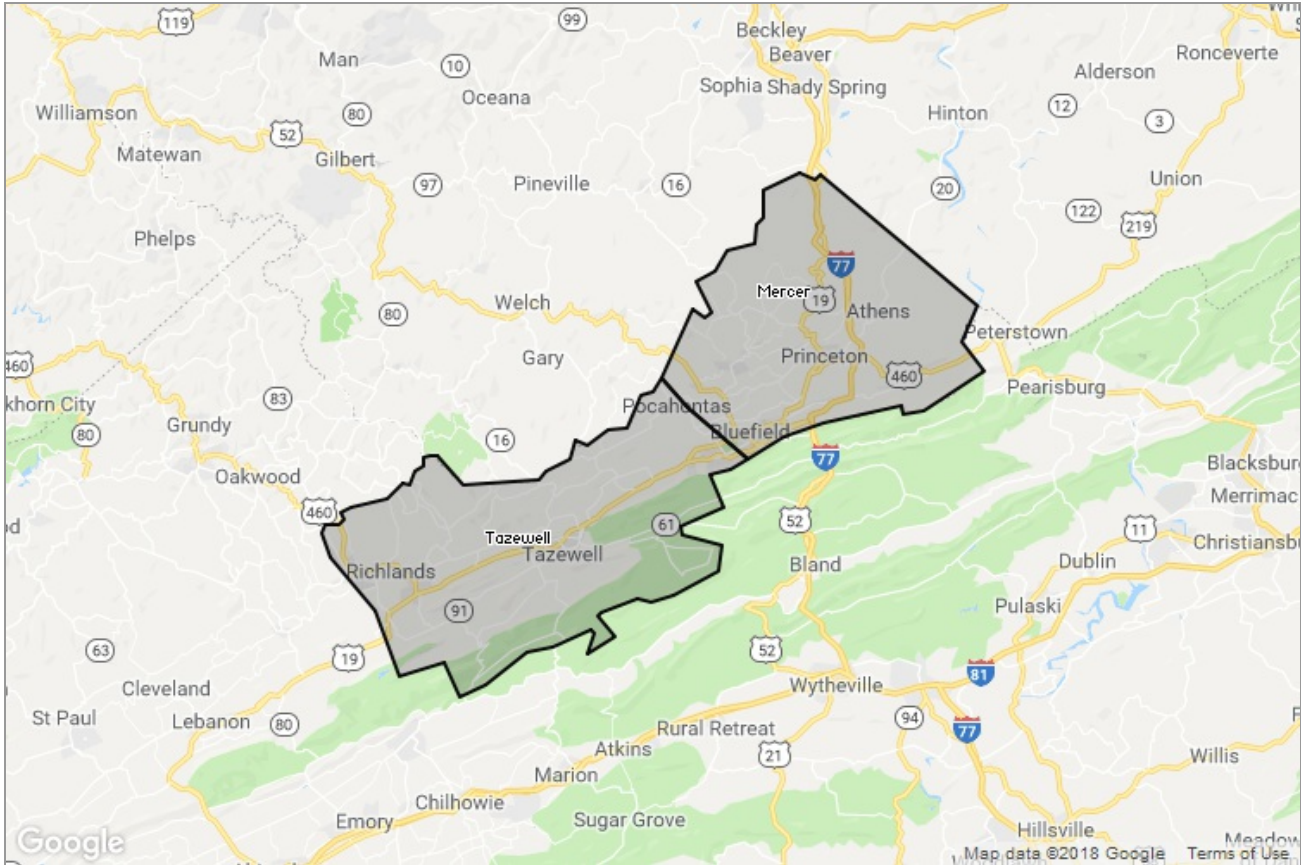




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
10/2017 – 10/2018

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 11/09/2018

**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

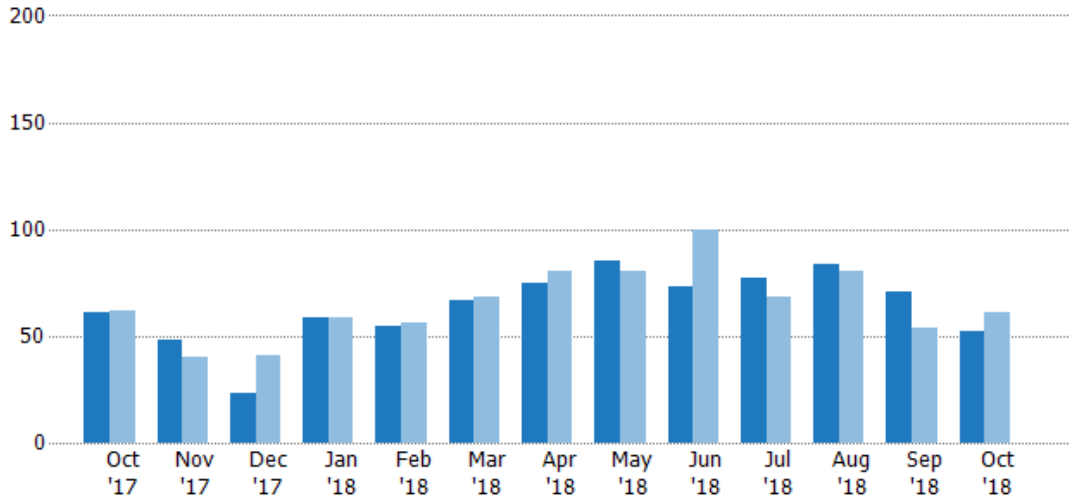
## New Listings

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.
Oct '18	52	-14.8%
Oct '17	61	-1.6%
Oct '16	62	0%



