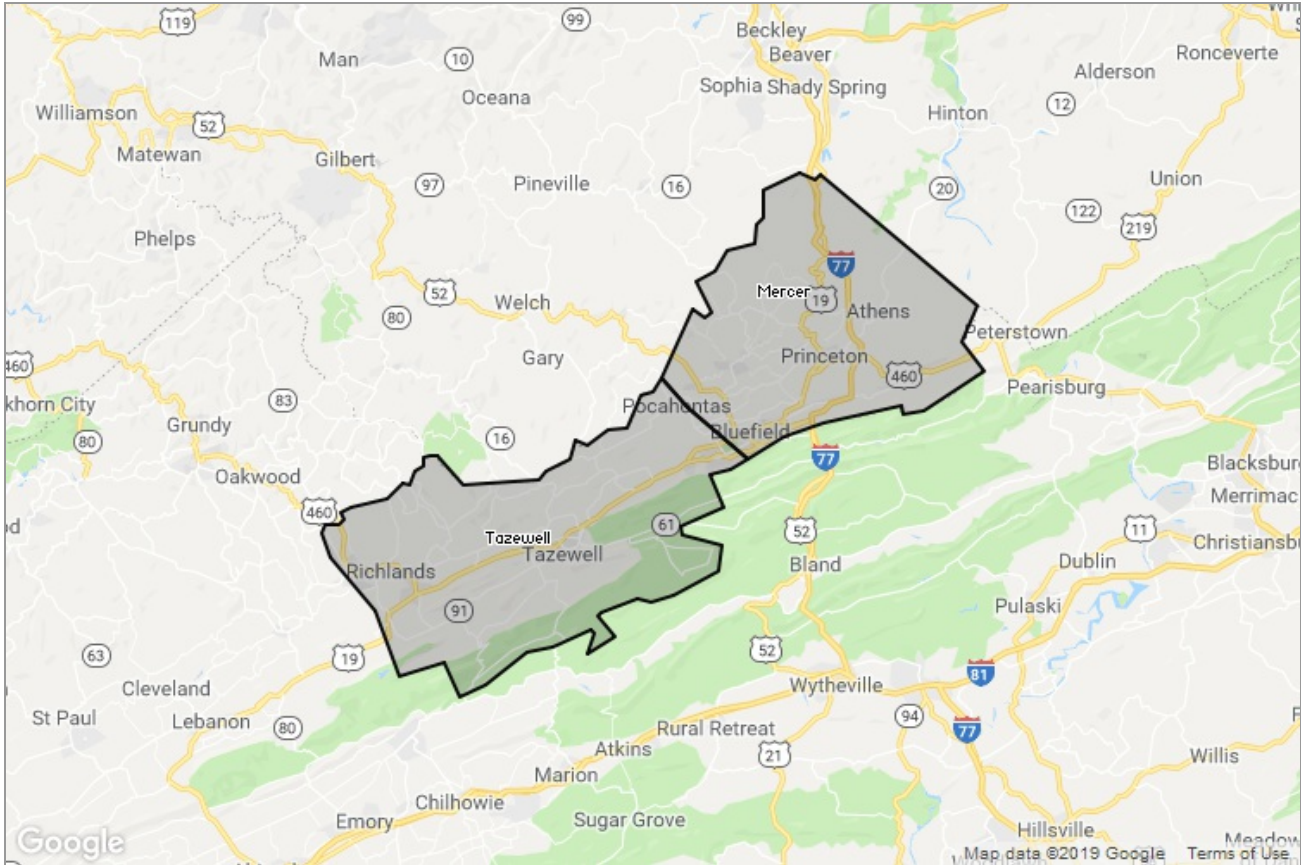




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
5/2018 – 5/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 06/06/2019

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

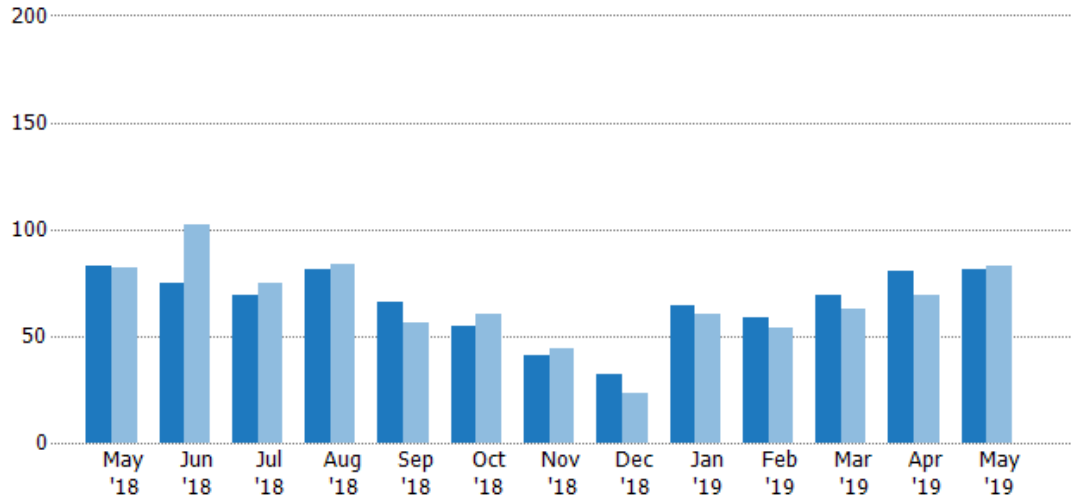
New Listings

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.
May '19	81	-2.4%
May '18	83	1.2%
May '17	82	4.9%



