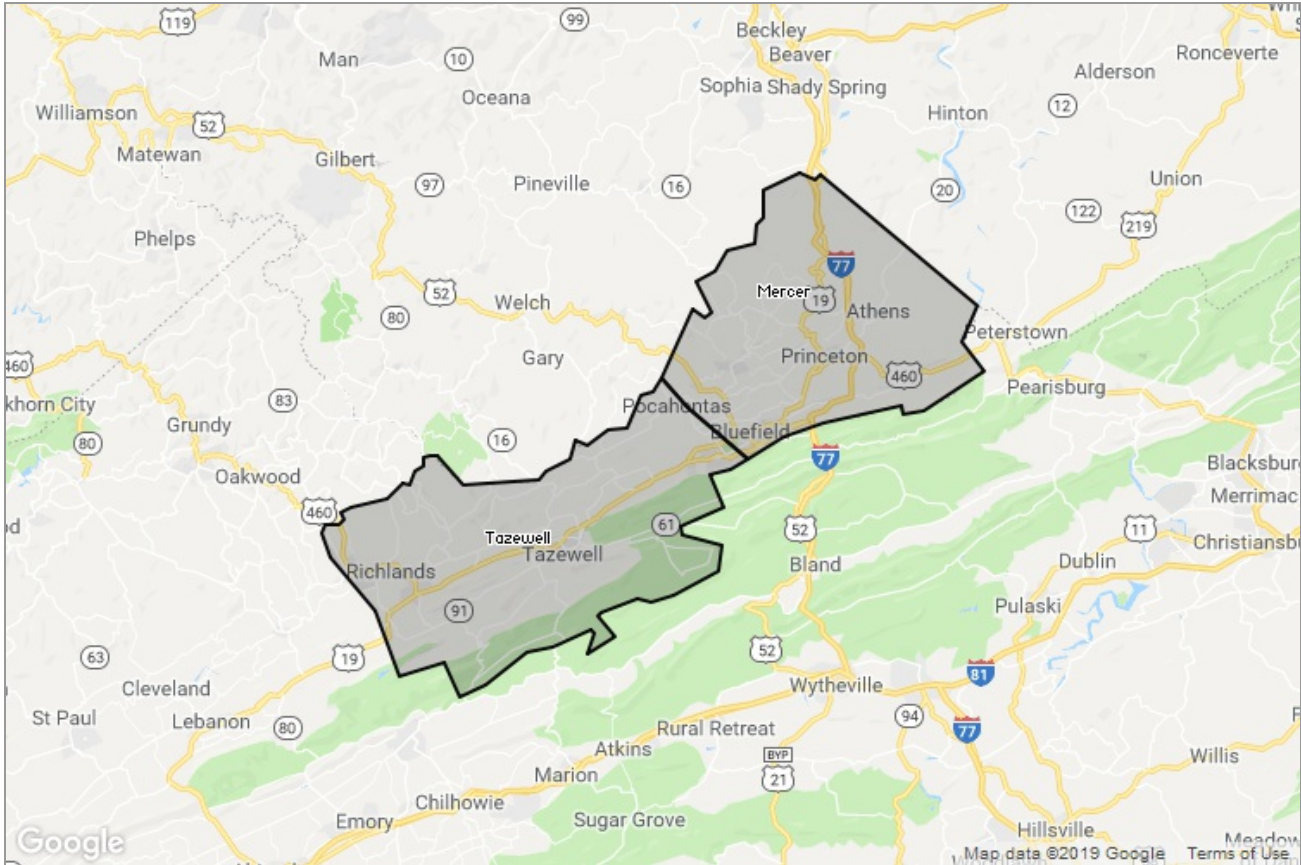




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
2/2018 – 2/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 03/04/2019

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

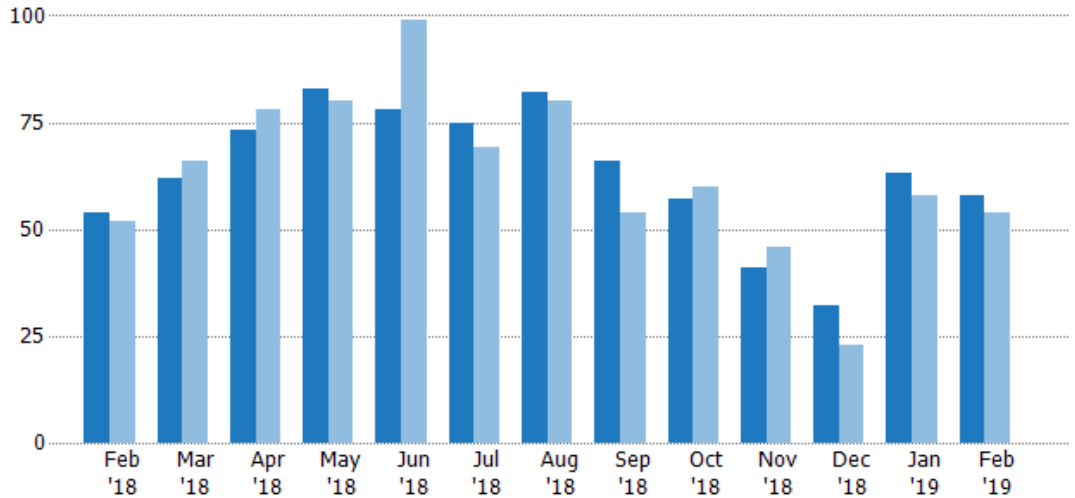
New Listings

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.
Feb '19	58	7.4%
Feb '18	54	3.8%
Feb '17	52	-11.5%



