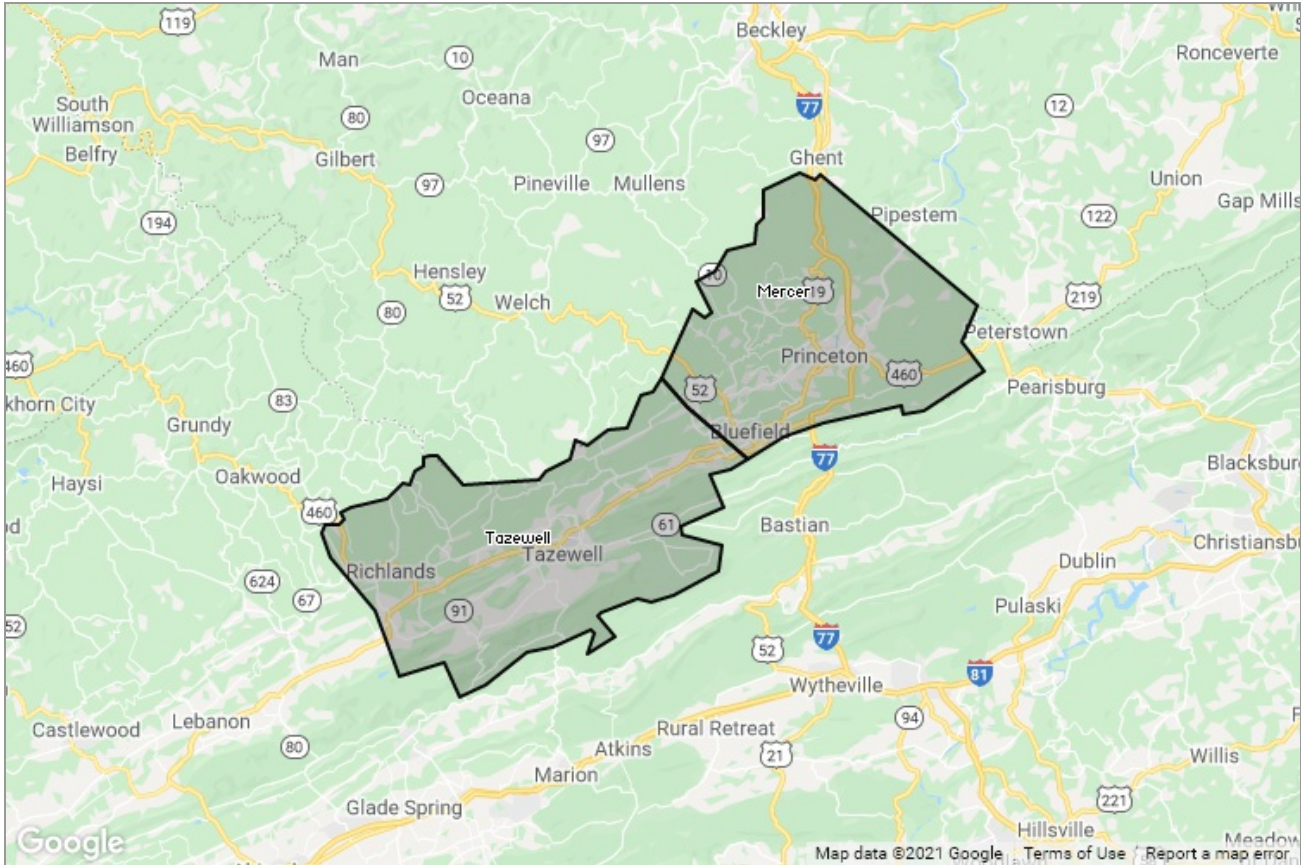




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
3/2020 – 3/2021

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 04/08/2021

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

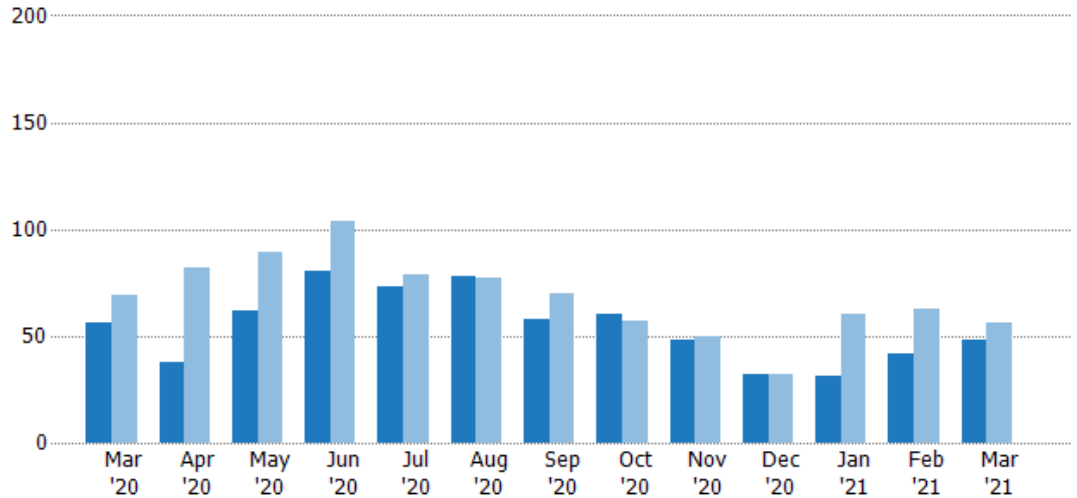
New Listings

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 '21	48	-14.3%
Mar '20	56	-18.8%
Mar '19	69	-1.4%



