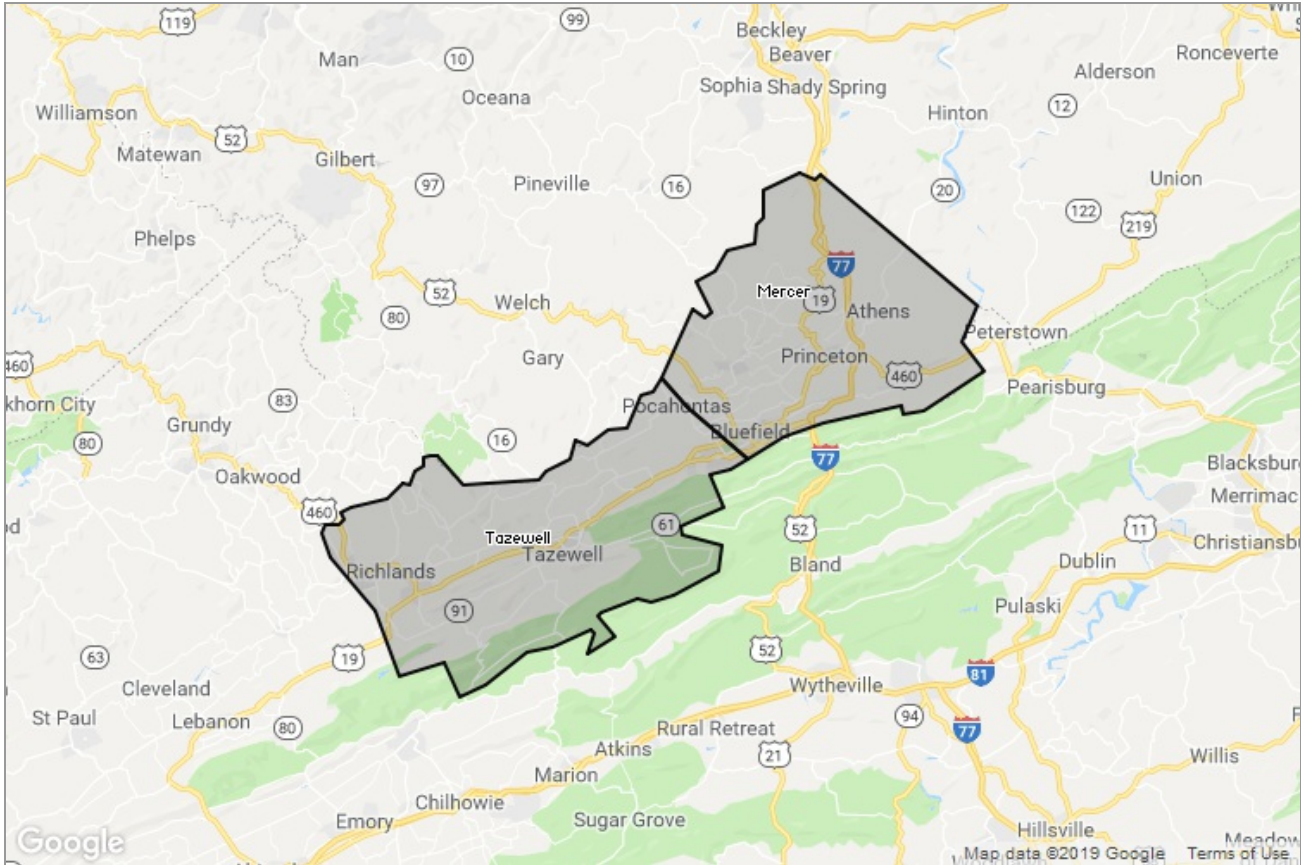




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
1/2018 – 1/2019

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 02/04/2019

**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

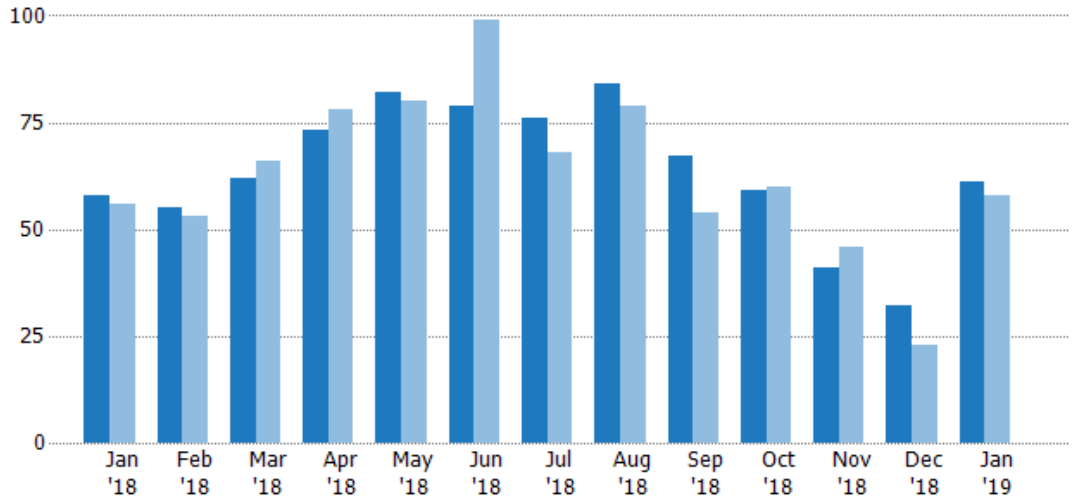
## New Listings

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.
Jan '19	61	5.2%
Jan '18	58	3.6%
Jan '17	56	0%



