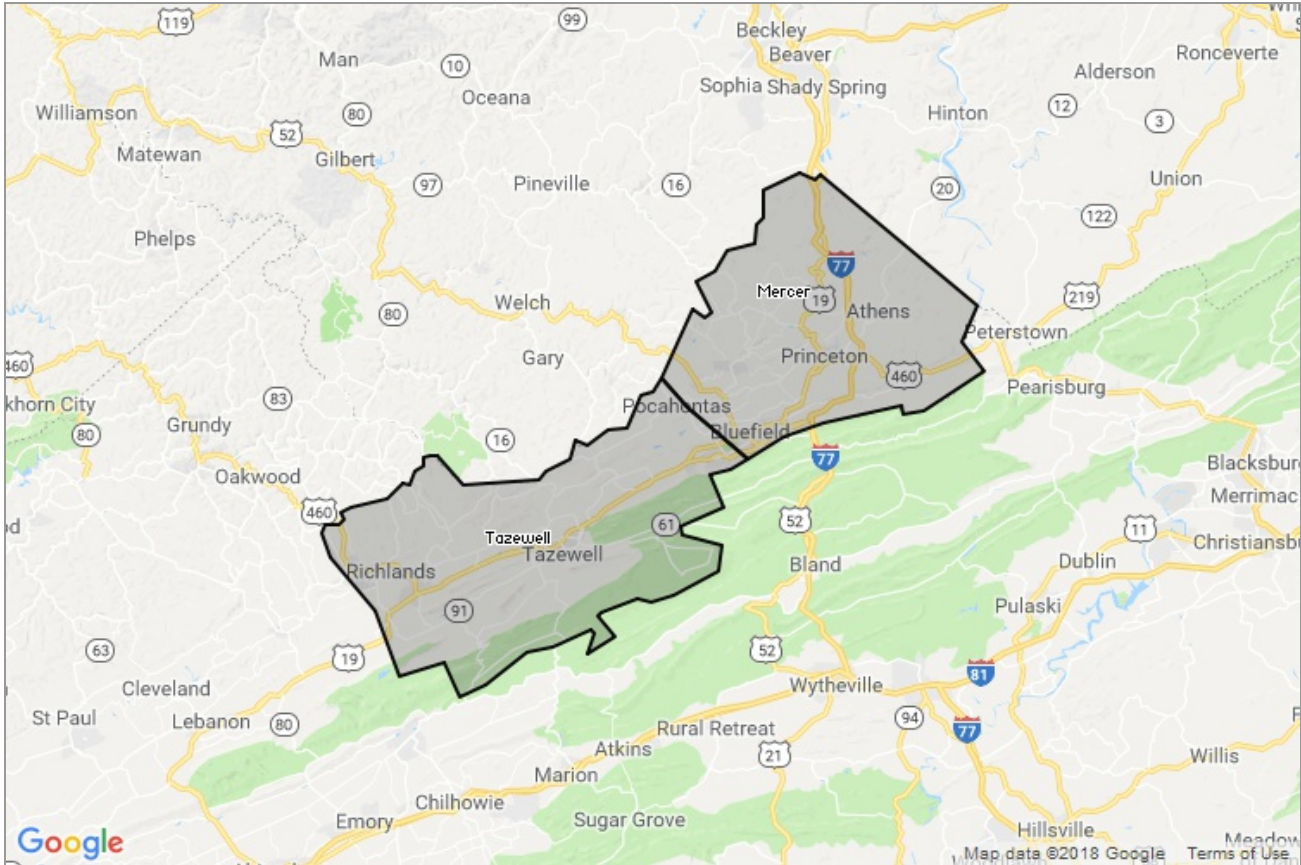




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
7/2017 – 7/2018

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 08/07/2018

**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

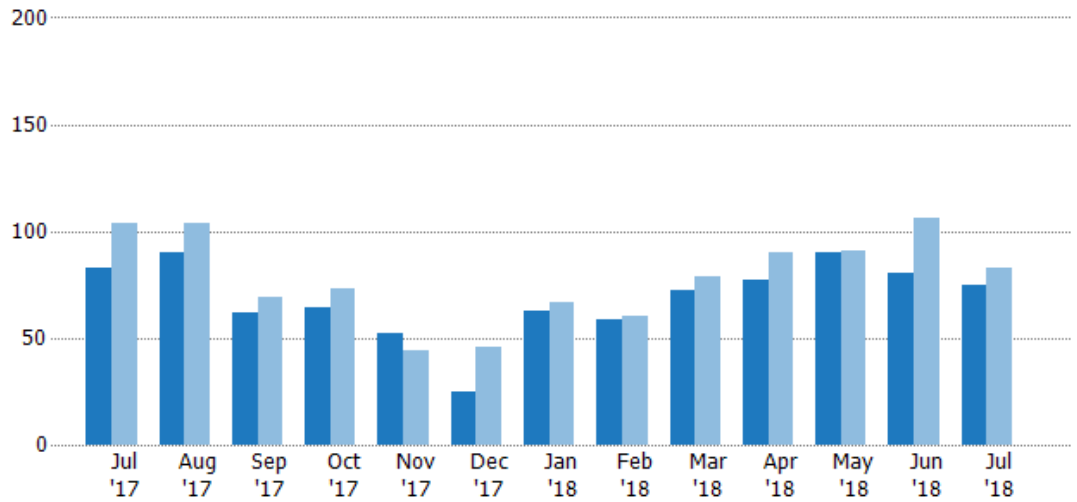
## New Listings

The number of new single-family, condominium and townhome listings that were added each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Jul '18	75	-9.6%
Jul '17	83	-20.2%
Jul '16	104	-5.8%



