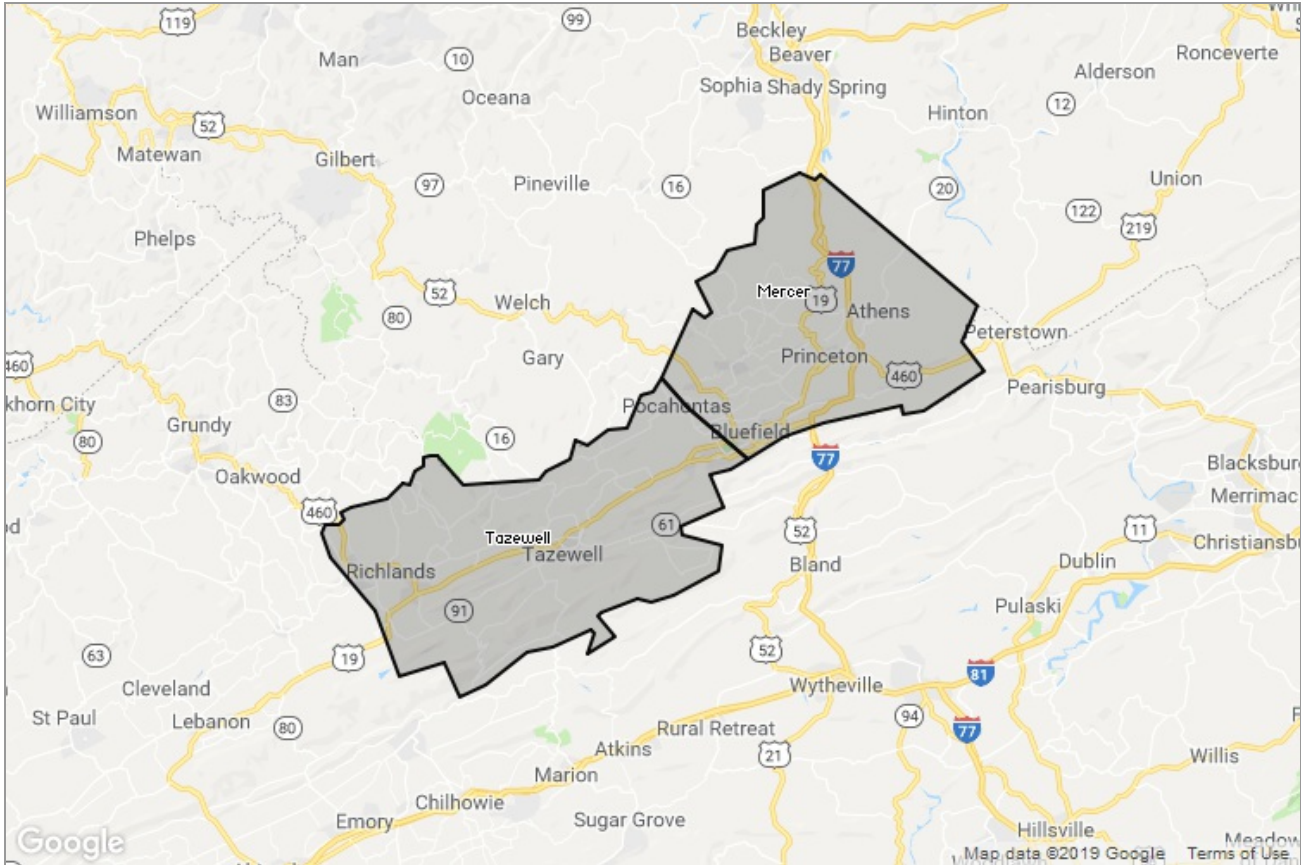




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
3/2018 – 3/2019

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 04/08/2019

**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

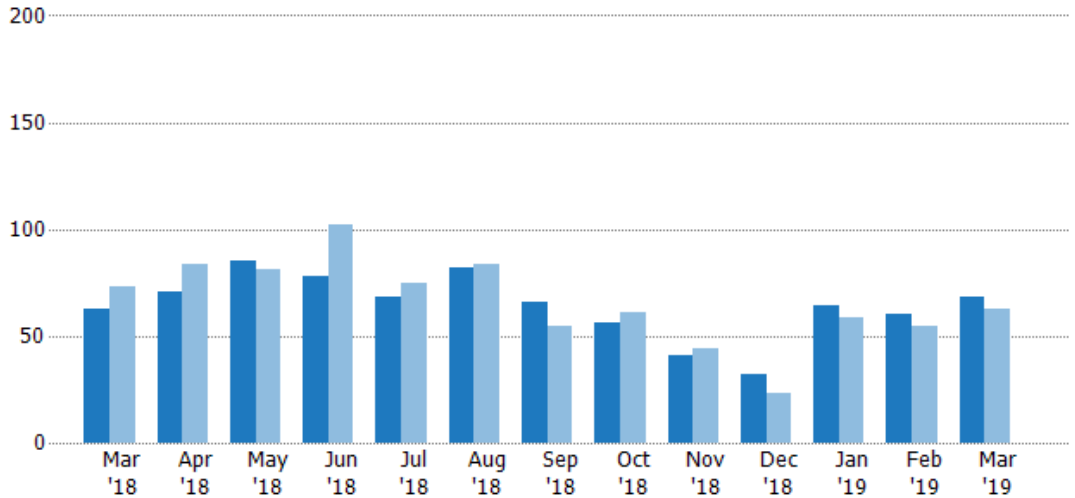
## New Listings

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.
Mar '19	68	7.9%
Mar '18	63	-13.7%
Mar '17	73	0%



