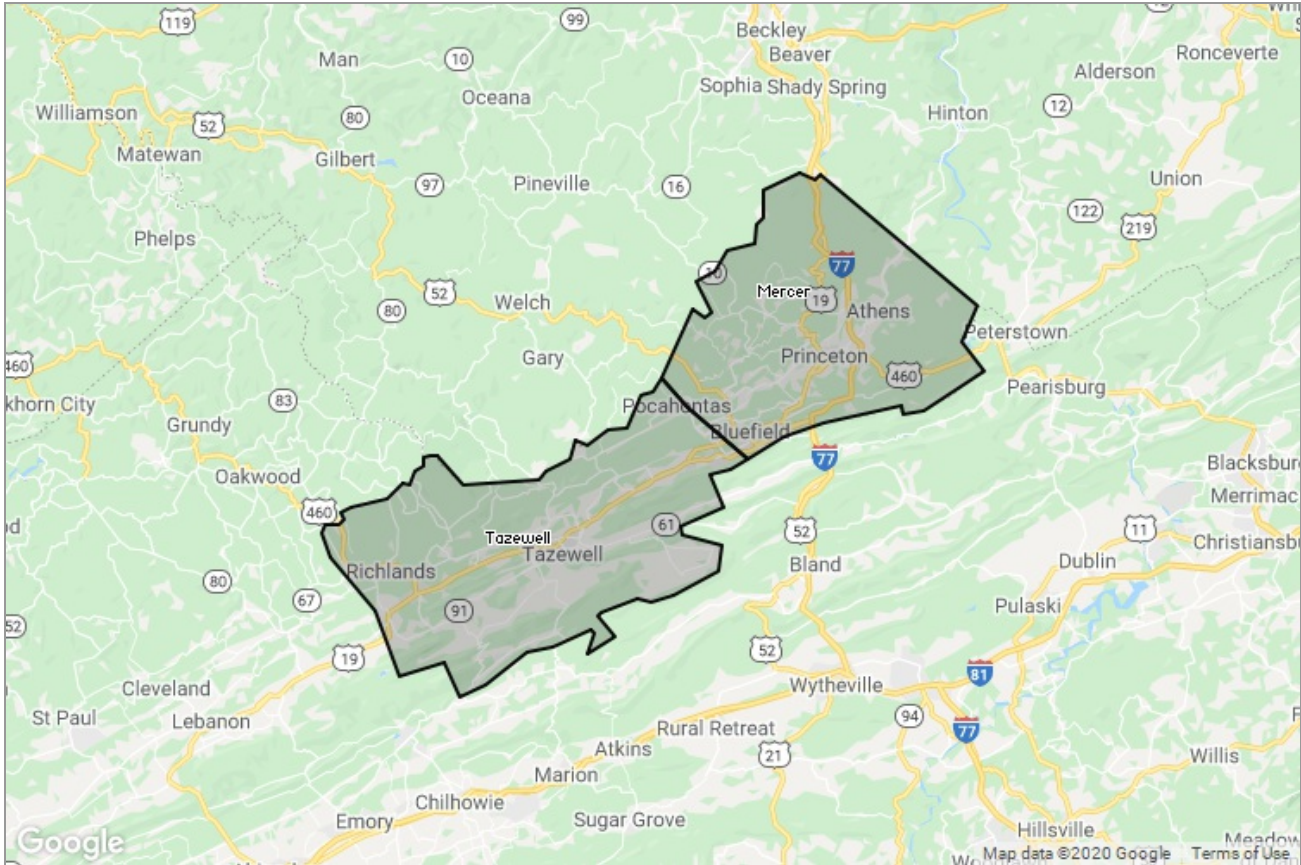




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
4/2019 – 4/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 05/06/2020

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

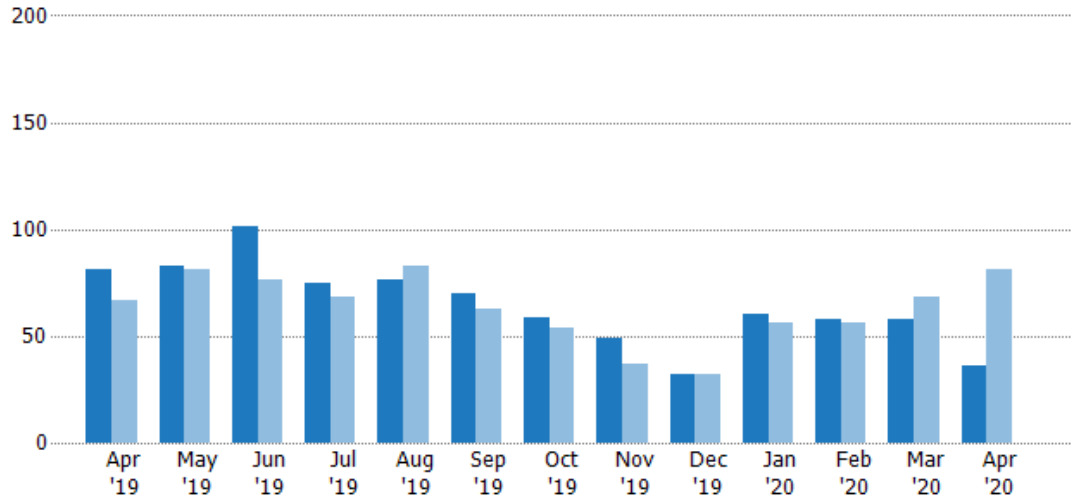
New Listings

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.
Apr '20	36	-55.6%
Apr '19	81	20.9%
Apr '18	67	19.4%



