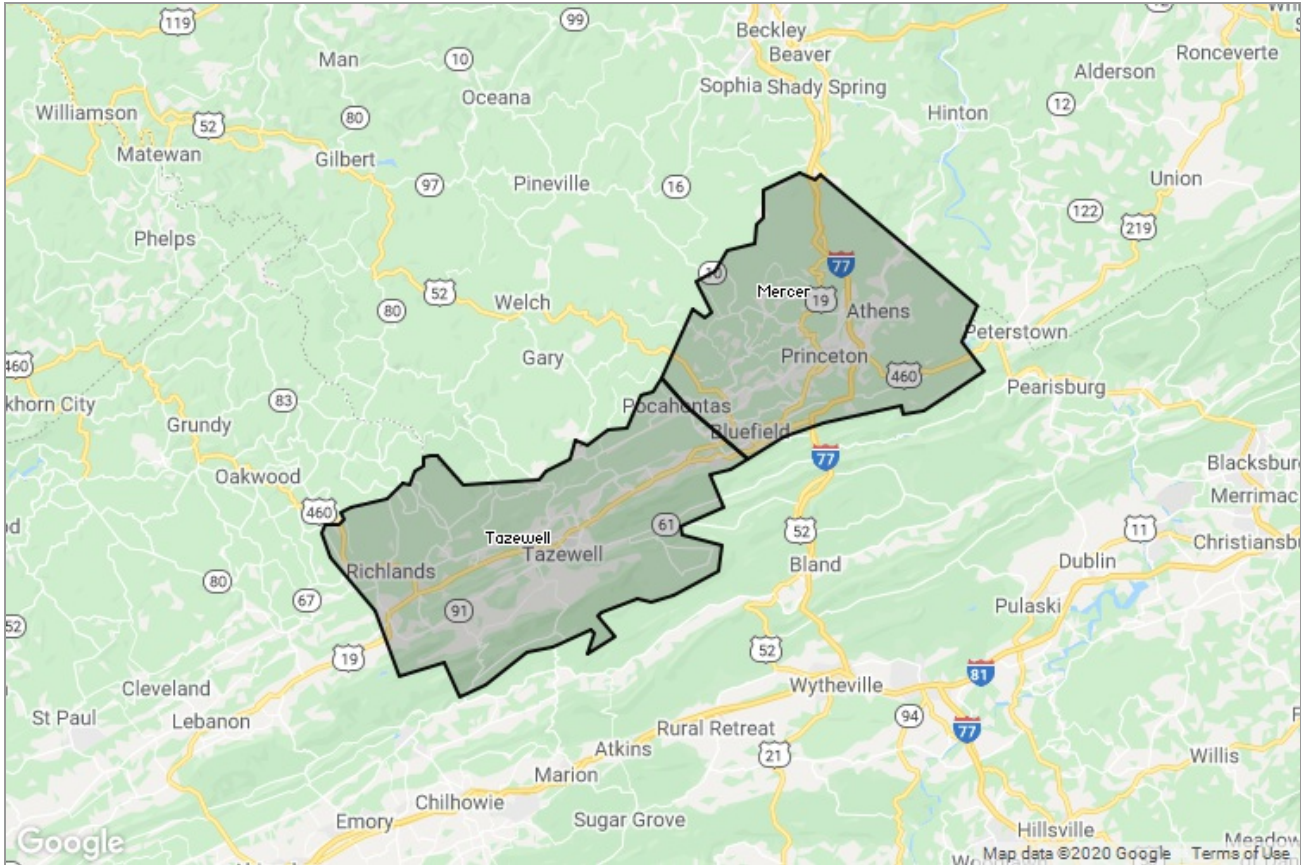




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
1/2019 – 1/2020

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 02/04/2020

**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

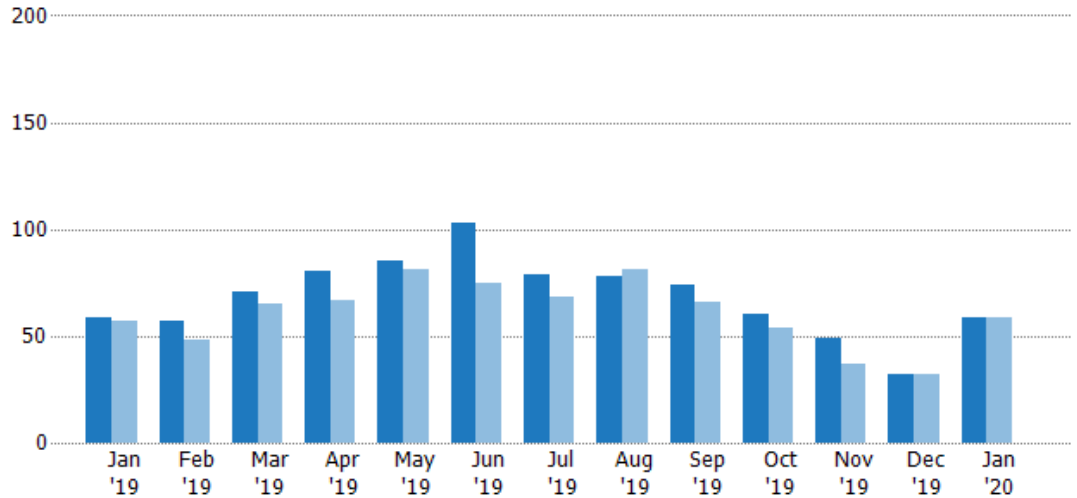
## New Listings

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.
Jan '20	59	0%
Jan '19	59	3.5%
Jan '18	57	3.5%