Current Year	58	55	62	73	82	79	76	84	67	59	41	32	61
Prior Year	56	53	66	78	80	99	68	79	54	60	46	23	58
Percent Change from Prior Year	4%	4%	-6%	-6%	3%	-20%	12%	6%	24%	-2%	-11%	39%	5%

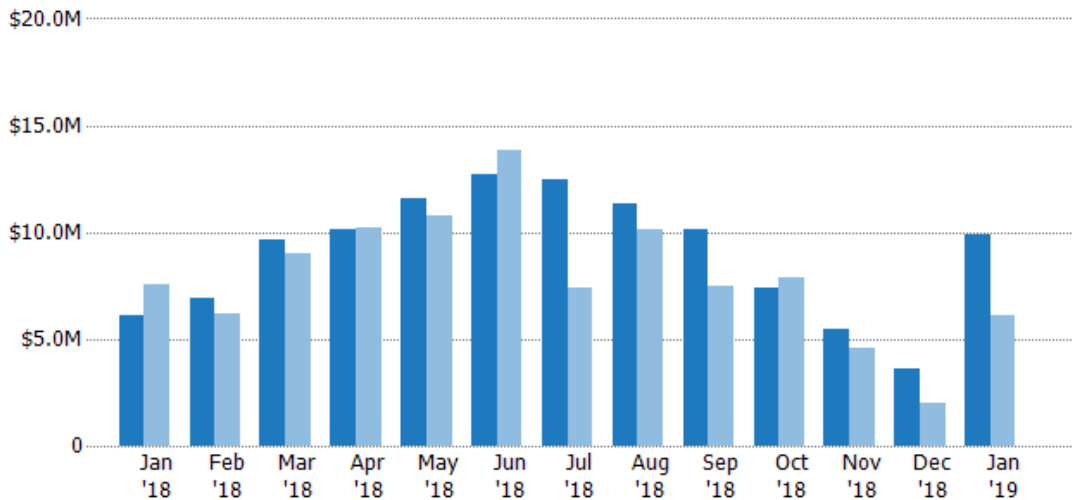
## New Listing Volume

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 '19	\$9.88M	60.9%
Jan '18	\$6.14M	-19.2%
Jan '17	\$7.59M	-2.3%



Current Year	\$6.14M	\$6.89M	\$9.66M	\$10.1M	\$11.6M	\$12.7M	\$12.5M	\$11.3M	\$10.1M	\$7.38M	\$5.45M	\$3.65M	\$9.88M
Prior Year	\$7.59M	\$6.19M	\$9.01M	\$10.2M	\$10.8M	\$13.8M	\$7.41M	\$10.1M	\$7.51M	\$7.92M	\$4.58M	\$2M	\$6.14M
Percent Change from Prior Year	-19%	11%	7%	0%	7%	-8%	68%	12%	35%	-7%	19%	82%	61%

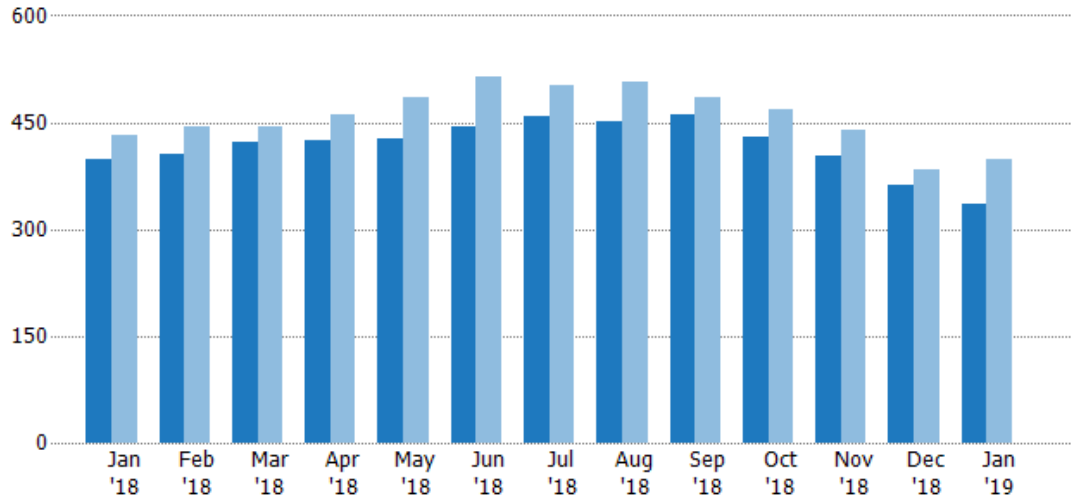
## Active Listings

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 '19	336	-15.8%
Jan '18	399	-7.9%
Jan '17	433	-4.2%



Current Year	399	405	422	424	427	444	458	451	460	430	402	363	336
Prior Year	433	444	443	460	485	515	502	507	484	468	439	384	399
Percent Change from Prior Year	-8%	-9%	-5%	-8%	-12%	-14%	-9%	-11%	-5%	-8%	-8%	-5%	-16%

