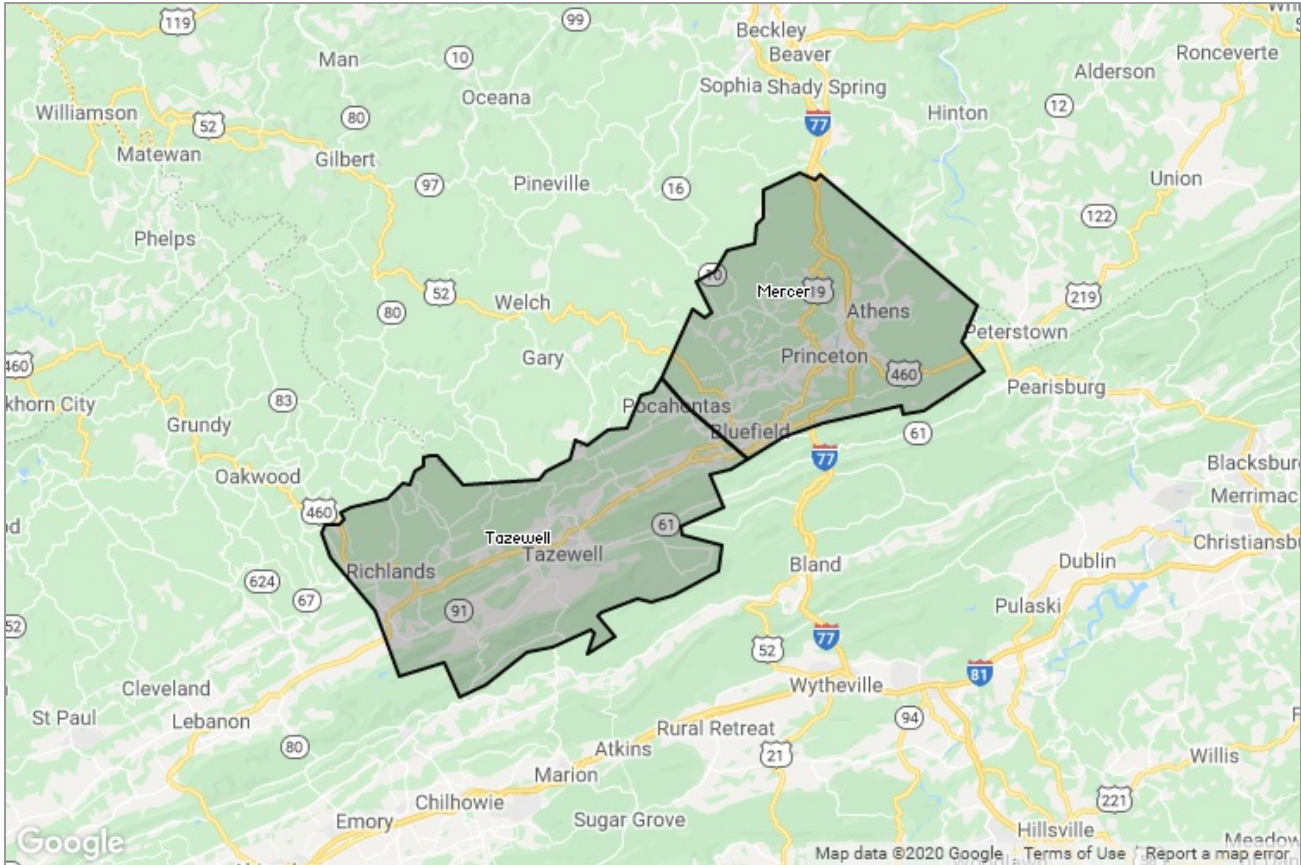




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
11/2019 – 11/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 12/08/2020

Scheduled: No

Presented by

Mercer-Tazewell County Board of REALTORS®

(304) 487-3443

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

1460 Main St
Box 3
Princeton, WV 24740

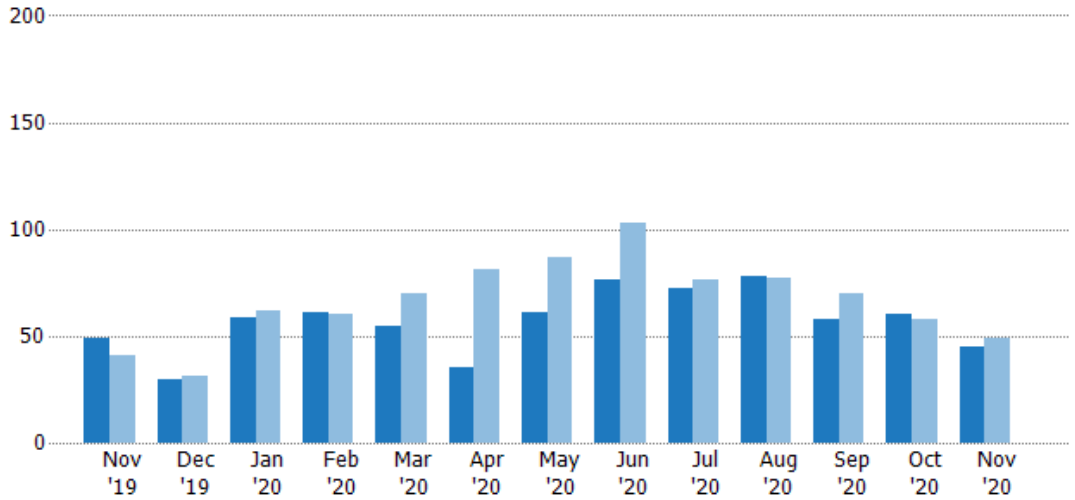
New Listings

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.
Nov '20	45	-8.2%
Nov '19	49	19.5%
Nov '18	41	17.1%



