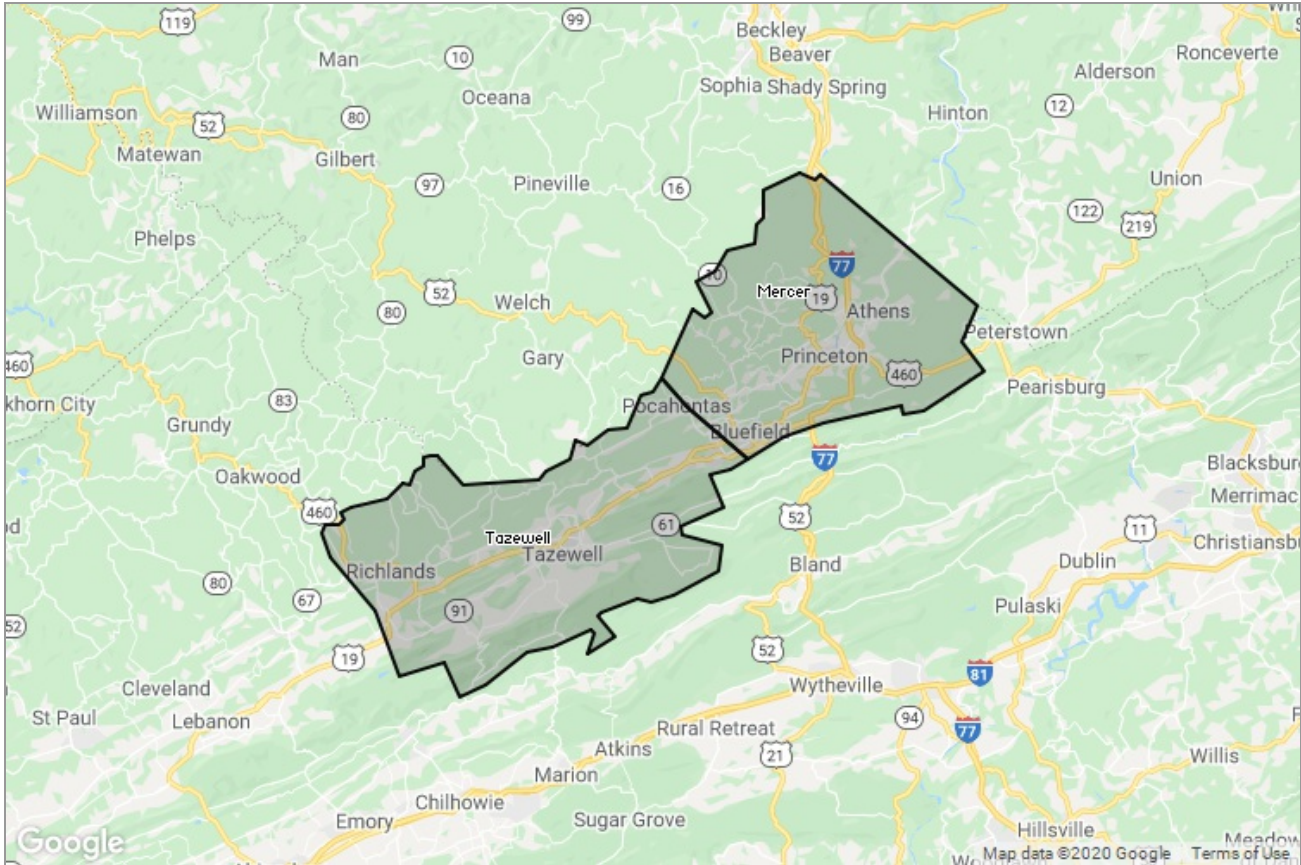




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
6/2019 – 6/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 07/06/2020

Scheduled: No

Presented by

Mercer-Tazewell County Board of REALTORS®

(304) 487-3443

Other: <http://www.mtcbrmls.com/>

1460 Main St
Box 3
Princeton, WV 24740

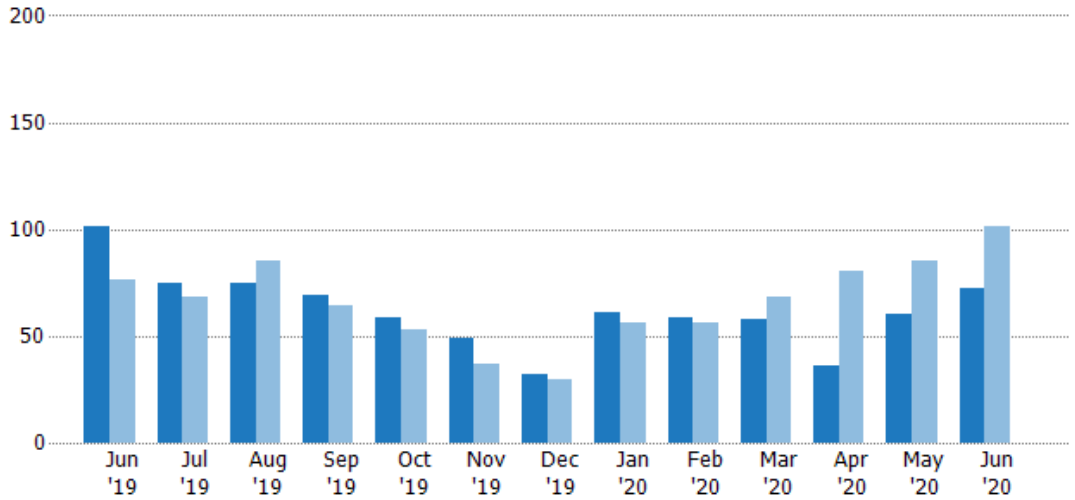
New Listings

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.
Jun '20	72	-28.7%
Jun '19	101	32.9%
Jun '18	76	36.8%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	101	75	75	69	59	49	32	61	59	58	36	60	72
Prior Year	76	68	85	64	53	37	30	56	56	68	80	85	101
Percent Change from Prior Year	33%	10%	-12%	8%	11%	32%	7%	9%	5%	-15%	-55%	-29%	-29%

