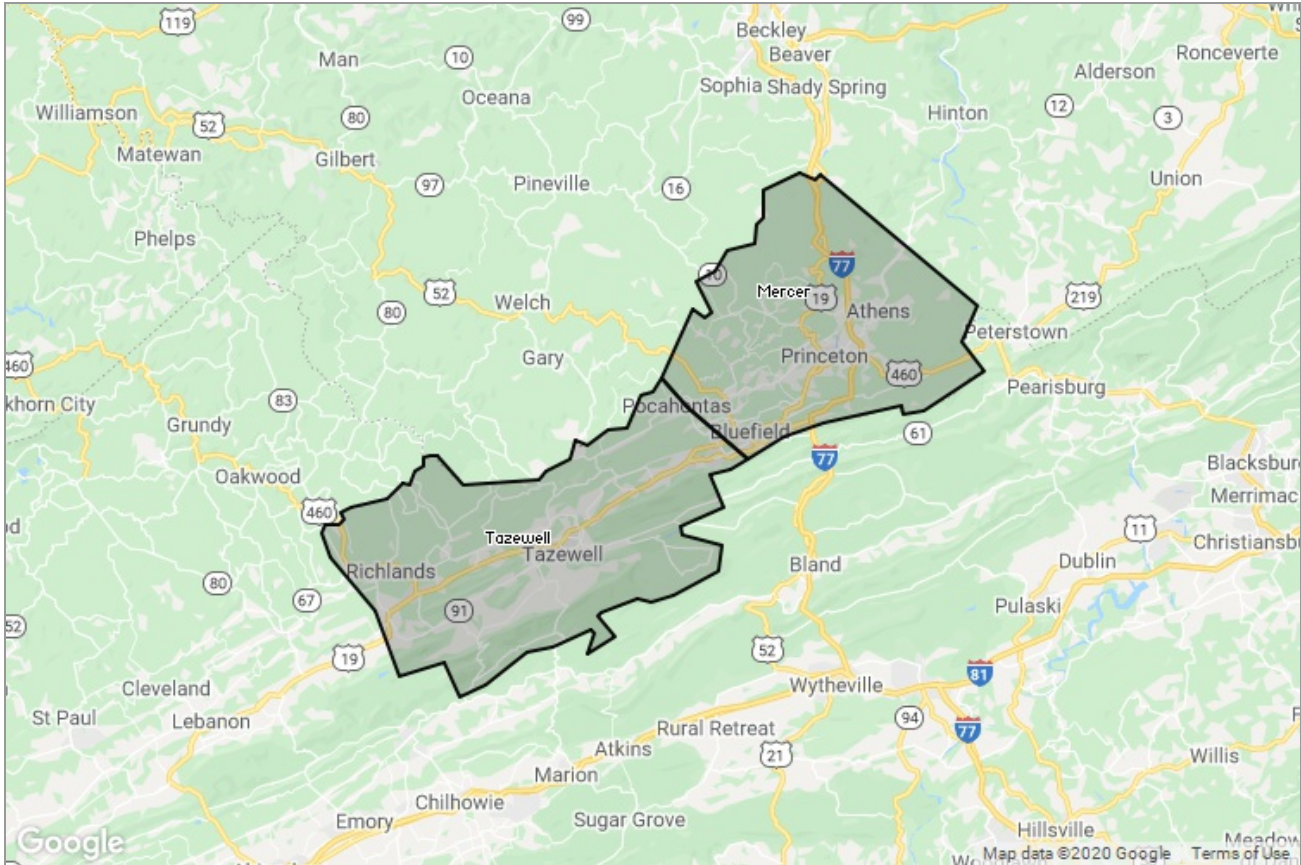




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
8/2019 – 8/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 09/06/2020

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

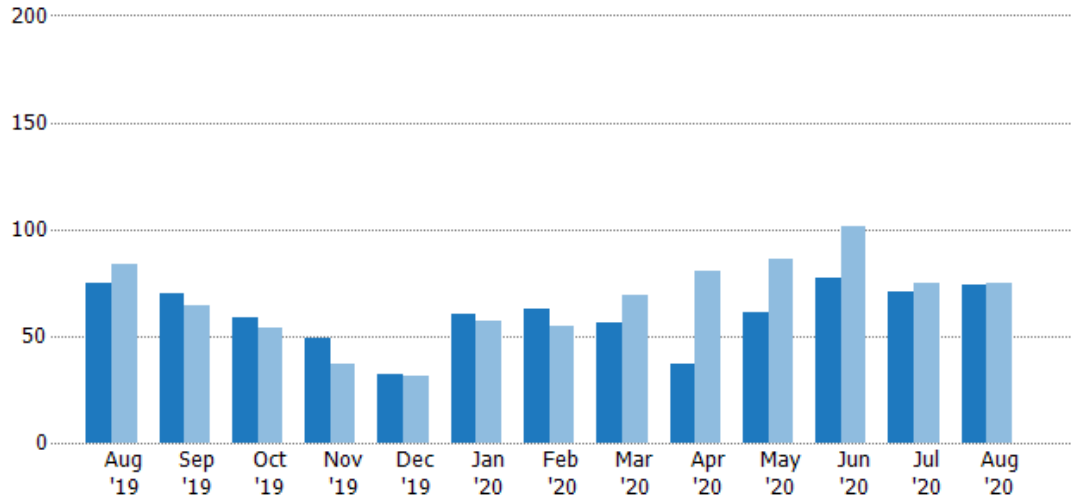
New Listings

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.
Aug '20	74	-1.3%
Aug '19	75	-10.7%
Aug '18	84	-10.7%



