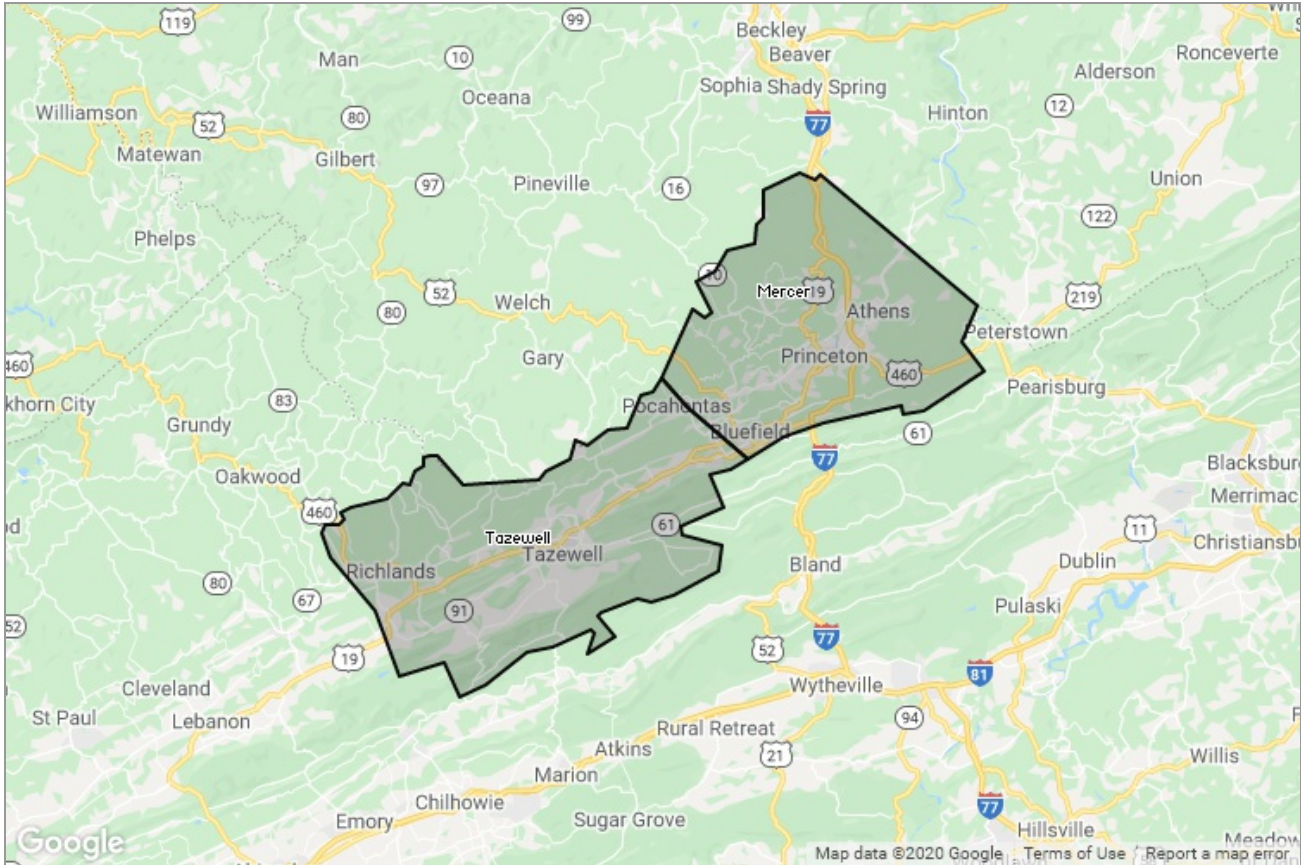




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
10/2019 – 10/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 11/09/2020

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

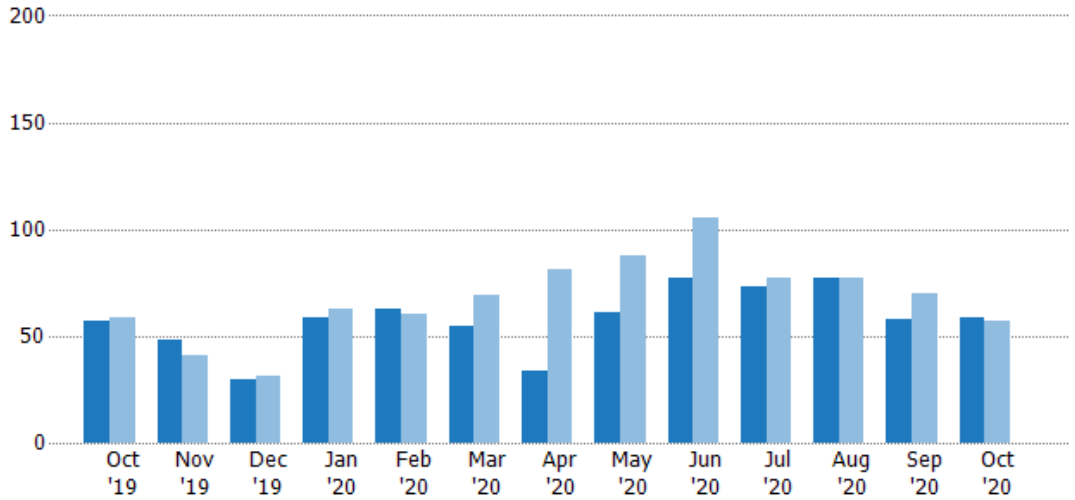
New Listings

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 '20	59	3.5%
Oct '19	57	-3.4%
Oct '18	59	0%