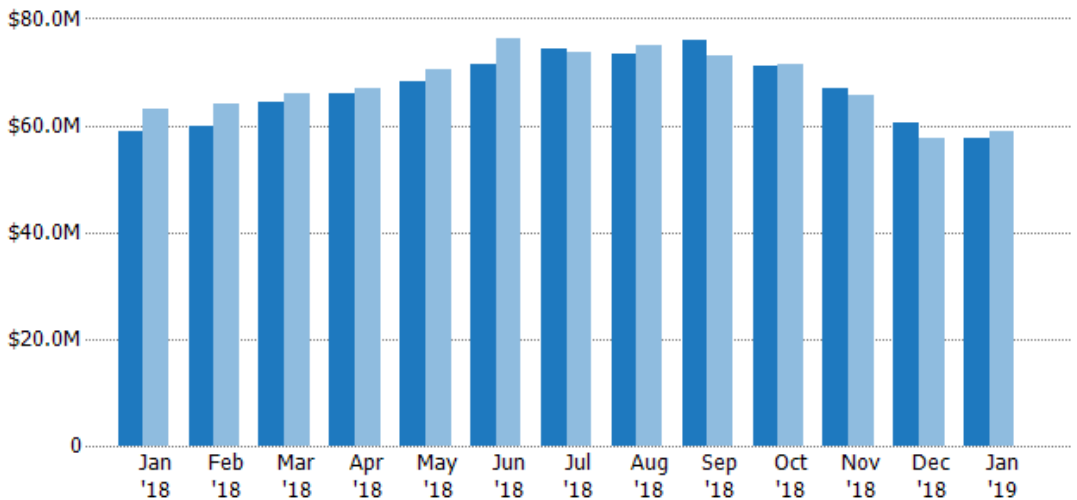
## Active Listing Volume

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.
Jan '19	\$57.6M	-2.2%
Jan '18	\$58.9M	-6.8%
Jan '17	\$63.2M	-11.2%



Current Year	\$58.9M	\$59.9M	\$64.4M	\$65.9M	\$68.1M	\$71.5M	\$74.4M	\$73.3M	\$76.1M	\$71.2M	\$66.9M	\$60.4M	\$57.6M
Prior Year	\$63.2M	\$64M	\$65.8M	\$66.8M	\$70.6M	\$76.2M	\$73.7M	\$75M	\$73.2M	\$71.3M	\$65.7M	\$57.7M	\$58.9M
Percent Change from Prior Year	-7%	-6%	-2%	-1%	-3%	-6%	1%	-2%	4%	0%	2%	5%	-2%

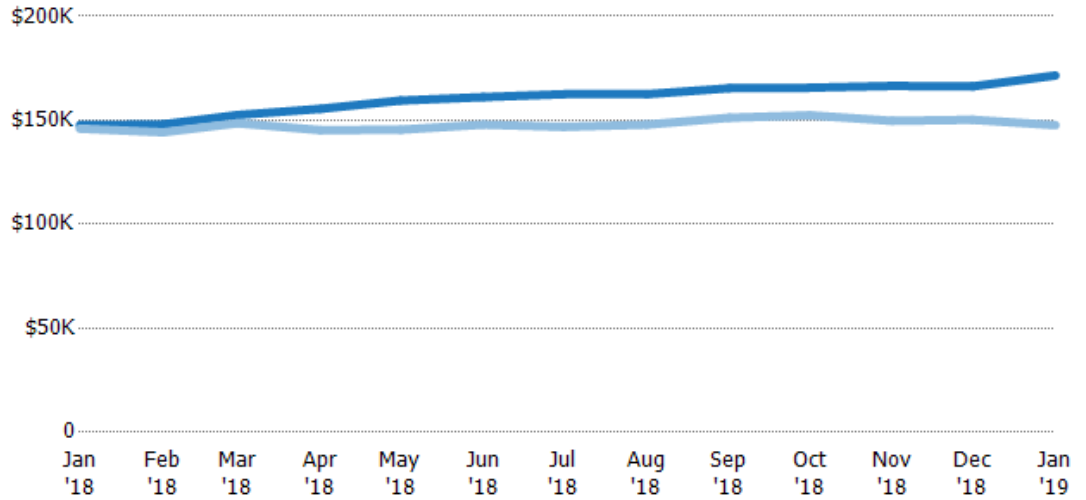
## Average Listing Price

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 '19	\$172K	16.2%
Jan '18	\$148K	1.1%
Jan '17	\$146K	-7.3%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	
Current Year	\$148K	\$148K	\$153K	\$155K	\$160K	\$161K	\$163K	\$163K	\$165K	\$166K	\$167K	\$166K	\$172K	
Prior Year	\$146K	\$144K	\$149K	\$145K	\$145K	\$148K	\$147K	\$148K	\$151K	\$152K	\$150K	\$150K	\$148K	
Percent Change from Prior Year		1%	3%	3%	7%	10%	9%	11%	10%	9%	9%	11%	11%	16%

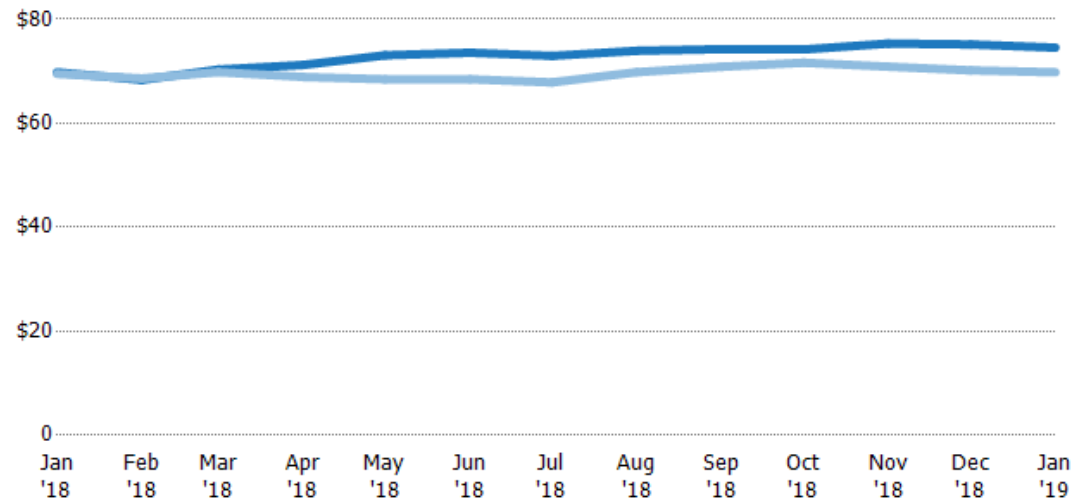
## Average Listing Price per Sq Ft

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 '19	\$74.6	6.8%
Jan '18	\$69.8	0.5%
Jan '17	\$69.5	-4.6%



