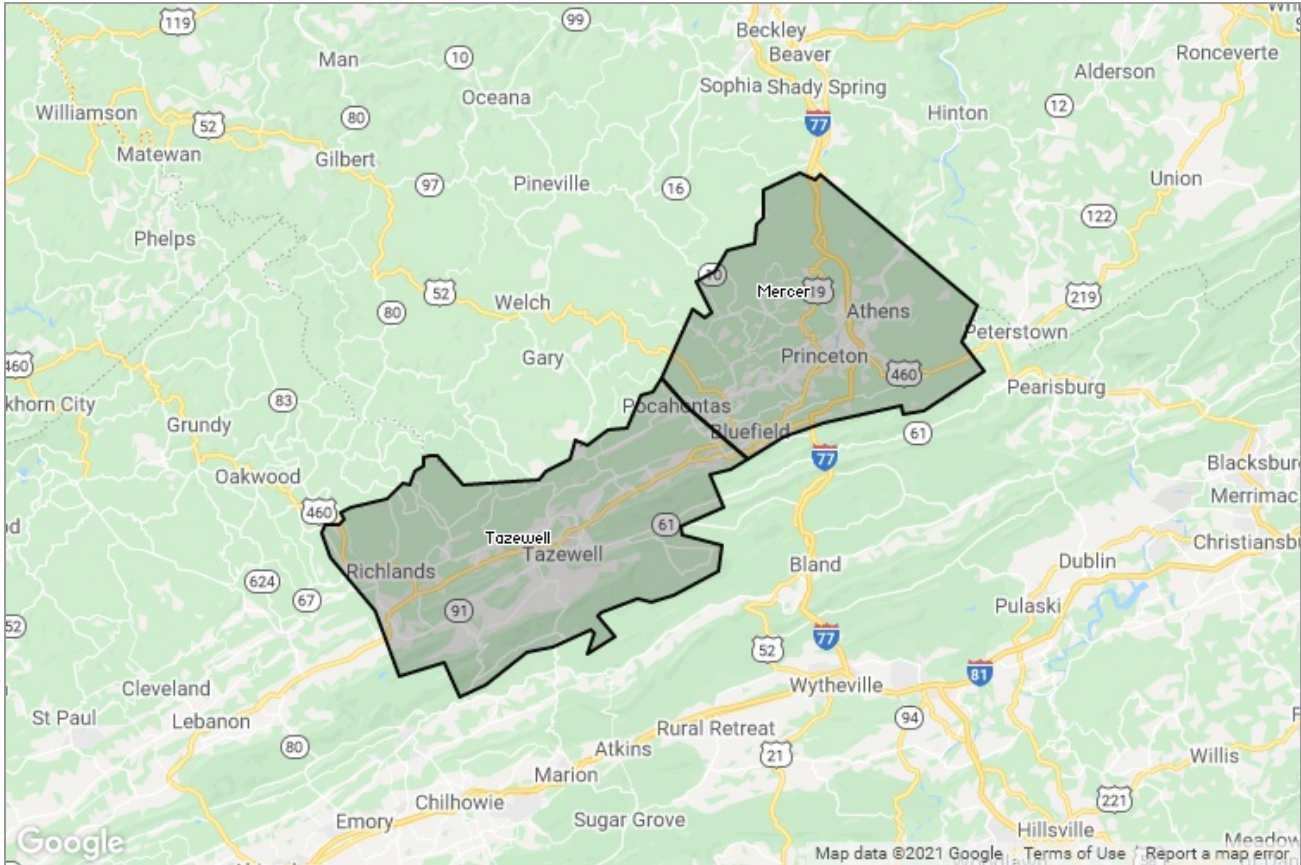




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
12/2019 – 12/2020

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 01/05/2021

**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

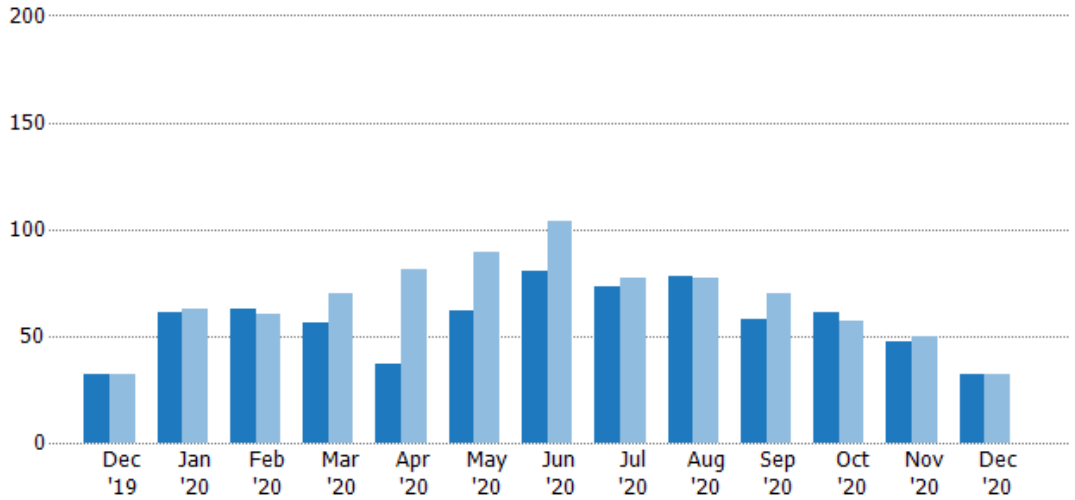
## New Listings

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.
Dec '20	32	0%
Dec '19	32	0%
Dec '18	32	-28.1%