Current Year	81	83	101	75	76	70	59	49	32	60	58	58	36
Prior Year	67	81	76	68	83	63	54	37	32	56	56	68	81
Percent Change from Prior Year	21%	2%	33%	10%	-8%	11%	9%	32%	0%	7%	4%	-15%	-56%

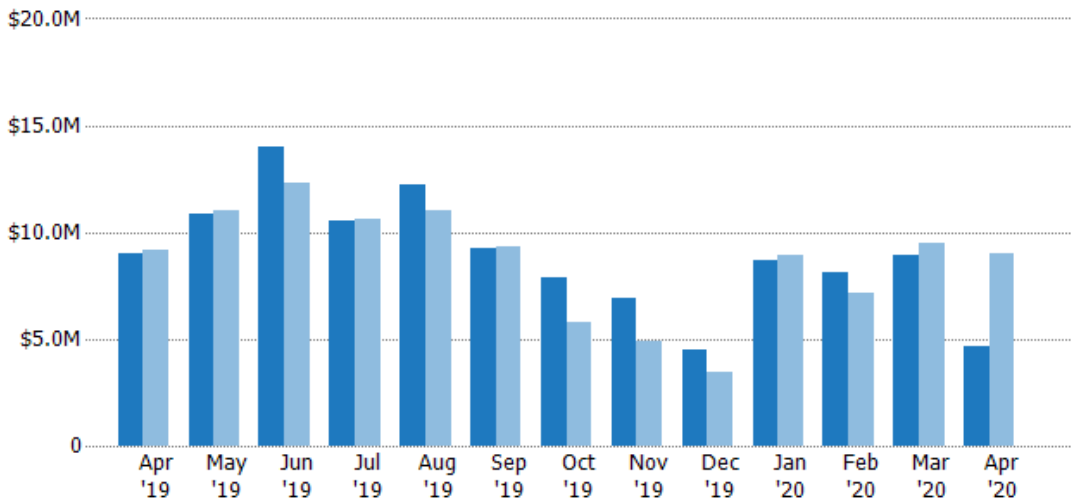
New Listing Volume

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.
Apr '20	\$4.62M	-48.8%
Apr '19	\$9.02M	-1.6%
Apr '18	\$9.17M	17.5%



Current Year	\$9.02M	\$10.8M	\$14M	\$10.5M	\$12.3M	\$9.24M	\$7.86M	\$6.89M	\$4.51M	\$8.71M	\$8.11M	\$8.96M	\$4.62M
Prior Year	\$9.17M	\$11M	\$12.3M	\$10.6M	\$11M	\$9.29M	\$5.76M	\$4.93M	\$3.47M	\$8.92M	\$7.17M	\$9.45M	\$9.02M
Percent Change from Prior Year	-2%	-2%	14%	0%	12%	-1%	36%	40%	30%	-2%	13%	-5%	-49%

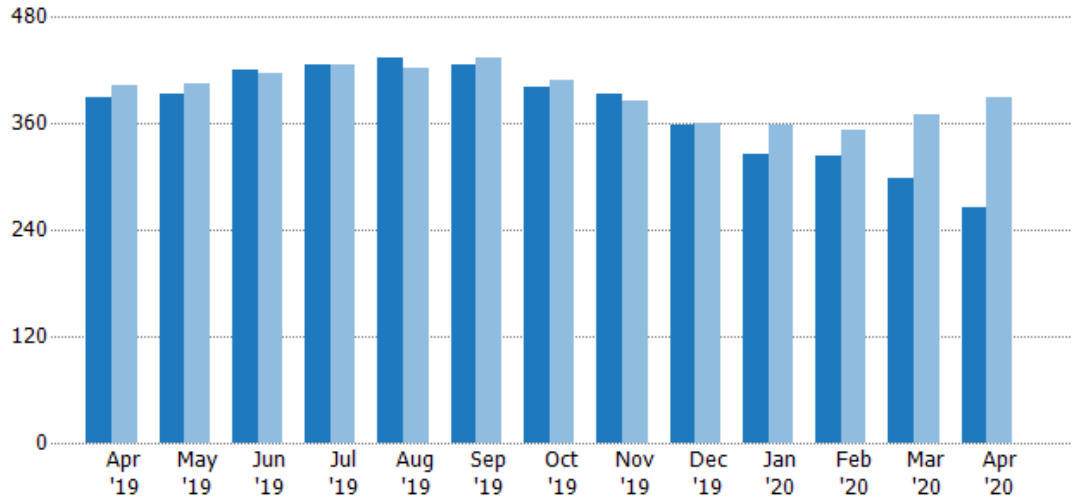
Active Listings

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.
Apr '20	265	-32.1%
Apr '19	390	-3.5%
Apr '18	404	10.1%



Current Year	390	394	421	427	435	426	401	394	359	326	324	298	265
Prior Year	404	405	417	427	423	434	409	385	360	359	352	371	390
Percent Change from Prior Year	-3%	-3%	1%	0%	3%	-2%	-2%	2%	0%	-9%	-8%	-20%	-32%