Current Year	83	75	69	81	66	55	41	32	64	59	69	80	81
Prior Year	82	102	75	84	56	60	44	23	60	54	63	69	83
Percent Change from Prior Year	1%	-26%	-8%	-4%	18%	-8%	-7%	39%	7%	9%	10%	16%	-2%

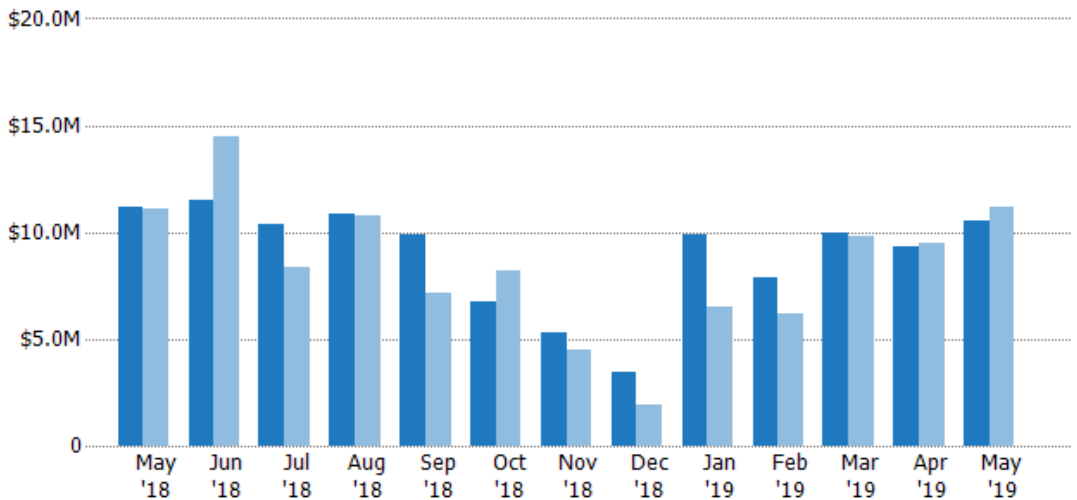
New Listing Volume

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.
May '19	\$10.5M	-6.1%
May '18	\$11.2M	1.2%
May '17	\$11.1M	-8.3%



Current Year	\$11.2M	\$11.5M	\$10.4M	\$10.8M	\$9.9M	\$6.74M	\$5.3M	\$3.49M	\$9.89M	\$7.84M	\$9.94M	\$9.32M	\$10.5M
Prior Year	\$11.1M	\$14.5M	\$8.36M	\$10.7M	\$7.18M	\$8.21M	\$4.5M	\$1.93M	\$6.49M	\$6.17M	\$9.81M	\$9.45M	\$11.2M
Percent Change from Prior Year	1%	-20%	24%	1%	38%	-18%	18%	81%	52%	27%	1%	-1%	-6%

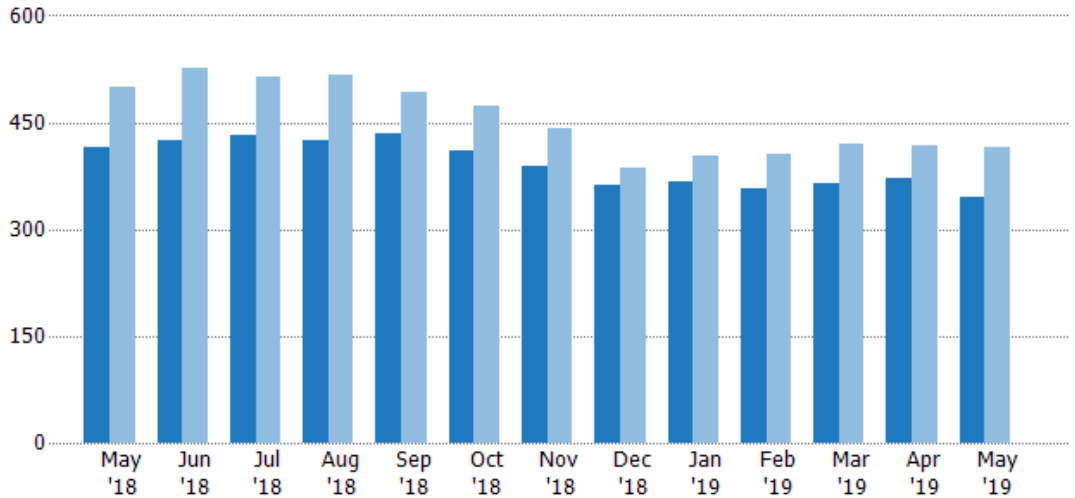
Active Listings

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.
May '19	346	-16.6%
May '18	415	-17%
May '17	500	-8.6%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	415	425	433	425	435	411	388	363	367	356	364	372	346
Prior Year	500	527	515	516	493	472	442	387	402	406	421	418	415
Percent Change from Prior Year	-17%	-19%	-16%	-18%	-12%	-13%	-12%	-6%	-9%	-12%	-14%	-11%	-17%