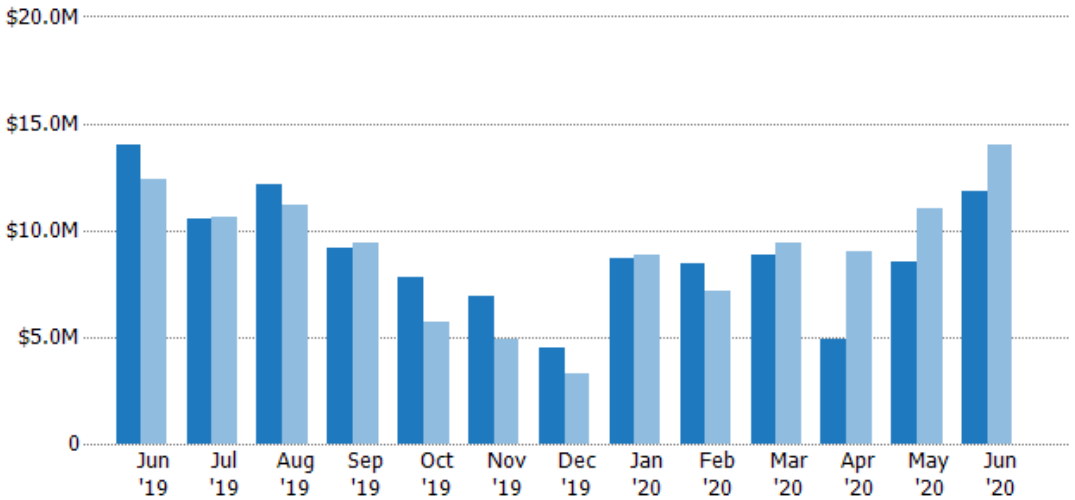
New Listing Volume

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.
Jun '20	\$11.8M	-15.7%
Jun '19	\$14M	13.3%
Jun '18	\$12.4M	20.2%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$14M	\$10.5M	\$12.1M	\$9.18M	\$7.83M	\$6.89M	\$4.46M	\$8.7M	\$8.41M	\$8.82M	\$4.93M	\$8.53M	\$11.8M
Prior Year	\$12.4M	\$10.6M	\$11.1M	\$9.45M	\$5.69M	\$4.93M	\$3.3M	\$8.87M	\$7.17M	\$9.39M	\$8.99M	\$11M	\$14M
Percent Change from Prior Year	13%	-1%	9%	-3%	38%	40%	35%	-2%	17%	-6%	-45%	-22%	-16%

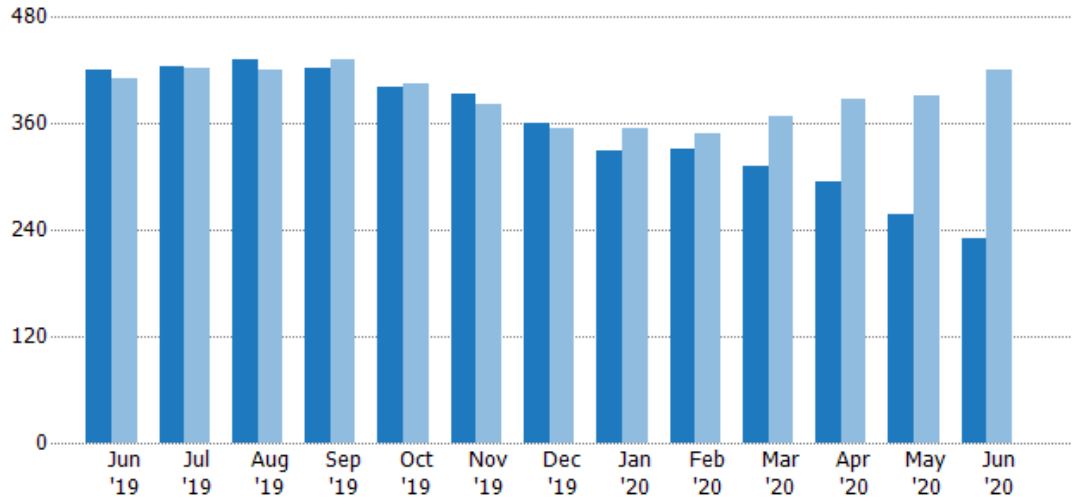
Active Listings

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.
Jun '20	231	-45%
Jun '19	420	2.4%
Jun '18	410	19%



Current Year	420	425	432	423	401	394	361	330	332	312	294	258	231
Prior Year	410	423	421	433	405	381	354	355	348	368	387	392	420
Percent Change from Prior Year	2%	0%	3%	-2%	-1%	3%	2%	-7%	-5%	-15%	-24%	-34%	-45%