Current Year	63	71	85	78	68	82	66	56	41	32	64	60	68
Prior Year	73	84	81	102	75	84	55	61	44	23	59	55	63
Percent Change from Prior Year	-14%	-15%	5%	-24%	-9%	-2%	20%	-8%	-7%	39%	8%	9%	8%

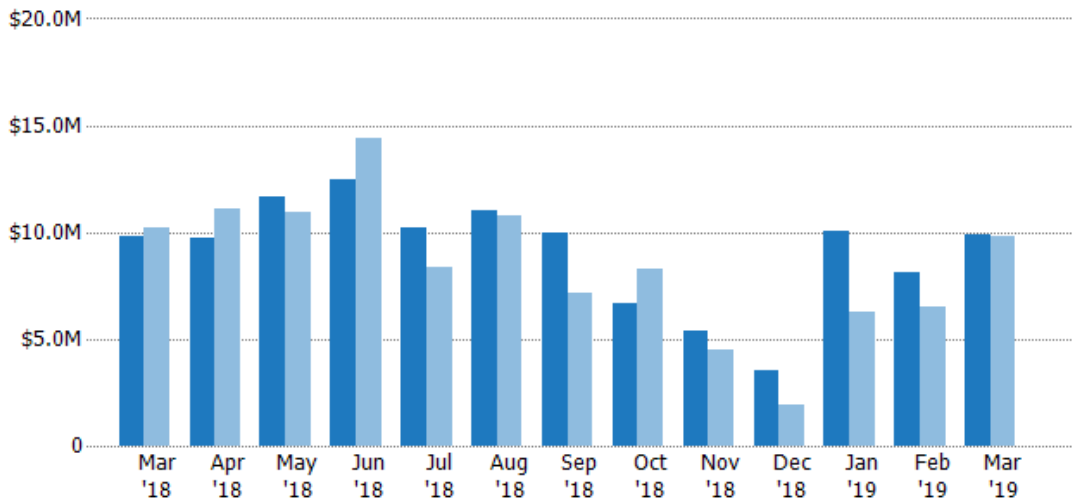
## New Listing Volume

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.
Mar '19	\$9.91M	0.7%
Mar '18	\$9.84M	-3.9%
Mar '17	\$10.2M	-11.7%



Current Year	\$9.84M	\$9.73M	\$11.7M	\$12.5M	\$10.2M	\$11M	\$9.96M	\$6.67M	\$5.41M	\$3.52M	\$10.1M	\$8.13M	\$9.91M
Prior Year	\$10.2M	\$11.1M	\$10.9M	\$14.4M	\$8.37M	\$10.8M	\$7.14M	\$8.27M	\$4.51M	\$1.93M	\$6.3M	\$6.55M	\$9.84M
Percent Change from Prior Year	-4%	-12%	7%	-13%	22%	3%	39%	-19%	20%	82%	60%	24%	1%

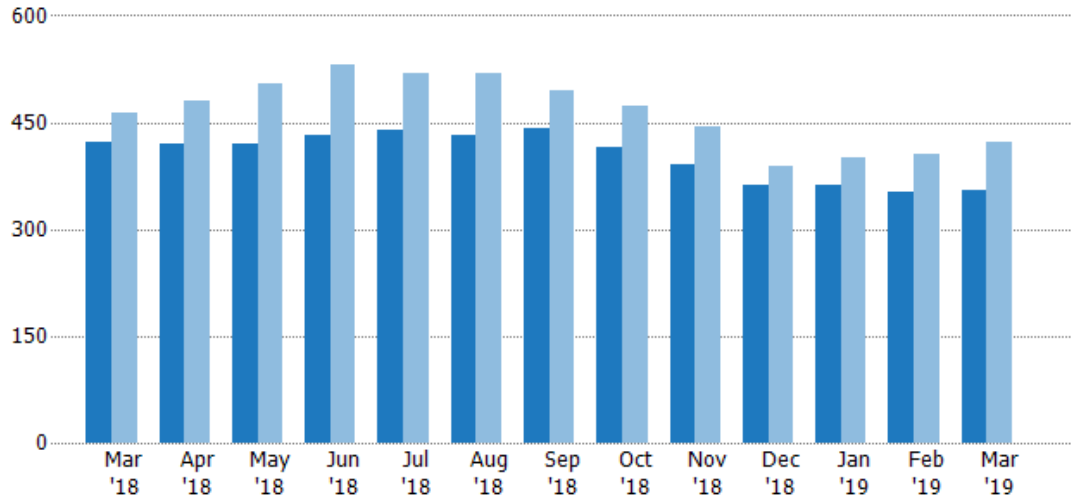
## Active Listings

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.
Mar '19	354	-16.1%
Mar '18	422	-8.9%
Mar '17	463	-2.8%



Current Year	422	421	420	433	440	431	441	414	390	362	362	353	354
Prior Year	463	481	504	532	519	519	495	474	444	388	401	406	422
Percent Change from Prior Year	-9%	-12%	-17%	-19%	-15%	-17%	-11%	-13%	-12%	-7%	-10%	-13%	-16%