Current Year	32	61	63	56	37	62	80	73	78	58	61	47	32
Prior Year	32	63	60	70	81	89	104	77	77	70	57	50	32
Percent Change from Prior Year	0%	-3%	5%	-20%	-54%	-30%	-23%	-5%	1%	-17%	7%	-6%	0%

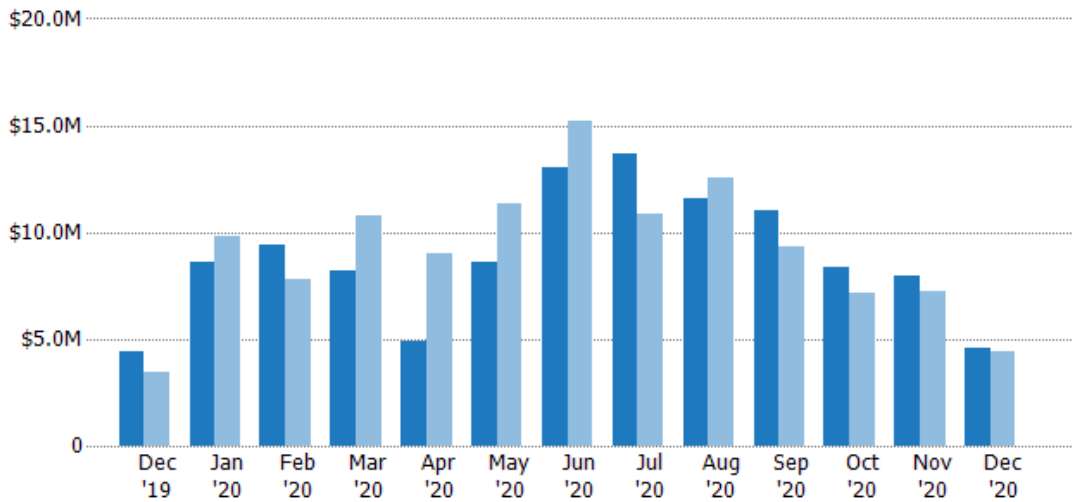
## New Listing Volume

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.
Dec '20	\$4.6M	3.7%
Dec '19	\$4.44M	28.4%
Dec '18	\$3.46M	-46.7%



Current Year	\$4.44M	\$8.61M	\$9.43M	\$8.2M	\$4.92M	\$8.64M	\$13M	\$13.7M	\$11.6M	\$11M	\$8.35M	\$7.92M	\$4.6M
Prior Year	\$3.46M	\$9.81M	\$7.83M	\$10.8M	\$9.01M	\$11.4M	\$15.2M	\$10.9M	\$12.5M	\$9.35M	\$7.13M	\$7.26M	\$4.44M
Percent Change from Prior Year	28%	-12%	21%	-24%	-45%	-24%	-15%	26%	-7%	18%	17%	9%	4%

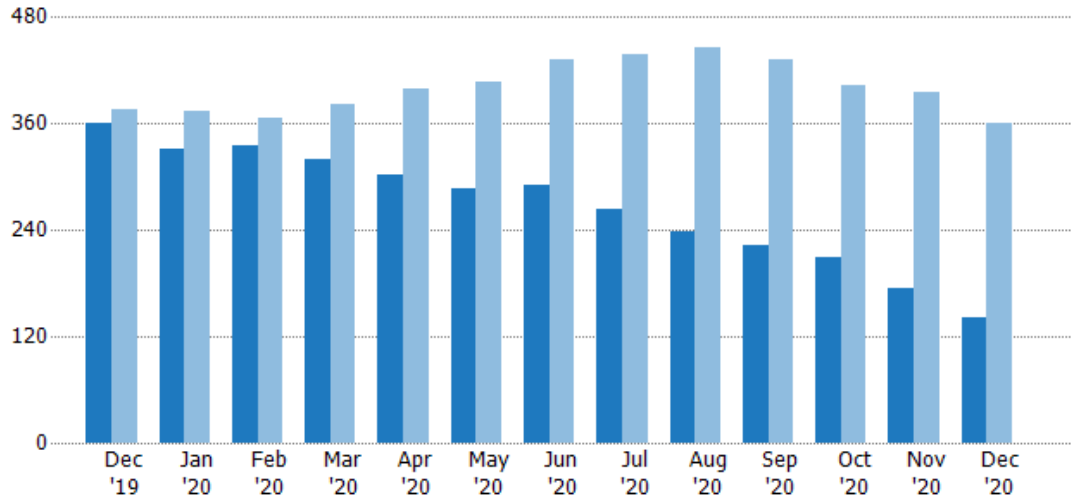
## Active Listings

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.
Dec '20	142	-60.7%
Dec '19	361	-3.7%
Dec '18	375	3.7%



Current Year	361	331	336	319	303	287	291	263	238	222	210	174	142
Prior Year	375	373	367	382	400	407	432	438	446	433	404	396	361
Percent Change from Prior Year	-4%	-11%	-8%	-16%	-24%	-29%	-33%	-40%	-47%	-49%	-48%	-56%	-61%

