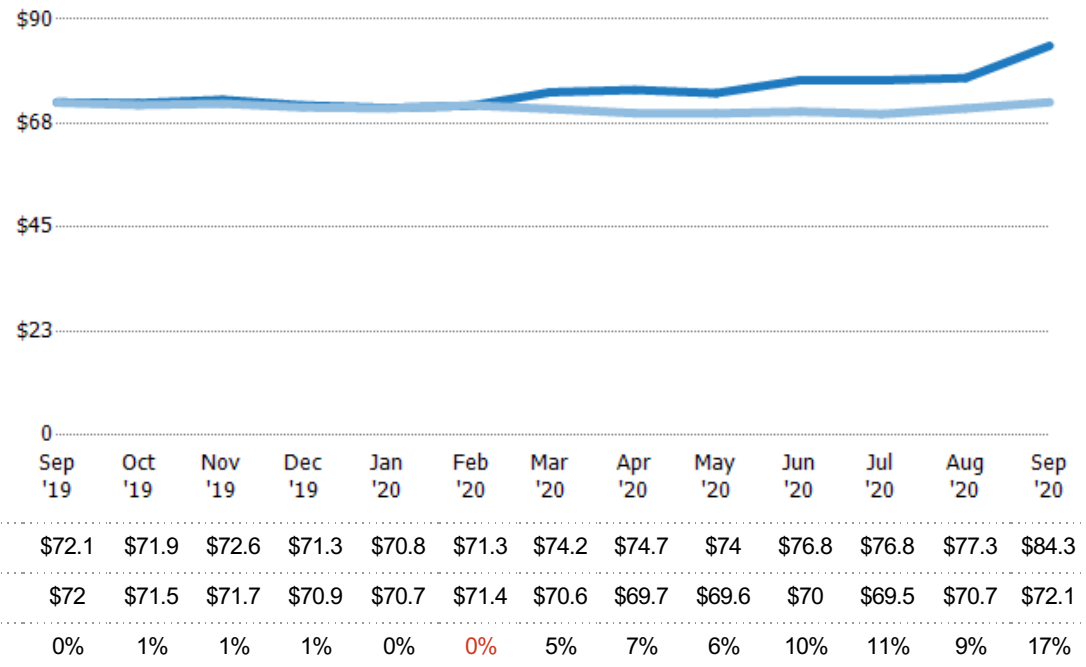
## Average Listing Price per Sq Ft

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.
Sep '20	\$84.3	16.9%
Sep '19	\$72.1	0.1%
Sep '18	\$72	-3.6%