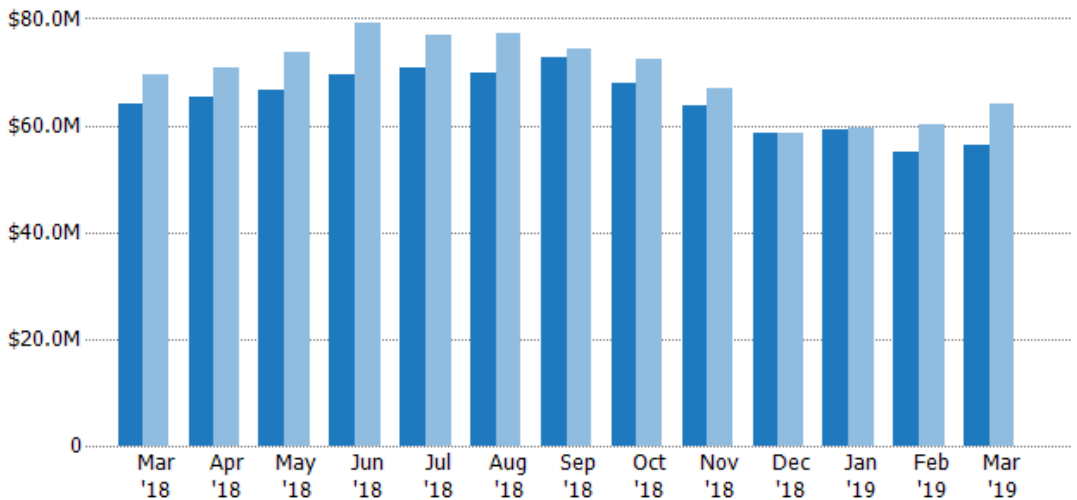
## Active Listing Volume

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.
Mar '19	\$56.4M	-12.1%
Mar '18	\$64.1M	-7.9%
Mar '17	\$69.7M	-7.5%



Current Year	\$64.1M	\$65.2M	\$66.7M	\$69.6M	\$70.9M	\$69.9M	\$72.6M	\$67.8M	\$63.7M	\$58.6M	\$59.1M	\$55M	\$56.4M
Prior Year	\$69.7M	\$70.7M	\$73.8M	\$79.3M	\$76.9M	\$77.2M	\$74.3M	\$72.6M	\$67M	\$58.6M	\$59.6M	\$60.1M	\$64.1M
Percent Change from Prior Year	-8%	-8%	-10%	-12%	-8%	-9%	-2%	-7%	-5%	0%	-1%	-9%	-12%

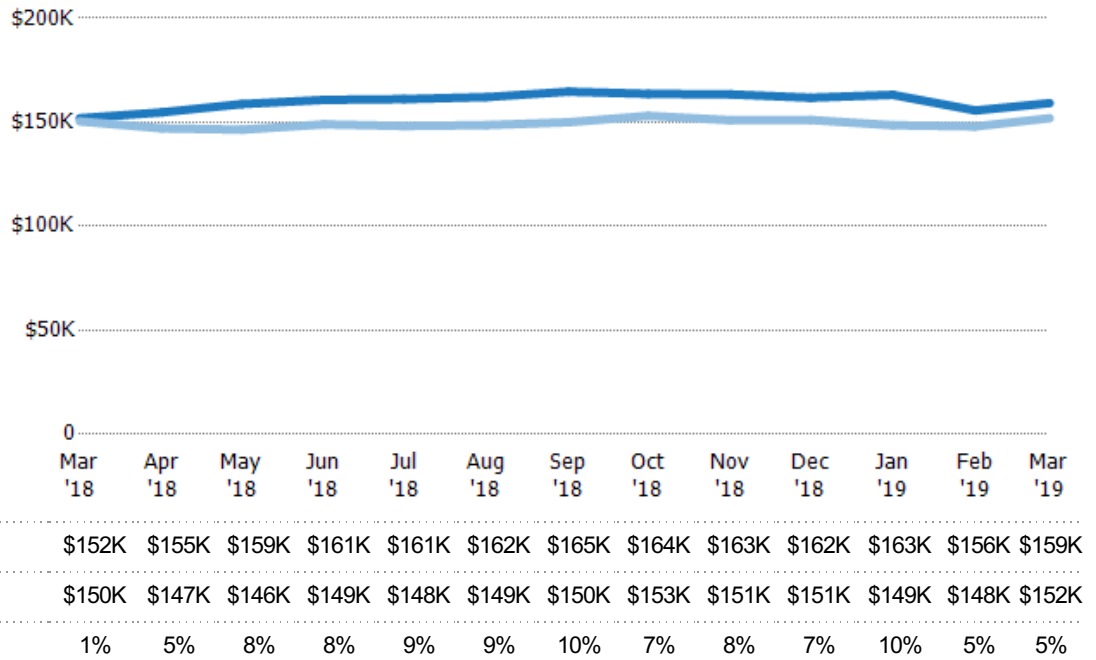
## Average Listing Price

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.
Mar '19	\$159K	4.8%
Mar '18	\$152K	1%
Mar '17	\$150K	-4.9%