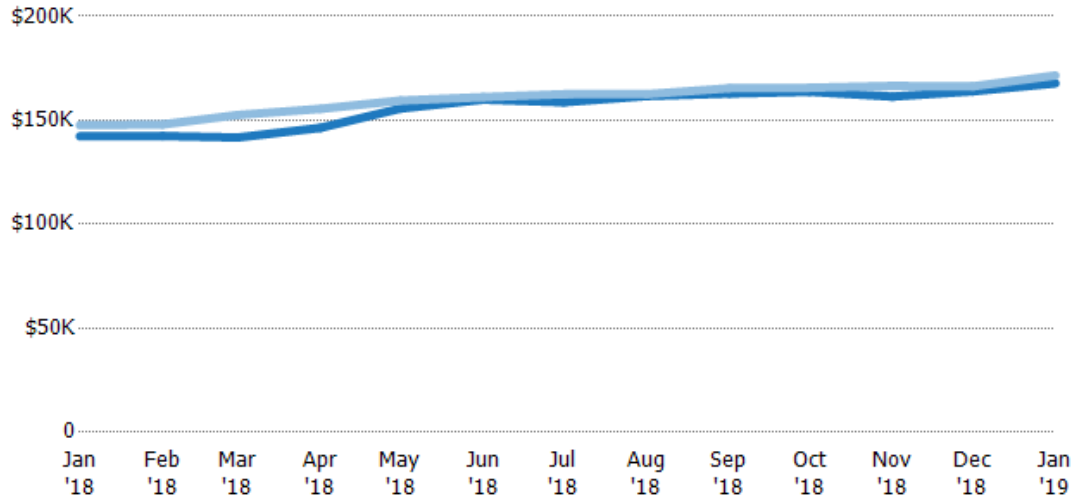
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$69.8	\$68.3	\$70.3	\$71.2	\$73.1	\$73.6	\$73	\$73.9	\$74.3	\$74.2	\$75.3	\$75.2	\$74.6
Prior Year	\$69.5	\$68.6	\$69.8	\$68.9	\$68.5	\$68.5	\$67.9	\$69.8	\$70.9	\$71.6	\$70.9	\$70.2	\$69.8
Percent Change from Prior Year		0%	1%	3%	7%	7%	8%	6%	5%	4%	6%	7%	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



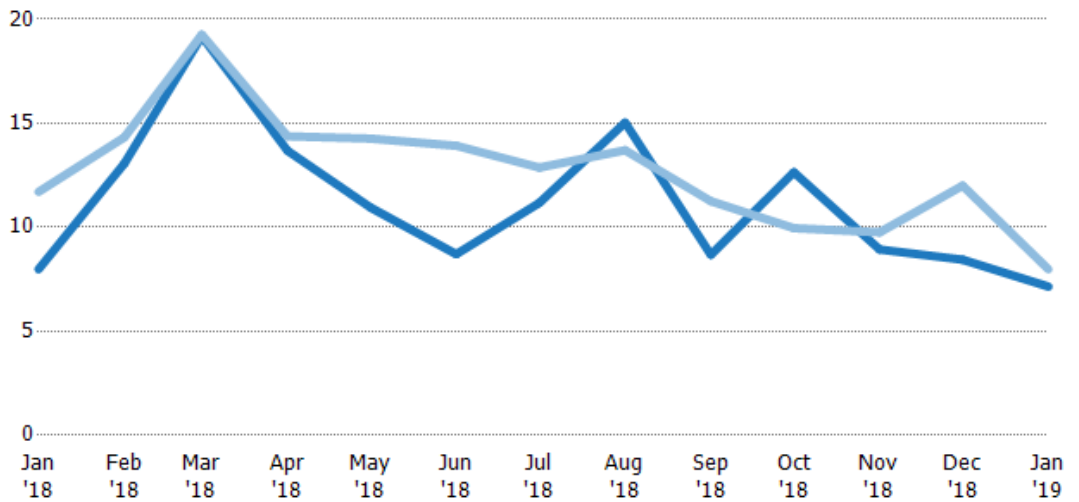
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$142K	\$142K	\$142K	\$146K	\$156K	\$160K	\$159K	\$162K	\$163K	\$164K	\$161K	\$164K	\$168K
Avg Listing Price	\$148K	\$148K	\$153K	\$155K	\$160K	\$161K	\$163K	\$163K	\$165K	\$166K	\$167K	\$166K	\$172K
Avg Listing Price as a % of Avg Est Value	104%	104%	108%	106%	102%	101%	102%	101%	102%	101%	103%	101%	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 '19	7.15	-10.4%
Jan '18	7.98	-31.8%
Jan '17	11.7	10.8%

	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	7.98	13.1	19.2	13.7	10.9	8.71	11.2	15	8.68	12.6	8.93	8.44	7.15
Prior Year	11.7	14.3	19.3	14.4	14.3	13.9	12.9	13.7	11.3	9.96	9.76	12	7.98
Percent Change from Prior Year	-32%	-9%	0%	-5%	-23%	-37%	-13%	10%	-23%	27%	-8%	-30%	-10%