Current Year	57	48	30	59	63	55	34	61	77	73	77	58	59
Prior Year	59	41	31	63	60	69	81	88	105	77	77	70	57
Percent Change from Prior Year	-3%	17%	-3%	-6%	5%	-20%	-58%	-31%	-27%	-5%	0%	-17%	4%

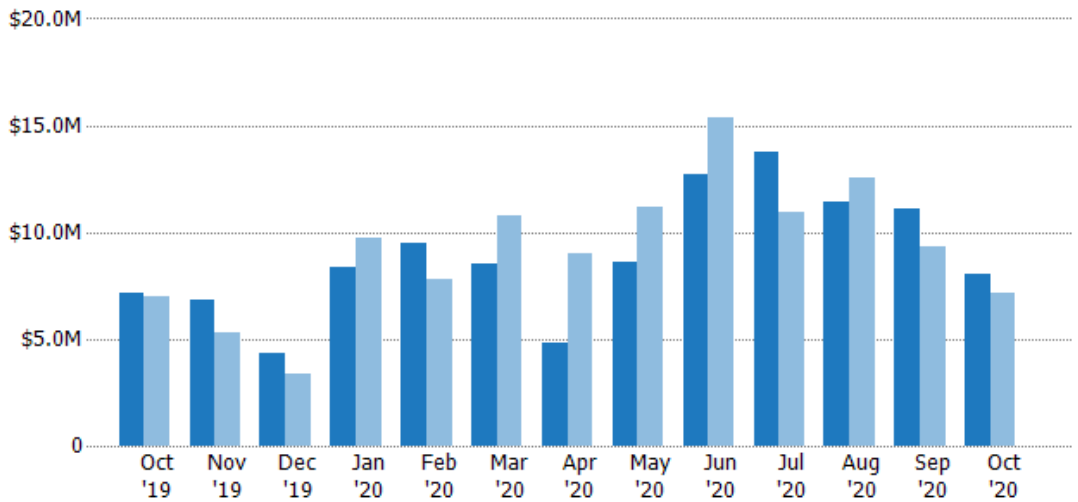
New Listing Volume

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 '20	\$8M	12.2%
Oct '19	\$7.13M	2.5%
Oct '18	\$6.96M	15.8%



Current Year	\$7.13M	\$6.83M	\$4.32M	\$8.39M	\$9.45M	\$8.54M	\$4.85M	\$8.61M	\$12.7M	\$13.7M	\$11.5M	\$11.1M	\$8M
Prior Year	\$6.96M	\$5.32M	\$3.38M	\$9.75M	\$7.83M	\$10.7M	\$9.02M	\$11.2M	\$15.3M	\$10.9M	\$12.6M	\$9.36M	\$7.13M
Percent Change from Prior Year	2%	28%	28%	-14%	21%	-20%	-46%	-23%	-17%	26%	-9%	19%	12%

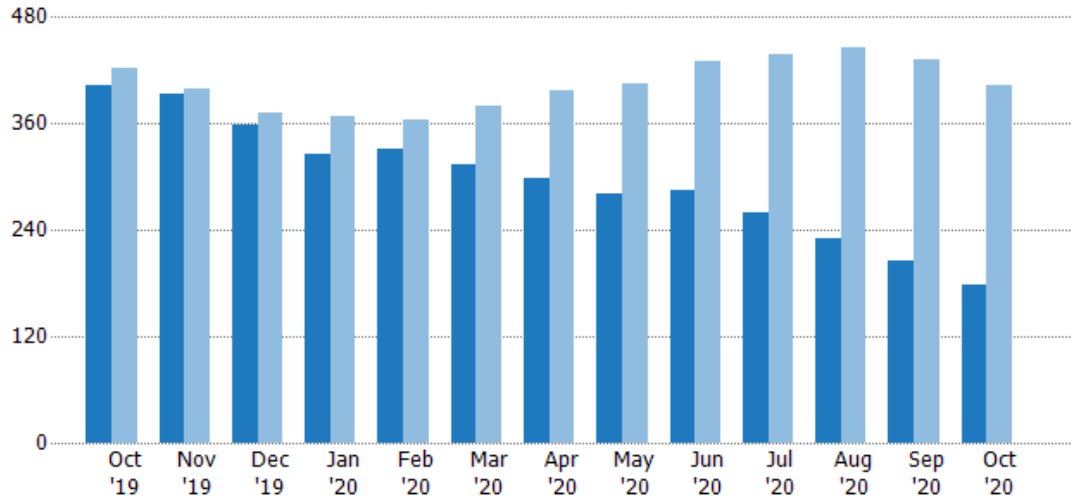
Active Listings

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 '20	179	-55.6%
Oct '19	403	-4.5%
Oct '18	422	10.9%



Current Year	403	394	358	326	331	314	298	281	285	259	231	206	179
Prior Year	422	400	372	369	364	380	398	405	431	438	446	432	403
Percent Change from Prior Year	-5%	-2%	-4%	-12%	-9%	-17%	-25%	-31%	-34%	-41%	-48%	-52%	-56%

