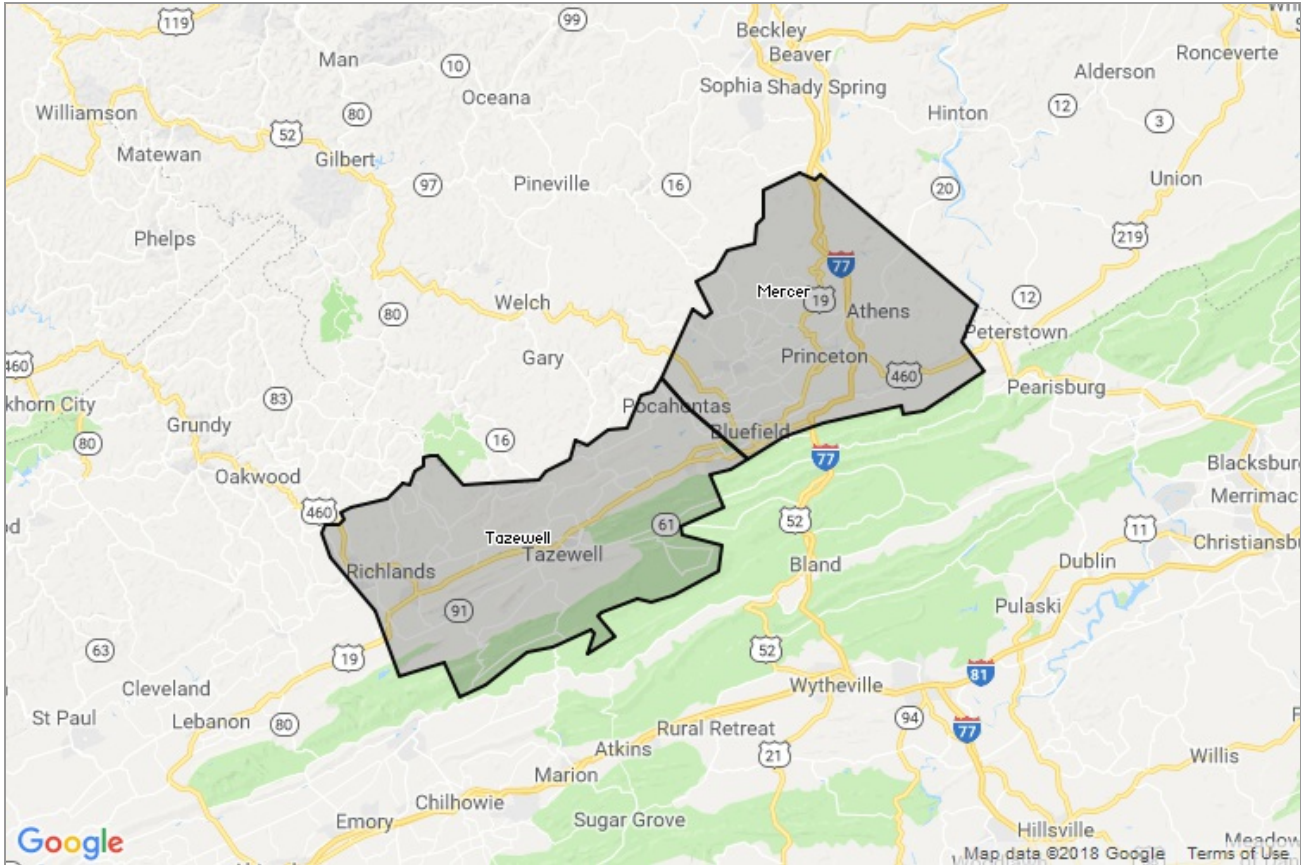




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
6/2017 – 6/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 07/09/2018

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

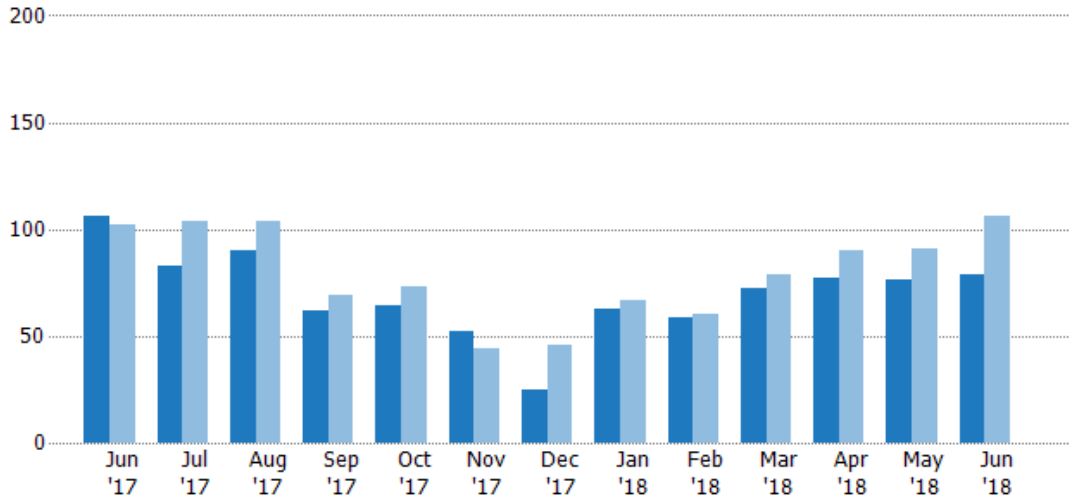
New Listings

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.
Jun '18	79	-25.5%
Jun '17	106	3.9%
Jun '16	102	1%