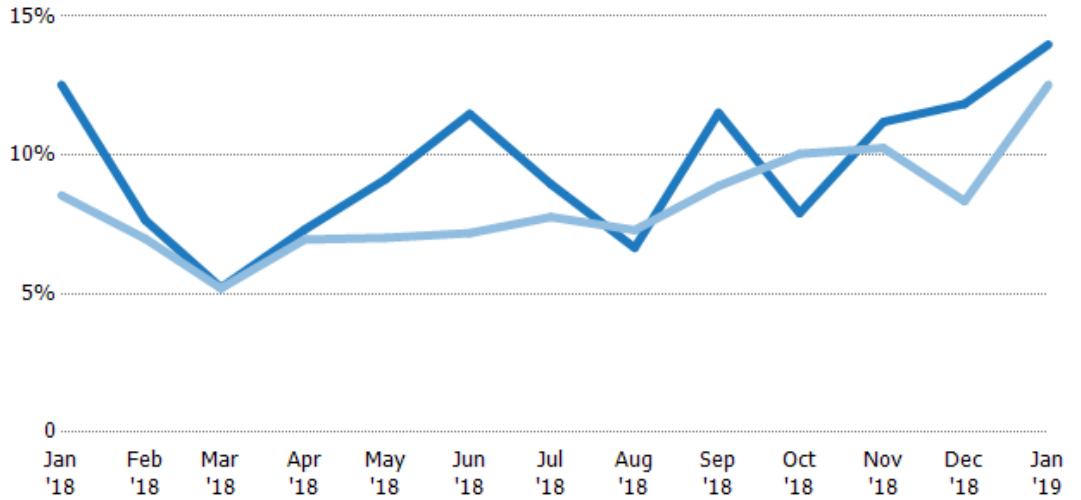
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Jan '19	14%	-1.5%
Jan '18	13%	-4%
Jan '17	9%	-9.7%

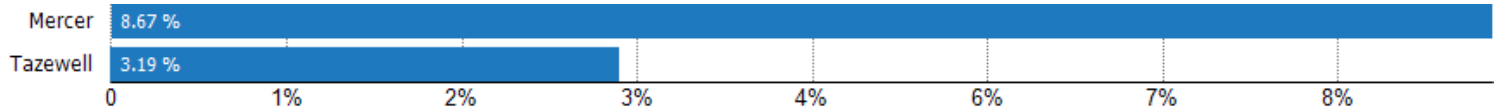


Current Year	13%	8%	5%	7%	9%	11%	9%	7%	12%	8%	11%	12%	14%
Prior Year	9%	7%	5%	7%	7%	7%	8%	7%	9%	10%	10%	8%	13%
Change from Prior Year	-4%	-1%	0%	0%	-2%	-4%	-1%	1%	-3%	2%	-1%	-4%	-1%

## 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



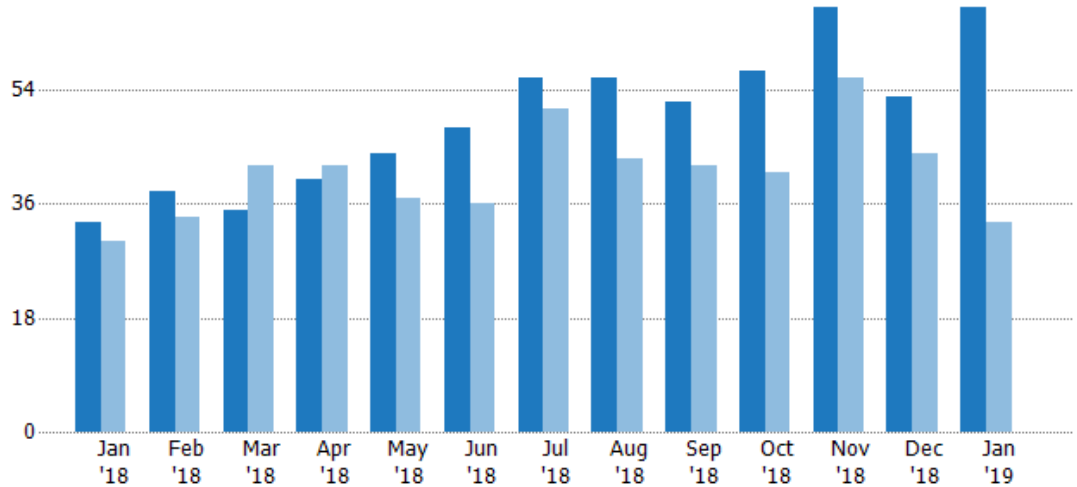
## Pending Sales

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 '19	67	103%
Jan '18	33	10%
Jan '17	30	-16.7%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	33	38	35	40	44	48	56	56	52	57	67	53	67
Prior Year	30	34	42	42	37	36	51	43	42	41	56	44	33
Percent Change from Prior Year	10%	12%	-17%	-5%	19%	33%	10%	30%	24%	39%	20%	20%	103%

