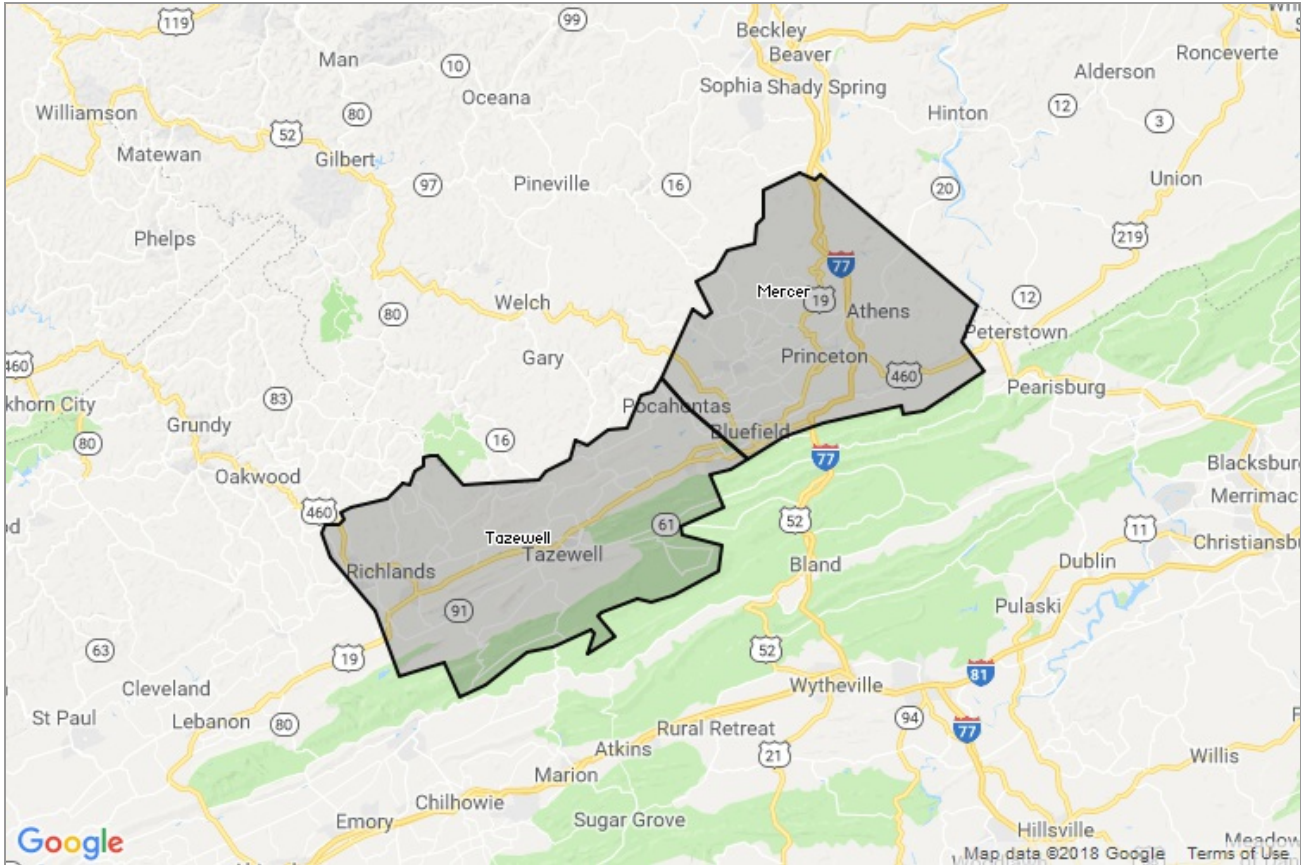




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
5/2017 – 5/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 06/10/2018

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

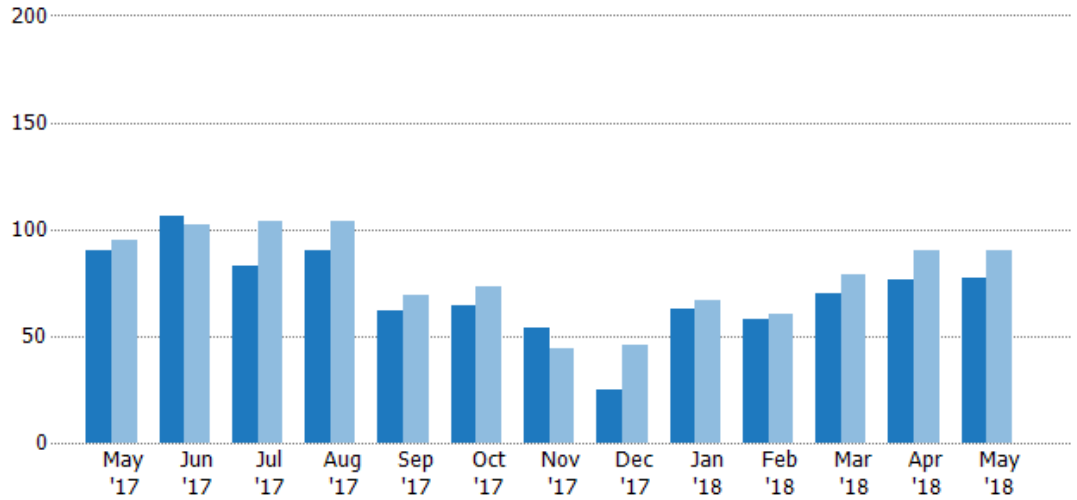
New Listings

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. |
|----------------|-------|--------|
| May '18 | 77 | -14.4% |
| May '17 | 90 | -5.3% |
| May '16 | 95 | 15.8% |



| | | | | | | | | | | | | | |
|--------------------------------|-----|-----|------|------|------|------|-----|------|-----|-----|------|------|------|
| Current Year | 90 | 106 | 83 | 90 | 62 | 64 | 54 | 25 | 63 | 58 | 70 | 76 | 77 |
| Prior Year | 95 | 102 | 104 | 104 | 69 | 73 | 44 | 46 | 67 | 60 | 79 | 90 | 90 |
| Percent Change from Prior Year | -5% | 4% | -20% | -13% | -10% | -12% | 23% | -46% | -6% | -3% | -11% | -16% | -14% |

