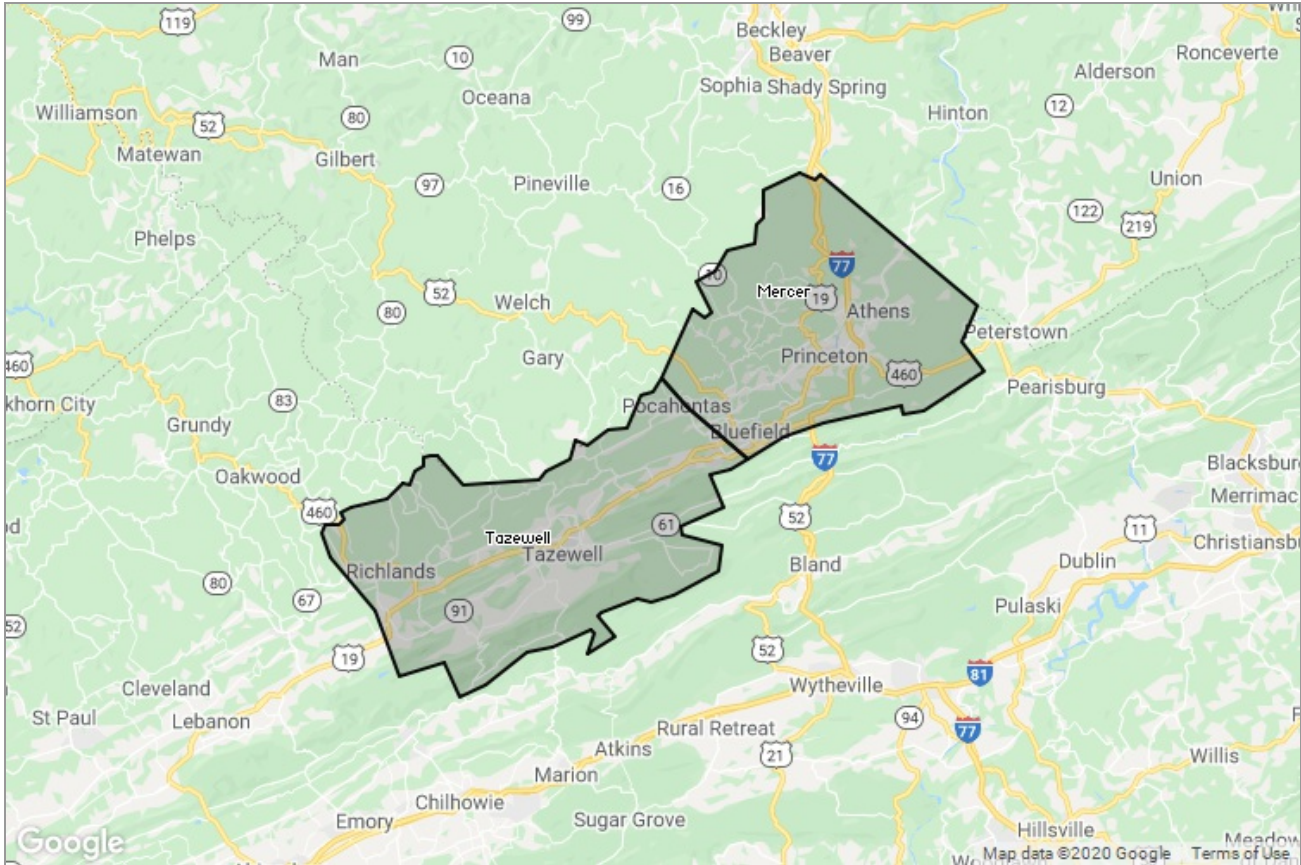




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
7/2019 – 7/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 08/09/2020

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

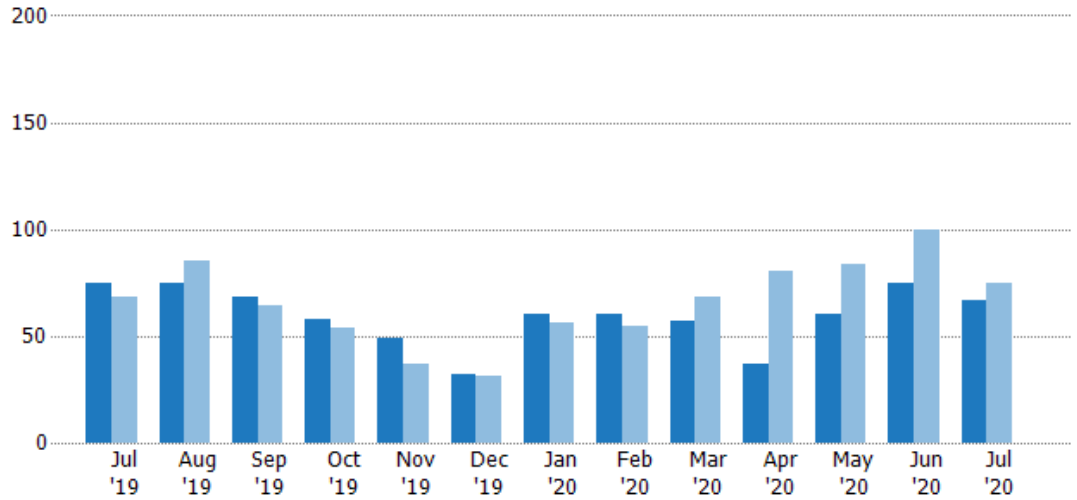
New Listings

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.
Jul '20	67	-10.7%
Jul '19	75	10.3%
Jul '18	68	11.8%