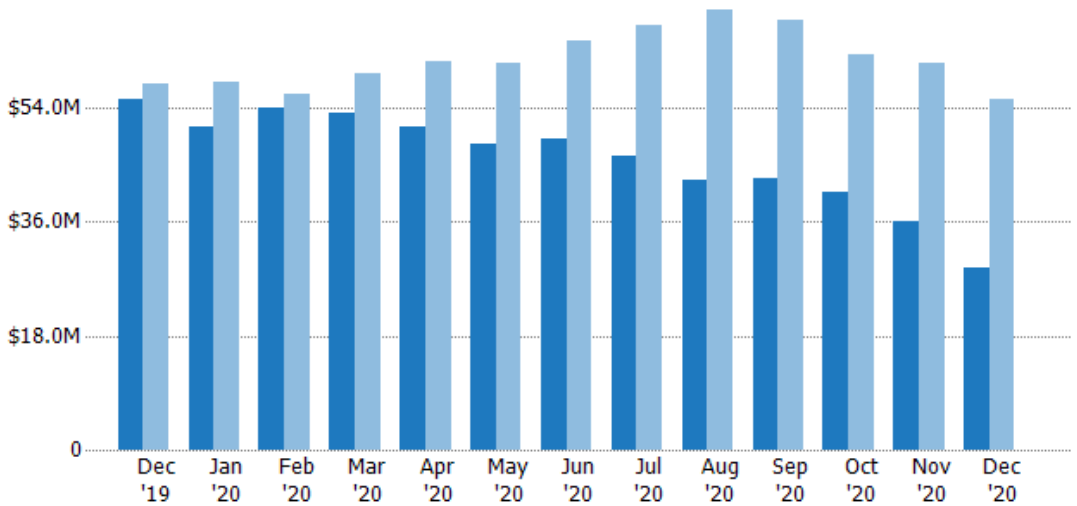
## Active Listing Volume

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.
Dec '20	\$28.6M	-48.2%
Dec '19	\$55.2M	-4.6%
Dec '18	\$57.8M	-1.2%



Current Year	\$55.2M	\$51.1M	\$53.9M	\$53.1M	\$51.1M	\$48.3M	\$49.2M	\$46.3M	\$42.6M	\$42.8M	\$40.7M	\$36M	\$28.6M
Prior Year	\$57.8M	\$57.9M	\$56.2M	\$59.5M	\$61.2M	\$61M	\$64.6M	\$67M	\$69.4M	\$67.8M	\$62.5M	\$61.2M	\$55.2M
Percent Change from Prior Year	-5%	-12%	-4%	-11%	-17%	-21%	-24%	-31%	-39%	-37%	-35%	-41%	-48%

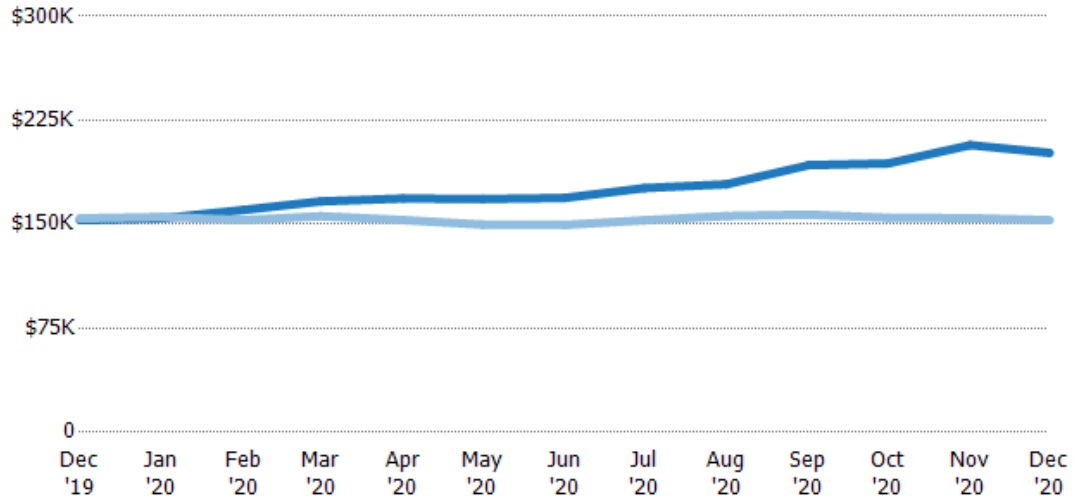
## Average Listing Price

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.
Dec '20	\$201K	31.8%
Dec '19	\$153K	-0.9%
Dec '18	\$154K	-4.8%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$153K	\$154K	\$160K	\$167K	\$169K	\$168K	\$169K	\$176K	\$179K	\$193K	\$194K	\$207K	\$201K
Prior Year	\$154K	\$155K	\$153K	\$156K	\$153K	\$150K	\$150K	\$153K	\$156K	\$157K	\$155K	\$154K	\$153K
Percent Change from Prior Year	-1%	-1%	5%	7%	10%	12%	13%	15%	15%	23%	25%	34%	32%