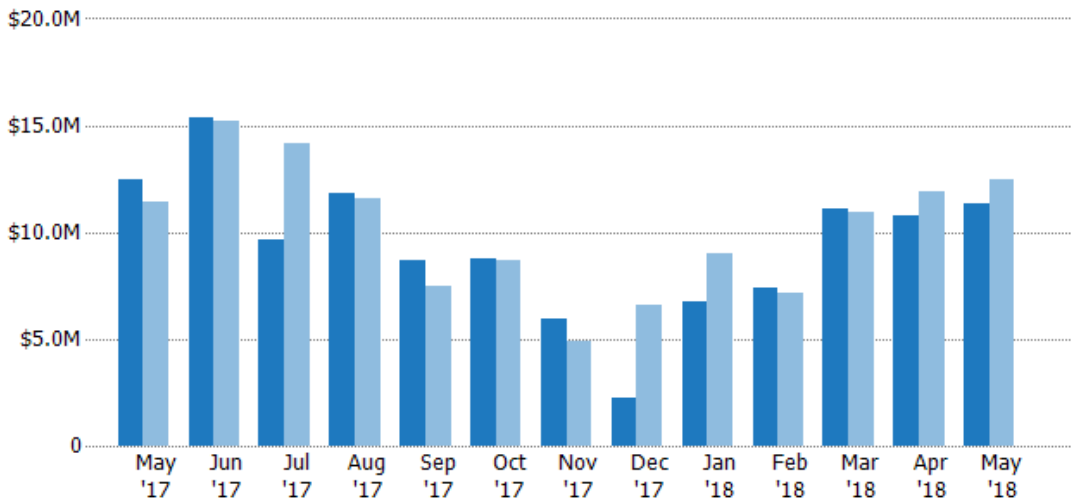
New Listing Volume

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. |
|----------------|---------|--------|
| May '18 | \$11.4M | -8.5% |
| May '17 | \$12.4M | 8.9% |
| May '16 | \$11.4M | 20.5% |



| | | | | | | | | | | | | | |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$12.4M | \$15.3M | \$9.67M | \$11.9M | \$8.65M | \$8.72M | \$5.95M | \$2.21M | \$6.78M | \$7.42M | \$11.1M | \$10.8M | \$11.4M |
| Prior Year | \$11.4M | \$15.2M | \$14.1M | \$11.6M | \$7.5M | \$8.72M | \$4.87M | \$6.61M | \$9.04M | \$7.17M | \$11M | \$11.9M | \$12.4M |
| Percent Change from Prior Year | 9% | 1% | -32% | 2% | 15% | 0% | 22% | -67% | -25% | 4% | 1% | -10% | -9% |

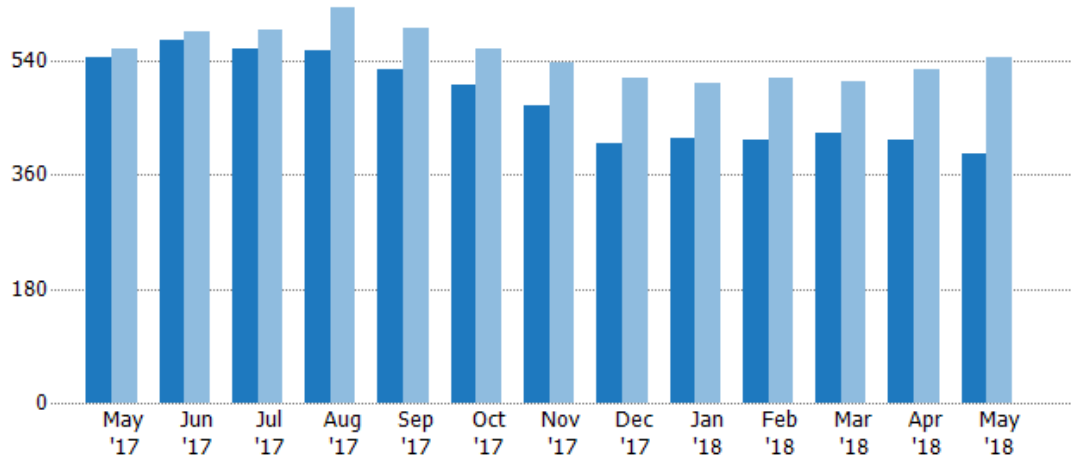
Active Listings

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. |
|----------------|-------|--------|
| May '18 | 393 | -28% |
| May '17 | 546 | -2.2% |
| May '16 | 558 | -5% |



| | | | | | | | | | | | | | |
|--------------------------------|-----|-----|-----|------|------|------|------|------|------|------|------|------|------|
| Current Year | 546 | 573 | 558 | 556 | 527 | 501 | 470 | 409 | 417 | 416 | 426 | 415 | 393 |
| Prior Year | 558 | 586 | 589 | 624 | 592 | 560 | 536 | 514 | 504 | 512 | 508 | 526 | 546 |
| Percent Change from Prior Year | -2% | -2% | -5% | -11% | -11% | -11% | -12% | -20% | -17% | -19% | -16% | -21% | -28% |