Current Year	75	75	68	58	49	32	60	60	57	37	60	75	67
Prior Year	68	85	64	54	37	31	56	55	68	80	84	100	75
Percent Change from Prior Year	10%	-12%	6%	7%	32%	3%	7%	9%	-16%	-54%	-29%	-25%	-11%

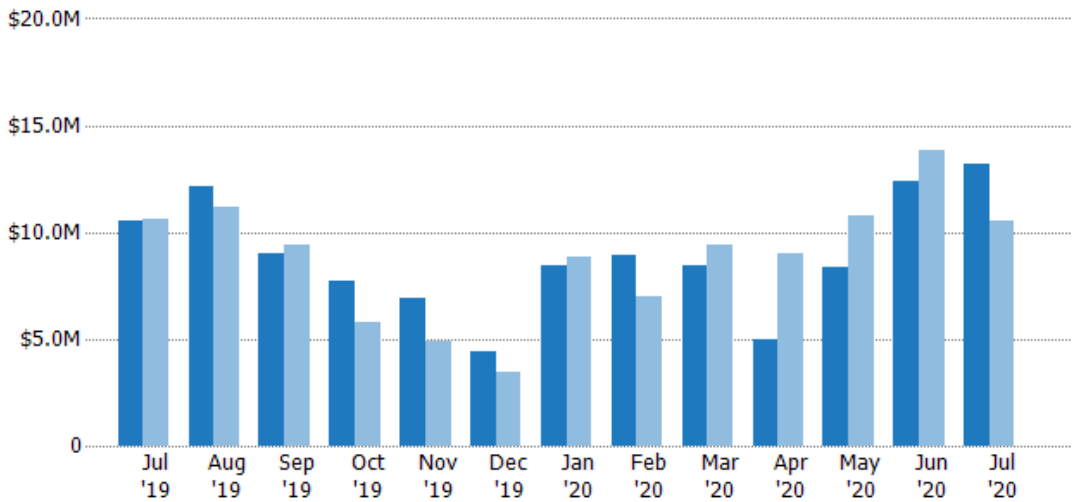
New Listing Volume

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.
Jul '20	\$13.2M	25.6%
Jul '19	\$10.5M	-0.9%
Jul '18	\$10.6M	-20.4%



Current Year	\$10.5M	\$12.2M	\$8.98M	\$7.68M	\$6.89M	\$4.44M	\$8.46M	\$8.95M	\$8.4M	\$4.98M	\$8.37M	\$12.3M	\$13.2M
Prior Year	\$10.6M	\$11.1M	\$9.45M	\$5.79M	\$4.93M	\$3.43M	\$8.85M	\$7.01M	\$9.39M	\$8.98M	\$10.8M	\$13.8M	\$10.5M
Percent Change from Prior Year	-1%	9%	-5%	33%	40%	30%	-4%	28%	-11%	-45%	-22%	-11%	26%

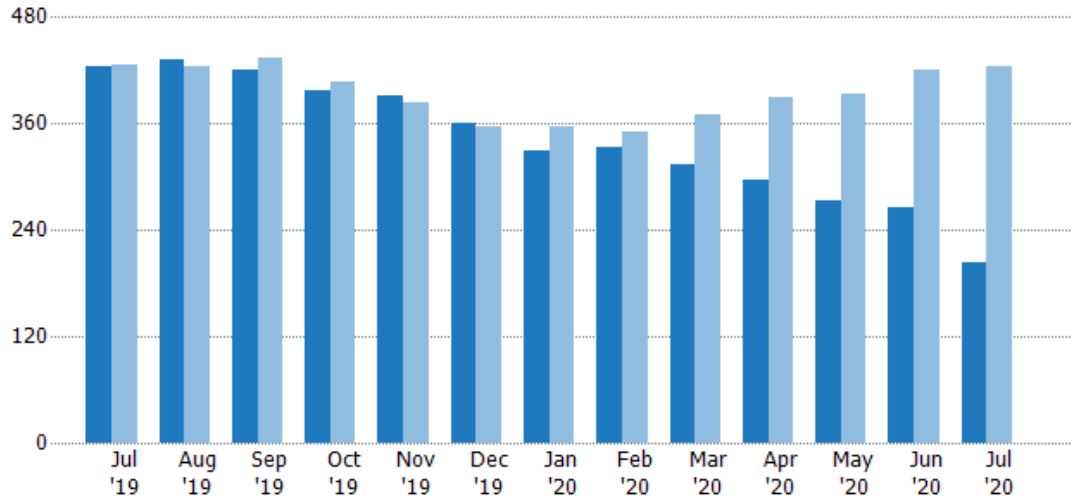
Active Listings

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.
Jul '20	203	-52.2%
Jul '19	425	-0.2%
Jul '18	426	13.6%



Current Year	425	432	421	398	392	361	330	333	313	296	274	266	203
Prior Year	426	425	435	407	383	357	357	351	370	390	394	420	425
Percent Change from Prior Year	0%	2%	-3%	-2%	2%	1%	-8%	-5%	-15%	-24%	-30%	-37%	-52%