Current Year	59	57	71	80	85	103	79	78	74	60	49	32	59
Prior Year	57	48	65	67	81	75	68	81	66	54	37	32	59
Percent Change from Prior Year	4%	19%	9%	19%	5%	37%	16%	-4%	12%	11%	32%	0%	0%

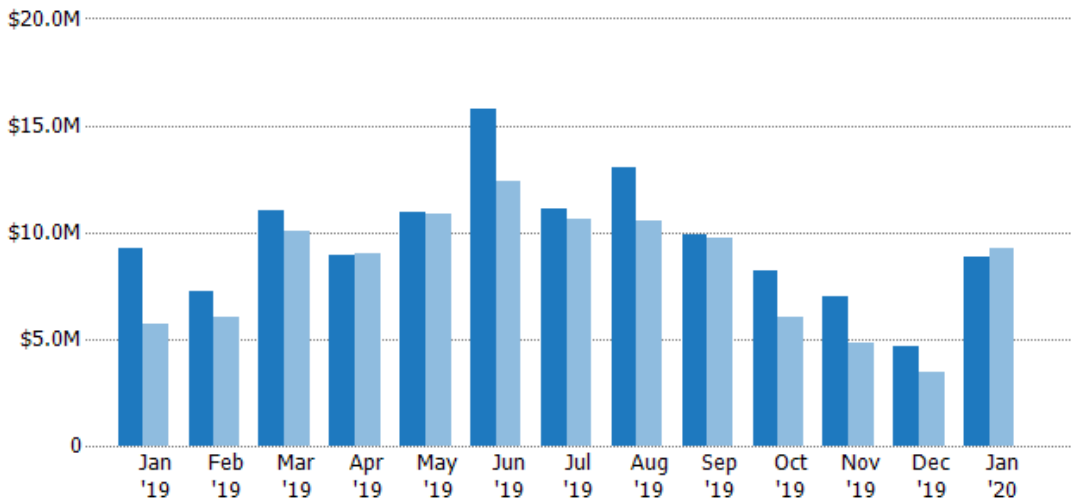
## New Listing Volume

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.
Jan '20	\$8.85M	-3.9%
Jan '19	\$9.21M	62.4%
Jan '18	\$5.67M	44.6%



Current Year	\$9.21M	\$7.27M	\$11M	\$8.9M	\$11M	\$15.8M	\$11.1M	\$13M	\$9.9M	\$8.17M	\$6.98M	\$4.65M	\$8.85M
Prior Year	\$5.67M	\$5.99M	\$10M	\$9.03M	\$10.9M	\$12.4M	\$10.6M	\$10.6M	\$9.73M	\$6M	\$4.82M	\$3.47M	\$9.21M
Percent Change from Prior Year	62%	21%	10%	-1%	1%	27%	5%	23%	2%	36%	45%	34%	-4%

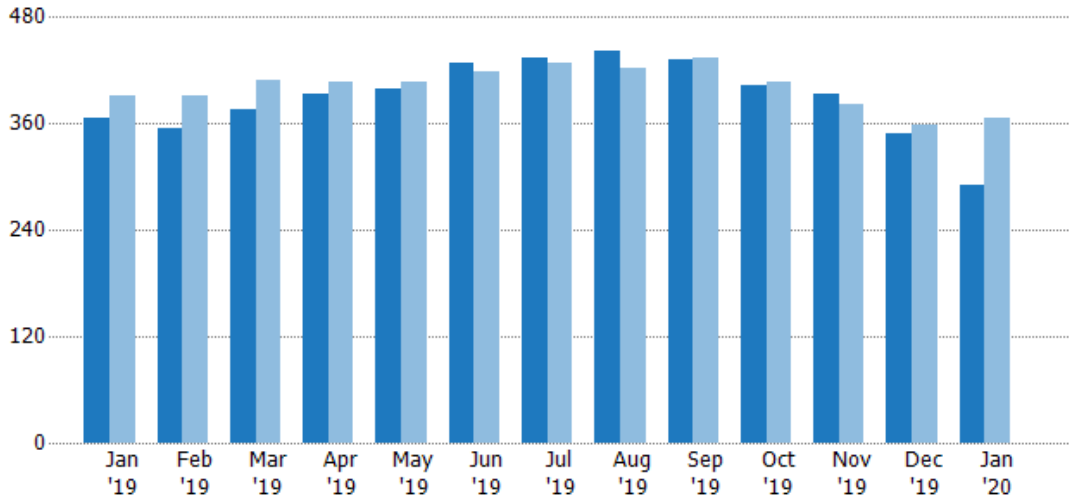
## Active Listings

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.
Jan '20	290	-20.8%
Jan '19	366	-6.6%
Jan '18	392	5.6%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	366	355	376	393	400	428	434	441	433	404	393	349	290
Prior Year	392	391	408	407	407	418	429	422	434	407	381	359	366
Percent Change from Prior Year	-7%	-9%	-8%	-3%	-2%	2%	1%	5%	0%	-1%	3%	-3%	-21%