	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	61	48	23	59	55	67	75	85	73	77	84	71	52
Prior Year	62	40	41	59	56	68	80	80	100	68	80	54	61
Percent Change from Prior Year	-2%	20%	-44%	0%	-2%	-1%	-6%	6%	-27%	13%	5%	31%	-15%

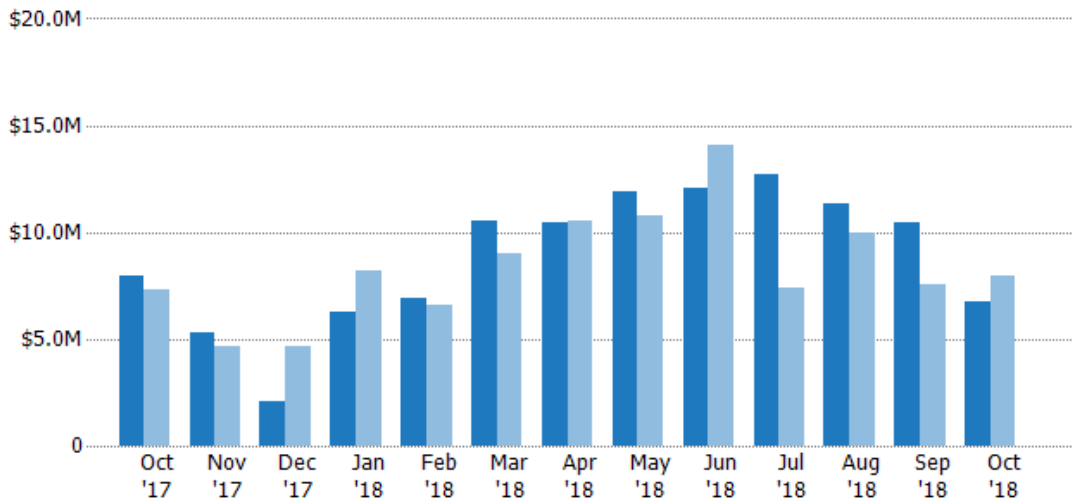
## New Listing Volume

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.
Oct '18	\$6.72M	-15.6%
Oct '17	\$7.96M	9.4%
Oct '16	\$7.28M	2.7%



	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	\$7.96M	\$5.27M	\$2.04M	\$6.24M	\$6.92M	\$10.5M	\$10.5M	\$11.9M	\$12M	\$12.7M	\$11.4M	\$10.4M	\$6.72M
Prior Year	\$7.28M	\$4.67M	\$4.69M	\$8.16M	\$6.58M	\$9.03M	\$10.5M	\$10.8M	\$14.1M	\$7.37M	\$10M	\$7.52M	\$7.96M
Percent Change from Prior Year	9%	13%	-56%	-24%	5%	17%	-1%	11%	-15%	72%	14%	39%	-16%

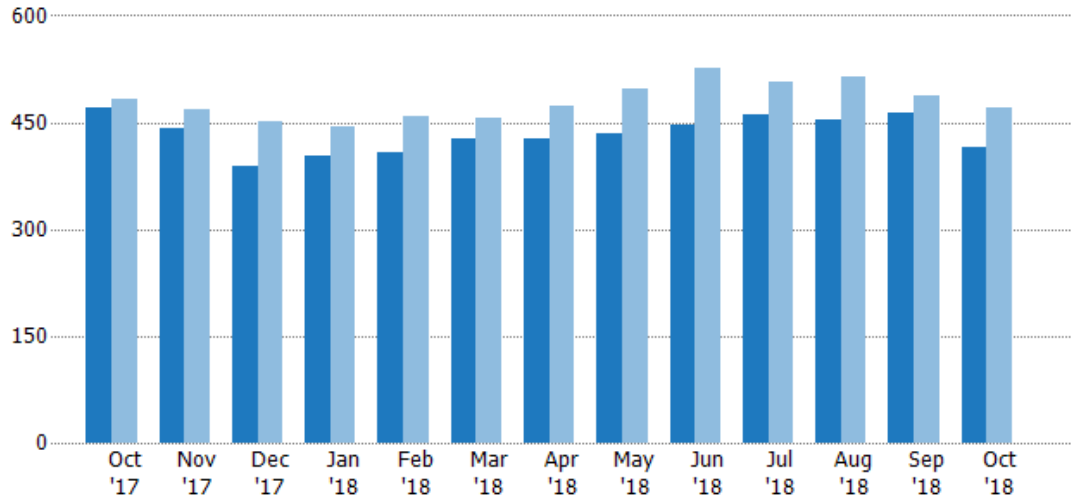
## Active Listings

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.
Oct '18	416	-11.7%
Oct '17	471	-2.5%
Oct '16	483	-6.2%



Current Year	471	442	389	403	407	428	427	434	447	460	454	464	416
Prior Year	483	469	452	444	458	455	473	498	525	508	515	488	471
Percent Change from Prior Year	-2%	-6%	-14%	-9%	-11%	-6%	-10%	-13%	-15%	-9%	-12%	-5%	-12%