Current Year	106	83	90	62	64	52	25	63	59	72	77	76	79
Prior Year	102	104	104	69	73	44	46	67	60	79	90	91	106
Percent Change from Prior Year	4%	-20%	-13%	-10%	-12%	18%	-46%	-6%	-2%	-9%	-14%	-16%	-25%

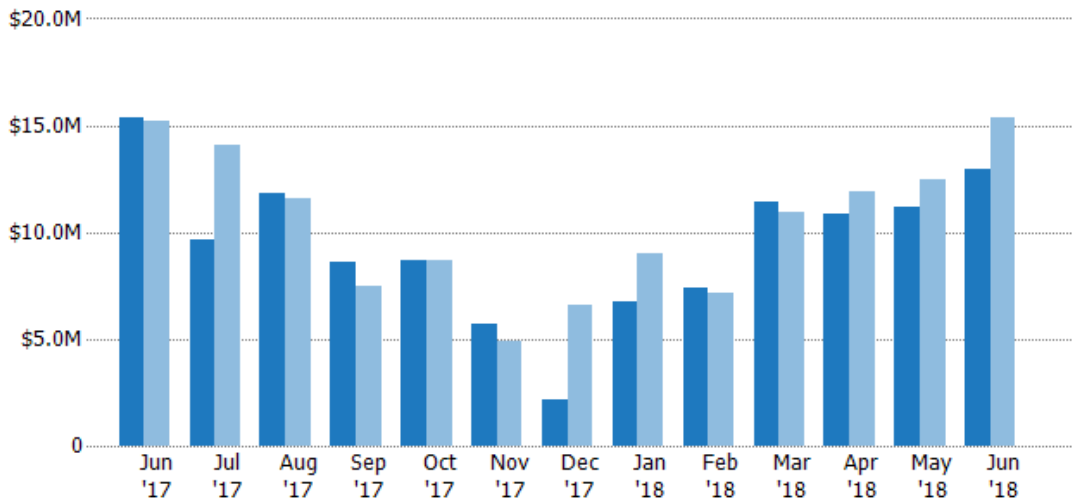
New Listing Volume

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.
Jun '18	\$12.9M	-15.6%
Jun '17	\$15.3M	0.7%
Jun '16	\$15.2M	-13.9%



Current Year	\$15.3M	\$9.65M	\$11.8M	\$8.62M	\$8.7M	\$5.71M	\$2.19M	\$6.76M	\$7.42M	\$11.4M	\$10.8M	\$11.2M	\$12.9M
Prior Year	\$15.2M	\$14.1M	\$11.6M	\$7.5M	\$8.72M	\$4.87M	\$6.61M	\$9.04M	\$7.17M	\$11M	\$11.9M	\$12.5M	\$15.3M
Percent Change from Prior Year	1%	-32%	2%	15%	0%	17%	-67%	-25%	4%	4%	-9%	-10%	-16%

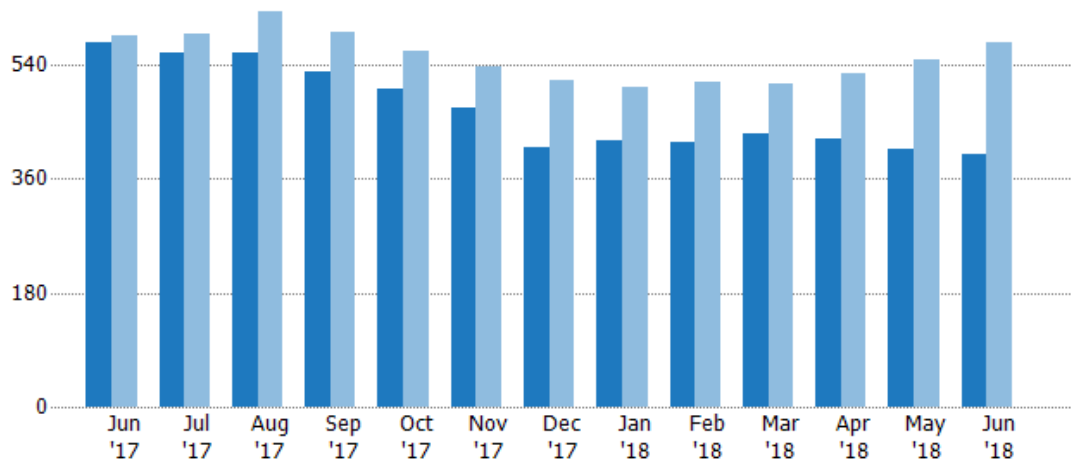
Active Listings

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.
Jun '18	400	-30.3%
Jun '17	574	-2%
Jun '16	586	-3.8%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	574	559	558	529	503	471	410	420	419	431	424	406	400
Prior Year	586	589	624	592	561	537	515	505	513	509	527	548	574
Percent Change from Prior Year	-2%	-5%	-11%	-11%	-10%	-12%	-20%	-17%	-18%	-15%	-20%	-26%	-30%