Current Year	83	90	62	64	52	25	63	59	72	77	90	80	75
Prior Year	104	104	69	73	44	46	67	60	79	90	91	106	83
Percent Change from Prior Year	-20%	-13%	-10%	-12%	18%	-46%	-6%	-2%	-9%	-14%	-1%	-25%	-10%

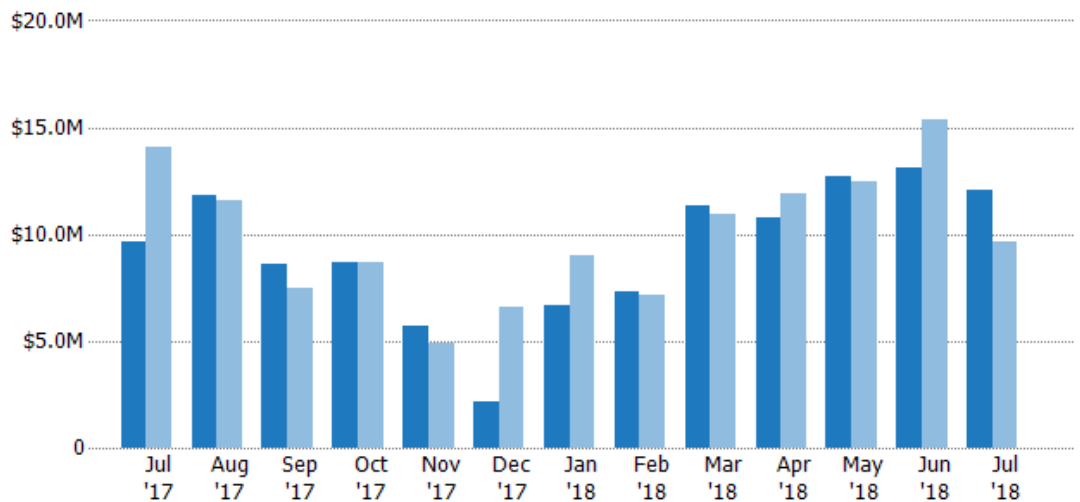
## New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Jul '18	\$12M	24.7%
Jul '17	\$9.65M	-31.5%
Jul '16	\$14.1M	4.2%



Current Year	\$9.65M	\$11.8M	\$8.61M	\$8.67M	\$5.69M	\$2.19M	\$6.7M	\$7.35M	\$11.4M	\$10.8M	\$12.7M	\$13.1M	\$12M
Prior Year	\$14.1M	\$11.6M	\$7.5M	\$8.72M	\$4.87M	\$6.61M	\$9.04M	\$7.15M	\$11M	\$11.9M	\$12.5M	\$15.3M	\$9.65M
Percent Change from Prior Year	-32%	2%	15%	-1%	17%	-67%	-26%	3%	4%	-10%	2%	-15%	25%

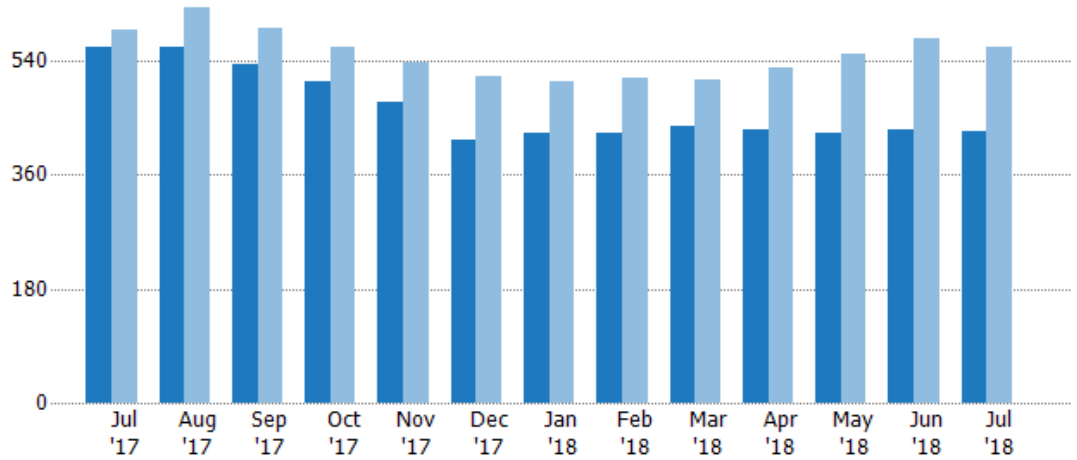
## Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Jul '18	429	-23.7%
Jul '17	562	-4.6%
Jul '16	589	-1.5%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	562	562	534	508	476	415	425	426	438	431	427	430	429
Prior Year	589	624	592	561	537	515	506	514	510	529	550	576	562
Percent Change from Prior Year	-5%	-10%	-10%	-9%	-11%	-19%	-16%	-17%	-14%	-19%	-22%	-25%	-24%