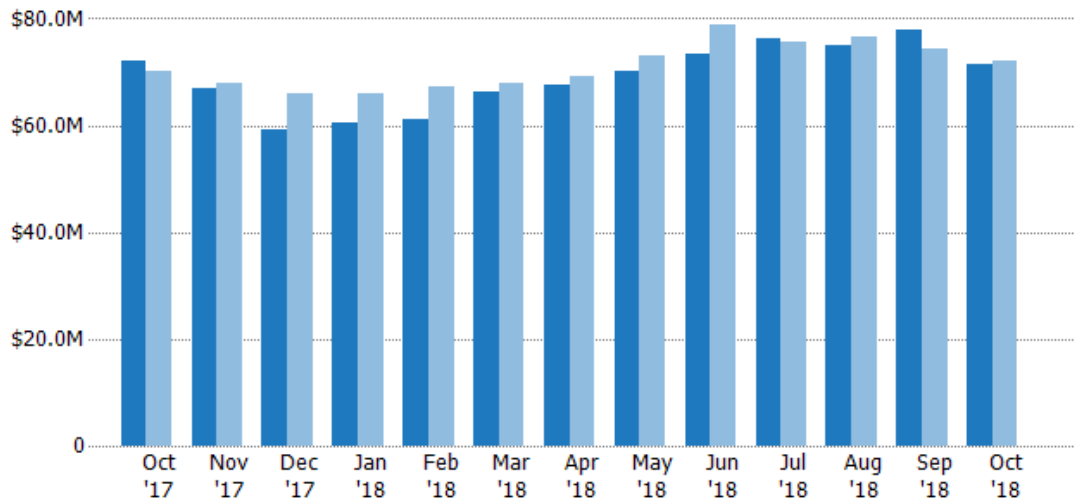
## Active Listing Volume

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.
Oct '18	\$71.3M	-1.1%
Oct '17	\$72.1M	2.6%
Oct '16	\$70.3M	-16.2%



Current Year	\$72.1M	\$67M	\$59.2M	\$60.4M	\$61.3M	\$66.4M	\$67.6M	\$70.2M	\$73.5M	\$76.3M	\$75M	\$77.8M	\$71.3M
Prior Year	\$70.3M	\$67.9M	\$66M	\$66M	\$67.2M	\$68M	\$69.2M	\$73.1M	\$78.8M	\$75.5M	\$76.4M	\$74.2M	\$72.1M
Percent Change from Prior Year	3%	-1%	-10%	-9%	-9%	-2%	-2%	-4%	-7%	1%	-2%	5%	-1%

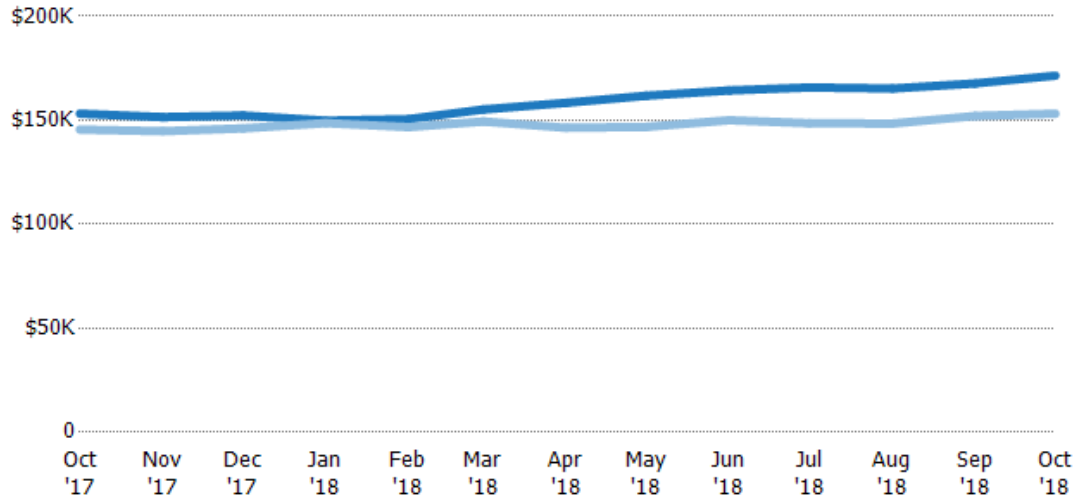
## Average Listing Price

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.
Oct '18	\$171K	11.9%
Oct '17	\$153K	5.2%
Oct '16	\$146K	-10.7%



	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	\$153K	\$152K	\$152K	\$150K	\$151K	\$155K	\$158K	\$162K	\$164K	\$166K	\$165K	\$168K	\$171K
Prior Year	\$146K	\$145K	\$146K	\$149K	\$147K	\$149K	\$146K	\$147K	\$150K	\$149K	\$148K	\$152K	\$153K
Percent Change from Prior Year	5%	5%	4%	1%	3%	4%	8%	10%	10%	12%	11%	10%	12%

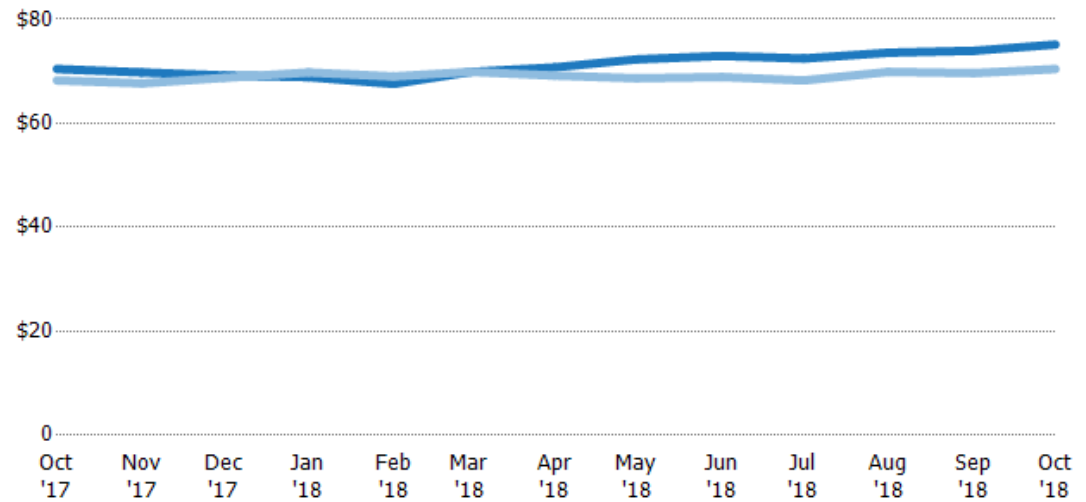
## Average Listing Price per Sq Ft

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.
Oct '18	\$75.1	6.7%
Oct '17	\$70.4	3.2%
Oct '16	\$68.2	-3.1%