Current Year	49	30	59	61	55	35	61	76	72	78	58	60	45
Prior Year	41	31	62	60	70	81	87	103	76	77	70	58	49
Percent Change from Prior Year	20%	-3%	-5%	2%	-21%	-57%	-30%	-26%	-5%	1%	-17%	3%	-8%

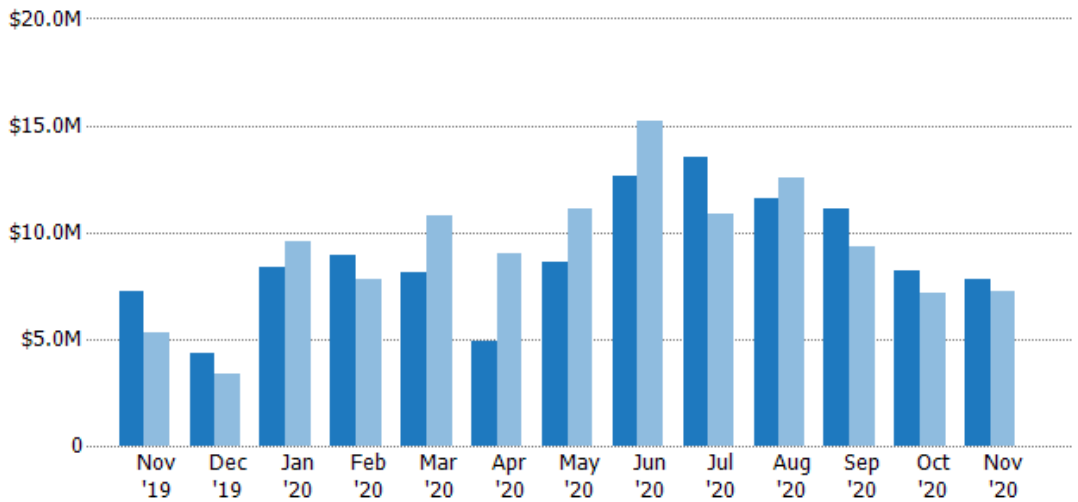
New Listing Volume

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.
Nov '20	\$7.77M	7.7%
Nov '19	\$7.22M	35.6%
Nov '18	\$5.32M	-3.6%



Current Year	\$7.22M	\$4.32M	\$8.39M	\$8.93M	\$8.16M	\$4.89M	\$8.61M	\$12.6M	\$13.5M	\$11.6M	\$11.1M	\$8.23M	\$7.77M
Prior Year	\$5.32M	\$3.38M	\$9.56M	\$7.83M	\$10.8M	\$9.01M	\$11.1M	\$15.2M	\$10.9M	\$12.6M	\$9.35M	\$7.18M	\$7.22M
Percent Change from Prior Year	36%	28%	-12%	14%	-25%	-46%	-22%	-17%	25%	-8%	18%	15%	8%

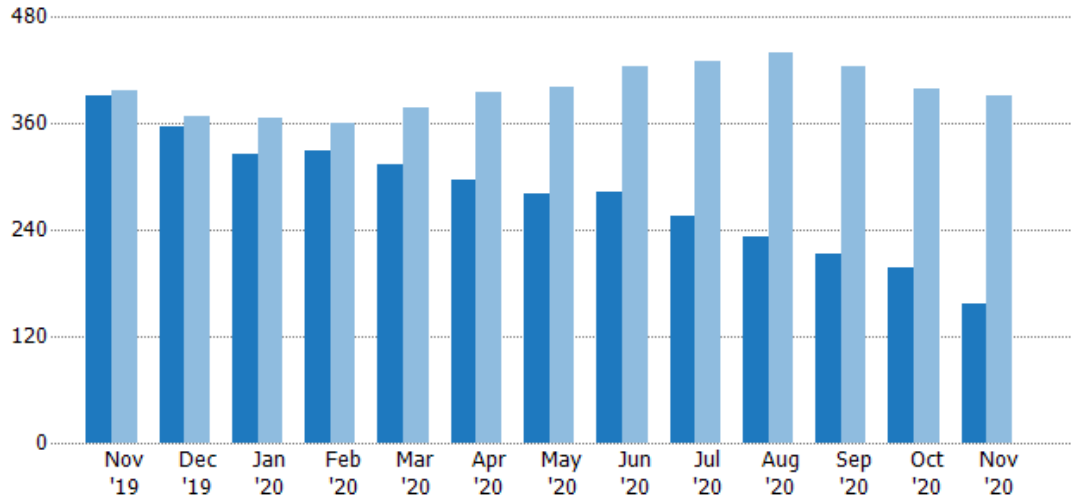
Active Listings

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.
Nov '20	156	-60.1%
Nov '19	391	-1.8%
Nov '18	398	9.8%



Current Year	391	356	326	330	313	297	280	283	256	233	213	197	156
Prior Year	398	369	366	360	377	395	401	425	430	439	425	399	391
Percent Change from Prior Year	-2%	-4%	-11%	-8%	-17%	-25%	-30%	-33%	-40%	-47%	-50%	-51%	-60%