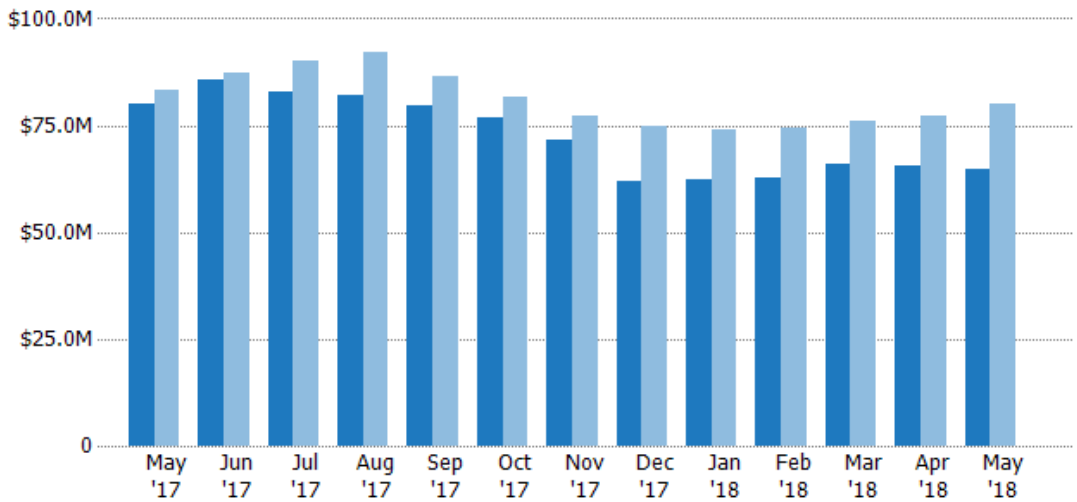
Active Listing Volume

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. |
|----------------|---------|--------|
| May '18 | \$64.7M | -19.2% |
| May '17 | \$80.1M | -3.8% |
| May '16 | \$83.3M | -16.3% |



| | | | | | | | | | | | | | |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$80.1M | \$85.9M | \$82.8M | \$82M | \$79.7M | \$76.7M | \$71.6M | \$61.9M | \$62.4M | \$62.6M | \$65.9M | \$65.6M | \$64.7M |
| Prior Year | \$83.3M | \$87.4M | \$90.1M | \$92.1M | \$86.4M | \$81.5M | \$77.2M | \$74.6M | \$73.9M | \$74.5M | \$75.8M | \$77.1M | \$80.1M |
| Percent Change from Prior Year | -4% | -2% | -8% | -11% | -8% | -6% | -7% | -17% | -16% | -16% | -13% | -15% | -19% |

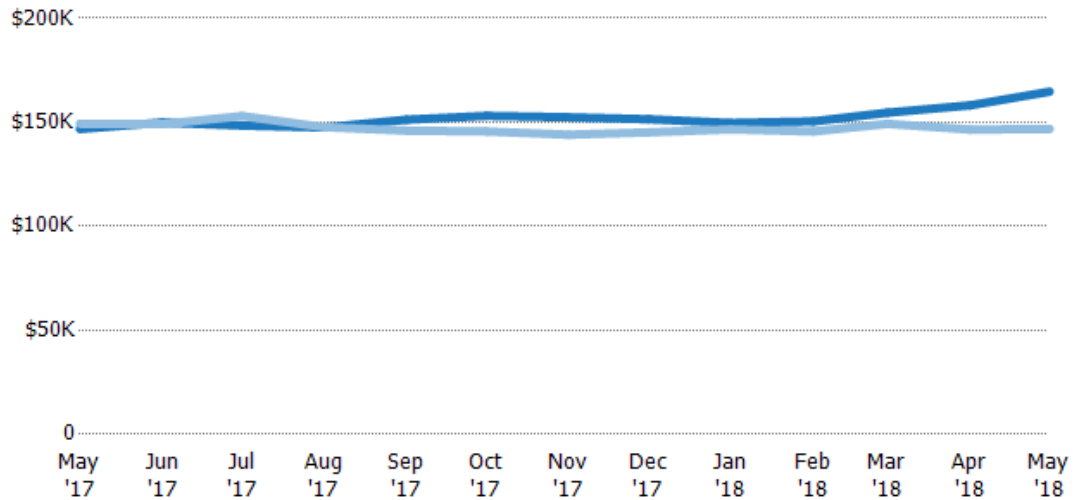
Average Listing Price

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. |
|----------------|--------|--------|
| May '18 | \$165K | 12.2% |
| May '17 | \$147K | -1.7% |
| May '16 | \$149K | -11.9% |



| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$147K | \$150K | \$148K | \$147K | \$151K | \$153K | \$152K | \$151K | \$150K | \$150K | \$155K | \$158K | \$165K |
| Prior Year | \$149K | \$149K | \$153K | \$148K | \$146K | \$146K | \$144K | \$145K | \$147K | \$146K | \$149K | \$147K | \$147K |
| Percent Change from Prior Year | -2% | 1% | -3% | 0% | 4% | 5% | 6% | 4% | 2% | 3% | 4% | 8% | 12% |