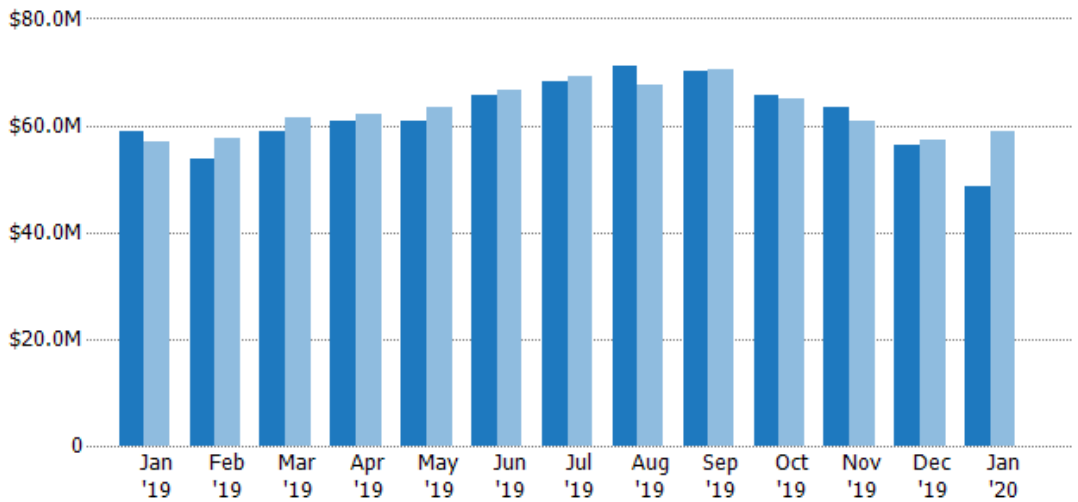
## Active Listing Volume

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.
Jan '20	\$48.6M	-17.4%
Jan '19	\$58.8M	3.1%
Jan '18	\$57M	6.3%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$58.8M	\$53.6M	\$58.8M	\$60.7M	\$60.9M	\$65.5M	\$68.3M	\$71.2M	\$70.1M	\$65.7M	\$63.3M	\$56.4M	\$48.6M
Prior Year	\$57M	\$57.5M	\$61.6M	\$62.1M	\$63.5M	\$66.7M	\$69.1M	\$67.7M	\$70.6M	\$64.9M	\$60.8M	\$57.2M	\$58.8M
Percent Change from Prior Year	3%	-7%	-5%	-2%	-4%	-2%	-1%	5%	-1%	1%	4%	-1%	-17%

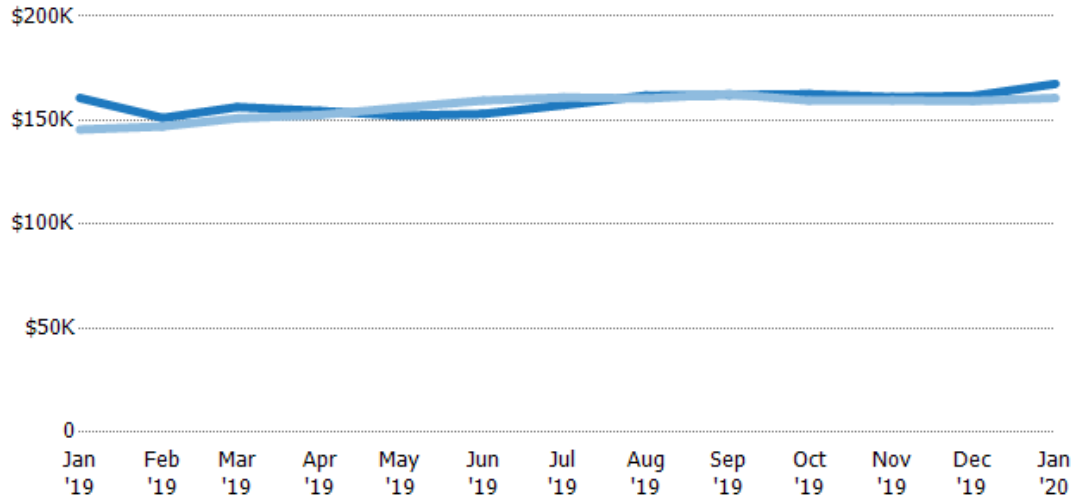
## Average Listing Price

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.
Jan '20	\$167K	4.2%
Jan '19	\$161K	10.4%
Jan '18	\$146K	0.6%



Current Year	\$161K	\$151K	\$156K	\$155K	\$152K	\$153K	\$157K	\$162K	\$162K	\$163K	\$161K	\$162K	\$167K
Prior Year	\$146K	\$147K	\$151K	\$153K	\$156K	\$159K	\$161K	\$160K	\$163K	\$159K	\$160K	\$159K	\$161K
Percent Change from Prior Year	10%	3%	4%	1%	-2%	-4%	-2%	1%	0%	2%	1%	1%	4%

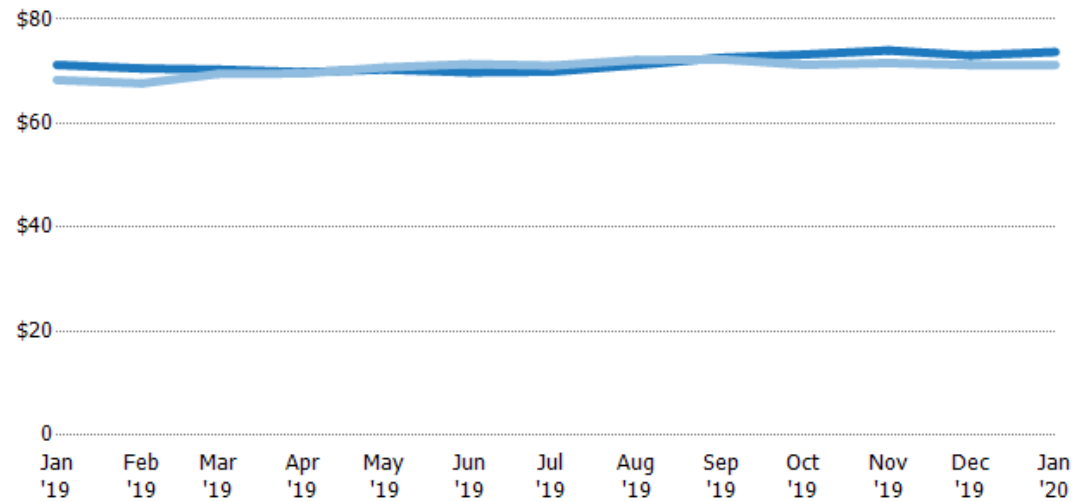
## Average Listing Price per Sq Ft

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.
Jan '20	\$73.7	3.5%
Jan '19	\$71.2	4.3%
Jan '18	\$68.3	2.1%