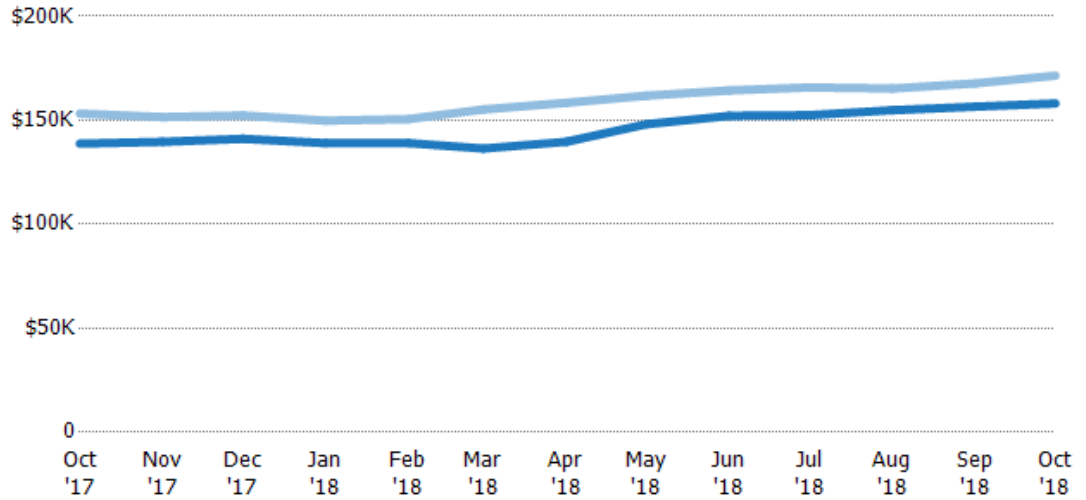
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	\$70.4	\$69.8	\$69.2	\$68.9	\$67.6	\$69.9	\$70.7	\$72.3	\$73	\$72.5	\$73.6	\$73.9	\$75.1
Prior Year	\$68.2	\$67.7	\$68.7	\$69.8	\$69	\$69.9	\$69.2	\$68.7	\$68.9	\$68.2	\$69.9	\$69.6	\$70.4
Percent Change from Prior Year	3%	3%	1%	-1%	-2%	0%	2%	5%	6%	6%	5%	6%	7%

## 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



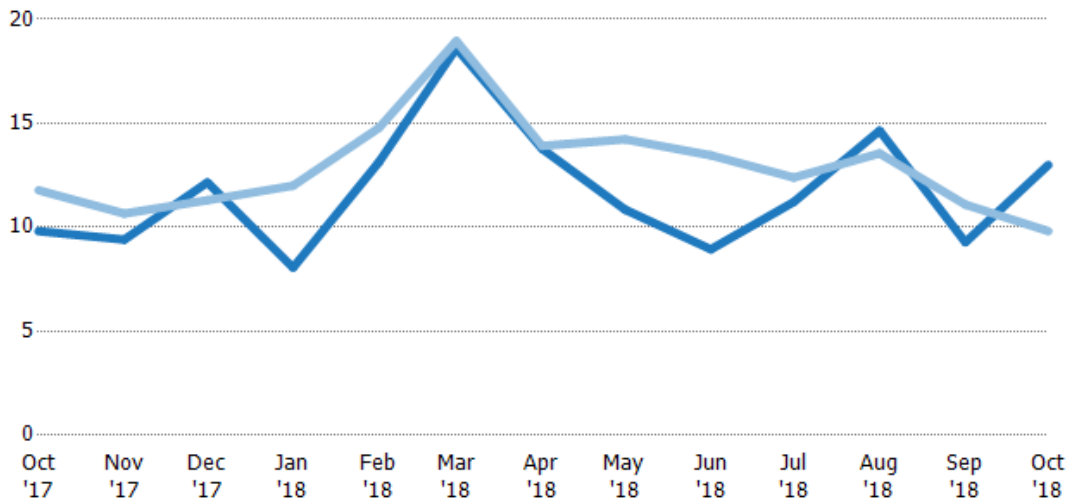
Avg Est Value	\$139K	\$140K	\$141K	\$139K	\$139K	\$136K	\$140K	\$148K	\$152K	\$152K	\$155K	\$157K	\$158K
Avg Listing Price	\$153K	\$152K	\$152K	\$150K	\$151K	\$155K	\$158K	\$162K	\$164K	\$166K	\$165K	\$168K	\$171K
Avg Listing Price as a % of Avg Est Value	110%	108%	108%	108%	108%	114%	113%	109%	108%	109%	107%	107%	108%

## 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.
Oct '18	13	32.5%
Oct '17	9.81	-16.7%
Oct '16	11.8	60.2%

Current Year	9.81	9.4	12.2	8.06	13.1	18.6	13.8	10.9	8.94	11.2	14.6	9.28	13
Prior Year	11.8	10.7	11.3	12	14.8	19	13.9	14.2	13.5	12.4	13.6	11.1	9.81
Percent Change from Prior Year	-17%	-12%	8%	-33%	-11%	-2%	-1%	-24%	-34%	-9%	8%	-16%	32%