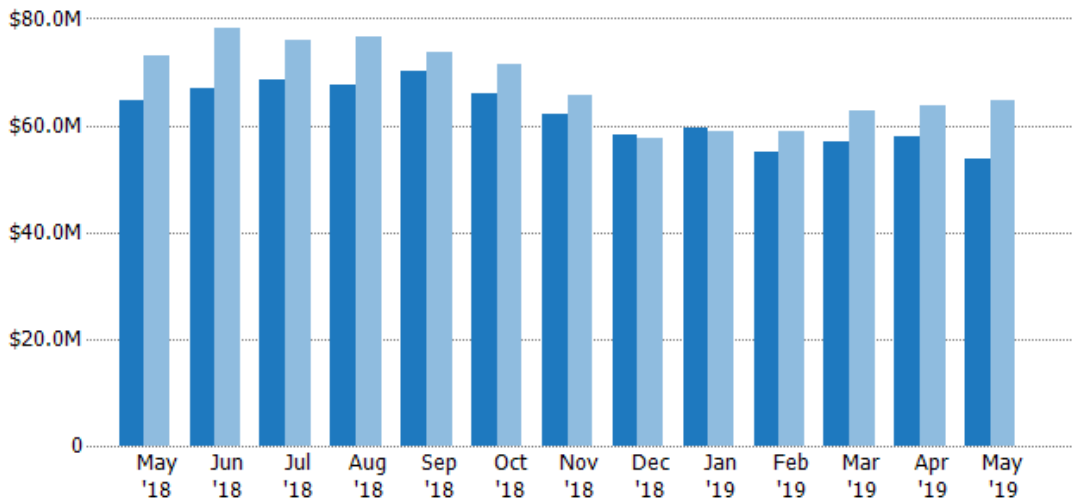
Active Listing Volume

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.
May '19	\$53.7M	-17.1%
May '18	\$64.7M	-11.3%
May '17	\$73M	-8.5%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$64.7M	\$66.9M	\$68.4M	\$67.4M	\$70.2M	\$66M	\$62.2M	\$58.1M	\$59.5M	\$54.9M	\$57.1M	\$57.8M	\$53.7M
Prior Year	\$73M	\$78.1M	\$75.9M	\$76.6M	\$73.7M	\$71.3M	\$65.8M	\$57.6M	\$58.8M	\$58.9M	\$62.9M	\$63.7M	\$64.7M
Percent Change from Prior Year	-11%	-14%	-10%	-12%	-5%	-7%	-6%	1%	1%	-7%	-9%	-9%	-17%

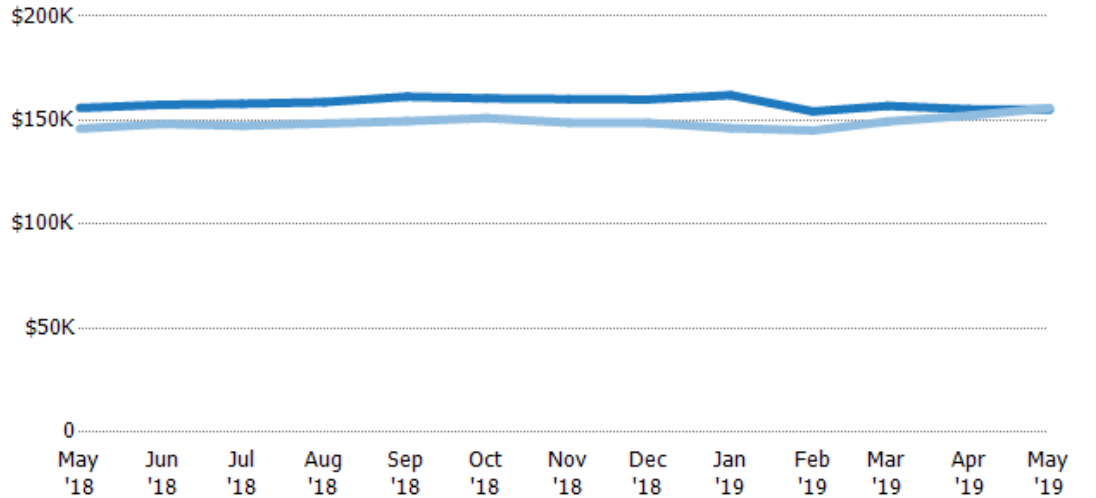
Average Listing Price

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.
May '19	\$155K	-0.5%
May '18	\$156K	6.8%
May '17	\$146K	0.1%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$156K	\$157K	\$158K	\$159K	\$161K	\$161K	\$160K	\$160K	\$162K	\$154K	\$157K	\$155K	\$155K
Prior Year	\$146K	\$148K	\$147K	\$148K	\$150K	\$151K	\$149K	\$149K	\$146K	\$145K	\$149K	\$152K	\$156K
Percent Change from Prior Year	7%	6%	7%	7%	8%	6%	8%	8%	11%	6%	5%	2%	-1%

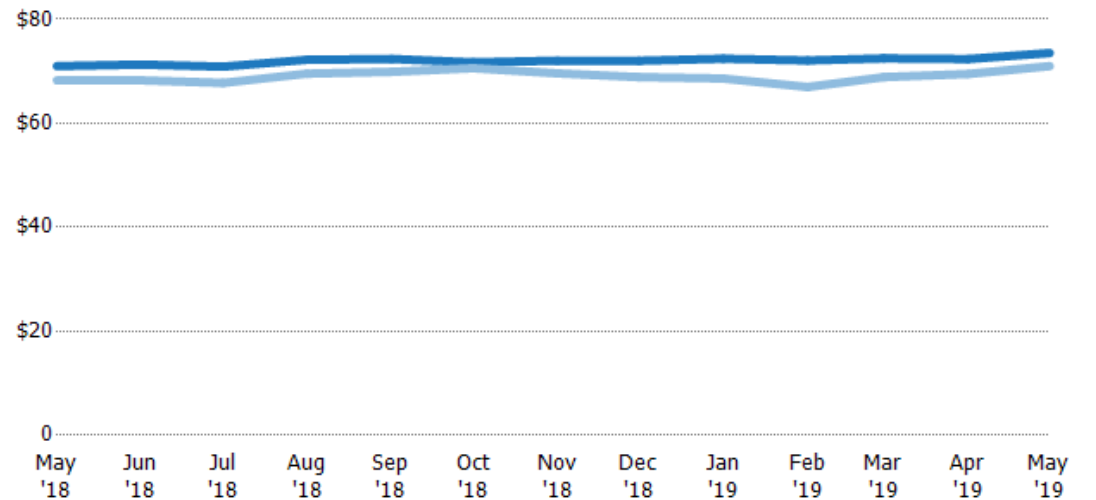
Average Listing Price per Sq Ft

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 '19	\$73.5	3.6%
May '18	\$71	4%
May '17	\$68.2	-0.7%