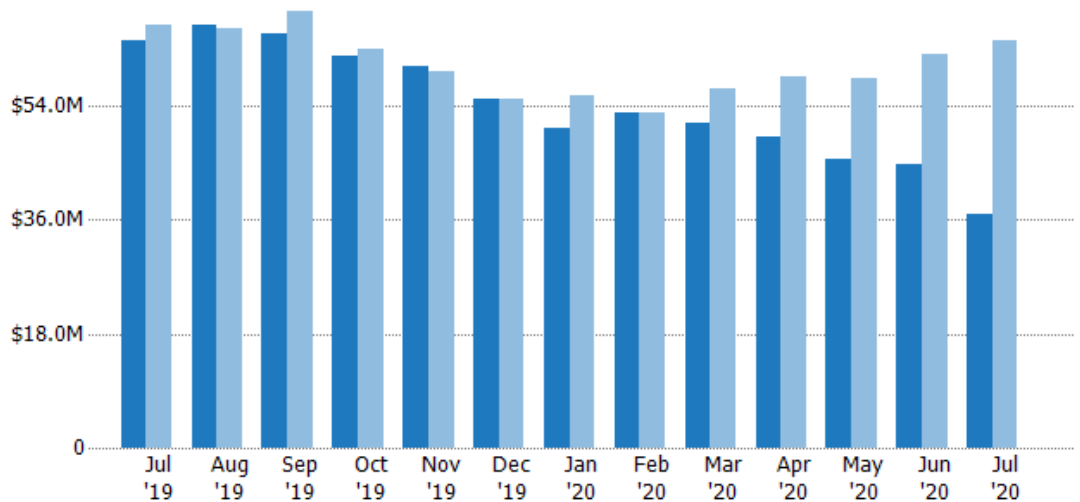
Active Listing Volume

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.
Jul '20	\$36.8M	-42.8%
Jul '19	\$64.3M	-3.6%
Jul '18	\$66.7M	4.3%



Current Year	\$64.3M	\$66.8M	\$65.3M	\$61.8M	\$60.1M	\$55.1M	\$50.4M	\$52.9M	\$51.4M	\$49.2M	\$45.7M	\$44.8M	\$36.8M
Prior Year	\$66.7M	\$66.2M	\$68.8M	\$62.8M	\$59.4M	\$55M	\$55.7M	\$53M	\$56.6M	\$58.6M	\$58.3M	\$62.1M	\$64.3M
Percent Change from Prior Year	-4%	1%	-5%	-2%	1%	0%	-10%	0%	-9%	-16%	-22%	-28%	-43%

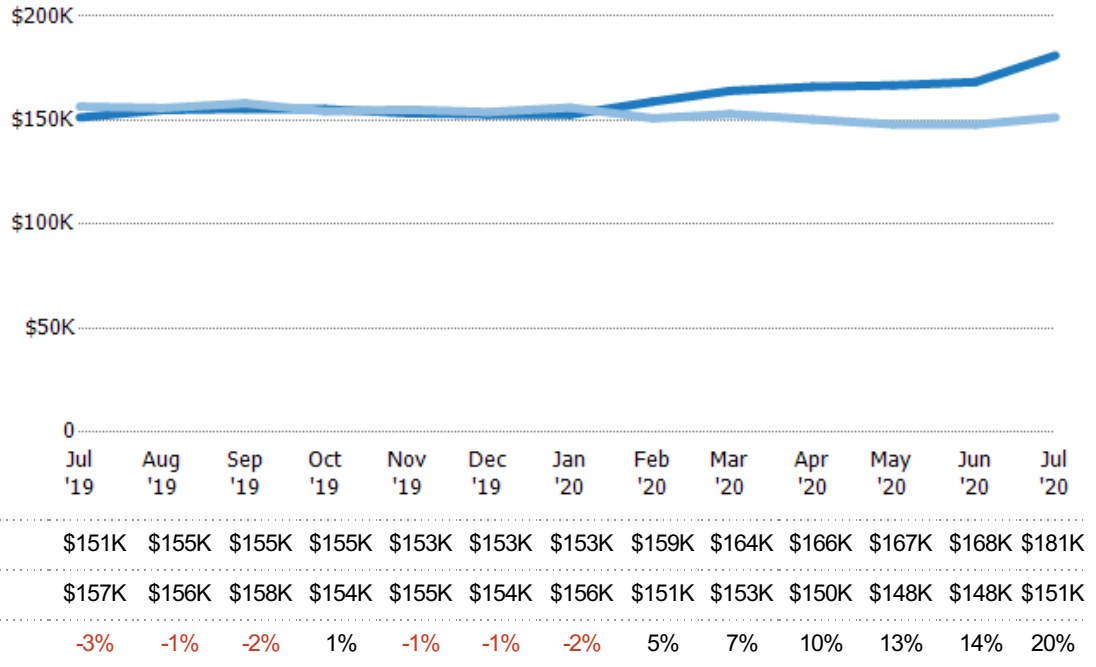
Average Listing Price

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.
Jul '20	\$181K	19.7%
Jul '19	\$151K	-3.3%
Jul '18	\$157K	-8.2%