Current Year	75	70	59	49	32	60	63	56	37	61	77	71	74
Prior Year	84	64	54	37	31	57	55	69	80	86	101	75	75
Percent Change from Prior Year	-11%	9%	9%	32%	3%	5%	15%	-19%	-54%	-29%	-24%	-5%	-1%

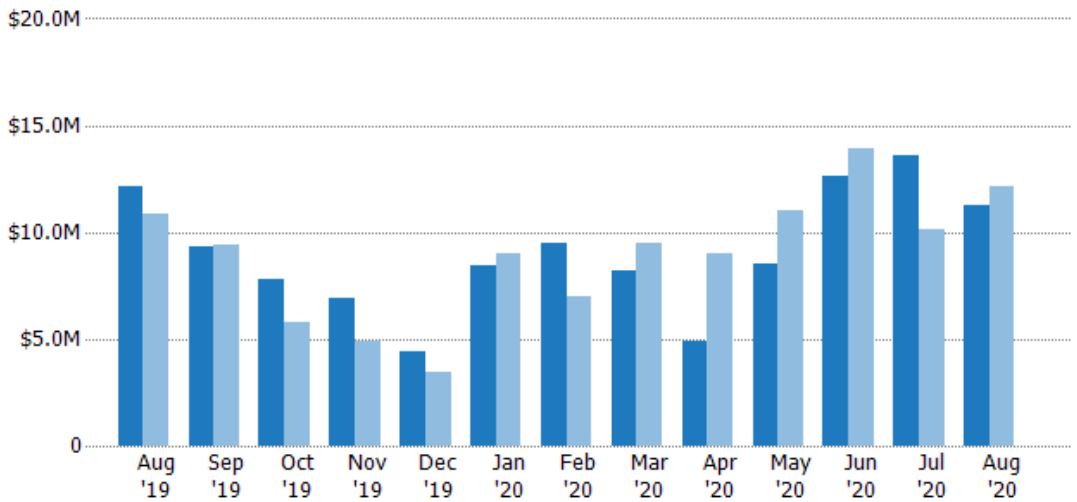
New Listing Volume

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.
Aug '20	\$11.3M	-7.2%
Aug '19	\$12.1M	11.6%
Aug '18	\$10.9M	-13.8%



Current Year	\$12.1M	\$9.34M	\$7.8M	\$6.89M	\$4.44M	\$8.46M	\$9.47M	\$8.23M	\$4.93M	\$8.53M	\$12.6M	\$13.6M	\$11.3M
Prior Year	\$10.9M	\$9.45M	\$5.79M	\$4.93M	\$3.43M	\$8.98M	\$7M	\$9.51M	\$8.98M	\$11M	\$13.9M	\$10.1M	\$12.1M
Percent Change from Prior Year	12%	-1%	35%	40%	30%	-6%	35%	-14%	-45%	-23%	-10%	34%	-7%

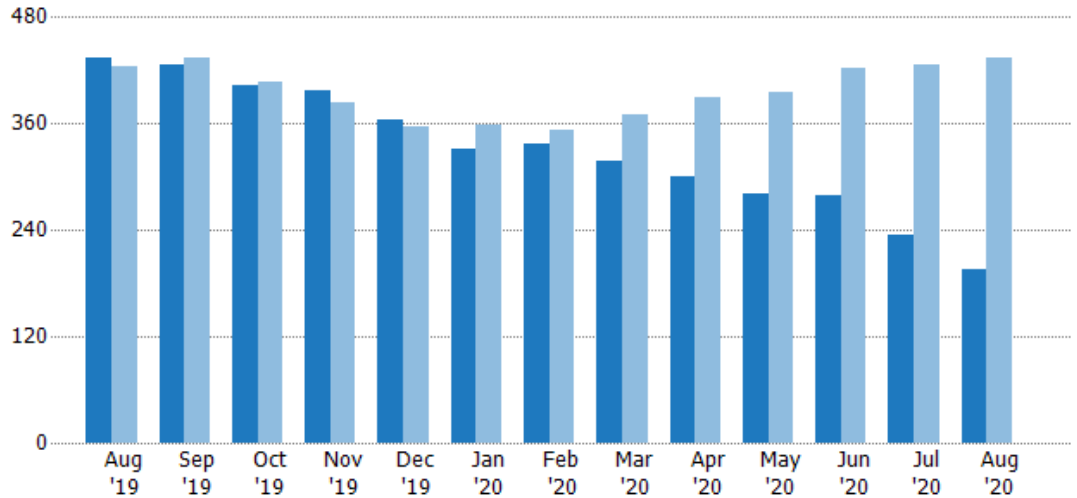
Active Listings

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.
Aug '20	196	-54.8%
Aug '19	434	2.4%
Aug '18	424	14.6%



Current Year	434	426	404	397	365	332	337	317	300	280	279	235	196
Prior Year	424	435	407	383	357	358	352	371	390	396	422	427	434
Percent Change from Prior Year	2%	-2%	-1%	4%	2%	-7%	-4%	-15%	-23%	-29%	-34%	-45%	-55%