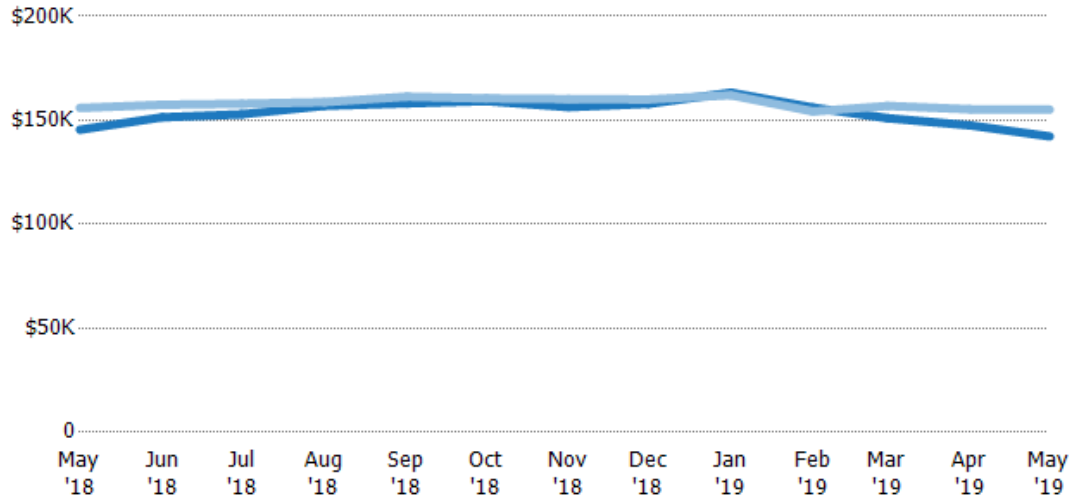
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$71	\$71.3	\$70.9	\$72.2	\$72.4	\$71.7	\$72	\$72	\$72.4	\$72.1	\$72.5	\$72.4	\$73.5
Prior Year	\$68.2	\$68.3	\$67.8	\$69.5	\$69.9	\$70.6	\$69.6	\$68.9	\$68.6	\$67	\$68.9	\$69.5	\$71
Percent Change from Prior Year	4%	4%	5%	4%	4%	2%	3%	5%	6%	8%	5%	4%	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



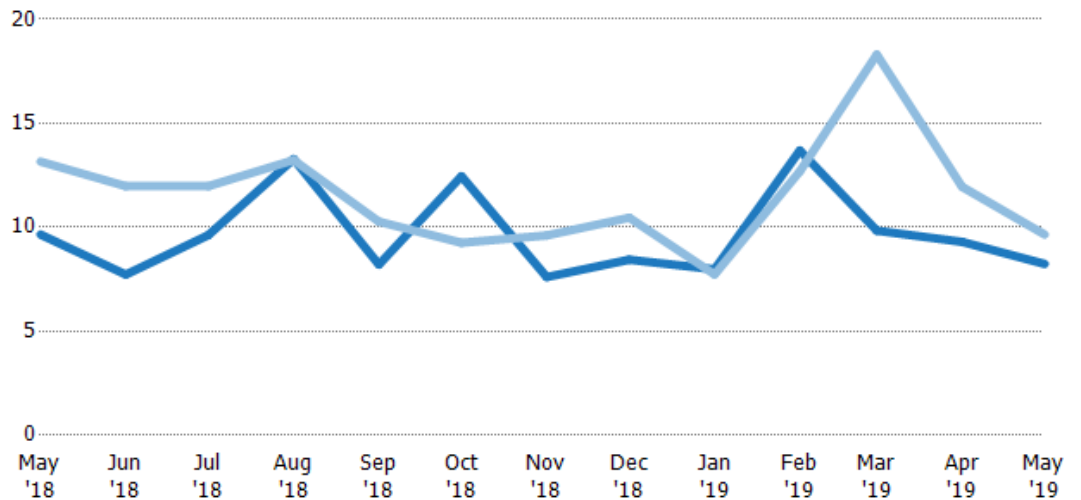
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Avg Est Value	\$145K	\$151K	\$153K	\$157K	\$158K	\$159K	\$156K	\$158K	\$163K	\$156K	\$151K	\$148K	\$142K
Avg Listing Price	\$156K	\$157K	\$158K	\$159K	\$161K	\$161K	\$160K	\$160K	\$162K	\$154K	\$157K	\$155K	\$155K
Avg Listing Price as a % of Avg Est Value	107%	104%	103%	101%	102%	101%	102%	101%	99%	99%	104%	105%	109%

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 '19	8.24	-14.6%
May '18	9.65	-26.7%
May '17	13.2	-3.5%