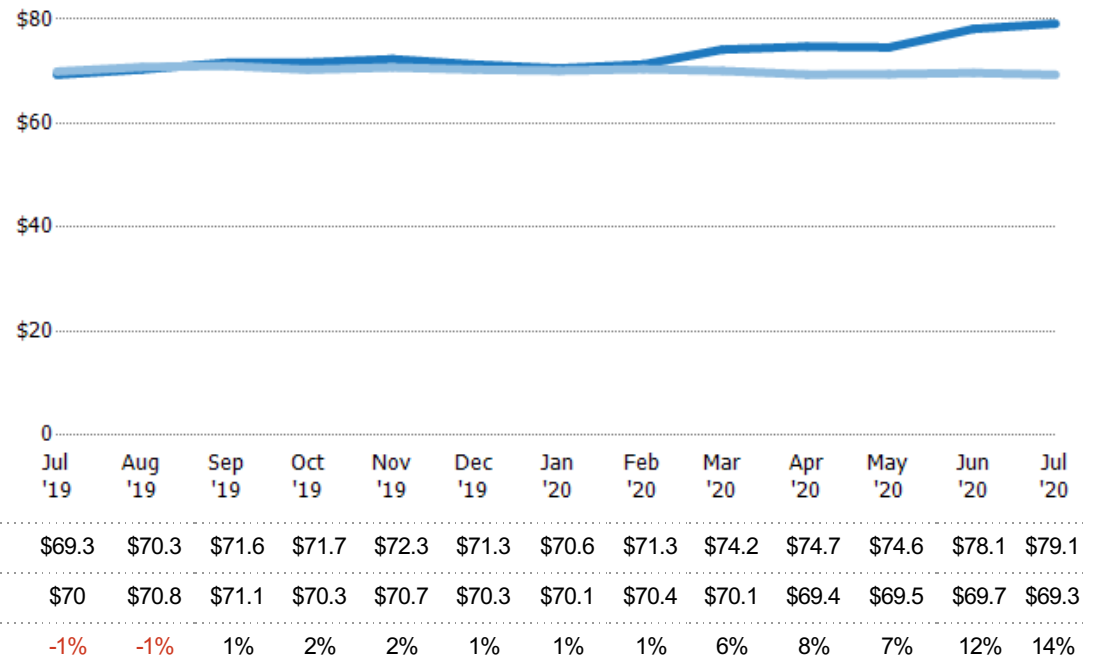
Average Listing Price per Sq Ft

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 '20	\$79.1	14.2%
Jul '19	\$69.3	-0.9%
Jul '18	\$70	-5%

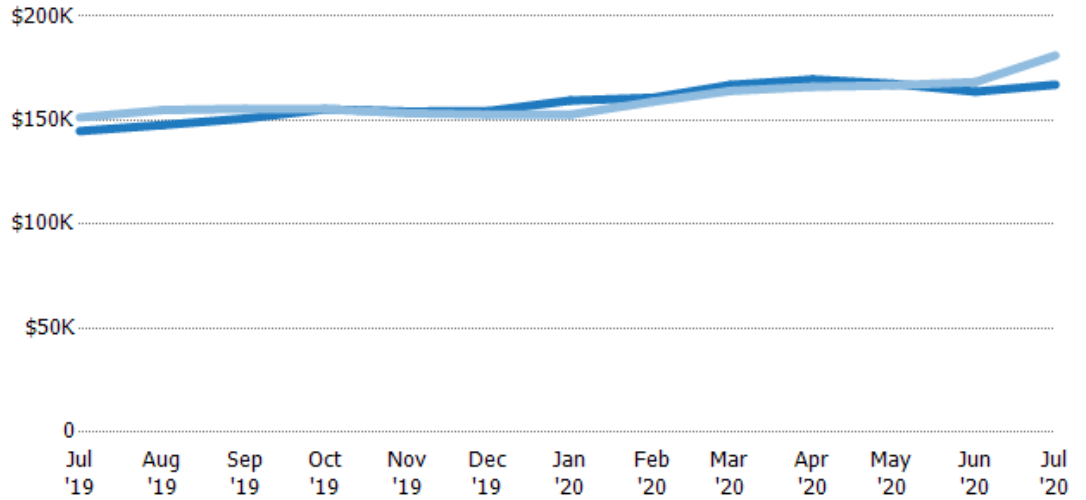


Average Listing Price vs Average Est Value

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



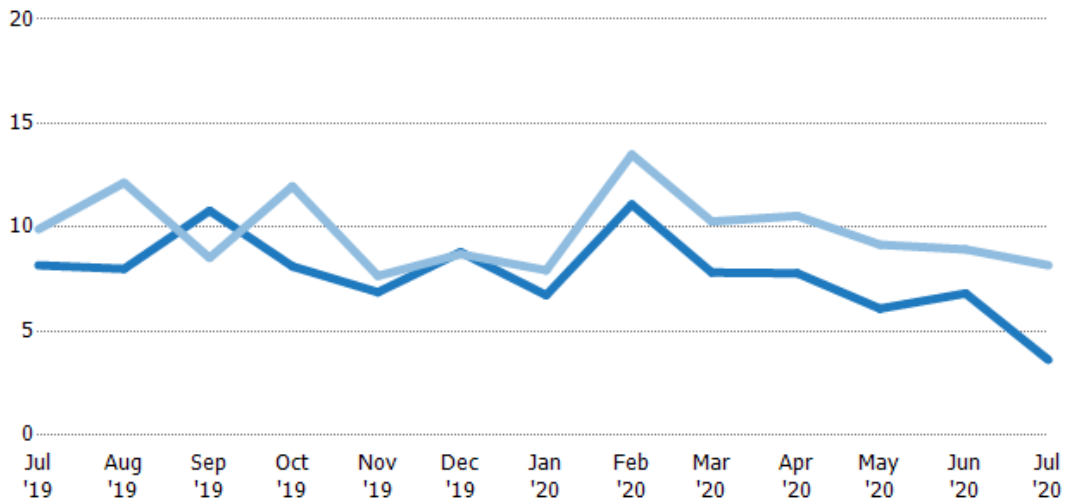
	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Avg Est Value	\$145K	\$148K	\$151K	\$155K	\$154K	\$154K	\$159K	\$161K	\$167K	\$170K	\$168K	\$164K	\$167K
Avg Listing Price	\$151K	\$155K	\$155K	\$155K	\$153K	\$153K	\$153K	\$159K	\$164K	\$166K	\$167K	\$168K	\$181K
Avg Listing Price as a % of Avg Est Value	105%	105%	103%	100%	99%	99%	96%	99%	98%	98%	100%	103%	108%