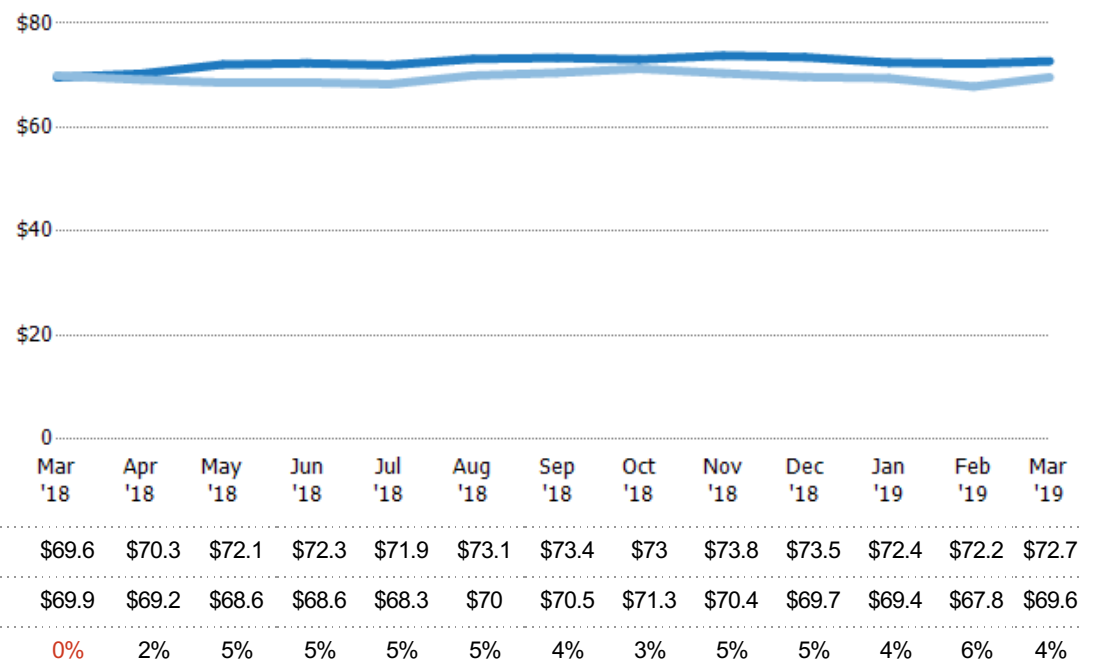
## Average Listing Price per Sq Ft

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 '19	\$72.7	4.5%
Mar '18	\$69.6	-0.5%
Mar '17	\$69.9	-3.8%

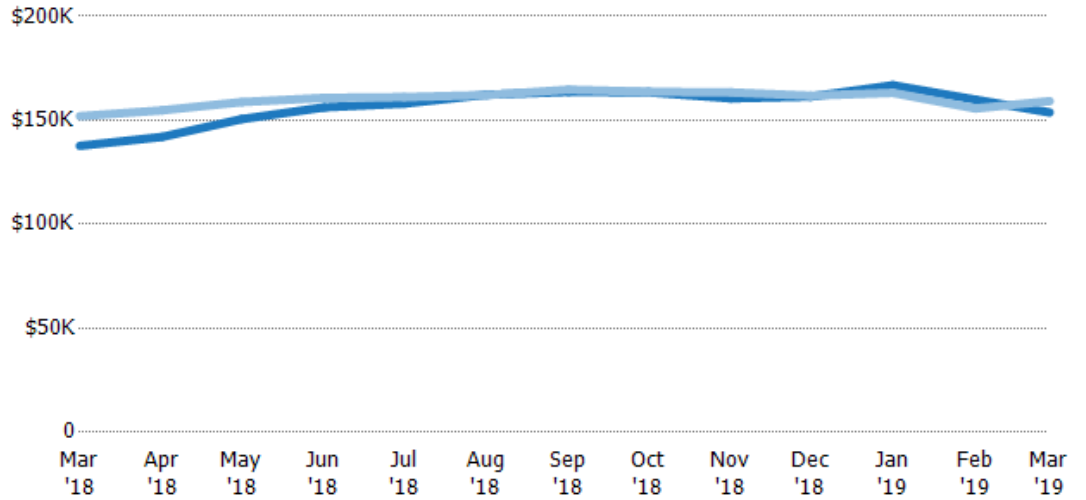


## Average Listing Price vs Average Est Value

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



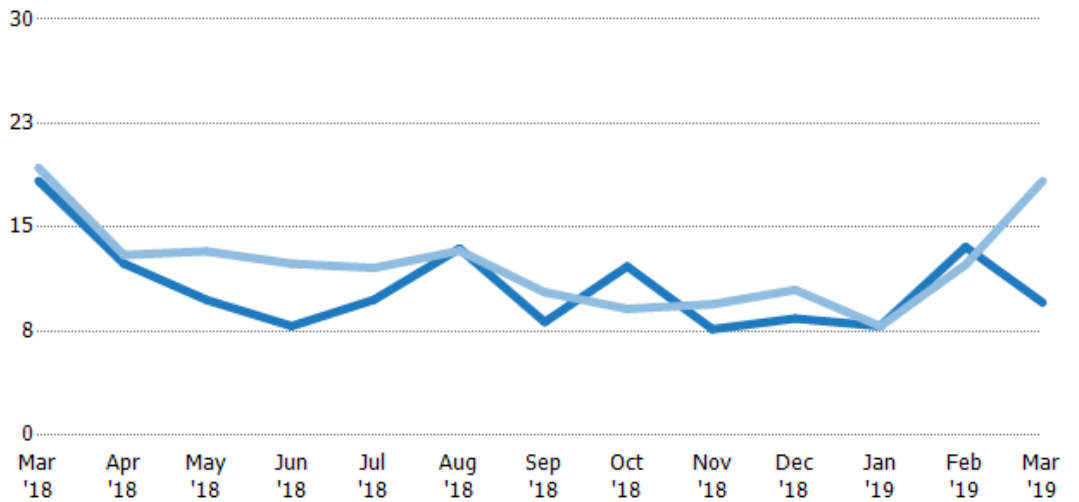
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$138K	\$142K	\$151K	\$156K	\$158K	\$162K	\$164K	\$163K	\$161K	\$161K	\$167K	\$160K	\$154K
Avg Listing Price	\$152K	\$155K	\$159K	\$161K	\$161K	\$162K	\$165K	\$164K	\$163K	\$162K	\$163K	\$156K	\$159K
Avg Listing Price as a % of Avg Est Value	110%	109%	105%	103%	102%	100%	101%	100%	102%	100%	98%	97%	104%