Current Year	54	62	73	83	78	75	82	66	57	41	32	63	58
Prior Year	52	66	78	80	99	69	80	54	60	46	23	58	54
Percent Change from Prior Year	4%	-6%	-6%	4%	-21%	9%	3%	22%	-5%	-11%	39%	9%	7%

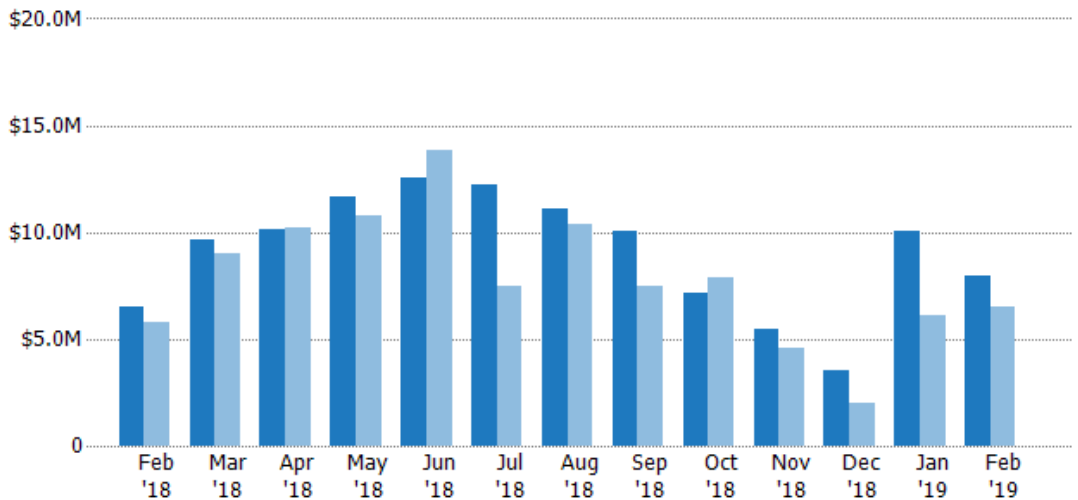
New Listing Volume

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.
Feb '19	\$7.92M	22.5%
Feb '18	\$6.47M	12.2%
Feb '17	\$5.77M	48.9%



Current Year	\$6.47M	\$9.65M	\$10.1M	\$11.7M	\$12.5M	\$12.2M	\$11.1M	\$10M	\$7.15M	\$5.43M	\$3.56M	\$10M	\$7.92M
Prior Year	\$5.77M	\$9.01M	\$10.2M	\$10.8M	\$13.8M	\$7.51M	\$10.3M	\$7.51M	\$7.92M	\$4.58M	\$2M	\$6.14M	\$6.47M
Percent Change from Prior Year	12%	7%	-1%	8%	-9%	62%	7%	34%	-10%	19%	78%	63%	23%

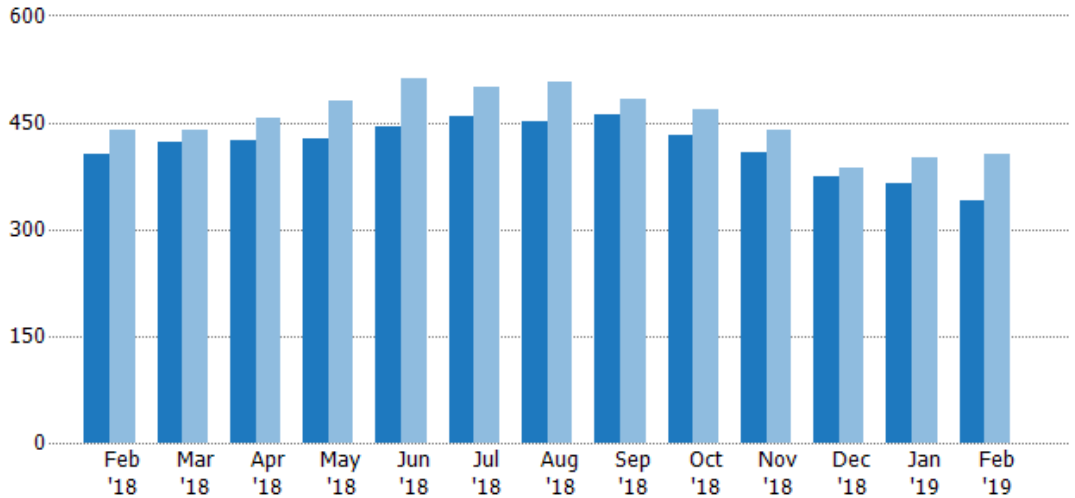
Active Listings

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.
Feb '19	340	-16.3%
Feb '18	406	-7.7%
Feb '17	440	-6.8%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	406	423	425	428	445	459	451	460	432	408	373	364	340
Prior Year	440	439	456	481	511	500	506	483	467	440	386	401	406
Percent Change from Prior Year	-8%	-4%	-7%	-11%	-13%	-8%	-11%	-5%	-7%	-7%	-3%	-9%	-16%