Current Year	56	38	62	80	73	78	58	60	48	32	31	42	48
Prior Year	69	82	89	104	79	77	70	57	50	32	60	63	56
Percent Change from Prior Year	-19%	-54%	-30%	-23%	-8%	1%	-17%	5%	-4%	0%	-48%	-33%	-14%

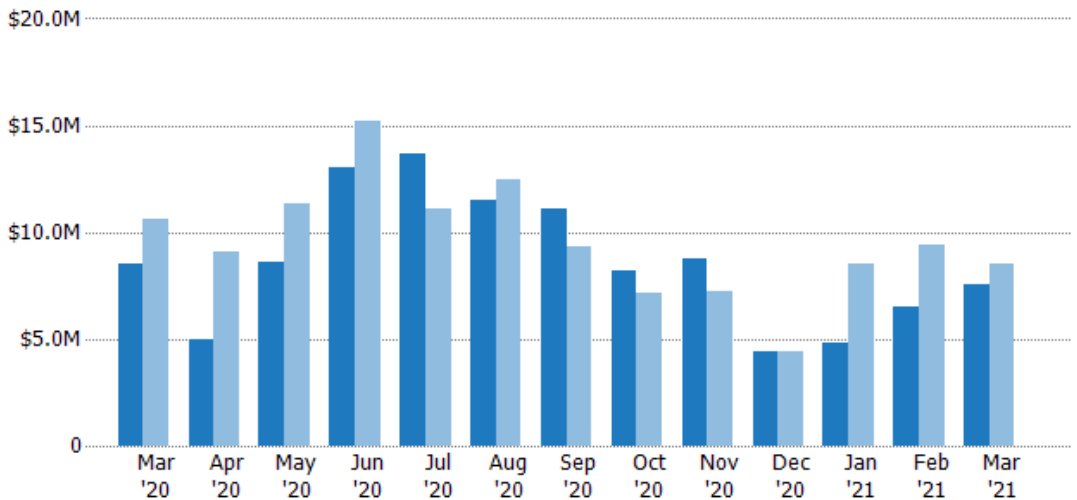
New Listing Volume

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 '21	\$7.58M	-11.3%
Mar '20	\$8.55M	-19.7%
Mar '19	\$10.7M	-3%



Current Year	\$8.55M	\$4.99M	\$8.63M	\$13M	\$13.7M	\$11.5M	\$11.1M	\$8.21M	\$8.76M	\$4.45M	\$4.83M	\$6.49M	\$7.58M
Prior Year	\$10.7M	\$9.05M	\$11.4M	\$15.2M	\$11.1M	\$12.5M	\$9.35M	\$7.13M	\$7.26M	\$4.44M	\$8.51M	\$9.42M	\$8.55M
Percent Change from Prior Year	-20%	-45%	-24%	-15%	23%	-8%	19%	15%	21%	0%	-43%	-31%	-11%

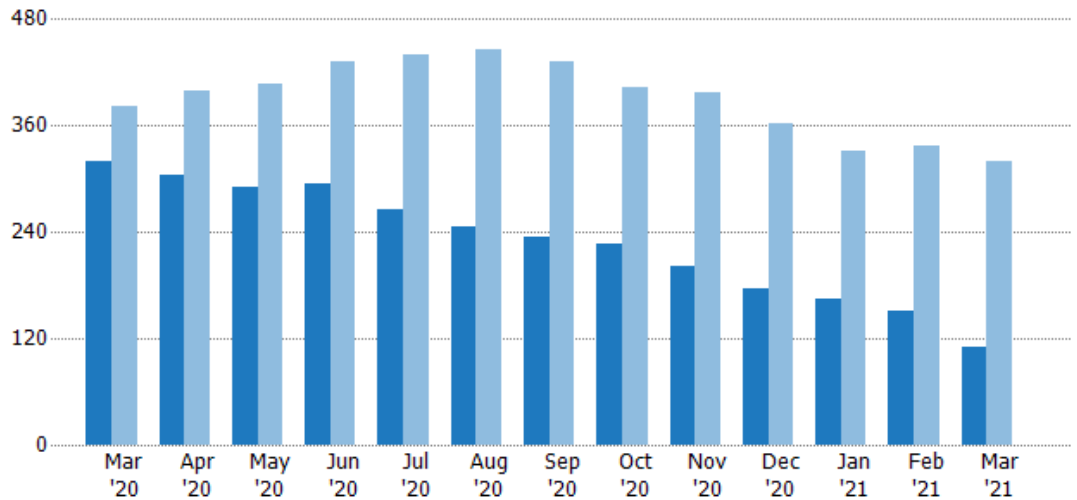
Active Listings

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 '21	111	-65.3%
Mar '20	320	-16%
Mar '19	381	10.8%



Current Year	320	305	290	294	266	246	235	227	202	177	164	151	111
Prior Year	381	400	407	432	439	446	433	404	397	362	331	337	320
Percent Change from Prior Year	-16%	-24%	-29%	-32%	-39%	-45%	-46%	-44%	-49%	-51%	-50%	-55%	-65%