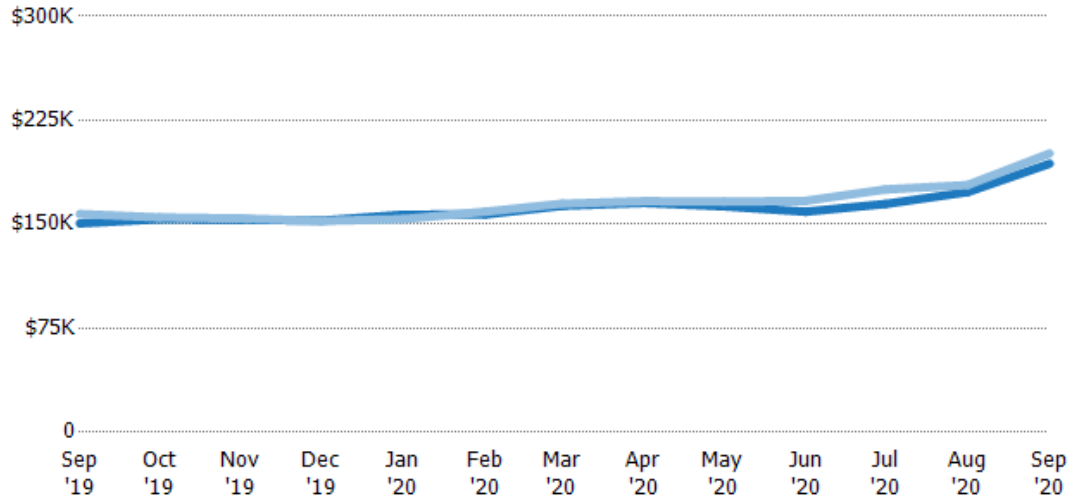


## Average Listing Price vs Average Est Value

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



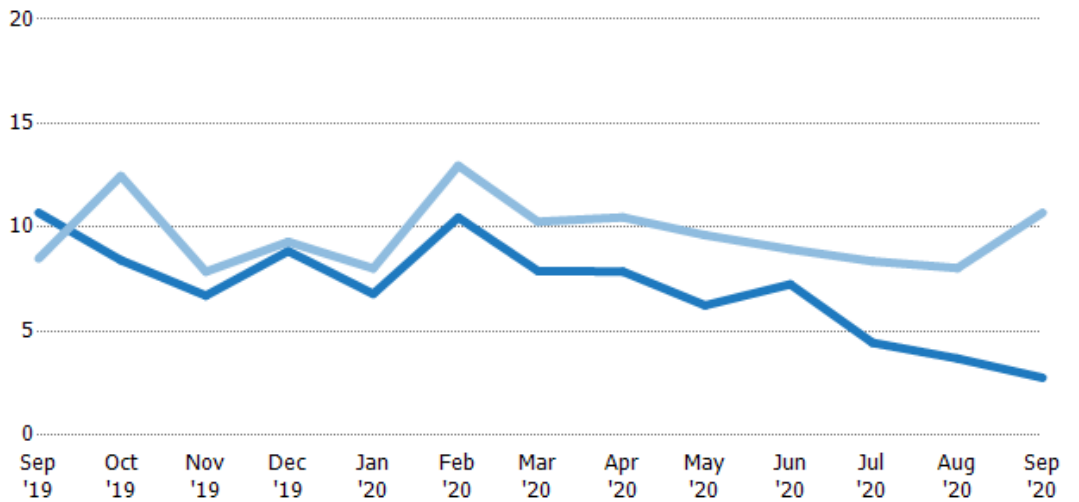
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg Est Value	\$151K	\$154K	\$153K	\$153K	\$157K	\$157K	\$163K	\$165K	\$163K	\$159K	\$165K	\$173K	\$194K
Avg Listing Price	\$157K	\$155K	\$154K	\$152K	\$154K	\$159K	\$165K	\$167K	\$166K	\$167K	\$175K	\$178K	\$201K
Avg Listing Price as a % of Avg Est Value	104%	101%	101%	100%	98%	101%	101%	101%	102%	105%	106%	103%	104%

## 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.
Sep '20	2.77	-74.2%
Sep '19	10.7	26%
Sep '18	8.49	33.7%

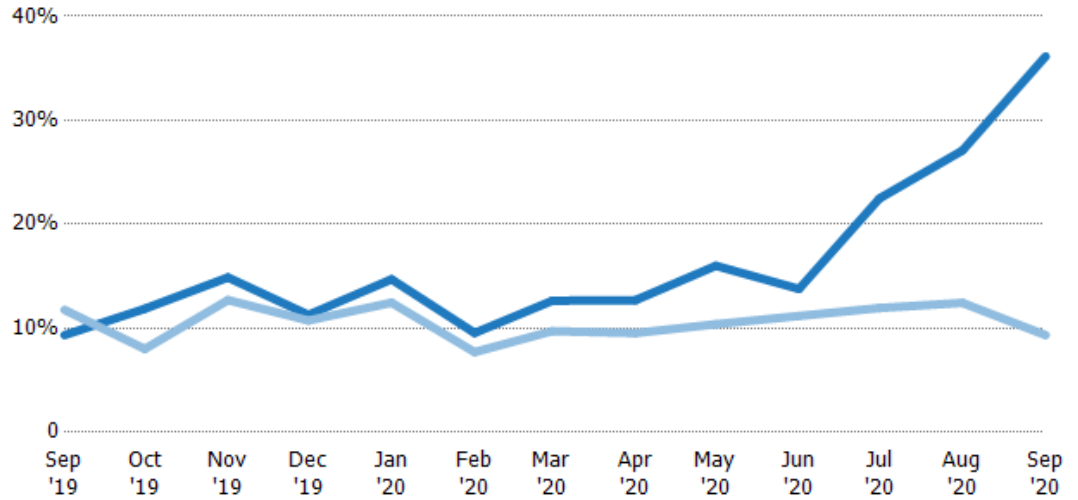
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Sep '20	36%	-26.8%
Sep '19	9%	2.4%
Sep '18	12%	-25.1%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	9%	12%	15%	11%	15%	10%	13%	13%	16%	14%	22%	27%	36%
Prior Year	12%	8%	13%	11%	12%	8%	10%	10%	10%	11%	12%	12%	9%
Change from Prior Year	2%	-4%	-2%	-1%	-2%	-2%	-3%	-3%	-6%	-3%	-11%	-15%	-27%

