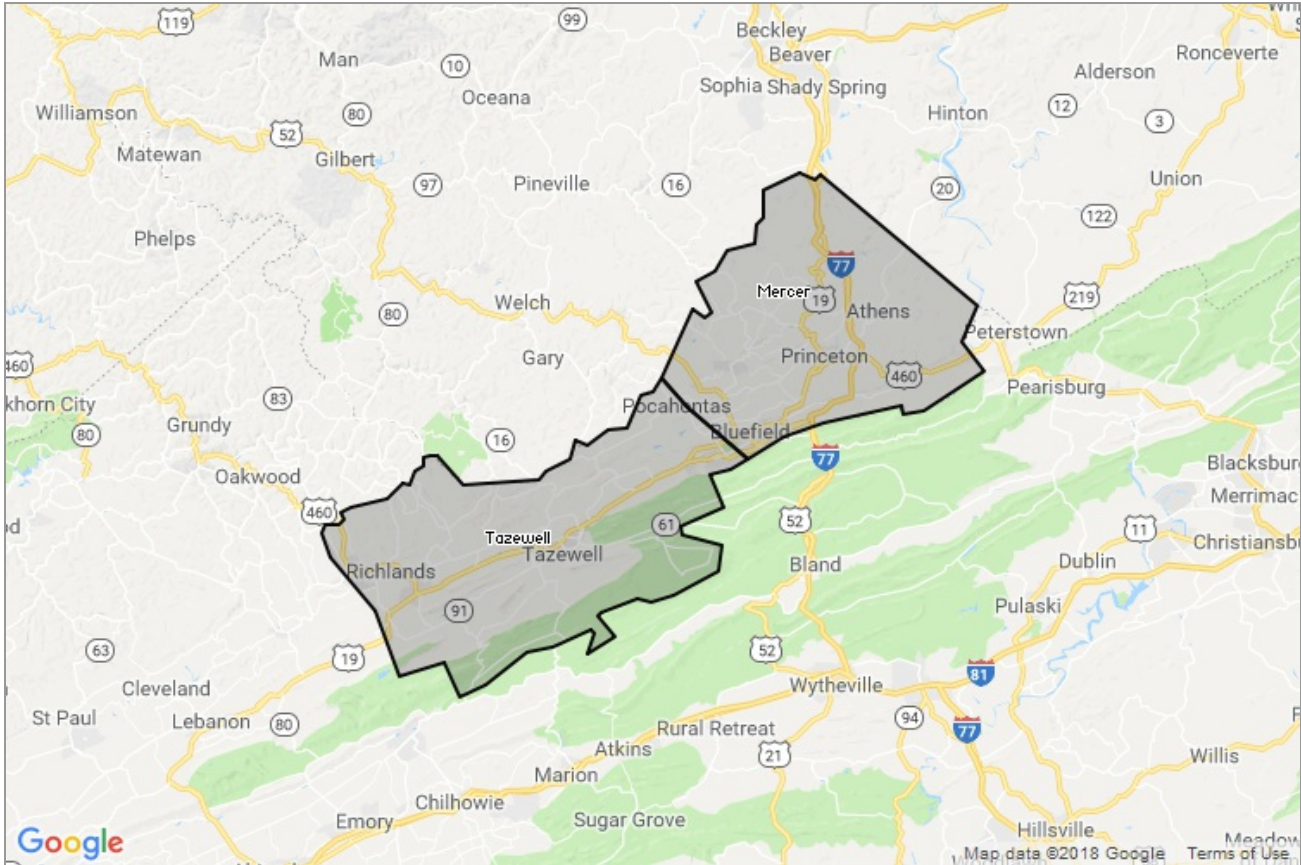




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
8/2017 – 8/2018

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 09/07/2018

**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

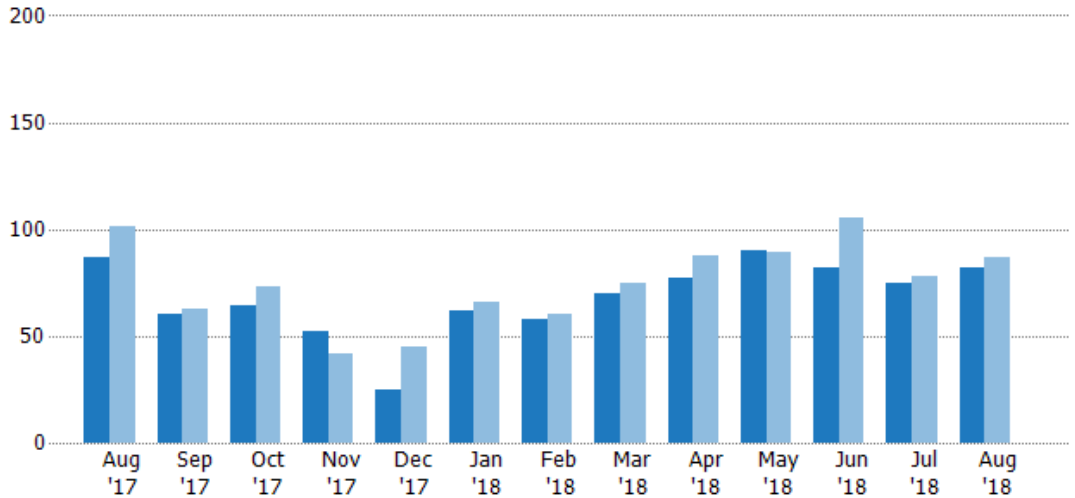
### New Listings

The number of new 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.
Aug '18	82	-5.7%
Aug '17	87	-13.9%
Aug '16	101	-17.8%