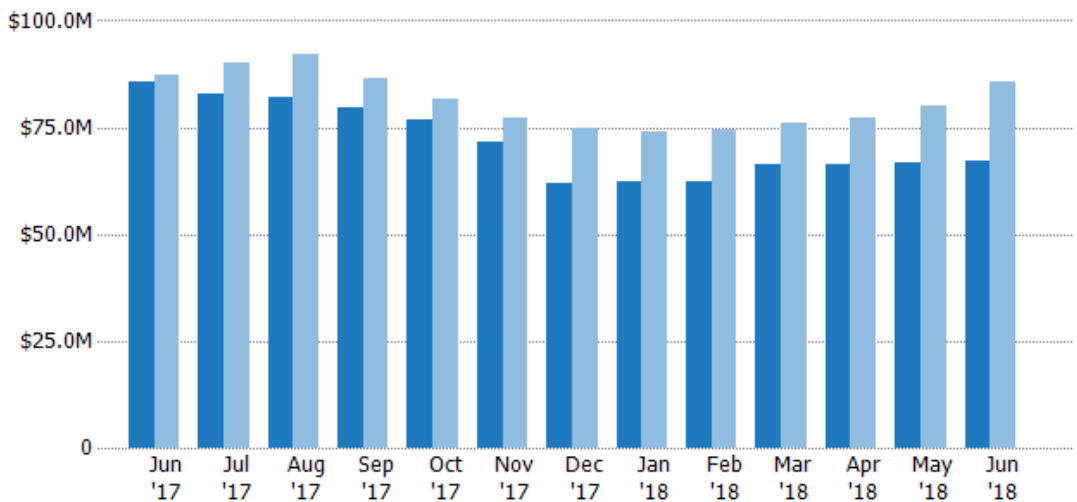
Active Listing Volume

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.
Jun '18	\$67M	-22%
Jun '17	\$85.9M	-1.7%
Jun '16	\$87.3M	-14.8%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	\$85.9M	\$82.8M	\$82.1M	\$79.8M	\$76.7M	\$71.4M	\$61.7M	\$62.4M	\$62.5M	\$66.3M	\$66.5M	\$66.6M	\$67M
Prior Year	\$87.3M	\$90M	\$92M	\$86.3M	\$81.6M	\$77.3M	\$74.7M	\$73.9M	\$74.6M	\$75.9M	\$77.1M	\$80.2M	\$85.9M
Percent Change from Prior Year	-2%	-8%	-11%	-8%	-6%	-8%	-17%	-16%	-16%	-13%	-14%	-17%	-22%

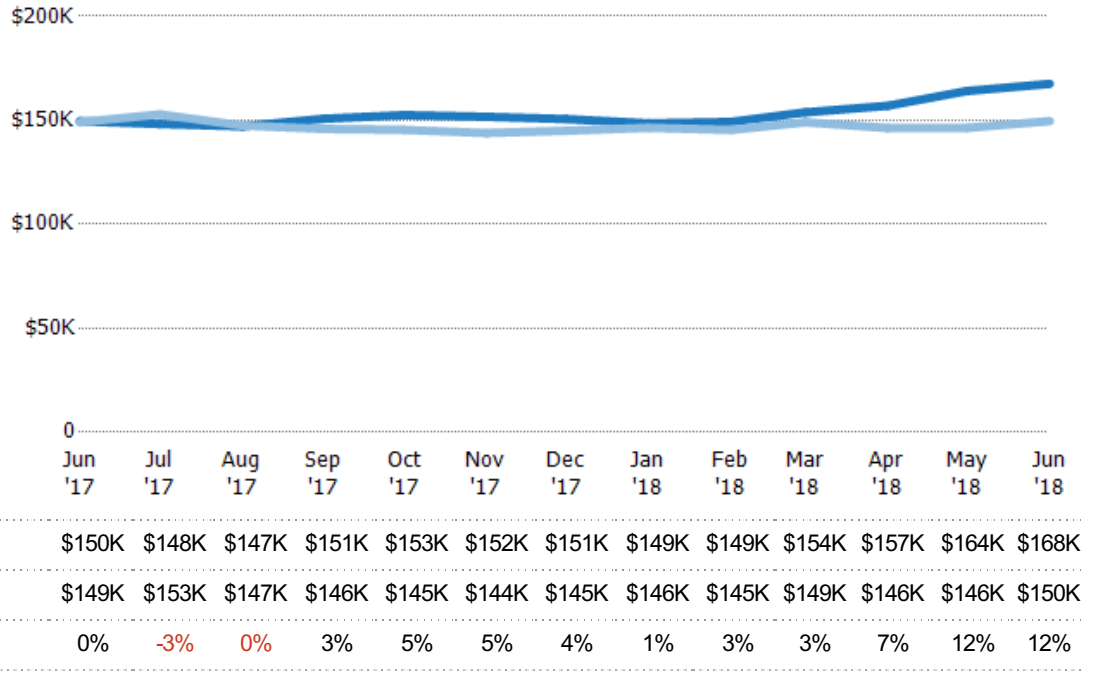
Average Listing Price

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.
Jun '18	\$168K	12%
Jun '17	\$150K	0.4%
Jun '16	\$149K	-11.5%