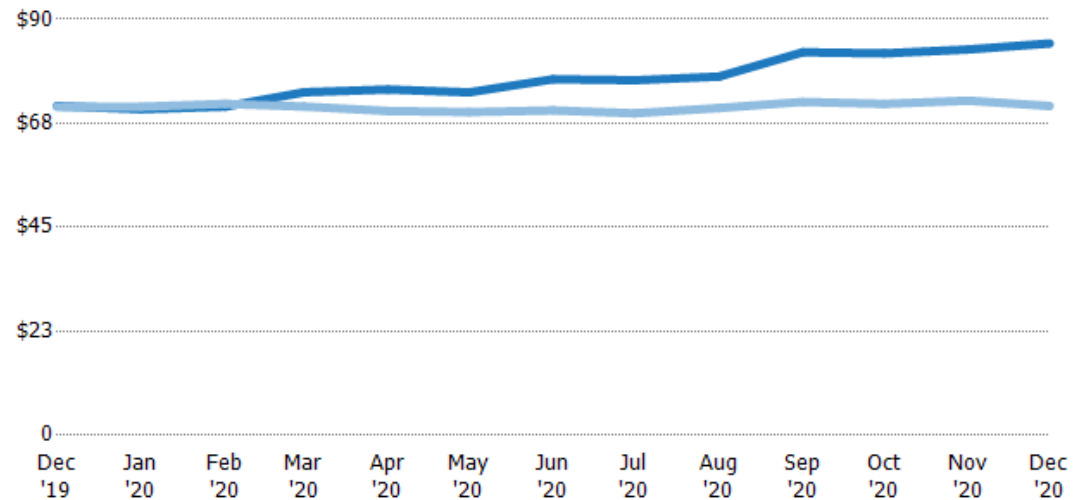
## Average Listing Price per Sq Ft

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.
Dec '20	\$84.8	19%
Dec '19	\$71.2	0.2%
Dec '18	\$71.1	-4%



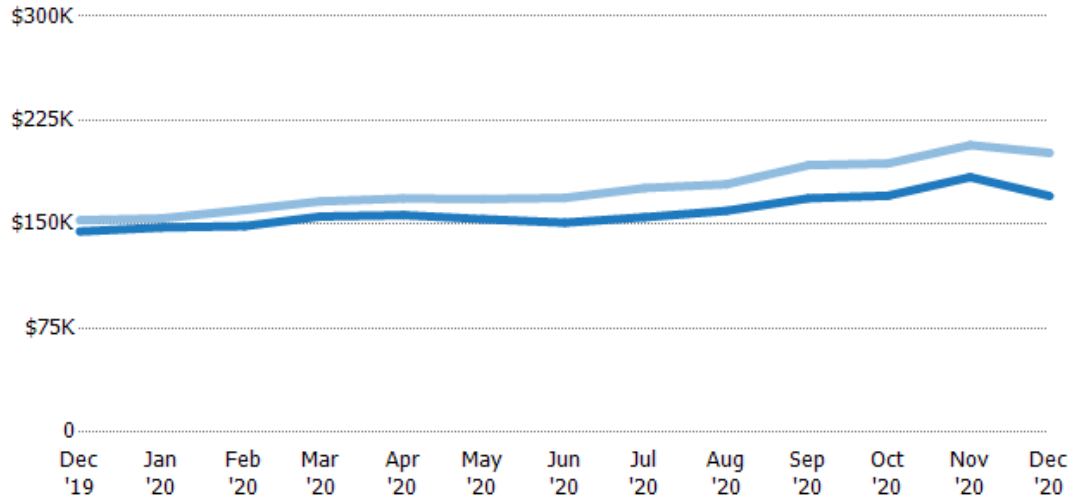
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$71.2	\$70.5	\$71.1	\$74.2	\$74.8	\$74.2	\$77	\$76.8	\$77.6	\$82.9	\$82.6	\$83.5	\$84.8
Prior Year	\$71.1	\$71.1	\$71.7	\$71.1	\$70.2	\$69.9	\$70.3	\$69.7	\$70.8	\$72.1	\$71.7	\$72.4	\$71.2
Percent Change from Prior Year	0%	-1%	-1%	4%	7%	6%	10%	10%	10%	15%	15%	15%	19%

## 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



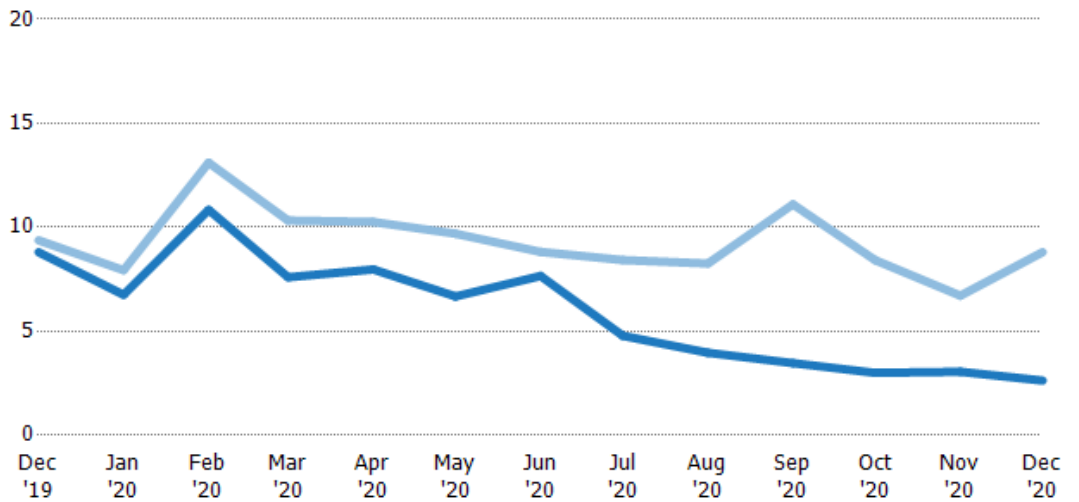
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg Est Value	\$145K	\$148K	\$149K	\$156K	\$157K	\$154K	\$151K	\$155K	\$160K	\$169K	\$171K	\$184K	\$170K
Avg Listing Price	\$153K	\$154K	\$160K	\$167K	\$169K	\$168K	\$169K	\$176K	\$179K	\$193K	\$194K	\$207K	\$201K
Avg Listing Price as a % of Avg Est Value	106%	104%	108%	107%	108%	109%	112%	114%	112%	114%	114%	113%	118%