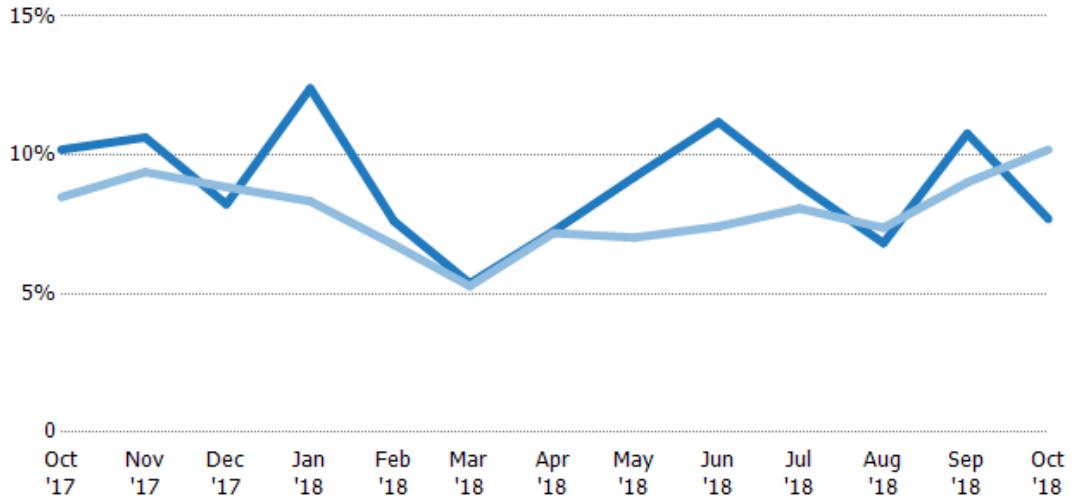
## Absorption Rate

The percentage of inventory sold per month.

### Filters Used

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

Month/Year	Rate	Chg.
Oct '18	8%	2.5%
Oct '17	10%	-1.7%
Oct '16	8%	-37.6%

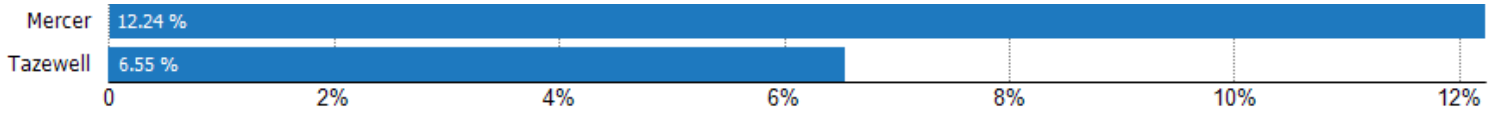


	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	10%	11%	8%	12%	8%	5%	7%	9%	11%	9%	7%	11%	8%
Prior Year	8%	9%	9%	8%	7%	5%	7%	7%	7%	8%	7%	9%	10%
Change from Prior Year	-2%	-1%	1%	-4%	-1%	0%	0%	-2%	-4%	-1%	1%	-2%	3%

## 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



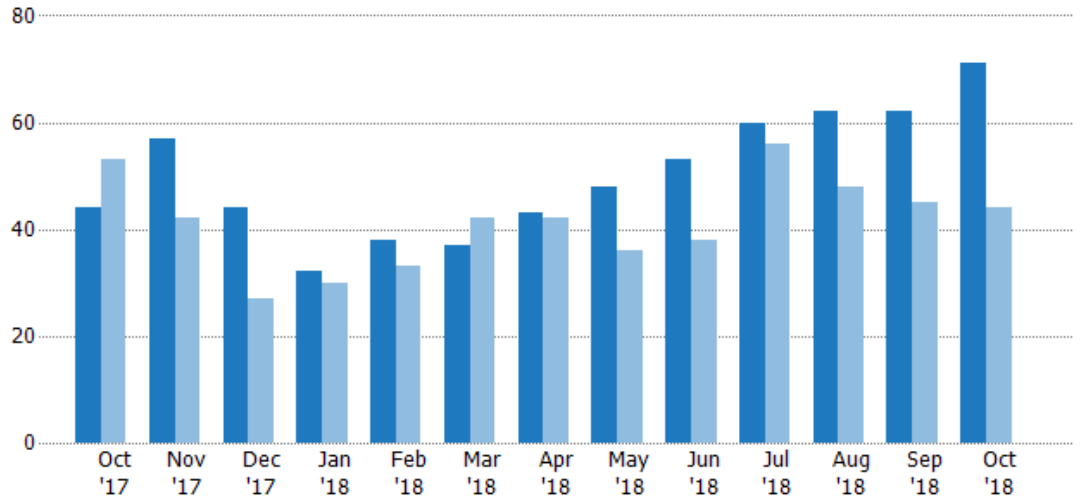
## Pending Sales

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.
Oct '18	71	61.4%
Oct '17	44	-17%
Oct '16	53	-28.3%



	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	44	57	44	32	38	37	43	48	53	60	62	62	71
Prior Year	53	42	27	30	33	42	42	36	38	56	48	45	44
Percent Change from Prior Year	-17%	36%	63%	7%	15%	-12%	2%	33%	39%	7%	29%	38%	61%