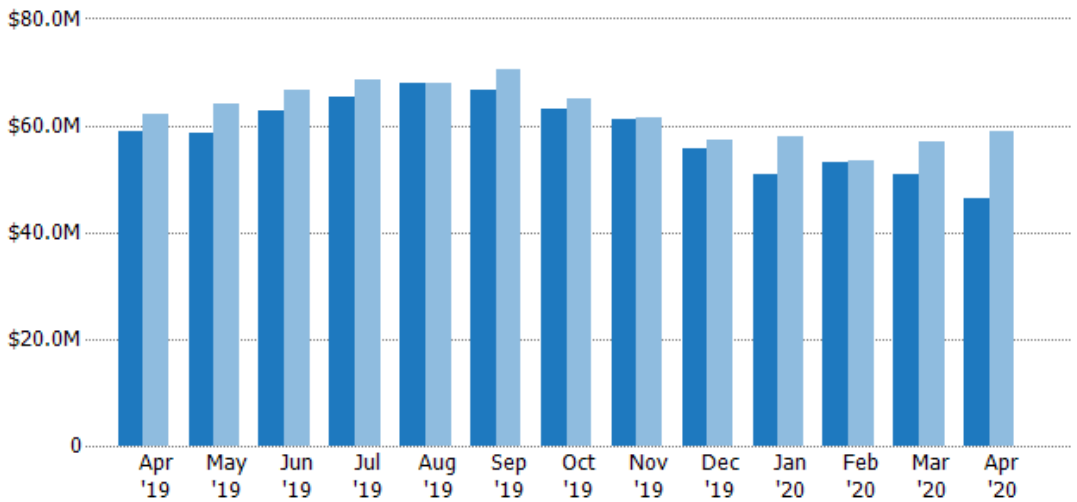
Active Listing Volume

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.
Apr '20	\$46.4M	-21.2%
Apr '19	\$58.9M	-5.3%
Apr '18	\$62.1M	6.2%



Current Year	\$58.9M	\$58.6M	\$62.8M	\$65.2M	\$67.8M	\$66.6M	\$62.9M	\$61M	\$55.8M	\$50.8M	\$53M	\$50.8M	\$46.4M
Prior Year	\$62.1M	\$63.9M	\$66.8M	\$68.4M	\$67.9M	\$70.6M	\$65M	\$61.5M	\$57.1M	\$57.9M	\$53.4M	\$57.1M	\$58.9M
Percent Change from Prior Year	-5%	-8%	-6%	-5%	0%	-6%	-3%	-1%	-2%	-12%	-1%	-11%	-21%

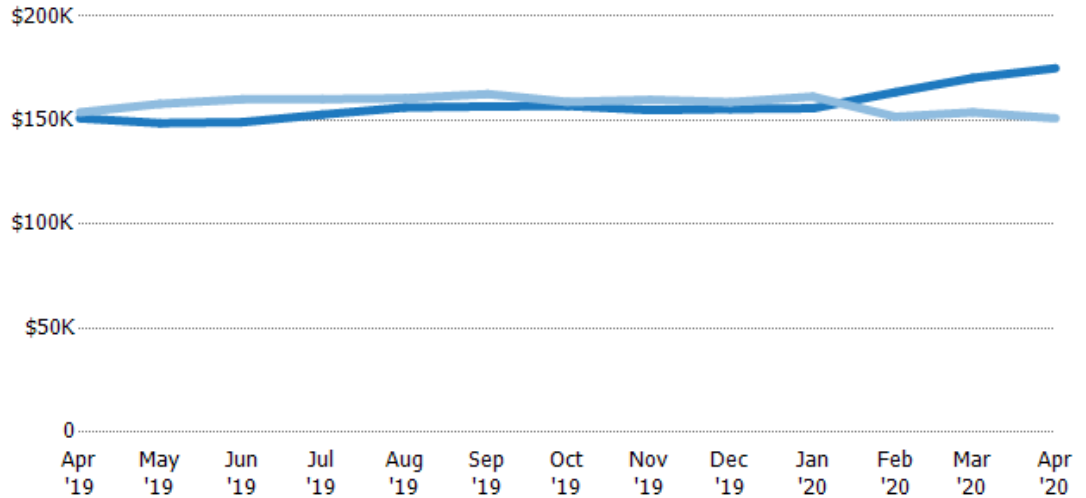
Average Listing Price

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.
Apr '20	\$175K	16%
Apr '19	\$151K	-1.9%
Apr '18	\$154K	-3.6%



Current Year	\$151K	\$149K	\$149K	\$153K	\$156K	\$157K	\$157K	\$155K	\$155K	\$156K	\$164K	\$170K	\$175K
Prior Year	\$154K	\$158K	\$160K	\$160K	\$161K	\$163K	\$159K	\$160K	\$159K	\$161K	\$152K	\$154K	\$151K
Percent Change from Prior Year	-2%	-6%	-7%	-5%	-3%	-4%	-1%	-3%	-2%	-3%	8%	11%	16%