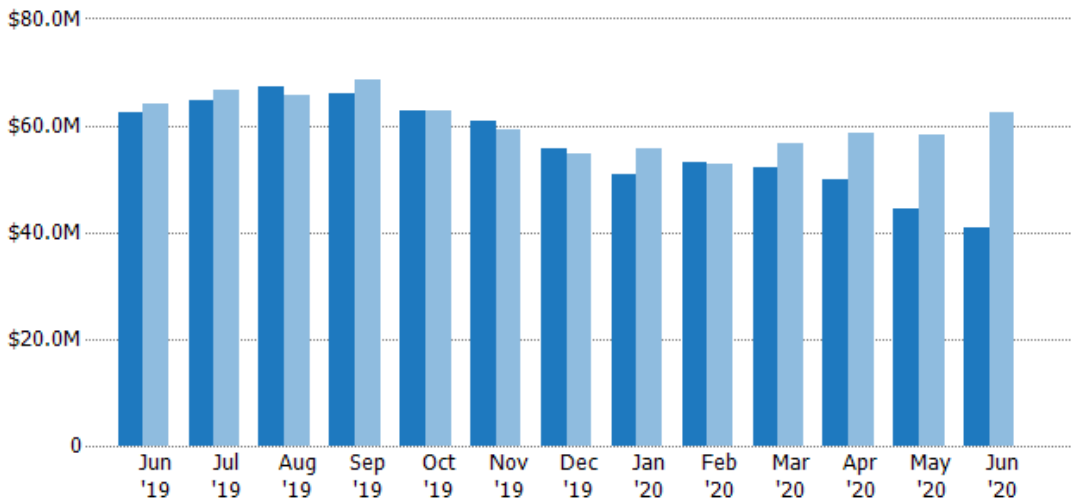
Active Listing Volume

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.
Jun '20	\$40.9M	-34.6%
Jun '19	\$62.5M	-2.6%
Jun '18	\$64.2M	11.8%



Current Year	\$62.5M	\$64.7M	\$67.1M	\$66M	\$62.6M	\$60.7M	\$55.5M	\$50.7M	\$53.2M	\$52M	\$49.8M	\$44.5M	\$40.9M
Prior Year	\$64.2M	\$66.5M	\$65.8M	\$68.5M	\$62.7M	\$59.3M	\$54.8M	\$55.7M	\$52.9M	\$56.6M	\$58.4M	\$58.3M	\$62.5M
Percent Change from Prior Year	-3%	-3%	2%	-4%	0%	2%	1%	-9%	1%	-8%	-15%	-24%	-35%

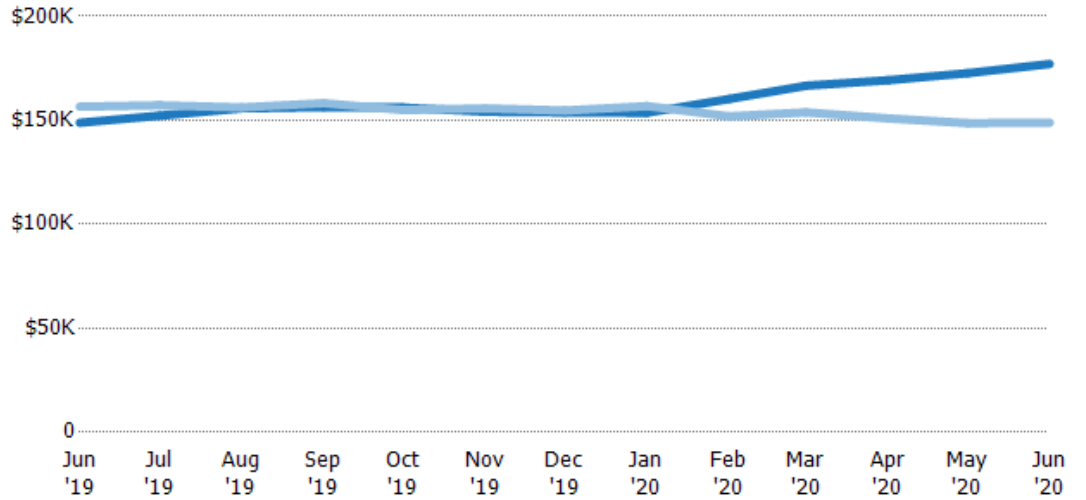
Average Listing Price

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.
Jun '20	\$177K	19%
Jun '19	\$149K	-4.9%
Jun '18	\$157K	-6.1%



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$149K	\$152K	\$156K	\$156K	\$156K	\$154K	\$154K	\$154K	\$160K	\$167K	\$169K	\$173K	\$177K
Prior Year	\$157K	\$157K	\$156K	\$158K	\$155K	\$156K	\$155K	\$157K	\$152K	\$154K	\$151K	\$149K	\$149K
Percent Change from Prior Year	-5%	-3%	0%	-1%	1%	-1%	-1%	-2%	5%	8%	12%	16%	19%

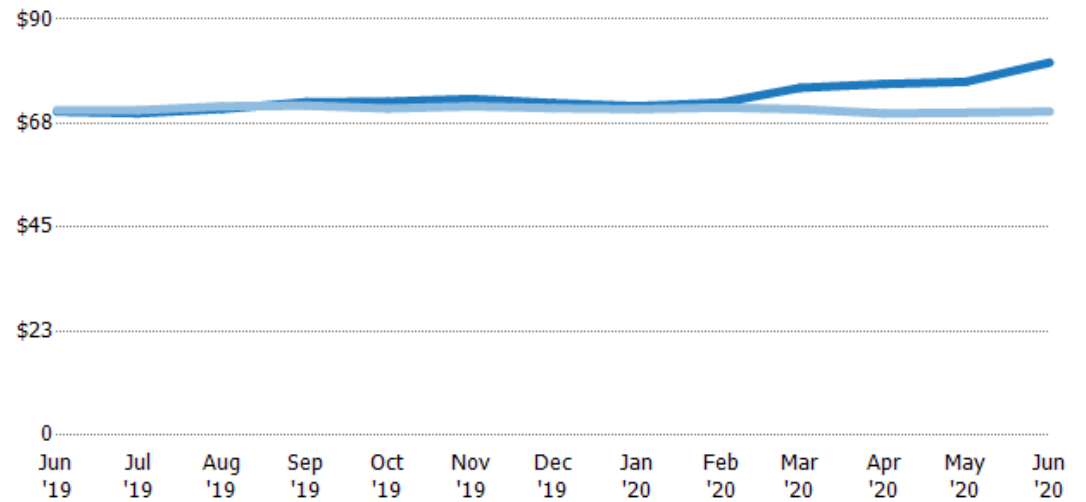
Average Listing Price per Sq Ft

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 '20	\$80.6	15.2%
Jun '19	\$70	-0.5%
Jun '18	\$70.3	-4.1%