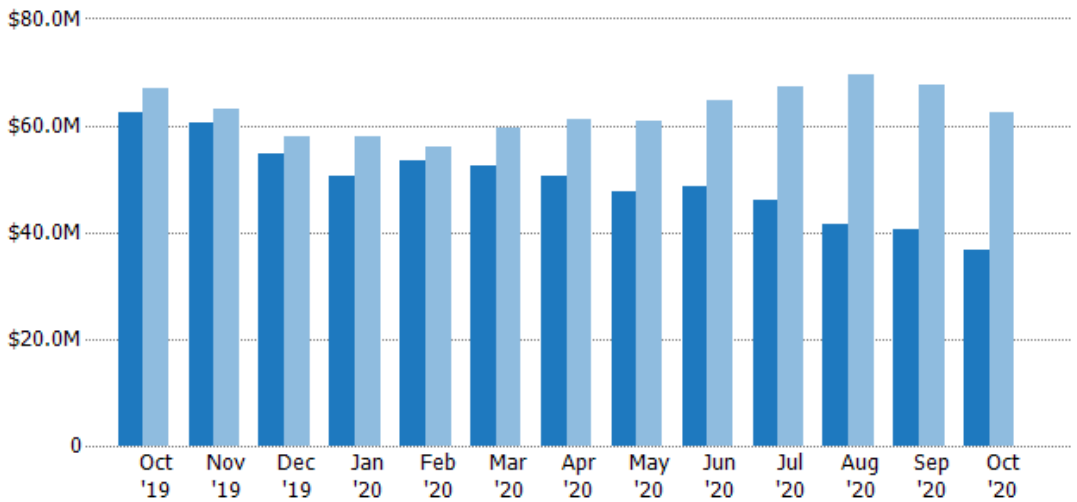
Active Listing Volume

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 '20	\$36.7M	-41.2%
Oct '19	\$62.4M	-6.8%
Oct '18	\$66.9M	5.6%



Current Year	\$62.4M	\$60.7M	\$54.7M	\$50.4M	\$53.3M	\$52.6M	\$50.6M	\$47.7M	\$48.4M	\$45.9M	\$41.5M	\$40.6M	\$36.7M
Prior Year	\$66.9M	\$62.9M	\$57.8M	\$57.8M	\$56.1M	\$59.5M	\$61.2M	\$60.9M	\$64.6M	\$67.2M	\$69.4M	\$67.7M	\$62.4M
Percent Change from Prior Year	-7%	-4%	-5%	-13%	-5%	-12%	-17%	-22%	-25%	-32%	-40%	-40%	-41%

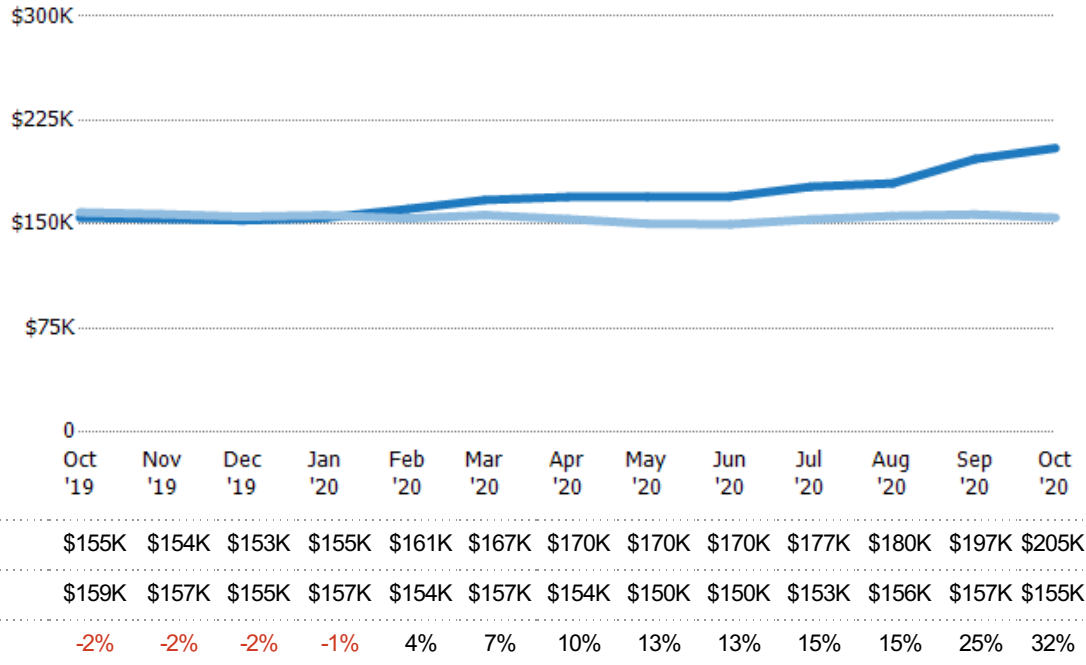
Average Listing Price

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 '20	\$205K	32.4%
Oct '19	\$155K	-2.4%
Oct '18	\$159K	-4.8%



