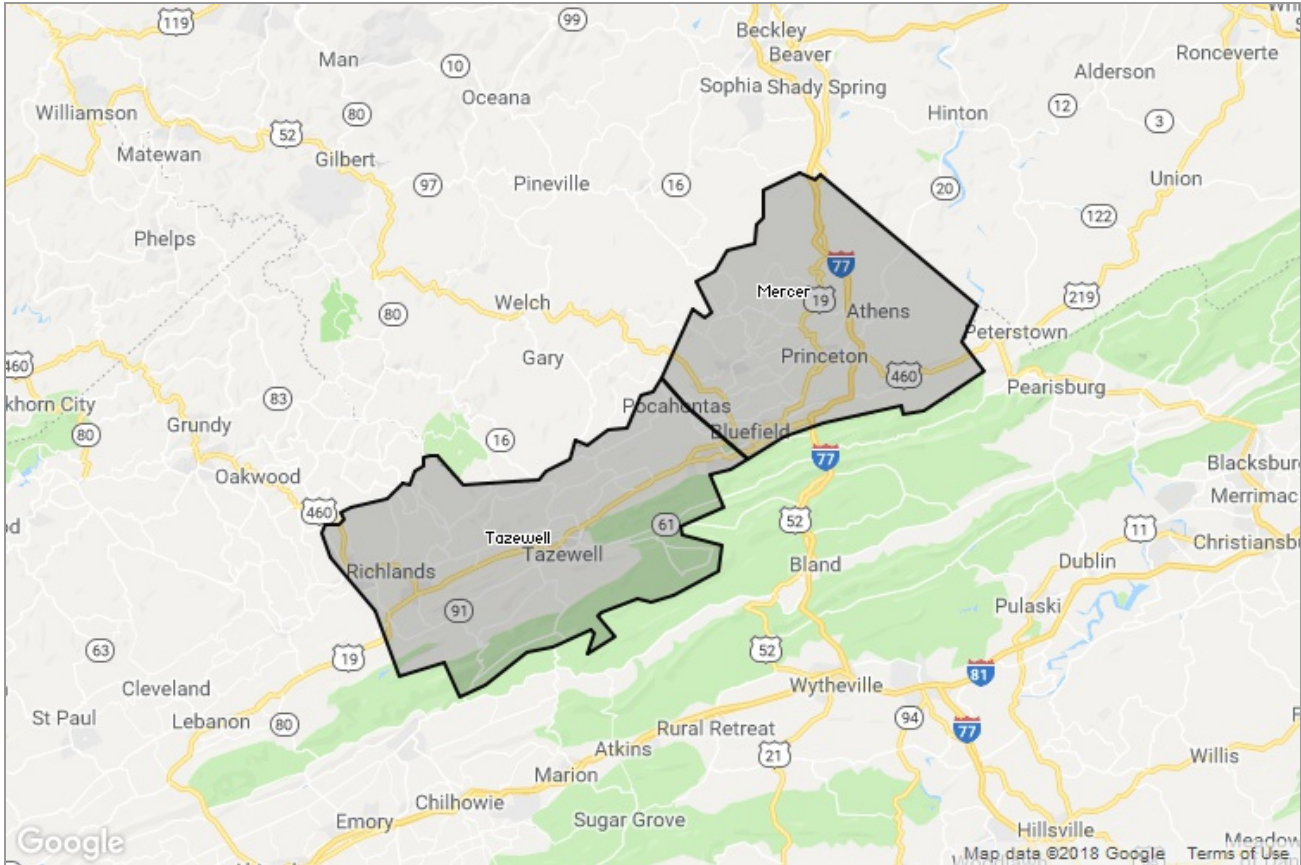




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
9/2017 – 9/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 10/09/2018

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

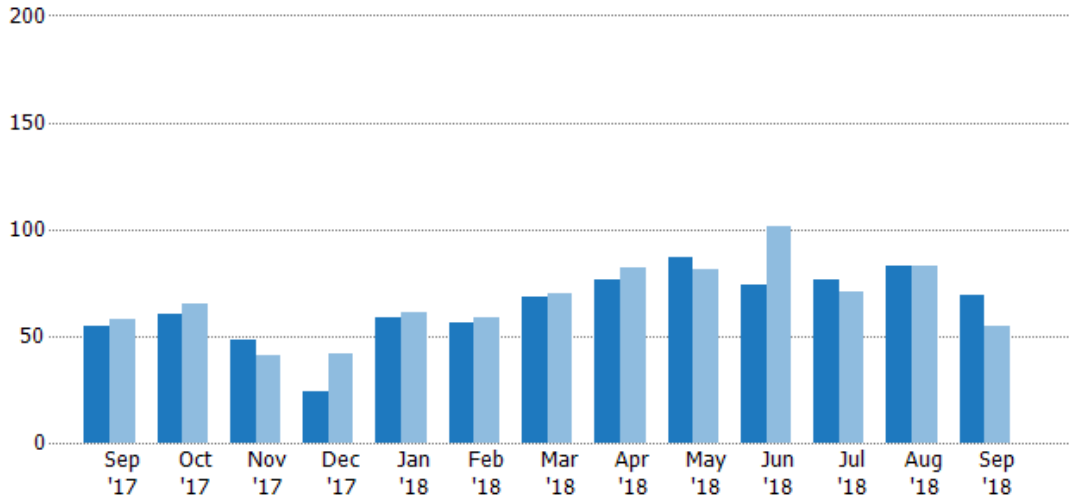
New Listings

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.
Sep '18	69	25.5%
Sep '17	55	-5.2%
Sep '16	58	15.5%