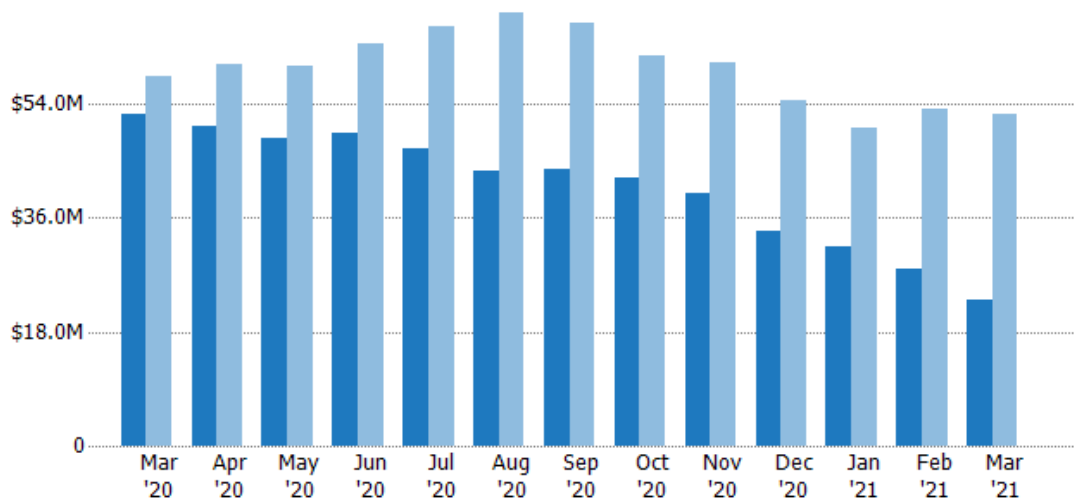
Active Listing Volume

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 '21	\$23M	-56.1%
Mar '20	\$52.3M	-10.5%
Mar '19	\$58.4M	6.3%



Current Year	\$52.3M	\$50.4M	\$48.5M	\$49.4M	\$46.9M	\$43.4M	\$43.7M	\$42.3M	\$39.9M	\$33.8M	\$31.4M	\$28M	\$23M
Prior Year	\$58.4M	\$60.2M	\$59.9M	\$63.5M	\$66.1M	\$68.4M	\$66.8M	\$61.5M	\$60.4M	\$54.4M	\$50.1M	\$53.1M	\$52.3M
Percent Change from Prior Year	-10%	-16%	-19%	-22%	-29%	-37%	-35%	-31%	-34%	-38%	-37%	-47%	-56%

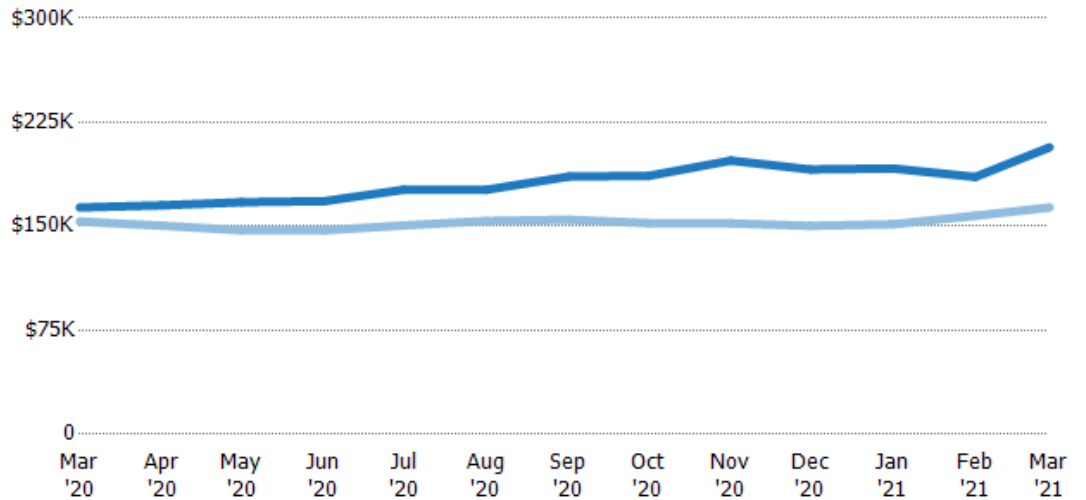
Average Listing Price

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 '21	\$207K	26.5%
Mar '20	\$164K	6.6%
Mar '19	\$153K	-4.1%



Current Year	\$164K	\$165K	\$167K	\$168K	\$176K	\$176K	\$186K	\$186K	\$197K	\$191K	\$192K	\$186K	\$207K
Prior Year	\$153K	\$150K	\$147K	\$147K	\$151K	\$154K	\$155K	\$152K	\$152K	\$150K	\$151K	\$158K	\$164K
Percent Change from Prior Year	7%	10%	14%	14%	17%	15%	20%	22%	30%	27%	27%	18%	27%