	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	9.65	7.73	9.62	13.3	8.21	12.5	7.61	8.44	7.98	13.7	9.84	9.3	8.24
Prior Year	13.2	12	12	13.2	10.3	9.25	9.61	10.5	7.73	12.7	18.3	11.9	9.65
Percent Change from Prior Year	-27%	-35%	-20%	0%	-20%	35%	-21%	-19%	3%	8%	-46%	-22%	-15%

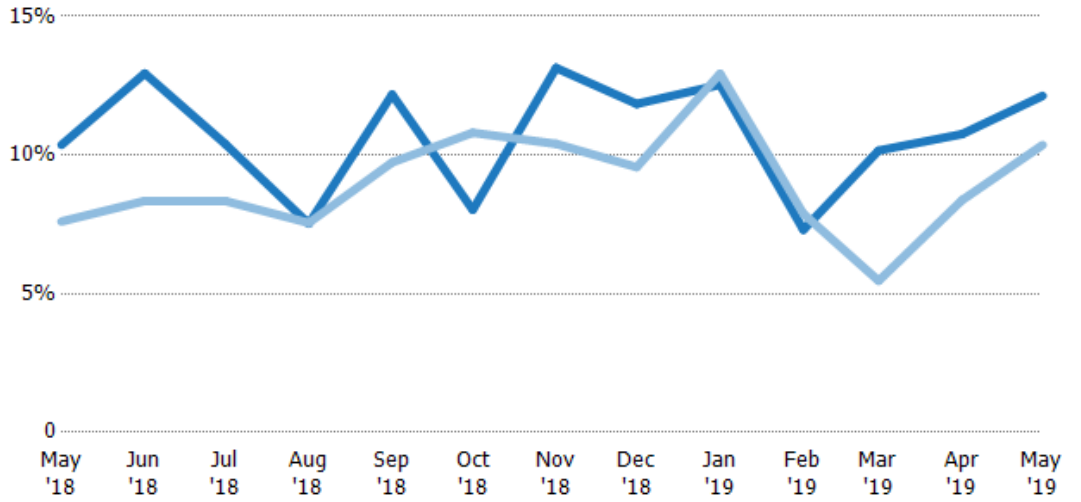
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
May '19	12%	-1.8%
May '18	10%	-2.8%
May '17	8%	3.6%

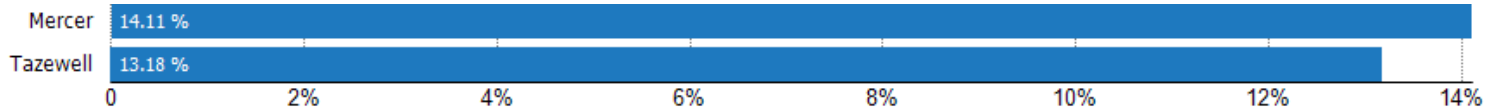


	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	10%	13%	10%	8%	12%	8%	13%	12%	13%	7%	10%	11%	12%
Prior Year	8%	8%	8%	8%	10%	11%	10%	10%	13%	8%	5%	8%	10%
Change from Prior Year	-3%	-5%	-2%	0%	-2%	3%	-3%	-2%	0%	1%	-5%	-2%	-2%

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



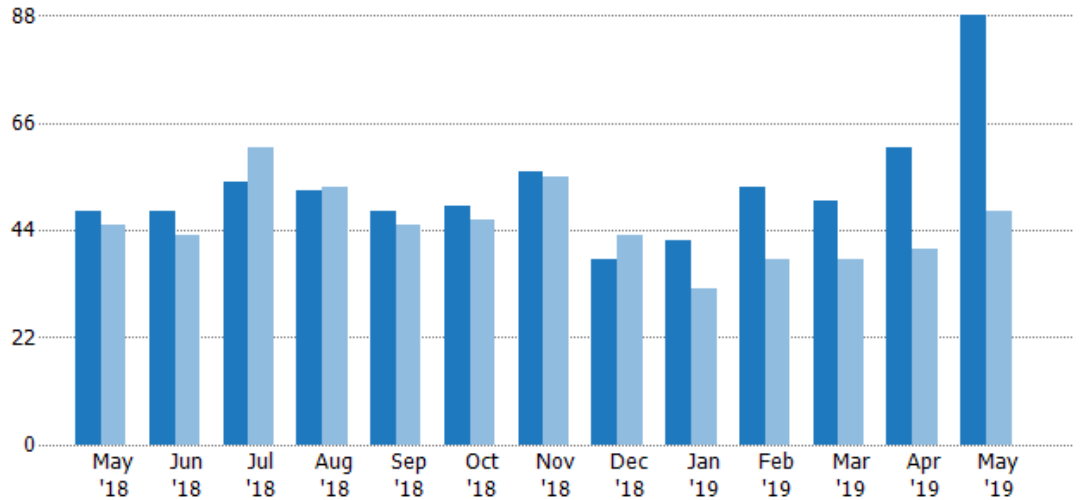
Pending Sales

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.
May '19	88	83.3%
May '18	48	6.7%
May '17	45	17.8%



Current Year	48	48	54	52	48	49	56	38	42	53	50	61	88
Prior Year	45	43	61	53	45	46	55	43	32	38	38	40	48
Percent Change from Prior Year	7%	12%	-11%	-2%	7%	7%	2%	-12%	31%	39%	32%	53%	83%