Current Year	55	60	48	24	59	56	68	76	87	74	76	83	69
Prior Year	58	65	41	42	61	59	70	82	81	101	71	83	55
Percent Change from Prior Year	-5%	-8%	17%	-43%	-3%	-5%	-3%	-7%	7%	-27%	7%	0%	25%

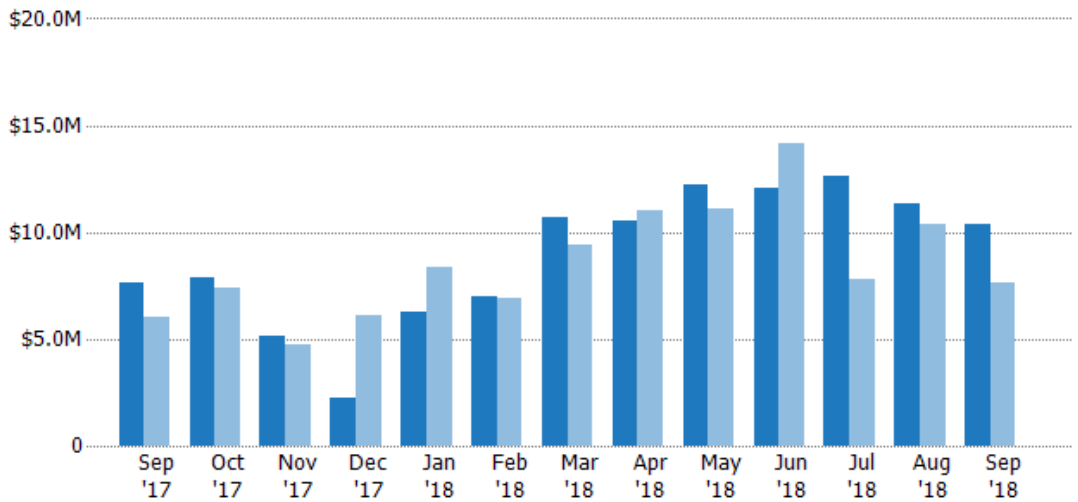
New Listing Volume

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.
Sep '18	\$10.3M	35.2%
Sep '17	\$7.65M	26.2%
Sep '16	\$6.06M	53.2%



Current Year	\$7.65M	\$7.91M	\$5.17M	\$2.21M	\$6.24M	\$7M	\$10.7M	\$10.5M	\$12.2M	\$12.1M	\$12.7M	\$11.4M	\$10.3M
Prior Year	\$6.06M	\$7.41M	\$4.74M	\$6.09M	\$8.32M	\$6.95M	\$9.44M	\$11M	\$11.1M	\$14.2M	\$7.77M	\$10.4M	\$7.65M
Percent Change from Prior Year	26%	7%	9%	-64%	-25%	1%	13%	-4%	10%	-15%	63%	10%	35%

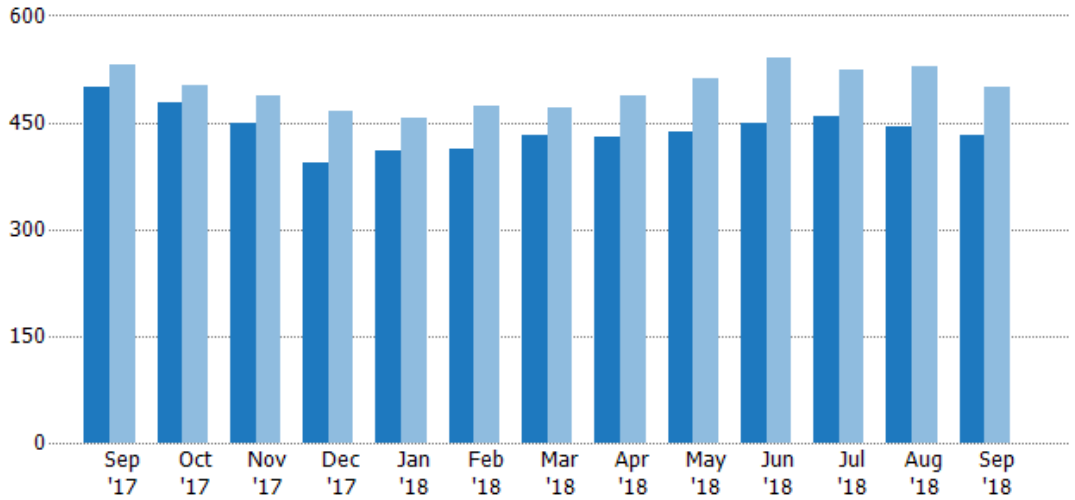
Active Listings

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.
Sep '18	433	-13.2%
Sep '17	499	-6.2%
Sep '16	532	-8.5%



Current Year	499	479	449	394	409	412	432	430	436	449	459	444	433
Prior Year	532	501	487	466	457	472	470	488	512	541	523	528	499
Percent Change from Prior Year	-6%	-4%	-8%	-15%	-11%	-13%	-8%	-12%	-15%	-17%	-12%	-16%	-13%