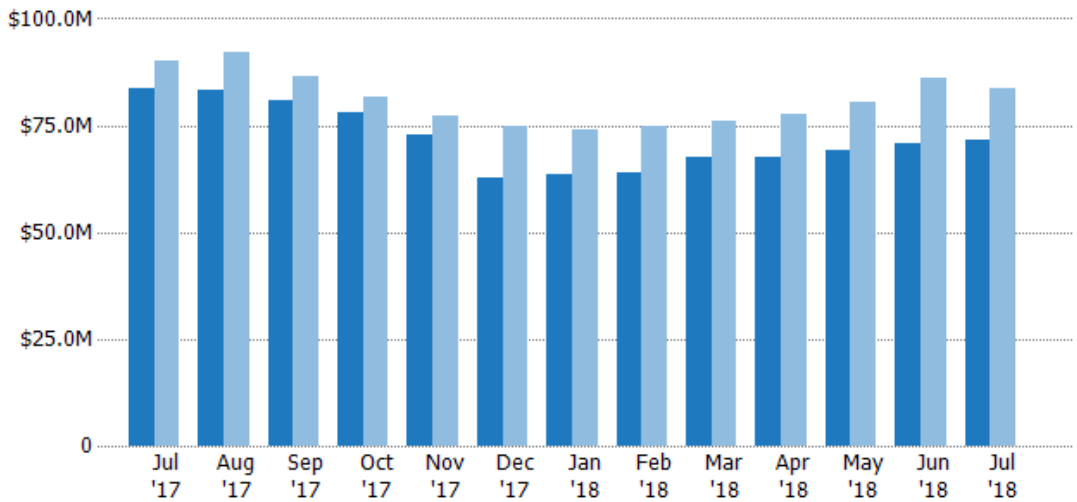
## Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

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

Month/ Year	Volume	% Chg.
Jul '18	\$71.6M	-14.2%
Jul '17	\$83.5M	-7.2%
Jul '16	\$90M	-12.3%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	\$83.5M	\$83.2M	\$81M	\$77.9M	\$72.6M	\$62.9M	\$63.5M	\$63.8M	\$67.5M	\$67.7M	\$69.3M	\$71M	\$71.6M
Prior Year	\$90M	\$92M	\$86.3M	\$81.5M	\$77.2M	\$74.6M	\$74.1M	\$74.7M	\$76M	\$77.5M	\$80.6M	\$86.2M	\$83.5M
Percent Change from Prior Year	-7%	-10%	-6%	-4%	-6%	-16%	-14%	-15%	-11%	-13%	-14%	-18%	-14%

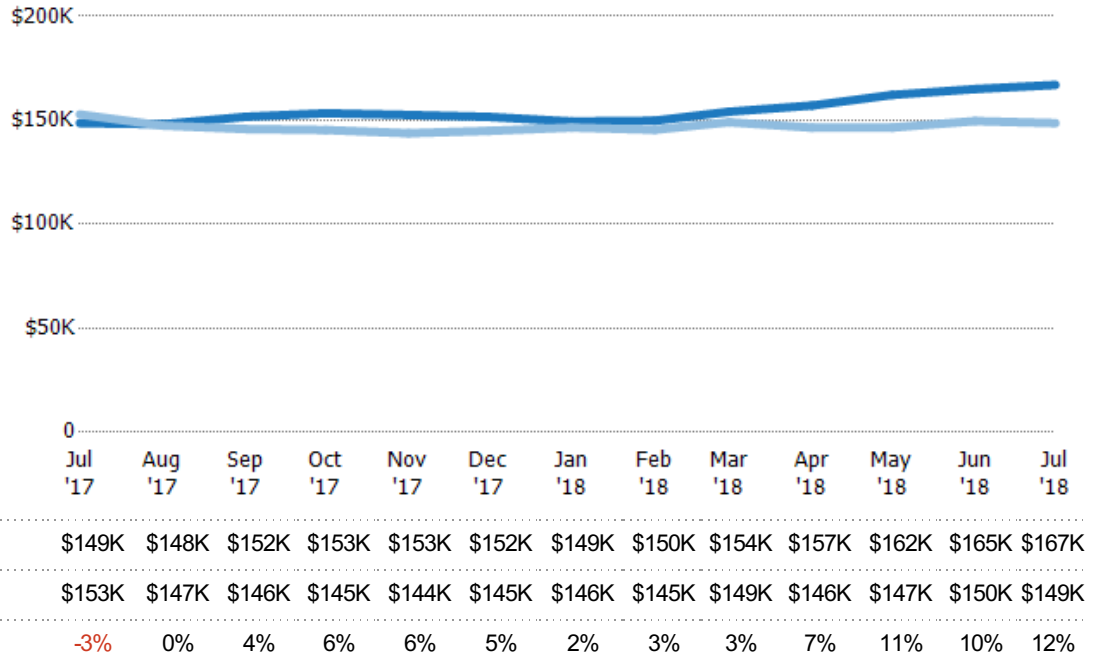
## Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

### Filters Used

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

Month/ Year	Price	% Chg.
Jul '18	\$167K	12.3%
Jul '17	\$149K	-2.7%
Jul '16	\$153K	-11%