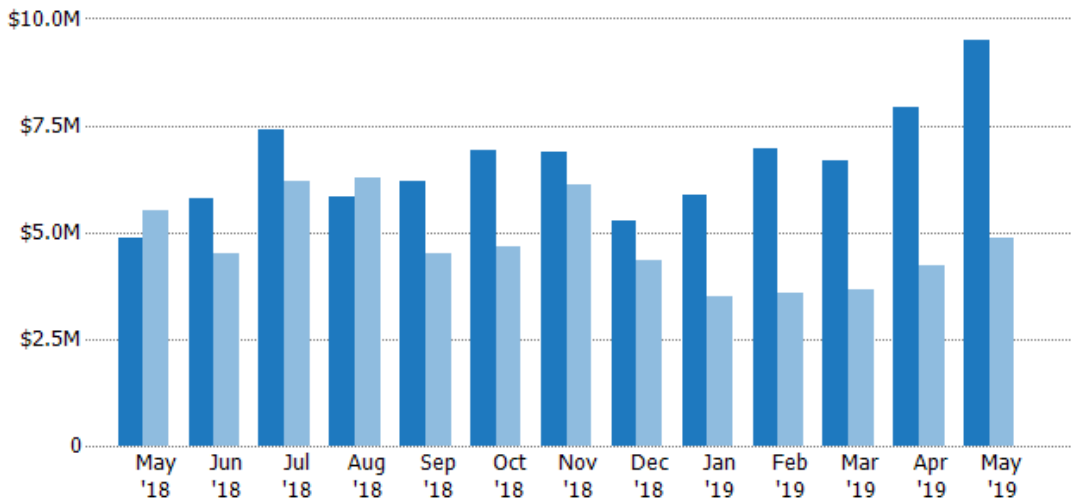
Pending Sales Volume

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.
May '19	\$9.47M	94.5%
May '18	\$4.87M	-11.6%
May '17	\$5.51M	6.8%



Current Year	\$4.87M	\$5.77M	\$7.39M	\$5.85M	\$6.18M	\$6.93M	\$6.87M	\$5.26M	\$5.88M	\$6.95M	\$6.69M	\$7.91M	\$9.47M
Prior Year	\$5.51M	\$4.51M	\$6.21M	\$6.26M	\$4.51M	\$4.65M	\$6.11M	\$4.36M	\$3.48M	\$3.56M	\$3.67M	\$4.22M	\$4.87M
Percent Change from Prior Year	-12%	28%	19%	-7%	37%	49%	12%	21%	69%	95%	82%	87%	94%

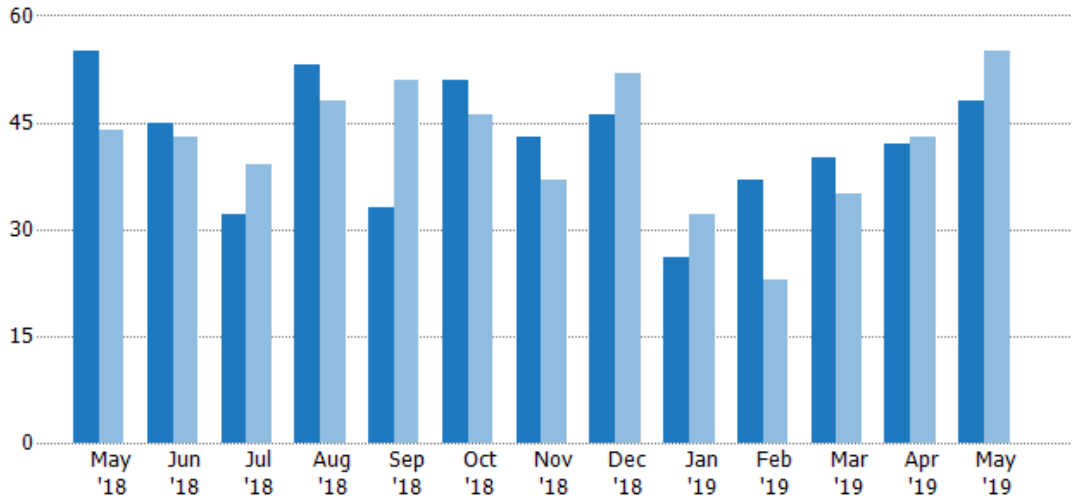
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
May '19	48	-12.7%
May '18	55	25%
May '17	44	18.2%



	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	55	45	32	53	33	51	43	46	26	37	40	42	48
Prior Year	44	43	39	48	51	46	37	52	32	23	35	43	55
Percent Change from Prior Year	25%	5%	-18%	10%	-35%	11%	16%	-12%	-19%	61%	14%	-2%	-13%

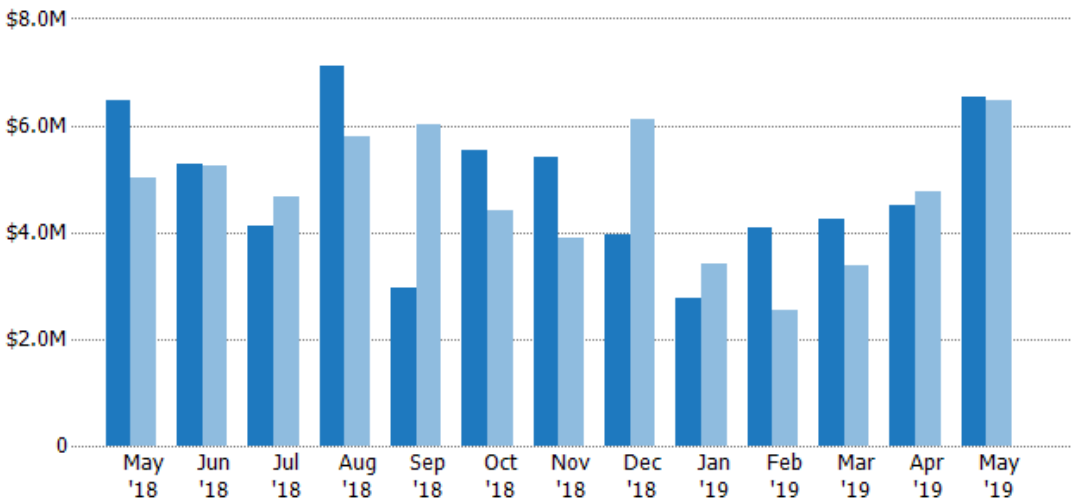
Closed Sales Volume

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.
May '19	\$6.52M	0.8%
May '18	\$6.47M	28.8%
May '17	\$5.03M	16.3%