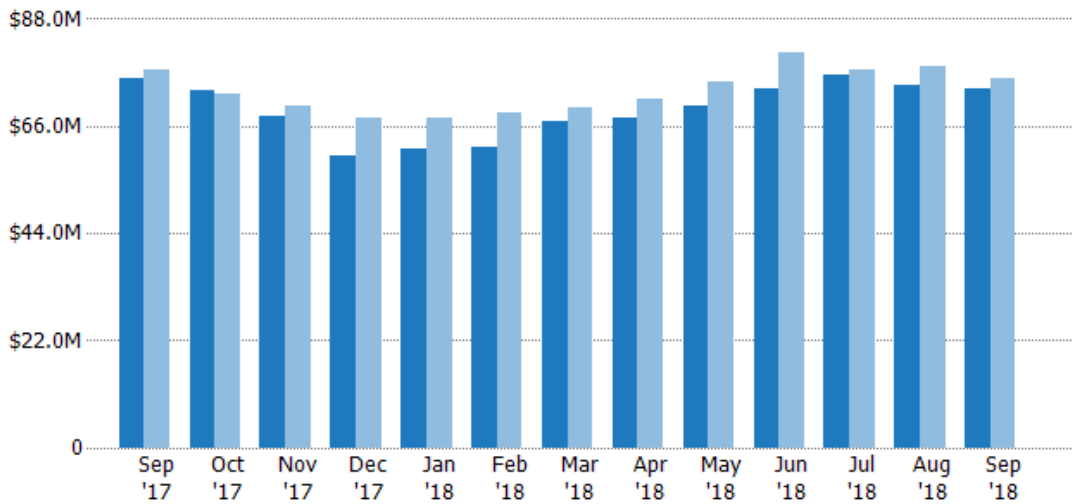
Active Listing Volume

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.
Sep '18	\$73.8M	-2.5%
Sep '17	\$75.8M	-2.3%
Sep '16	\$77.6M	-16.8%



Current Year	\$75.8M	\$73.5M	\$68.2M	\$60M	\$61.2M	\$61.8M	\$66.8M	\$67.8M	\$70.3M	\$73.7M	\$76.4M	\$74.4M	\$73.8M
Prior Year	\$77.6M	\$72.5M	\$70.1M	\$67.8M	\$67.6M	\$68.8M	\$69.9M	\$71.5M	\$75.2M	\$81M	\$77.7M	\$78.3M	\$75.8M
Percent Change from Prior Year	-2%	1%	-3%	-12%	-9%	-10%	-4%	-5%	-6%	-9%	-2%	-5%	-3%

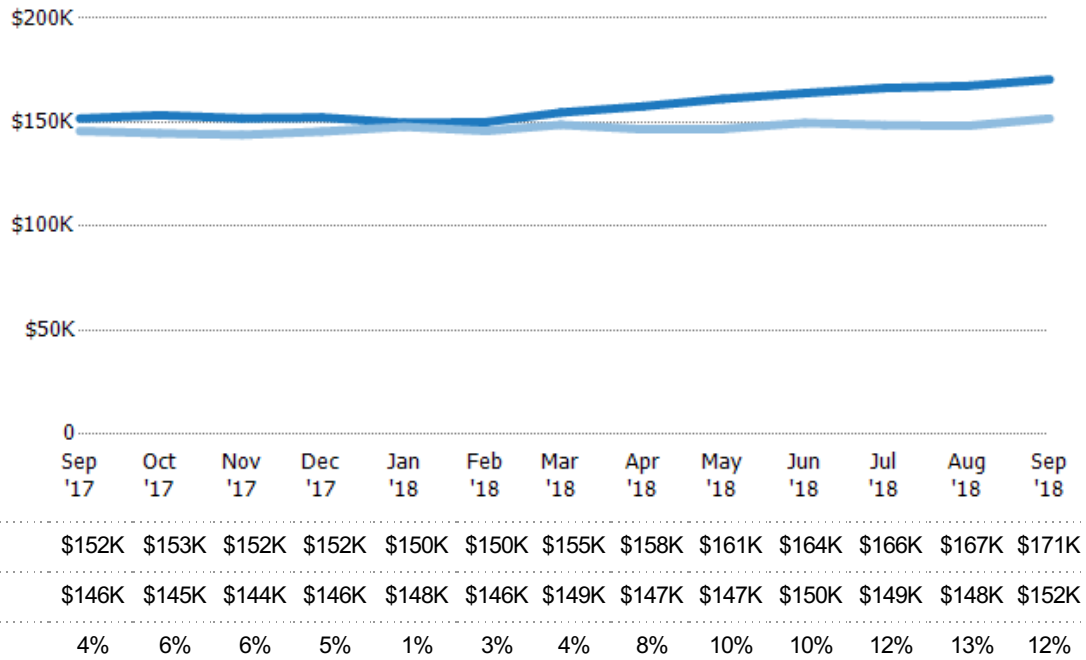
Average Listing Price

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.
Sep '18	\$171K	12.3%
Sep '17	\$152K	4.1%
Sep '16	\$146K	-9.1%