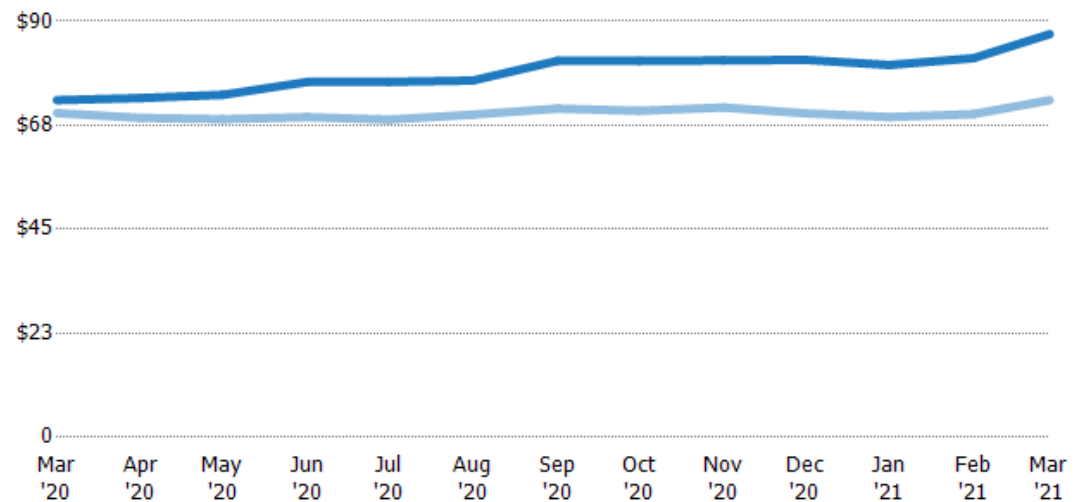
Average Listing Price per Sq Ft

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 '21	\$87.2	19.6%
Mar '20	\$72.9	4%
Mar '19	\$70.1	-3.4%



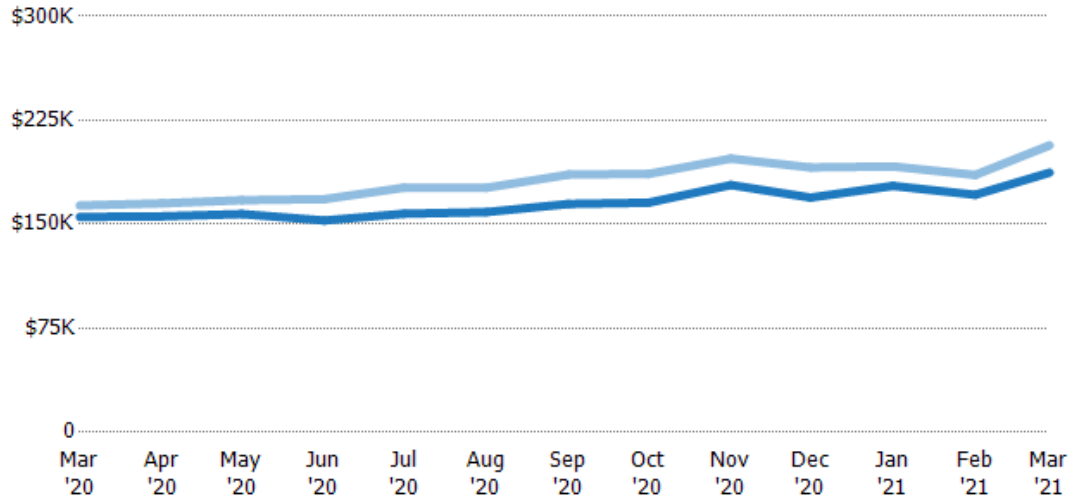
Current Year	\$72.9	\$73.4	\$74.1	\$76.9	\$76.9	\$77.2	\$81.4	\$81.5	\$81.5	\$81.7	\$80.5	\$82	\$87.2
Prior Year	\$70.1	\$69.1	\$68.8	\$69.3	\$68.7	\$69.8	\$71.1	\$70.6	\$71.4	\$70.1	\$69.3	\$69.9	\$72.9
Percent Change from Prior Year	4%	6%	8%	11%	12%	11%	15%	15%	14%	17%	16%	17%	20%

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



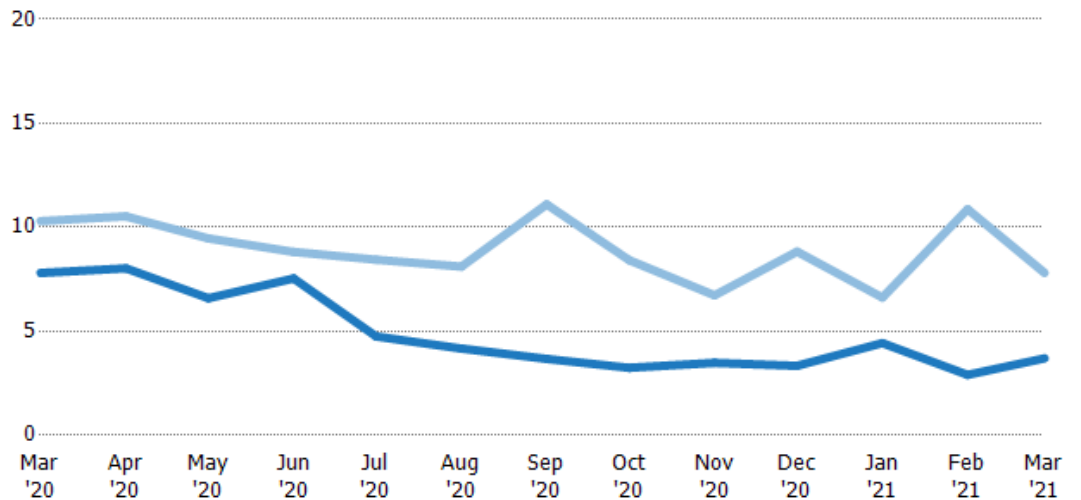
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$155K	\$156K	\$157K	\$153K	\$158K	\$159K	\$165K	\$166K	\$178K	\$169K	\$178K	\$171K	\$187K
Avg Listing Price	\$164K	\$165K	\$167K	\$168K	\$176K	\$176K	\$186K	\$186K	\$197K	\$191K	\$192K	\$186K	\$207K
Avg Listing Price as a % of Avg Est Value	105%	106%	106%	110%	112%	111%	113%	113%	111%	113%	108%	108%	110%