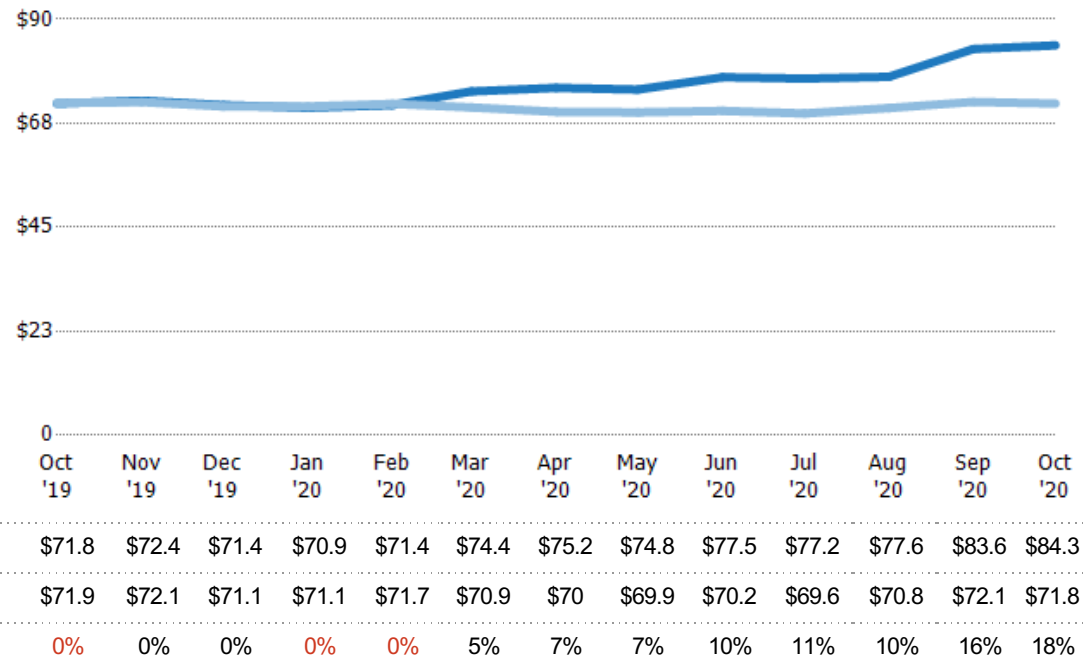
Average Listing Price per Sq Ft

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 '20	\$84.3	17.5%
Oct '19	\$71.8	-0.2%
Oct '18	\$71.9	-2.7%

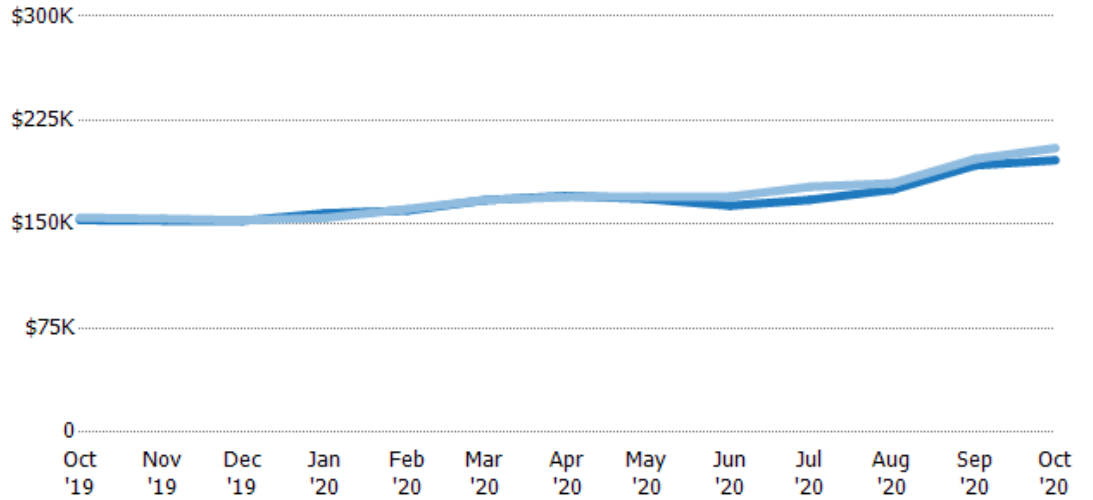


Average Listing Price vs Average Est Value

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg Est Value	\$153K	\$153K	\$153K	\$158K	\$160K	\$167K	\$170K	\$168K	\$163K	\$168K	\$175K	\$193K	\$196K
Avg Listing Price	\$155K	\$154K	\$153K	\$155K	\$161K	\$167K	\$170K	\$170K	\$170K	\$177K	\$180K	\$197K	\$205K
Avg Listing Price as a % of Avg Est Value	101%	101%	100%	98%	101%	100%	100%	101%	104%	106%	103%	102%	104%