## 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.
Dec '20	2.63	-70.1%
Dec '19	8.8	-6.1%
Dec '18	9.38	25.7%

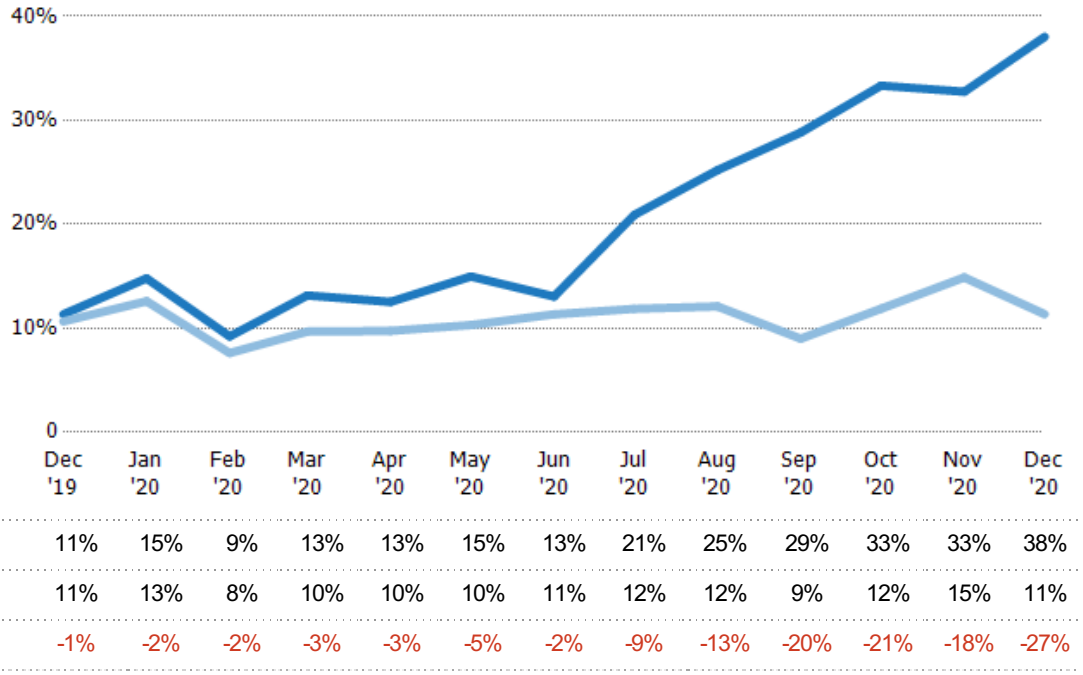
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Dec '20	38%	-26.7%
Dec '19	11%	-0.7%
Dec '18	11%	-20.5%



## 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



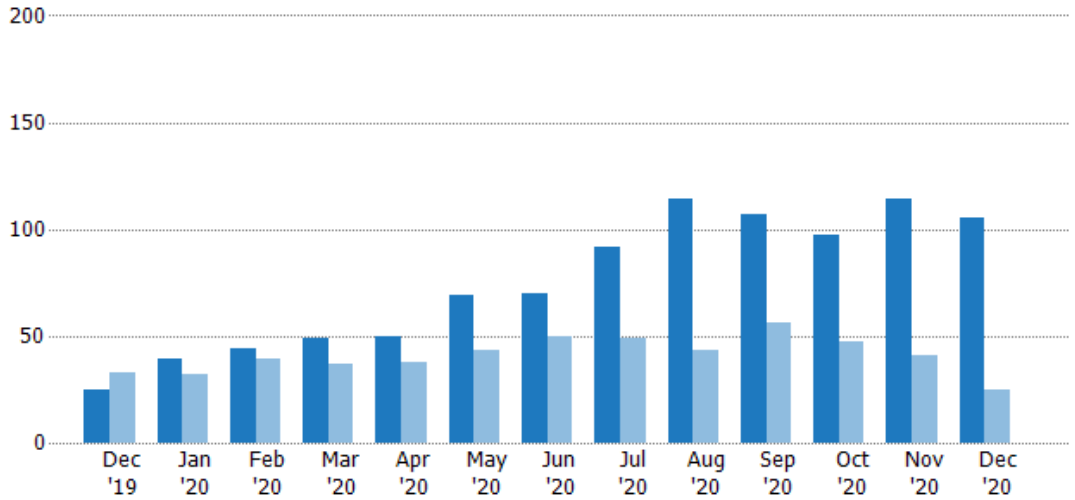
### Pending Sales

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.
Dec '20	105	320%
Dec '19	25	-24.2%
Dec '18	33	15.2%



Current Year	25	39	44	49	50	69	70	92	114	107	97	114	105
Prior Year	33	32	39	37	38	43	50	49	43	56	47	41	25
Percent Change from Prior Year	-24%	22%	13%	32%	32%	60%	40%	88%	165%	91%	106%	178%	320%