Current Year	87	60	64	52	25	62	58	70	77	90	82	75	82
Prior Year	101	63	73	42	45	66	60	75	88	89	105	78	87
Percent Change from Prior Year	-14%	-5%	-12%	24%	-44%	-6%	-3%	-7%	-13%	1%	-22%	-4%	-6%

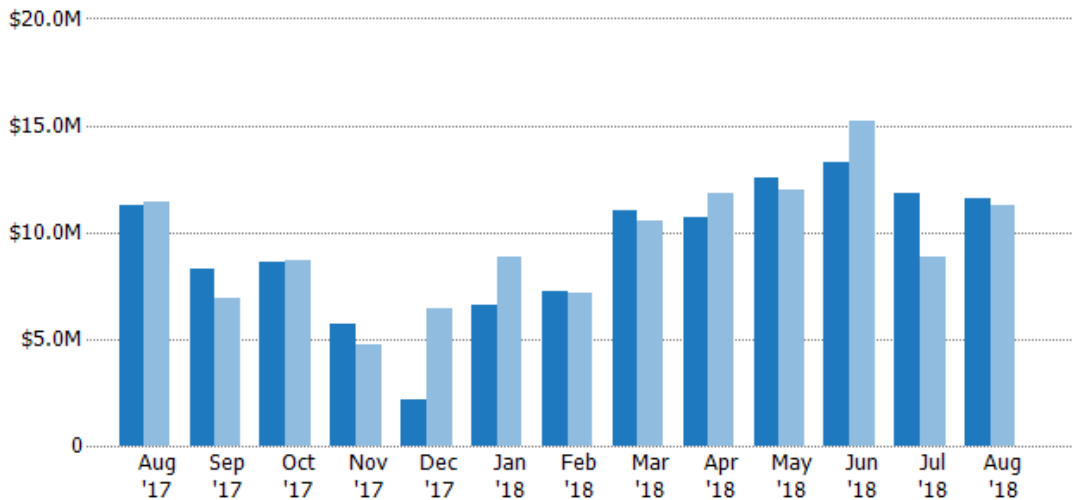
### New Listing Volume

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.
Aug '18	\$11.6M	3%
Aug '17	\$11.3M	-1.4%
Aug '16	\$11.4M	-3.3%



Current Year	\$11.3M	\$8.3M	\$8.6M	\$5.68M	\$2.19M	\$6.58M	\$7.25M	\$11M	\$10.7M	\$12.6M	\$13.3M	\$11.8M	\$11.6M
Prior Year	\$11.4M	\$6.92M	\$8.72M	\$4.77M	\$6.4M	\$8.87M	\$7.13M	\$10.5M	\$11.8M	\$12M	\$15.2M	\$8.87M	\$11.3M
Percent Change from Prior Year	-1%	20%	-1%	19%	-66%	-26%	2%	5%	-10%	5%	-12%	34%	3%

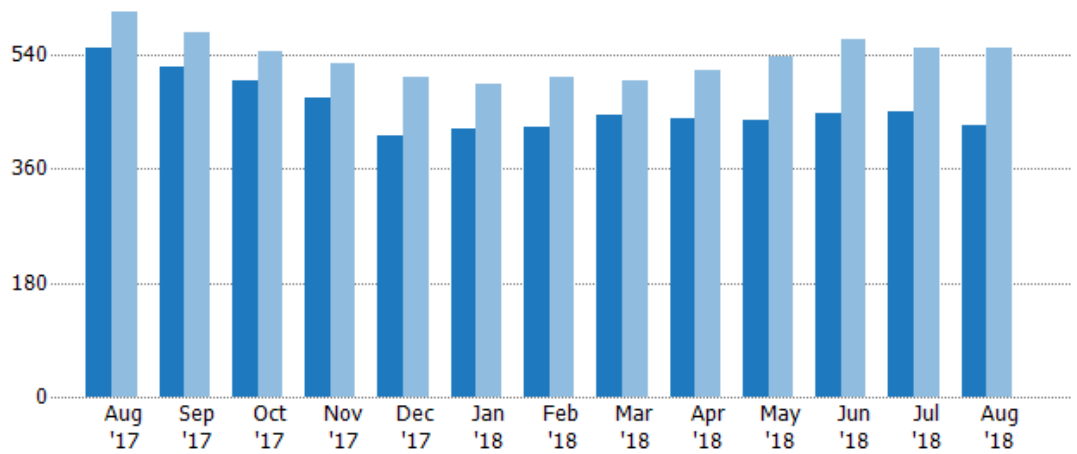
## Active Listings

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.
Aug '18	429	-22%
Aug '17	550	-9.7%
Aug '16	609	-5.9%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	550	520	498	471	412	424	426	444	439	438	448	451	429
Prior Year	609	575	545	526	505	495	504	498	515	538	565	550	550
Percent Change from Prior Year	-10%	-10%	-9%	-10%	-18%	-14%	-15%	-11%	-15%	-19%	-21%	-18%	-22%