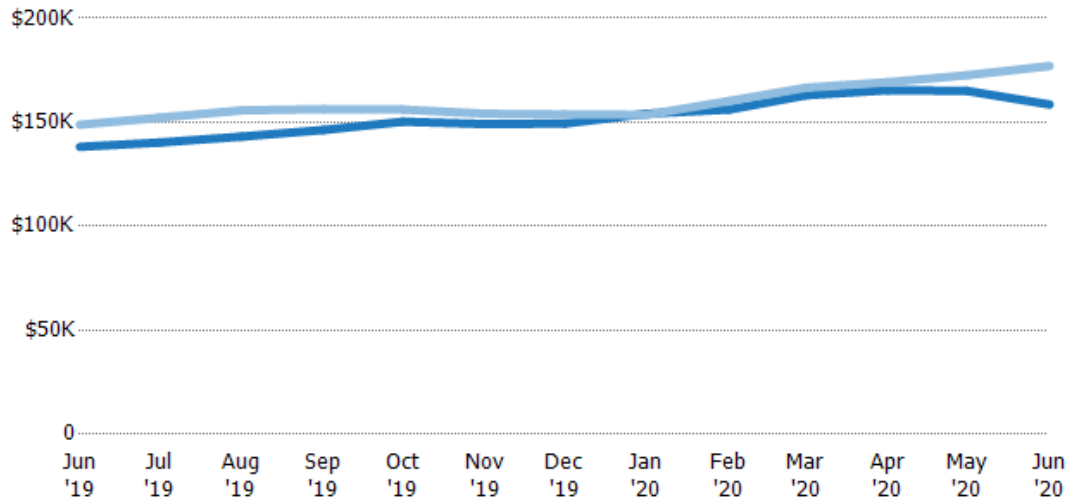
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Current Year	\$70	\$69.7	\$70.6	\$72.1	\$72.2	\$72.8	\$71.9	\$71.2	\$72	\$75.2	\$76	\$76.5	\$80.6
Prior Year	\$70.3	\$70.3	\$71.2	\$71.3	\$70.7	\$71.2	\$70.8	\$70.6	\$70.9	\$70.5	\$69.6	\$69.8	\$70
Percent Change from Prior Year	0%	-1%	-1%	1%	2%	2%	2%	1%	1%	7%	9%	10%	15%

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



Avg Est Value	\$138K	\$140K	\$143K	\$146K	\$150K	\$149K	\$149K	\$154K	\$156K	\$163K	\$165K	\$165K	\$159K
Avg Listing Price	\$149K	\$152K	\$156K	\$156K	\$156K	\$154K	\$154K	\$154K	\$160K	\$167K	\$169K	\$173K	\$177K
Avg Listing Price as a % of Avg Est Value	108%	109%	109%	107%	104%	103%	103%	100%	103%	102%	102%	105%	112%

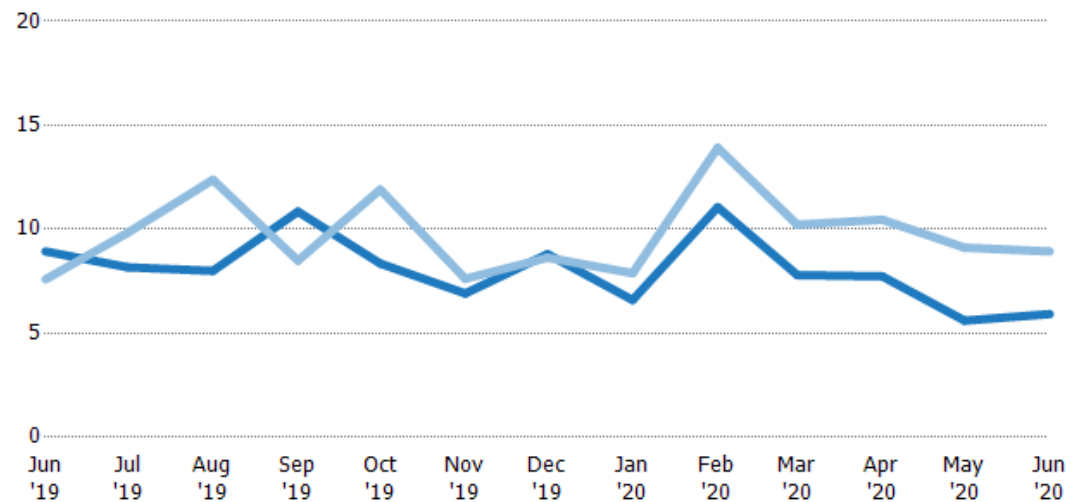
Months of Inventory

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 '20	5.92	-33.7%
Jun '19	8.94	17.7%
Jun '18	7.59	60.7%



Current Year	8.94	8.17	8	10.8	8.35	6.91	8.8	6.6	11.1	7.8	7.74	5.61	5.92
Prior Year	7.59	9.84	12.4	8.49	11.9	7.62	8.63	7.89	13.9	10.2	10.5	9.12	8.94
Percent Change from Prior Year	18%	-17%	-35%	28%	-30%	-9%	2%	-16%	-20%	-24%	-26%	-38%	-34%