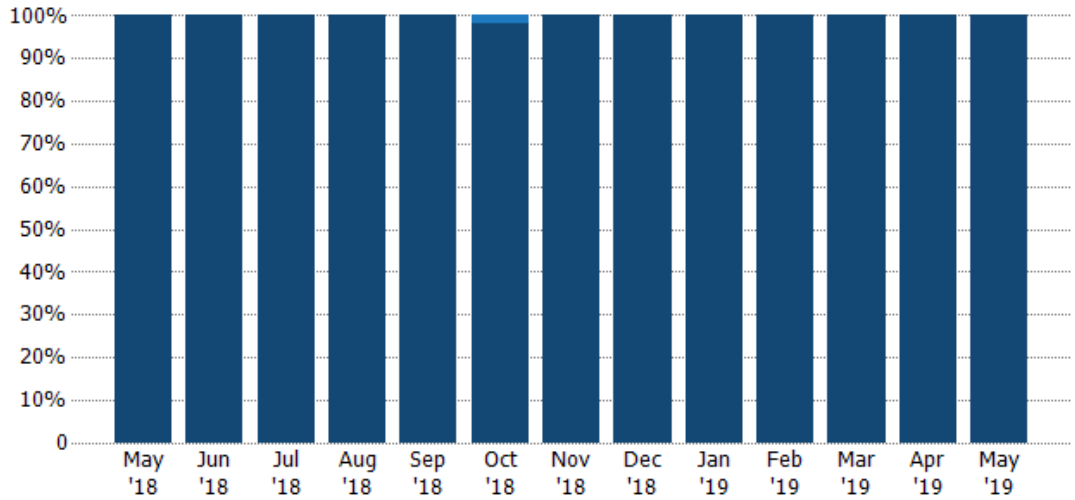
	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Current Year	\$6.47M	\$5.27M	\$4.11M	\$7.1M	\$2.96M	\$5.53M	\$5.39M	\$3.94M	\$2.76M	\$4.07M	\$4.24M	\$4.49M	\$6.52M
Prior Year	\$5.03M	\$5.23M	\$4.66M	\$5.78M	\$6M	\$4.4M	\$3.91M	\$6.13M	\$3.42M	\$2.55M	\$3.37M	\$4.77M	\$6.47M
Percent Change from Prior Year	29%	1%	-12%	23%	-51%	26%	38%	-36%	-19%	60%	26%	-6%	1%

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

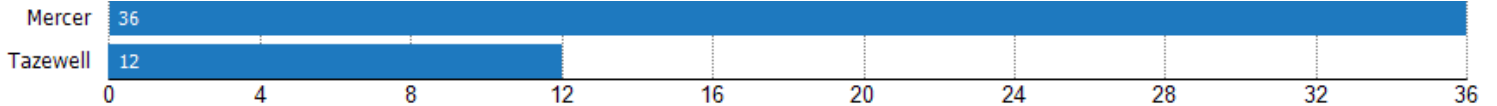


Property Type	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19
Condo/Townhouse	-	-	-	-	-	2%	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	98%	100%	100%	100%	100%	100%	100%	100%