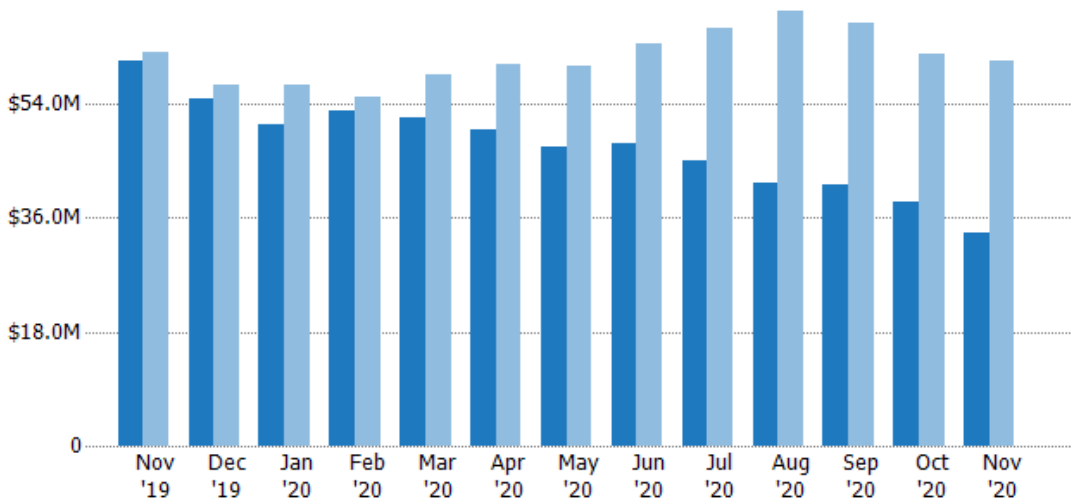
Active Listing Volume

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.
Nov '20	\$33.7M	-44.5%
Nov '19	\$60.7M	-2.4%
Nov '18	\$62.2M	4.4%



Current Year	\$60.7M	\$54.8M	\$50.6M	\$53M	\$51.9M	\$49.9M	\$47.1M	\$47.8M	\$45M	\$41.4M	\$41.1M	\$38.4M	\$33.7M
Prior Year	\$62.2M	\$57M	\$56.9M	\$55.1M	\$58.6M	\$60.2M	\$60M	\$63.6M	\$66M	\$68.6M	\$66.9M	\$62M	\$60.7M
Percent Change from Prior Year	-2%	-4%	-11%	-4%	-11%	-17%	-22%	-25%	-32%	-40%	-39%	-38%	-44%

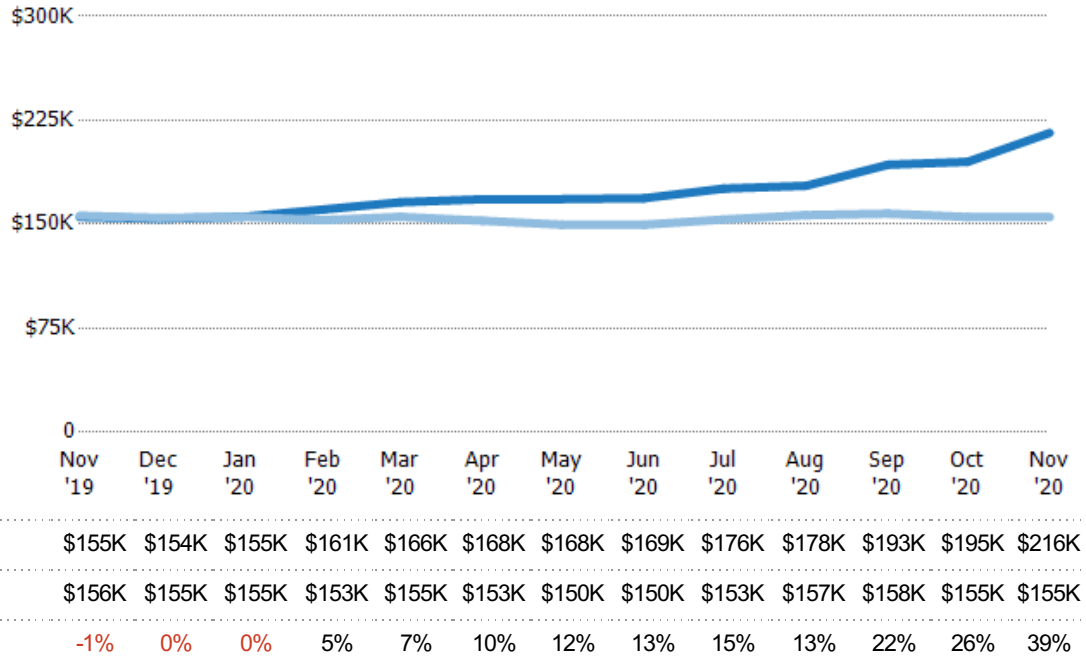
Average Listing Price

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.
Nov '20	\$216K	39.1%
Nov '19	\$155K	-0.7%
Nov '18	\$156K	-4.9%



