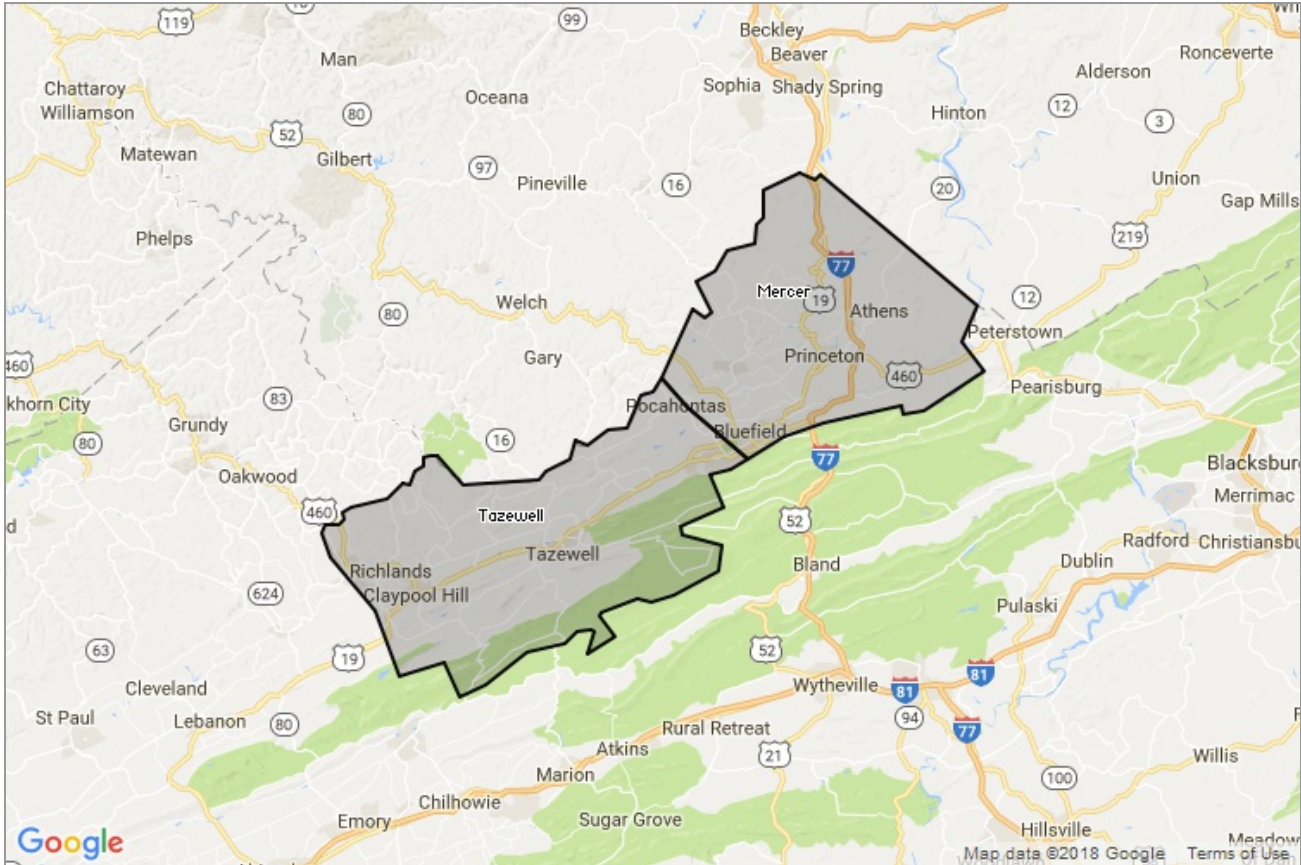




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
3/2017 – 3/2018

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 04/06/2018

**Scheduled:** Yes

Presented by

**Mercer-Tazewell County Board of REALTORS®**

(304) 487-3443

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

1460 Main St  
Box 3  
Princeton, WV 24740

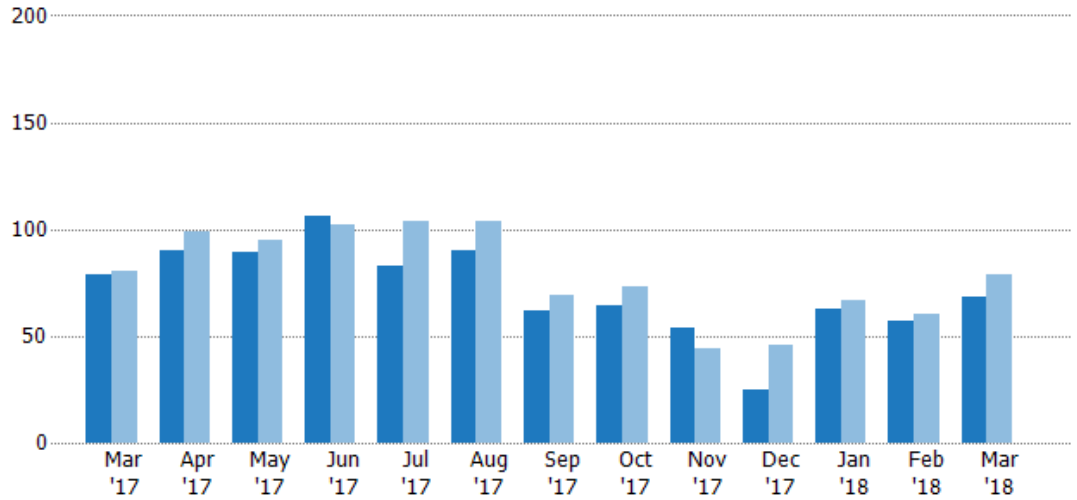
## New Listings

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.
Mar '18	68	-13.9%
Mar '17	79	-1.3%
Mar '16	80	3.8%