## 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



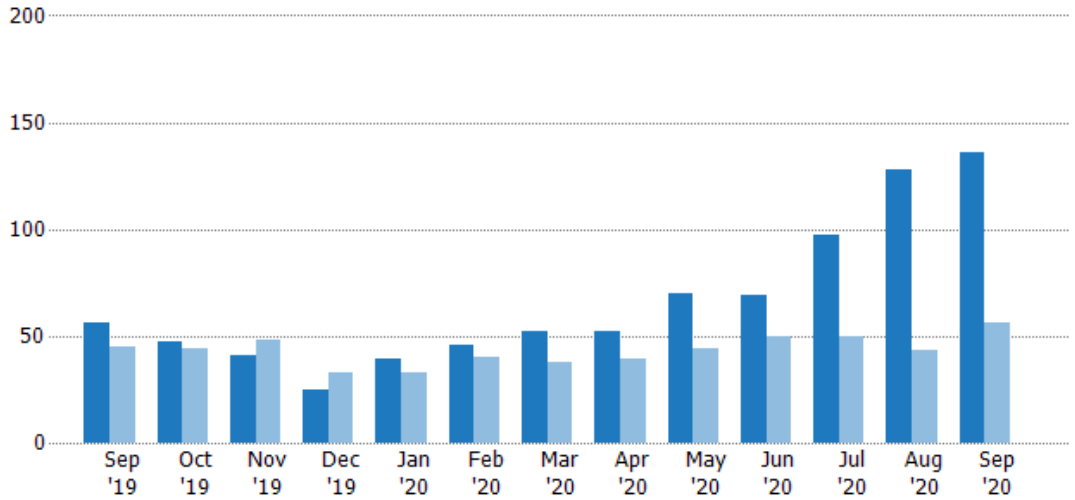
## Pending Sales

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.
Sep '20	136	142.9%
Sep '19	56	24.4%
Sep '18	45	-2.2%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	56	47	41	25	39	46	52	52	70	69	97	128	136
Prior Year	45	44	48	33	33	40	38	39	44	50	50	43	56
Percent Change from Prior Year	24%	7%	-15%	-24%	18%	15%	37%	33%	59%	38%	94%	198%	143%