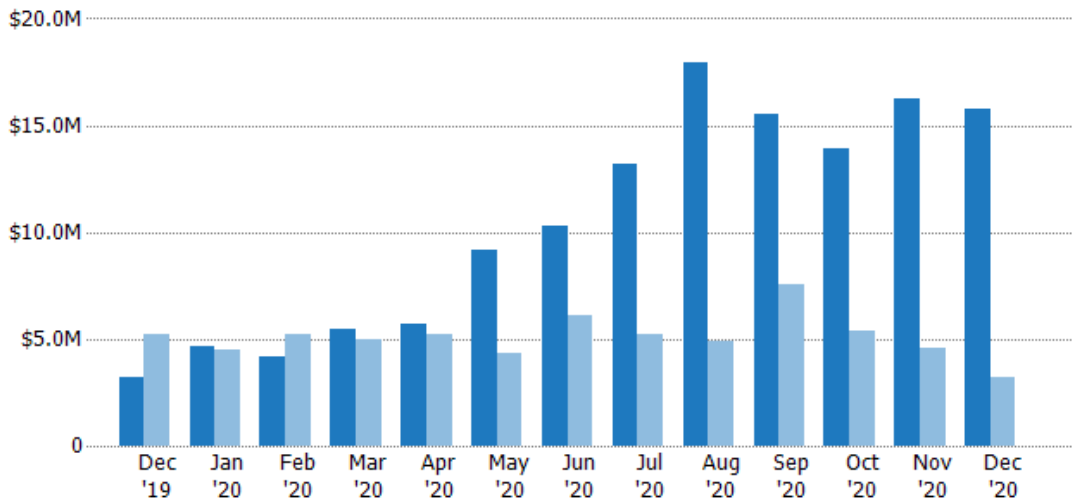
### Pending Sales Volume

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.
Dec '20	\$15.8M	387%
Dec '19	\$3.24M	-37.9%
Dec '18	\$5.22M	-18.6%



Current Year	\$3.24M	\$4.69M	\$4.14M	\$5.5M	\$5.71M	\$9.13M	\$10.3M	\$13.2M	\$17.9M	\$15.5M	\$13.9M	\$16.2M	\$15.8M
Prior Year	\$5.22M	\$4.51M	\$5.19M	\$4.96M	\$5.22M	\$4.32M	\$6.08M	\$5.19M	\$4.91M	\$7.57M	\$5.34M	\$4.55M	\$3.24M
Percent Change from Prior Year	-38%	4%	-20%	11%	9%	111%	69%	154%	265%	105%	161%	257%	387%

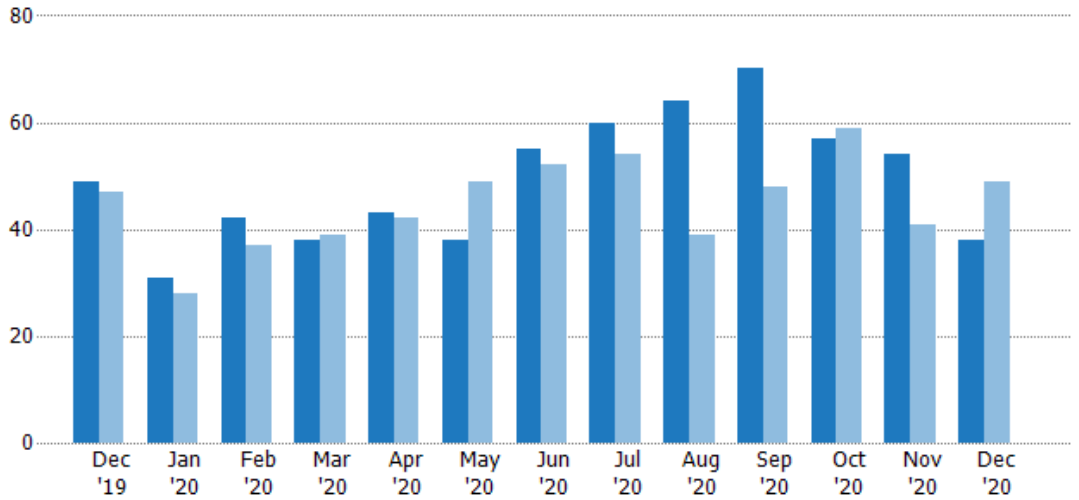
## Closed Sales

The total number of residential properties sold each month.

**Filters Used**

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

Month/ Year	Count	% Chg.
Dec '20	38	-22.4%
Dec '19	49	4.3%
Dec '18	47	6.4%



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	49	31	42	38	43	38	55	60	64	70	57	54	38
Prior Year	47	28	37	39	42	49	52	54	39	48	59	41	49
Percent Change from Prior Year	4%	11%	14%	-3%	2%	-22%	6%	11%	64%	46%	-3%	32%	-22%

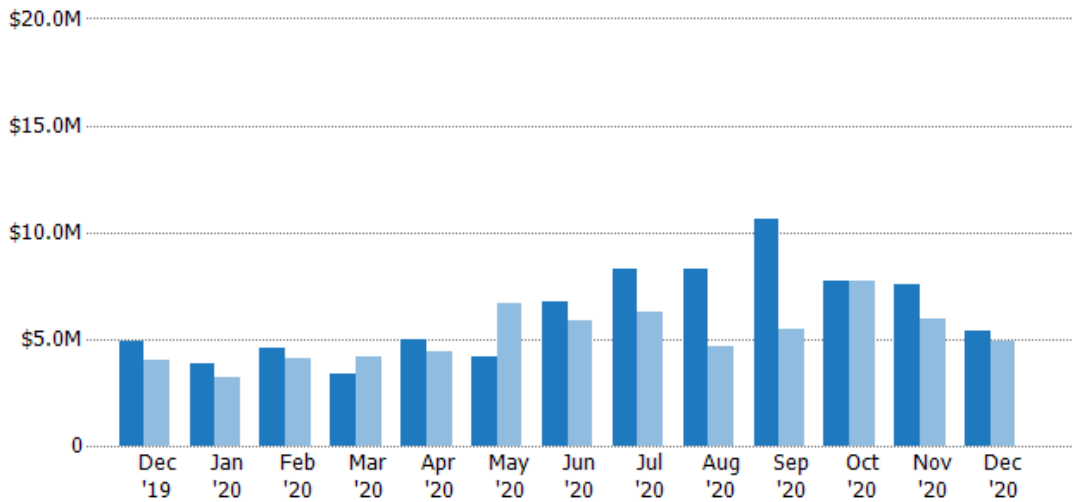
## Closed Sales Volume

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.
Dec '20	\$5.36M	9.7%
Dec '19	\$4.88M	22%
Dec '18	\$4M	45.3%