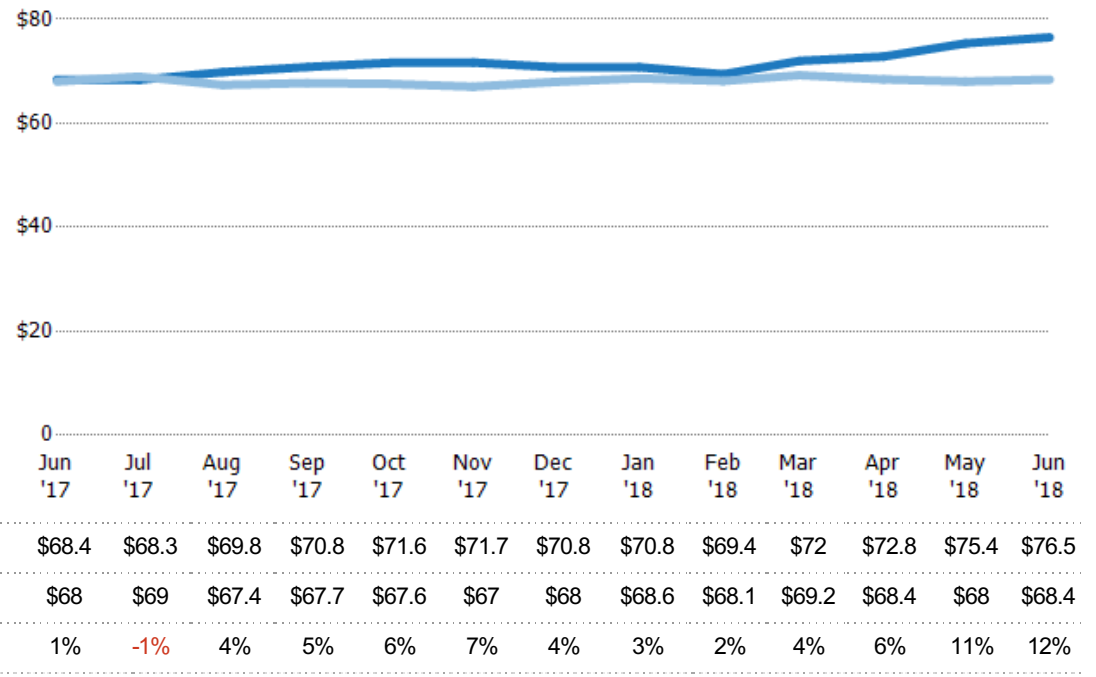
Average Listing Price per Sq Ft

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.
Jun '18	\$76.5	11.9%
Jun '17	\$68.4	0.5%
Jun '16	\$68	-3.6%

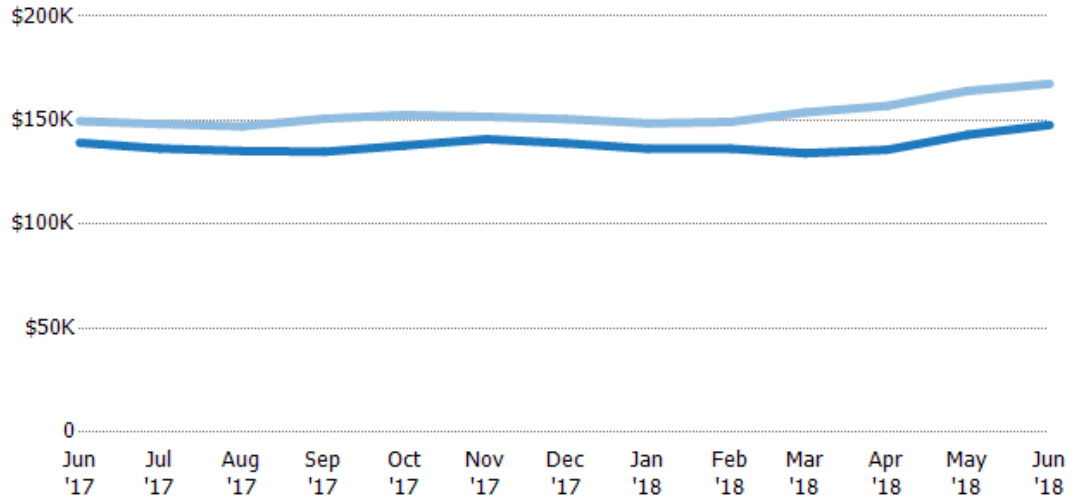


Average Listing Price vs Average Est Value

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



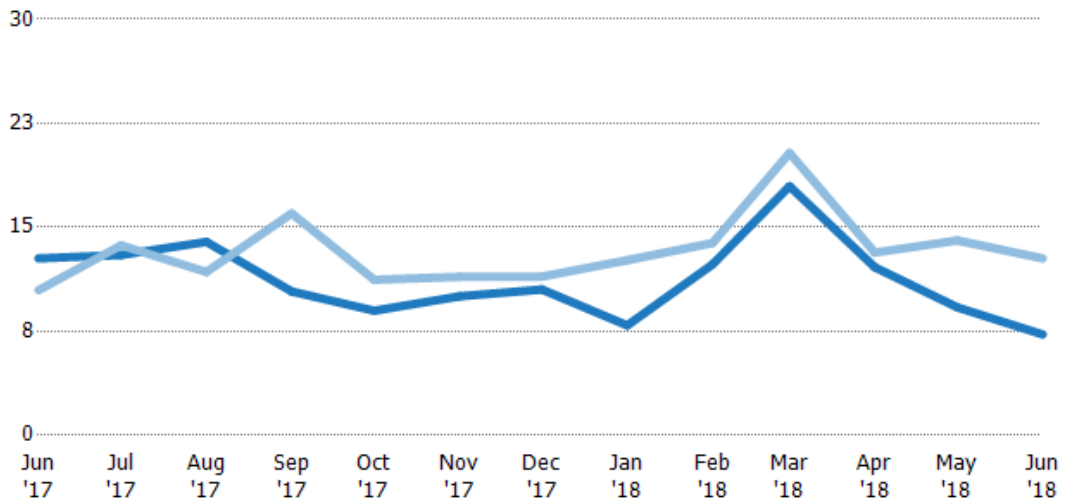
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg Est Value	\$139K	\$136K	\$135K	\$135K	\$138K	\$141K	\$139K	\$136K	\$136K	\$134K	\$136K	\$143K	\$148K
Avg Listing Price	\$150K	\$148K	\$147K	\$151K	\$153K	\$152K	\$151K	\$149K	\$149K	\$154K	\$157K	\$164K	\$168K
Avg Listing Price as a % of Avg Est Value	107%	109%	109%	112%	111%	108%	108%	109%	109%	115%	116%	115%	113%