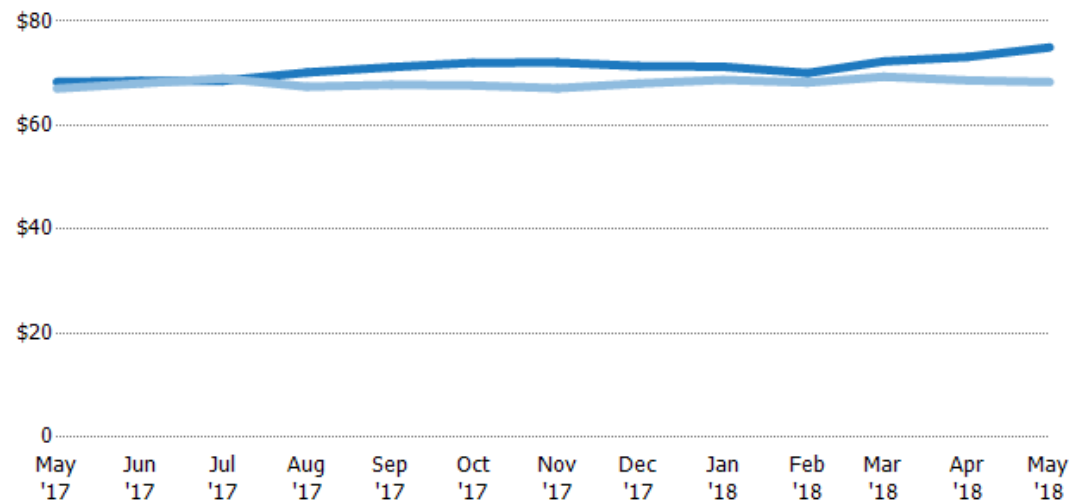
Average Listing Price per Sq Ft

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. |
|----------------|-------------|--------|
| May '18 | \$75 | 9.7% |
| May '17 | \$68.3 | 1.9% |
| May '16 | \$67.1 | -4% |



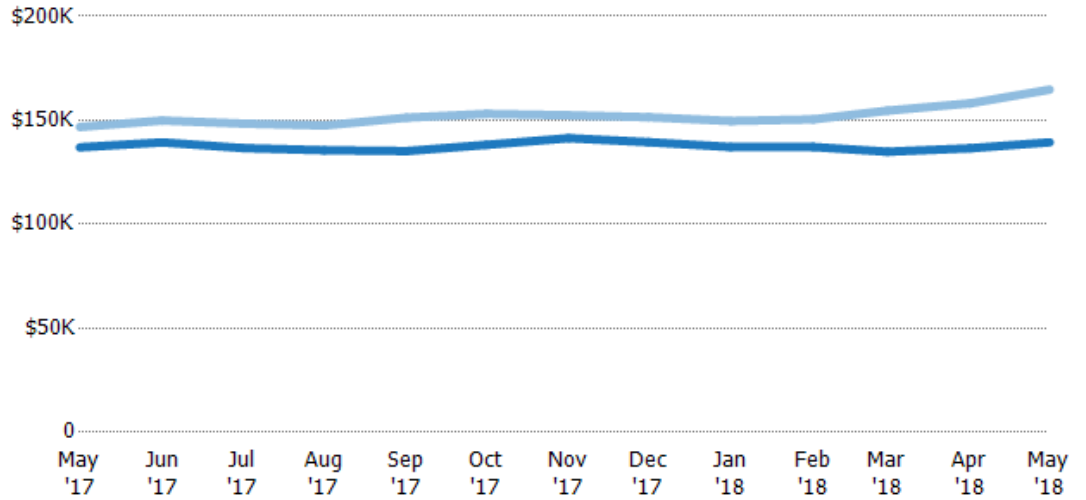
| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$68.3 | \$68.5 | \$68.5 | \$70.2 | \$71.2 | \$72 | \$72.1 | \$71.4 | \$71.3 | \$70 | \$72.3 | \$73.1 | \$75 |
| Prior Year | \$67.1 | \$68 | \$69 | \$67.4 | \$67.8 | \$67.7 | \$67.1 | \$68 | \$68.7 | \$68.2 | \$69.3 | \$68.6 | \$68.3 |
| Percent Change from Prior Year | 2% | 1% | -1% | 4% | 5% | 6% | 7% | 5% | 4% | 3% | 4% | 7% | 10% |

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



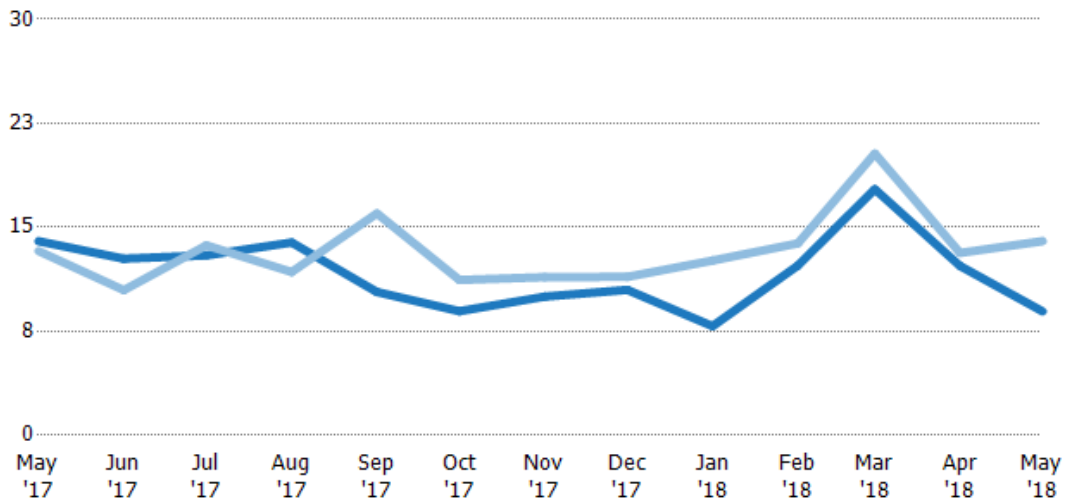
| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value | \$137K | \$139K | \$137K | \$136K | \$135K | \$138K | \$141K | \$139K | \$137K | \$137K | \$135K | \$137K | \$139K |
| Avg Listing Price | \$147K | \$150K | \$148K | \$147K | \$151K | \$153K | \$152K | \$151K | \$150K | \$150K | \$155K | \$158K | \$165K |
| Avg Listing Price as a % of Avg Est Value | 107% | 108% | 109% | 109% | 112% | 111% | 108% | 109% | 109% | 110% | 115% | 116% | 118% |