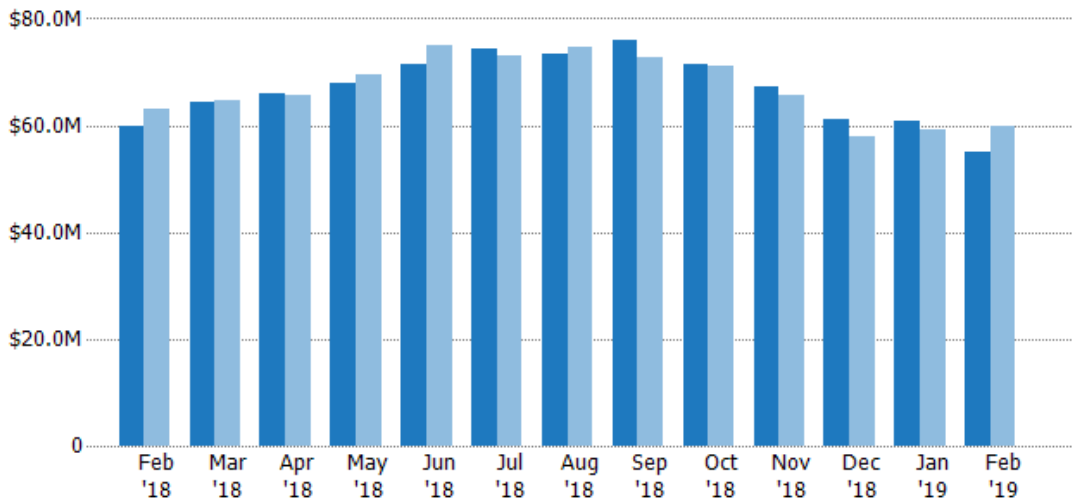
Active Listing Volume

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.
Feb '19	\$54.9M	-8.3%
Feb '18	\$59.9M	-4.9%
Feb '17	\$62.9M	-7.2%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$59.9M	\$64.3M	\$65.8M	\$68M	\$71.4M	\$74.3M	\$73.3M	\$76.1M	\$71.4M	\$67.4M	\$61.2M	\$60.7M	\$54.9M
Prior Year	\$62.9M	\$64.7M	\$65.7M	\$69.5M	\$75.1M	\$73.1M	\$74.6M	\$72.8M	\$71M	\$65.7M	\$58M	\$59.2M	\$59.9M
Percent Change from Prior Year	-5%	-1%	0%	-2%	-5%	2%	-2%	4%	1%	3%	5%	2%	-8%

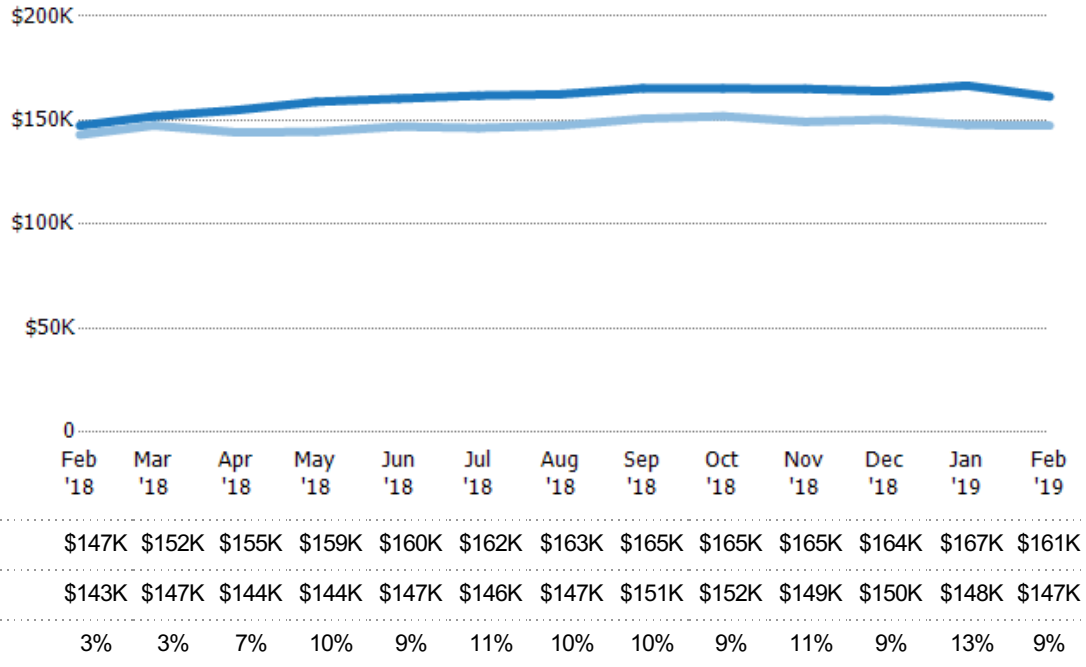
Average Listing Price

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.
Feb '19	\$161K	9.5%
Feb '18	\$147K	3.1%
Feb '17	\$143K	-0.5%