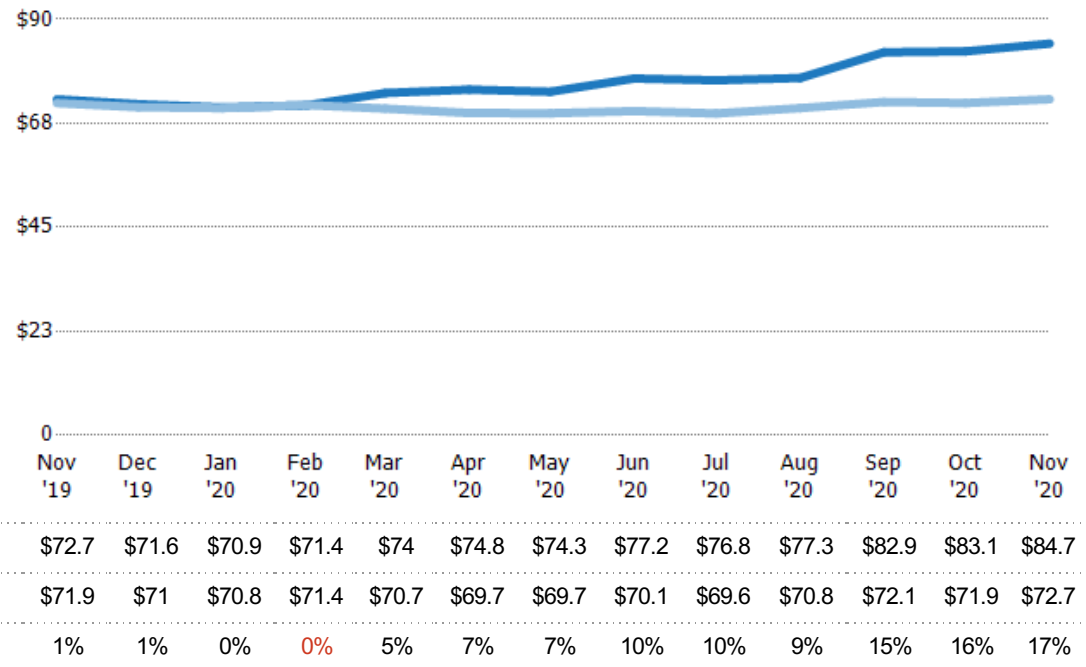
Average Listing Price per Sq Ft

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.
Nov '20	\$84.7	16.6%
Nov '19	\$72.7	1.2%
Nov '18	\$71.9	-3.2%

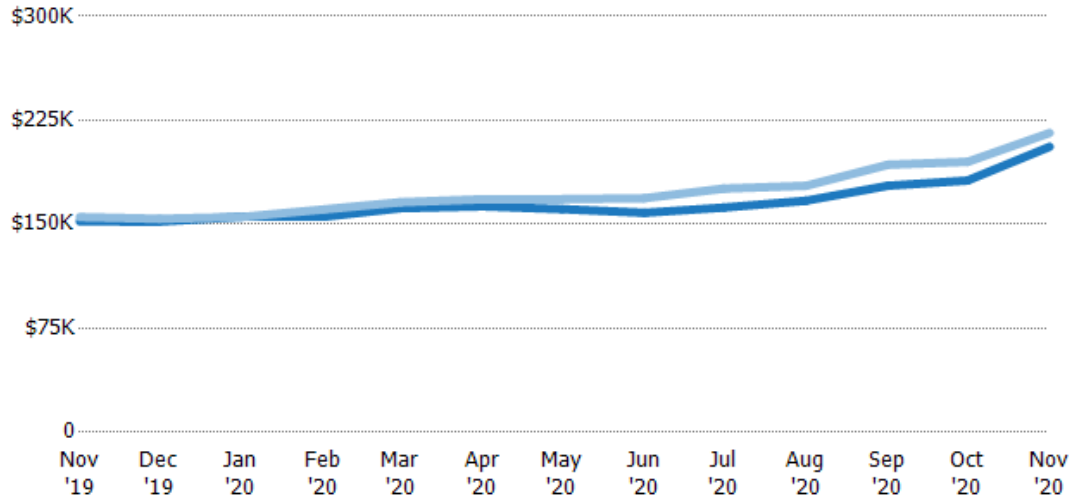


Average Listing Price vs Average Est Value

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$152K	\$152K	\$155K	\$155K	\$162K	\$163K	\$161K	\$158K	\$162K	\$167K	\$178K	\$182K	\$206K
Avg Listing Price	\$155K	\$154K	\$155K	\$161K	\$166K	\$168K	\$168K	\$169K	\$176K	\$178K	\$193K	\$195K	\$216K
Avg Listing Price as a % of Avg Est Value	102%	101%	100%	103%	103%	103%	104%	107%	108%	106%	109%	107%	105%

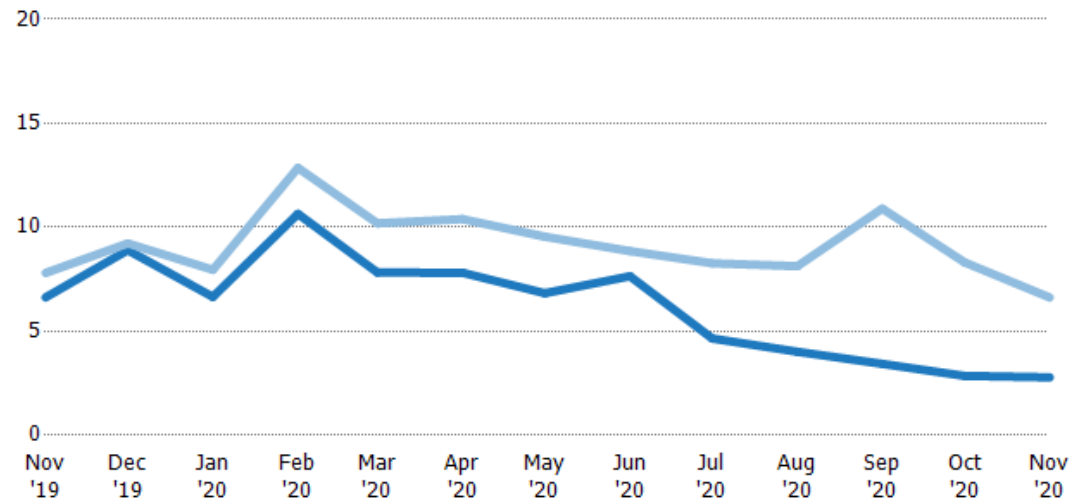
Months of Inventory

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.
Nov '20	2.79	-58%
Nov '19	6.63	-15.1%
Nov '18	7.8	19.1%