Current Year	79	90	89	106	83	90	62	64	54	25	63	57	68
Prior Year	80	99	95	102	104	104	69	73	44	46	67	60	79
Percent Change from Prior Year	-1%	-9%	-6%	4%	-20%	-13%	-10%	-12%	23%	-46%	-6%	-5%	-14%

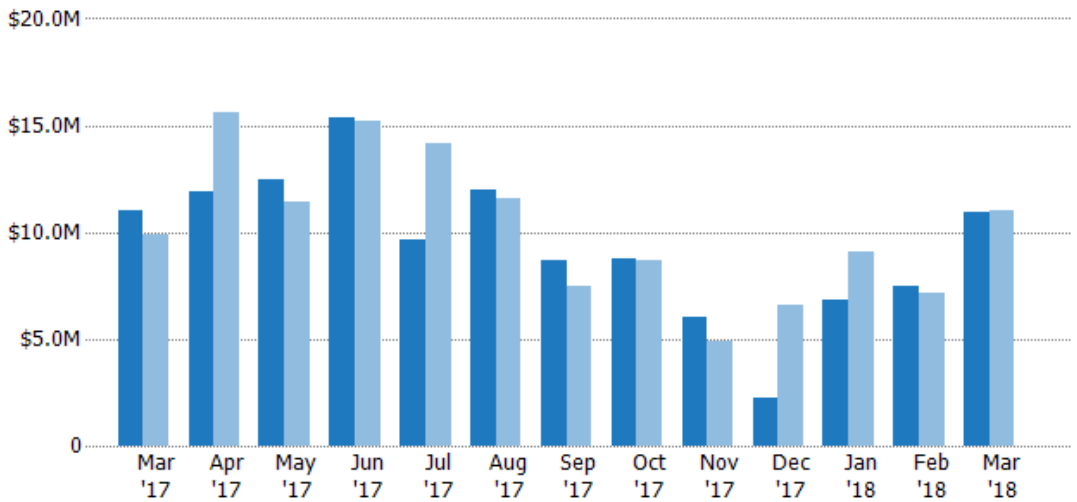
## New Listing Volume

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.
Mar '18	\$10.9M	-0.7%
Mar '17	\$11M	10.8%
Mar '16	\$9.91M	28.8%



Current Year	\$11M	\$11.9M	\$12.4M	\$15.4M	\$9.68M	\$12M	\$8.66M	\$8.72M	\$6.06M	\$2.23M	\$6.85M	\$7.5M	\$10.9M
Prior Year	\$9.91M	\$15.6M	\$11.4M	\$15.2M	\$14.1M	\$11.6M	\$7.5M	\$8.72M	\$4.87M	\$6.61M	\$9.05M	\$7.17M	\$11M
Percent Change from Prior Year	11%	-23%	9%	1%	-32%	3%	15%	0%	25%	-66%	-24%	5%	-1%

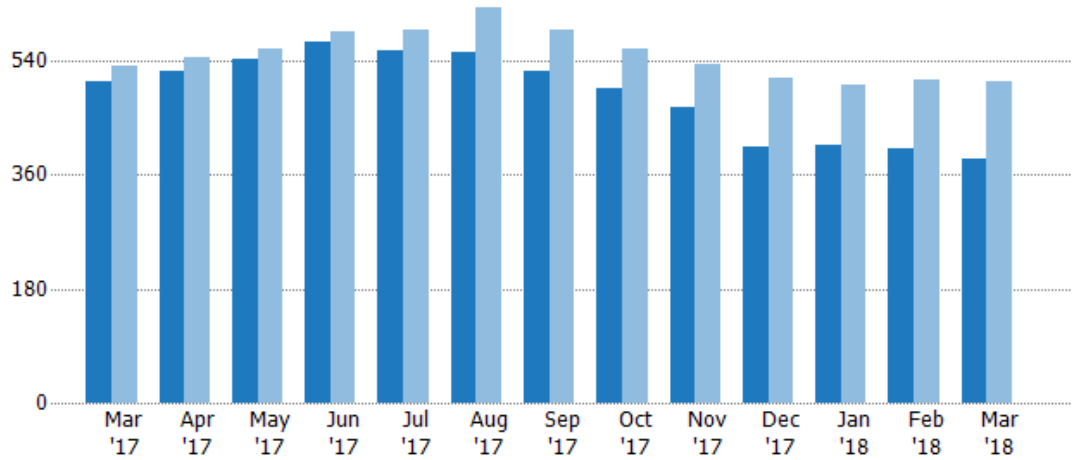
## Active Listings

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.
Mar '18	386	-23.7%
Mar '17	506	-5.1%
Mar '16	533	-14.1%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	506	524	542	569	556	553	523	496	466	403	408	402	386
Prior Year	533	544	558	586	588	623	590	558	534	512	502	511	506
Percent Change from Prior Year	-5%	-4%	-3%	-3%	-5%	-11%	-11%	-11%	-13%	-21%	-19%	-21%	-24%