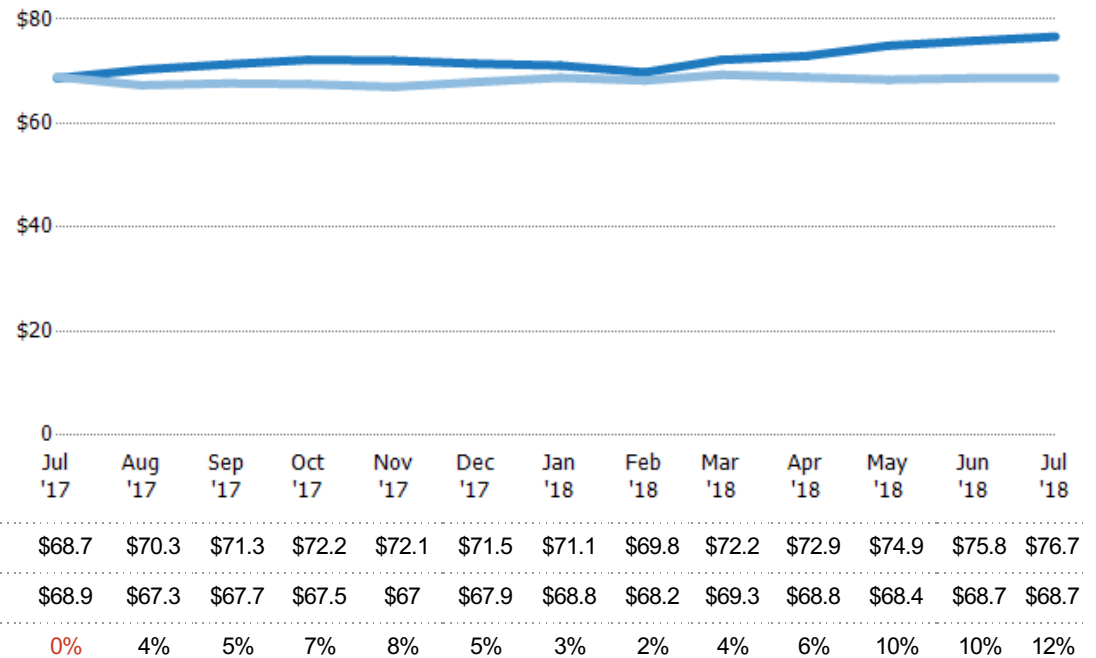
## Average Listing Price per Sq Ft

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.
Jul '18	\$76.7	11.7%
Jul '17	\$68.7	-0.4%
Jul '16	\$68.9	-3.9%

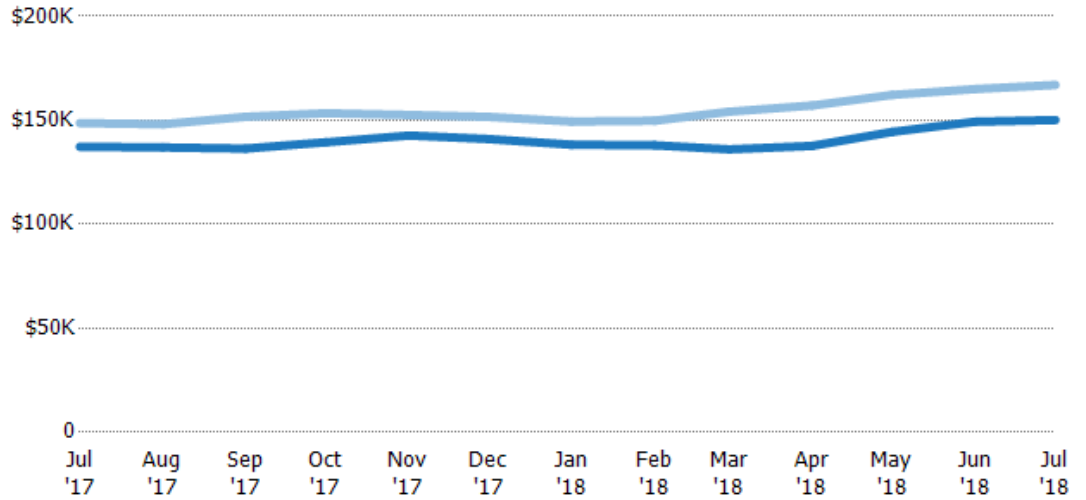


## Average Listing Price vs Average Est Value

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



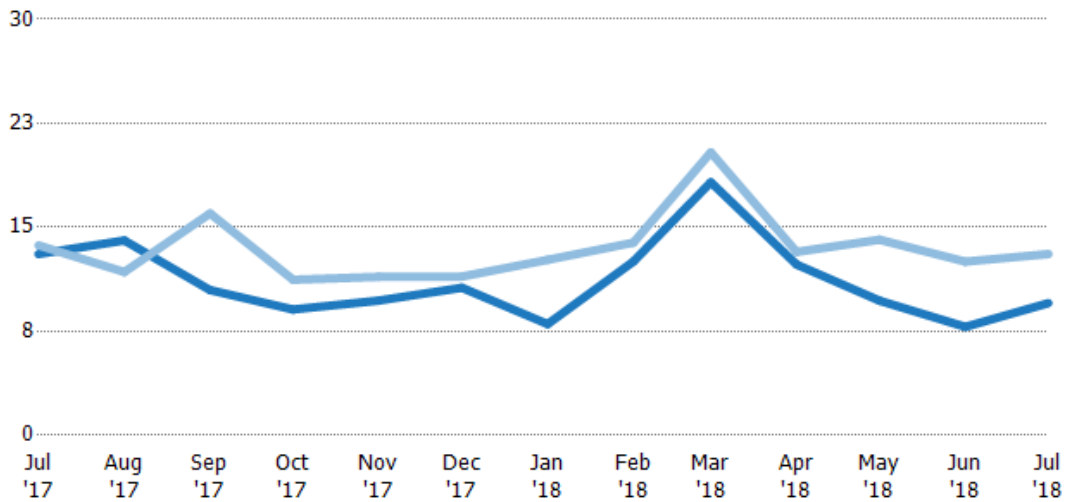
	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Avg Est Value	\$137K	\$137K	\$136K	\$139K	\$143K	\$141K	\$138K	\$138K	\$136K	\$138K	\$144K	\$149K	\$150K
Avg Listing Price	\$149K	\$148K	\$152K	\$153K	\$153K	\$152K	\$149K	\$150K	\$154K	\$157K	\$162K	\$165K	\$167K
Avg Listing Price as a % of Avg Est Value	108%	108%	111%	110%	107%	108%	108%	109%	113%	114%	112%	111%	111%

## 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.
Jul '18	9.53	-27.1%
Jul '17	13.1	-4.6%
Jul '16	13.7	-11.8%

	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	13.1	14.1	10.5	9.07	9.71	10.6	8.02	12.5	18.3	12.3	9.7	7.82	9.53
Prior Year	13.7	11.8	16	11.2	11.4	11.4	12.7	13.9	20.4	13.2	14.1	12.5	13.1
Percent Change from Prior Year	-5%	19%	-35%	-19%	-15%	-7%	-37%	-10%	-11%	-7%	-31%	-38%	-27%