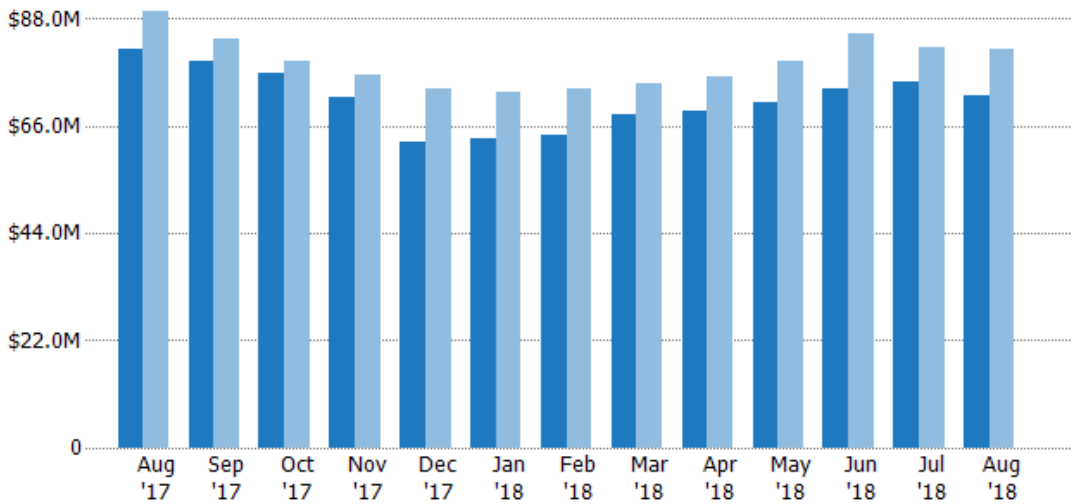
## Active Listing Volume

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.
Aug '18	\$72.2M	-11.8%
Aug '17	\$81.8M	-8.7%
Aug '16	\$89.6M	-12.2%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	\$81.8M	\$79.3M	\$76.9M	\$72M	\$62.9M	\$63.6M	\$64.1M	\$68.4M	\$69M	\$70.9M	\$73.8M	\$75M	\$72.2M
Prior Year	\$89.6M	\$84M	\$79.4M	\$76.4M	\$73.8M	\$73.1M	\$73.8M	\$74.9M	\$76.2M	\$79.3M	\$85M	\$82.2M	\$81.8M
Percent Change from Prior Year	-9%	-6%	-3%	-6%	-15%	-13%	-13%	-9%	-9%	-11%	-13%	-9%	-12%

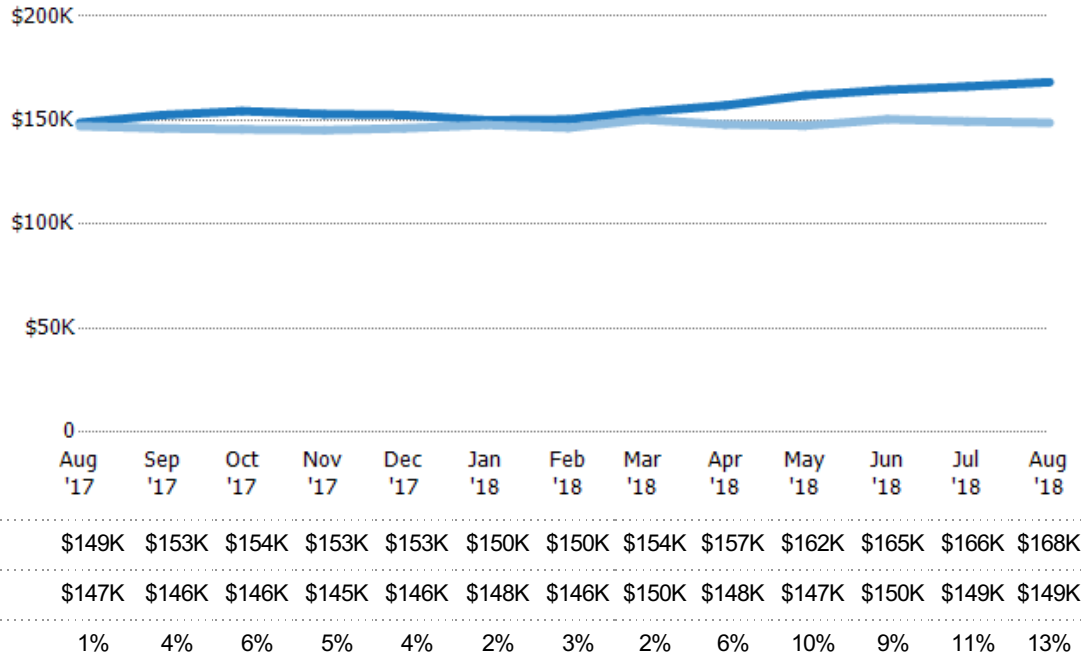
## Average Listing Price

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.
Aug '18	\$168K	13.1%
Aug '17	\$149K	1.1%
Aug '16	\$147K	-6.7%