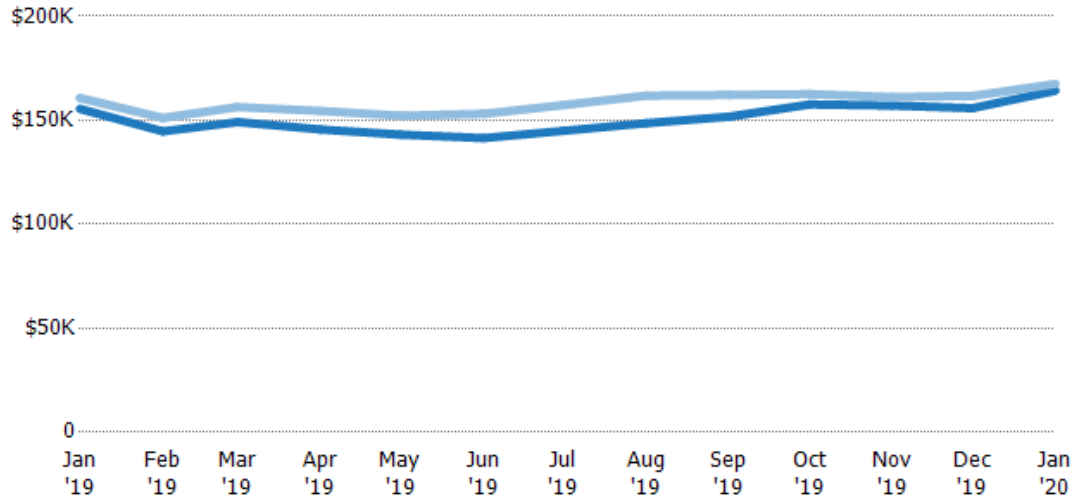
Current Year	\$71.2	\$70.5	\$70.3	\$69.8	\$70.4	\$69.8	\$69.9	\$71.2	\$72.6	\$73.2	\$74	\$73	\$73.7
Prior Year	\$68.3	\$67.7	\$69.5	\$69.6	\$70.7	\$71.4	\$71.1	\$72.2	\$72.3	\$71.2	\$71.6	\$71.2	\$71.2
Percent Change from Prior Year	4%	4%	1%	0%	-1%	-2%	-2%	-1%	0%	3%	3%	3%	3%

## 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



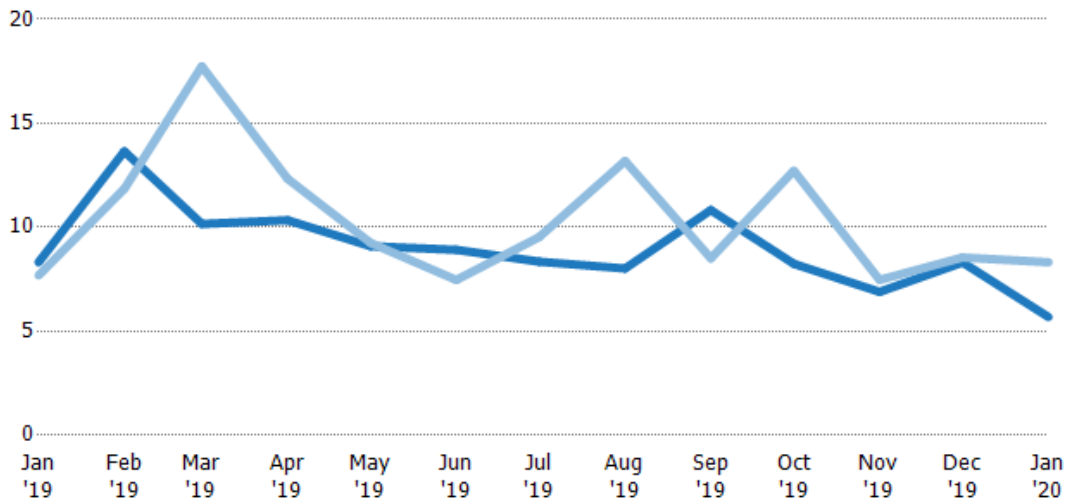
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Avg Est Value	\$155K	\$145K	\$149K	\$146K	\$143K	\$141K	\$145K	\$149K	\$152K	\$158K	\$157K	\$156K	\$164K
Avg Listing Price	\$161K	\$151K	\$156K	\$155K	\$152K	\$153K	\$157K	\$162K	\$162K	\$163K	\$161K	\$162K	\$167K
Avg Listing Price as a % of Avg Est Value	103%	104%	105%	106%	106%	108%	109%	109%	107%	103%	103%	104%	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.
Jan '20	5.69	-31.6%
Jan '19	8.32	8.2%
Jan '18	7.69	58.4%

	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	8.32	13.7	10.2	10.3	9.09	8.92	8.35	8.02	10.8	8.24	6.89	8.31	5.69
Prior Year	7.69	11.8	17.7	12.3	9.25	7.46	9.53	13.2	8.51	12.7	7.47	8.55	8.32
Percent Change from Prior Year	8%	15%	-43%	-16%	-2%	19%	-12%	-39%	27%	-35%	-8%	-3%	-32%