## 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 '19	9.57	-47.9%
Mar '18	18.3	-4.9%
Mar '17	19.3	6%

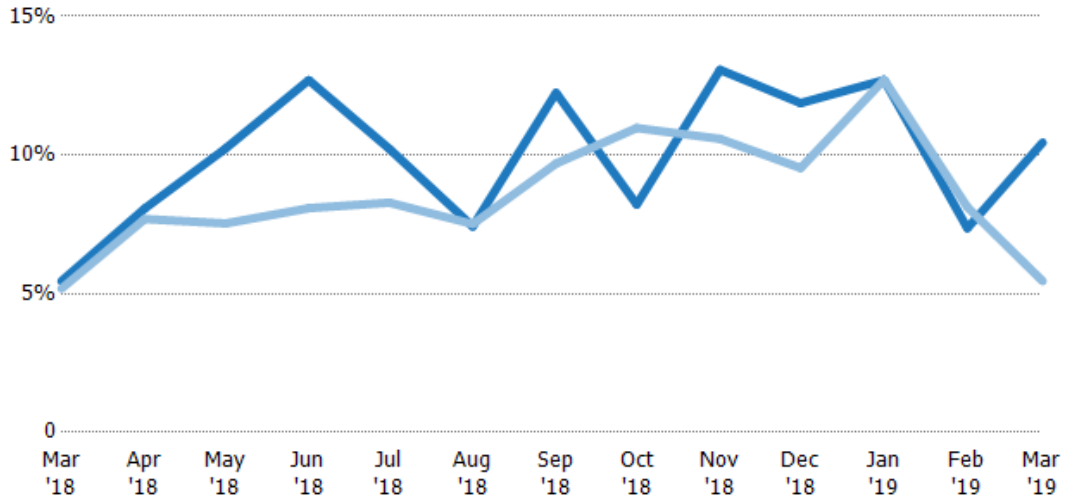
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/Year	Rate	Chg.
Mar '19	10%	-5%
Mar '18	5%	-0.3%
Mar '17	5%	-5.8%

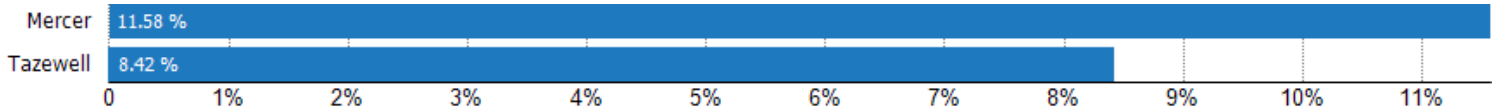


	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	5%	8%	10%	13%	10%	7%	12%	8%	13%	12%	13%	7%	10%
Prior Year	5%	8%	8%	8%	8%	8%	10%	11%	11%	10%	13%	8%	5%
Change from Prior Year	0%	0%	-3%	-5%	-2%	0%	-3%	3%	-2%	-2%	0	1%	-5%

## 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



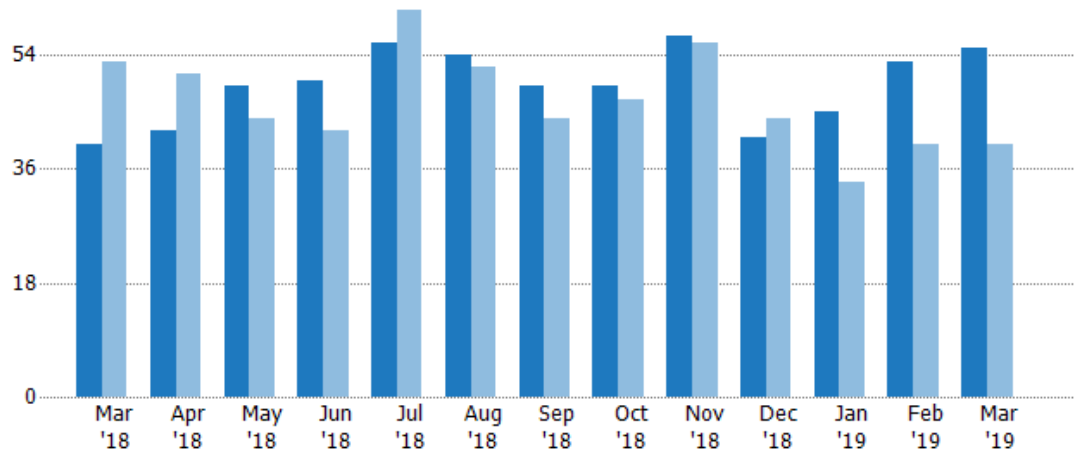
## Pending Sales

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.
Mar '19	55	37.5%
Mar '18	40	-24.5%
Mar '17	53	-13.2%