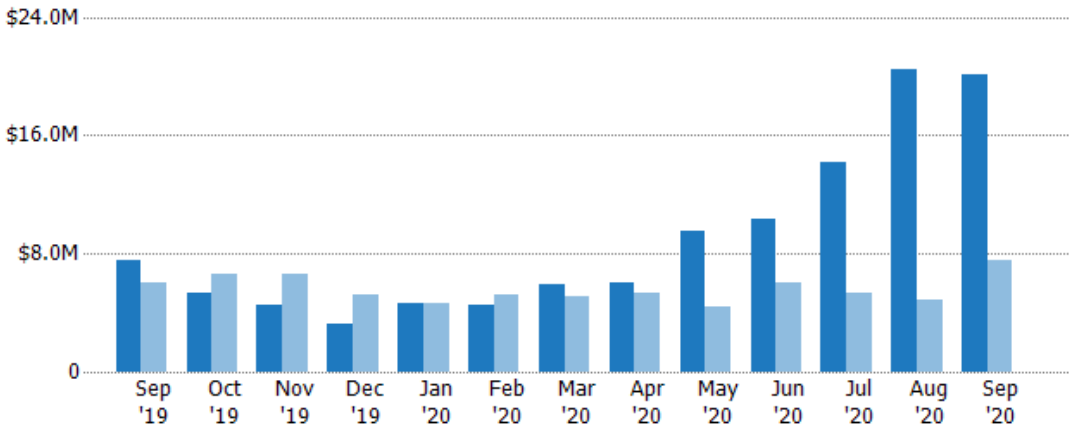
## Pending Sales Volume

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.
Sep '20	\$20.1M	165.6%
Sep '19	\$7.57M	25.7%
Sep '18	\$6.03M	-20.2%



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$7.57M	\$5.34M	\$4.55M	\$3.24M	\$4.69M	\$4.48M	\$5.89M	\$6.05M	\$9.48M	\$10.3M	\$14.2M	\$20.5M	\$20.1M
Prior Year	\$6.03M	\$6.56M	\$6.65M	\$5.22M	\$4.59M	\$5.27M	\$5.05M	\$5.3M	\$4.4M	\$6.08M	\$5.28M	\$4.91M	\$7.57M
Percent Change from Prior Year	26%	-19%	-31%	-38%	2%	-15%	17%	14%	115%	70%	168%	318%	166%

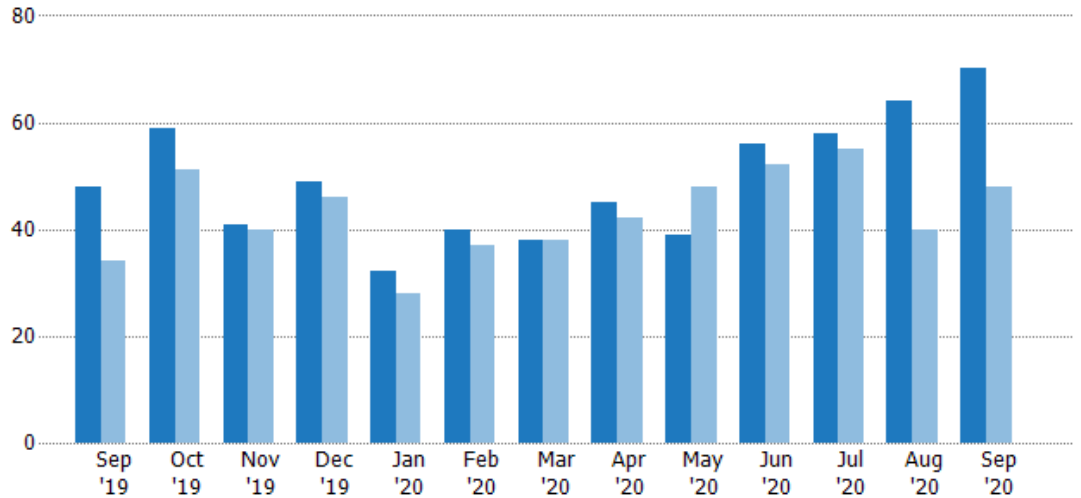
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Sep '20	70	45.8%
Sep '19	48	41.2%
Sep '18	34	52.9%



Current Year	48	59	41	49	32	40	38	45	39	56	58	64	70
Prior Year	34	51	40	46	28	37	38	42	48	52	55	40	48
Percent Change from Prior Year	41%	16%	3%	7%	14%	8%	0%	7%	-19%	8%	5%	60%	46%