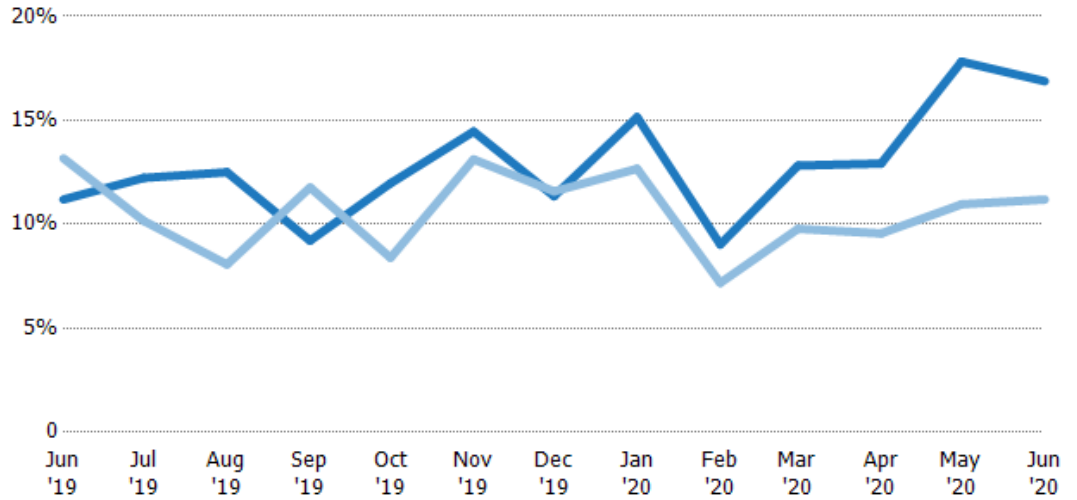
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Jun '20	17%	-5.7%
Jun '19	11%	2%
Jun '18	13%	-37.8%

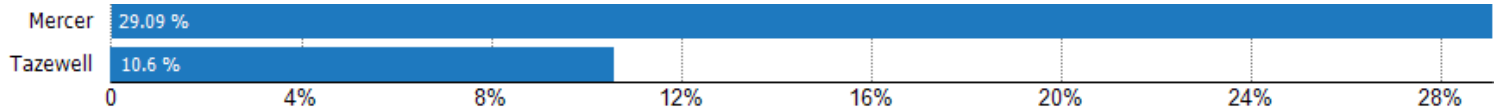


Current Year	11%	12%	13%	9%	12%	14%	11%	15%	9%	13%	13%	18%	17%
Prior Year	13%	10%	8%	12%	8%	13%	12%	13%	7%	10%	10%	11%	11%
Change from Prior Year	2%	-2%	-4%	3%	-4%	-1%	0%	-2%	-2%	-3%	-3%	-7%	-6%

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



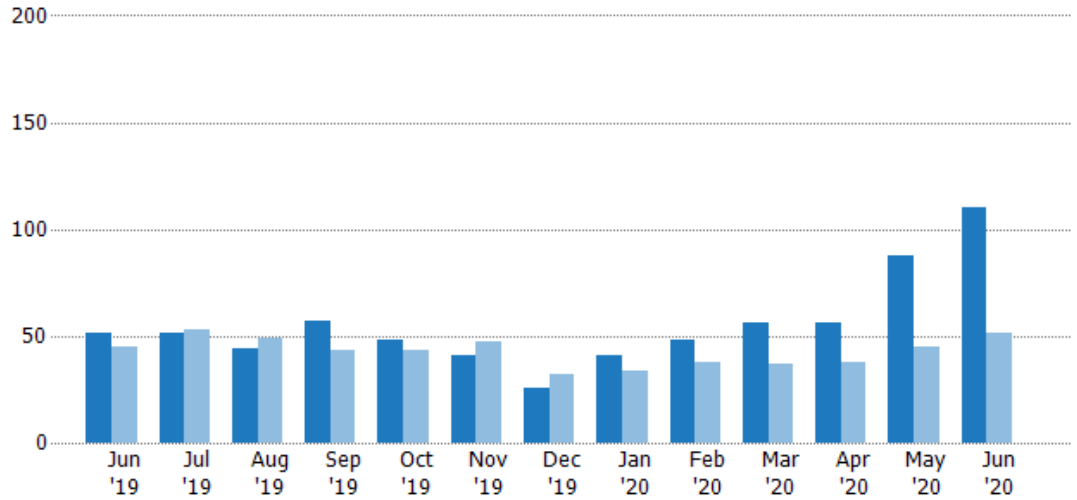
Pending Sales

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.
Jun '20	110	115.7%
Jun '19	51	13.3%
Jun '18	45	-8.9%



Current Year	51	51	44	57	48	41	26	41	48	56	56	88	110
Prior Year	45	53	49	43	43	47	32	34	38	37	38	45	51
Percent Change from Prior Year	13%	-4%	-10%	33%	12%	-13%	-19%	21%	26%	51%	47%	96%	116%