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.
Jun '18	7.27	-43%
Jun '17	12.8	21.9%
Jun '16	10.5	19.8%

	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	12.8	13	14	10.4	8.98	10	10.5	7.92	12.3	18	12.1	9.23	7.27
Prior Year	10.5	13.7	11.8	16	11.2	11.4	11.4	12.6	13.9	20.4	13.2	14.1	12.8
Percent Change from Prior Year	22%	-5%	18%	-35%	-20%	-12%	-8%	-37%	-11%	-12%	-8%	-34%	-43%

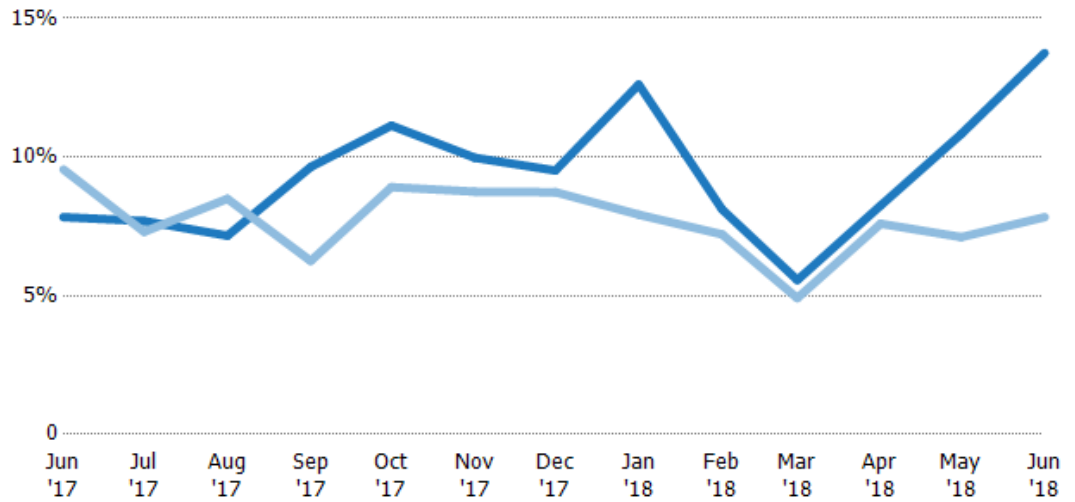
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Jun '18	14%	-5.9%
Jun '17	8%	1.7%
Jun '16	10%	-16.5%

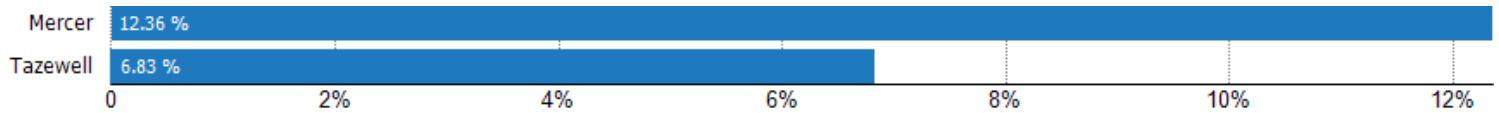


	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	8%	8%	7%	10%	11%	10%	10%	13%	8%	6%	8%	11%	14%
Prior Year	10%	7%	8%	6%	9%	9%	9%	8%	7%	5%	8%	7%	8%
Change from Prior Year	2%	0%	1%	-3%	-2%	-1%	-1%	-5%	-1%	-1%	-1%	-4%	-6%

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



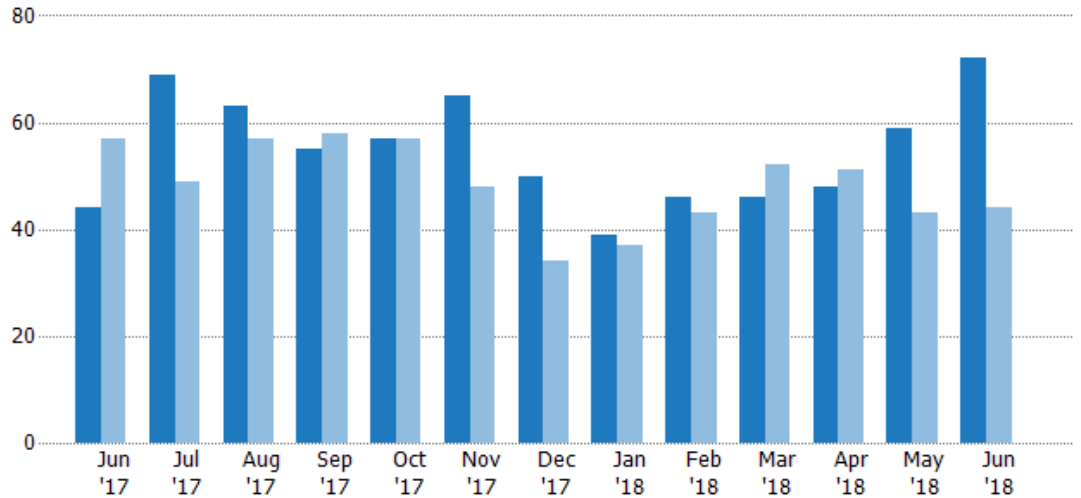
Pending Sales

The number of 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.
Jun '18	72	63.6%
Jun '17	44	-22.8%
Jun '16	57	-33.3%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	44	69	63	55	57	65	50	39	46	46	48	59	72
Prior Year	57	49	57	58	57	48	34	37	43	52	51	43	44
Percent Change from Prior Year	-23%	41%	11%	-5%	0%	35%	47%	5%	7%	-12%	-6%	37%	64%