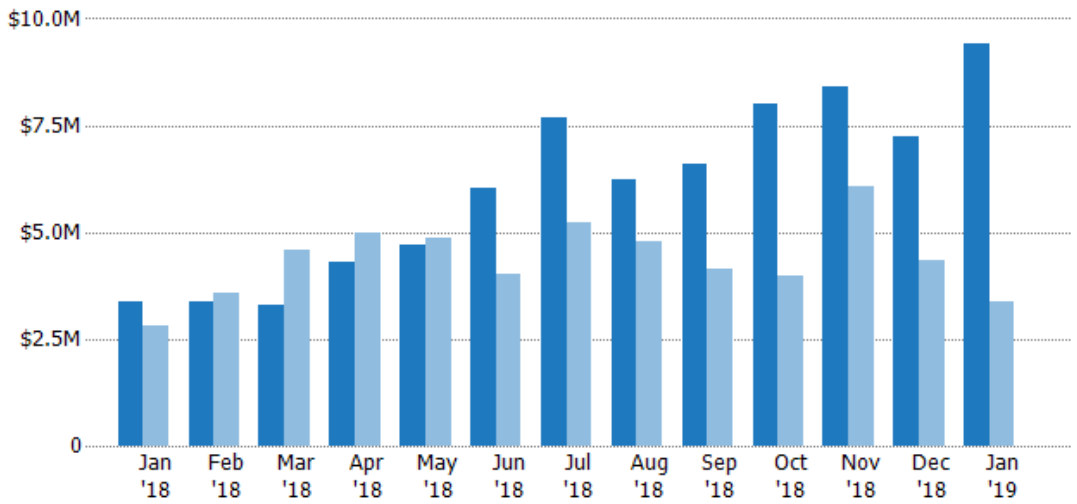
## Pending Sales Volume

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 '19	\$9.4M	178.7%
Jan '18	\$3.37M	19.3%
Jan '17	\$2.83M	-7.4%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$3.37M	\$3.37M	\$3.28M	\$4.31M	\$4.7M	\$6.04M	\$7.67M	\$6.24M	\$6.58M	\$8.02M	\$8.42M	\$7.25M	\$9.4M
Prior Year	\$2.83M	\$3.58M	\$4.56M	\$4.98M	\$4.87M	\$4.03M	\$5.24M	\$4.79M	\$4.14M	\$4M	\$6.09M	\$4.35M	\$3.37M
Percent Change from Prior Year	19%	-6%	-28%	-14%	-4%	50%	46%	30%	59%	101%	38%	67%	179%

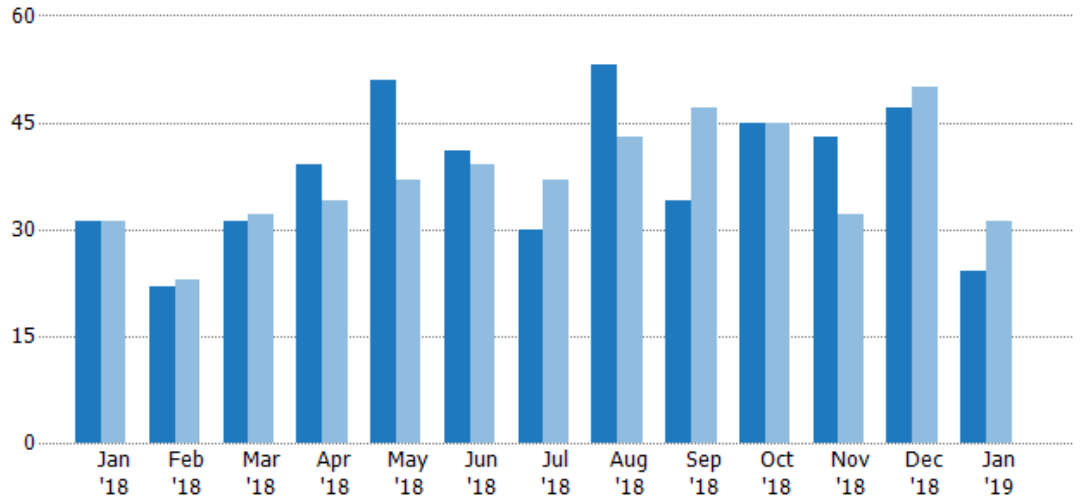
## Closed Sales

The total number of residential properties sold each month.

**Filters Used**

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

Month/ Year	Count	% Chg.
Jan '19	24	-22.6%
Jan '18	31	0%
Jan '17	31	-22.6%



Current Year	31	22	31	39	51	41	30	53	34	45	43	47	24
Prior Year	31	23	32	34	37	39	37	43	47	45	32	50	31
Percent Change from Prior Year	0%	-4%	-3%	15%	38%	5%	-19%	23%	-28%	0%	34%	-6%	-23%

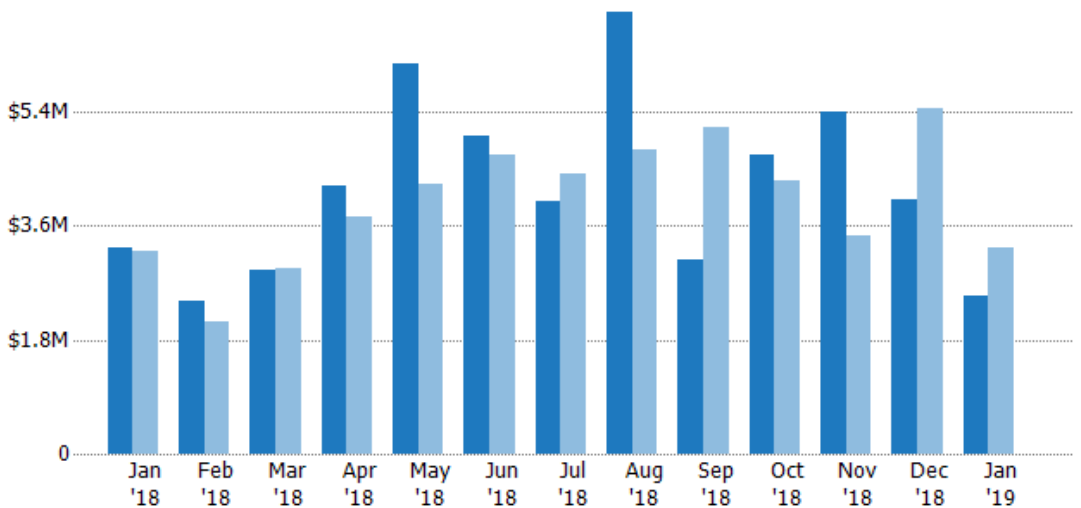
## Closed Sales Volume

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 '19	\$2.5M	-23.1%
Jan '18	\$3.25M	1.6%
Jan '17	\$3.2M	-26.2%