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

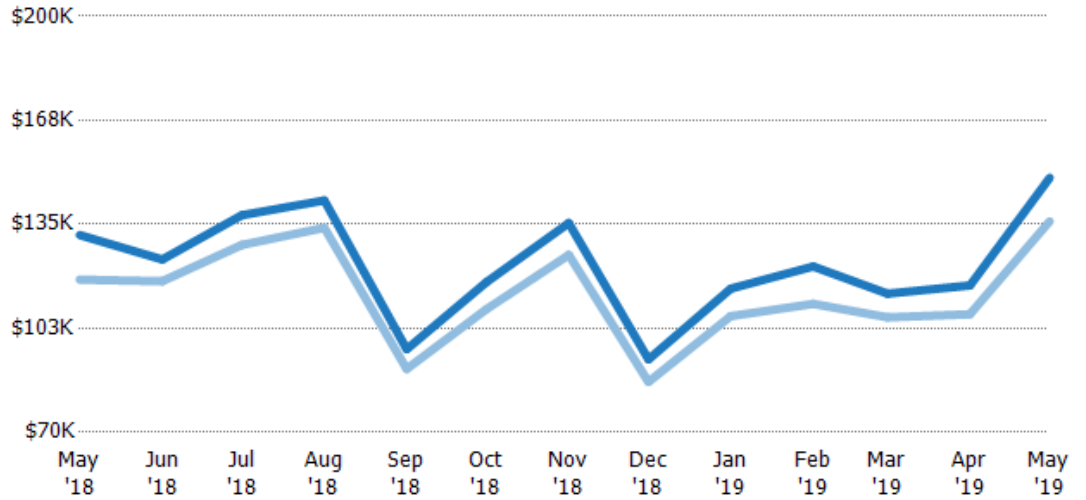


Average Sales Price vs Average Listing Price

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



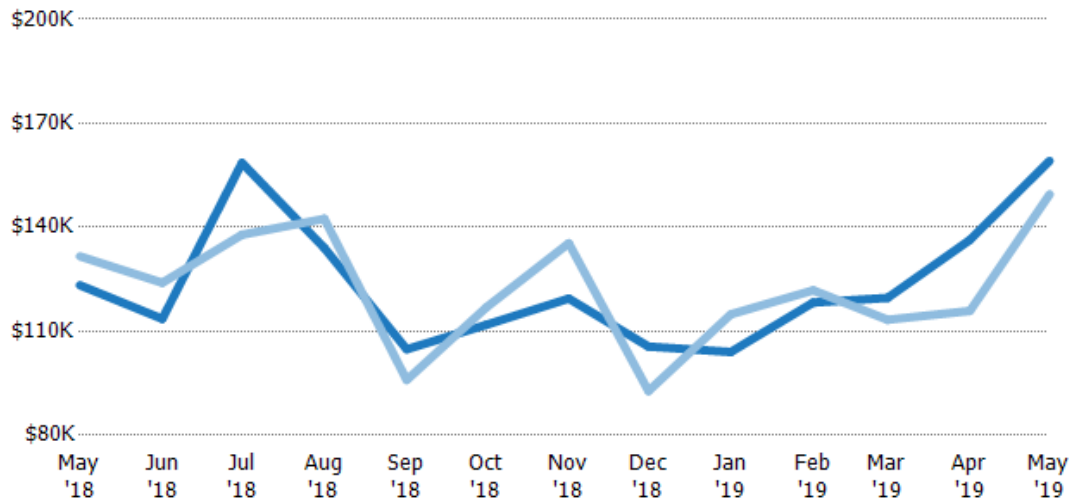
Avg List Price	\$132K	\$124K	\$138K	\$142K	\$96K	\$117K	\$135K	\$92.8K	\$115K	\$122K	\$113K	\$116K	\$150K
Avg Sales Price	\$118K	\$117K	\$129K	\$134K	\$89.8K	\$108K	\$125K	\$85.7K	\$106K	\$110K	\$106K	\$107K	\$136K
Avg Sales Price as a % of Avg List Price	89%	95%	93%	94%	94%	93%	93%	92%	93%	90%	93%	92%	91%

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



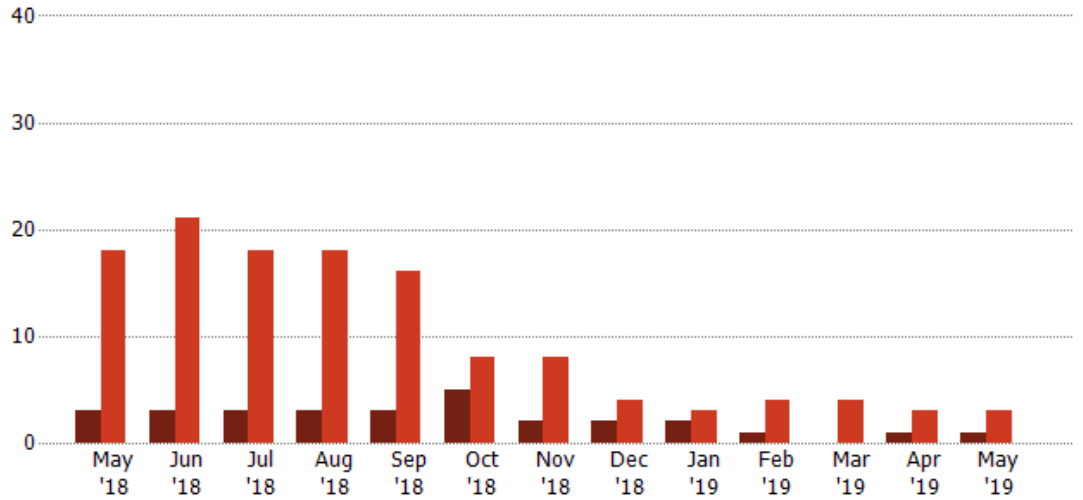
Avg Est Value	\$123K	\$114K	\$159K	\$134K	\$105K	\$112K	\$119K	\$106K	\$104K	\$118K	\$120K	\$136K	\$159K
Avg Sales Price	\$132K	\$124K	\$138K	\$142K	\$96K	\$117K	\$135K	\$92.8K	\$115K	\$122K	\$113K	\$116K	\$150K
Avg Sales Price as a % of Avg Est Value	107%	109%	87%	106%	92%	104%	113%	88%	110%	103%	95%	85%	94%

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

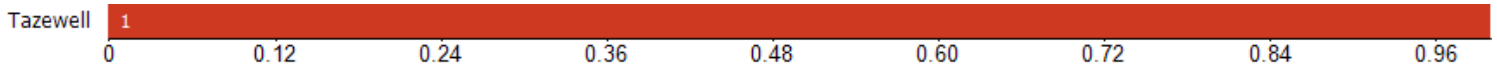


Current Year	3	3	3	3	3	5	2	2	2	1	-	1	1
Prior Year	18	21	18	18	16	8	8	4	3	4	4	3	3
Percent Change from Prior Year	-83%	-86%	-83%	-83%	-81%	-38%	-75%	-50%	-33%	-75%	-100%	-67%	-67%

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: 06/06/2019

Scheduled: Yes

Report Date Range: From 5/2018 To: 5/2019

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 5/2019 data

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