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	6.63	8.9	6.65	10.6	7.83	7.82	6.83	7.65	4.65	4.02	3.44	2.86	2.79
Prior Year	7.8	9.23	7.96	12.9	10.2	10.4	9.55	8.85	8.27	8.13	10.9	8.31	6.63
Percent Change from Prior Year	-15%	-4%	-16%	-17%	-23%	-25%	-28%	-14%	-44%	-51%	-68%	-66%	-58%

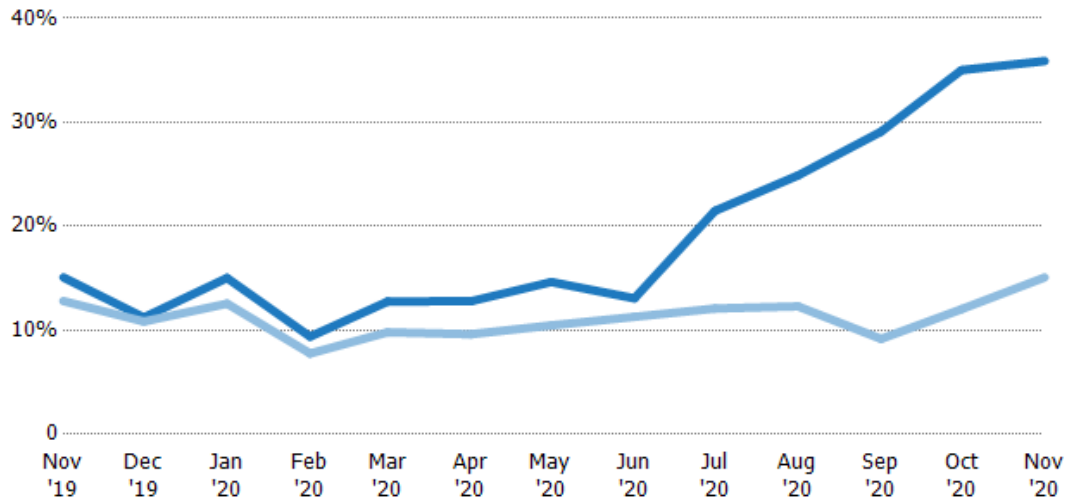
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Nov '20	36%	-20.8%
Nov '19	15%	-2.3%
Nov '18	13%	-16.1%

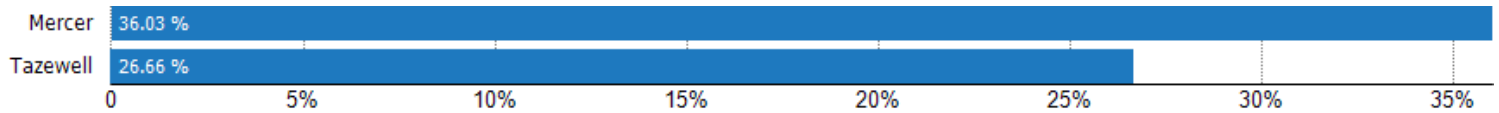


	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	15%	11%	15%	9%	13%	13%	15%	13%	21%	25%	29%	35%	36%
Prior Year	13%	11%	13%	8%	10%	10%	10%	11%	12%	12%	9%	12%	15%
Change from Prior Year	-2%	0%	-2%	-2%	-3%	-3%	-4%	-2%	-9%	-13%	-20%	-23%	-21%

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



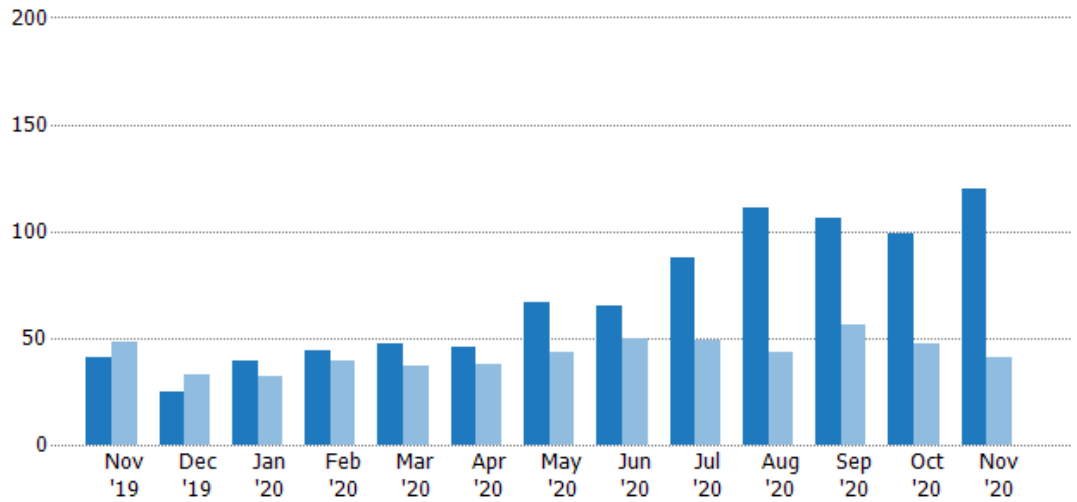
Pending Sales

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.
Nov '20	120	192.7%
Nov '19	41	-14.6%
Nov '18	48	6.3%



Current Year	41	25	39	44	47	46	67	65	88	111	106	99	120
Prior Year	48	33	32	39	37	38	43	50	49	43	56	47	41
Percent Change from Prior Year	-15%	-24%	22%	13%	27%	21%	56%	30%	80%	158%	89%	111%	193%