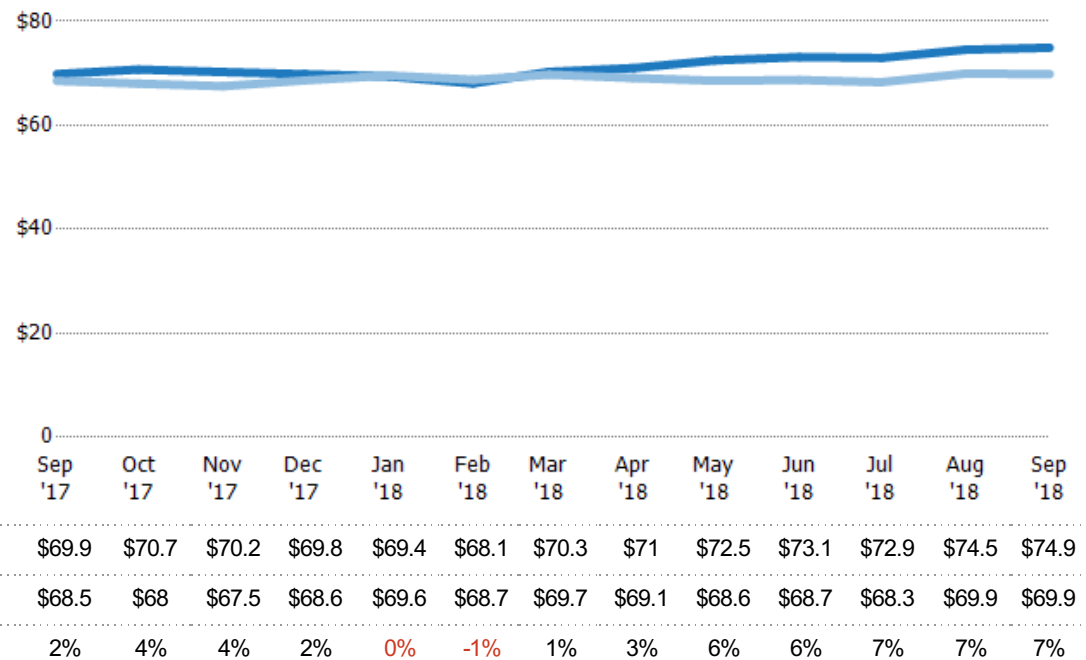
Average Listing Price per Sq Ft

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.
Sep '18	\$74.9	7.2%
Sep '17	\$69.9	1.9%
Sep '16	\$68.5	-2.8%

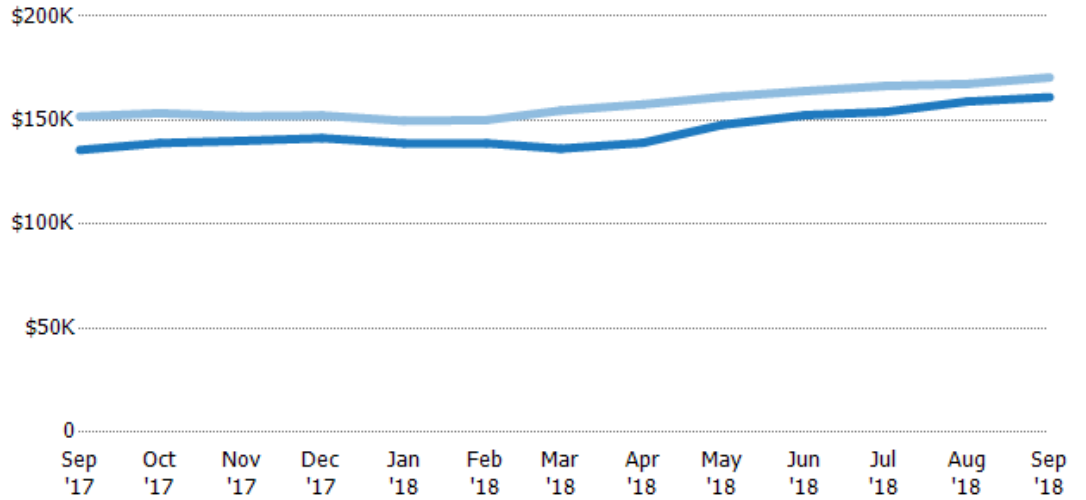


Average Listing Price vs Average Est Value

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



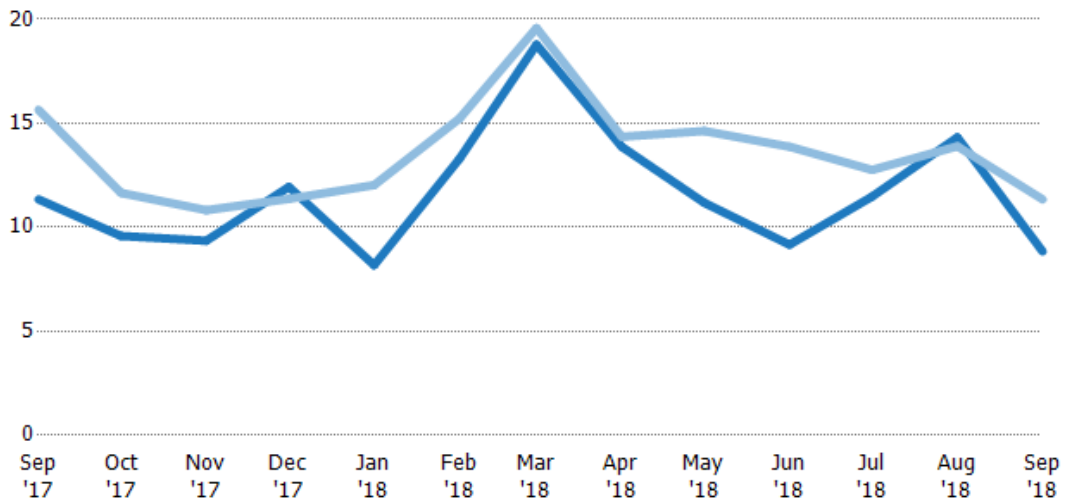
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	\$136K	\$139K	\$140K	\$141K	\$139K	\$139K	\$136K	\$139K	\$148K	\$152K	\$154K	\$159K	\$161K
Avg Listing Price	\$152K	\$153K	\$152K	\$152K	\$150K	\$150K	\$155K	\$158K	\$161K	\$164K	\$166K	\$167K	\$171K
Avg Listing Price as a % of Avg Est Value	112%	110%	108%	108%	108%	108%	113%	113%	109%	108%	108%	105%	106%