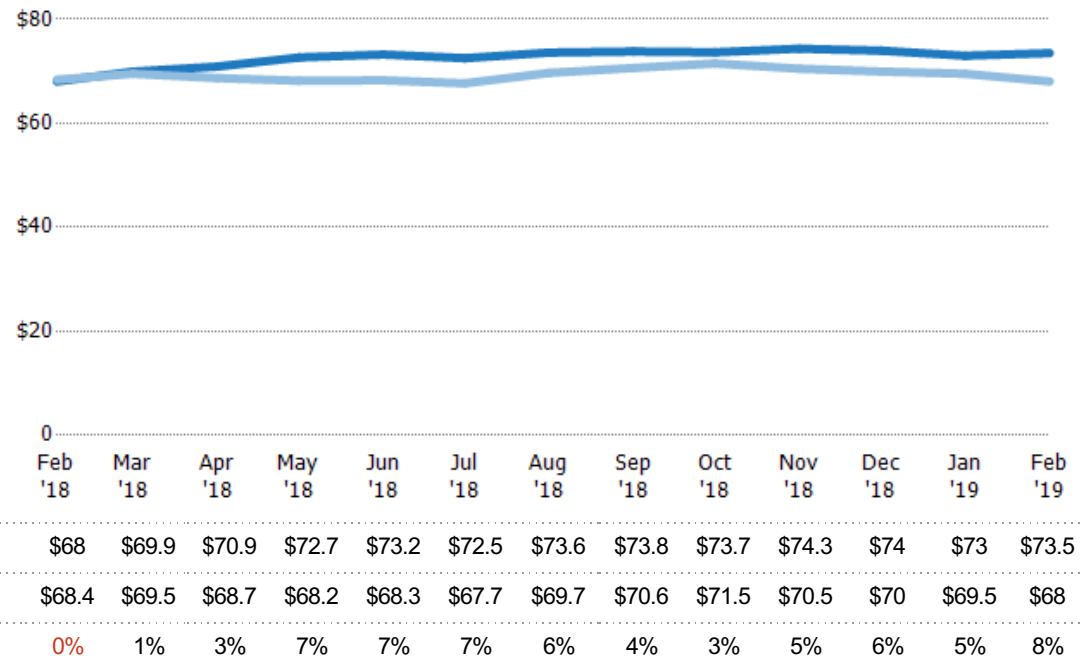
Average Listing Price per Sq Ft

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.
Feb '19	\$73.5	8%
Feb '18	\$68	-0.5%
Feb '17	\$68.4	-1.2%

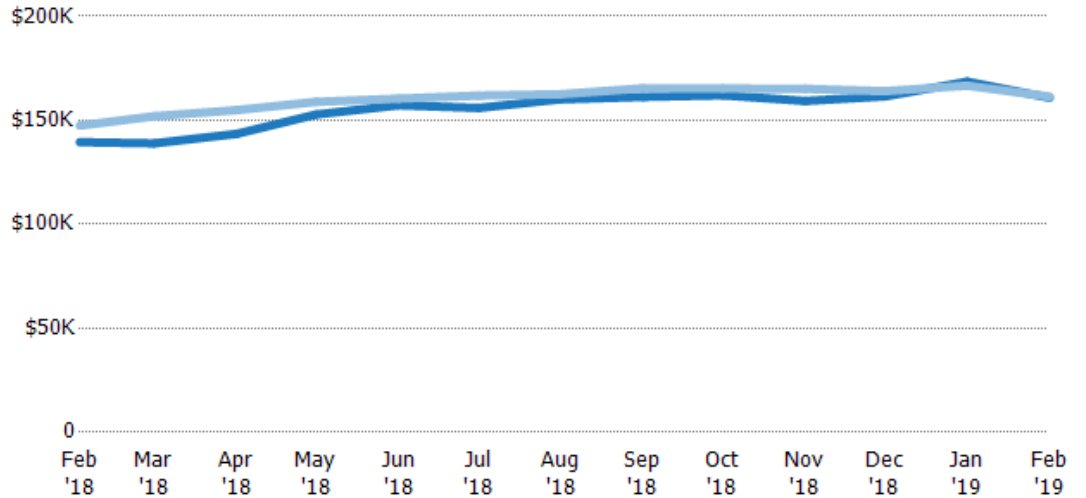


Average Listing Price vs Average Est Value

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



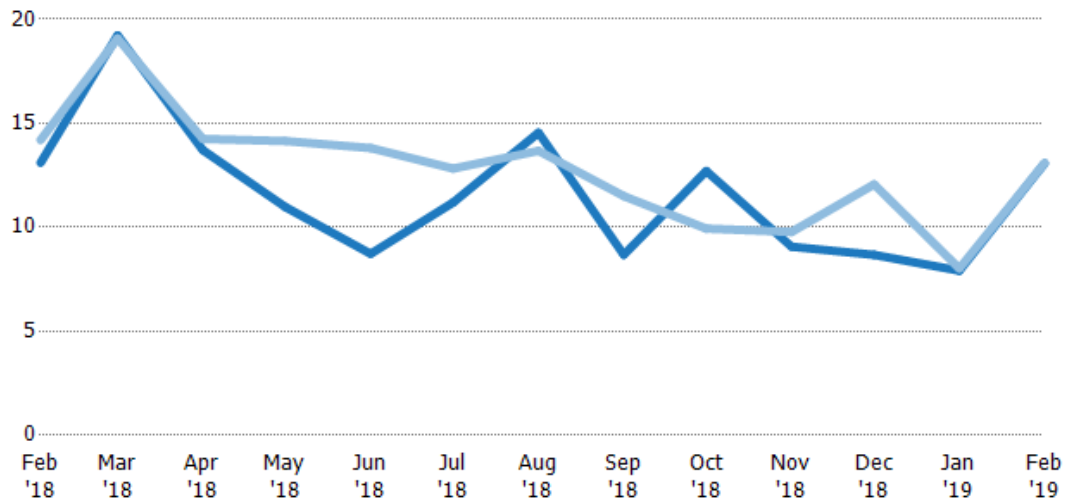
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$140K	\$139K	\$143K	\$153K	\$157K	\$156K	\$160K	\$161K	\$162K	\$159K	\$161K	\$169K	\$161K
Avg Listing Price	\$147K	\$152K	\$155K	\$159K	\$160K	\$162K	\$163K	\$165K	\$165K	\$165K	\$164K	\$167K	\$161K
Avg Listing Price as a % of Avg Est Value	106%	109%	108%	104%	102%	104%	102%	103%	102%	104%	102%	99%	100%

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.
Feb '19	13.1	-0.2%
Feb '18	13.1	-7.7%
Feb '17	14.2	20.4%

	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	13.1	19.2	13.7	11	8.73	11.2	14.5	8.68	12.7	9.07	8.67	7.91	13.1
Prior Year	14.2	19.1	14.3	14.1	13.8	12.8	13.7	11.5	9.94	9.78	12.1	8.02	13.1
Percent Change from Prior Year	-8%	1%	-4%	-22%	-37%	-13%	6%	-25%	28%	-7%	-28%	-1%	0%