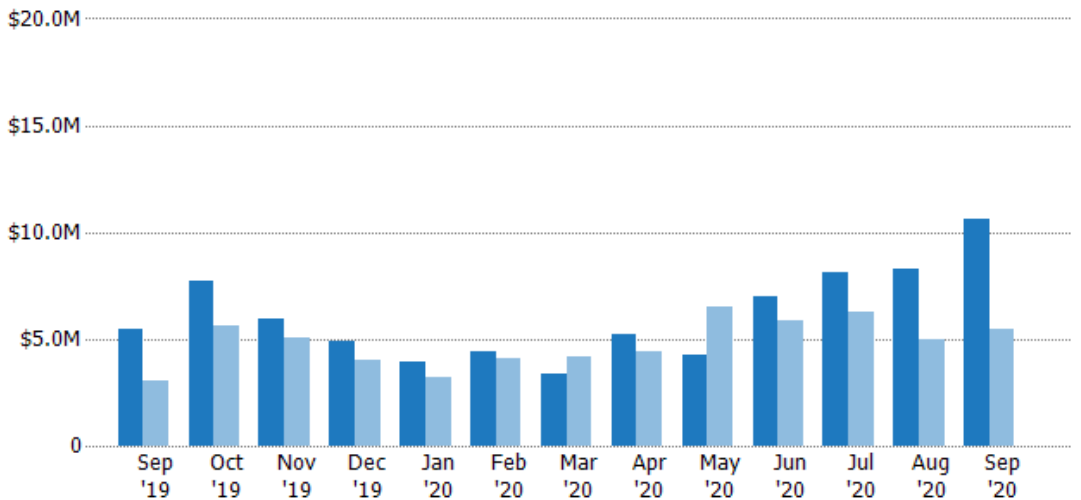
## Closed Sales Volume

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.
Sep '20	\$10.6M	94.8%
Sep '19	\$5.43M	77.1%
Sep '18	\$3.07M	90.6%



Current Year	\$5.43M	\$7.7M	\$5.98M	\$4.88M	\$3.92M	\$4.4M	\$3.33M	\$5.21M	\$4.24M	\$7.01M	\$8.09M	\$8.25M	\$10.6M
Prior Year	\$3.07M	\$5.65M	\$5.03M	\$3.97M	\$3.18M	\$4.07M	\$4.17M	\$4.43M	\$6.5M	\$5.89M	\$6.26M	\$5.02M	\$5.43M
Percent Change from Prior Year	77%	36%	19%	23%	23%	8%	-20%	18%	-35%	19%	29%	64%	95%