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 '21	3.7	-52.6%
Mar '20	7.8	-24.2%
Mar '19	10.3	70.8%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	7.8	8.03	6.59	7.54	4.75	4.17	3.67	3.24	3.48	3.34	4.43	2.9	3.7
Prior Year	10.3	10.5	9.47	8.82	8.44	8.11	11.1	8.42	6.73	8.83	6.62	10.9	7.8
Percent Change from Prior Year	-24%	-24%	-30%	-14%	-44%	-49%	-67%	-61%	-48%	-62%	-33%	-73%	-53%

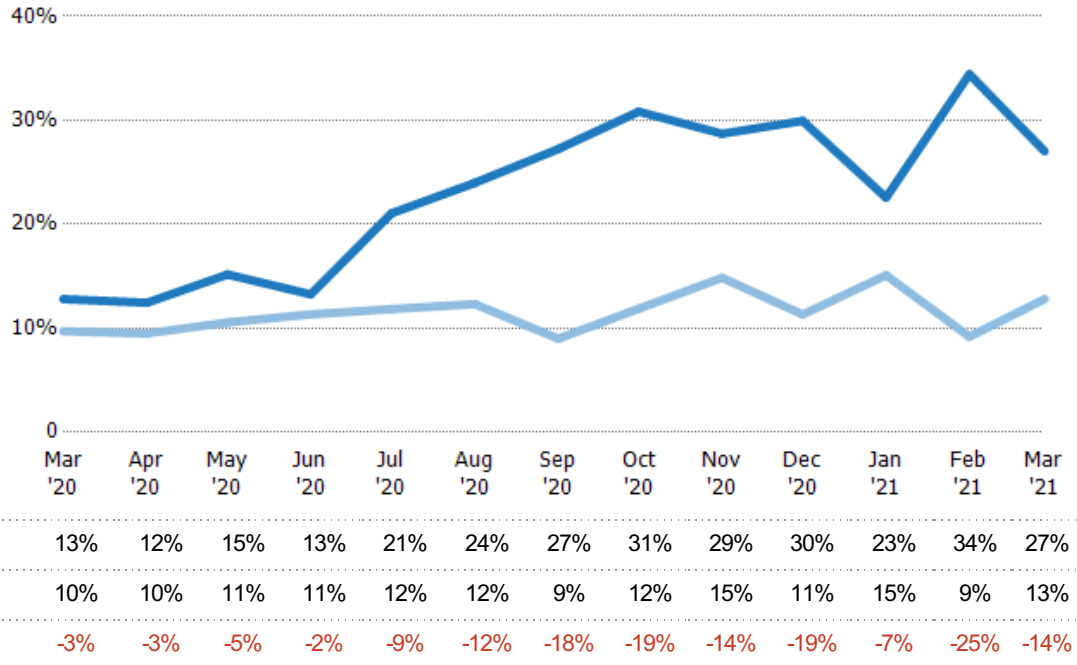
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

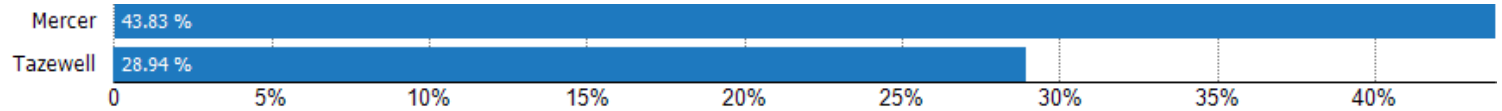
Month/ Year	Rate	Chg.
Mar '21	27%	-14.2%
Mar '20	13%	-3.1%
Mar '19	10%	-41.5%



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



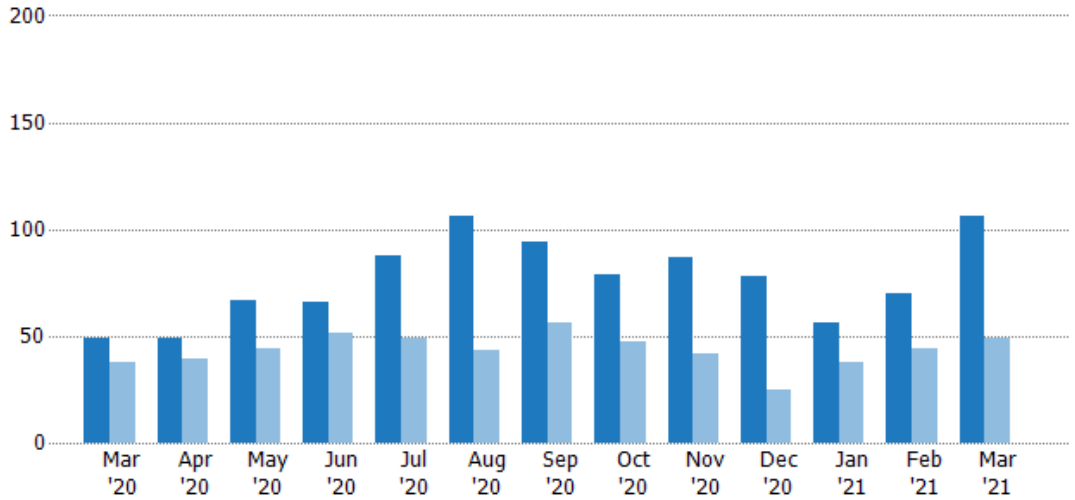
Pending Sales

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 '21	106	116.3%
Mar '20	49	28.9%
Mar '19	38	2.6%