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 '20	3.63	-55.6%
Jul '19	8.17	-17.5%
Jul '18	9.91	32%

	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20
Current Year	8.17	8	10.8	8.12	6.88	8.8	6.73	11.1	7.83	7.79	6.09	6.82	3.63
Prior Year	9.91	12.1	8.53	12	7.66	8.71	7.93	13.5	10.3	10.5	9.16	8.94	8.17
Percent Change from Prior Year	-18%	-34%	27%	-32%	-10%	1%	-15%	-18%	-24%	-26%	-34%	-24%	-56%

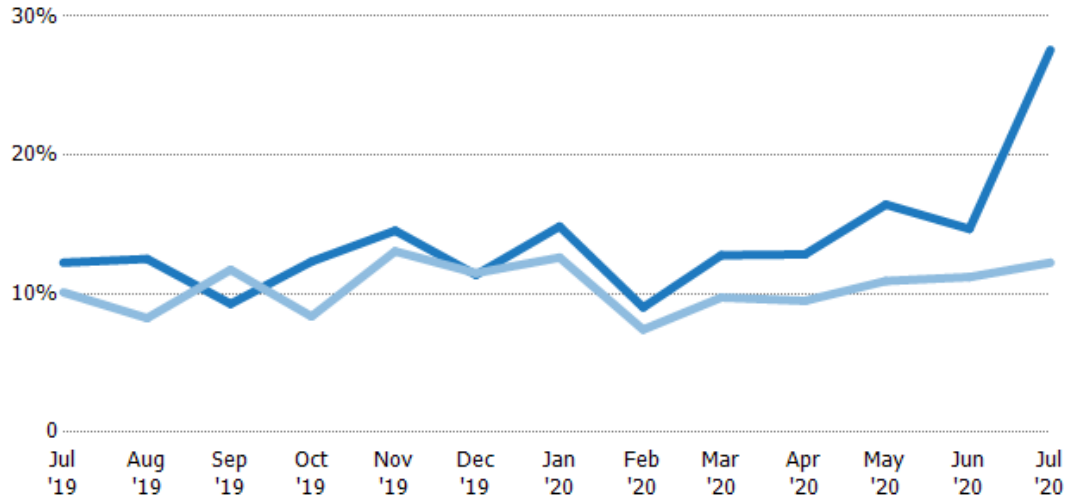
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Jul '20	28%	-15.4%
Jul '19	12%	-2.1%
Jul '18	10%	-24.3%



Current Year	12%	13%	9%	12%	15%	11%	15%	9%	13%	13%	16%	15%	28%
Prior Year	10%	8%	12%	8%	13%	11%	13%	7%	10%	9%	11%	11%	12%
Change from Prior Year	-2%	-4%	2%	-4%	-1%	0%	-2%	-2%	-3%	-3%	-6%	-3%	-15%

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



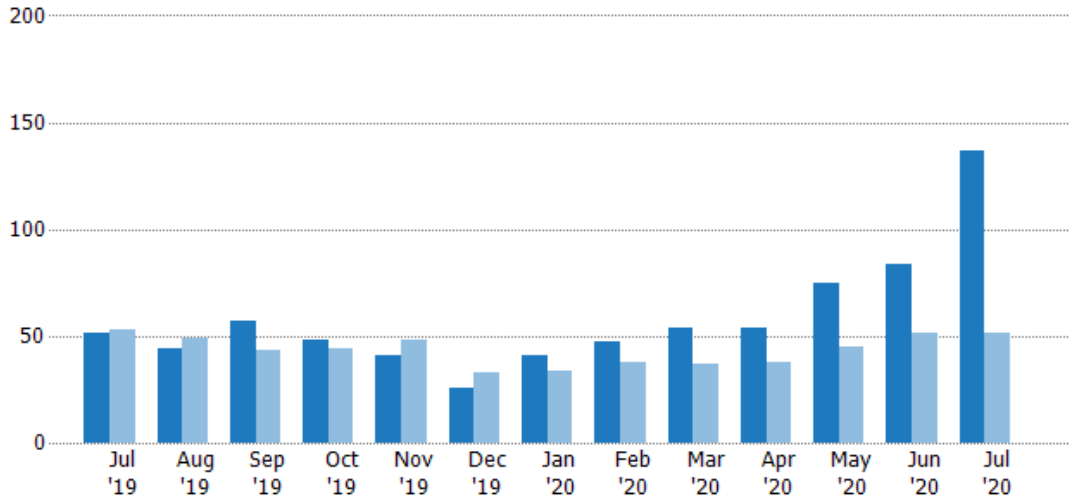
Pending Sales

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.
Jul '20	137	168.6%
Jul '19	51	-3.8%
Jul '18	53	13.2%



Current Year	51	44	57	48	41	26	41	47	54	54	75	84	137
Prior Year	53	49	43	44	48	33	34	38	37	38	45	51	51
Percent Change from Prior Year	-4%	-10%	33%	9%	-15%	-21%	21%	24%	46%	42%	67%	65%	169%