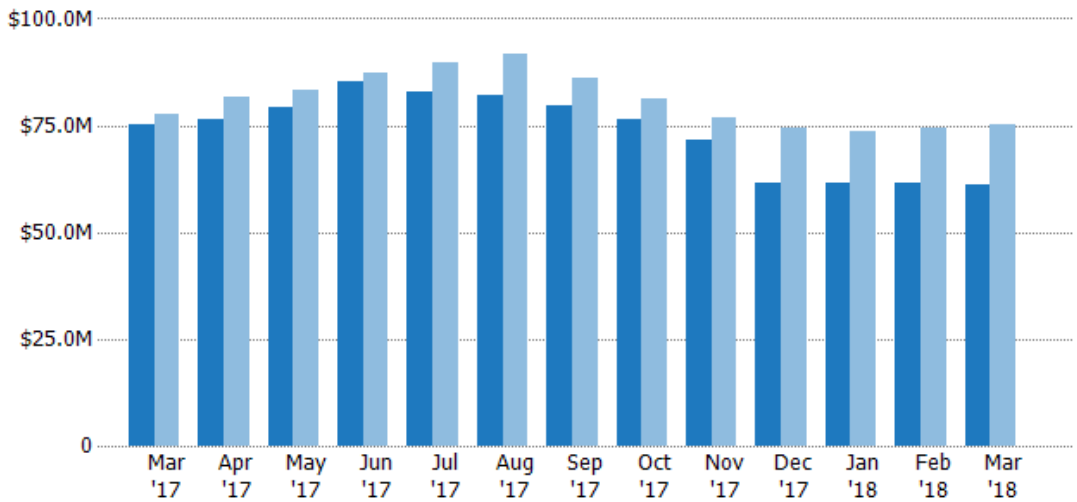
## Active Listing Volume

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.
Mar '18	\$61.2M	-18.7%
Mar '17	\$75.2M	-2.9%
Mar '16	\$77.4M	-21.1%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	\$75.2M	\$76.4M	\$79.4M	\$85.2M	\$82.7M	\$81.9M	\$79.6M	\$76.4M	\$71.5M	\$61.5M	\$61.4M	\$61.5M	\$61.2M
Prior Year	\$77.4M	\$81.6M	\$83.3M	\$87.4M	\$89.9M	\$91.9M	\$86.2M	\$81.2M	\$76.9M	\$74.3M	\$73.6M	\$74.3M	\$75.2M
Percent Change from Prior Year	-3%	-6%	-5%	-3%	-8%	-11%	-8%	-6%	-7%	-17%	-17%	-17%	-19%

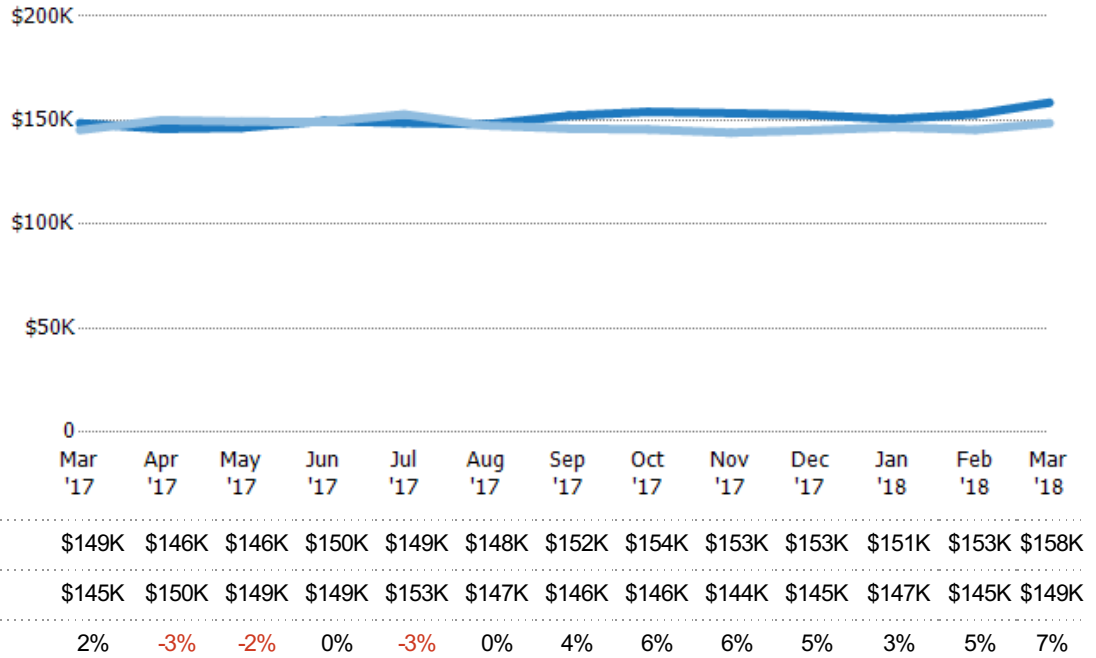
## Average Listing Price

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.
Mar '18	\$158K	6.6%
Mar '17	\$149K	2.3%
Mar '16	\$145K	-8.2%