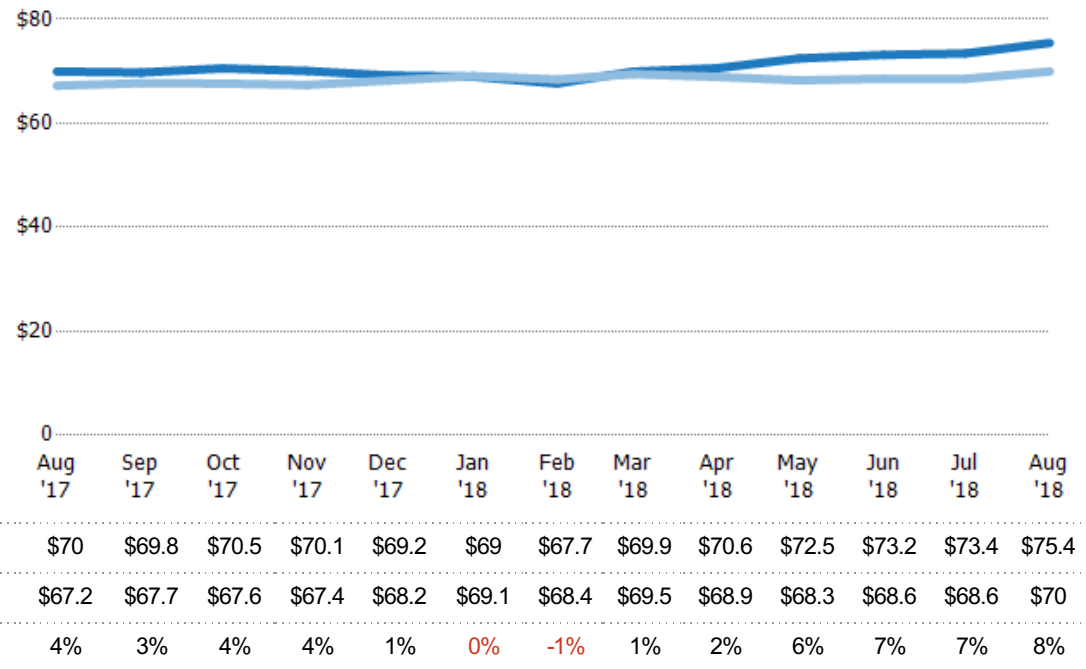
## Average Listing Price per Sq Ft

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.
Aug '18	\$75.4	7.8%
Aug '17	\$70	4%
Aug '16	\$67.2	1.7%

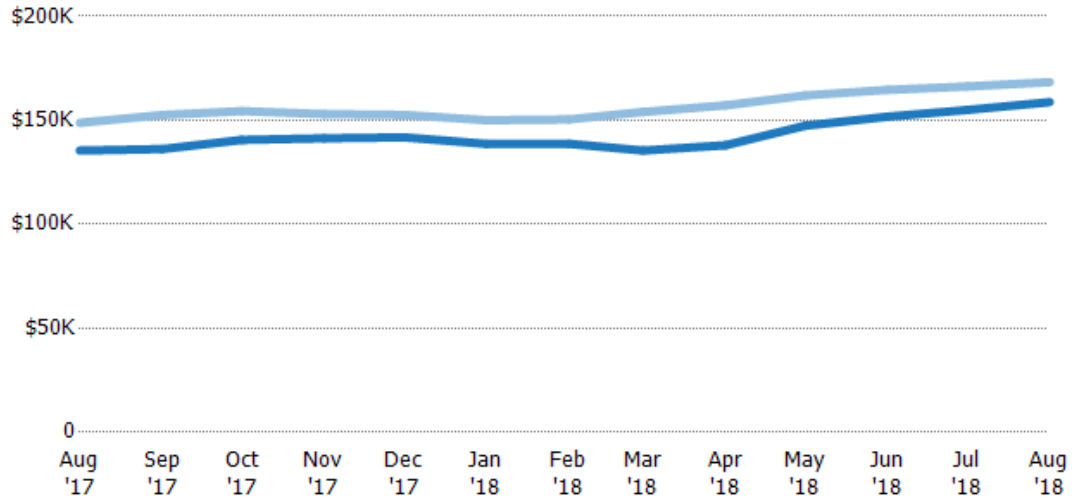


## Average Listing Price vs Average Est Value

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



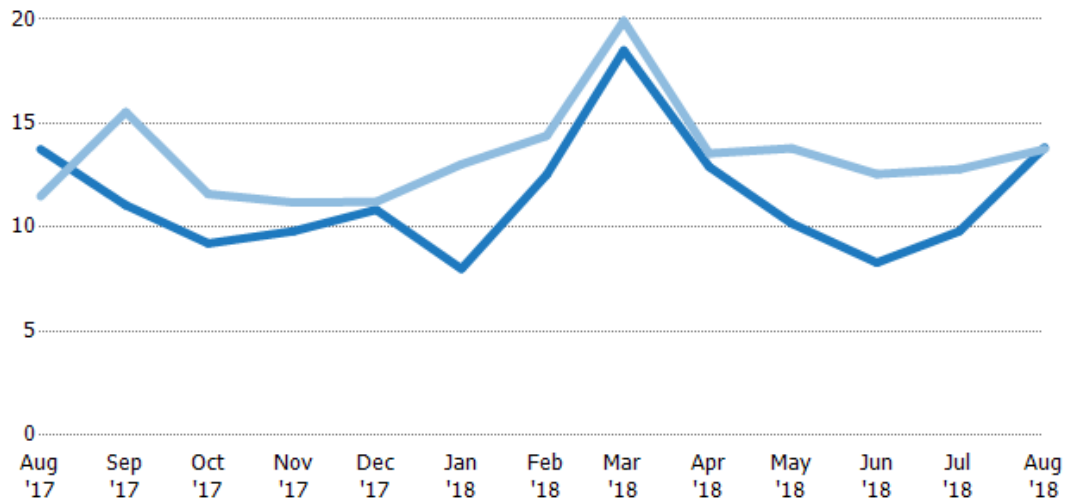
■ Avg Est Value	\$135K	\$136K	\$141K	\$141K	\$142K	\$139K	\$139K	\$135K	\$138K	\$147K	\$152K	\$155K	\$159K
■ Avg Listing Price	\$149K	\$153K	\$154K	\$153K	\$153K	\$150K	\$150K	\$154K	\$157K	\$162K	\$165K	\$166K	\$168K
Avg Listing Price as a % of Avg Est Value	110%	112%	110%	108%	108%	108%	108%	114%	114%	110%	109%	107%	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.
Aug '18	13.8	0.6%
Aug '17	13.8	19.7%
Aug '16	11.5	34.8%