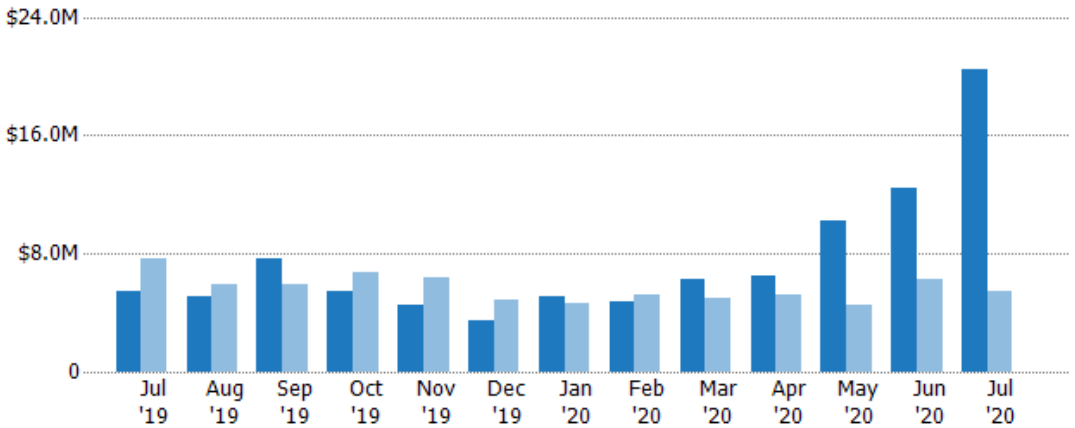
Pending Sales Volume

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.
Jul '20	\$20.4M	276.6%
Jul '19	\$5.42M	-28.8%
Jul '18	\$7.61M	-13.1%



Current Year	\$5.42M	\$5.05M	\$7.71M	\$5.48M	\$4.57M	\$3.5M	\$5.06M	\$4.74M	\$6.31M	\$6.47M	\$10.2M	\$12.5M	\$20.4M
Prior Year	\$7.61M	\$5.96M	\$5.91M	\$6.68M	\$6.37M	\$4.9M	\$4.66M	\$5.17M	\$4.99M	\$5.24M	\$4.54M	\$6.22M	\$5.42M
Percent Change from Prior Year	-29%	-15%	30%	-18%	-28%	-29%	9%	-8%	26%	23%	125%	100%	277%

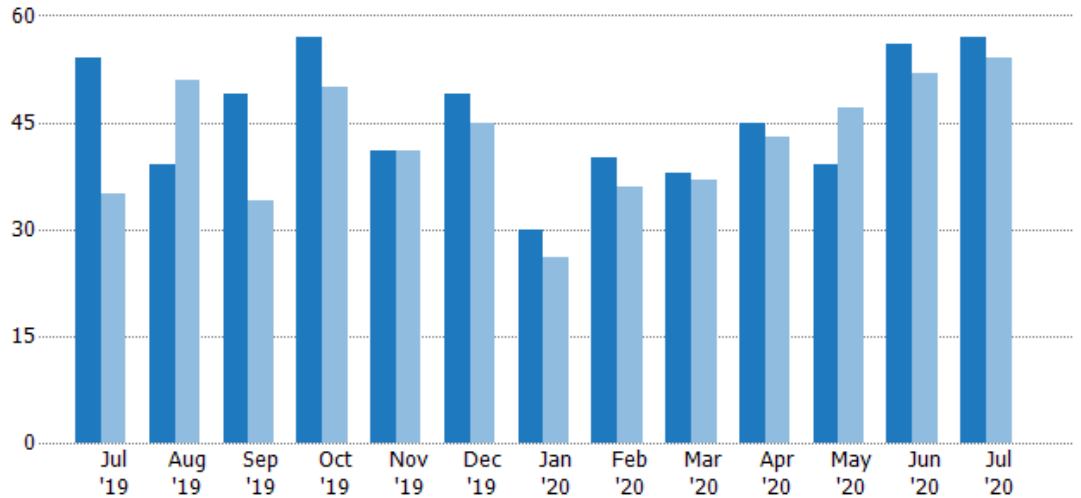
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jul '20	57	5.6%
Jul '19	54	54.3%
Jul '18	35	0%



Current Year	54	39	49	57	41	49	30	40	38	45	39	56	57
Prior Year	35	51	34	50	41	45	26	36	37	43	47	52	54
Percent Change from Prior Year	54%	-24%	44%	14%	0%	9%	15%	11%	3%	5%	-17%	8%	6%