Current Year	49	49	67	66	88	106	94	79	87	78	56	70	106
Prior Year	38	39	44	51	49	43	56	47	42	25	38	44	49
Percent Change from Prior Year	29%	26%	52%	29%	80%	147%	68%	68%	107%	212%	47%	59%	116%

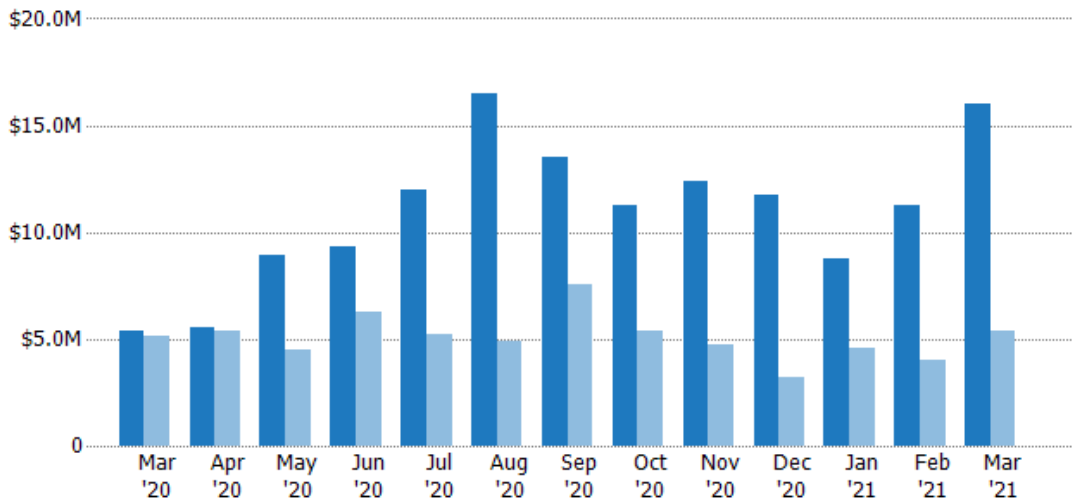
Pending Sales Volume

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.
Mar '21	\$16M	197.8%
Mar '20	\$5.39M	4.6%
Mar '19	\$5.15M	-19.9%



Current Year	\$5.39M	\$5.51M	\$8.94M	\$9.33M	\$12M	\$16.5M	\$13.5M	\$11.3M	\$12.3M	\$11.8M	\$8.75M	\$11.2M	\$16M
Prior Year	\$5.15M	\$5.41M	\$4.51M	\$6.27M	\$5.19M	\$4.91M	\$7.57M	\$5.34M	\$4.73M	\$3.24M	\$4.59M	\$4.03M	\$5.39M
Percent Change from Prior Year	5%	2%	98%	49%	131%	235%	78%	111%	161%	263%	90%	179%	198%

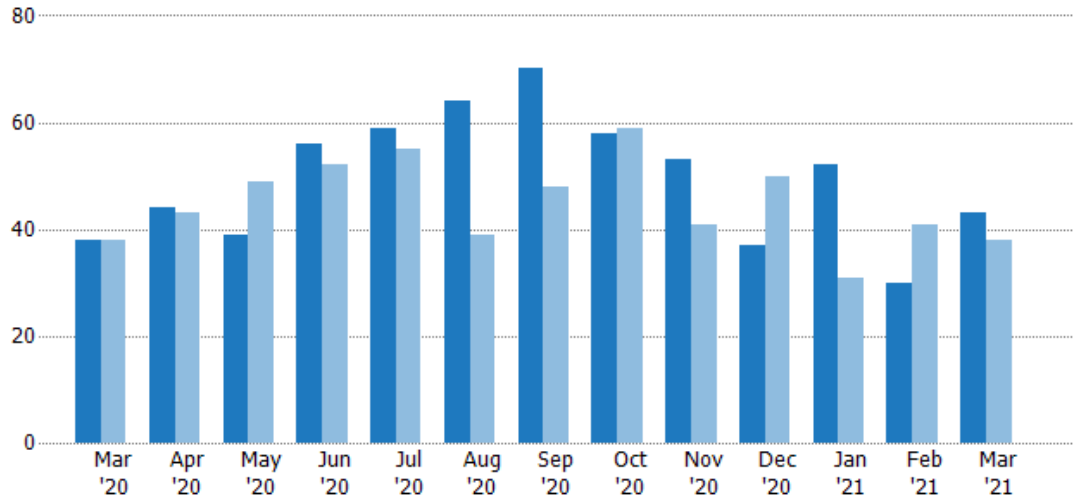
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Mar '21	43	13.2%
Mar '20	38	0%
Mar '19	38	-10.5%



Current Year	38	44	39	56	59	64	70	58	53	37	52	30	43
Prior Year	38	43	49	52	55	39	48	59	41	50	31	41	38
Percent Change from Prior Year	0%	2%	-20%	8%	7%	64%	46%	-2%	29%	-26%	68%	-27%	13%