Current Year	40	42	49	50	56	54	49	49	57	41	45	53	55
Prior Year	53	51	44	42	61	52	44	47	56	44	34	40	40
Percent Change from Prior Year	-25%	-18%	11%	19%	-8%	4%	11%	4%	2%	-7%	32%	33%	38%

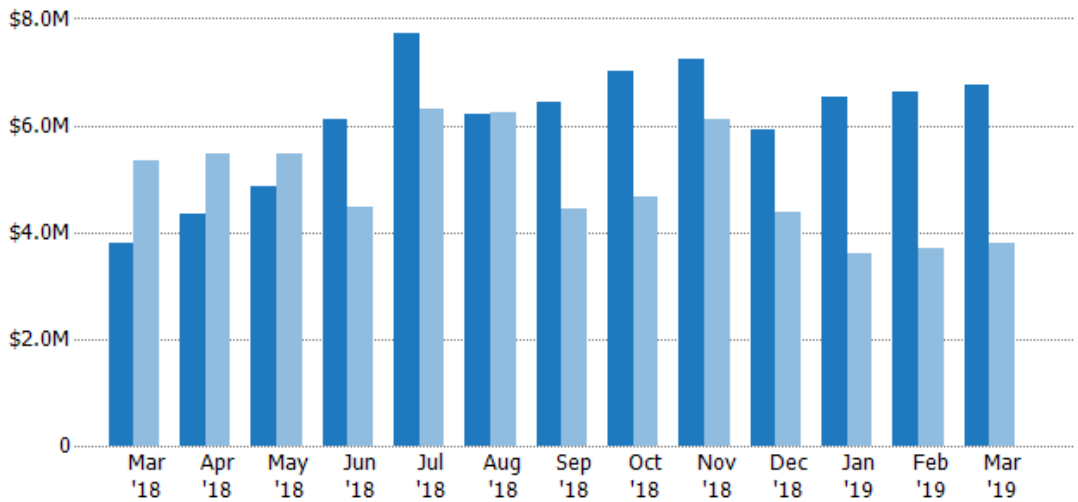
## Pending Sales Volume

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.
Mar '19	\$6.75M	77.7%
Mar '18	\$3.8M	-29%
Mar '17	\$5.35M	0.2%



Current Year	\$3.8M	\$4.34M	\$4.85M	\$6.1M	\$7.71M	\$6.2M	\$6.44M	\$7.01M	\$7.25M	\$5.91M	\$6.52M	\$6.61M	\$6.75M
Prior Year	\$5.35M	\$5.47M	\$5.48M	\$4.48M	\$6.31M	\$6.23M	\$4.44M	\$4.67M	\$6.13M	\$4.37M	\$3.61M	\$3.69M	\$3.8M
Percent Change from Prior Year	-29%	-21%	-11%	36%	22%	0%	45%	50%	18%	35%	81%	79%	78%

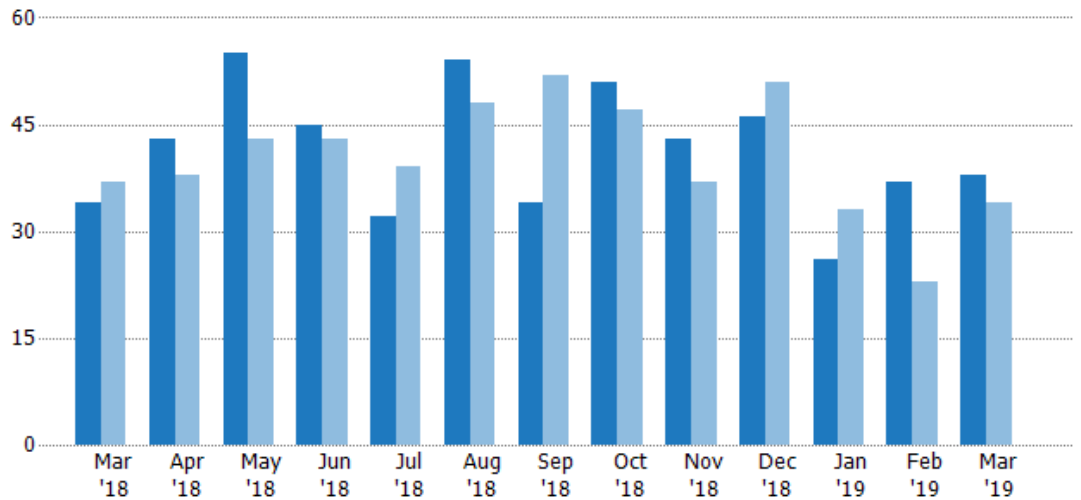
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

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

Month/ Year	Count	% Chg.
Mar '19	38	11.8%
Mar '18	34	-8.1%
Mar '17	37	-27%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	34	43	55	45	32	54	34	51	43	46	26	37	38
Prior Year	37	38	43	43	39	48	52	47	37	51	33	23	34
Percent Change from Prior Year	-8%	13%	28%	5%	-18%	13%	-35%	9%	16%	-10%	-21%	61%	12%