Current Year	\$3.25M	\$2.4M	\$2.89M	\$4.23M	\$6.16M	\$5.01M	\$3.99M	\$6.96M	\$3.05M	\$4.73M	\$5.39M	\$4M	\$2.5M
Prior Year	\$3.2M	\$2.09M	\$2.93M	\$3.74M	\$4.26M	\$4.71M	\$4.42M	\$4.79M	\$5.15M	\$4.32M	\$3.45M	\$5.44M	\$3.25M
Percent Change from Prior Year	2%	15%	-1%	13%	45%	6%	-10%	45%	-41%	9%	56%	-26%	-23%

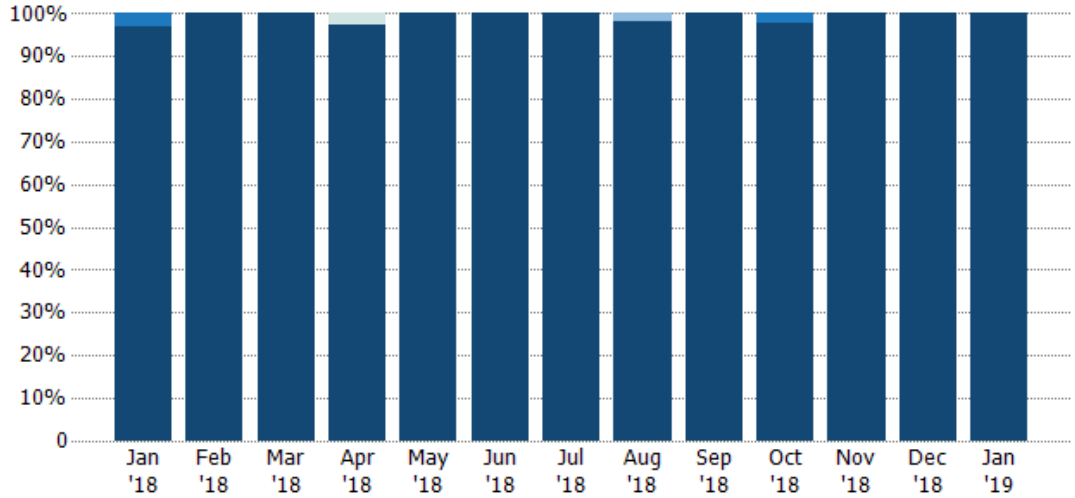


## Closed Sales by Property Type

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

**Filters Used**

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

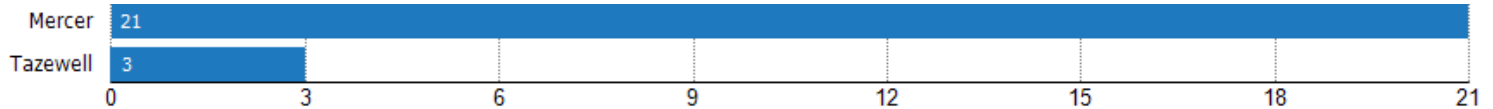


Property Type	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Other	-	-	-	3%	-	-	-	-	-	-	-	-	-
Lot/Land	-	-	-	-	-	-	-	2%	-	-	-	-	-
Condo/Townhouse	3%	-	-	-	-	-	-	-	-	2%	-	-	-
Single Family Residence	97%	100%	100%	97%	100%	100%	100%	98%	100%	98%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