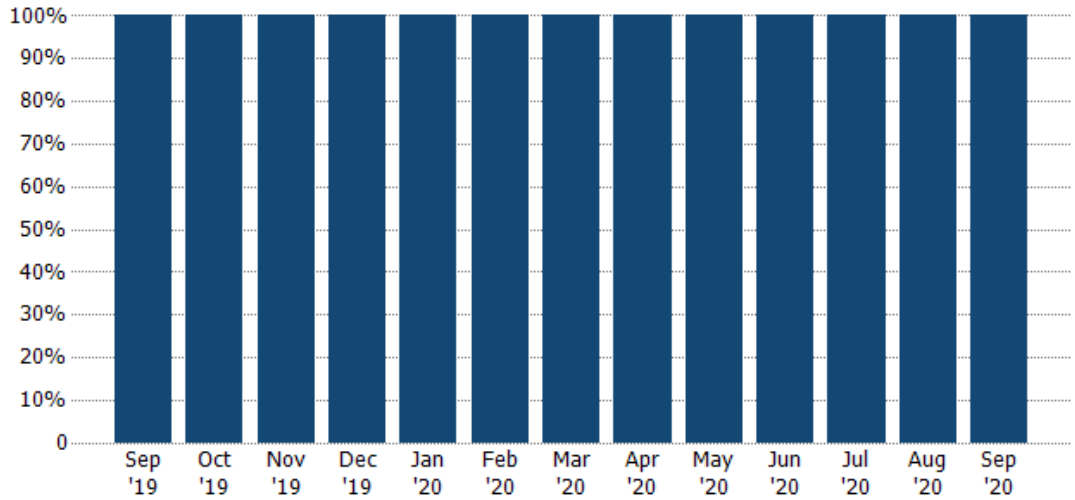


## Closed Sales by Property Type

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

**Filters Used**

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



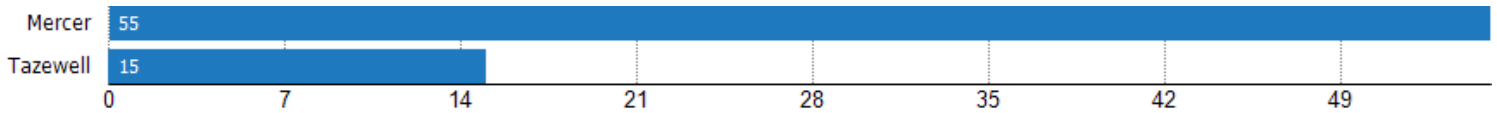
■ Single Family Residence

100% 100% 100% 100% 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: Tazewell County, Virginia, Mercer County, West Virginia