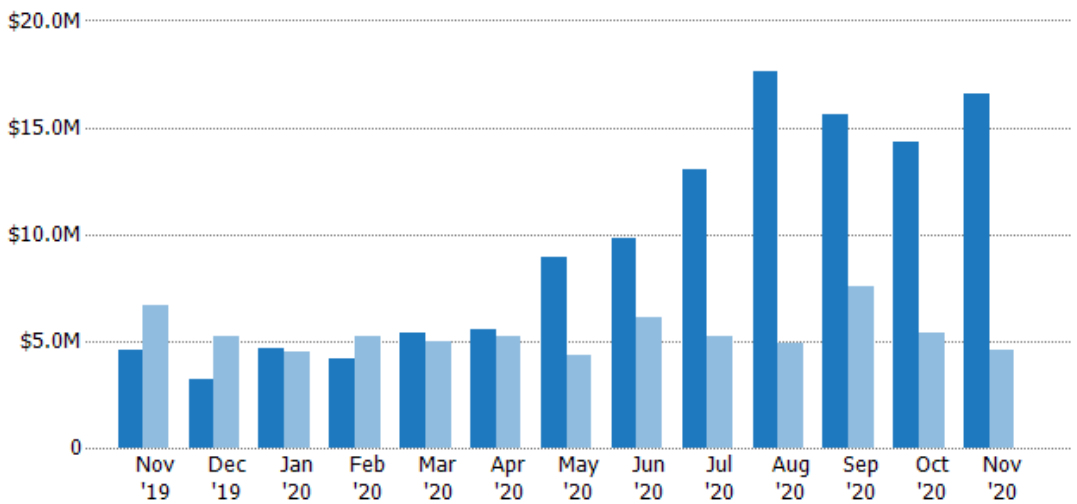
Pending Sales Volume

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.
Nov '20	\$16.6M	263.8%
Nov '19	\$4.55M	-31.5%
Nov '18	\$6.65M	-11.1%



Current Year	\$4.55M	\$3.24M	\$4.69M	\$4.14M	\$5.39M	\$5.51M	\$8.93M	\$9.8M	\$13M	\$17.6M	\$15.6M	\$14.3M	\$16.6M
Prior Year	\$6.65M	\$5.22M	\$4.51M	\$5.19M	\$4.96M	\$5.22M	\$4.32M	\$6.08M	\$5.19M	\$4.91M	\$7.57M	\$5.34M	\$4.55M
Percent Change from Prior Year	-31%	-38%	4%	-20%	8%	6%	107%	61%	150%	259%	106%	168%	264%

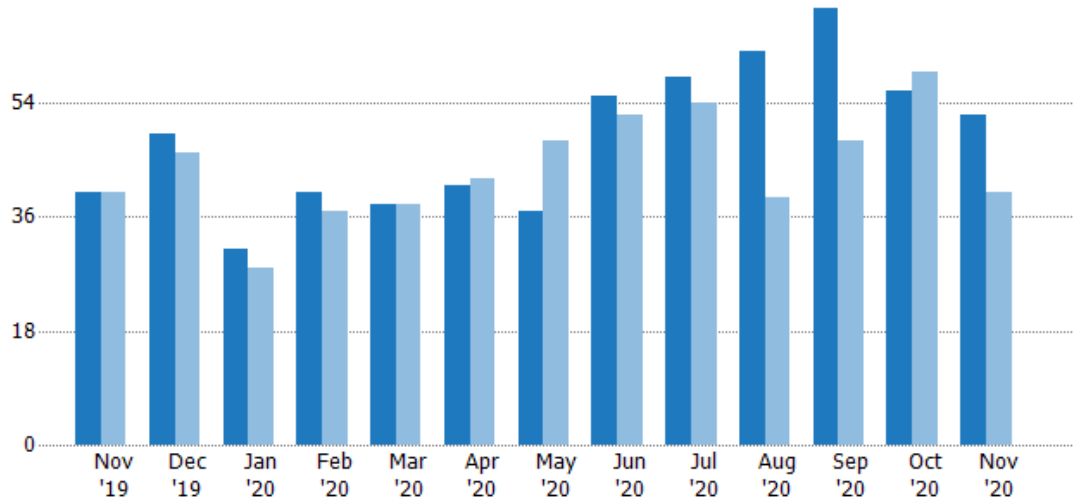
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/Year	Count	% Chg.
Nov '20	52	30%
Nov '19	40	0%
Nov '18	40	-15%



Current Year	40	49	31	40	38	41	37	55	58	62	69	56	52
Prior Year	40	46	28	37	38	42	48	52	54	39	48	59	40
Percent Change from Prior Year	0%	7%	11%	8%	0%	-2%	-23%	6%	7%	59%	44%	-5%	30%