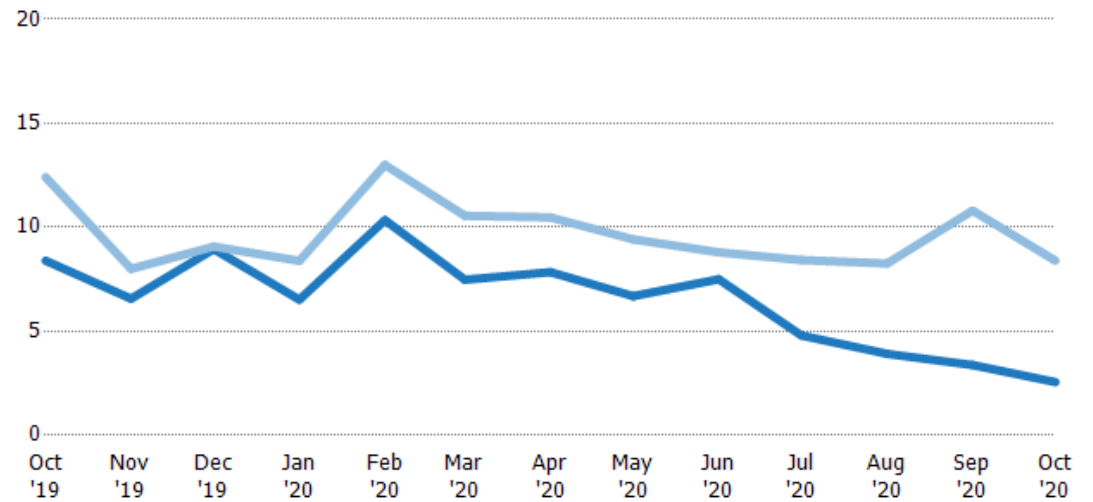
Months of Inventory

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 '20	2.56	-69.5%
Oct '19	8.4	-32.4%
Oct '18	12.4	-28.9%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	8.4	6.57	8.95	6.52	10.3	7.48	7.84	6.69	7.5	4.8	3.92	3.38	2.56
Prior Year	12.4	8	9.07	8.39	13	10.6	10.5	9.42	8.8	8.42	8.26	10.8	8.4
Percent Change from Prior Year	-32%	-18%	-1%	-22%	-20%	-29%	-25%	-29%	-15%	-43%	-53%	-69%	-70%

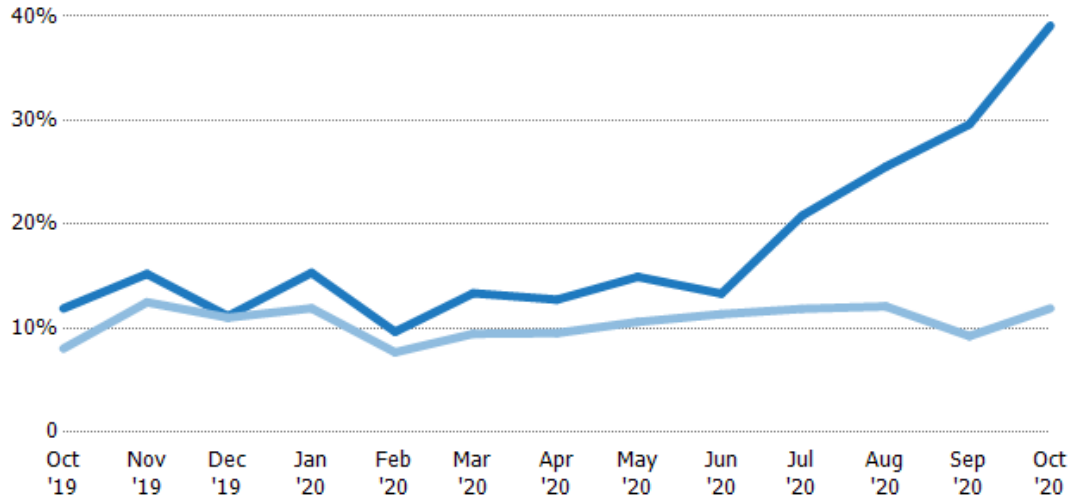
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/ Year	Rate	Chg.
Oct '20	39%	-27.2%
Oct '19	12%	-3.9%
Oct '18	8%	40.6%

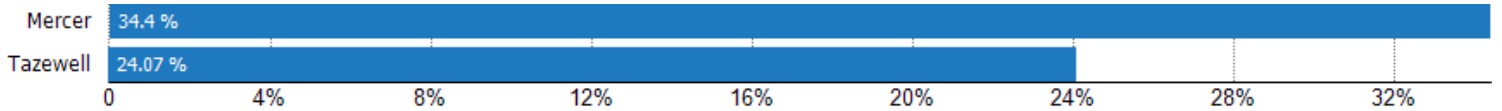


	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	12%	15%	11%	15%	10%	13%	13%	15%	13%	21%	26%	30%	39%
Prior Year	8%	13%	11%	12%	8%	9%	10%	11%	11%	12%	12%	9%	12%
Change from Prior Year	-4%	-3%	0%	-3%	-2%	-4%	-3%	-4%	-2%	-9%	-13%	-20%	-27%

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



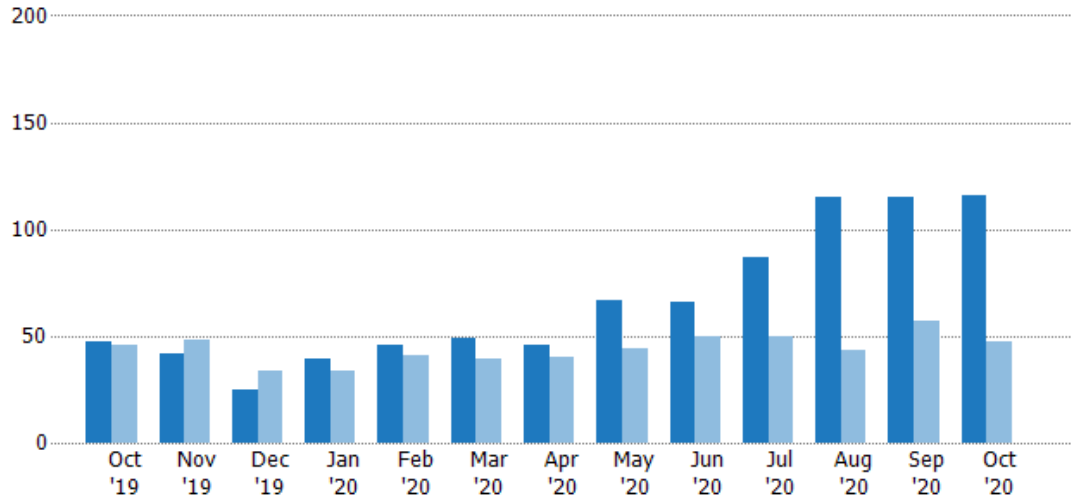
Pending Sales

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 '20	116	146.8%
Oct '19	47	2.2%
Oct '18	46	-2.2%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	47	42	25	39	46	49	46	67	66	87	115	115	116
Prior Year	46	48	34	34	41	39	40	44	50	50	43	57	47
Percent Change from Prior Year	2%	-13%	-26%	15%	12%	26%	15%	52%	32%	74%	167%	102%	147%