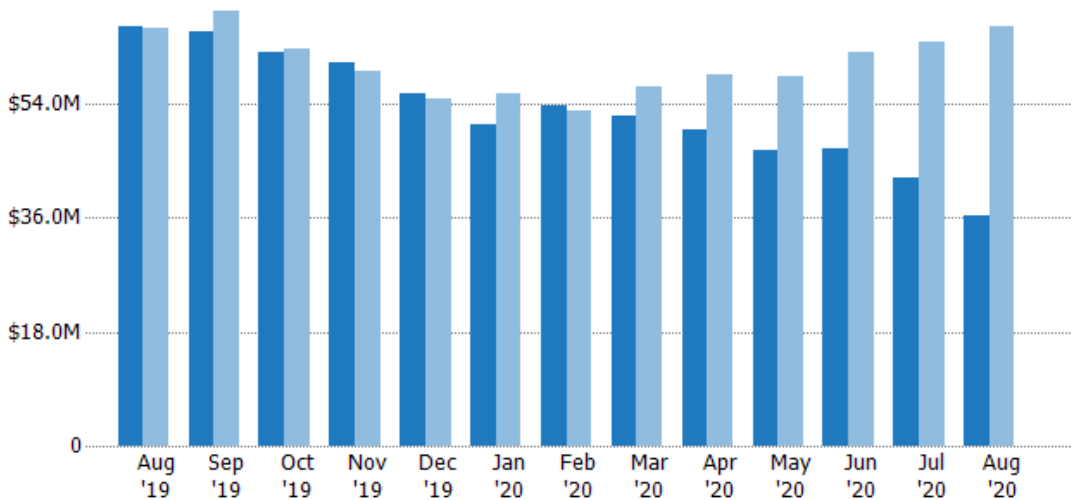
Active Listing Volume

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.
Aug '20	\$36.4M	-45.1%
Aug '19	\$66.3M	0.7%
Aug '18	\$65.8M	6.2%



Current Year	\$66.3M	\$65.3M	\$62M	\$60.6M	\$55.6M	\$50.7M	\$53.7M	\$52.1M	\$49.9M	\$46.6M	\$47M	\$42.4M	\$36.4M
Prior Year	\$65.8M	\$68.6M	\$62.6M	\$59.2M	\$54.7M	\$55.6M	\$52.9M	\$56.6M	\$58.5M	\$58.3M	\$62M	\$63.8M	\$66.3M
Percent Change from Prior Year	1%	-5%	-1%	2%	2%	-9%	1%	-8%	-15%	-20%	-24%	-34%	-45%

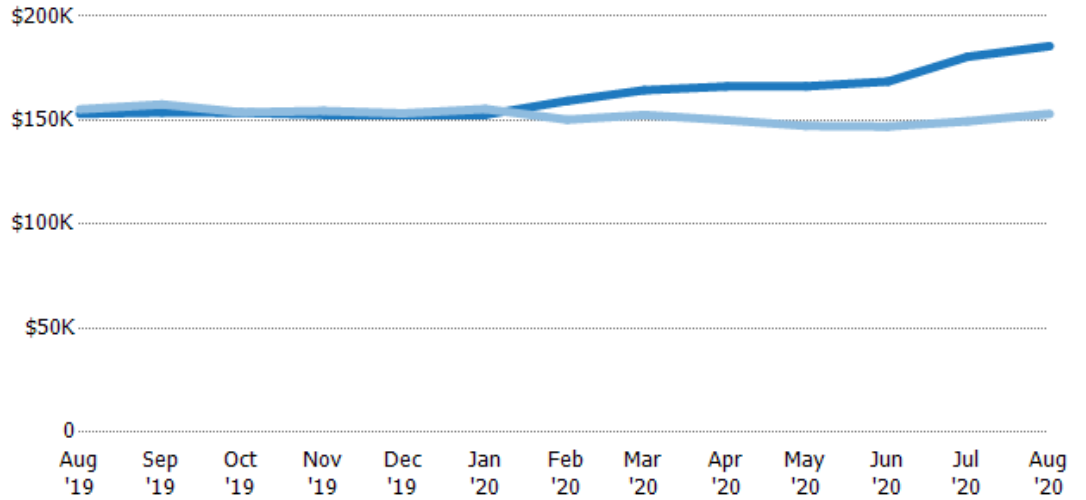
Average Listing Price

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.
Aug '20	\$186K	21.3%
Aug '19	\$153K	-1.4%
Aug '18	\$155K	-7.3%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$153K	\$154K	\$154K	\$153K	\$152K	\$153K	\$159K	\$164K	\$166K	\$166K	\$169K	\$181K	\$186K
Prior Year	\$155K	\$158K	\$154K	\$155K	\$153K	\$155K	\$150K	\$153K	\$150K	\$147K	\$147K	\$149K	\$153K
Percent Change from Prior Year	-1%	-2%	0%	-1%	-1%	-2%	6%	8%	11%	13%	15%	21%	21%