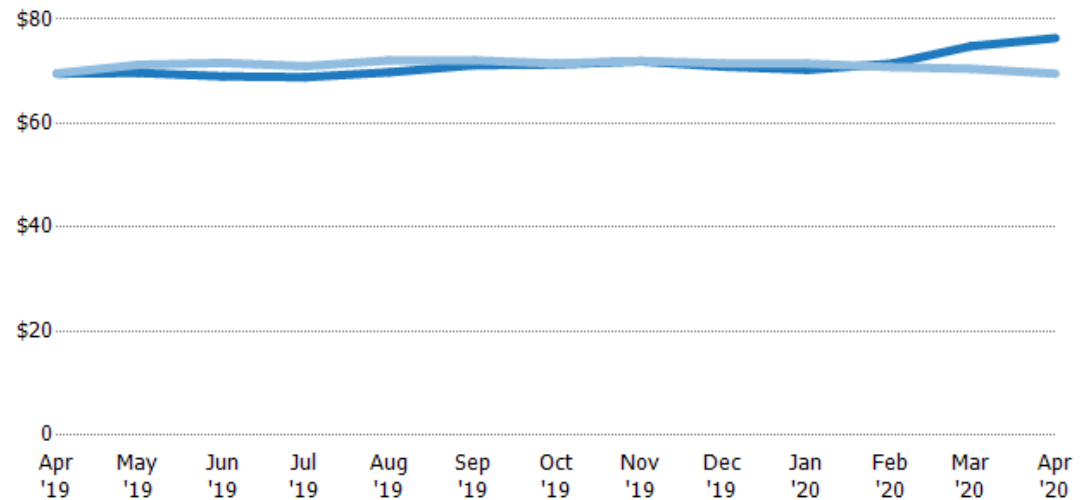
Average Listing Price per Sq Ft

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 '20	\$76.4	9.8%
Apr '19	\$69.5	-0.1%
Apr '18	\$69.6	-0.4%



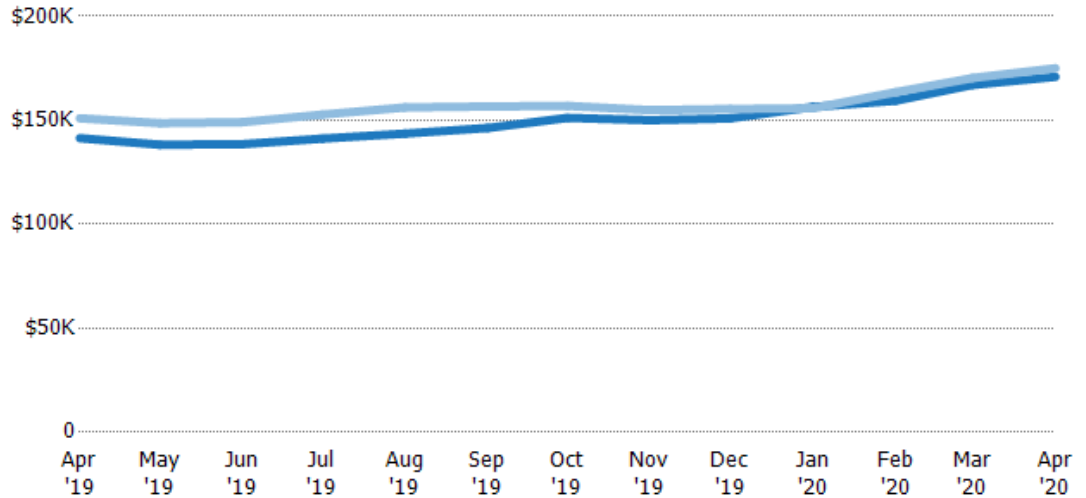
Current Year	\$69.5	\$69.7	\$69	\$68.9	\$69.8	\$71.2	\$71.3	\$71.9	\$70.9	\$70.3	\$71.5	\$74.8	\$76.4
Prior Year	\$69.6	\$71.3	\$71.6	\$71	\$72.1	\$72.1	\$71.5	\$72	\$71.5	\$71.5	\$70.8	\$70.5	\$69.5
Percent Change from Prior Year	0%	-2%	-4%	-3%	-3%	-1%	0%	0%	-1%	-2%	1%	6%	10%

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



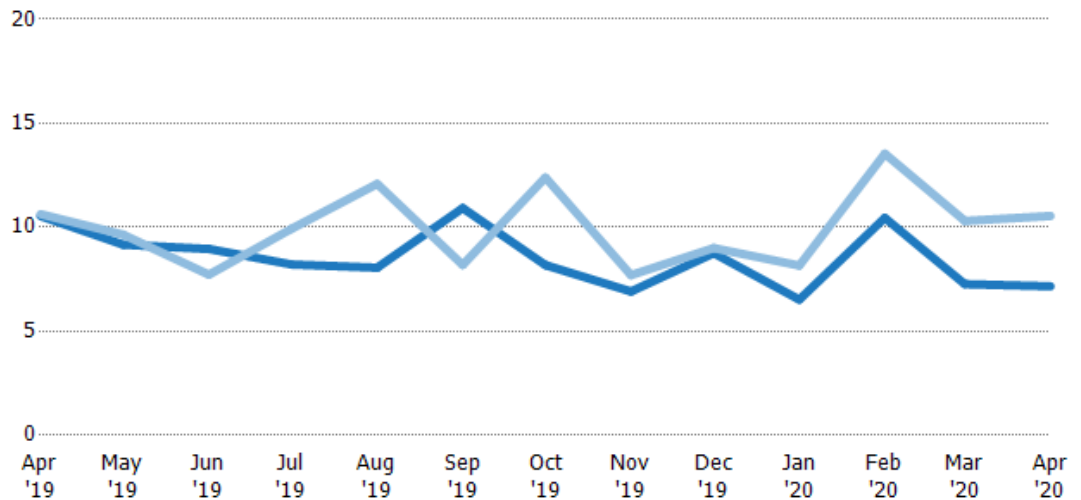
	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$141K	\$138K	\$139K	\$141K	\$144K	\$146K	\$151K	\$150K	\$151K	\$156K	\$159K	\$167K	\$171K
Avg Listing Price	\$151K	\$149K	\$149K	\$153K	\$156K	\$157K	\$157K	\$155K	\$155K	\$156K	\$164K	\$170K	\$175K
Avg Listing Price as a % of Avg Est Value	107%	108%	108%	108%	109%	107%	104%	103%	103%	100%	103%	102%	102%