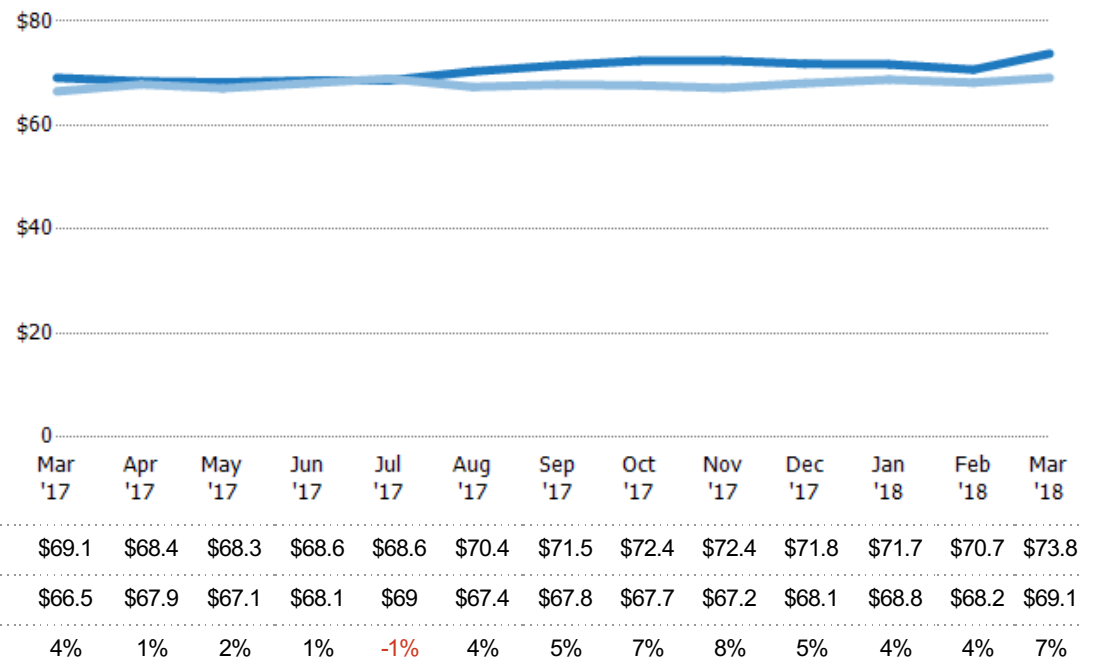
## Average Listing Price per Sq Ft

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.
Mar '18	\$73.8	6.7%
Mar '17	\$69.1	3.9%
Mar '16	\$66.5	-2.4%

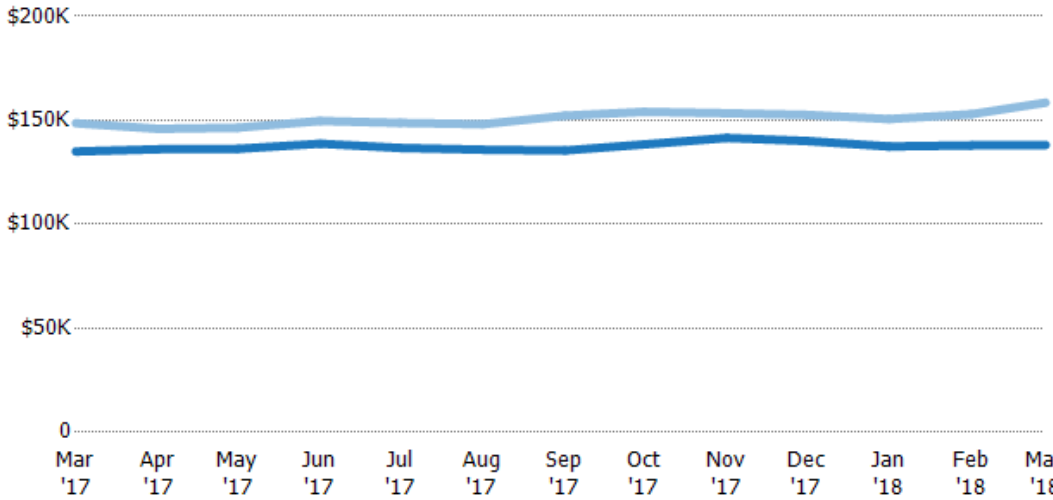


## Average Listing Price vs Average Est Value

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

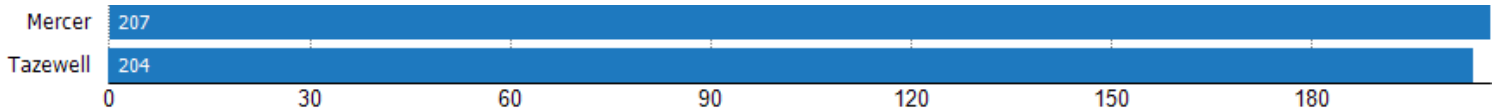


	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg Est Value	\$135K	\$136K	\$136K	\$139K	\$137K	\$136K	\$135K	\$138K	\$142K	\$140K	\$137K	\$138K	\$138K
Avg Listing Price	\$149K	\$146K	\$146K	\$150K	\$149K	\$148K	\$152K	\$154K	\$153K	\$153K	\$151K	\$153K	\$158K
Avg Listing Price as a % of Avg Est Value	110%	107%	107%	108%	109%	109%	112%	111%	108%	109%	110%	111%	115%

## Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

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



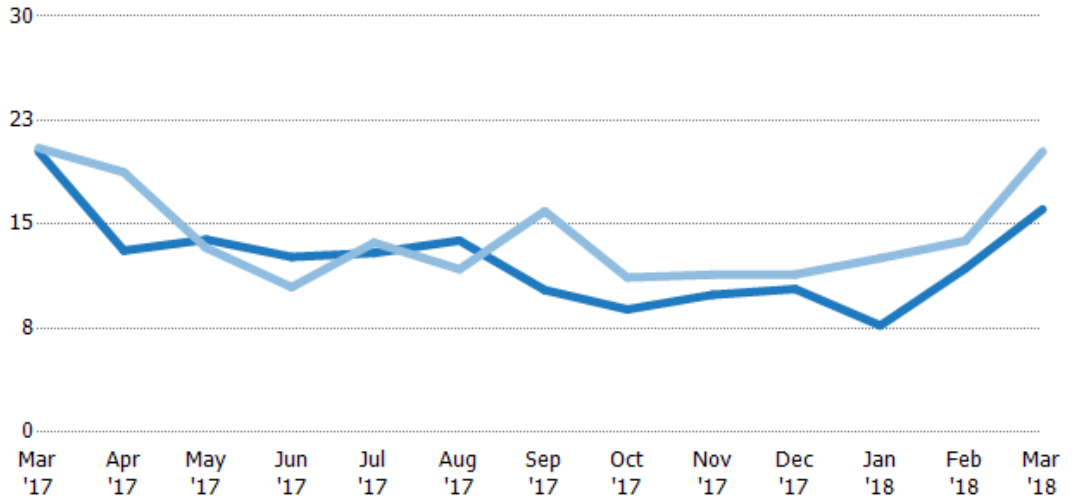
## Months of Inventory

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.
Mar '18	16.1	-20.5%
Mar '17	20.2	-1.3%
Mar '16	20.5	-20.2%