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. |
|------------|--------|--------|
| May '18 | 8.93 | -36.2% |
| May '17 | 14 | 5.4% |
| May '16 | 13.3 | 37.6% |

| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | 14 | 12.7 | 13 | 13.9 | 10.3 | 8.95 | 10 | 10.5 | 7.87 | 12.2 | 17.8 | 12.2 | 8.93 |
| Prior Year | 13.3 | 10.5 | 13.7 | 11.8 | 16 | 11.2 | 11.4 | 11.4 | 12.6 | 13.8 | 20.3 | 13.2 | 14 |
| Percent Change from Prior Year | 5% | 22% | -5% | 18% | -35% | -20% | -12% | -8% | -38% | -12% | -13% | -7% | -36% |

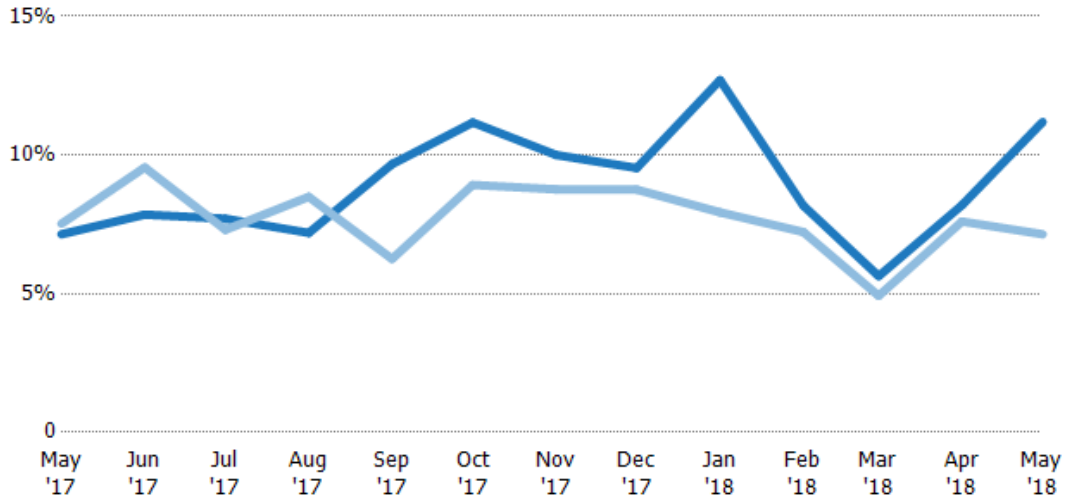
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

| Month/ Year | Rate | Chg. |
|----------------|------|--------|
| May '18 | 11% | -4.1% |
| May '17 | 7% | 0.4% |
| May '16 | 8% | -27.3% |

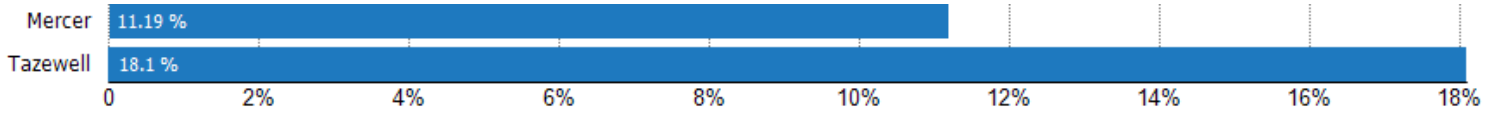


| | | | | | | | | | | | | | |
|------------------------|----|-----|----|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Current Year | 7% | 8% | 8% | 7% | 10% | 11% | 10% | 10% | 13% | 8% | 6% | 8% | 11% |
| Prior Year | 8% | 10% | 7% | 8% | 6% | 9% | 9% | 9% | 8% | 7% | 5% | 8% | 7% |
| Change from Prior Year | 0% | 2% | 0% | 1% | -3% | -2% | -1% | -1% | -5% | -1% | -1% | -1% | -4% |

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



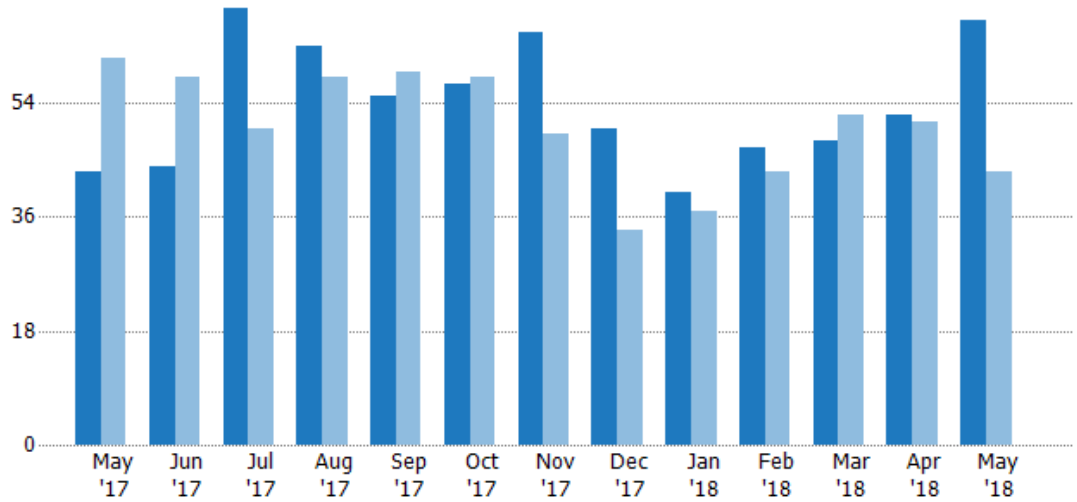
Pending Sales

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. |
|----------------|-------|--------|
| May '18 | 67 | 55.8% |
| May '17 | 43 | -29.5% |
| May '16 | 61 | -23% |



| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | 43 | 44 | 69 | 63 | 55 | 57 | 65 | 50 | 40 | 47 | 48 | 52 | 67 |
| Prior Year | 61 | 58 | 50 | 58 | 59 | 58 | 49 | 34 | 37 | 43 | 52 | 51 | 43 |
| Percent Change from Prior Year | -30% | -24% | 38% | 9% | -7% | -2% | 33% | 47% | 8% | 9% | -8% | 2% | 56% |