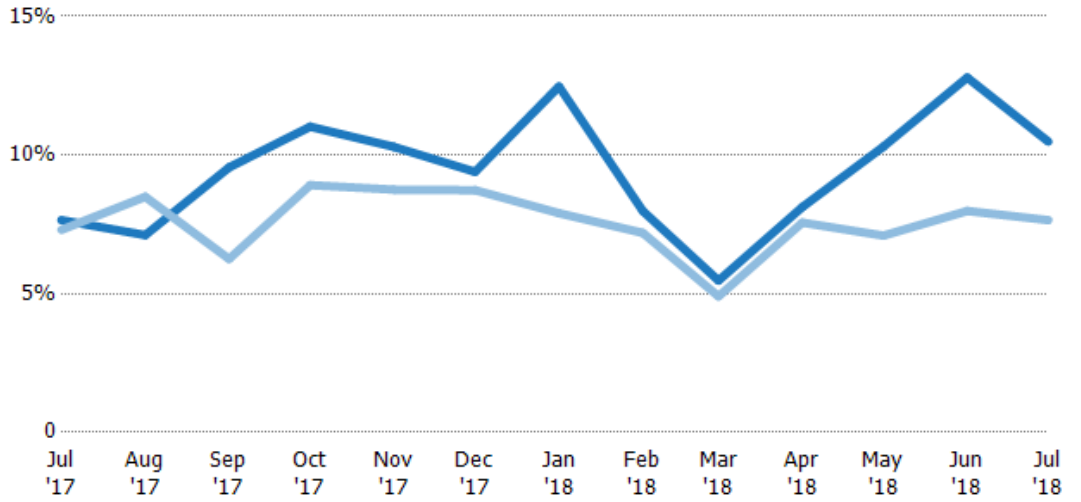
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Jul '18	10%	-2.8%
Jul '17	8%	-0.4%
Jul '16	7%	13.3%

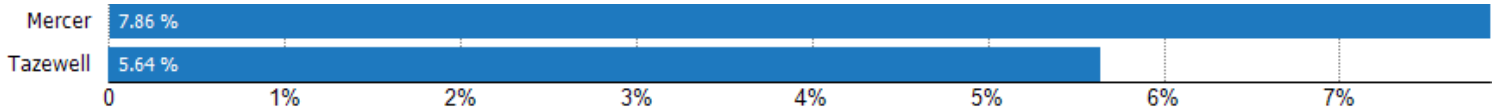


Current Year	8%	7%	10%	11%	10%	9%	12%	8%	5%	8%	10%	13%	10%
Prior Year	7%	8%	6%	9%	9%	9%	8%	7%	5%	8%	7%	8%	8%
Change from Prior Year	0%	1%	-3%	-2%	-2%	-1%	-5%	-1%	-1%	-1%	-3%	-5%	-3%

## 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



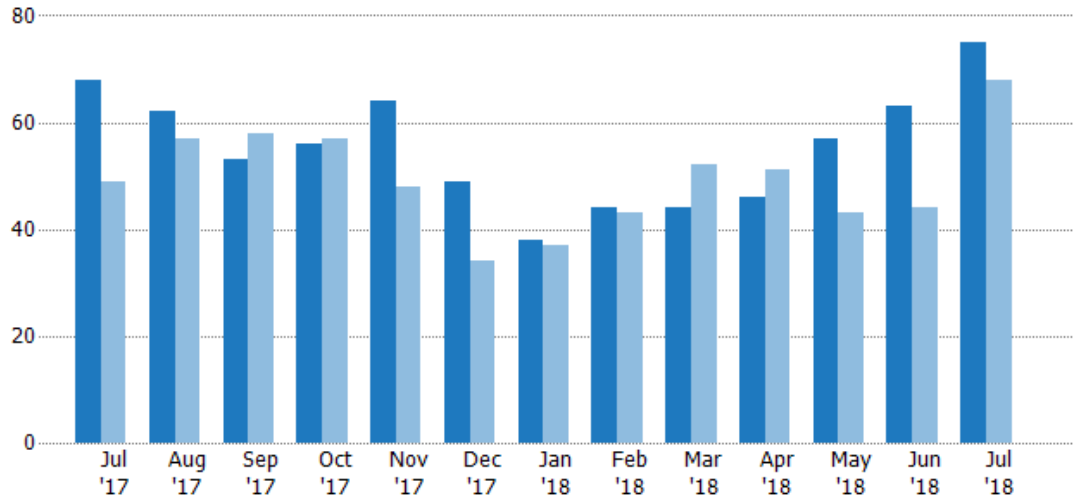
## Pending Sales

The number of single-family, condominium and townhome 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.
Jul '18	75	10.3%
Jul '17	68	38.8%
Jul '16	49	-12.2%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	68	62	53	56	64	49	38	44	44	46	57	63	75
Prior Year	49	57	58	57	48	34	37	43	52	51	43	44	68
Percent Change from Prior Year	39%	9%	-9%	-2%	33%	44%	3%	2%	-15%	-10%	33%	43%	10%