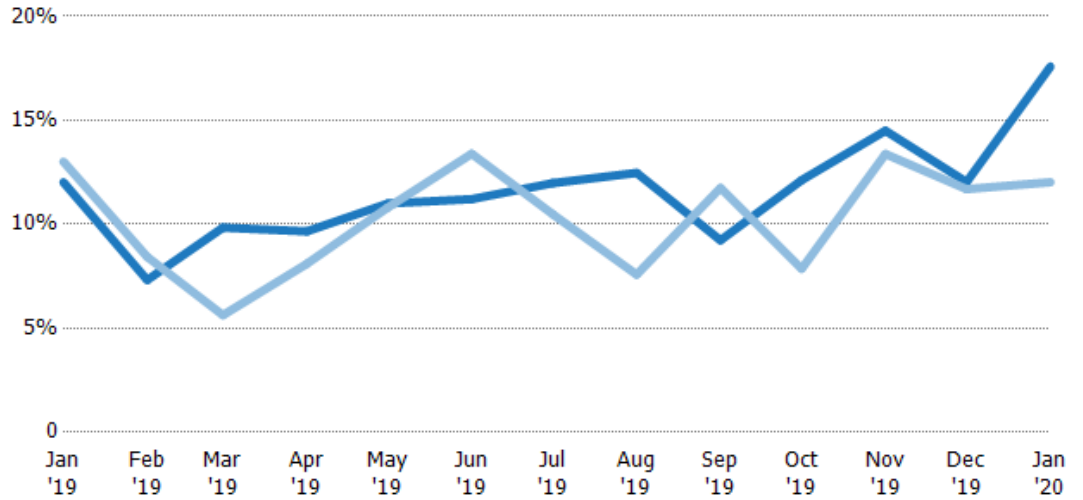
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/Year	Rate	Chg.
Jan '20	18%	-5.6%
Jan '19	12%	1%
Jan '18	13%	-36.9%

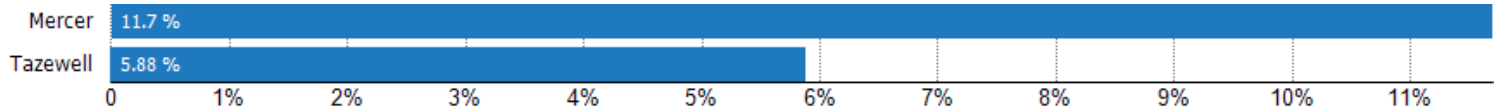


Current Year	12%	7%	10%	10%	11%	11%	12%	12%	9%	12%	15%	12%	18%
Prior Year	13%	8%	6%	8%	11%	13%	10%	8%	12%	8%	13%	12%	12%
Change from Prior Year	1%	1%	-4%	-2%	0%	2%	-2%	-5%	3%	-4%	-1%	0%	-6%

## 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



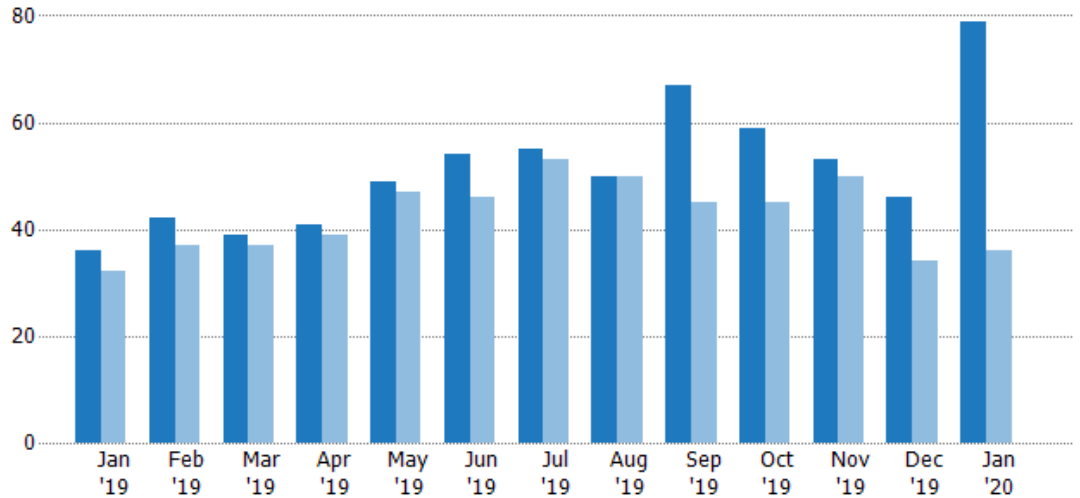
### Pending Sales

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.
Jan '20	79	119.4%
Jan '19	36	12.5%
Jan '18	32	6.3%



Current Year	36	42	39	41	49	54	55	50	67	59	53	46	79
Prior Year	32	37	37	39	47	46	53	50	45	45	50	34	36
Percent Change from Prior Year	13%	14%	5%	5%	4%	17%	4%	0%	49%	31%	6%	35%	119%