■ Current Year	13.8	11.1	9.22	9.81	10.8	8	12.5	18.5	12.9	10.2	8.3	9.8	13.8
■ Prior Year	11.5	15.5	11.6	11.2	11.2	13	14.4	19.9	13.6	13.8	12.6	12.8	13.8
Percent Change from Prior Year	20%	-29%	-20%	-12%	-3%	-39%	-13%	-7%	-5%	-26%	-34%	-23%	1%

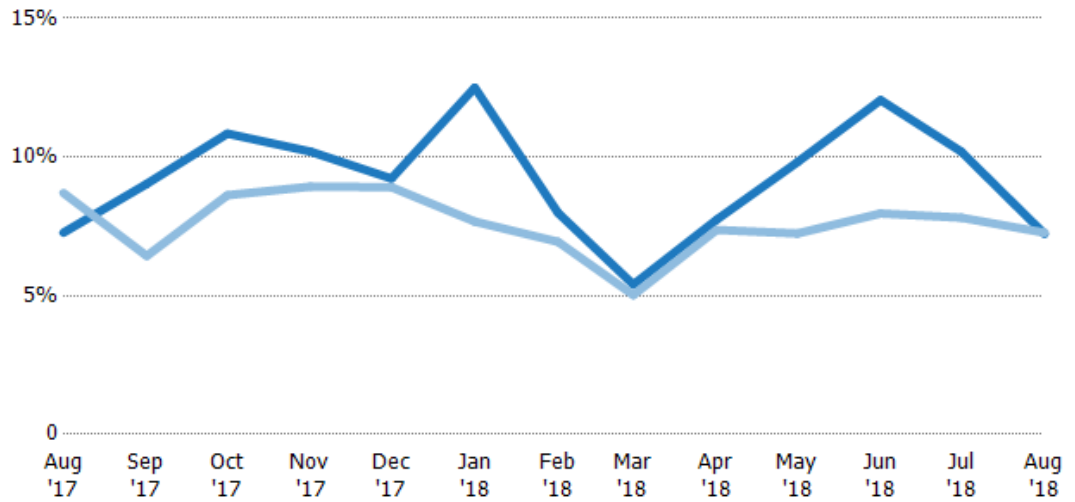
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Aug '18	7%	0.1%
Aug '17	7%	1.4%
Aug '16	9%	-25.9%

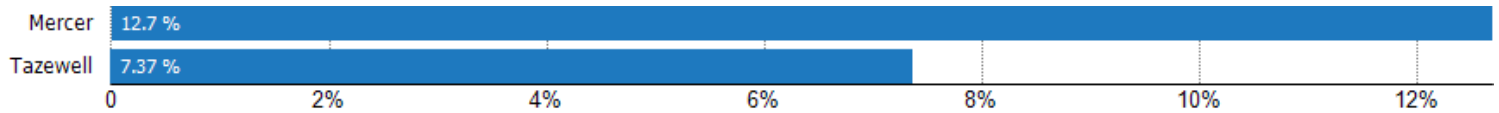


	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	7%	9%	11%	10%	9%	13%	8%	5%	8%	10%	12%	10%	7%
Prior Year	9%	6%	9%	9%	9%	8%	7%	5%	7%	7%	8%	8%	7%
Change from Prior Year	1%	-3%	-2%	-1%	0%	-5%	-1%	0%	0%	-3%	-4%	-2%	0%

## 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



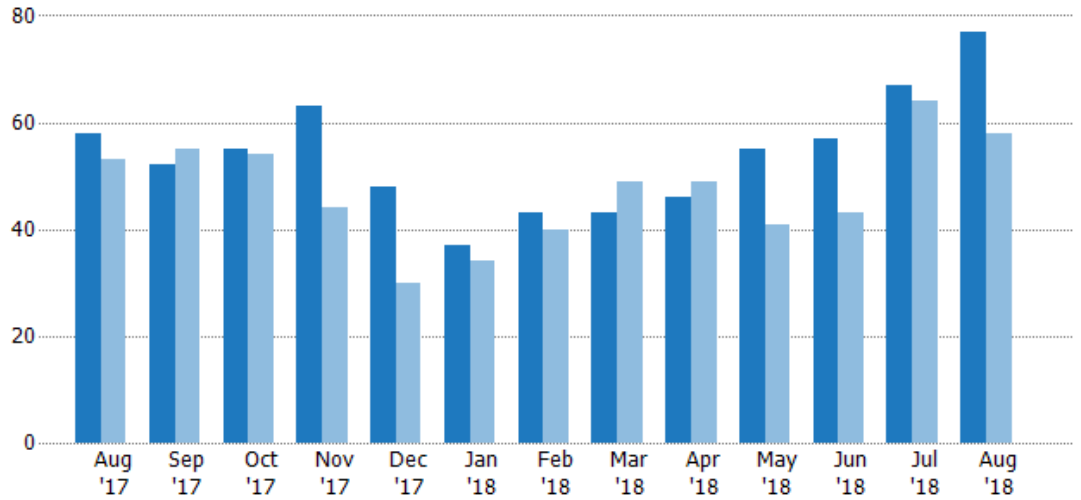
## Pending Sales

The number of single-family, condominium and townhome 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.
Aug '18	77	32.8%
Aug '17	58	9.4%
Aug '16	53	-17%



Current Year	58	52	55	63	48	37	43	43	46	55	57	67	77
Prior Year	53	55	54	44	30	34	40	49	49	41	43	64	58
Percent Change from Prior Year	9%	-5%	2%	43%	60%	9%	8%	-12%	-6%	34%	33%	5%	33%