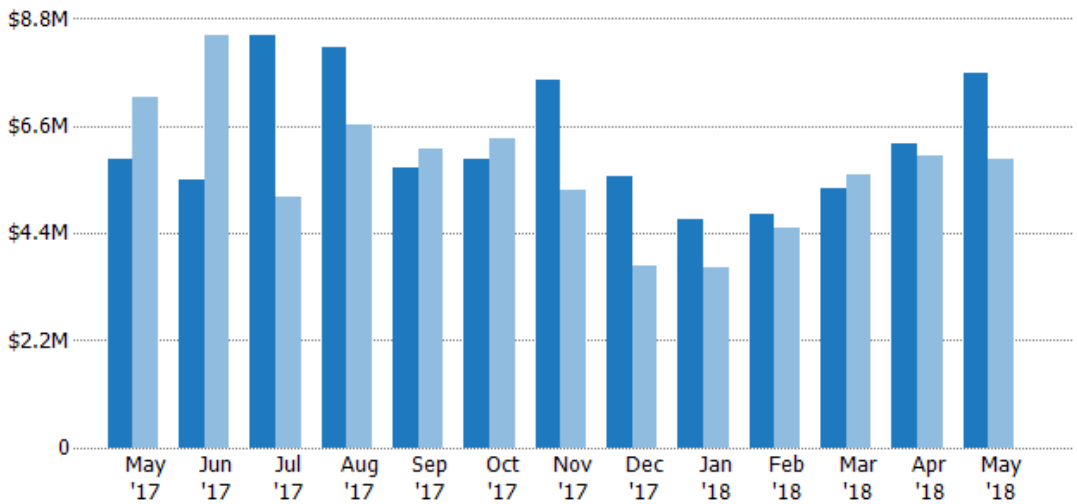
Pending Sales Volume

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. |
|----------------|---------|--------|
| May '18 | \$7.69M | 30% |
| May '17 | \$5.92M | -17.9% |
| May '16 | \$7.21M | -12.2% |



| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$5.92M | \$5.5M | \$8.48M | \$8.2M | \$5.76M | \$5.92M | \$7.55M | \$5.56M | \$4.69M | \$4.8M | \$5.32M | \$6.23M | \$7.69M |
| Prior Year | \$7.21M | \$8.48M | \$5.14M | \$6.64M | \$6.13M | \$6.36M | \$5.29M | \$3.72M | \$3.69M | \$4.52M | \$5.6M | \$6M | \$5.92M |
| Percent Change from Prior Year | -18% | -35% | 65% | 23% | -6% | -7% | 43% | 49% | 27% | 6% | -5% | 4% | 30% |

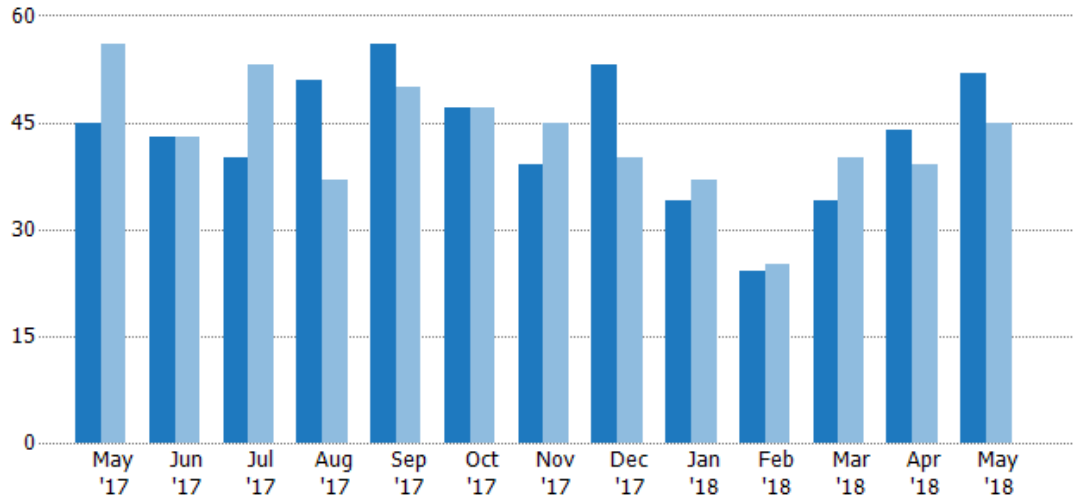
Closed Sales

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. |
|----------------|-------|--------|
| May '18 | 52 | 15.6% |
| May '17 | 45 | -19.6% |
| May '16 | 56 | -19.6% |



| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | 45 | 43 | 40 | 51 | 56 | 47 | 39 | 53 | 34 | 24 | 34 | 44 | 52 |
| Prior Year | 56 | 43 | 53 | 37 | 50 | 47 | 45 | 40 | 37 | 25 | 40 | 39 | 45 |
| Percent Change from Prior Year | -20% | 0% | -25% | 38% | 12% | 0% | -13% | 33% | -8% | -4% | -15% | 13% | 16% |