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.
Apr '20	7.16	-32.1%
Apr '19	10.5	-0.9%
Apr '18	10.6	19.6%

	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	10.5	9.16	8.96	8.21	8.06	10.9	8.18	6.91	8.76	6.52	10.5	7.27	7.16
Prior Year	10.6	9.64	7.72	9.93	12.1	8.19	12.4	7.7	9	8.16	13.5	10.3	10.5
Percent Change from Prior Year	-1%	-5%	16%	-17%	-33%	33%	-34%	-10%	-3%	-20%	-23%	-29%	-32%

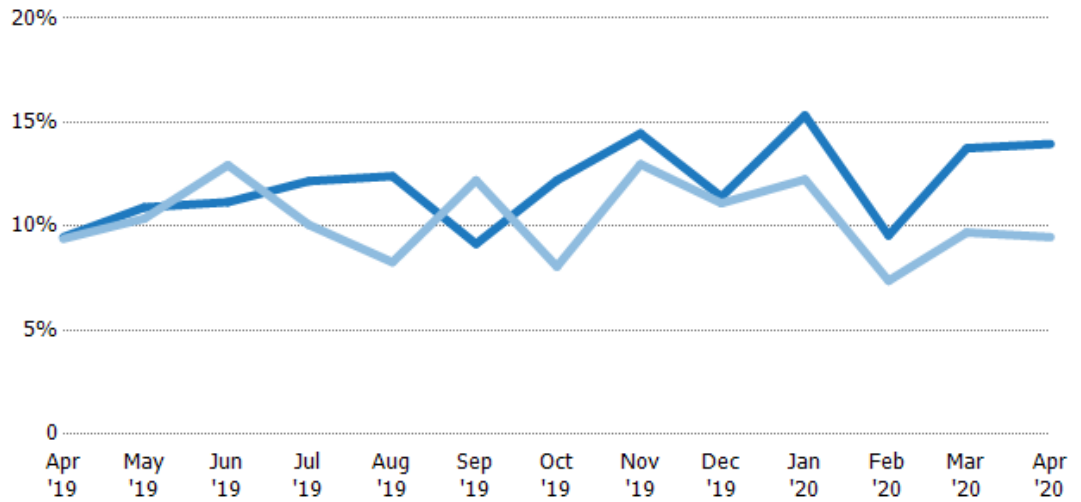
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Apr '20	14%	-4.5%
Apr '19	9%	-0.1%
Apr '18	9%	-16.4%

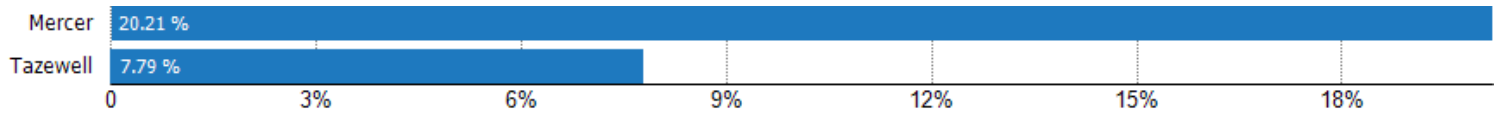


	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	9%	11%	11%	12%	12%	9%	12%	14%	11%	15%	10%	14%	14%
Prior Year	9%	10%	13%	10%	8%	12%	8%	13%	11%	12%	7%	10%	9%
Change from Prior Year	0%	-1%	2%	-2%	-4%	3%	-4%	-1%	0%	-3%	-2%	-4%	-4%

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



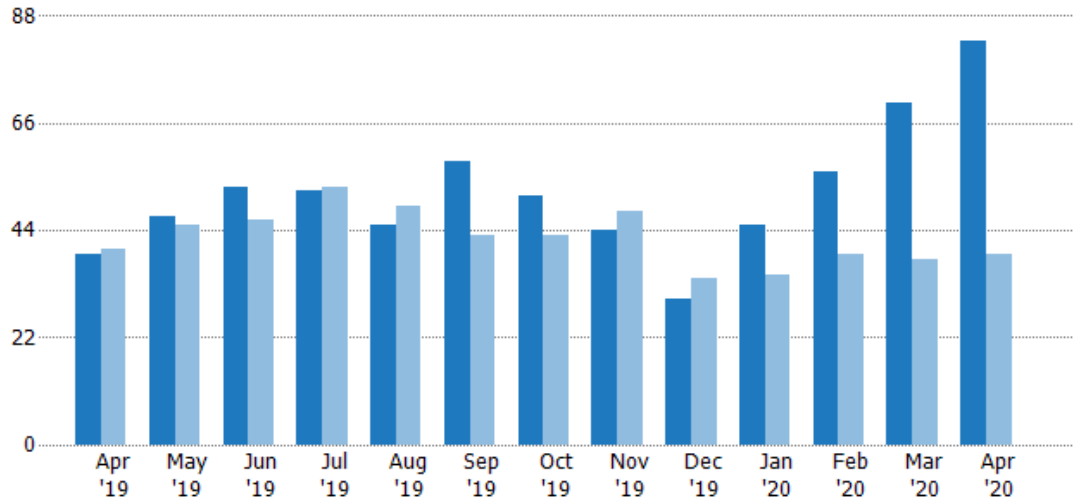
Pending Sales

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.
Apr '20	83	112.8%
Apr '19	39	-2.5%
Apr '18	40	17.5%