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.
Sep '18	8.84	-22.1%
Sep '17	11.3	-27.5%
Sep '16	15.6	19.7%

	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	11.3	9.58	9.35	11.9	8.18	13.3	18.8	13.9	11.2	9.16	11.5	14.3	8.84
Prior Year	15.6	11.7	10.8	11.4	12	15.2	19.6	14.4	14.6	13.9	12.8	13.9	11.3
Percent Change from Prior Year	-28%	-18%	-14%	5%	-32%	-13%	-4%	-3%	-24%	-34%	-10%	3%	-22%

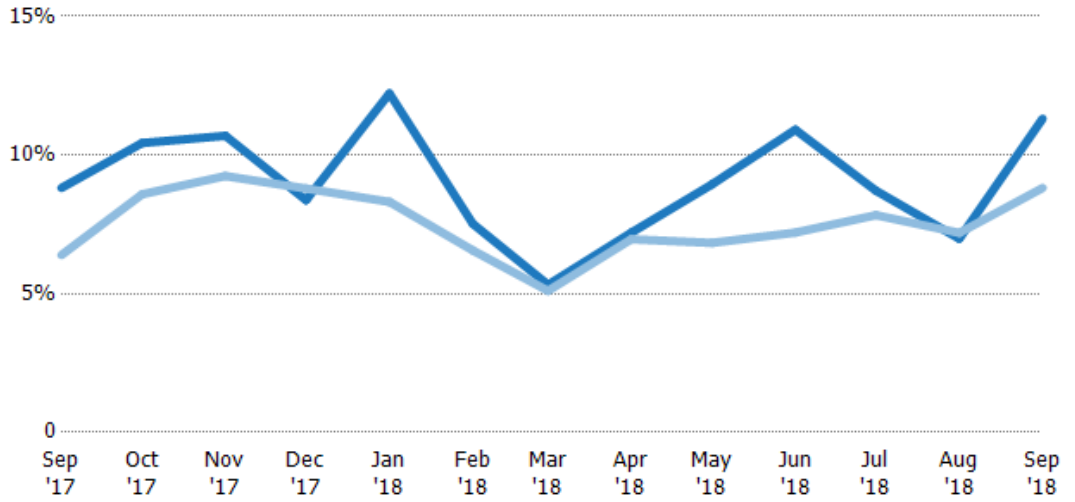
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Sep '18	11%	-2.5%
Sep '17	9%	-2.4%
Sep '16	6%	-16.6%

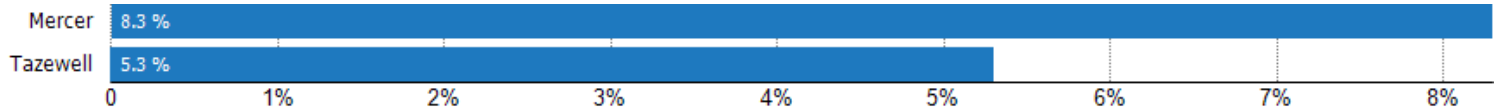


Current Year	9%	10%	11%	8%	12%	8%	5%	7%	9%	11%	9%	7%	11%
Prior Year	6%	9%	9%	9%	8%	7%	5%	7%	7%	7%	8%	7%	9%
Change from Prior Year	-2%	-2%	-1%	0%	-4%	-1%	0%	0%	-2%	-4%	-1%	0%	-3%

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



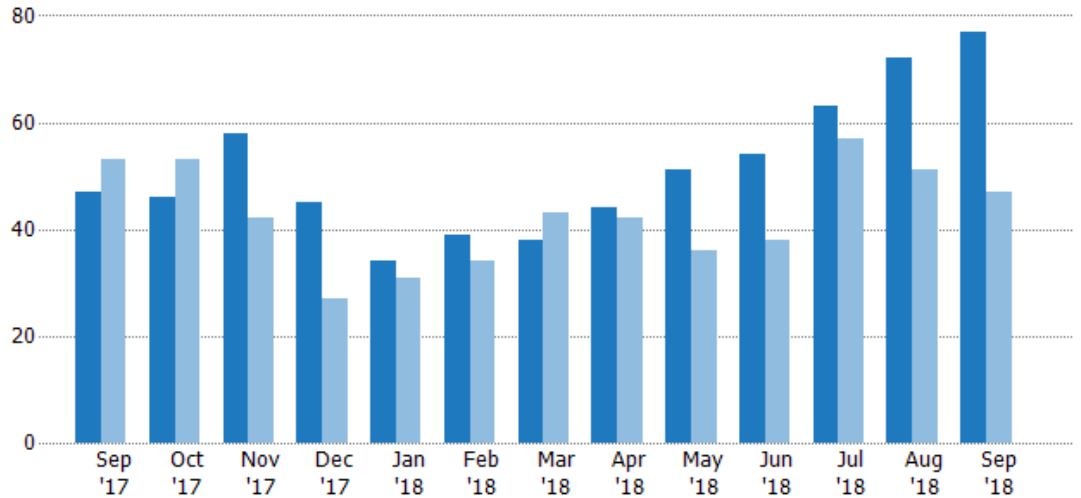
Pending Sales

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.
Sep '18	77	63.8%
Sep '17	47	-11.3%
Sep '16	53	-17%



Current Year	47	46	58	45	34	39	38	44	51	54	63	72	77
Prior Year	53	53	42	27	31	34	43	42	36	38	57	51	47
Percent Change from Prior Year	-11%	-13%	38%	67%	10%	15%	-12%	5%	42%	42%	11%	41%	64%