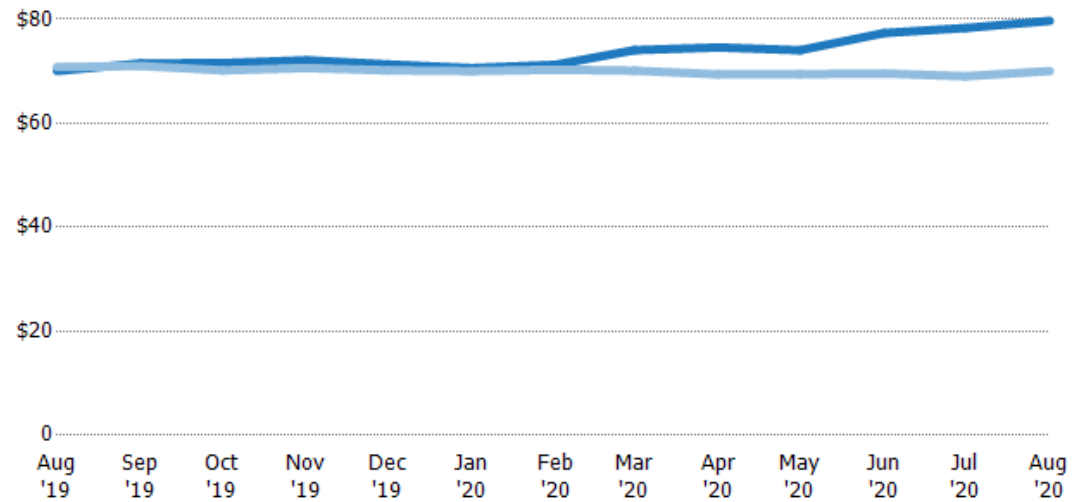
Average Listing Price per Sq Ft

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 '20	\$79.7	13.8%
Aug '19	\$70	-1.1%
Aug '18	\$70.8	-4.7%



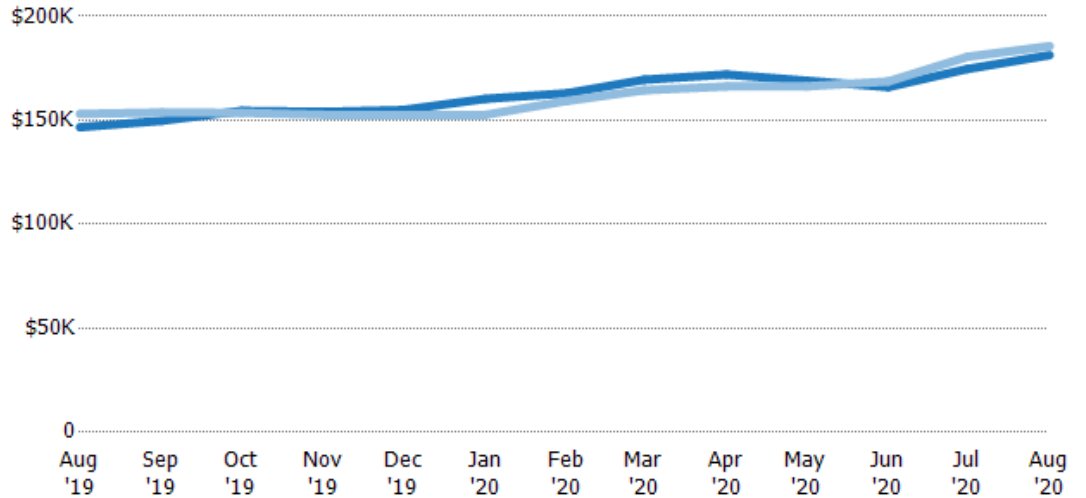
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$70	\$71.5	\$71.6	\$72.1	\$71.3	\$70.6	\$71.3	\$74.1	\$74.6	\$74	\$77.4	\$78.3	\$79.7
Prior Year	\$70.8	\$71	\$70.2	\$70.6	\$70.2	\$70	\$70.3	\$70.1	\$69.4	\$69.4	\$69.6	\$69.1	\$70
Percent Change from Prior Year	-1%	1%	2%	2%	2%	1%	1%	6%	7%	7%	11%	13%	14%

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



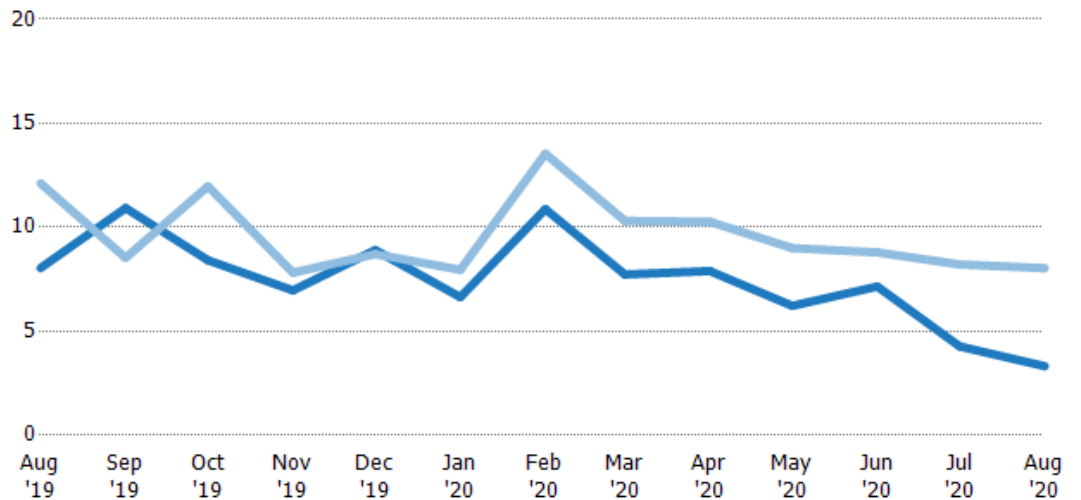
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg Est Value	\$147K	\$150K	\$155K	\$154K	\$155K	\$160K	\$163K	\$170K	\$172K	\$169K	\$166K	\$175K	\$181K
Avg Listing Price	\$153K	\$154K	\$154K	\$153K	\$152K	\$153K	\$159K	\$164K	\$166K	\$166K	\$169K	\$181K	\$186K
Avg Listing Price as a % of Avg Est Value	104%	103%	99%	99%	98%	95%	98%	97%	97%	98%	102%	103%	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.
Aug '20	3.32	-58.7%
Aug '19	8.04	-33.7%
Aug '18	12.1	14.6%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	8.04	10.9	8.42	6.96	8.9	6.64	10.9	7.73	7.89	6.22	7.15	4.27	3.32
Prior Year	12.1	8.53	12	7.82	8.71	7.96	13.5	10.3	10.3	9	8.79	8.21	8.04
Percent Change from Prior Year	-34%	28%	-30%	-11%	2%	-17%	-20%	-25%	-23%	-31%	-19%	-48%	-59%