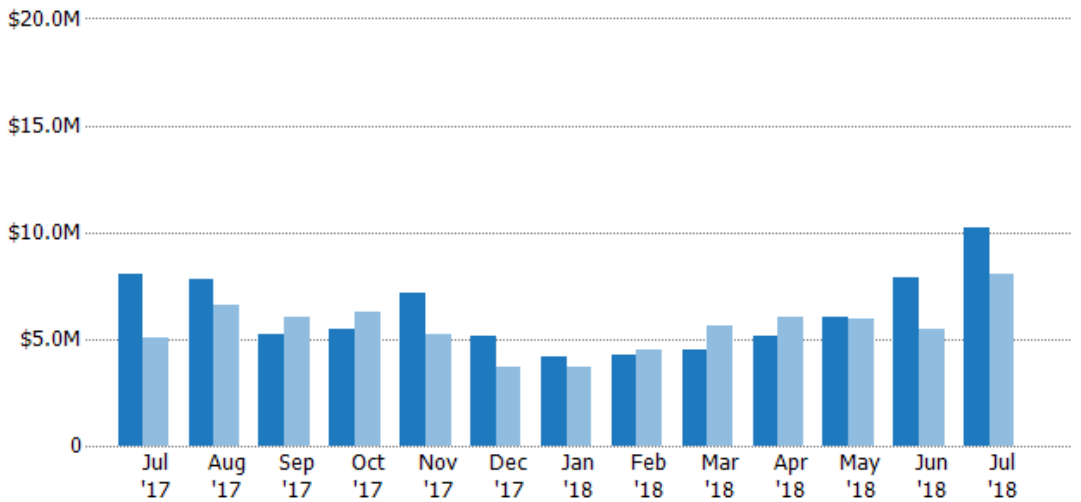
## Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome 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.
Jul '18	\$10.2M	26.9%
Jul '17	\$8.05M	59.3%
Jul '16	\$5.05M	3.7%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	\$8.05M	\$7.77M	\$5.24M	\$5.5M	\$7.13M	\$5.14M	\$4.19M	\$4.21M	\$4.51M	\$5.12M	\$6.03M	\$7.91M	\$10.2M
Prior Year	\$5.05M	\$6.55M	\$6.04M	\$6.27M	\$5.2M	\$3.72M	\$3.69M	\$4.52M	\$5.6M	\$6M	\$5.92M	\$5.5M	\$8.05M
Percent Change from Prior Year	59%	19%	-13%	-12%	37%	38%	14%	-7%	-19%	-15%	2%	44%	27%

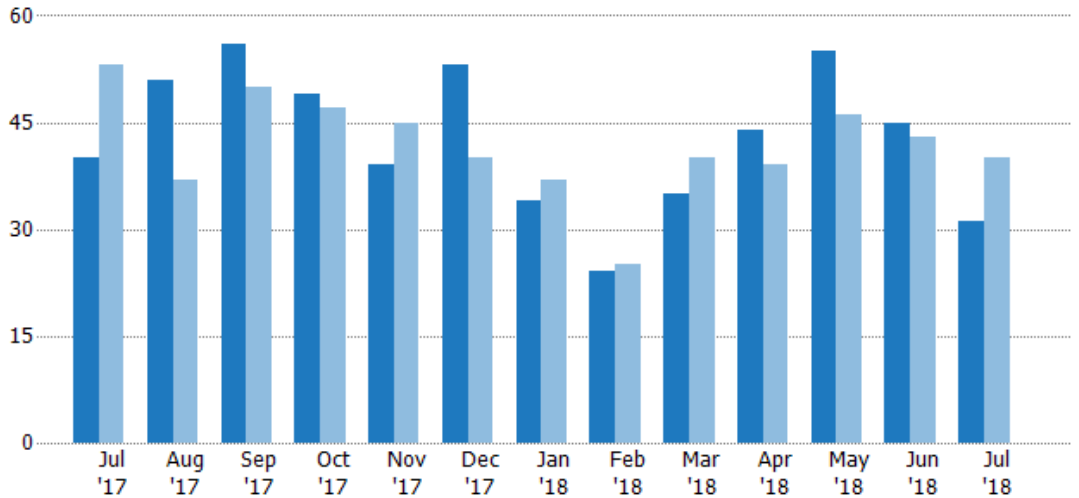
## Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

**Filters Used**

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

Month/ Year	Count	% Chg.
Jul '18	31	-22.5%
Jul '17	40	-24.5%
Jul '16	53	-28.3%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	40	51	56	49	39	53	34	24	35	44	55	45	31
Prior Year	53	37	50	47	45	40	37	25	40	39	46	43	40
Percent Change from Prior Year	-25%	38%	12%	4%	-13%	33%	-8%	-4%	-13%	13%	20%	5%	-23%

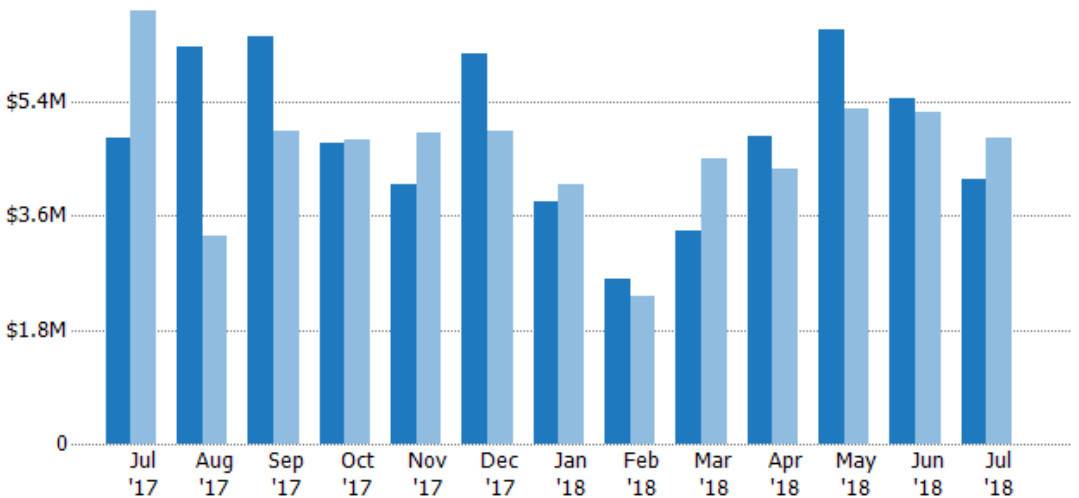
## Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