Current Year	39	47	53	52	45	58	51	44	30	45	56	70	83
Prior Year	40	45	46	53	49	43	43	48	34	35	39	38	39
Percent Change from Prior Year	-3%	4%	15%	-2%	-8%	35%	19%	-8%	-12%	29%	44%	84%	113%

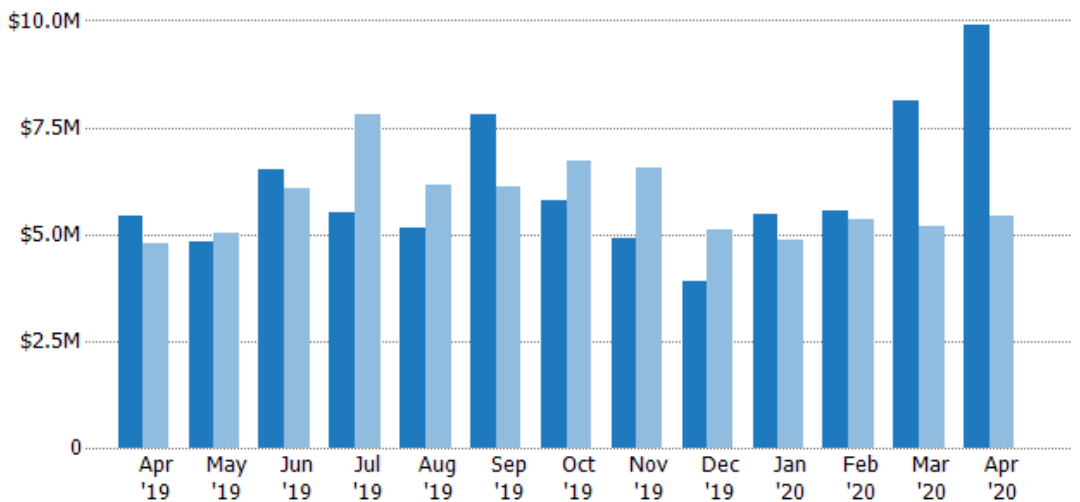
Pending Sales Volume

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.
Apr '20	\$9.9M	82.2%
Apr '19	\$5.43M	14%
Apr '18	\$4.77M	13.3%



Current Year	\$5.43M	\$4.82M	\$6.5M	\$5.51M	\$5.14M	\$7.8M	\$5.81M	\$4.91M	\$3.9M	\$5.46M	\$5.54M	\$8.13M	\$9.9M
Prior Year	\$4.77M	\$5.03M	\$6.07M	\$7.79M	\$6.14M	\$6.1M	\$6.7M	\$6.55M	\$5.09M	\$4.85M	\$5.36M	\$5.18M	\$5.43M
Percent Change from Prior Year	14%	-4%	7%	-29%	-16%	28%	-13%	-25%	-23%	13%	3%	57%	82%

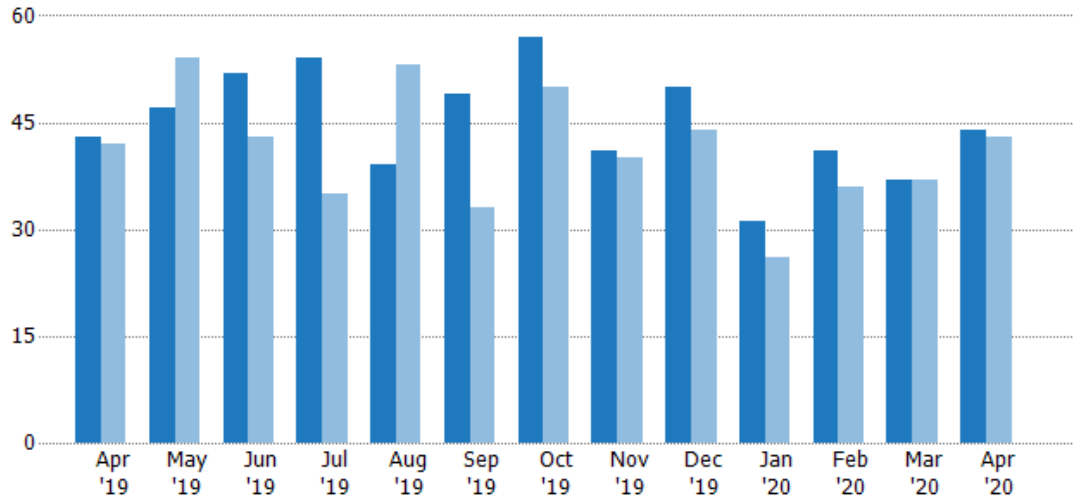
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Apr '20	44	2.3%
Apr '19	43	2.4%
Apr '18	42	-7.1%



Current Year	43	47	52	54	39	49	57	41	50	31	41	37	44
Prior Year	42	54	43	35	53	33	50	40	44	26	36	37	43
Percent Change from Prior Year	2%	-13%	21%	54%	-26%	48%	14%	3%	14%	19%	14%	0%	2%