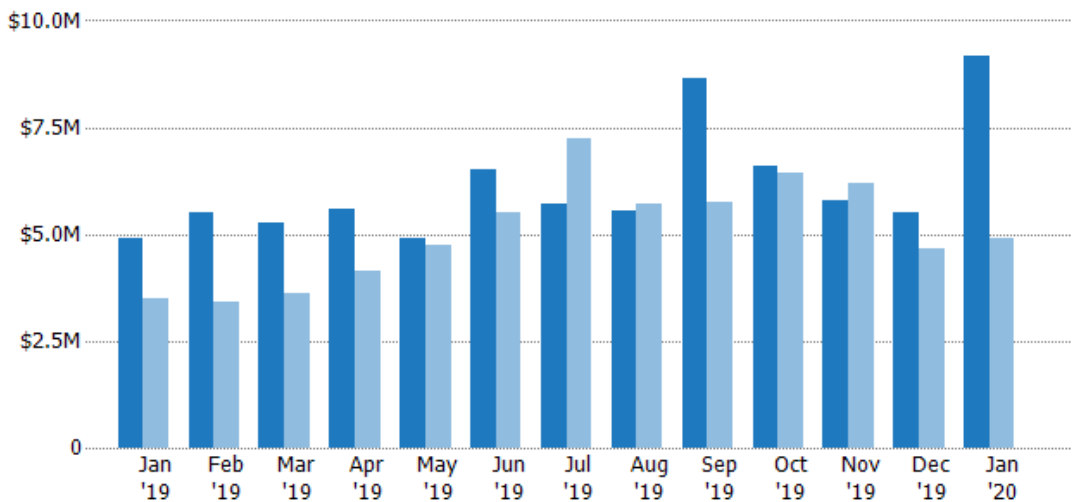
### Pending Sales Volume

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.
Jan '20	\$9.16M	86.1%
Jan '19	\$4.92M	40.2%
Jan '18	\$3.51M	3.5%



Current Year	\$4.92M	\$5.53M	\$5.25M	\$5.58M	\$4.89M	\$6.52M	\$5.7M	\$5.56M	\$8.65M	\$6.61M	\$5.8M	\$5.52M	\$9.16M
Prior Year	\$3.51M	\$3.43M	\$3.61M	\$4.15M	\$4.75M	\$5.51M	\$7.23M	\$5.7M	\$5.74M	\$6.44M	\$6.18M	\$4.66M	\$4.92M
Percent Change from Prior Year	40%	61%	46%	34%	3%	18%	-21%	-2%	51%	3%	-6%	19%	86%

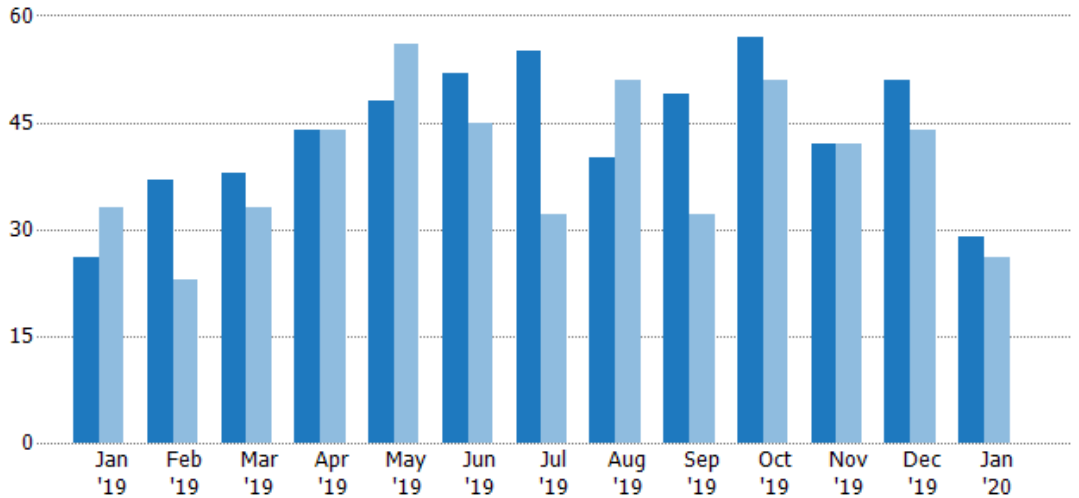
### Closed Sales

The total number of residential properties sold each month.

**Filters Used**

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

Month/ Year	Count	% Chg.
Jan '20	29	11.5%
Jan '19	26	-21.2%
Jan '18	33	9.1%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	26	37	38	44	48	52	55	40	49	57	42	51	29
Prior Year	33	23	33	44	56	45	32	51	32	51	42	44	26
Percent Change from Prior Year	-21%	61%	15%	0%	-14%	16%	72%	-22%	53%	12%	0%	16%	12%