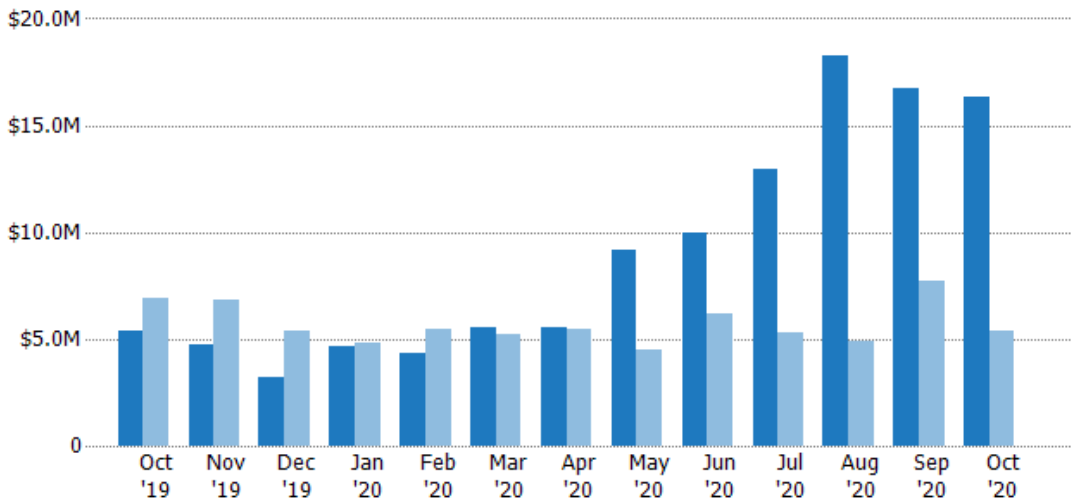
Pending Sales Volume

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 '20	\$16.4M	206.3%
Oct '19	\$5.34M	-22.7%
Oct '18	\$6.91M	-30.3%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$5.34M	\$4.73M	\$3.24M	\$4.69M	\$4.31M	\$5.55M	\$5.57M	\$9.15M	\$9.96M	\$13M	\$18.3M	\$16.8M	\$16.4M
Prior Year	\$6.91M	\$6.82M	\$5.41M	\$4.78M	\$5.46M	\$5.24M	\$5.49M	\$4.52M	\$6.2M	\$5.28M	\$4.91M	\$7.68M	\$5.34M
Percent Change from Prior Year	-23%	-31%	-40%	-2%	-21%	6%	1%	103%	61%	146%	273%	118%	206%

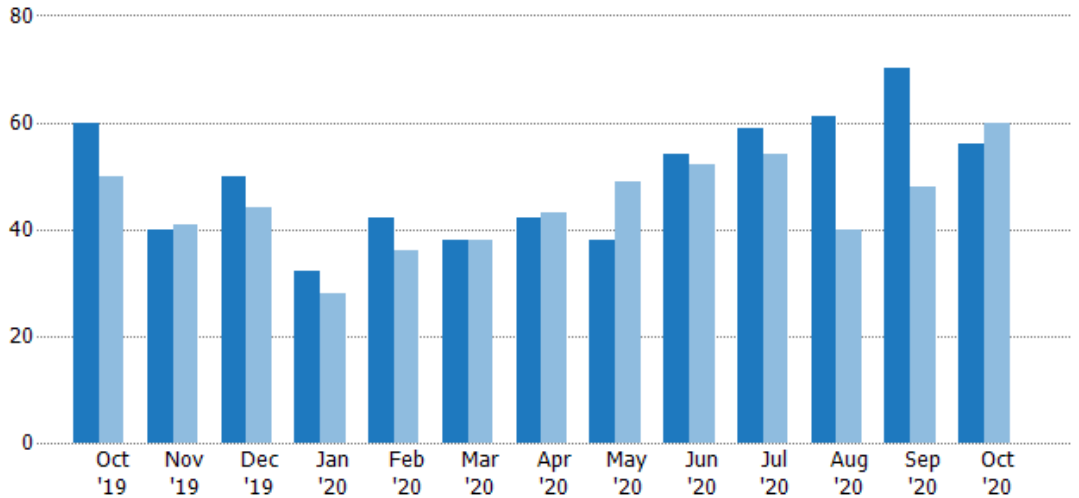
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/Year	Count	% Chg.
Oct '20	56	-6.7%
Oct '19	60	20%
Oct '18	50	-4%



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	60	40	50	32	42	38	42	38	54	59	61	70	56
Prior Year	50	41	44	28	36	38	43	49	52	54	40	48	60
Percent Change from Prior Year	20%	-2%	14%	14%	17%	0%	-2%	-22%	4%	9%	53%	46%	-7%