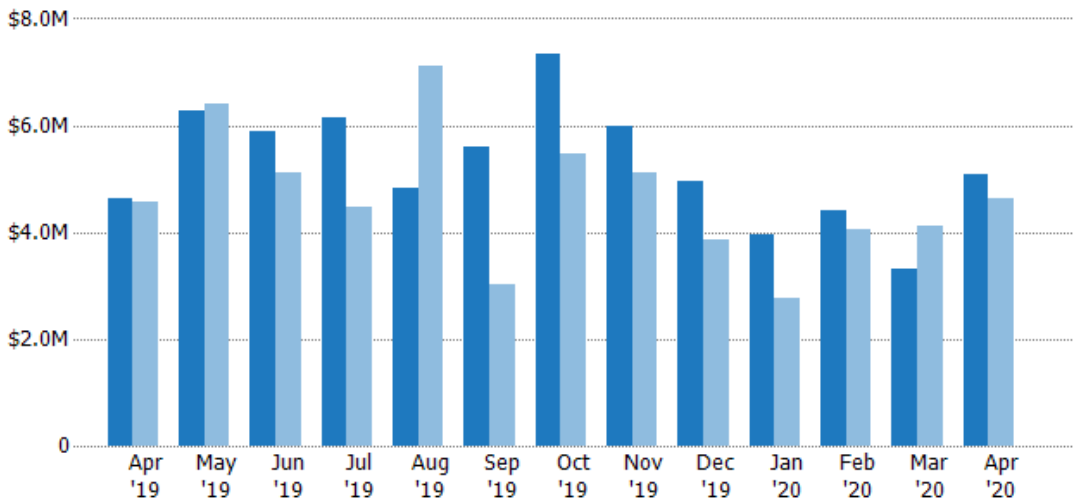
Closed Sales Volume

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.
Apr '20	\$5.09M	10%
Apr '19	\$4.62M	1%
Apr '18	\$4.58M	-5.6%



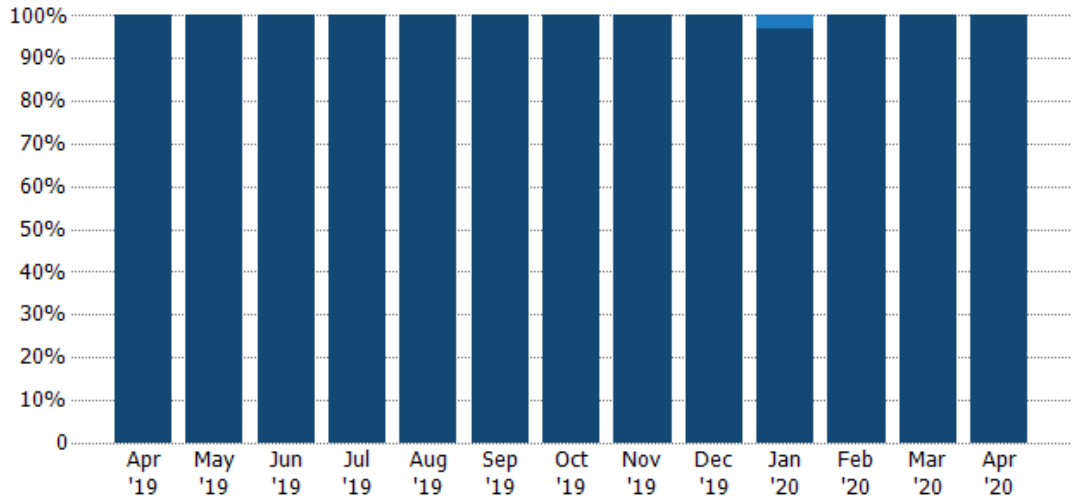
Current Year	\$4.62M	\$6.28M	\$5.89M	\$6.15M	\$4.83M	\$5.59M	\$7.34M	\$5.98M	\$4.94M	\$3.95M	\$4.42M	\$3.31M	\$5.09M
Prior Year	\$4.58M	\$6.41M	\$5.11M	\$4.46M	\$7.1M	\$3.02M	\$5.46M	\$5.1M	\$3.85M	\$2.76M	\$4.05M	\$4.13M	\$4.62M
Percent Change from Prior Year	1%	-2%	15%	38%	-32%	85%	34%	17%	28%	43%	9%	-20%	10%