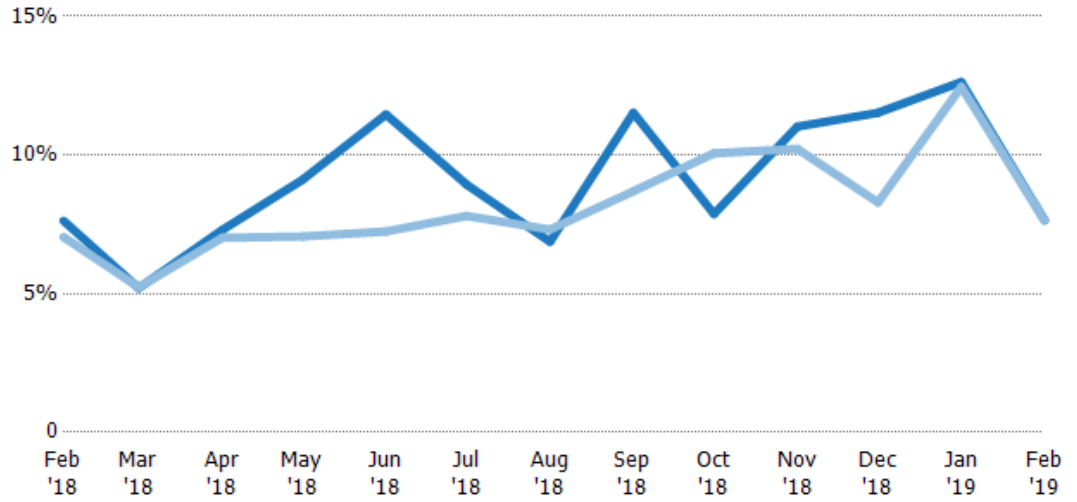
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Feb '19	8%	-
Feb '18	8%	-0.6%
Feb '17	7%	-16.9%

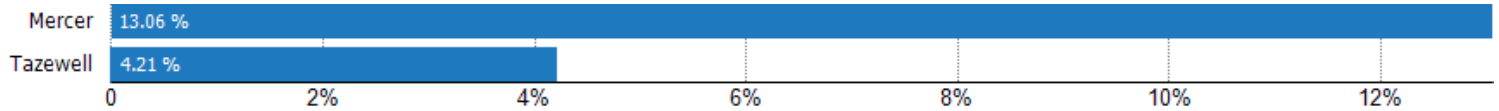


	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	8%	5%	7%	9%	11%	9%	7%	12%	8%	11%	12%	13%	8%
Prior Year	7%	5%	7%	7%	7%	8%	7%	9%	10%	10%	8%	12%	8%
Change from Prior Year	-1%	0%	0%	-2%	-4%	-1%	0%	-3%	2%	-1%	-3%	0%	0

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



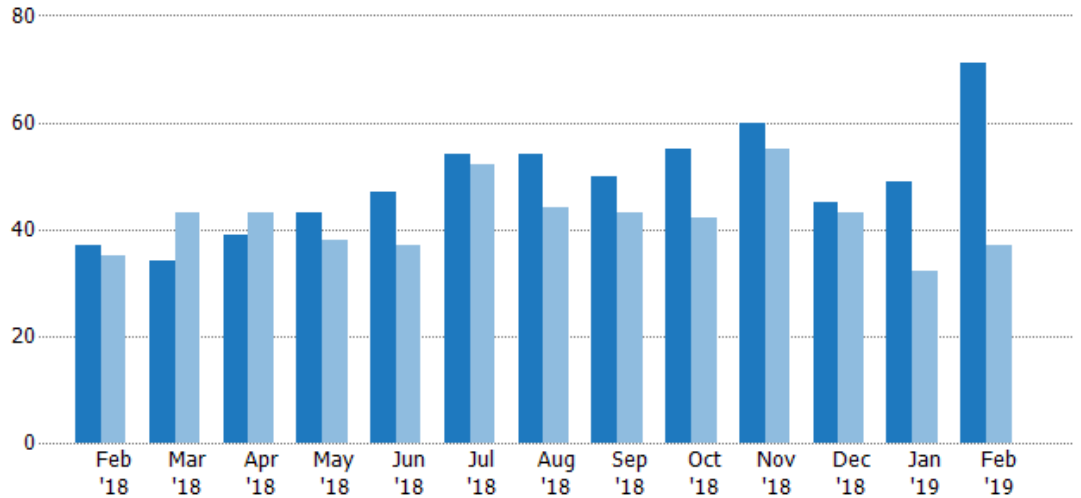
Pending Sales

The number of 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.
Feb '19	71	91.9%
Feb '18	37	5.7%
Feb '17	35	-5.7%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	37	34	39	43	47	54	54	50	55	60	45	49	71
Prior Year	35	43	43	38	37	52	44	43	42	55	43	32	37
Percent Change from Prior Year	6%	-21%	-9%	13%	27%	4%	23%	16%	31%	9%	5%	53%	92%