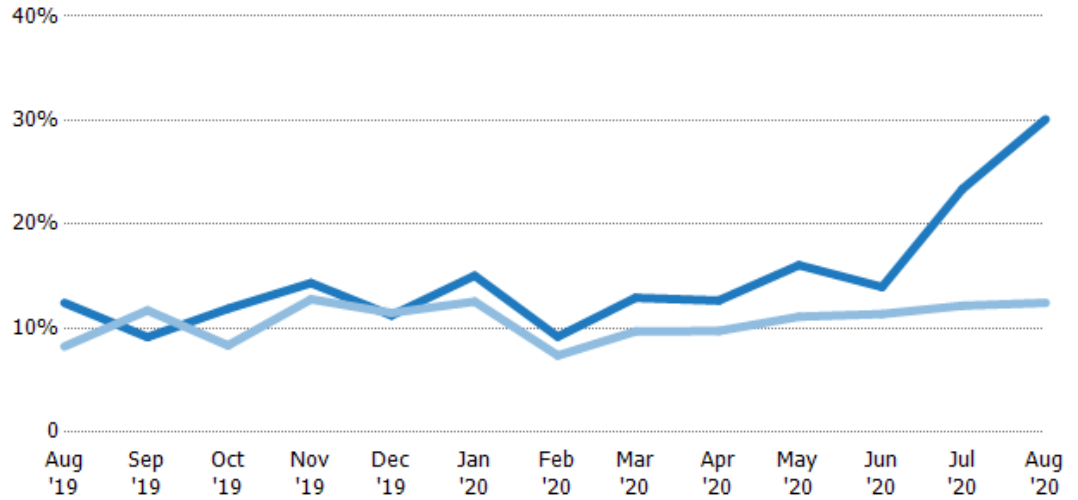
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Aug '20	30%	-17.7%
Aug '19	12%	-4.2%
Aug '18	8%	-12.7%

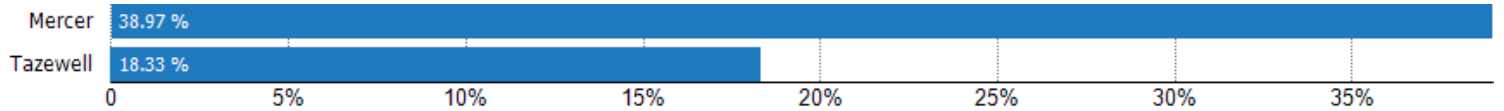


Current Year	12%	9%	12%	14%	11%	15%	9%	13%	13%	16%	14%	23%	30%
Prior Year	8%	12%	8%	13%	11%	13%	7%	10%	10%	11%	11%	12%	12%
Change from Prior Year	-4%	3%	-4%	-2%	0%	-3%	-2%	-3%	-3%	-5%	-3%	-11%	-18%

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



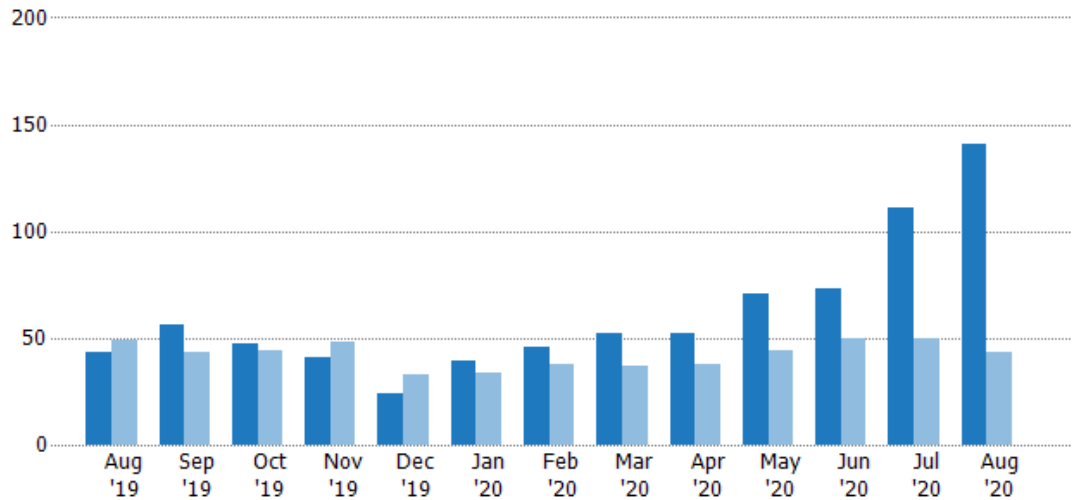
Pending Sales

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.
Aug '20	141	227.9%
Aug '19	43	-12.2%
Aug '18	49	8.2%



Current Year	43	56	47	41	24	39	46	52	52	71	73	111	141
Prior Year	49	43	44	48	33	34	38	37	38	44	50	50	43
Percent Change from Prior Year	-12%	30%	7%	-15%	-27%	15%	21%	41%	37%	61%	46%	122%	228%