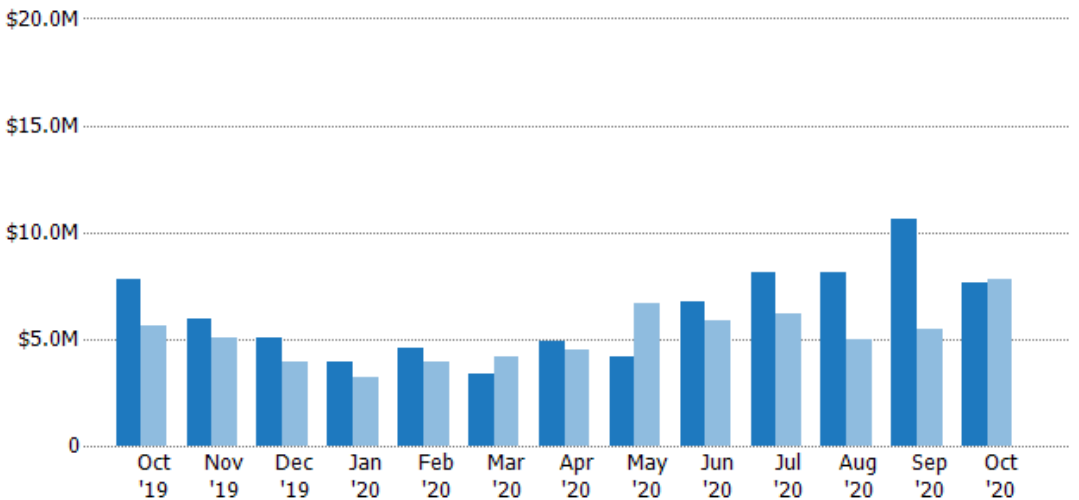
Closed Sales Volume

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 '20	\$7.65M	-2%
Oct '19	\$7.81M	38.6%
Oct '18	\$5.63M	-16.6%



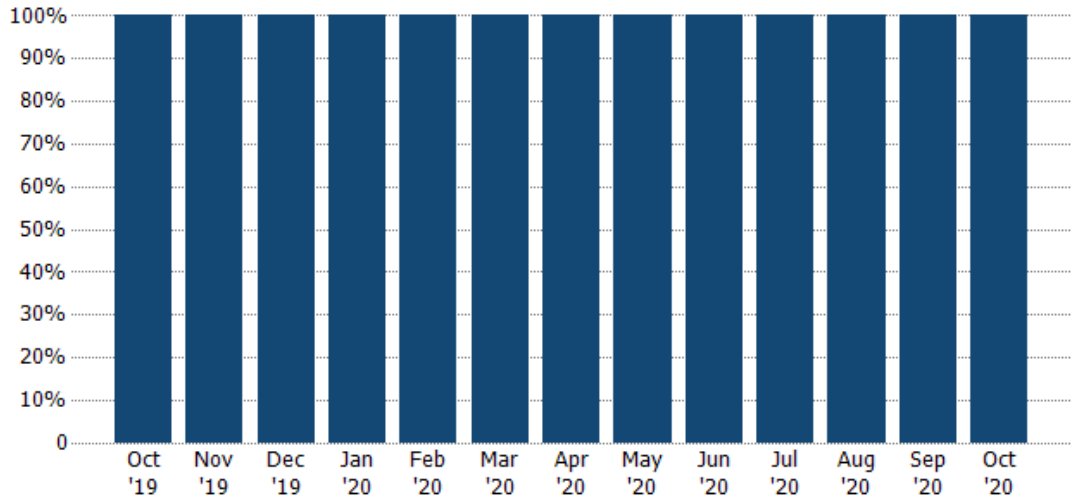
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	\$7.81M	\$5.95M	\$5.05M	\$3.92M	\$4.58M	\$3.33M	\$4.92M	\$4.21M	\$6.76M	\$8.15M	\$8.15M	\$10.6M	\$7.65M
Prior Year	\$5.63M	\$5.07M	\$3.92M	\$3.18M	\$3.96M	\$4.18M	\$4.52M	\$6.68M	\$5.89M	\$6.21M	\$5.02M	\$5.43M	\$7.81M
Percent Change from Prior Year	39%	17%	29%	23%	16%	-20%	9%	-37%	15%	31%	62%	95%	-2%