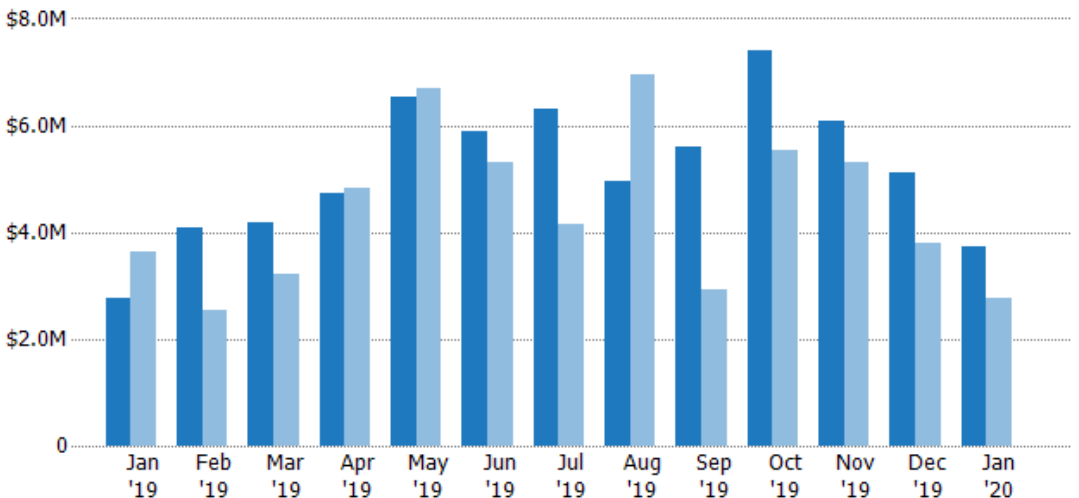
### Closed Sales Volume

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.
Jan '20	\$3.73M	34.9%
Jan '19	\$2.76M	-24.1%
Jan '18	\$3.64M	9.5%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$2.76M	\$4.07M	\$4.17M	\$4.71M	\$6.52M	\$5.89M	\$6.3M	\$4.95M	\$5.59M	\$7.39M	\$6.07M	\$5.12M	\$3.73M
Prior Year	\$3.64M	\$2.55M	\$3.22M	\$4.81M	\$6.7M	\$5.32M	\$4.14M	\$6.95M	\$2.94M	\$5.53M	\$5.29M	\$3.8M	\$2.76M
Percent Change from Prior Year	-24%	60%	29%	-2%	-3%	11%	52%	-29%	91%	34%	15%	35%	35%

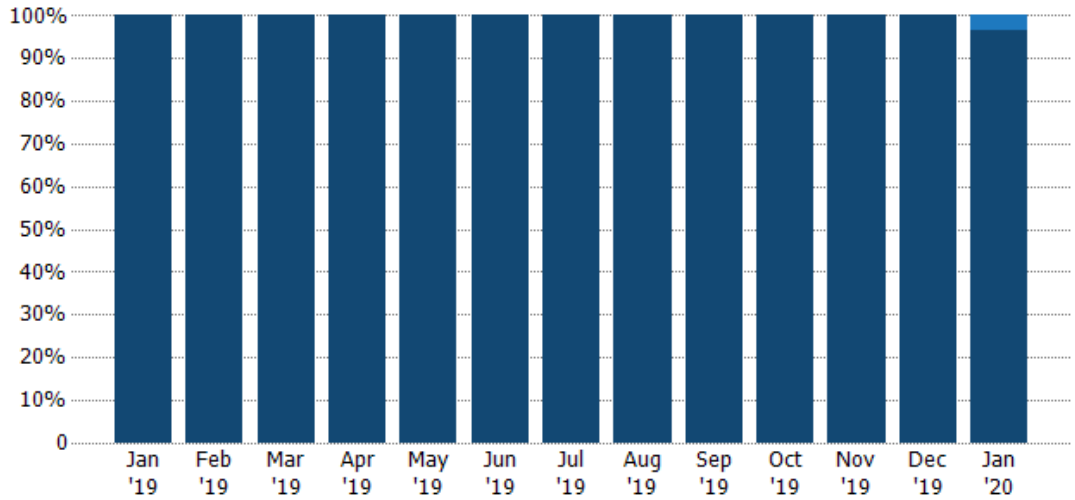


## Closed Sales by Property Type

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

**Filters Used**

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

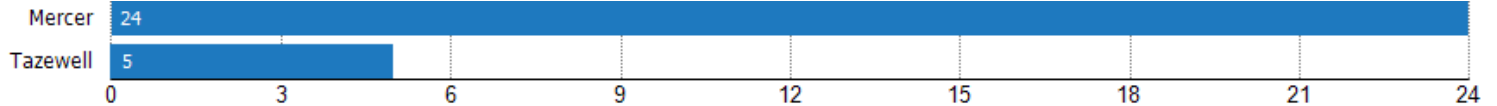


Property Type	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	3%
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	97%