Current Year	20.2	13.1	13.9	12.6	12.9	13.8	10.3	8.86	9.91	10.3	7.7	11.8	16.1
Prior Year	20.5	18.8	13.3	10.5	13.7	11.8	15.9	11.2	11.4	11.4	12.6	13.8	20.2
Percent Change from Prior Year	-1%	-30%	5%	21%	-5%	18%	-36%	-21%	-13%	-9%	-39%	-14%	-21%

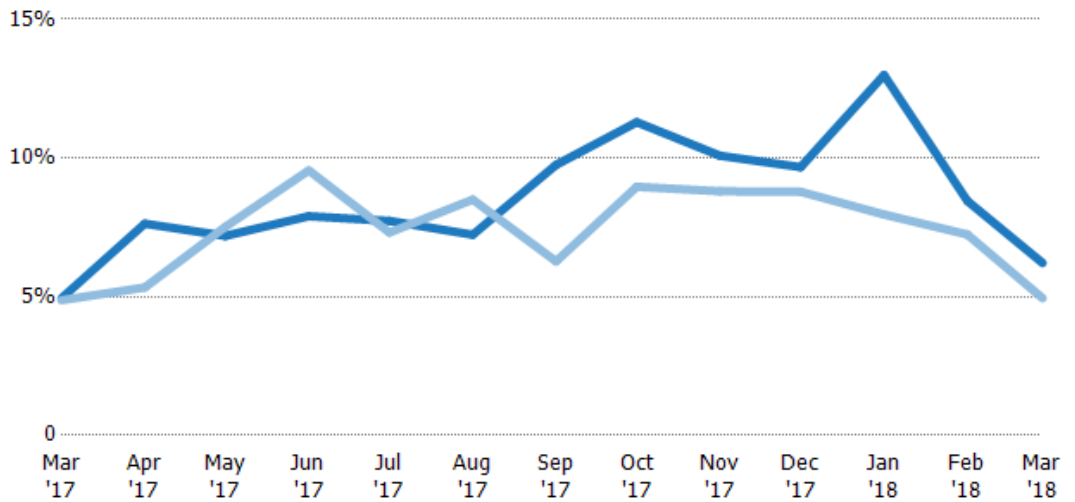
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/ Year	Rate	Chg.
Mar '18	6%	-1.3%
Mar '17	5%	-0.1%
Mar '16	5%	25.5%

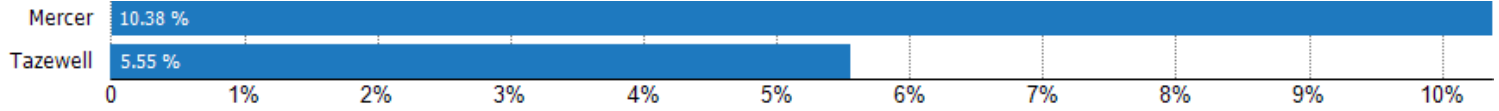


Current Year	5%	8%	7%	8%	8%	7%	10%	11%	10%	10%	13%	8%	6%
Prior Year	5%	5%	8%	10%	7%	9%	6%	9%	9%	9%	8%	7%	5%
Change from Prior Year	0%	-2%	0%	2%	0%	1%	-3%	-2%	-1%	-1%	-5%	-1%	-1%

## 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



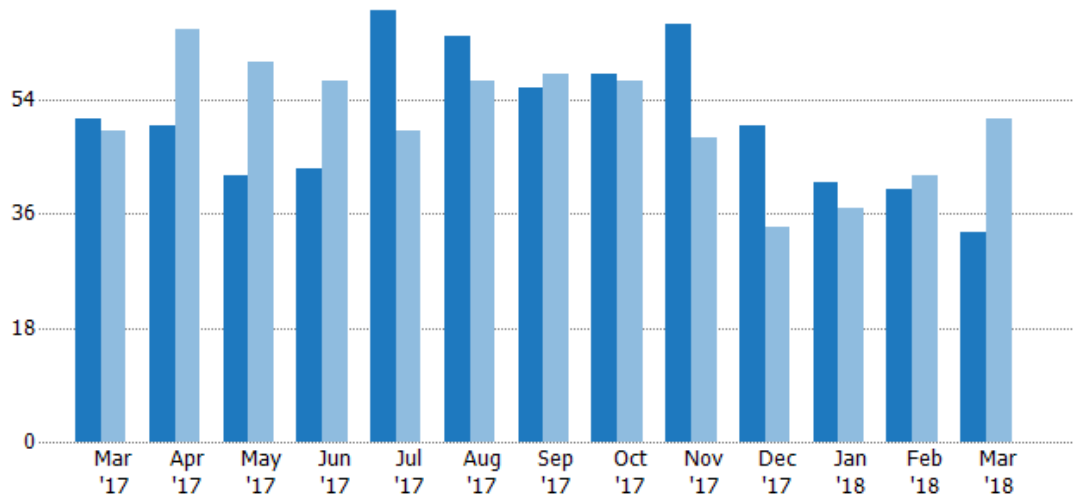
## Pending Sales

The number of 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.
Mar '18	33	-35.3%
Mar '17	51	4.1%
Mar '16	49	-32.7%



Current Year	51	50	42	43	68	64	56	58	66	50	41	40	33
Prior Year	49	65	60	57	49	57	58	57	48	34	37	42	51
Percent Change from Prior Year	4%	-23%	-30%	-25%	39%	12%	-3%	2%	38%	47%	11%	-5%	-35%