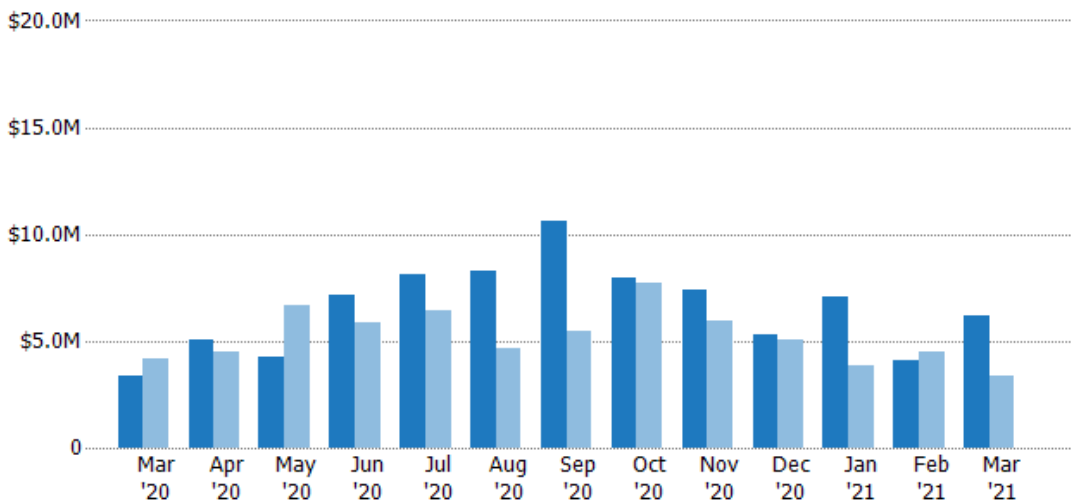
Closed Sales Volume

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 '21	\$6.19M	85.9%
Mar '20	\$3.33M	-19.9%
Mar '19	\$4.16M	-24%



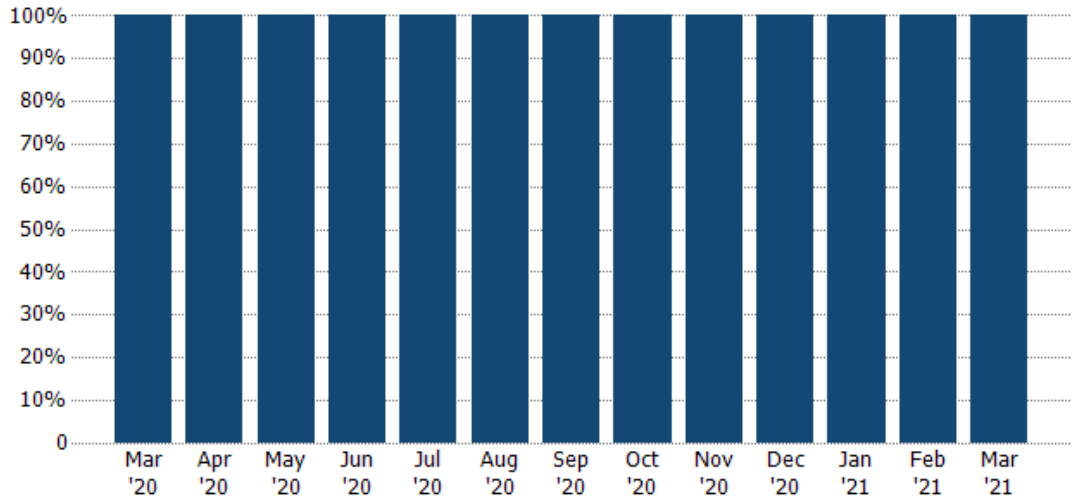
Current Year	\$3.33M	\$5.03M	\$4.24M	\$7.15M	\$8.15M	\$8.25M	\$10.6M	\$7.99M	\$7.39M	\$5.31M	\$7.07M	\$4.12M	\$6.19M
Prior Year	\$4.16M	\$4.52M	\$6.68M	\$5.89M	\$6.42M	\$4.7M	\$5.43M	\$7.7M	\$5.98M	\$5.05M	\$3.84M	\$4.48M	\$3.33M
Percent Change from Prior Year	-20%	11%	-37%	21%	27%	76%	95%	4%	24%	5%	84%	-8%	86%