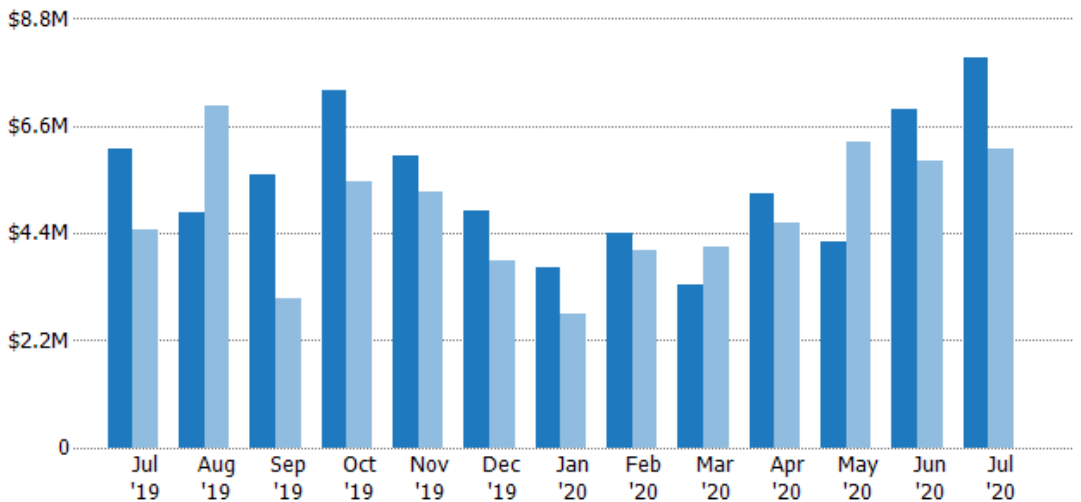
Closed Sales Volume

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.
Jul '20	\$8.01M	30.5%
Jul '19	\$6.13M	37.5%
Jul '18	\$4.46M	-11.9%



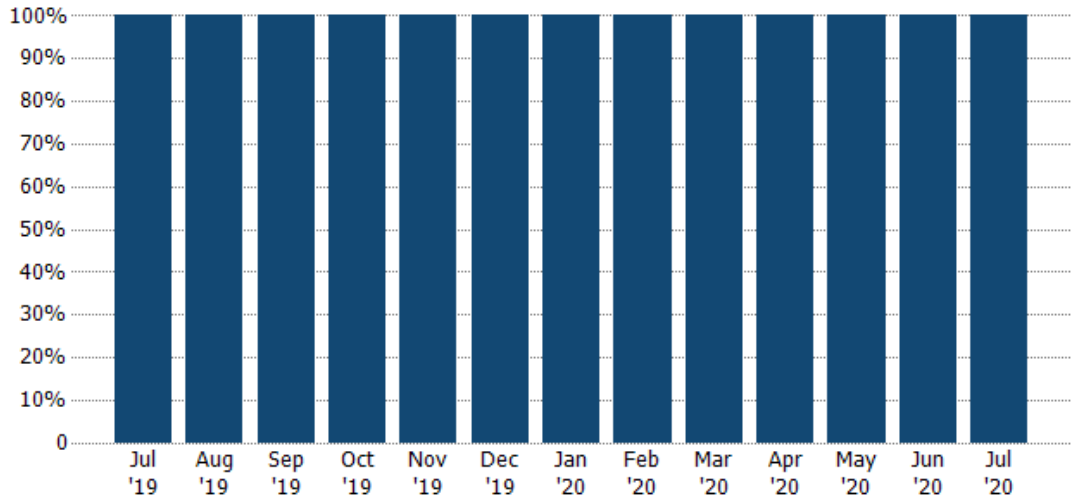
Current Year	\$6.13M	\$4.83M	\$5.59M	\$7.34M	\$5.98M	\$4.88M	\$3.71M	\$4.4M	\$3.33M	\$5.21M	\$4.24M	\$6.94M	\$8.01M
Prior Year	\$4.46M	\$7.02M	\$3.07M	\$5.46M	\$5.25M	\$3.86M	\$2.76M	\$4.05M	\$4.13M	\$4.62M	\$6.28M	\$5.89M	\$6.13M
Percent Change from Prior Year	37%	-31%	82%	34%	14%	27%	34%	9%	-19%	13%	-33%	18%	31%

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



Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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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