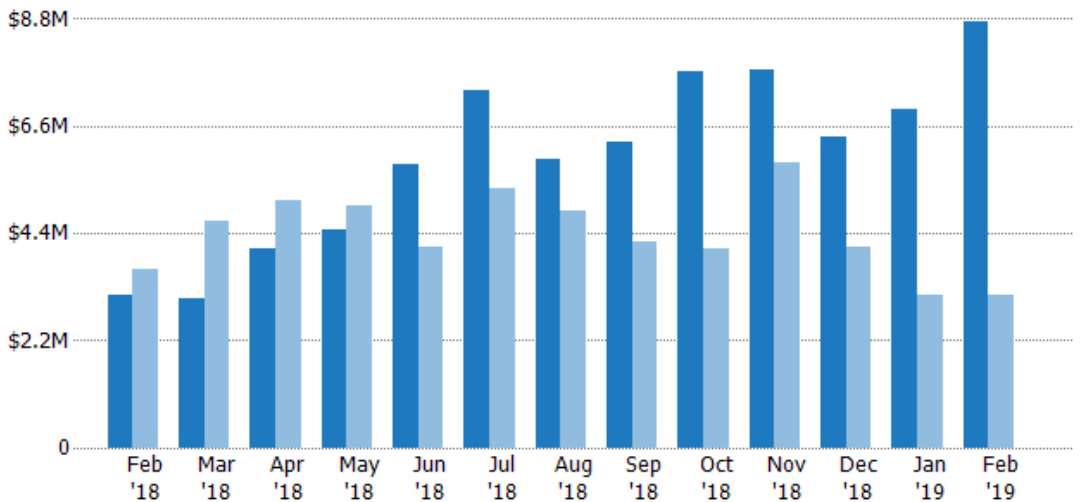
Pending Sales Volume

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.
Feb '19	\$8.75M	178.4%
Feb '18	\$3.14M	-14.3%
Feb '17	\$3.67M	-2.2%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$3.14M	\$3.05M	\$4.08M	\$4.47M	\$5.82M	\$7.34M	\$5.91M	\$6.26M	\$7.72M	\$7.77M	\$6.38M	\$6.95M	\$8.75M
Prior Year	\$3.67M	\$4.65M	\$5.07M	\$4.96M	\$4.12M	\$5.33M	\$4.88M	\$4.23M	\$4.08M	\$5.86M	\$4.12M	\$3.15M	\$3.14M
Percent Change from Prior Year	-14%	-34%	-19%	-10%	41%	38%	21%	48%	89%	33%	55%	121%	178%

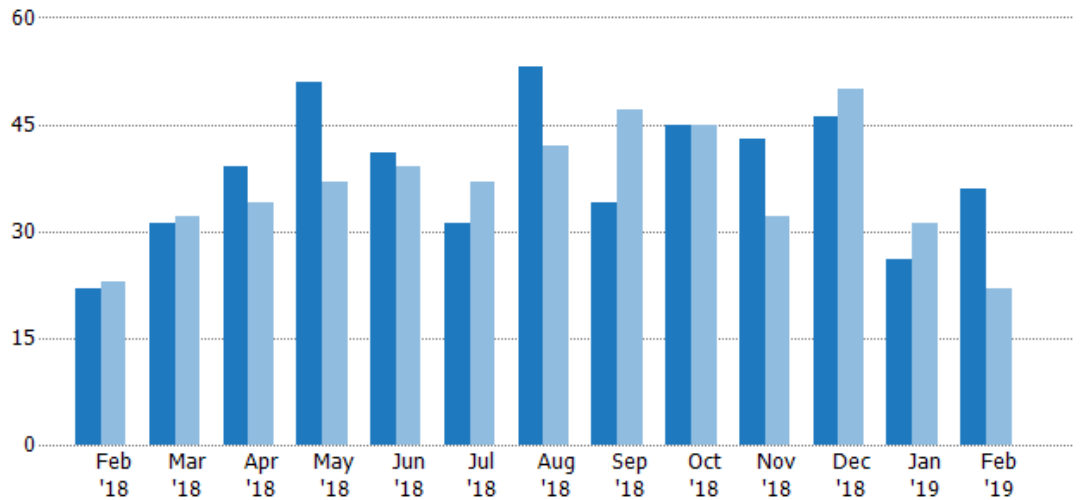
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Feb '19	36	63.6%
Feb '18	22	-4.3%
Feb '17	23	-17.4%



Current Year	22	31	39	51	41	31	53	34	45	43	46	26	36
Prior Year	23	32	34	37	39	37	42	47	45	32	50	31	22
Percent Change from Prior Year	-4%	-3%	15%	38%	5%	-16%	26%	-28%	0%	34%	-8%	-16%	64%

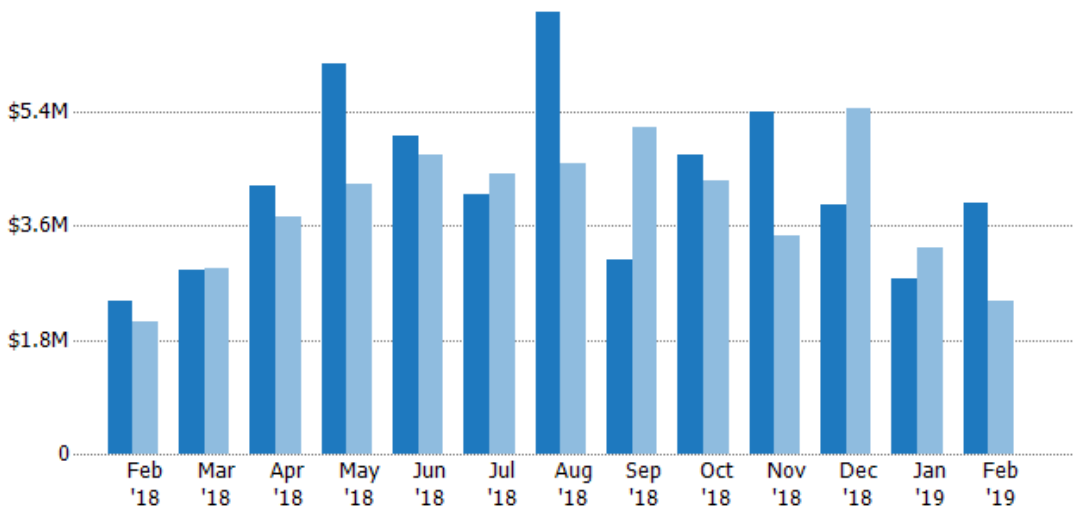
Closed Sales Volume

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.
Feb '19	\$3.96M	65%
Feb '18	\$2.4M	14.9%
Feb '17	\$2.09M	-19%