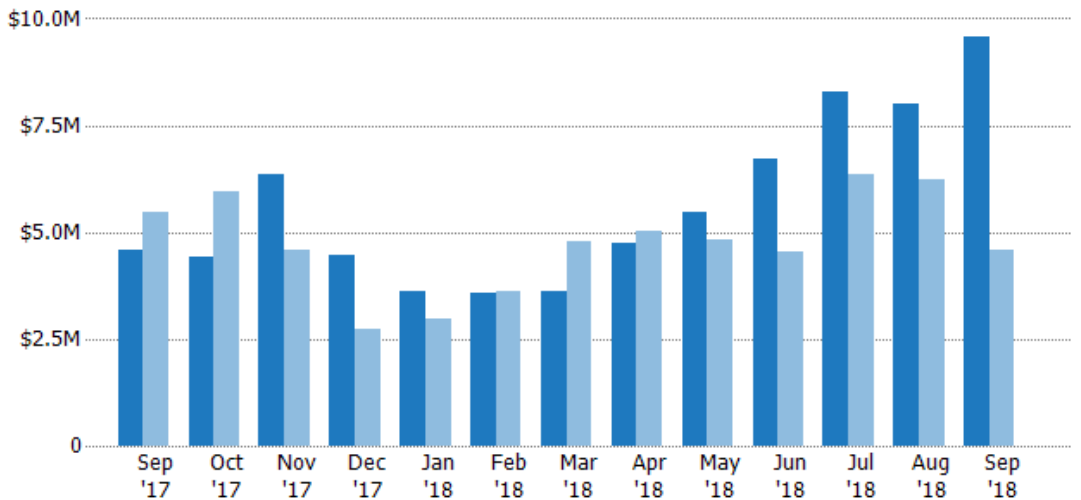
Pending Sales Volume

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.
Sep '18	\$9.59M	110%
Sep '17	\$4.57M	-16.5%
Sep '16	\$5.47M	4.6%



Current Year	\$4.57M	\$4.42M	\$6.36M	\$4.47M	\$3.63M	\$3.57M	\$3.6M	\$4.72M	\$5.45M	\$6.7M	\$8.28M	\$7.99M	\$9.59M
Prior Year	\$5.47M	\$5.96M	\$4.57M	\$2.71M	\$2.98M	\$3.6M	\$4.77M	\$5.02M	\$4.81M	\$4.55M	\$6.34M	\$6.22M	\$4.57M
Percent Change from Prior Year	-17%	-26%	39%	65%	22%	-1%	-25%	-6%	13%	47%	31%	28%	110%

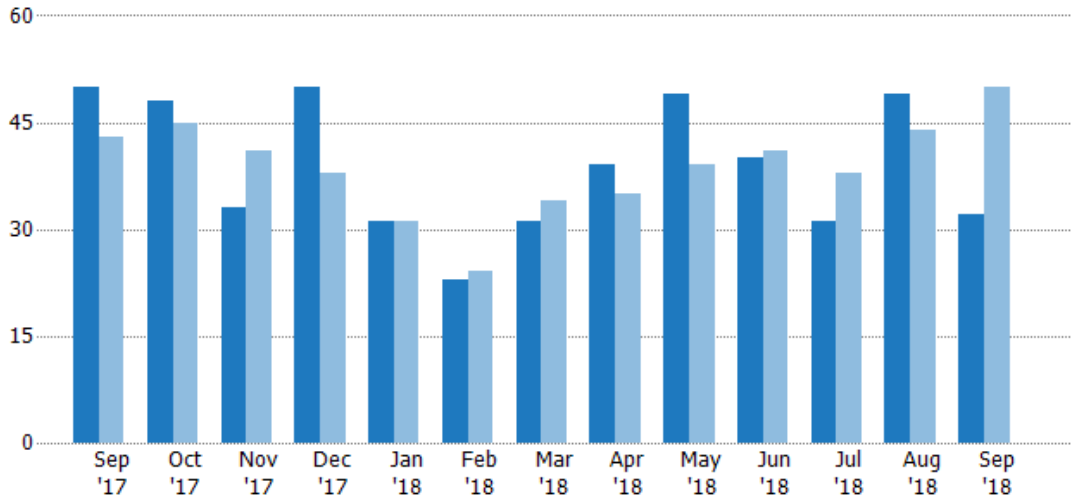
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/ Year	Count	% Chg.
Sep '18	32	-36%
Sep '17	50	16.3%
Sep '16	43	-39.5%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	50	48	33	50	31	23	31	39	49	40	31	49	32
Prior Year	43	45	41	38	31	24	34	35	39	41	38	44	50
Percent Change from Prior Year	16%	7%	-20%	32%	0%	-4%	-9%	11%	26%	-2%	-18%	11%	-36%