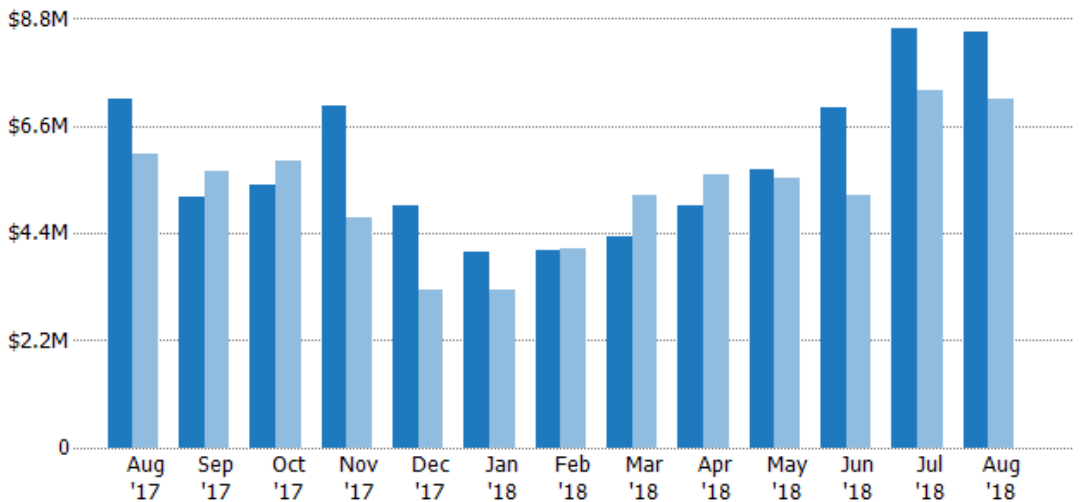
## Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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.
Aug '18	\$8.53M	19.5%
Aug '17	\$7.14M	18.7%
Aug '16	\$6.02M	-10.8%



Current Year	\$7.14M	\$5.15M	\$5.39M	\$7.02M	\$4.97M	\$4.02M	\$4.04M	\$4.34M	\$4.98M	\$5.7M	\$6.97M	\$8.59M	\$8.53M
Prior Year	\$6.02M	\$5.67M	\$5.9M	\$4.73M	\$3.25M	\$3.26M	\$4.09M	\$5.17M	\$5.61M	\$5.52M	\$5.2M	\$7.34M	\$7.14M
Percent Change from Prior Year	19%	-9%	-9%	48%	53%	24%	-1%	-16%	-11%	3%	34%	17%	19%

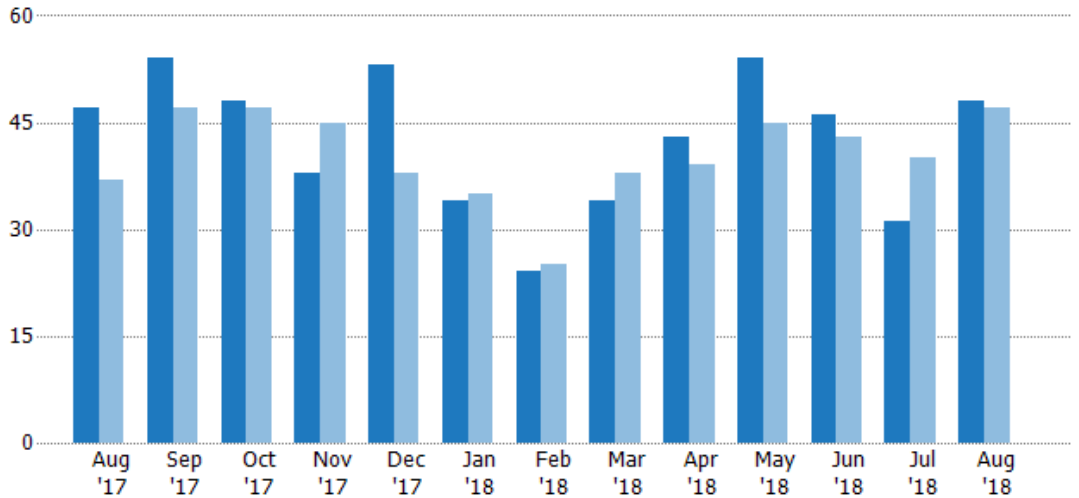
## Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

**Filters Used**

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

Month/ Year	Count	% Chg.
Aug '18	48	2.1%
Aug '17	47	27%
Aug '16	37	-5.4%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	47	54	48	38	53	34	24	34	43	54	46	31	48
Prior Year	37	47	47	45	38	35	25	38	39	45	43	40	47
Percent Change from Prior Year	27%	15%	2%	-16%	39%	-3%	-4%	-11%	10%	20%	7%	-23%	2%

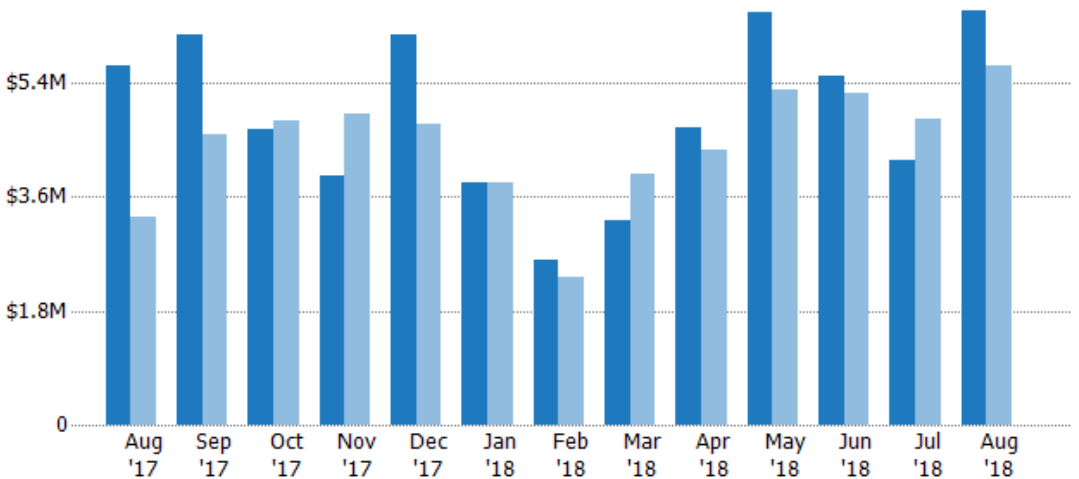
## Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