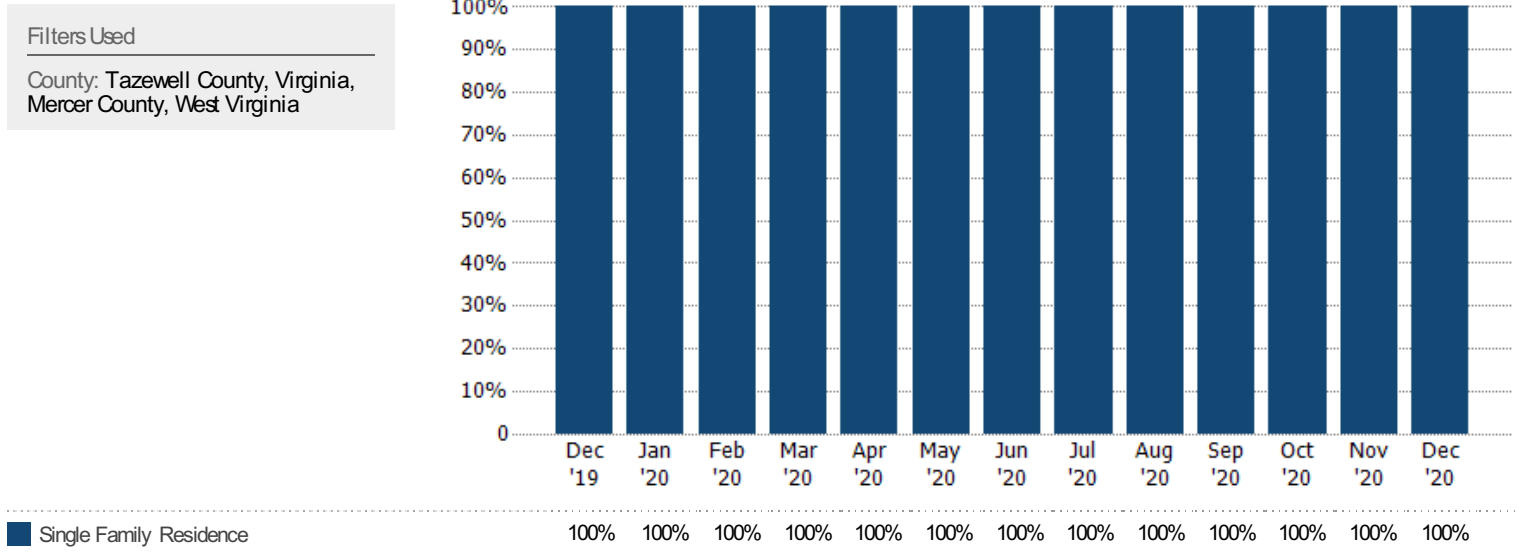


	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$4.88M	\$3.84M	\$4.58M	\$3.33M	\$4.96M	\$4.17M	\$6.78M	\$8.31M	\$8.25M	\$10.6M	\$7.73M	\$7.55M	\$5.36M
Prior Year	\$4M	\$3.18M	\$4.07M	\$4.2M	\$4.43M	\$6.68M	\$5.89M	\$6.25M	\$4.7M	\$5.43M	\$7.7M	\$5.98M	\$4.88M
Percent Change from Prior Year	22%	21%	13%	-21%	12%	-38%	15%	33%	76%	95%	0%	26%	10%



## Closed Sales by Property Type

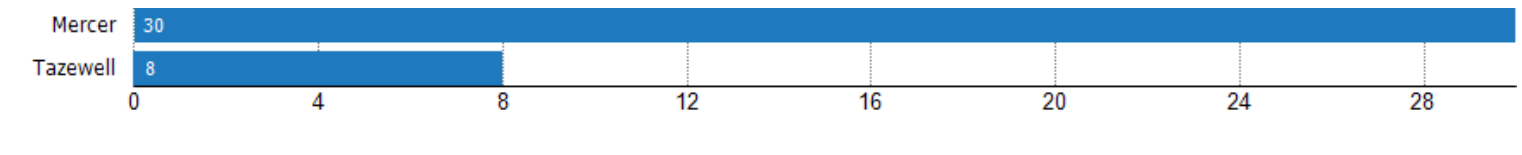
The percentage of residential properties sold each month by property type.