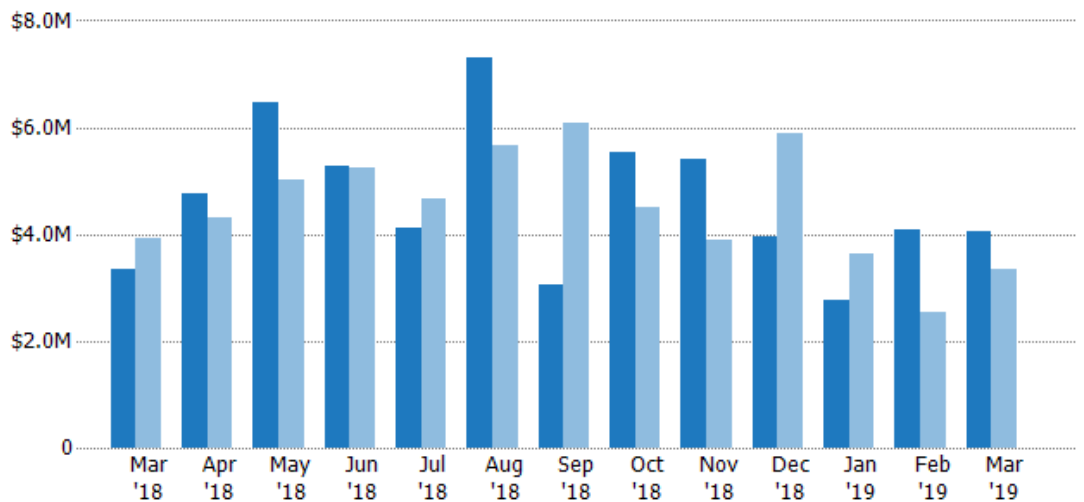
## Closed Sales Volume

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.
Mar '19	\$4.05M	21.1%
Mar '18	\$3.35M	-14.8%
Mar '17	\$3.93M	-41.3%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$3.35M	\$4.77M	\$6.47M	\$5.27M	\$4.11M	\$7.29M	\$3.05M	\$5.53M	\$5.39M	\$3.94M	\$2.76M	\$4.07M	\$4.05M
Prior Year	\$3.93M	\$4.3M	\$5.02M	\$5.23M	\$4.66M	\$5.67M	\$6.09M	\$4.49M	\$3.91M	\$5.89M	\$3.64M	\$2.55M	\$3.35M
Percent Change from Prior Year	-15%	11%	29%	1%	-12%	29%	-50%	23%	38%	-33%	-24%	60%	21%

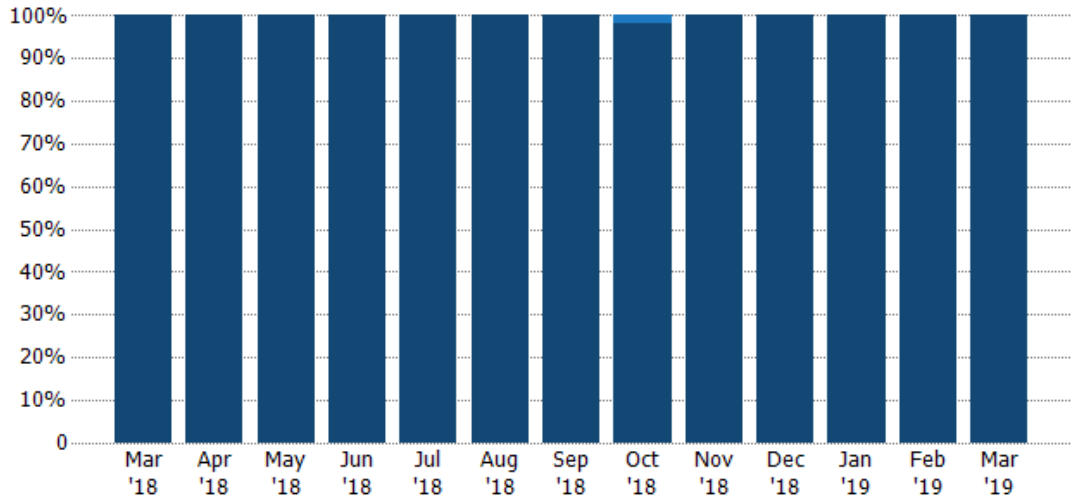


## Closed Sales by Property Type

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

**Filters Used**

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



Property Type	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Condo/Townhouse	-	-	-	-	-	-	-	2%	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	98%	100%	100%	100%	100%	100%