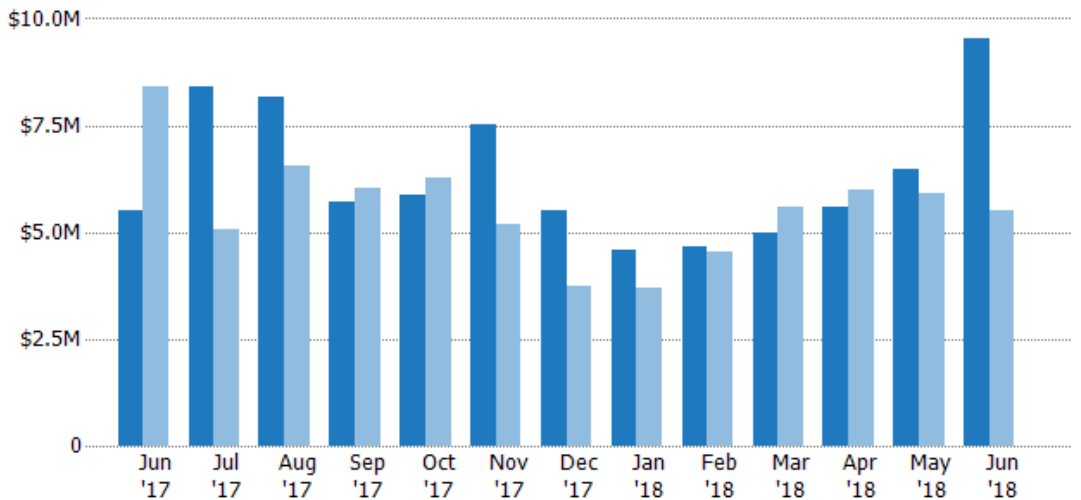
Pending Sales Volume

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.
Jun '18	\$9.54M	73.6%
Jun '17	\$5.5M	-34.5%
Jun '16	\$8.39M	-40.7%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	\$5.5M	\$8.43M	\$8.15M	\$5.71M	\$5.87M	\$7.5M	\$5.51M	\$4.57M	\$4.67M	\$4.97M	\$5.58M	\$6.48M	\$9.54M
Prior Year	\$8.39M	\$5.05M	\$6.55M	\$6.04M	\$6.27M	\$5.2M	\$3.72M	\$3.69M	\$4.52M	\$5.6M	\$6M	\$5.92M	\$5.5M
Percent Change from Prior Year	-34%	67%	24%	-5%	-6%	44%	48%	24%	3%	-11%	-7%	9%	74%

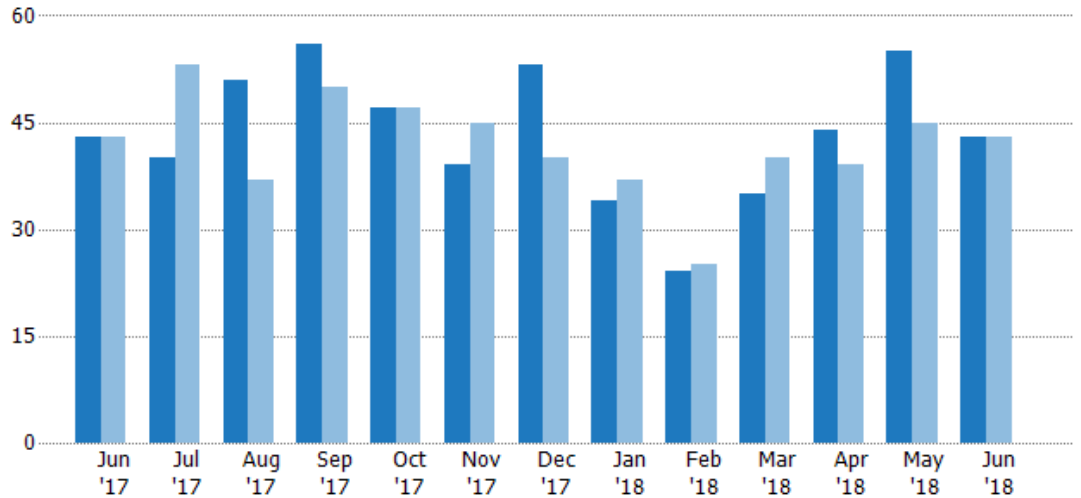
Closed Sales

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.
Jun '18	43	0%
Jun '17	43	0%
Jun '16	43	11.6%



Current Year	43	40	51	56	47	39	53	34	24	35	44	55	43
Prior Year	43	53	37	50	47	45	40	37	25	40	39	45	43
Percent Change from Prior Year	0%	-25%	38%	12%	0%	-13%	33%	-8%	-4%	-13%	13%	22%	0%