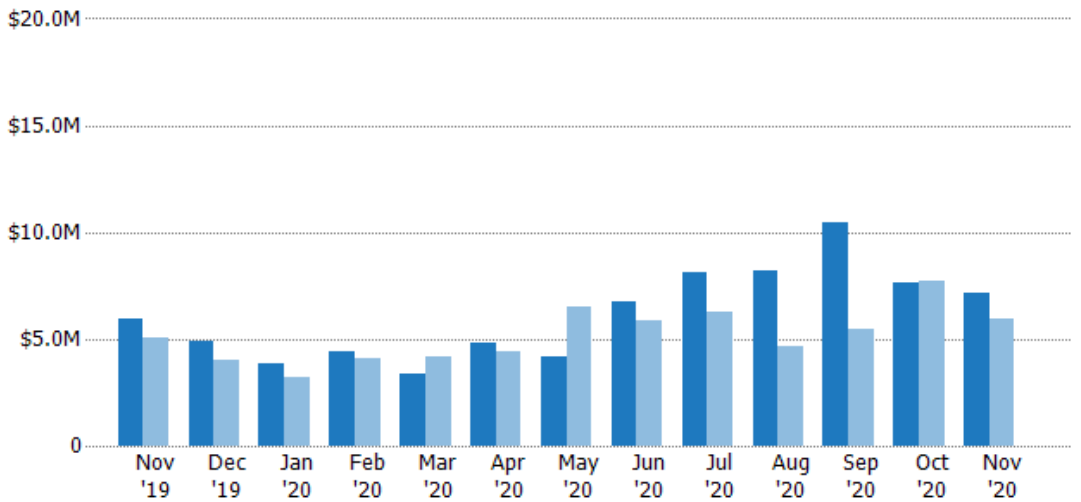
Closed Sales Volume

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.
Nov '20	\$7.16M	20.3%
Nov '19	\$5.95M	18.3%
Nov '18	\$5.03M	-28.7%



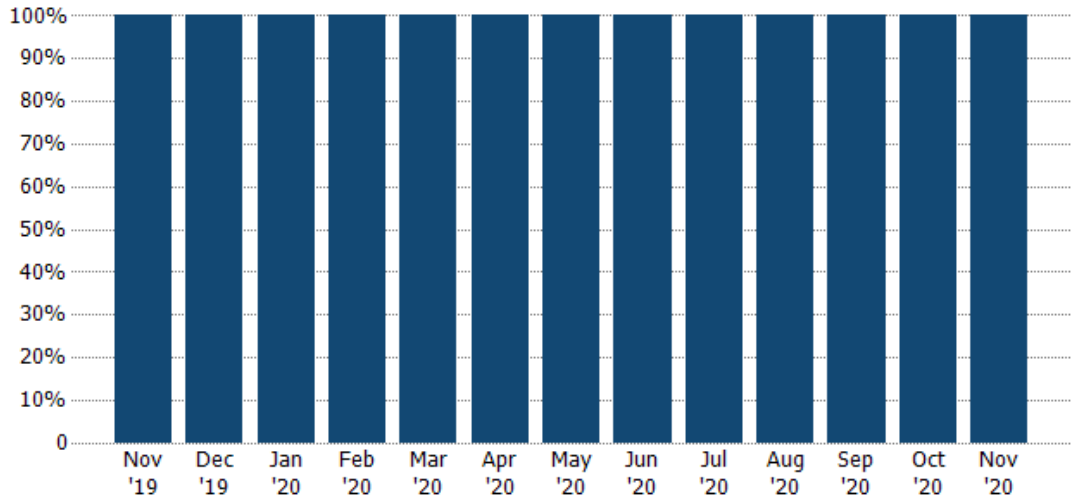
Current Year	\$5.95M	\$4.88M	\$3.84M	\$4.4M	\$3.33M	\$4.85M	\$4.15M	\$6.78M	\$8.09M	\$8.19M	\$10.5M	\$7.65M	\$7.16M
Prior Year	\$5.03M	\$3.97M	\$3.18M	\$4.07M	\$4.17M	\$4.43M	\$6.5M	\$5.89M	\$6.25M	\$4.7M	\$5.43M	\$7.7M	\$5.95M
Percent Change from Prior Year	18%	23%	21%	8%	-20%	10%	-36%	15%	29%	74%	92%	-1%	20%