## 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

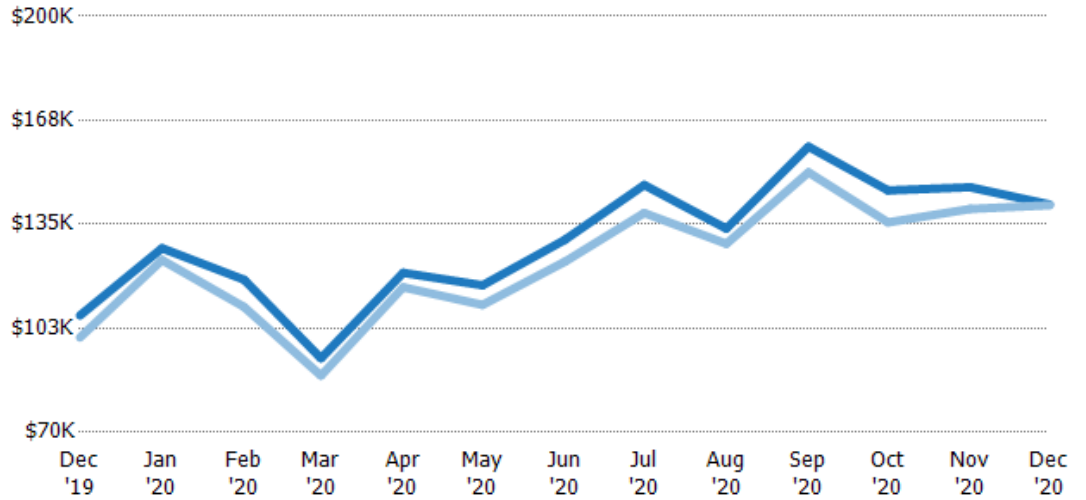


## Average Sales Price vs Average Listing Price

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

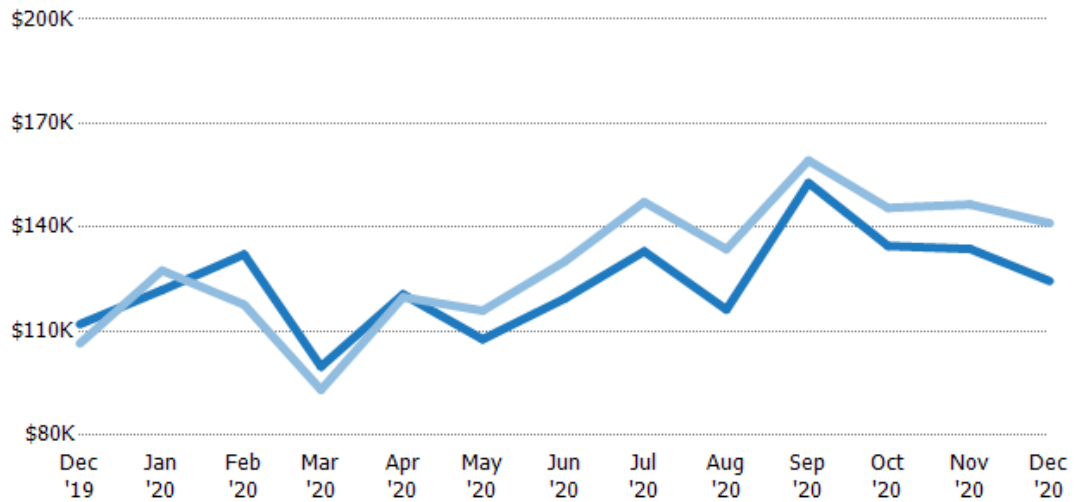


## Average Sales Price vs Average Est Value

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

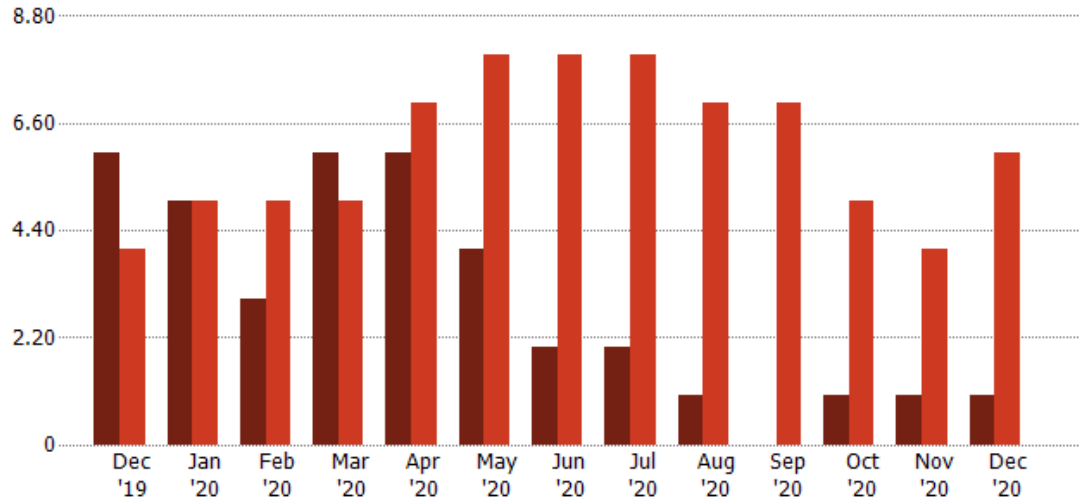


## Distressed Listings

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

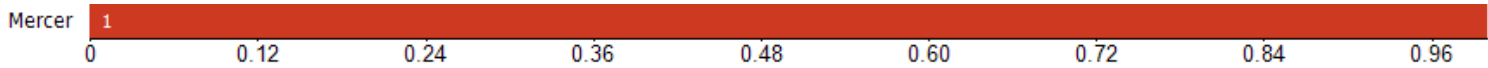


Current Year	6	5	3	6	6	4	2	2	1	-	1	1	1
Prior Year	4	5	5	5	7	8	8	8	7	7	5	4	6
Percent Change from Prior Year	50%	0%	-40%	20%	-14%	-50%	-75%	-75%	-86%	-100%	-80%	-75%	-83%

## 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:** 01/05/2021

**Scheduled:** Yes

**Report Date Range:** From 12/2019 To: 12/2020

## 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 12/2020 data

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