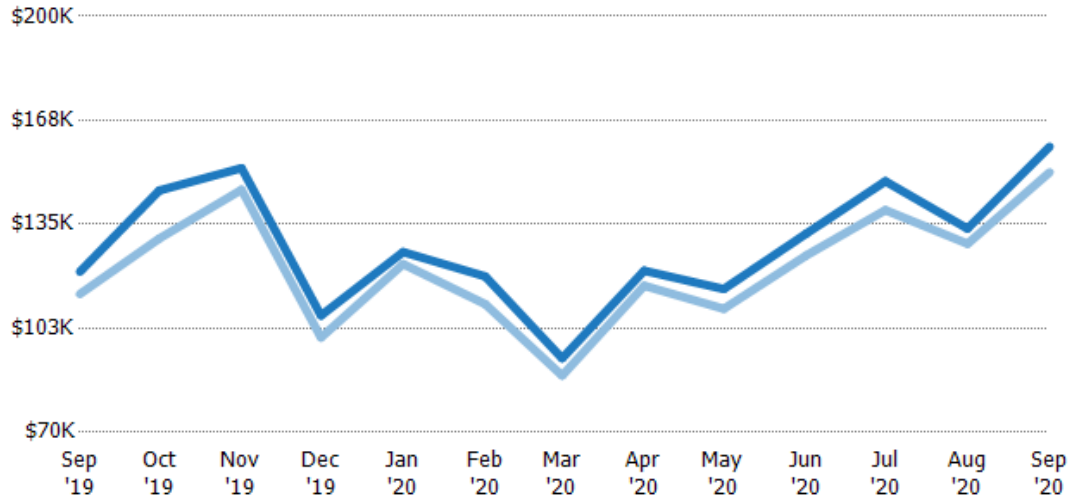


## Average Sales Price vs Average Listing Price

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



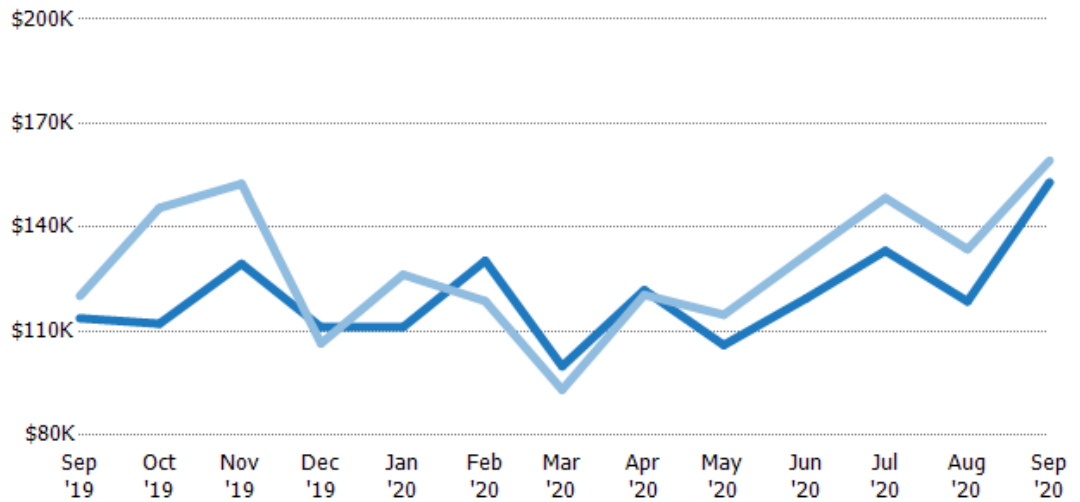
Avg List Price	\$120K	\$146K	\$153K	\$106K	\$126K	\$119K	\$93.1K	\$120K	\$115K	\$132K	\$148K	\$134K	\$159K
Avg Sales Price	\$113K	\$131K	\$146K	\$100K	\$123K	\$110K	\$87.7K	\$116K	\$109K	\$125K	\$139K	\$129K	\$151K
Avg Sales Price as a % of Avg List Price	94%	90%	96%	94%	97%	93%	94%	96%	95%	95%	94%	96%	95%

## 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



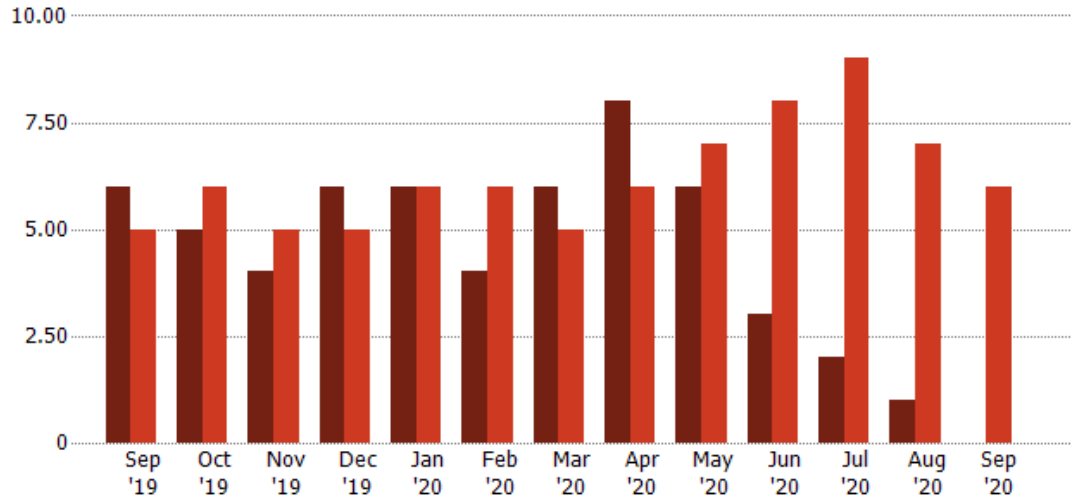
Avg Est Value	\$114K	\$112K	\$129K	\$111K	\$111K	\$130K	\$100K	\$122K	\$106K	\$119K	\$133K	\$119K	\$153K
Avg Sales Price	\$120K	\$146K	\$153K	\$106K	\$126K	\$119K	\$93.1K	\$120K	\$115K	\$132K	\$148K	\$134K	\$159K
Avg Sales Price as a % of Avg Est Value	106%	130%	118%	96%	114%	91%	93%	99%	108%	111%	111%	113%	104%

## 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	6	5	4	6	6	4	6	8	6	3	2	1	-
Prior Year	5	6	5	5	6	6	5	6	7	8	9	7	6
Percent Change from Prior Year	20%	-17%	-20%	20%	0%	-33%	20%	33%	-14%	-63%	-78%	-86%	-100%



# 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:** 10/06/2020

**Scheduled:** Yes

**Report Date Range:** From 9/2019 To: 9/2020

## 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 9/2020 data

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