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



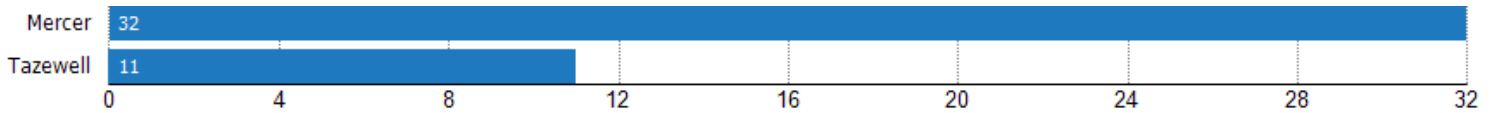
■ Single Family Residence

100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100% 100%

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

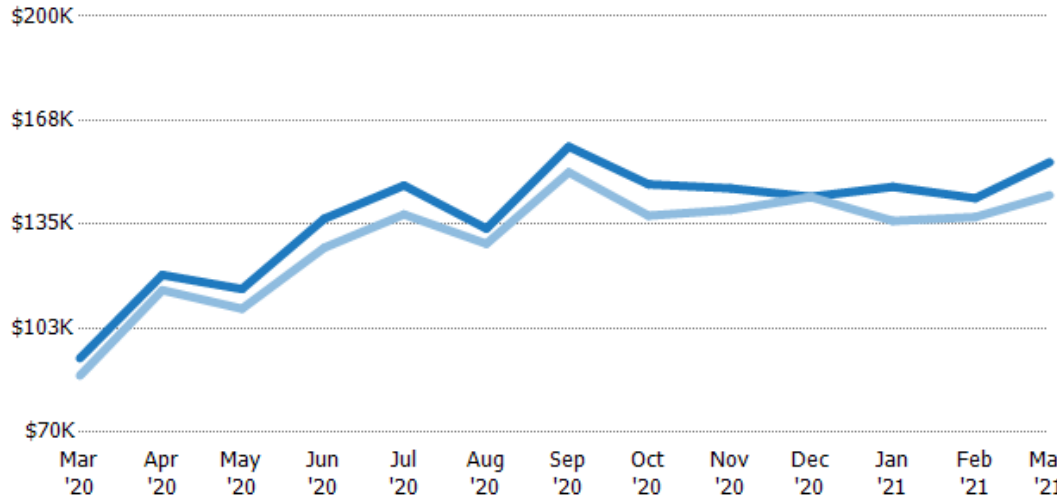


Average Sales Price vs Average Listing Price

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



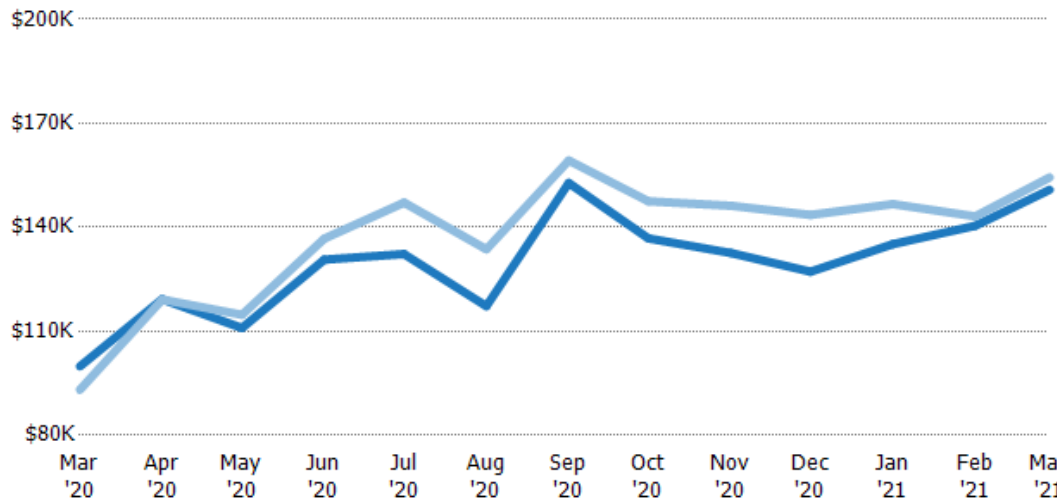
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg List Price	\$93.1K	\$119K	\$115K	\$137K	\$147K	\$134K	\$159K	\$147K	\$146K	\$144K	\$147K	\$143K	\$154K
Avg Sales Price	\$87.7K	\$114K	\$109K	\$128K	\$138K	\$129K	\$151K	\$138K	\$139K	\$144K	\$136K	\$137K	\$144K
Avg Sales Price as a % of Avg List Price	94%	96%	95%	93%	94%	96%	95%	93%	95%	100%	93%	96%	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



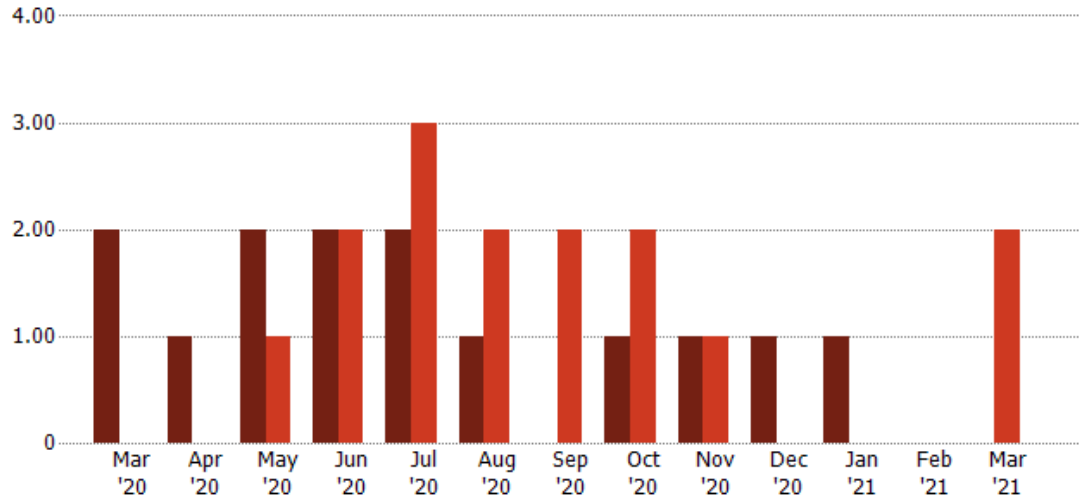
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$100K	\$119K	\$111K	\$131K	\$132K	\$117K	\$153K	\$137K	\$133K	\$127K	\$135K	\$140K	\$151K
Avg Sales Price	\$93.1K	\$119K	\$115K	\$137K	\$147K	\$134K	\$159K	\$147K	\$146K	\$144K	\$147K	\$143K	\$154K
Avg Sales Price as a % of Avg Est Value	93%	100%	103%	105%	111%	114%	104%	108%	110%	113%	109%	102%	102%

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	2	1	2	2	2	1	-	1	1	1	1	-	-
Prior Year	-	-	1	2	3	2	2	2	1	-	-	-	2
Percent Change from Prior Year	100%	100%	100%	0%	-33%	-50%	-100%	-50%	0%	100%	100%	-	-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: 04/08/2021

Scheduled: Yes

Report Date Range: From 3/2020 To: 3/2021

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 3/2021 data

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