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

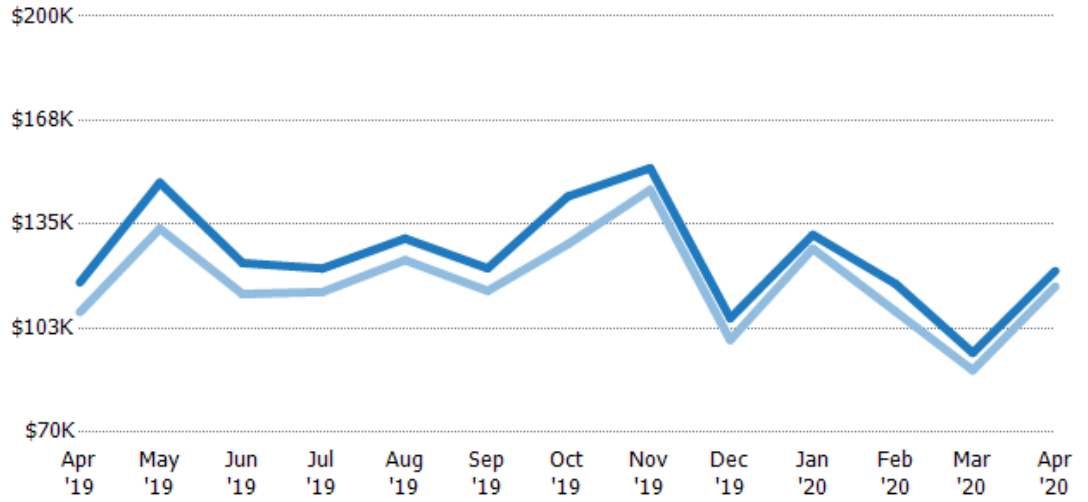


Average Sales Price vs Average Listing Price

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



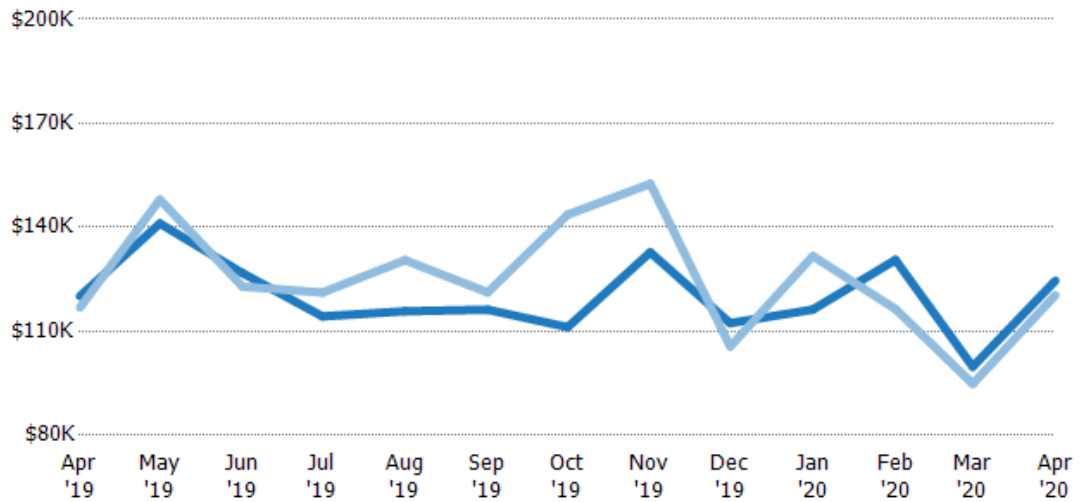
Avg List Price	\$117K	\$148K	\$123K	\$121K	\$131K	\$121K	\$144K	\$153K	\$106K	\$132K	\$116K	\$94.8K	\$120K
Avg Sales Price	\$108K	\$134K	\$113K	\$114K	\$124K	\$114K	\$129K	\$146K	\$98.8K	\$127K	\$108K	\$89.4K	\$116K
Avg Sales Price as a % of Avg List Price	92%	90%	92%	94%	95%	94%	90%	96%	94%	97%	93%	94%	96%

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	\$120K	\$141K	\$127K	\$114K	\$116K	\$116K	\$111K	\$133K	\$112K	\$116K	\$131K	\$100K	\$125K
Avg Sales Price	\$117K	\$148K	\$123K	\$121K	\$131K	\$121K	\$144K	\$153K	\$106K	\$132K	\$116K	\$94.8K	\$120K
Avg Sales Price as a % of Avg Est Value	97%	105%	97%	106%	113%	104%	129%	115%	94%	113%	89%	95%	97%

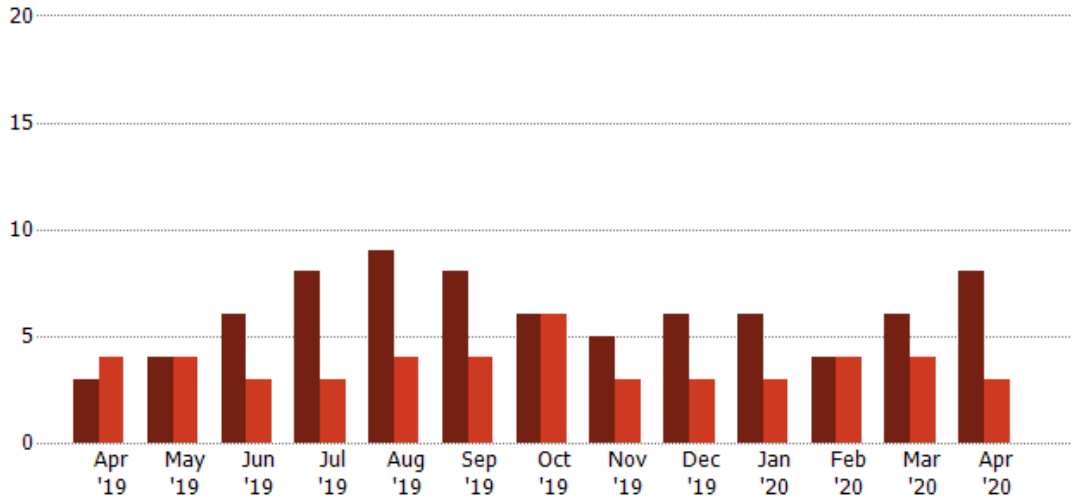
Distressed Listings

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.
Apr '20	8	166.7%
Apr '19	3	-25%
Apr '18	4	250%



Current Year	3	4	6	8	9	8	6	5	6	6	4	6	8
Prior Year	4	4	3	3	4	4	6	3	3	3	4	4	3
Percent Change from Prior Year	-25%	0%	100%	167%	125%	100%	0%	67%	100%	100%	0%	50%	167%

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: 05/06/2020

Scheduled: Yes

Report Date Range: From 4/2019 To: 4/2020

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 4/2020 data

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