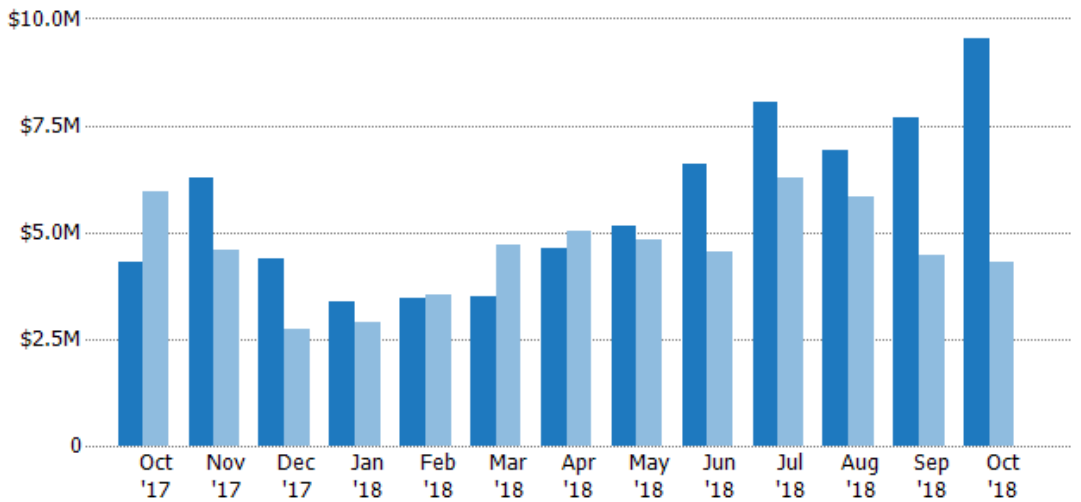
## Pending Sales Volume

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.
Oct '18	\$9.54M	121.5%
Oct '17	\$4.31M	-27.7%
Oct '16	\$5.96M	-7.1%



	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	\$4.31M	\$6.26M	\$4.37M	\$3.38M	\$3.47M	\$3.5M	\$4.62M	\$5.14M	\$6.6M	\$8.04M	\$6.92M	\$7.67M	\$9.54M
Prior Year	\$5.96M	\$4.57M	\$2.71M	\$2.9M	\$3.52M	\$4.69M	\$5.02M	\$4.81M	\$4.55M	\$6.27M	\$5.85M	\$4.45M	\$4.31M
Percent Change from Prior Year	-28%	37%	61%	16%	-1%	-25%	-8%	7%	45%	28%	18%	72%	121%

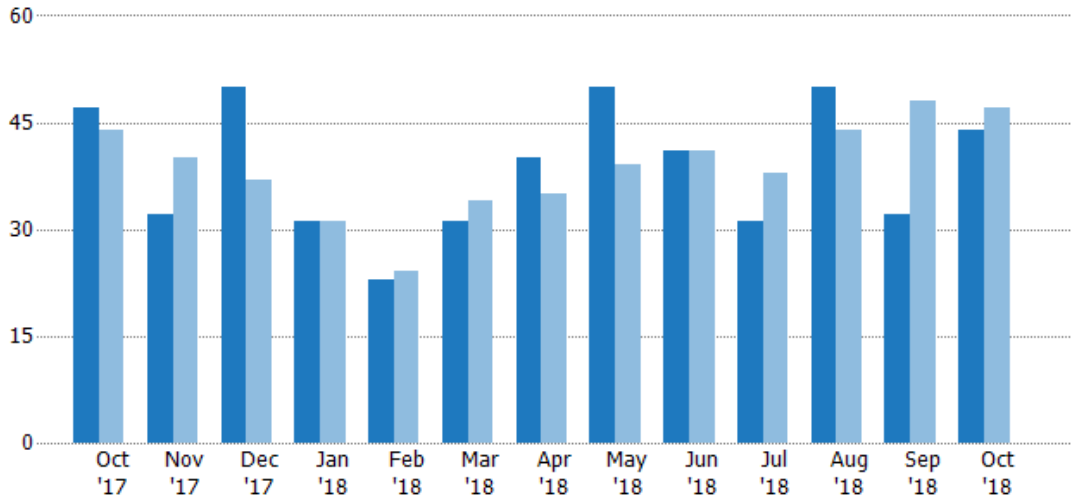
### Closed Sales

The total number of residential properties sold each month.

**Filters Used**

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

Month/ Year	Count	% Chg.
Oct '18	44	-6.4%
Oct '17	47	6.8%
Oct '16	44	-13.6%



Current Year	47	32	50	31	23	31	40	50	41	31	50	32	44
Prior Year	44	40	37	31	24	34	35	39	41	38	44	48	47
Percent Change from Prior Year	7%	-20%	35%	0%	-4%	-9%	14%	28%	0%	-18%	14%	-33%	-6%

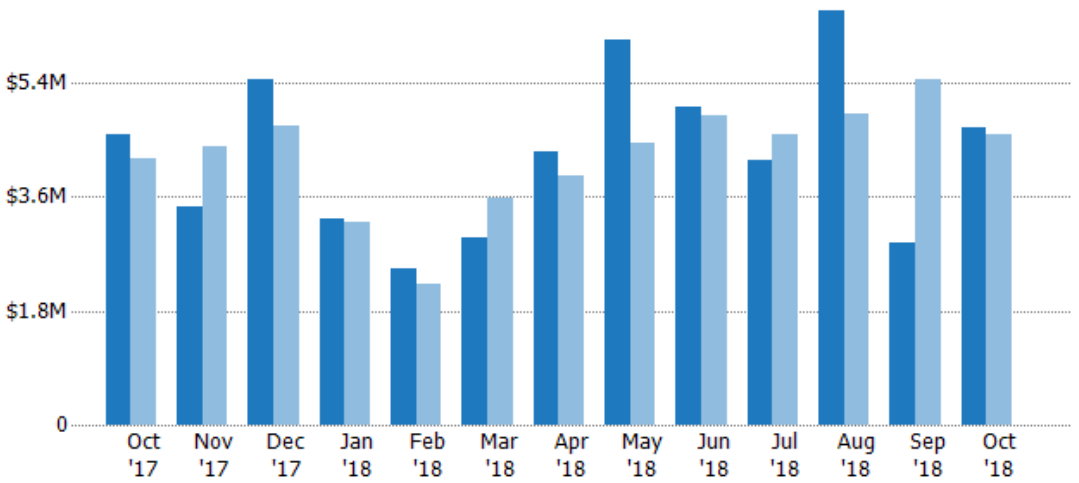
### Closed Sales Volume

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.
Oct '18	\$4.7M	2.6%
Oct '17	\$4.58M	9.1%
Oct '16	\$4.2M	-1.4%