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



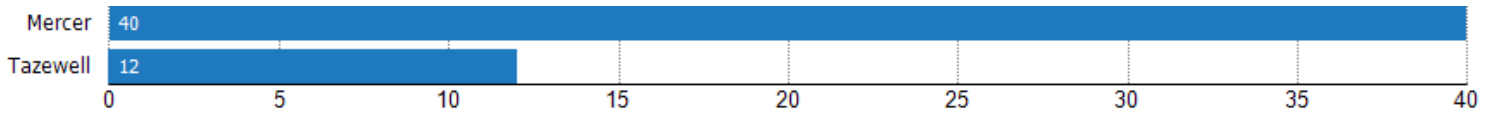
■ Single Family Residence

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

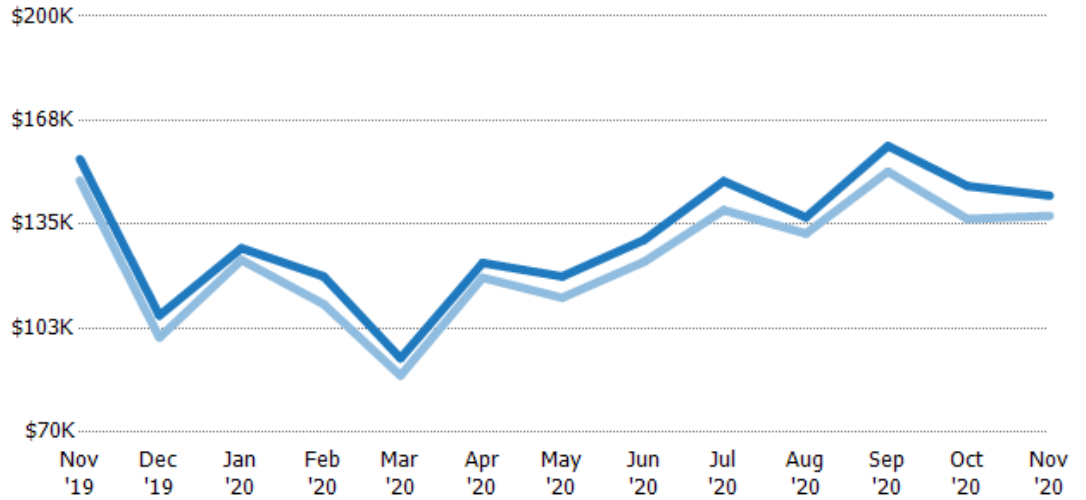


Average Sales Price vs Average Listing Price

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



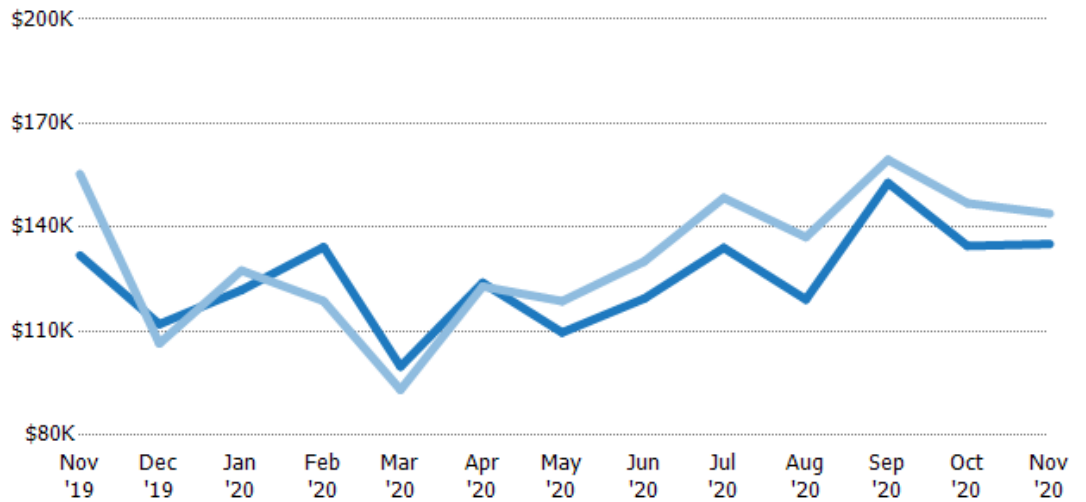
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg List Price	\$155K	\$106K	\$128K	\$119K	\$93.1K	\$123K	\$119K	\$130K	\$148K	\$137K	\$159K	\$147K	\$144K
Avg Sales Price	\$149K	\$100K	\$124K	\$110K	\$87.7K	\$118K	\$112K	\$123K	\$139K	\$132K	\$151K	\$137K	\$138K
Avg Sales Price as a % of Avg List Price	96%	94%	97%	93%	94%	96%	94%	95%	94%	96%	95%	93%	96%

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



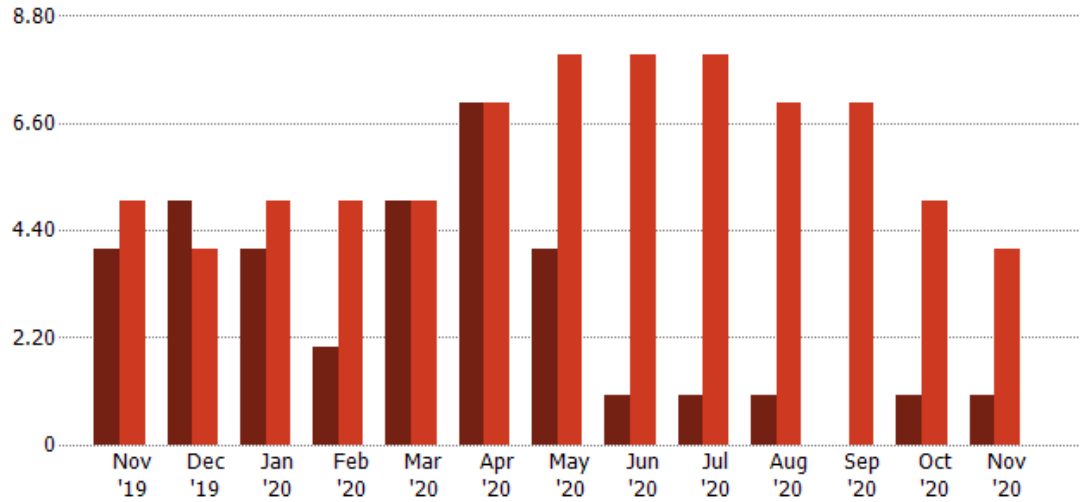
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Avg Est Value	\$132K	\$112K	\$122K	\$134K	\$100K	\$124K	\$110K	\$119K	\$134K	\$119K	\$153K	\$135K	\$135K
Avg Sales Price	\$155K	\$106K	\$128K	\$119K	\$93.1K	\$123K	\$119K	\$130K	\$148K	\$137K	\$159K	\$147K	\$144K
Avg Sales Price as a % of Avg Est Value	118%	95%	105%	88%	93%	99%	108%	109%	111%	115%	104%	109%	107%

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

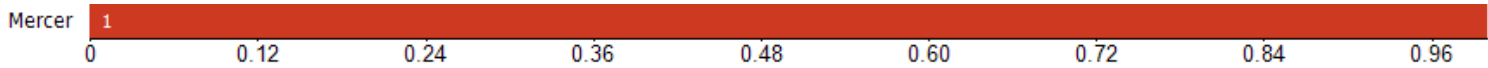


Current Year	4	5	4	2	5	7	4	1	1	1	-	1	1
Prior Year	5	4	5	5	5	7	8	8	8	7	7	5	4
Percent Change from Prior Year	-20%	25%	-20%	-60%	0%	0%	-50%	-88%	-88%	-86%	-100%	-80%	-75%

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: 12/08/2020

Scheduled: No

Report Date Range: From 11/2019 To: 11/2020

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 11/2020 data

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