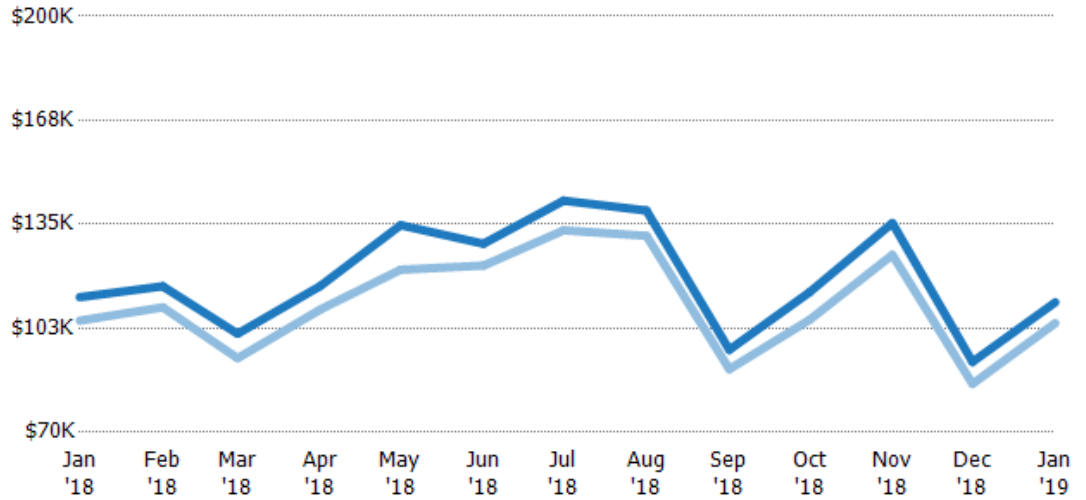


## Average Sales Price vs Average Listing Price

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



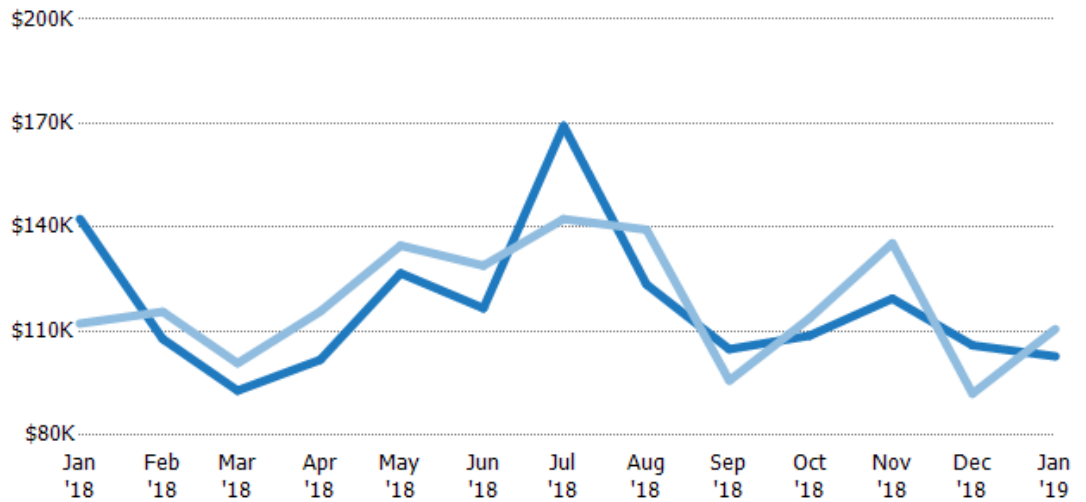
Avg List Price	\$112K	\$116K	\$101K	\$116K	\$135K	\$129K	\$142K	\$139K	\$95.8K	\$114K	\$135K	\$92K	\$111K
Avg Sales Price	\$105K	\$109K	\$93.1K	\$108K	\$121K	\$122K	\$133K	\$131K	\$89.7K	\$105K	\$125K	\$85.1K	\$104K
Avg Sales Price as a % of Avg List Price	93%	94%	92%	94%	90%	95%	93%	94%	94%	92%	93%	93%	94%

## 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	\$142K	\$108K	\$92.9K	\$102K	\$127K	\$117K	\$169K	\$124K	\$105K	\$109K	\$119K	\$106K	\$103K
Avg Sales Price	\$112K	\$116K	\$101K	\$116K	\$135K	\$129K	\$142K	\$139K	\$95.8K	\$114K	\$135K	\$92K	\$111K
Avg Sales Price as a % of Avg Est Value	79%	107%	109%	114%	106%	111%	84%	113%	91%	105%	113%	87%	108%

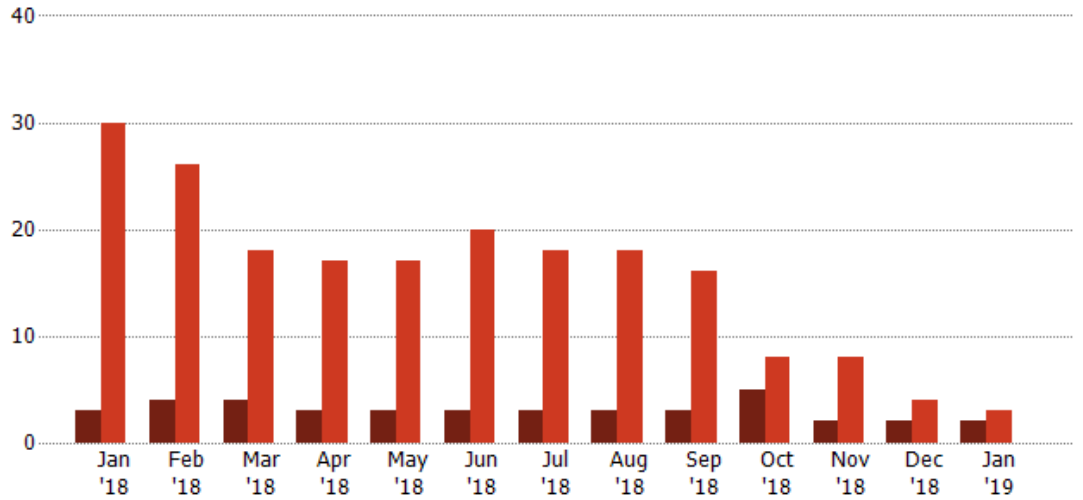
## Distressed Listings

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 '19	2	-33.3%
Jan '18	3	-90%
Jan '17	30	13.3%

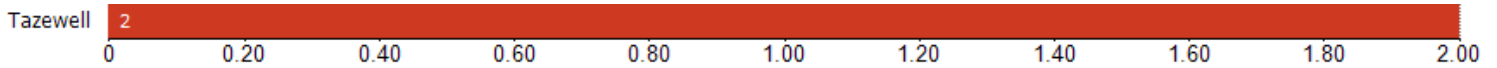


Current Year	3	4	4	3	3	3	3	3	3	5	2	2	2
Prior Year	30	26	18	17	17	20	18	18	16	8	8	4	3
Percent Change from Prior Year	-90%	-85%	-78%	-82%	-82%	-85%	-83%	-83%	-81%	-38%	-75%	-50%	-33%

## 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:** 02/04/2019

**Scheduled:** Yes

**Report Date Range:** From 1/2018 To: 1/2019

## 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 1/2019 data

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