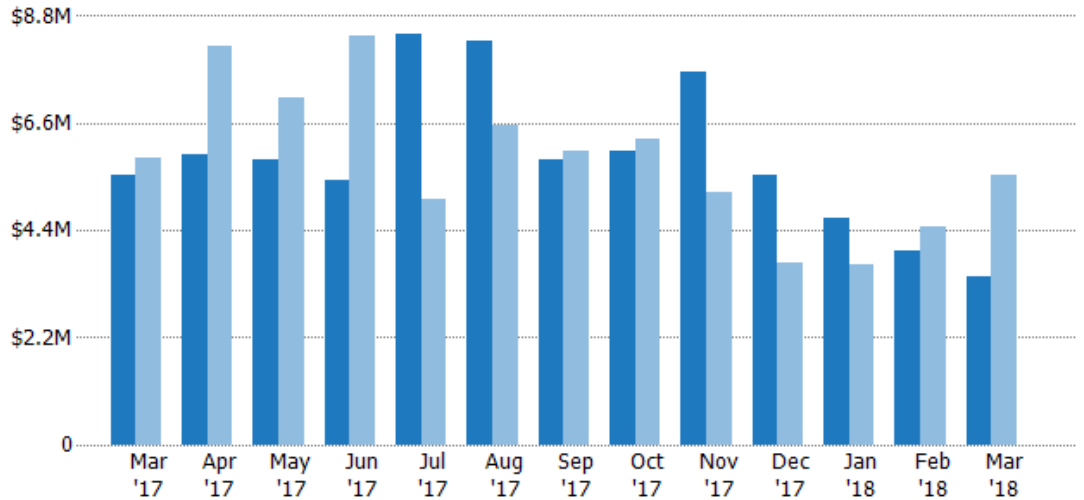
## Pending Sales Volume

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.
Mar '18	\$3.46M	-37.6%
Mar '17	\$5.54M	-5.9%
Mar '16	\$5.89M	-31.2%



Current Year	\$5.54M	\$5.95M	\$5.86M	\$5.44M	\$8.42M	\$8.28M	\$5.85M	\$6.01M	\$7.64M	\$5.55M	\$4.64M	\$3.98M	\$3.46M
Prior Year	\$5.89M	\$8.18M	\$7.12M	\$8.39M	\$5.05M	\$6.55M	\$6.04M	\$6.27M	\$5.2M	\$3.72M	\$3.69M	\$4.47M	\$5.54M
Percent Change from Prior Year	-6%	-27%	-18%	-35%	67%	26%	-3%	-4%	47%	49%	26%	-11%	-38%

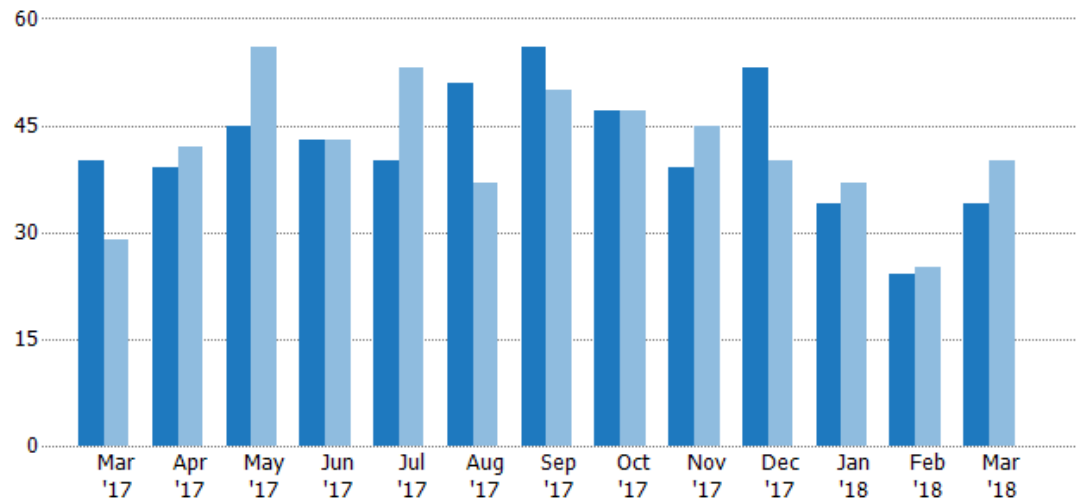
## Closed Sales

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.
Mar '18	34	-15%
Mar '17	40	37.9%
Mar '16	29	62.1%



Current Year	40	39	45	43	40	51	56	47	39	53	34	24	34
Prior Year	29	42	56	43	53	37	50	47	45	40	37	25	40
Percent Change from Prior Year	38%	-7%	-20%	0%	-25%	38%	12%	0%	-13%	33%	-8%	-4%	-15%