## 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

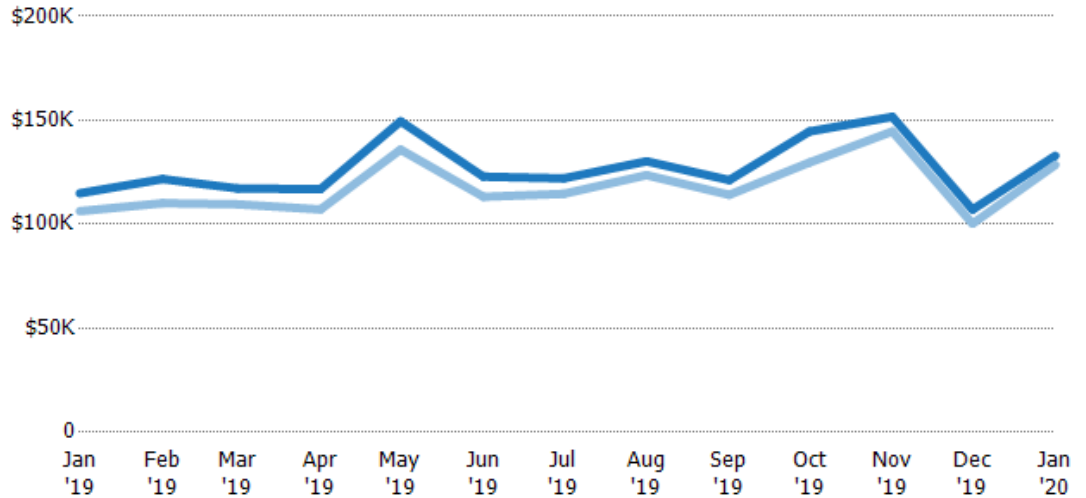


## Average Sales Price vs Average Listing Price

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



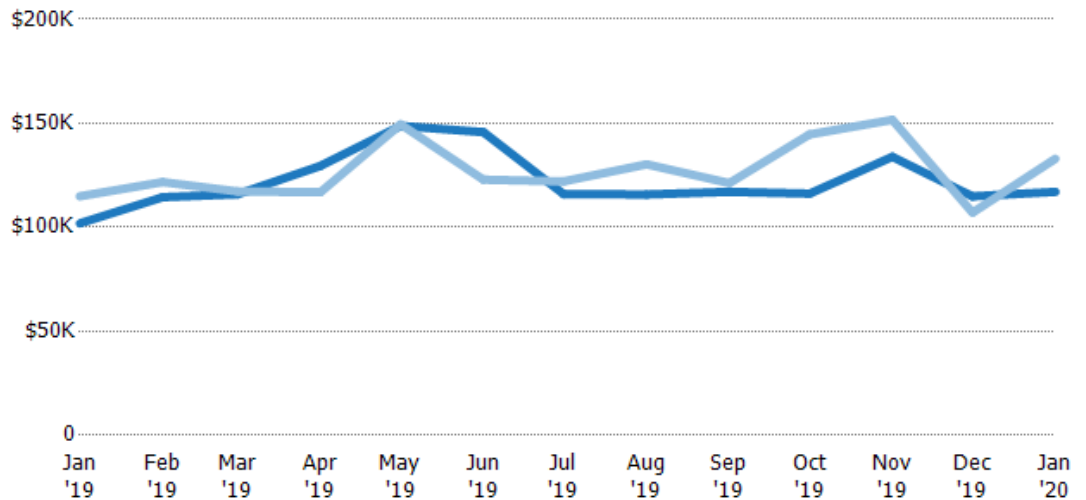
Avg List Price	\$115K	\$122K	\$117K	\$117K	\$150K	\$123K	\$122K	\$130K	\$121K	\$145K	\$152K	\$107K	\$133K
Avg Sales Price	\$106K	\$110K	\$110K	\$107K	\$136K	\$113K	\$115K	\$124K	\$114K	\$130K	\$145K	\$100K	\$129K
Avg Sales Price as a % of Avg List Price	93%	90%	94%	92%	91%	92%	94%	95%	94%	90%	95%	94%	97%

## 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	\$102K	\$114K	\$116K	\$130K	\$149K	\$146K	\$116K	\$116K	\$117K	\$116K	\$134K	\$115K	\$117K
Avg Sales Price	\$115K	\$122K	\$117K	\$117K	\$150K	\$123K	\$122K	\$130K	\$121K	\$145K	\$152K	\$107K	\$133K
Avg Sales Price as a % of Avg Est Value	113%	106%	101%	90%	101%	84%	105%	113%	104%	125%	113%	93%	114%

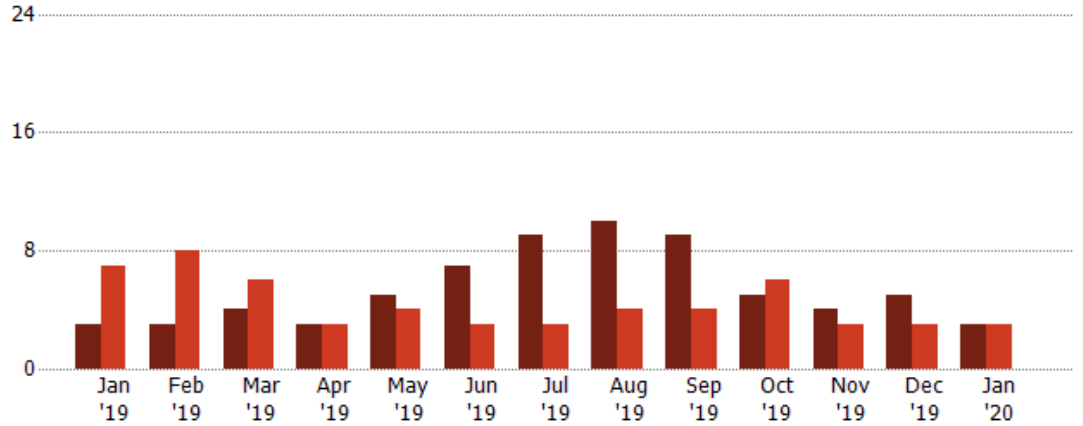
## Distressed Listings

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.
Jan '20	3	0%
Jan '19	3	-57.1%
Jan '18	7	228.6%

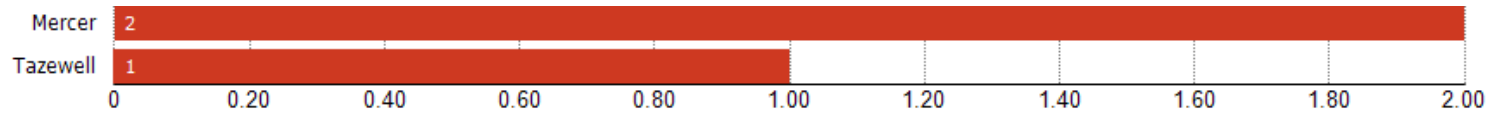


Current Year	3	3	4	3	5	7	9	10	9	5	4	5	3
Prior Year	7	8	6	3	4	3	3	4	4	6	3	3	3
Percent Change from Prior Year	-57%	-63%	-33%	0%	25%	133%	200%	150%	125%	-17%	33%	67%	0%

## 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:** 02/04/2020

**Scheduled:** Yes

**Report Date Range:** From 1/2019 To: 1/2020

## 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 1/2020 data

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