Current Year	\$4.58M	\$3.45M	\$5.44M	\$3.25M	\$2.45M	\$2.95M	\$4.31M	\$6.08M	\$5.01M	\$4.18M	\$6.54M	\$2.87M	\$4.7M
Prior Year	\$4.2M	\$4.41M	\$4.71M	\$3.2M	\$2.21M	\$3.59M	\$3.92M	\$4.46M	\$4.87M	\$4.59M	\$4.92M	\$5.44M	\$4.58M
Percent Change from Prior Year	9%	-22%	15%	2%	11%	-18%	10%	36%	3%	-9%	33%	-47%	3%

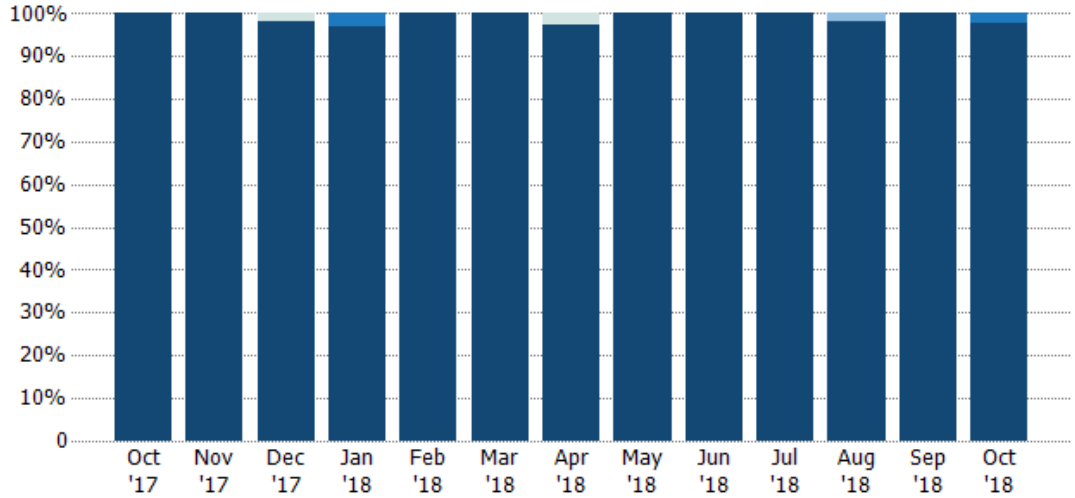


## Closed Sales by Property Type

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

**Filters Used**

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

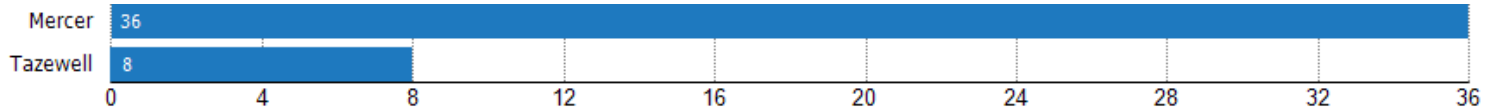


Property Type	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Other	-	-	2%	-	-	-	3%	-	-	-	-	-	-
Lot/Land	-	-	-	-	-	-	-	-	-	-	2%	-	-
Condo/Townhouse	-	-	-	3%	-	-	-	-	-	-	-	-	2%
Single Family Residence	100%	100%	98%	97%	100%	100%	98%	100%	100%	100%	98%	100%	98%