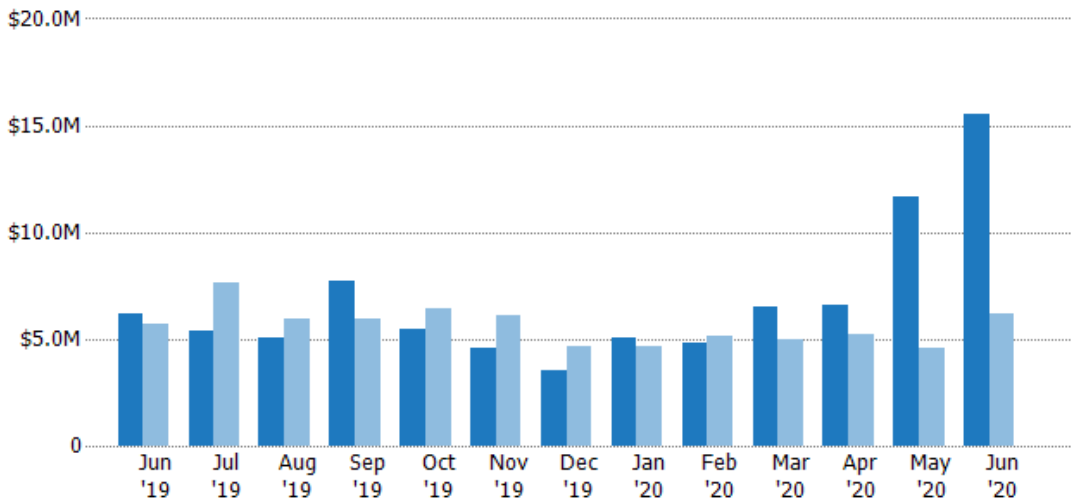
Pending Sales Volume

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.
Jun '20	\$15.6M	150.1%
Jun '19	\$6.22M	9.7%
Jun '18	\$5.67M	-15.9%



Current Year	\$6.22M	\$5.42M	\$5.05M	\$7.71M	\$5.48M	\$4.57M	\$3.5M	\$5.06M	\$4.83M	\$6.48M	\$6.58M	\$11.7M	\$15.6M
Prior Year	\$5.67M	\$7.61M	\$5.96M	\$5.91M	\$6.4M	\$6.09M	\$4.62M	\$4.66M	\$5.17M	\$4.99M	\$5.24M	\$4.54M	\$6.22M
Percent Change from Prior Year	10%	-29%	-15%	30%	-14%	-25%	-24%	9%	-7%	30%	25%	157%	150%

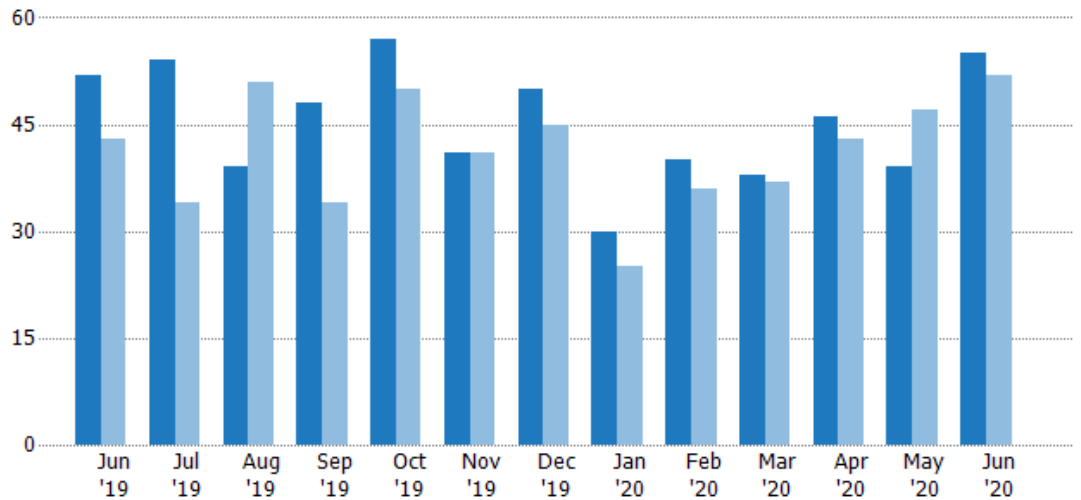
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Jun '20	55	5.8%
Jun '19	52	20.9%
Jun '18	43	-11.6%



Current Year	52	54	39	48	57	41	50	30	40	38	46	39	55
Prior Year	43	34	51	34	50	41	45	25	36	37	43	47	52
Percent Change from Prior Year	21%	59%	-24%	41%	14%	0%	11%	20%	11%	3%	7%	-17%	6%

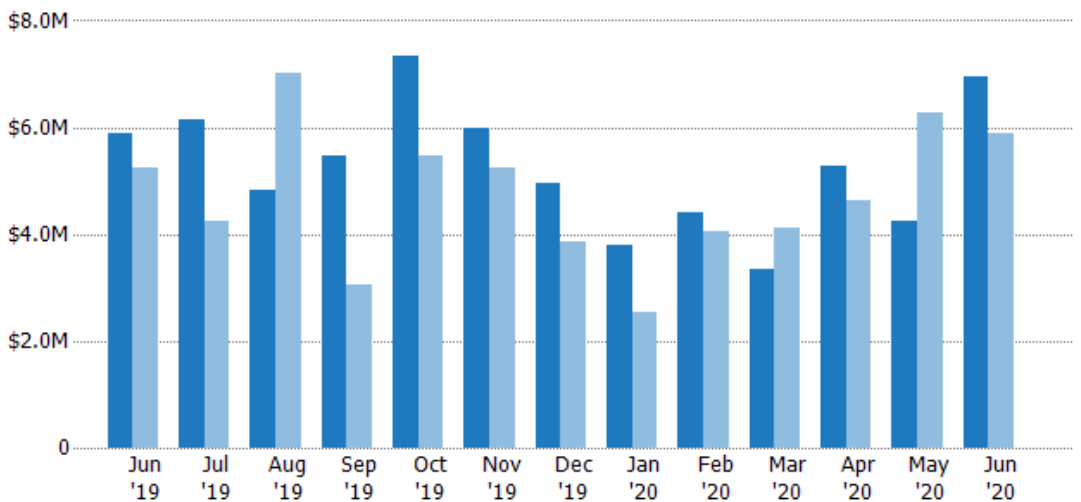
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