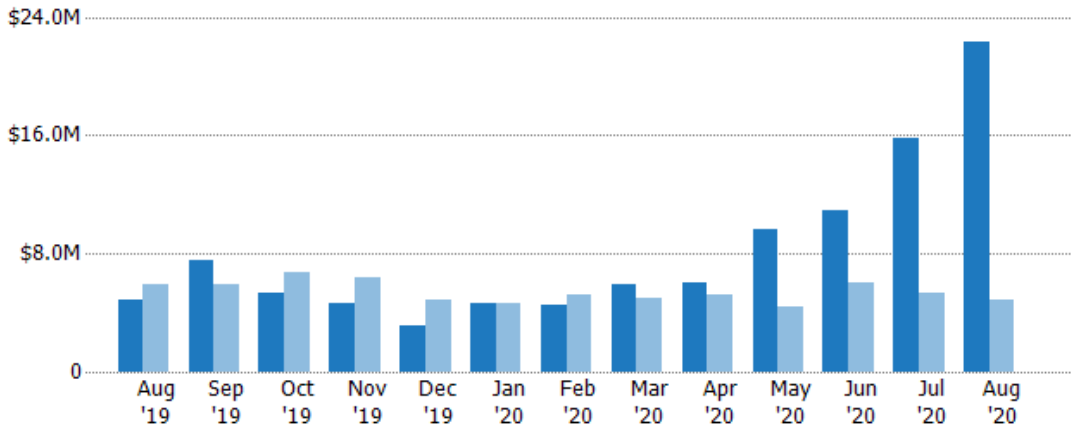
Pending Sales Volume

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.
Aug '20	\$22.3M	353.9%
Aug '19	\$4.91M	-17.6%
Aug '18	\$5.96M	12.4%



Current Year	\$4.91M	\$7.57M	\$5.34M	\$4.62M	\$3.12M	\$4.69M	\$4.5M	\$5.91M	\$6.07M	\$9.66M	\$10.9M	\$15.8M	\$22.3M
Prior Year	\$5.96M	\$5.91M	\$6.68M	\$6.37M	\$4.9M	\$4.66M	\$5.17M	\$4.99M	\$5.24M	\$4.4M	\$6.08M	\$5.28M	\$4.91M
Percent Change from Prior Year	-18%	28%	-20%	-27%	-36%	1%	-13%	18%	16%	119%	79%	199%	354%

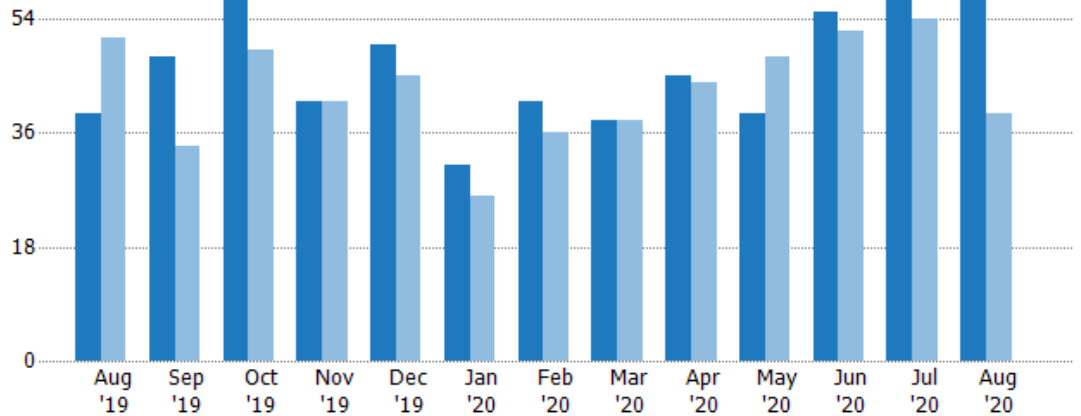
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Aug '20	64	64.1%
Aug '19	39	-23.5%
Aug '18	51	-13.7%



Current Year	39	48	57	41	50	31	41	38	45	39	55	59	64
Prior Year	51	34	49	41	45	26	36	38	44	48	52	54	39
Percent Change from Prior Year	-24%	41%	16%	0%	11%	19%	14%	0%	2%	-19%	6%	9%	64%

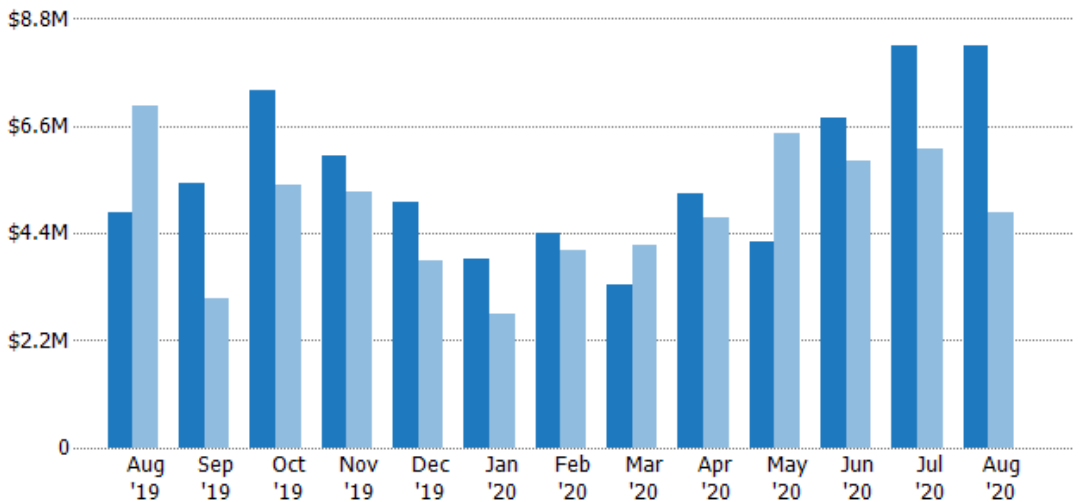
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