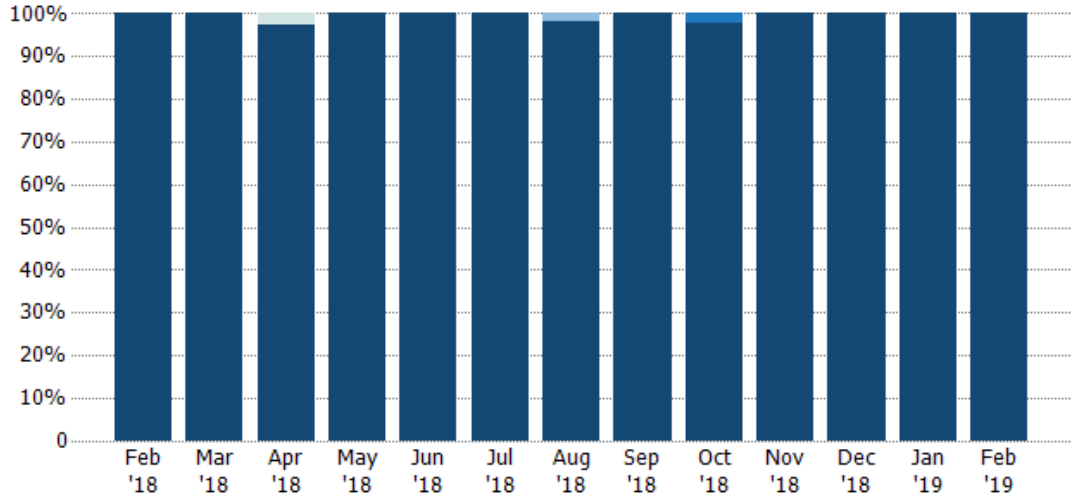
Current Year	\$2.4M	\$2.89M	\$4.23M	\$6.16M	\$5.01M	\$4.08M	\$6.96M	\$3.05M	\$4.73M	\$5.39M	\$3.94M	\$2.76M	\$3.96M
Prior Year	\$2.09M	\$2.93M	\$3.74M	\$4.26M	\$4.71M	\$4.42M	\$4.6M	\$5.15M	\$4.32M	\$3.45M	\$5.44M	\$3.25M	\$2.4M
Percent Change from Prior Year	15%	-1%	13%	45%	6%	-8%	52%	-41%	9%	56%	-28%	-15%	65%

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

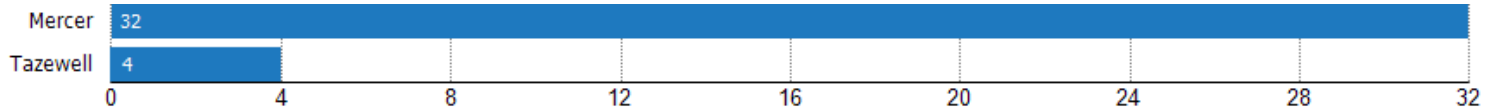


Property Type	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Other	-	-	3%	-	-	-	-	-	-	-	-	-	-
Lot/Land	-	-	-	-	-	-	2%	-	-	-	-	-	-
Condo/Townhouse	-	-	-	-	-	-	-	-	2%	-	-	-	-
Single Family Residence	100%	100%	97%	100%	100%	100%	98%	100%	98%	100%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