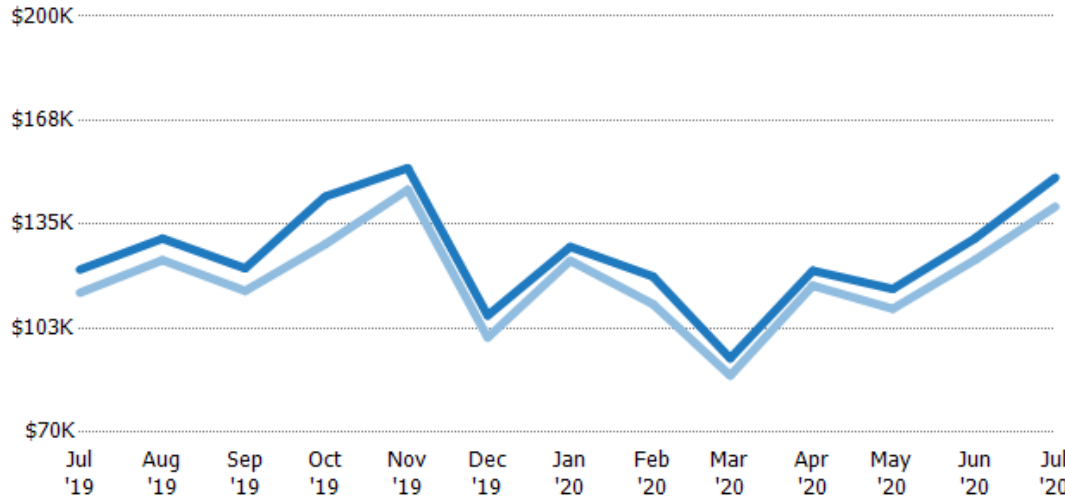


Average Sales Price vs Average Listing Price

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



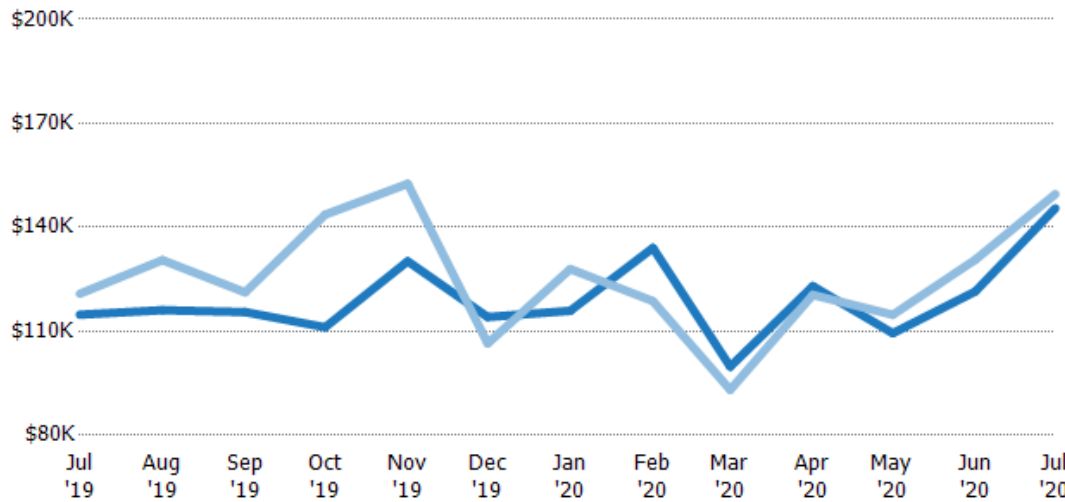
Avg List Price	\$121K	\$131K	\$121K	\$144K	\$153K	\$106K	\$128K	\$119K	\$93.1K	\$120K	\$115K	\$131K	\$150K
Avg Sales Price	\$114K	\$124K	\$114K	\$129K	\$146K	\$100K	\$124K	\$110K	\$87.7K	\$116K	\$109K	\$124K	\$140K
Avg Sales Price as a % of Avg List Price	94%	95%	94%	90%	96%	94%	97%	93%	94%	96%	95%	95%	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	\$115K	\$116K	\$116K	\$111K	\$130K	\$114K	\$116K	\$134K	\$100K	\$123K	\$109K	\$122K	\$145K
Avg Sales Price	\$121K	\$131K	\$121K	\$144K	\$153K	\$106K	\$128K	\$119K	\$93.1K	\$120K	\$115K	\$131K	\$150K
Avg Sales Price as a % of Avg Est Value	105%	112%	105%	129%	117%	93%	110%	89%	93%	98%	105%	108%	103%

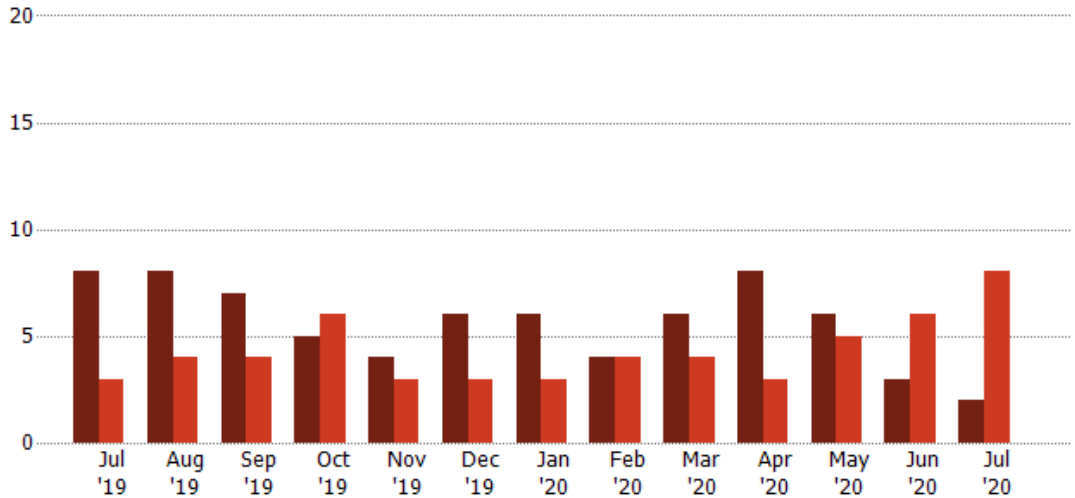
Distressed Listings

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.
Jul '20	2	-75%
Jul '19	8	166.7%
Jul '18	3	533.3%

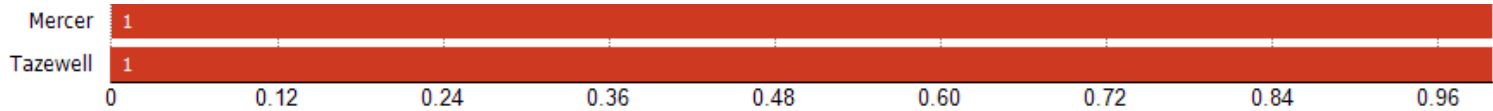


Current Year	8	8	7	5	4	6	6	4	6	8	6	3	2
Prior Year	3	4	4	6	3	3	3	4	4	3	5	6	8
Percent Change from Prior Year	167%	100%	75%	-17%	33%	100%	100%	0%	50%	167%	20%	-50%	-75%

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: 08/09/2020

Scheduled: Yes

Report Date Range: From 7/2019 To: 7/2020

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 7/2020 data

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