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

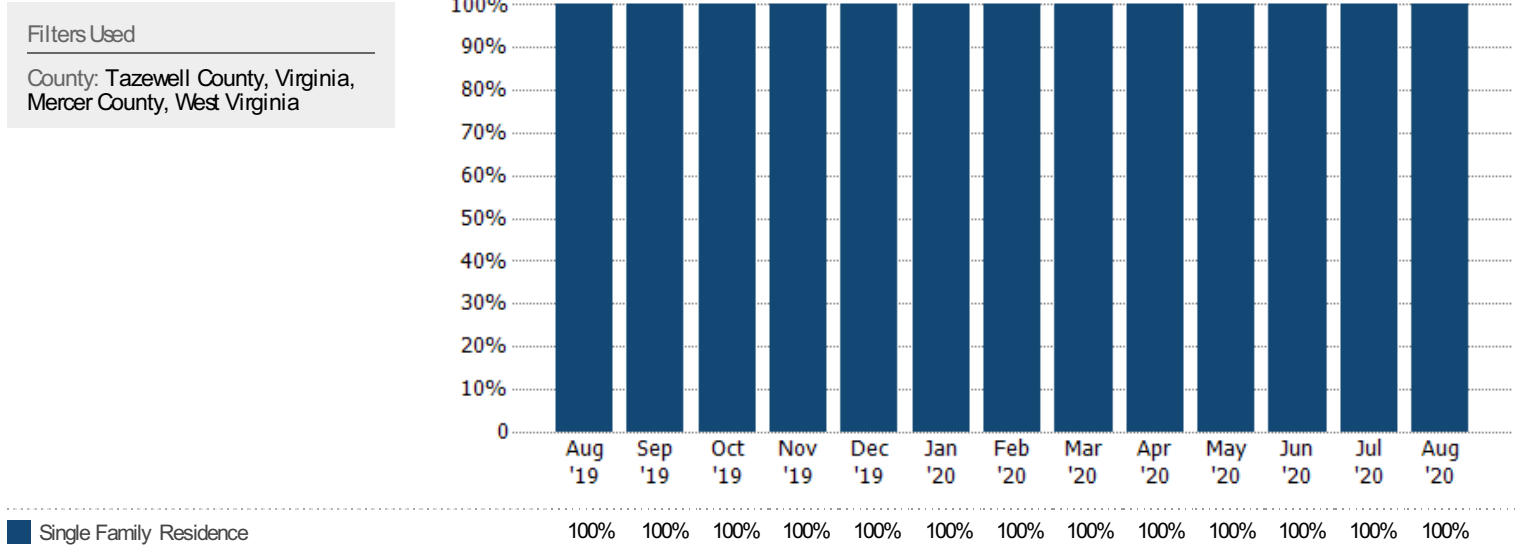
Month/ Year	Volume	% Chg.
Aug '20	\$8.25M	70.9%
Aug '19	\$4.83M	-31.2%
Aug '18	\$7.02M	-26.2%



Current Year	\$4.83M	\$5.43M	\$7.34M	\$5.98M	\$5.05M	\$3.89M	\$4.42M	\$3.33M	\$5.21M	\$4.24M	\$6.78M	\$8.25M	\$8.25M
Prior Year	\$7.02M	\$3.07M	\$5.38M	\$5.25M	\$3.86M	\$2.76M	\$4.05M	\$4.16M	\$4.71M	\$6.46M	\$5.89M	\$6.13M	\$4.83M
Percent Change from Prior Year	-31%	77%	36%	14%	31%	41%	9%	-20%	11%	-34%	15%	35%	71%

Closed Sales by Property Type

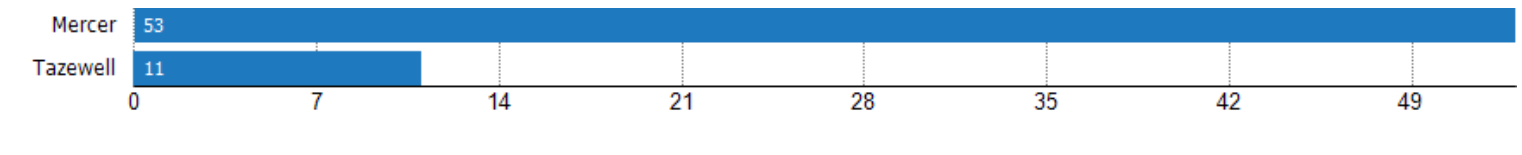
The percentage of residential properties sold each month by property type.