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



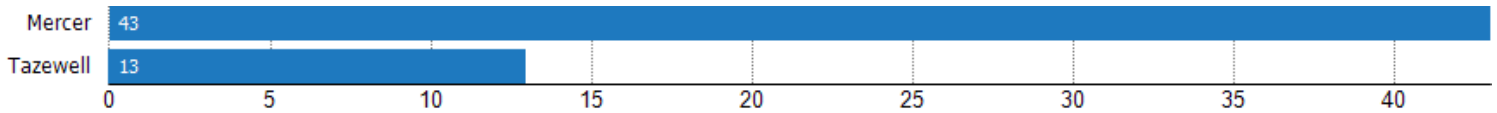
■ Single Family Residence

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

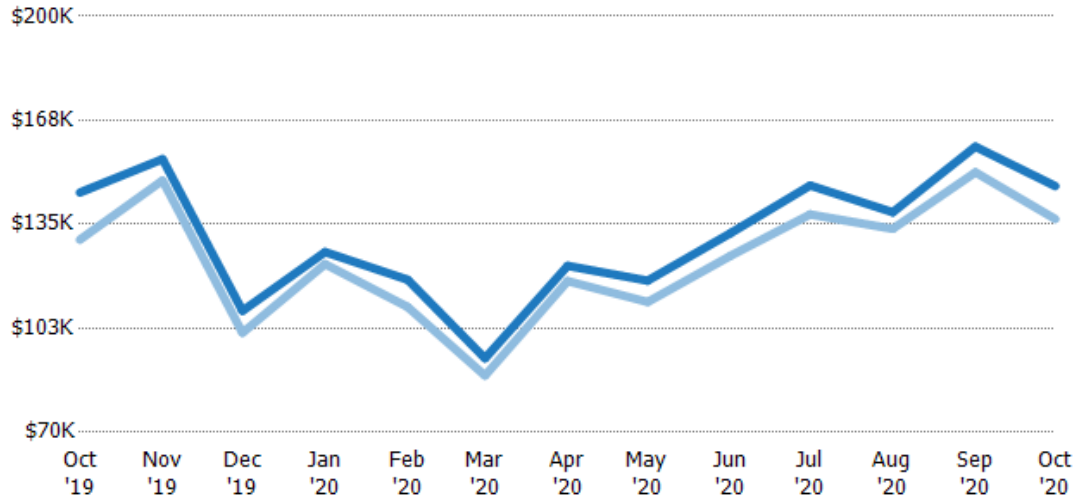


Average Sales Price vs Average Listing Price

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

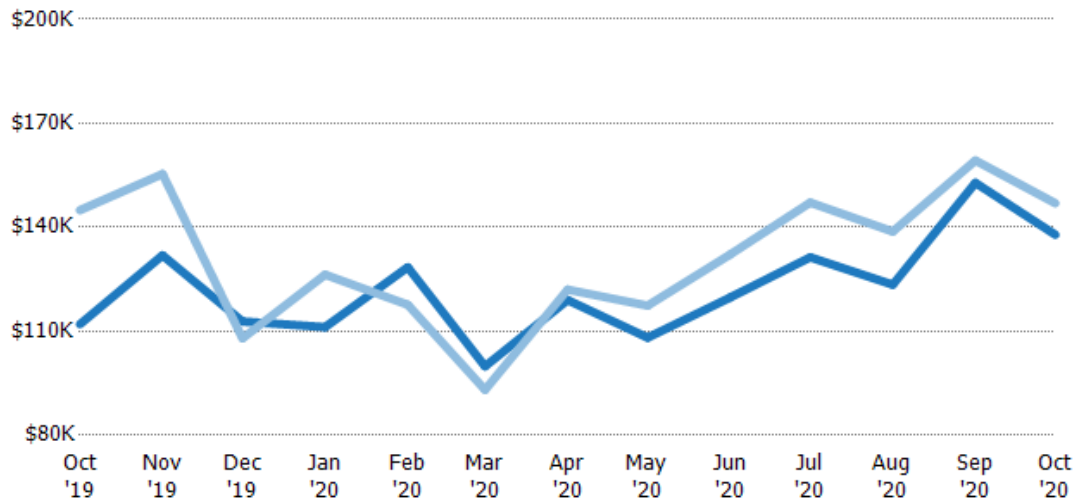


Average Sales Price vs Average Est Value

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

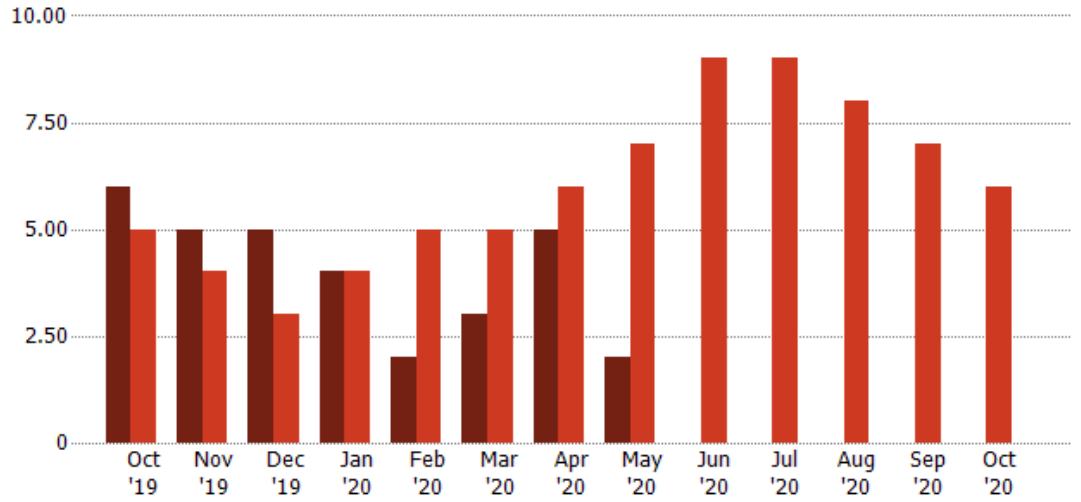


Distressed Listings

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	6	5	5	4	2	3	5	2	-	-	-	-	-
Prior Year	5	4	3	4	5	5	6	7	9	9	8	7	6
Percent Change from Prior Year	20%	25%	67%	0%	-60%	-40%	-17%	-71%	-100%	-100%	-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: 11/09/2020

Scheduled: Yes

Report Date Range: From 10/2019 To: 10/2020

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 10/2020 data

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