## 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

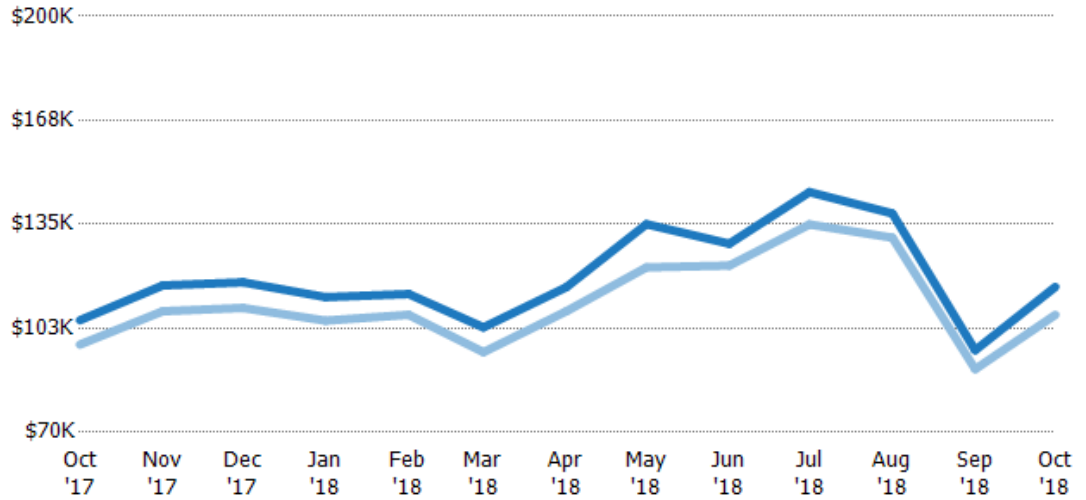


## Average Sales Price vs Average Listing Price

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



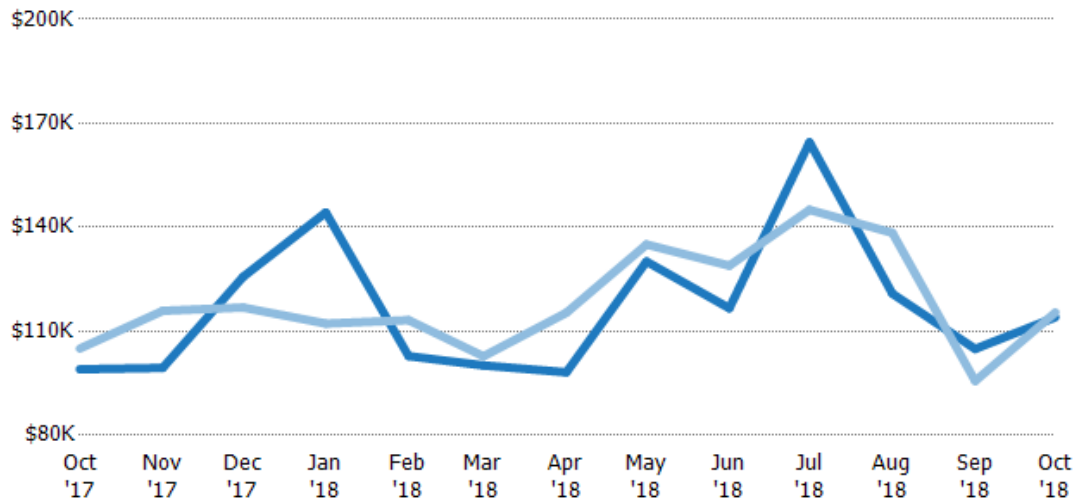
Avg List Price	\$105K	\$116K	\$117K	\$112K	\$113K	\$103K	\$115K	\$135K	\$129K	\$145K	\$138K	\$95.7K	\$115K
Avg Sales Price	\$97.4K	\$108K	\$109K	\$105K	\$107K	\$95K	\$108K	\$122K	\$122K	\$135K	\$131K	\$89.7K	\$107K
Avg Sales Price as a % of Avg List Price	93%	93%	93%	93%	94%	92%	93%	90%	95%	93%	95%	94%	92%

## 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	\$99K	\$99.5K	\$126K	\$144K	\$103K	\$100K	\$98.2K	\$130K	\$117K	\$165K	\$121K	\$105K	\$114K
Avg Sales Price	\$105K	\$116K	\$117K	\$112K	\$113K	\$103K	\$115K	\$135K	\$129K	\$145K	\$138K	\$95.7K	\$115K
Avg Sales Price as a % of Avg Est Value	106%	117%	93%	78%	110%	103%	117%	104%	111%	88%	115%	91%	101%

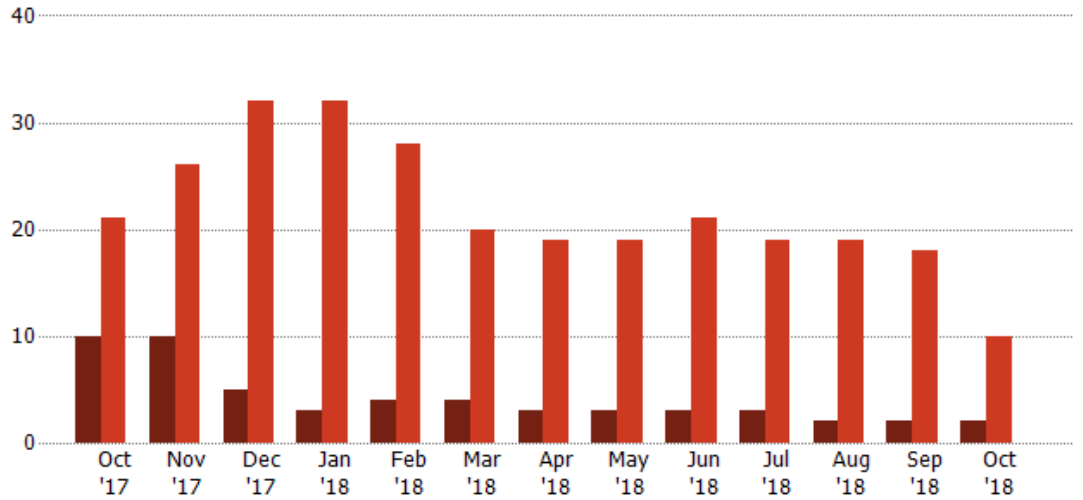
## Distressed Listings

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

Month/ Year	Count	% Chg.
Oct '18	2	-80%
Oct '17	10	-52.4%
Oct '16	21	71.4%

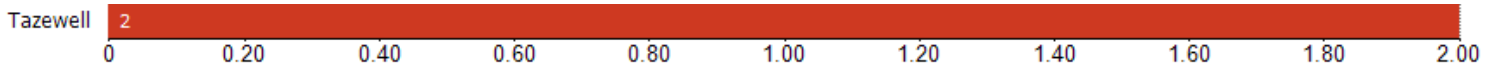


Current Year	10	10	5	3	4	4	3	3	3	3	2	2	2
Prior Year	21	26	32	32	28	20	19	19	21	19	19	18	10
Percent Change from Prior Year	-52%	-62%	-84%	-91%	-86%	-80%	-84%	-84%	-86%	-84%	-89%	-89%	-80%

## 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:** 11/09/2018

**Scheduled:** Yes

**Report Date Range:** From 10/2017 To: 10/2018

## 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 10/2018 data

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