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

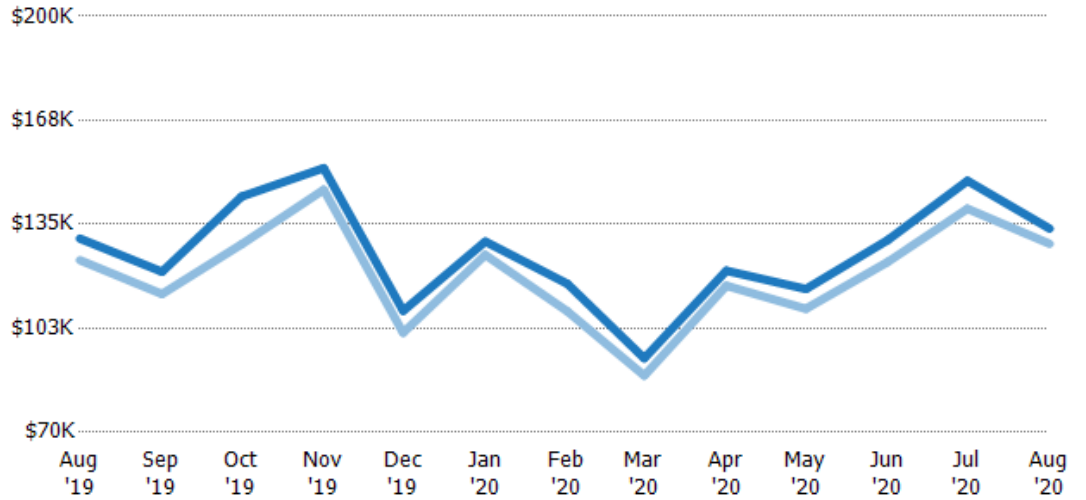


Average Sales Price vs Average Listing Price

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

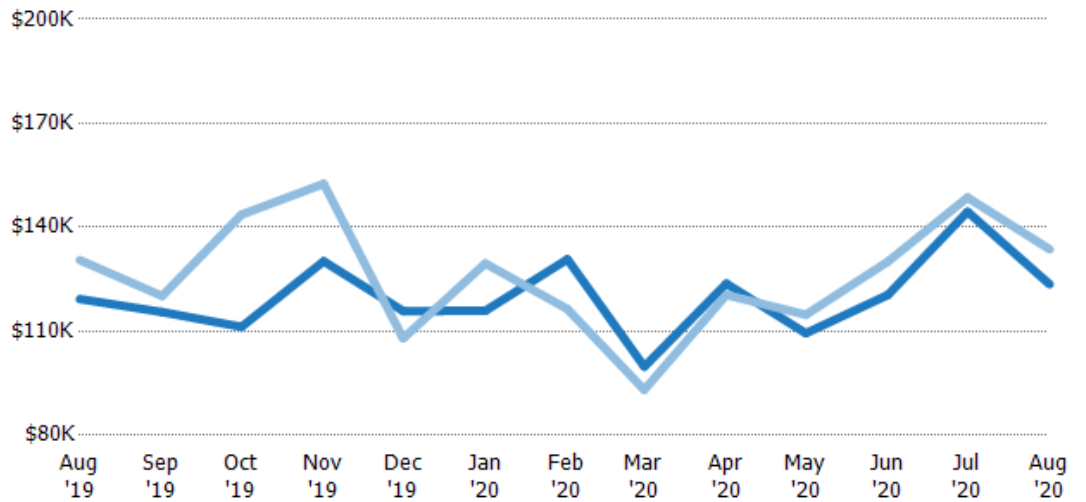


Average Sales Price vs Average Est Value

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



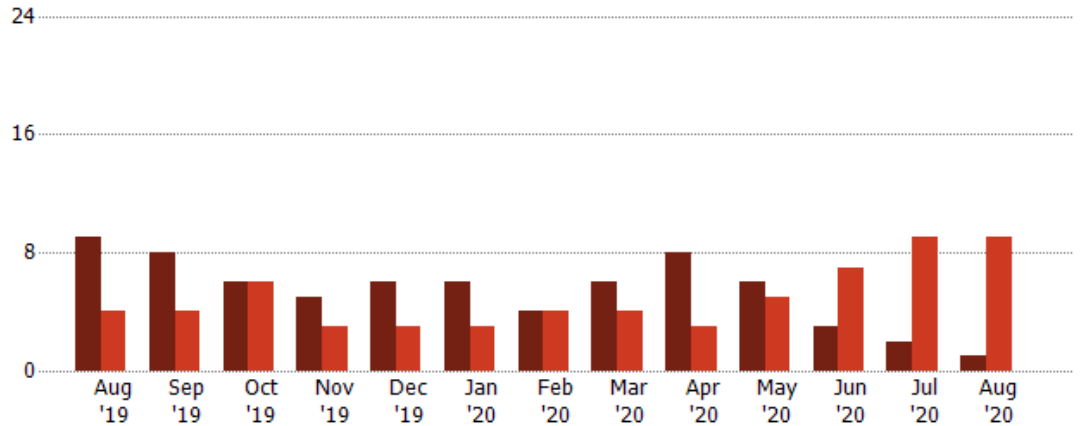
Distressed Listings

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.
Aug '20	1	-88.9%
Aug '19	9	125%
Aug '18	4	400%

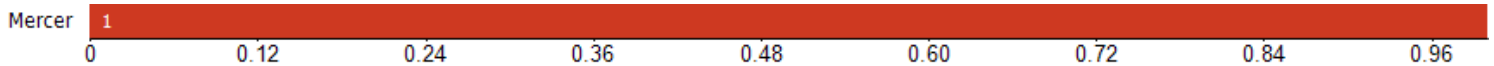


Current Year	9	8	6	5	6	6	4	6	8	6	3	2	1
Prior Year	4	4	6	3	3	3	4	4	3	5	7	9	9
Percent Change from Prior Year	125%	100%	0%	67%	100%	100%	0%	50%	167%	20%	-57%	-78%	-89%

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: 09/06/2020
Scheduled: Yes
Report Date Range: From 8/2019 To: 8/2020

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 8/2020 data

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