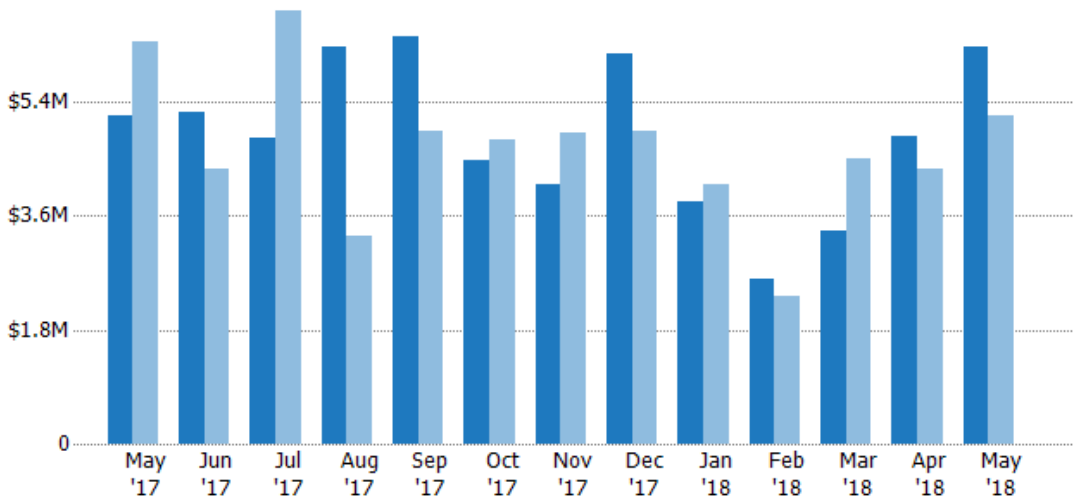
Closed Sales Volume

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. |
|----------------|---------|--------|
| May '18 | \$6.27M | 21.2% |
| May '17 | \$5.17M | -18.7% |
| May '16 | \$6.36M | -16.4% |



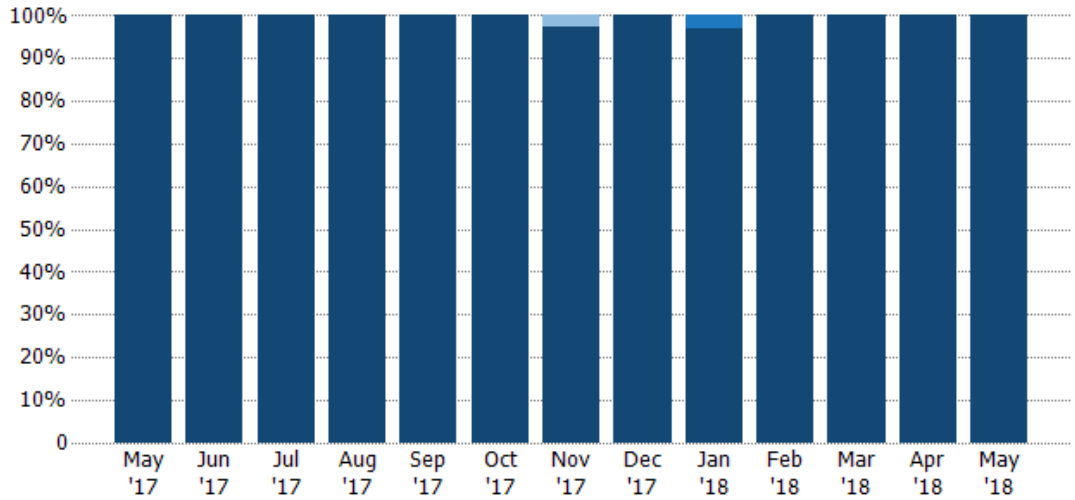
| | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$5.17M | \$5.23M | \$4.83M | \$6.27M | \$6.42M | \$4.48M | \$4.1M | \$6.17M | \$3.84M | \$2.59M | \$3.35M | \$4.85M | \$6.27M |
| Prior Year | \$6.36M | \$4.34M | \$6.83M | \$3.29M | \$4.93M | \$4.8M | \$4.92M | \$4.94M | \$4.11M | \$2.32M | \$4.49M | \$4.34M | \$5.17M |
| Percent Change from Prior Year | -19% | 21% | -29% | 90% | 30% | -7% | -17% | 25% | -7% | 12% | -25% | 12% | 21% |

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 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 | Apr '18 | May '18 |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Multifamily/Multiplex | - | - | - | - | - | - | 3% | - | - | - | - | - | - |
| Condo/Townhouse | - | - | - | - | - | - | - | - | 3% | - | - | - | - |
| Single Family Residence | 100% | 100% | 100% | 100% | 100% | 100% | 97% | 100% | 97% | 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