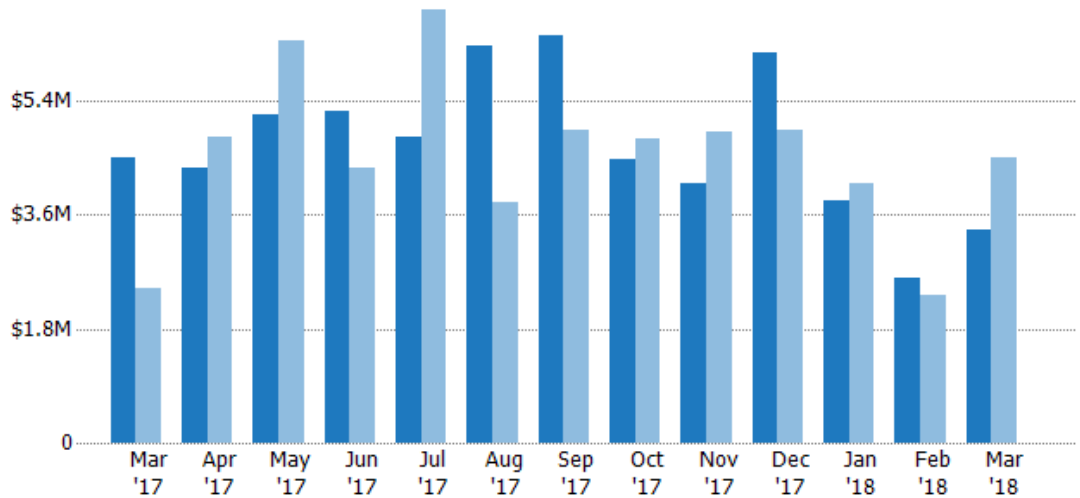
## Closed Sales Volume

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.
Mar '18	\$3.35M	-25.4%
Mar '17	\$4.49M	85.1%
Mar '16	\$2.43M	154.7%



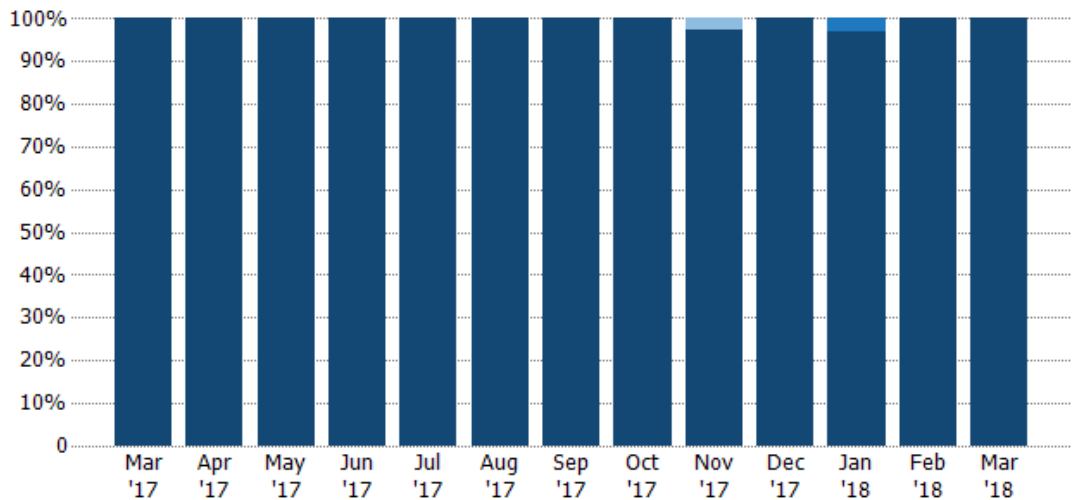
Current Year	\$4.49M	\$4.34M	\$5.17M	\$5.23M	\$4.83M	\$6.27M	\$6.42M	\$4.48M	\$4.1M	\$6.17M	\$3.84M	\$2.59M	\$3.35M
Prior Year	\$2.43M	\$4.82M	\$6.36M	\$4.34M	\$6.83M	\$3.79M	\$4.93M	\$4.8M	\$4.92M	\$4.94M	\$4.11M	\$2.32M	\$4.49M
Percent Change from Prior Year	85%	-10%	-19%	21%	-29%	65%	30%	-7%	-17%	25%	-7%	12%	-25%

## 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

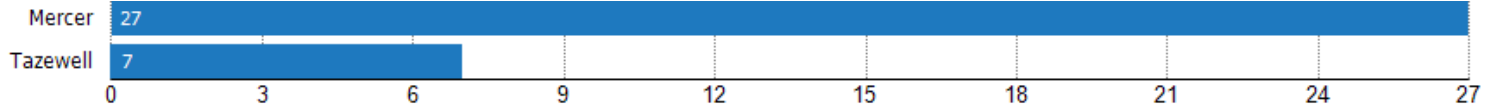


Multifamily/Multiplex	-	-	-	-	-	-	-	-	-	3%	-	-	-
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	3%	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	97%	100%	97%	100%