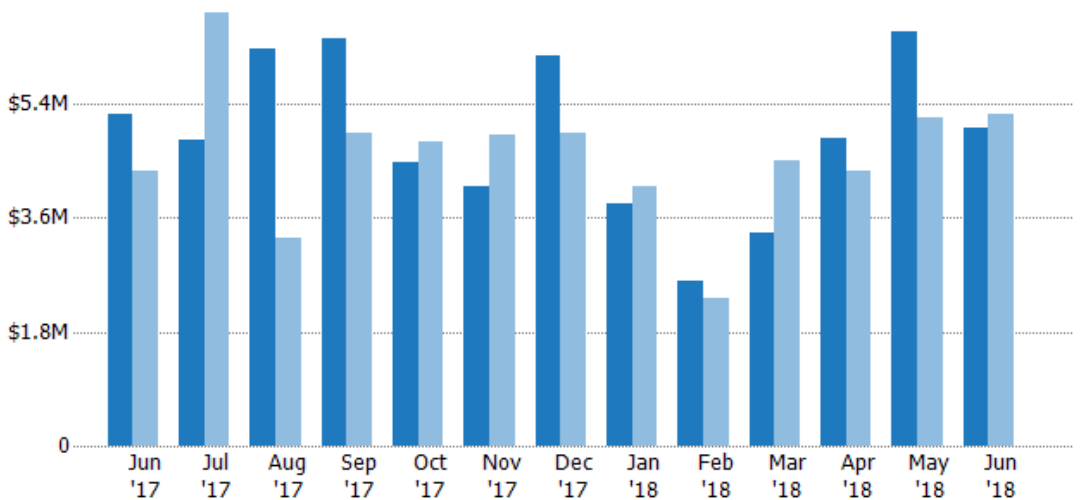
Closed Sales Volume

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.
Jun '18	\$5.01M	-4.2%
Jun '17	\$5.23M	20.7%
Jun '16	\$4.34M	31.1%



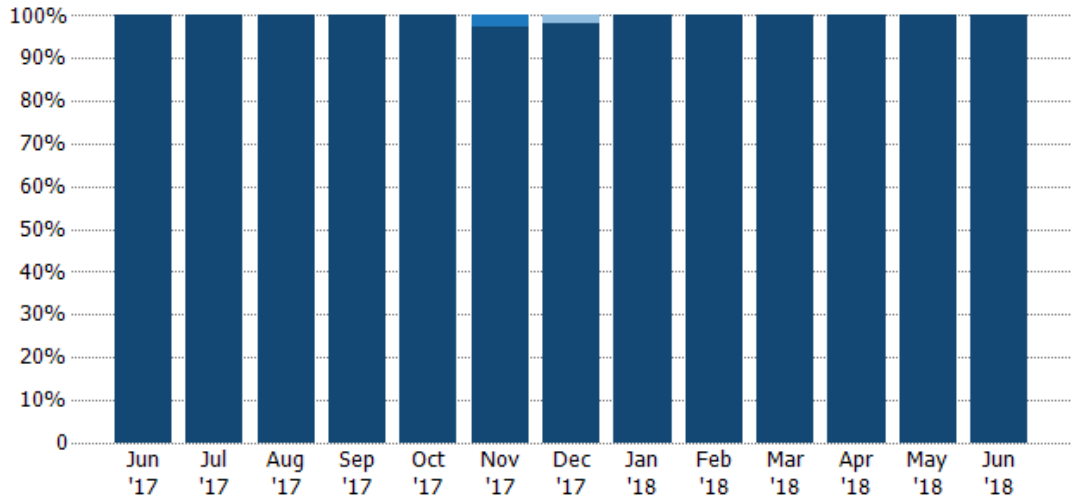
Current Year	\$5.23M	\$4.83M	\$6.27M	\$6.42M	\$4.48M	\$4.1M	\$6.17M	\$3.84M	\$2.59M	\$3.37M	\$4.85M	\$6.53M	\$5.01M
Prior Year	\$4.34M	\$6.83M	\$3.29M	\$4.93M	\$4.8M	\$4.92M	\$4.94M	\$4.11M	\$2.32M	\$4.49M	\$4.34M	\$5.17M	\$5.23M
Percent Change from Prior Year	21%	-29%	90%	30%	-7%	-17%	25%	-7%	12%	-25%	12%	26%	-4%

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

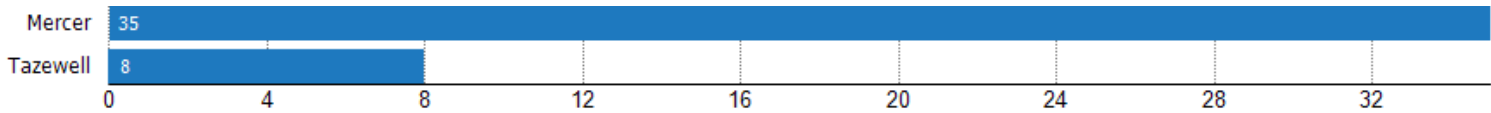


Property Type	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Other	-	-	-	-	-	-	2%	-	-	-	-	-	-
Multifamily/Multiplex	-	-	-	-	-	3%	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	97%	98%	100%	100%	100%	100%	100%	100%