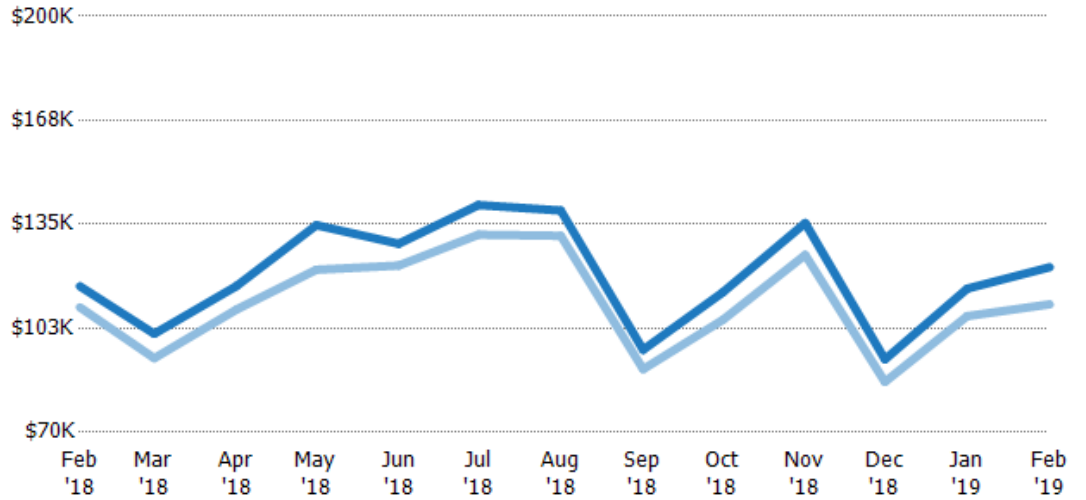


Average Sales Price vs Average Listing Price

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



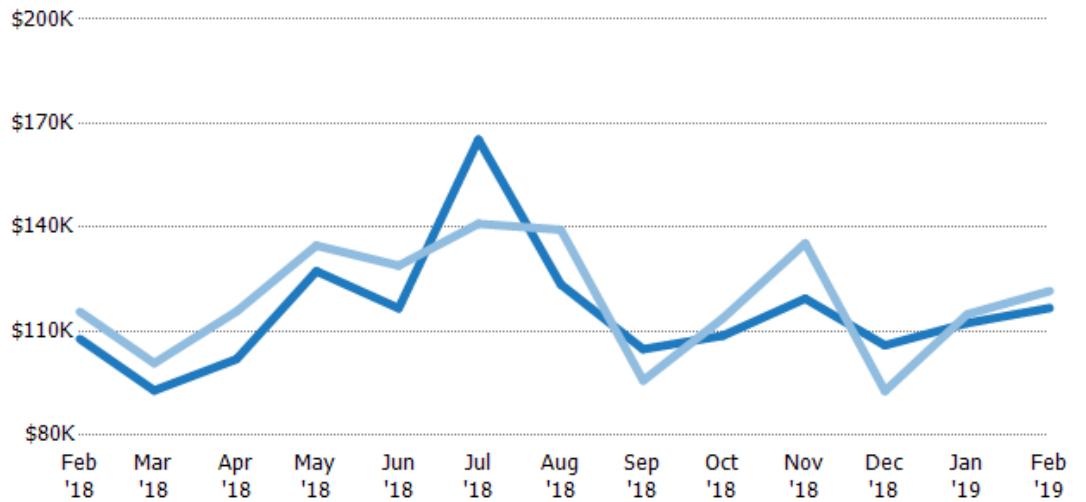
Avg List Price	\$116K	\$101K	\$116K	\$135K	\$129K	\$141K	\$139K	\$95.8K	\$114K	\$135K	\$92.8K	\$115K	\$122K
Avg Sales Price	\$109K	\$93.1K	\$108K	\$121K	\$122K	\$132K	\$131K	\$89.7K	\$105K	\$125K	\$85.7K	\$106K	\$110K
Avg Sales Price as a % of Avg List Price	94%	92%	94%	90%	95%	93%	94%	94%	92%	93%	92%	93%	90%

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	\$108K	\$92.9K	\$102K	\$127K	\$117K	\$165K	\$124K	\$105K	\$109K	\$119K	\$106K	\$112K	\$117K
Avg Sales Price	\$116K	\$101K	\$116K	\$135K	\$129K	\$141K	\$139K	\$95.8K	\$114K	\$135K	\$92.8K	\$115K	\$122K
Avg Sales Price as a % of Avg Est Value	107%	108%	113%	106%	111%	85%	113%	91%	105%	113%	88%	102%	104%

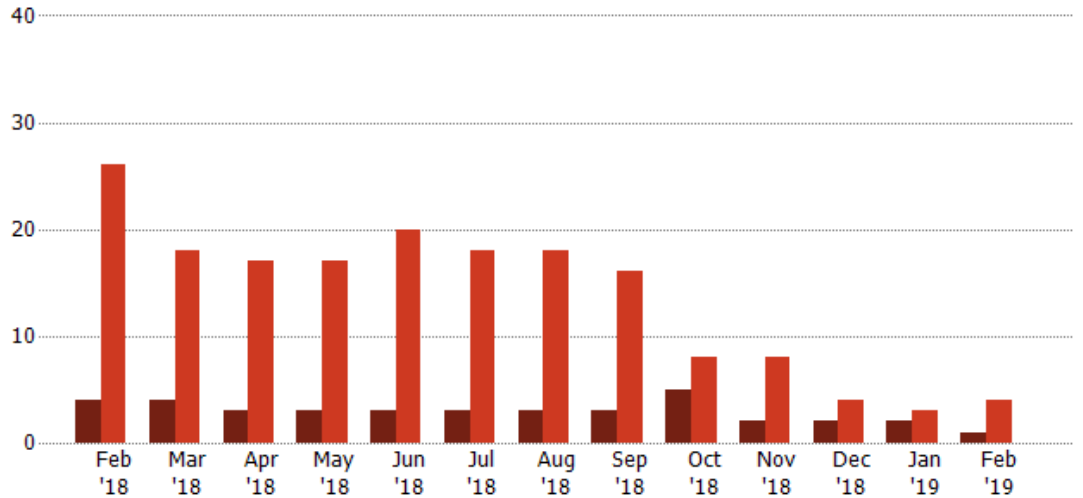
Distressed Listings

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

Month/Year	Count	% Chg.
Feb '19	1	-75%
Feb '18	4	-84.6%
Feb '17	26	26.9%

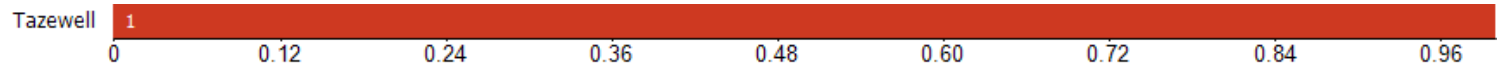


Current Year	4	4	3	3	3	3	3	3	5	2	2	2	1
Prior Year	26	18	17	17	20	18	18	16	8	8	4	3	4
Percent Change from Prior Year	-85%	-78%	-82%	-82%	-85%	-83%	-83%	-81%	-38%	-75%	-50%	-33%	-75%

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: 03/04/2019

Scheduled: Yes

Report Date Range: From 2/2018 To: 2/2019

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 2/2019 data

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