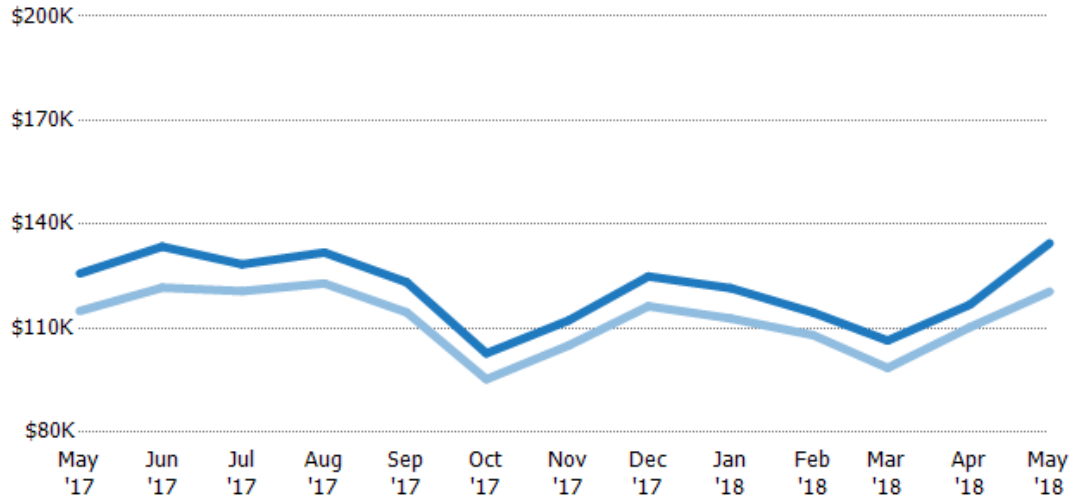


Average Sales Price vs Average Listing Price

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



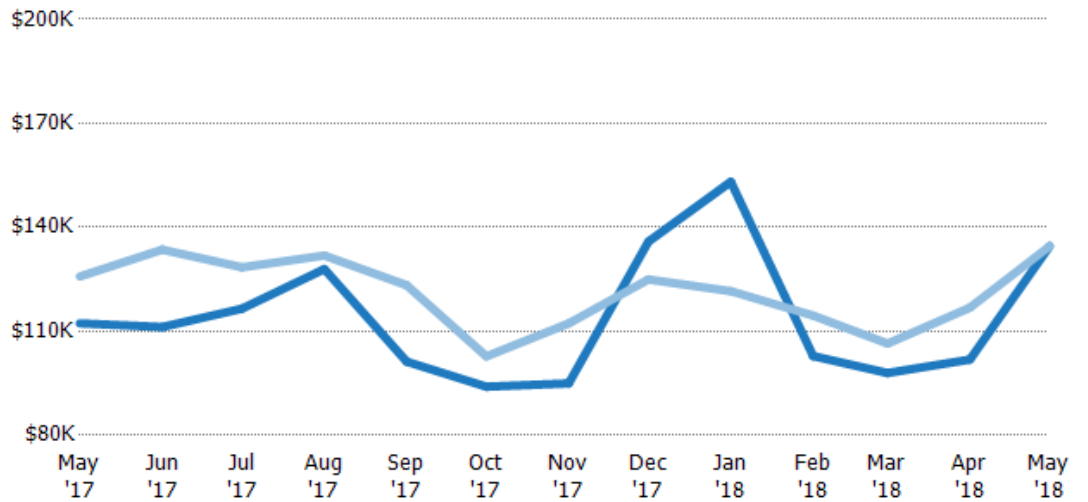
| | | | | | | | | | | | | | |
|--|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|---------|--------|--------|
| Avg List Price | \$126K | \$134K | \$128K | \$132K | \$123K | \$103K | \$112K | \$125K | \$122K | \$115K | \$106K | \$117K | \$135K |
| Avg Sales Price | \$115K | \$122K | \$121K | \$123K | \$115K | \$95.3K | \$105K | \$116K | \$113K | \$108K | \$98.5K | \$110K | \$121K |
| Avg Sales Price as a % of Avg List Price | 91% | 91% | 94% | 93% | 93% | 93% | 94% | 93% | 93% | 94% | 93% | 94% | 90% |

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 | \$112K | \$111K | \$117K | \$128K | \$101K | \$94K | \$95K | \$136K | \$153K | \$103K | \$98K | \$102K | \$135K |
| Avg Sales Price | \$126K | \$134K | \$128K | \$132K | \$123K | \$103K | \$112K | \$125K | \$122K | \$115K | \$106K | \$117K | \$135K |
| Avg Sales Price as a % of Avg Est Value | 112% | 120% | 110% | 103% | 122% | 109% | 118% | 92% | 79% | 111% | 109% | 115% | 100% |

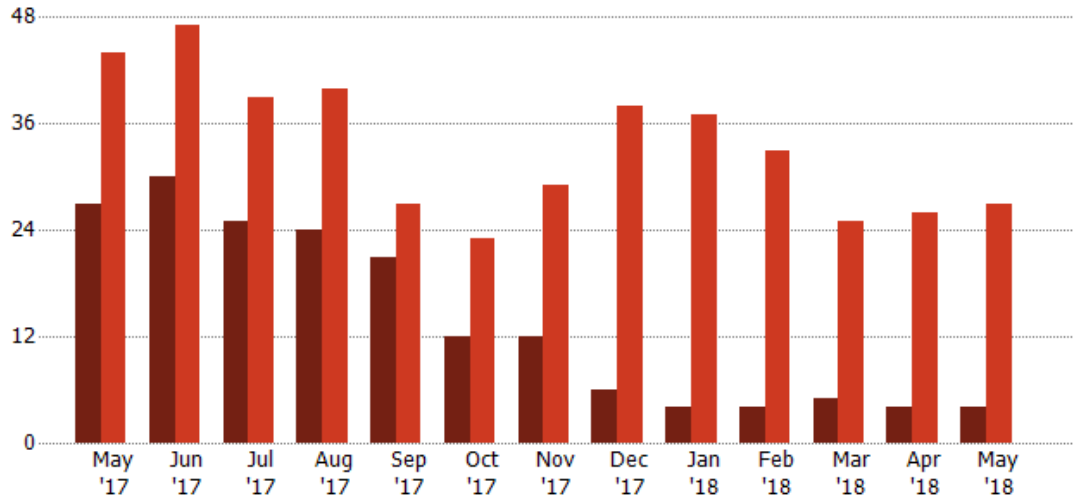
Distressed Listings

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. |
|------------|-------|--------|
| May '18 | 4 | -85.2% |
| May '17 | 27 | -38.6% |
| May '16 | 44 | -9.1% |



| | | | | | | | | | | | | | |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year | 27 | 30 | 25 | 24 | 21 | 12 | 12 | 6 | 4 | 4 | 5 | 4 | 4 |
| Prior Year | 44 | 47 | 39 | 40 | 27 | 23 | 29 | 38 | 37 | 33 | 25 | 26 | 27 |
| Percent Change from Prior Year | -39% | -36% | -36% | -40% | -22% | -48% | -59% | -84% | -89% | -88% | -80% | -85% | -85% |

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: 06/10/2018

Scheduled: Yes

Report Date Range: From 5/2017 To: 5/2018

Information Included

- Include Cover Sheet
- Include Key Metric Summary
- Include Metrics By: County
- Averages
- Medians
- Include Appendix

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 5/2018 data

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