## 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

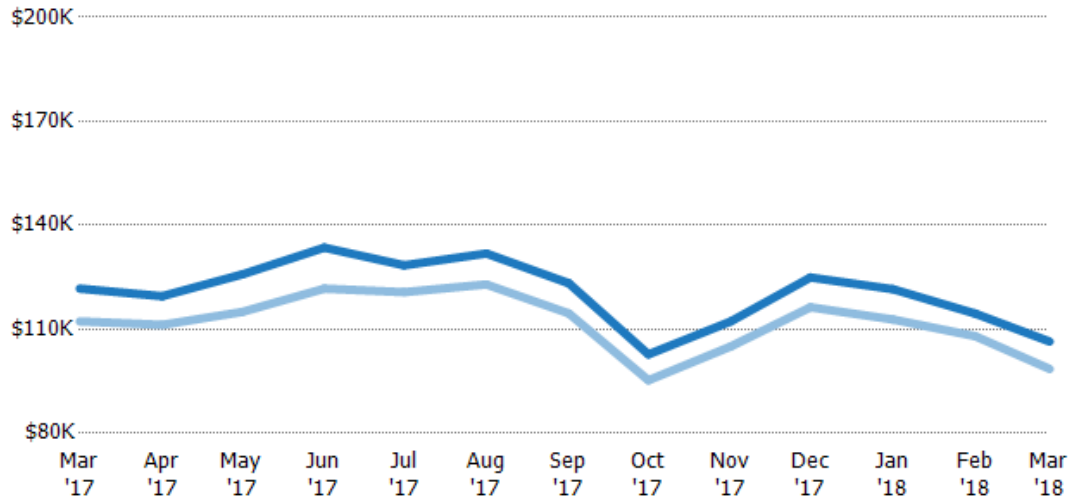


## Average Sales Price vs Average Listing Price

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



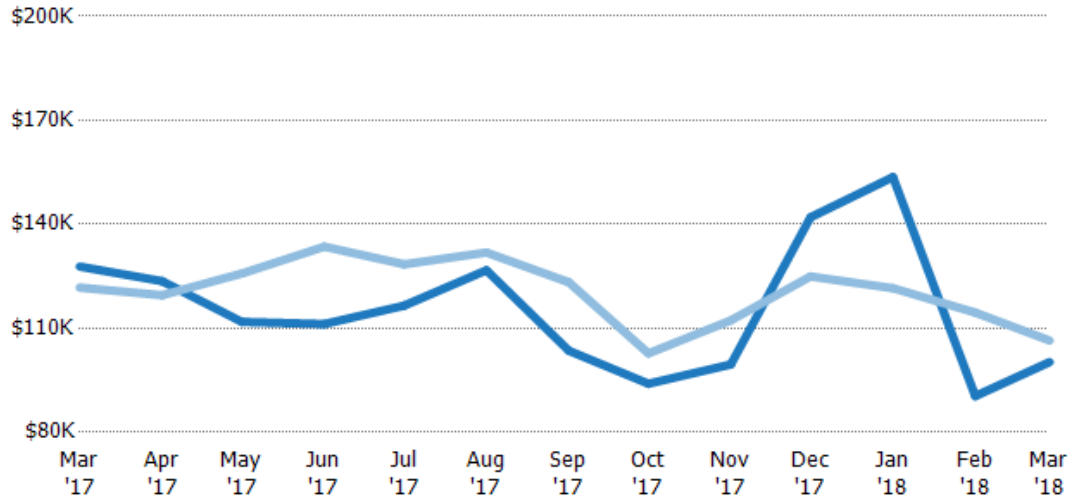
	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Avg List Price	\$122K	\$120K	\$126K	\$134K	\$128K	\$132K	\$123K	\$103K	\$112K	\$125K	\$122K	\$115K	\$106K
Avg Sales Price	\$112K	\$111K	\$115K	\$122K	\$121K	\$123K	\$115K	\$95.3K	\$105K	\$116K	\$113K	\$108K	\$98.5K
Avg Sales Price as a % of Avg List Price	92%	93%	91%	91%	94%	93%	93%	93%	94%	93%	93%	94%	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	\$128K	\$124K	\$112K	\$111K	\$117K	\$127K	\$104K	\$94K	\$100K	\$142K	\$154K	\$90.4K	\$100K
Avg Sales Price	\$122K	\$120K	\$126K	\$134K	\$128K	\$132K	\$123K	\$103K	\$112K	\$125K	\$122K	\$115K	\$106K
Avg Sales Price as a % of Avg Est Value	95%	97%	112%	120%	110%	104%	119%	109%	113%	88%	79%	127%	106%

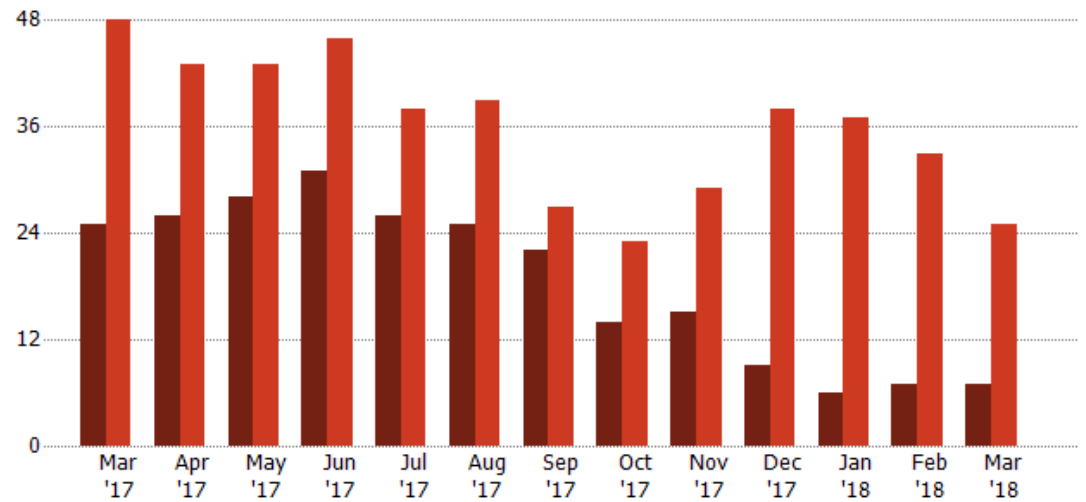
## Distressed Listings

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.
Mar '18	7	-72%
Mar '17	25	-47.9%
Mar '16	48	-22.9%

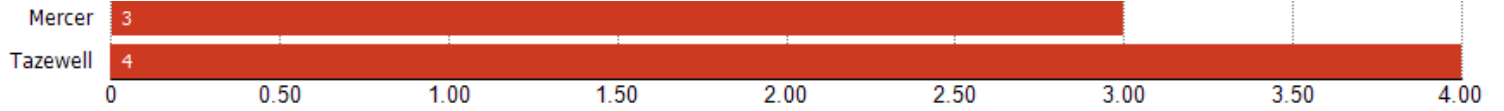


Current Year	25	26	28	31	26	25	22	14	15	9	6	7	7
Prior Year	48	43	43	46	38	39	27	23	29	38	37	33	25
Percent Change from Prior Year	-48%	-40%	-35%	-33%	-32%	-36%	-19%	-39%	-48%	-76%	-84%	-79%	-72%

## 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:** 04/06/2018  
**Scheduled:** Yes  
**Report Date Range:** From 3/2017 To: 3/2018

## 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 3/2018 data

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