## 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

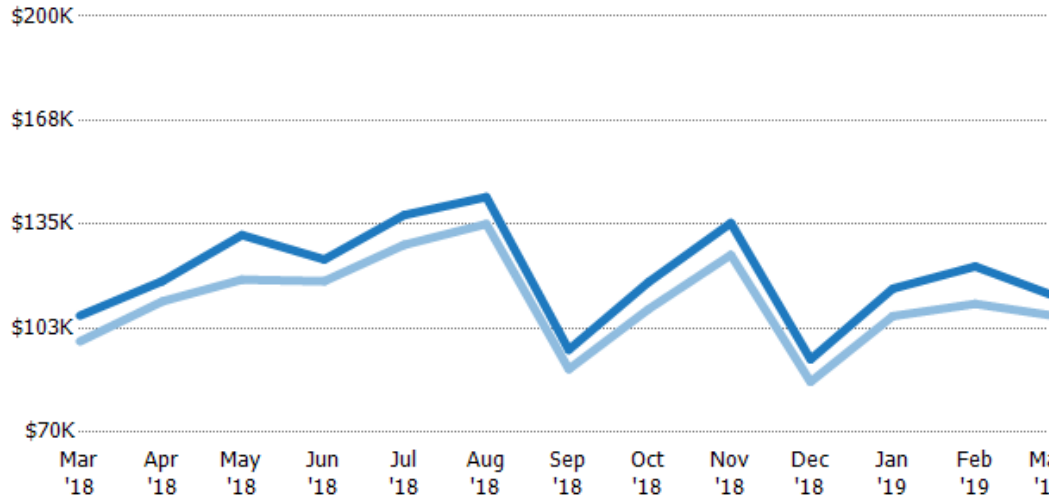


## Average Sales Price vs Average Listing Price

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



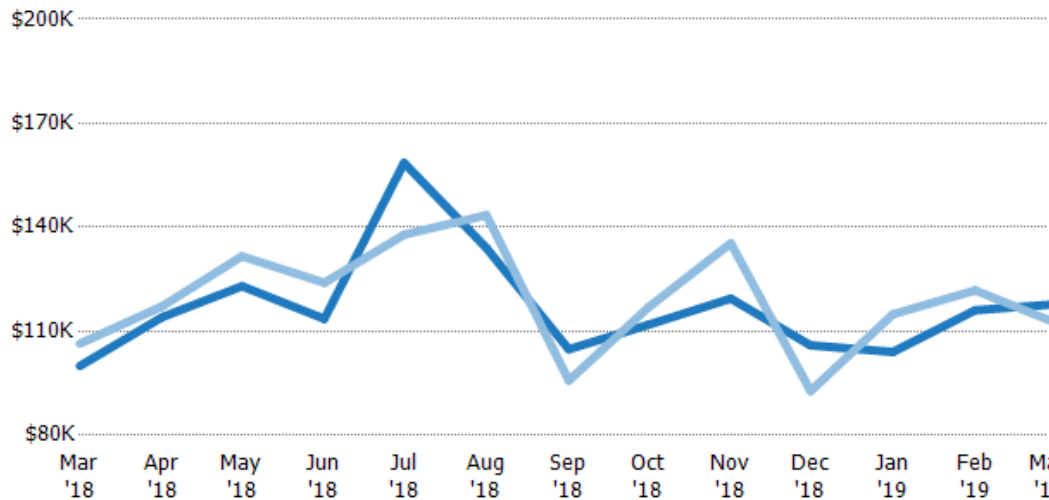
Avg List Price	\$106K	\$117K	\$132K	\$124K	\$138K	\$144K	\$95.8K	\$117K	\$135K	\$92.8K	\$115K	\$122K	\$113K
Avg Sales Price	\$98.4K	\$111K	\$118K	\$117K	\$129K	\$135K	\$89.7K	\$108K	\$125K	\$85.7K	\$106K	\$110K	\$107K
Avg Sales Price as a % of Avg List Price	92%	95%	89%	95%	93%	94%	94%	93%	93%	92%	93%	90%	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



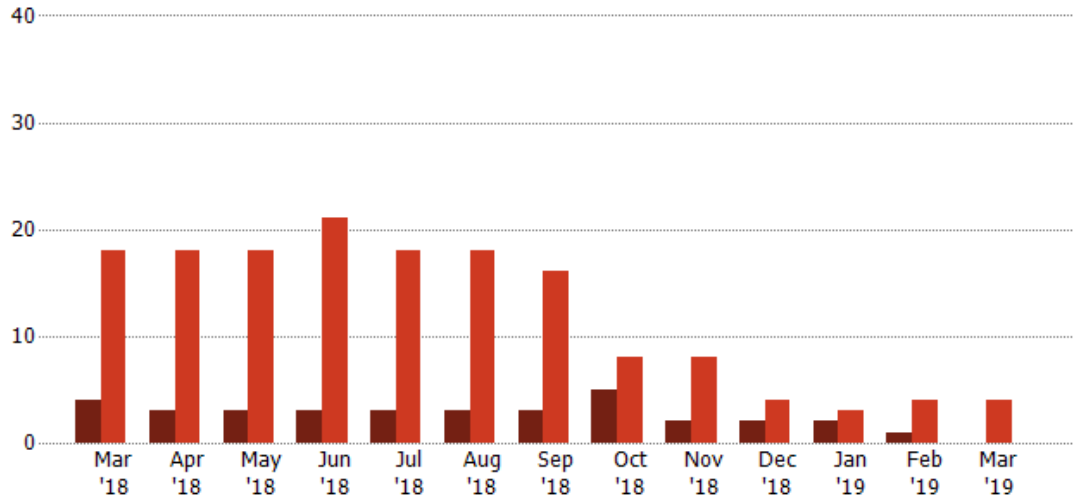
Avg Est Value	\$100K	\$114K	\$123K	\$114K	\$159K	\$134K	\$105K	\$112K	\$119K	\$106K	\$104K	\$116K	\$118K
Avg Sales Price	\$106K	\$117K	\$132K	\$124K	\$138K	\$144K	\$95.8K	\$117K	\$135K	\$92.8K	\$115K	\$122K	\$113K
Avg Sales Price as a % of Avg Est Value	106%	103%	107%	109%	87%	107%	91%	104%	113%	88%	110%	105%	96%

## 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



Current Year	4	3	3	3	3	3	3	5	2	2	2	1	-
Prior Year	18	18	18	21	18	18	16	8	8	4	3	4	4
Percent Change from Prior Year	-78%	-83%	-83%	-86%	-83%	-83%	-81%	-38%	-75%	-50%	-33%	-75%	-100%



# 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:** 04/08/2019

**Scheduled:** Yes

**Report Date Range:** From 3/2018 To: 3/2019

## 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 3/2019 data

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