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

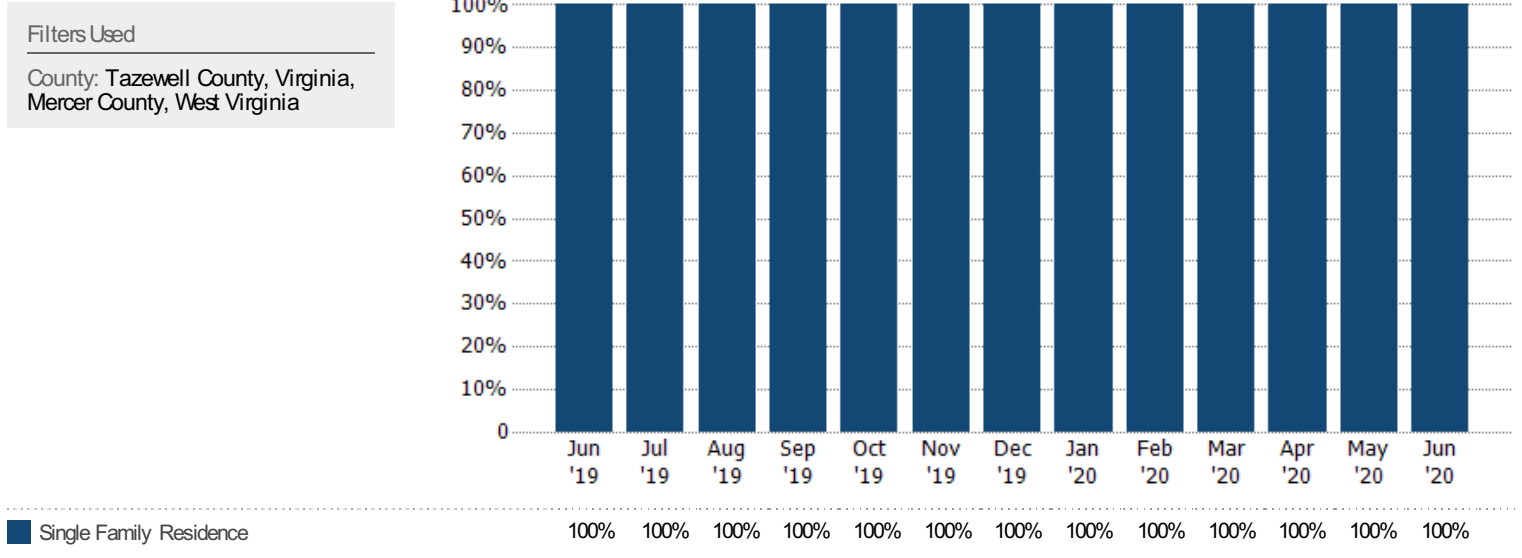
Month/ Year	Volume	% Chg.
Jun '20	\$6.94M	17.8%
Jun '19	\$5.89M	12.6%
Jun '18	\$5.23M	-17.5%



Current Year	\$5.89M	\$6.13M	\$4.83M	\$5.47M	\$7.34M	\$5.98M	\$4.94M	\$3.8M	\$4.4M	\$3.33M	\$5.29M	\$4.24M	\$6.94M
Prior Year	\$5.23M	\$4.25M	\$7.02M	\$3.07M	\$5.46M	\$5.25M	\$3.86M	\$2.54M	\$4.05M	\$4.13M	\$4.62M	\$6.28M	\$5.89M
Percent Change from Prior Year	13%	44%	-31%	78%	34%	14%	28%	50%	9%	-19%	14%	-33%	18%

Closed Sales by Property Type

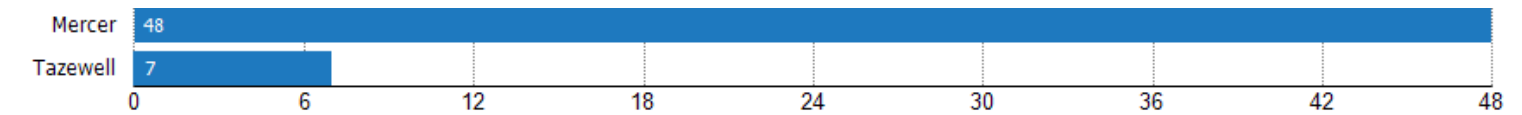
The percentage of residential properties sold each month by property type.