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

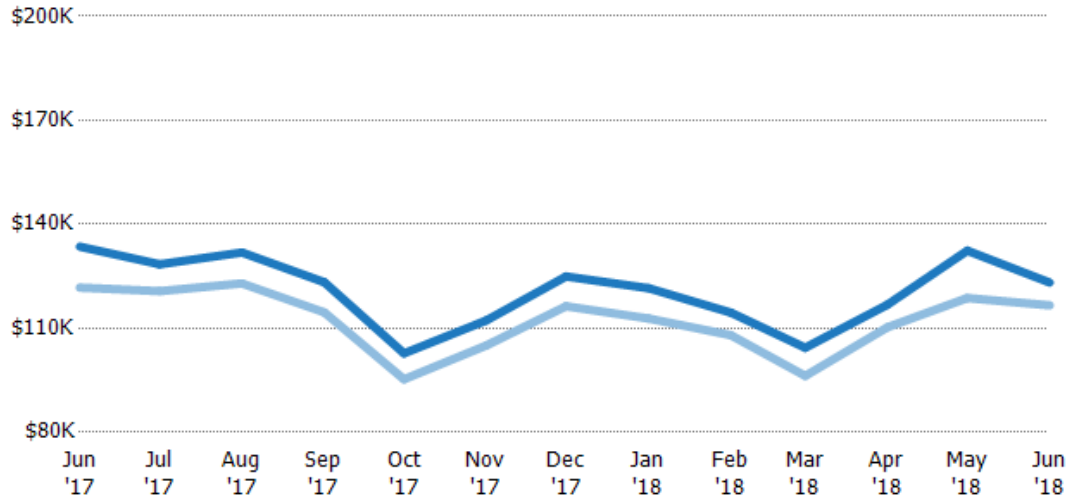


Average Sales Price vs Average Listing Price

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



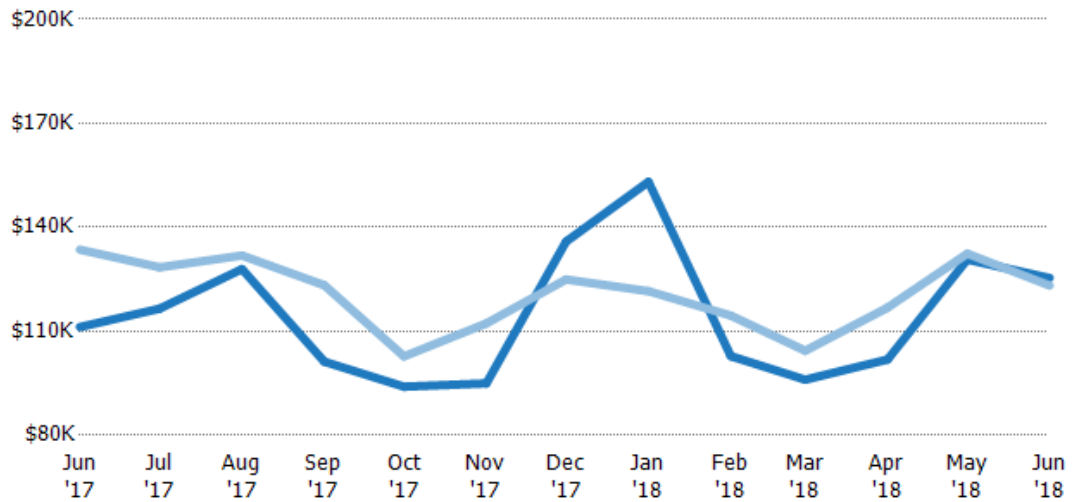
Avg List Price	\$134K	\$128K	\$132K	\$123K	\$103K	\$112K	\$125K	\$122K	\$115K	\$104K	\$117K	\$132K	\$123K
Avg Sales Price	\$122K	\$121K	\$123K	\$115K	\$95.3K	\$105K	\$116K	\$113K	\$108K	\$96.3K	\$110K	\$119K	\$117K
Avg Sales Price as a % of Avg List Price	91%	94%	93%	93%	93%	94%	93%	93%	94%	92%	94%	90%	95%

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	\$111K	\$117K	\$128K	\$101K	\$94K	\$95K	\$136K	\$153K	\$103K	\$96K	\$102K	\$131K	\$125K
Avg Sales Price	\$134K	\$128K	\$132K	\$123K	\$103K	\$112K	\$125K	\$122K	\$115K	\$104K	\$117K	\$132K	\$123K
Avg Sales Price as a % of Avg Est Value	120%	110%	103%	122%	109%	118%	92%	79%	111%	109%	115%	101%	98%

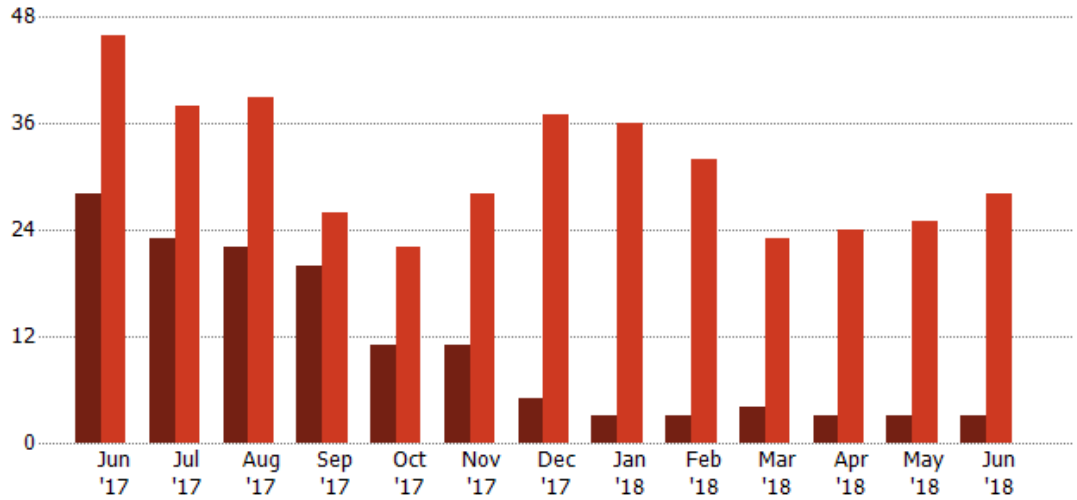
Distressed Listings

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.
Jun '18	3	-89.3%
Jun '17	28	-39.1%
Jun '16	46	-23.9%



Current Year	28	23	22	20	11	11	5	3	3	4	3	3	3
Prior Year	46	38	39	26	22	28	37	36	32	23	24	25	28
Percent Change from Prior Year	-39%	-39%	-44%	-23%	-50%	-61%	-86%	-92%	-91%	-83%	-88%	-88%	-89%

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: 07/09/2018

Scheduled: Yes

Report Date Range: From 6/2017 To: 6/2018

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 6/2018 data

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