**Filters Used**

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

Month/ Year	Volume	% Chg.
Jul '18	\$4.18M	-13.4%
Jul '17	\$4.83M	-29.3%
Jul '16	\$6.83M	-28.4%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	\$4.83M	\$6.27M	\$6.42M	\$4.74M	\$4.1M	\$6.17M	\$3.84M	\$2.59M	\$3.37M	\$4.85M	\$6.53M	\$5.46M	\$4.18M
Prior Year	\$6.83M	\$3.29M	\$4.93M	\$4.8M	\$4.92M	\$4.94M	\$4.11M	\$2.32M	\$4.49M	\$4.34M	\$5.3M	\$5.23M	\$4.83M
Percent Change from Prior Year	-29%	90%	30%	-1%	-17%	25%	-7%	12%	-25%	12%	23%	4%	-13%

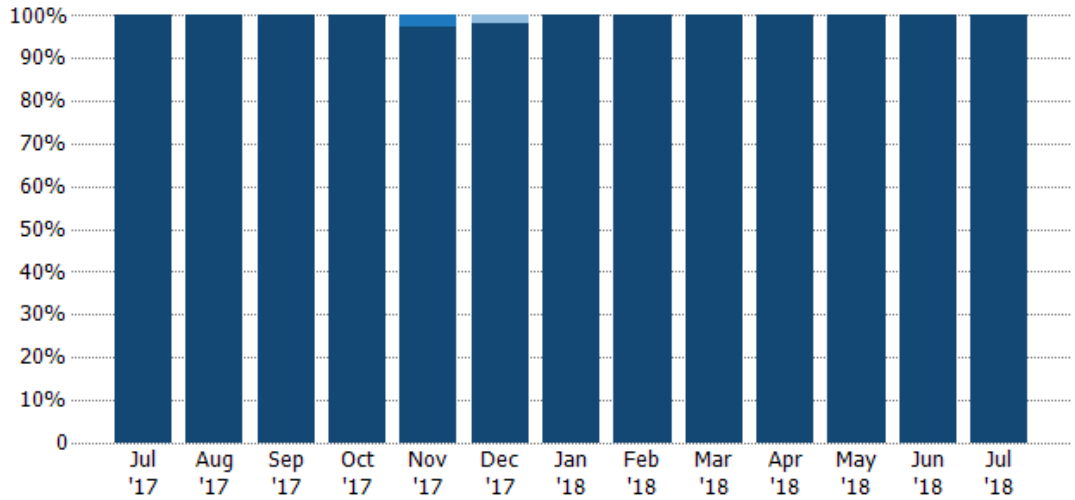


## Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

**Filters Used**

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

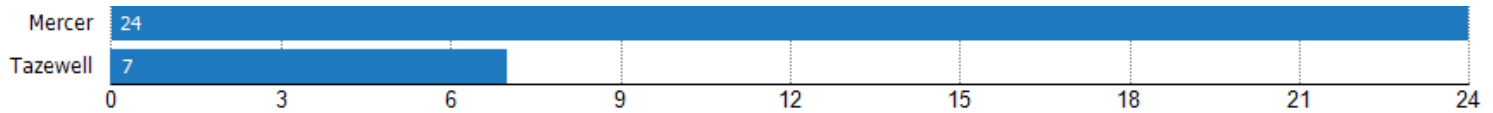


Property Type	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Other	-	-	-	-	-	2%	-	-	-	-	-	-	-
Multifamily/Multiplex	-	-	-	-	3%	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	97%	98%	100%	100%	100%	100%	100%	100%	100%

## Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: County: Tazewell County, Virginia, Mercer County, West Virginia