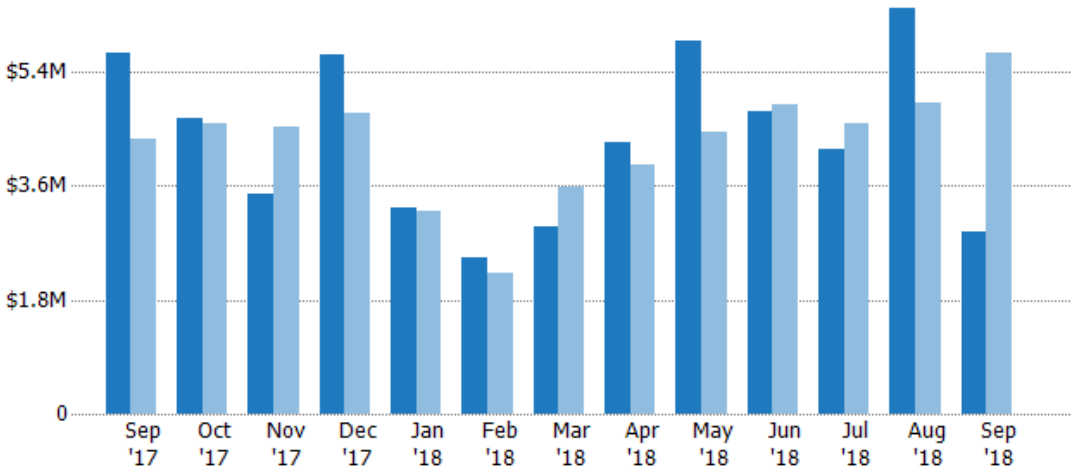
Closed Sales Volume

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.
Sep '18	\$2.87M	-49.6%
Sep '17	\$5.7M	31.3%
Sep '16	\$4.34M	-24.1%



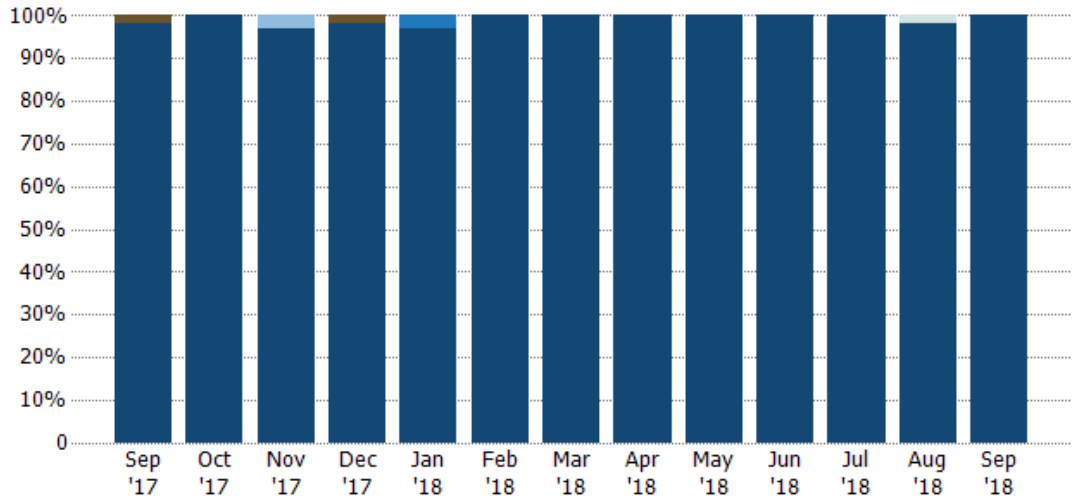
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	\$5.7M	\$4.66M	\$3.47M	\$5.66M	\$3.25M	\$2.45M	\$2.95M	\$4.29M	\$5.88M	\$4.77M	\$4.18M	\$6.4M	\$2.87M
Prior Year	\$4.34M	\$4.57M	\$4.54M	\$4.76M	\$3.2M	\$2.21M	\$3.59M	\$3.92M	\$4.46M	\$4.87M	\$4.59M	\$4.92M	\$5.7M
Percent Change from Prior Year	31%	2%	-23%	19%	2%	11%	-18%	9%	32%	-2%	-9%	30%	-50%

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

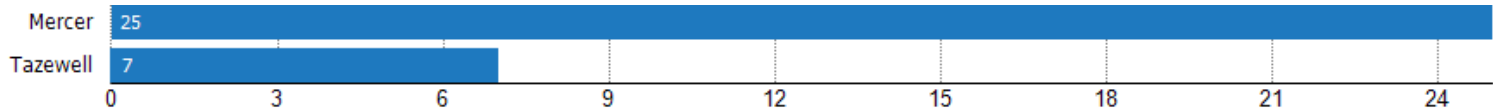


Other	2%	-	-	2%	-	-	-	-	-	-	-	-	-
Lot/Land	-	-	-	-	-	-	-	-	-	-	-	2%	-
Multifamily/Multiplex	-	-	3%	-	-	-	-	-	-	-	-	-	-
Condo/Townhouse	-	-	-	-	3%	-	-	-	-	-	-	-	-
Single Family Residence	98%	100%	97%	98%	97%	100%	100%	100%	100%	100%	100%	98%	100%