**Filters Used**

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

Month/ Year	Volume	% Chg.
Aug '18	\$6.53M	15.5%
Aug '17	\$5.66M	71.7%
Aug '16	\$3.29M	18.6%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	\$5.66M	\$6.17M	\$4.66M	\$3.94M	\$6.17M	\$3.84M	\$2.59M	\$3.22M	\$4.69M	\$6.5M	\$5.5M	\$4.18M	\$6.53M
Prior Year	\$3.29M	\$4.59M	\$4.8M	\$4.92M	\$4.76M	\$3.84M	\$2.32M	\$3.96M	\$4.34M	\$5.28M	\$5.23M	\$4.83M	\$5.66M
Percent Change from Prior Year	72%	34%	-3%	-20%	30%	0%	12%	-19%	8%	23%	5%	-13%	15%

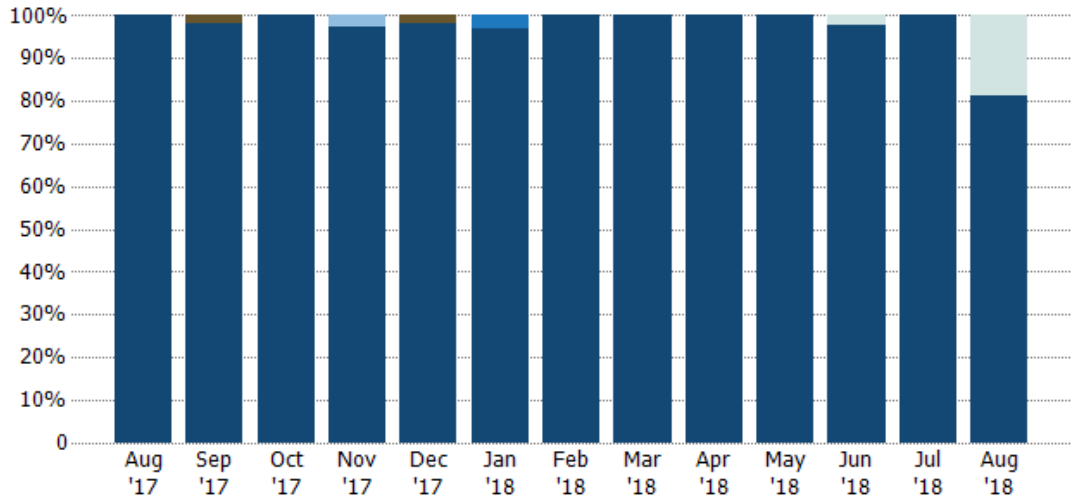


## Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

**Filters Used**

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



Property Type	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Other	-	2%	-	-	2%	-	-	-	-	-	-	-	-
Lot/Land	-	-	-	-	-	-	-	-	-	-	2%	-	19%
Multifamily/Multiplex	-	-	-	3%	-	-	-	-	-	-	-	-	-
Condo/Townhouse	-	-	-	-	-	3%	-	-	-	-	-	-	-
Single Family Residence	100%	98%	100%	97%	98%	97%	100%	100%	100%	100%	98%	100%	81%

## Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

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

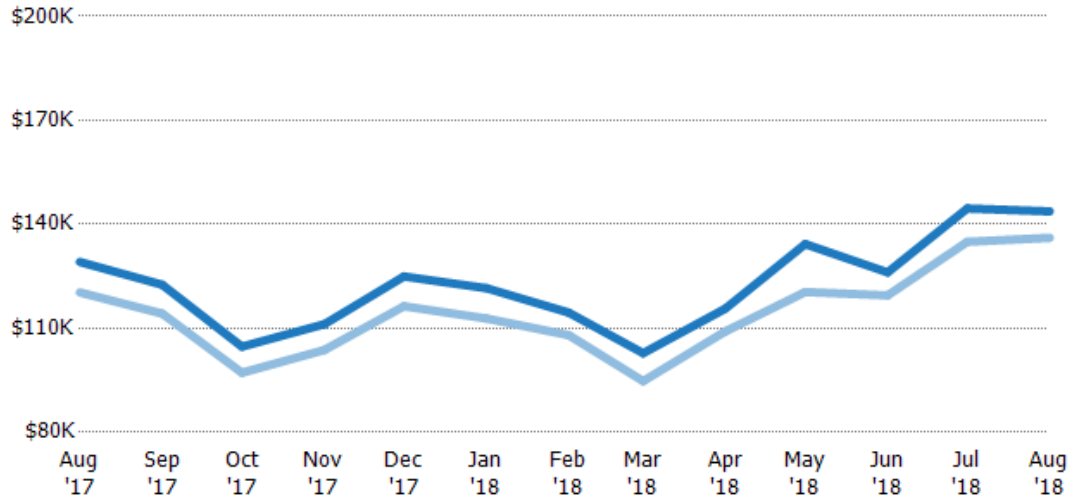


## Average Sales Price vs Average Listing Price

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



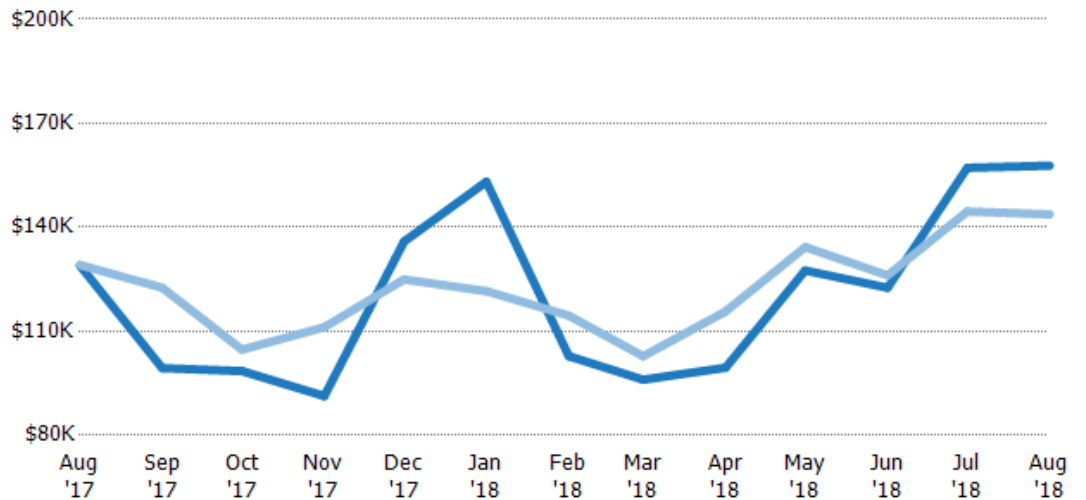
Avg List Price	\$129K	\$123K	\$105K	\$111K	\$125K	\$122K	\$115K	\$103K	\$116K	\$134K	\$126K	\$145K	\$144K
Avg Sales Price	\$120K	\$114K	\$97.2K	\$104K	\$116K	\$113K	\$108K	\$94.8K	\$109K	\$120K	\$119K	\$135K	\$136K
Avg Sales Price as a % of Avg List Price	93%	93%	93%	93%	93%	93%	94%	92%	94%	90%	95%	93%	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	\$129K	\$99.4K	\$98.5K	\$91.3K	\$136K	\$153K	\$103K	\$96K	\$99.5K	\$128K	\$123K	\$157K	\$158K
Avg Sales Price	\$129K	\$123K	\$105K	\$111K	\$125K	\$122K	\$115K	\$103K	\$116K	\$134K	\$126K	\$145K	\$144K
Avg Sales Price as a % of Avg Est Value	100%	123%	106%	122%	92%	79%	111%	107%	116%	105%	103%	92%	91%

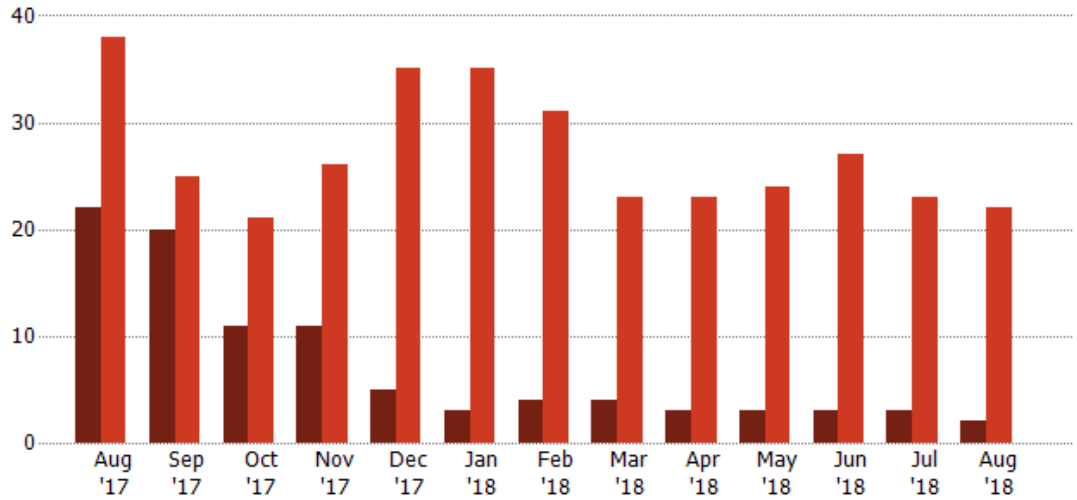
## Distressed Listings

The number of distressed single-family, condominium and townhome 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.
Aug '18	2	-90.9%
Aug '17	22	-42.1%
Aug '16	38	-5.3%

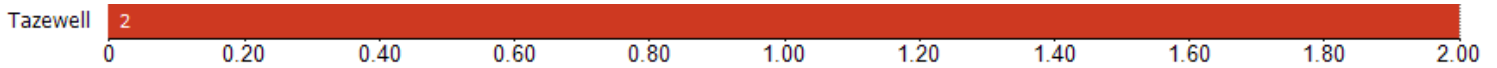


Current Year	22	20	11	11	5	3	4	4	3	3	3	3	2
Prior Year	38	25	21	26	35	35	31	23	23	24	27	23	22
Percent Change from Prior Year	-42%	-20%	-48%	-58%	-86%	-91%	-87%	-83%	-87%	-88%	-89%	-87%	-91%

## 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:** 09/07/2018

**Scheduled:** Yes

**Report Date Range:** From 8/2017 To: 8/2018

## 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 8/2018 data

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