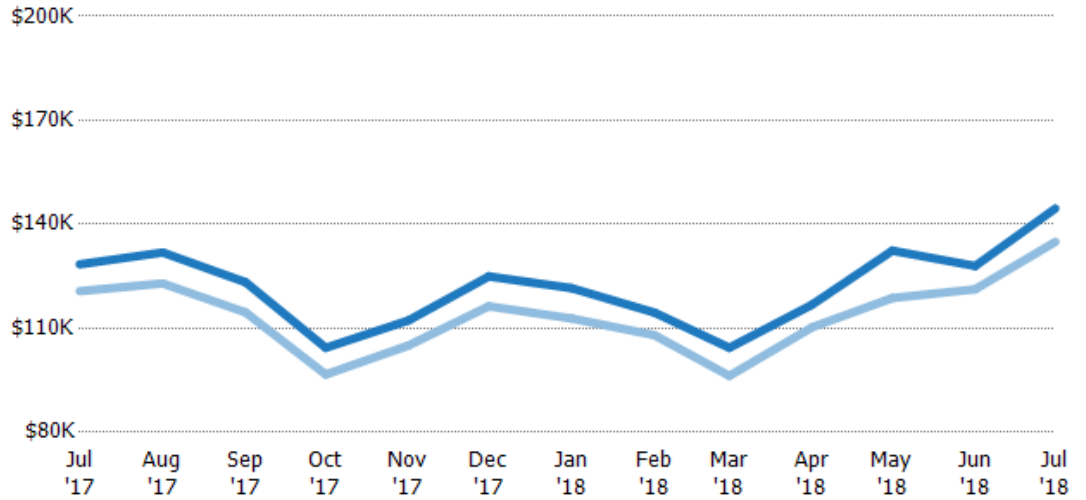


## Average Sales Price vs Average Listing Price

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



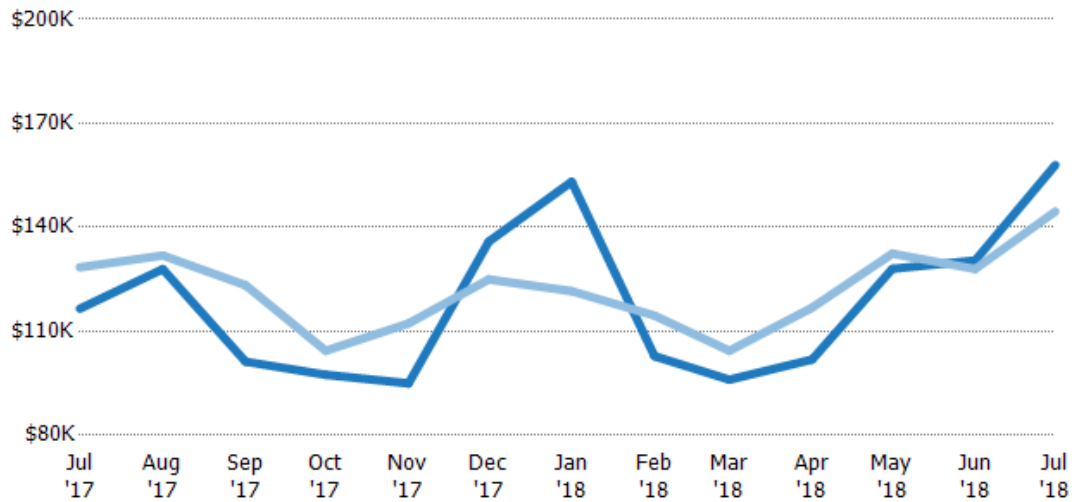
Avg List Price	\$128K	\$132K	\$123K	\$104K	\$112K	\$125K	\$122K	\$115K	\$104K	\$117K	\$132K	\$128K	\$145K
Avg Sales Price	\$121K	\$123K	\$115K	\$96.7K	\$105K	\$116K	\$113K	\$108K	\$96.3K	\$110K	\$119K	\$121K	\$135K
Avg Sales Price as a % of Avg List Price	94%	93%	93%	93%	94%	93%	93%	94%	92%	94%	90%	95%	93%

## 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	\$117K	\$128K	\$101K	\$97.4K	\$95K	\$136K	\$153K	\$103K	\$96K	\$102K	\$128K	\$130K	\$158K
Avg Sales Price	\$128K	\$132K	\$123K	\$104K	\$112K	\$125K	\$122K	\$115K	\$104K	\$117K	\$132K	\$128K	\$145K
Avg Sales Price as a % of Avg Est Value	110%	103%	122%	107%	118%	92%	79%	111%	109%	115%	103%	98%	92%

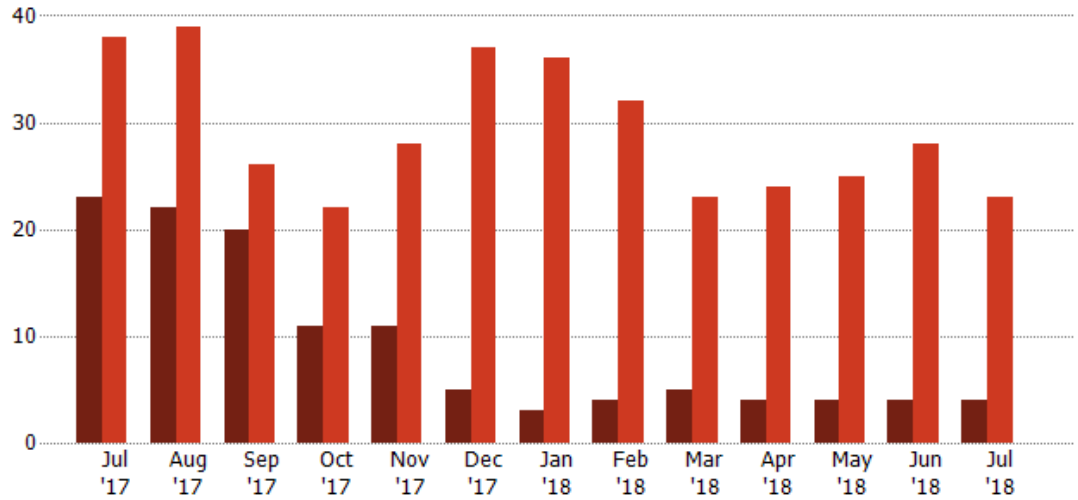
## Distressed Listings

The number of distressed single-family, condominium and townhome 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.
Jul '18	4	-82.6%
Jul '17	23	-39.5%
Jul '16	38	-7.9%

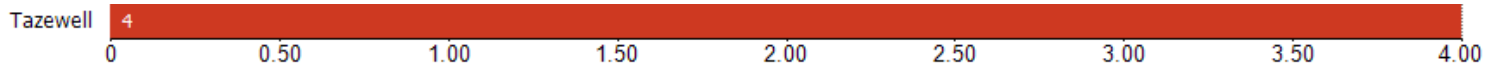


Current Year	23	22	20	11	11	5	3	4	5	4	4	4	4
Prior Year	38	39	26	22	28	37	36	32	23	24	25	28	23
Percent Change from Prior Year	-39%	-44%	-23%	-50%	-61%	-86%	-92%	-88%	-78%	-83%	-84%	-86%	-83%

## 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:** 08/07/2018

**Scheduled:** Yes

**Report Date Range:** From 7/2017 To: 7/2018

## 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 7/2018 data

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