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



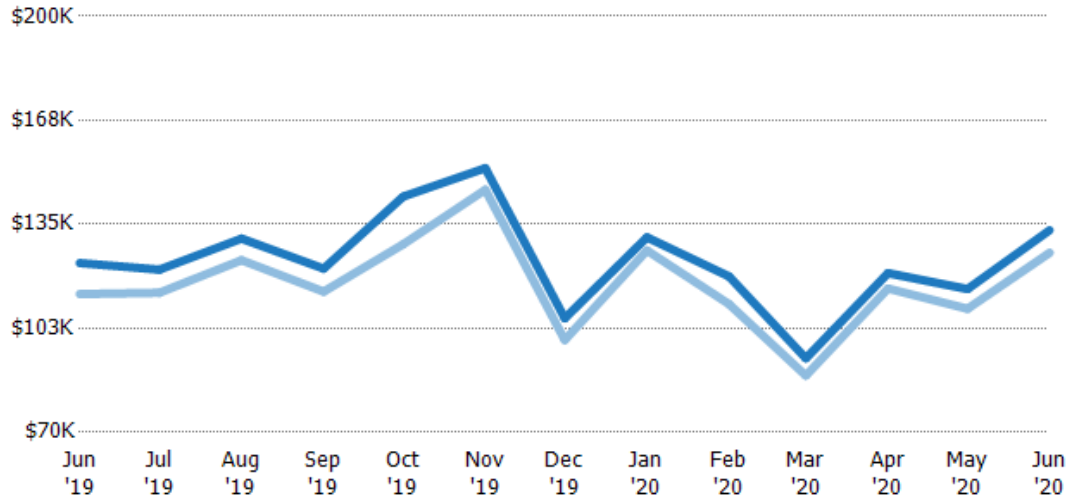


Average Sales Price vs Average Listing Price

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



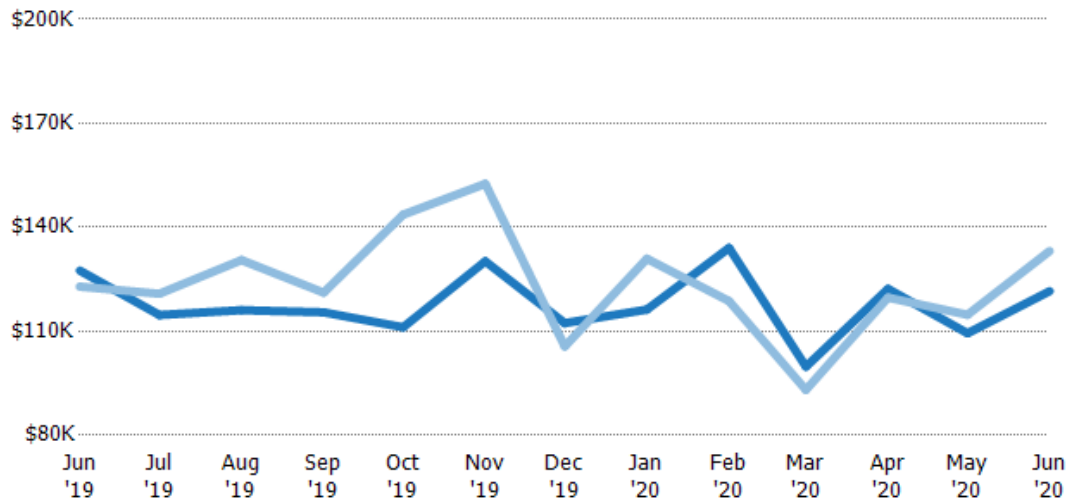
	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg List Price	\$123K	\$121K	\$131K	\$121K	\$144K	\$153K	\$106K	\$131K	\$119K	\$93.1K	\$120K	\$115K	\$133K
Avg Sales Price	\$113K	\$114K	\$124K	\$114K	\$129K	\$146K	\$98.8K	\$127K	\$110K	\$87.7K	\$115K	\$109K	\$126K
Avg Sales Price as a % of Avg List Price	92%	94%	95%	94%	90%	96%	94%	97%	93%	94%	96%	95%	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



	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
Avg Est Value	\$128K	\$115K	\$116K	\$115K	\$111K	\$130K	\$112K	\$116K	\$134K	\$100K	\$122K	\$109K	\$122K
Avg Sales Price	\$123K	\$121K	\$131K	\$121K	\$144K	\$153K	\$106K	\$131K	\$119K	\$93.1K	\$120K	\$115K	\$133K
Avg Sales Price as a % of Avg Est Value	96%	105%	112%	105%	129%	117%	94%	113%	89%	93%	98%	105%	110%

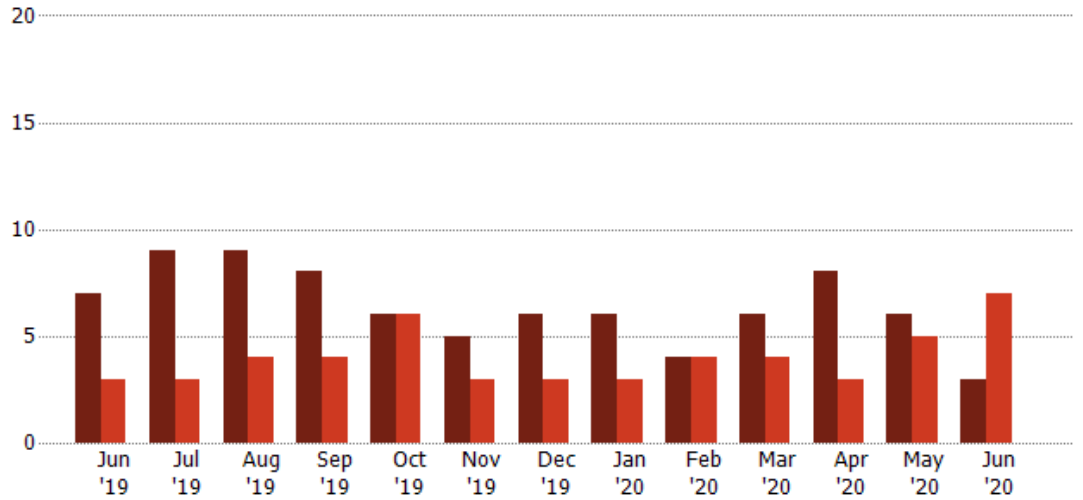
Distressed Listings

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.
Jun '20	3	-57.1%
Jun '19	7	133.3%
Jun '18	3	533.3%



Current Year	7	9	9	8	6	5	6	6	4	6	8	6	3
Prior Year	3	3	4	4	6	3	3	3	4	4	3	5	7
Percent Change from Prior Year	133%	200%	125%	100%	0%	67%	100%	100%	0%	50%	167%	20%	-57%

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: 07/06/2020

Scheduled: No

Report Date Range: From 6/2019 To: 6/2020

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 6/2020 data

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