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

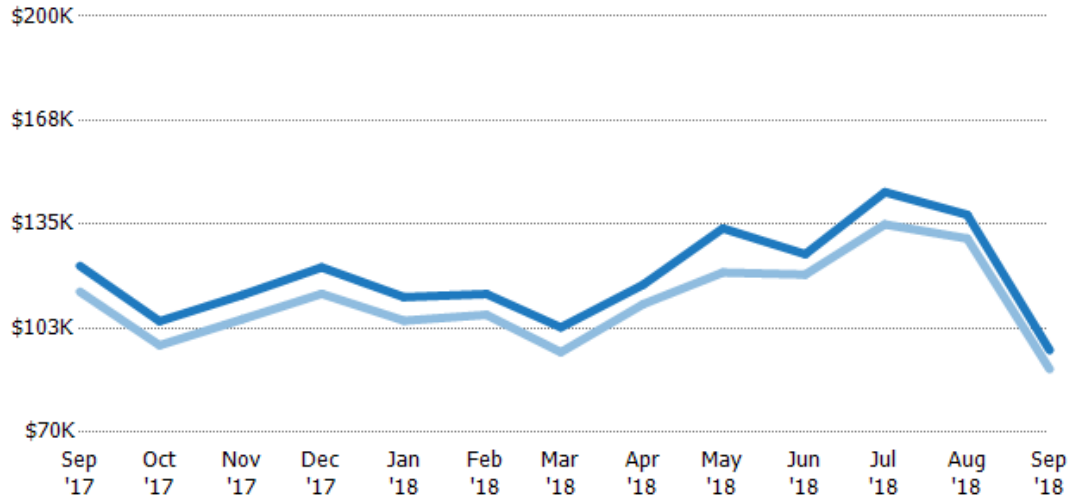


Average Sales Price vs Average Listing Price

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



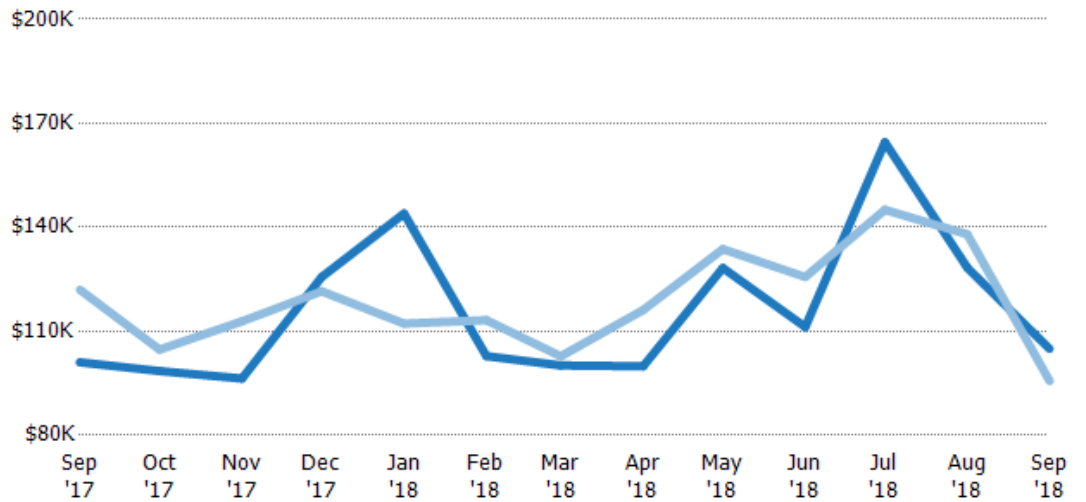
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg List Price	\$122K	\$105K	\$113K	\$122K	\$112K	\$113K	\$103K	\$116K	\$134K	\$126K	\$145K	\$138K	\$95.7K
Avg Sales Price	\$114K	\$97.2K	\$105K	\$113K	\$105K	\$107K	\$95K	\$110K	\$120K	\$119K	\$135K	\$131K	\$89.7K
Avg Sales Price as a % of Avg List Price	93%	93%	93%	93%	93%	94%	92%	95%	90%	95%	93%	95%	94%

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



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	\$101K	\$98.5K	\$96.4K	\$126K	\$144K	\$103K	\$100K	\$100K	\$128K	\$111K	\$165K	\$128K	\$105K
Avg Sales Price	\$122K	\$105K	\$113K	\$122K	\$112K	\$113K	\$103K	\$116K	\$134K	\$126K	\$145K	\$138K	\$95.7K
Avg Sales Price as a % of Avg Est Value	121%	106%	117%	97%	78%	110%	103%	116%	104%	113%	88%	107%	91%

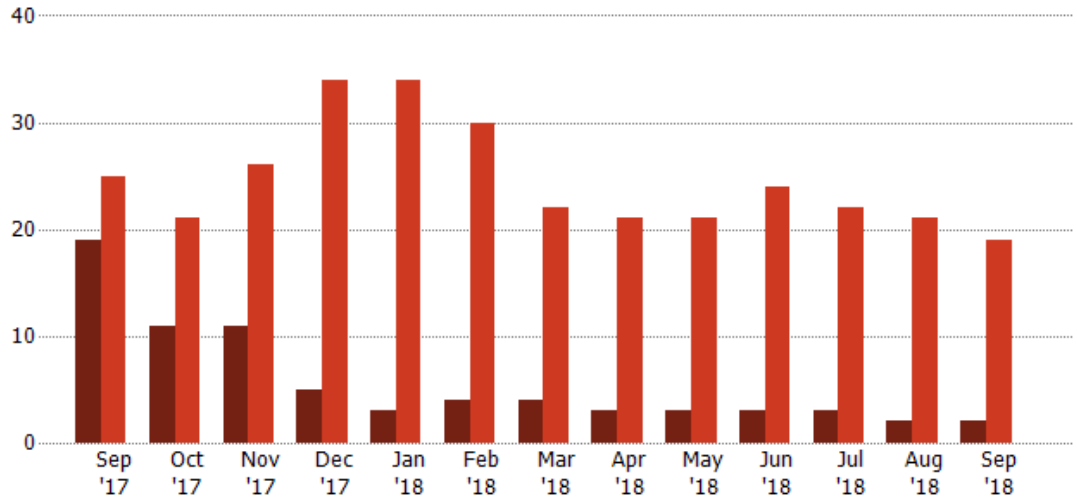
Distressed Listings

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.
Sep '18	2	-89.5%
Sep '17	19	-24%
Sep '16	25	32%

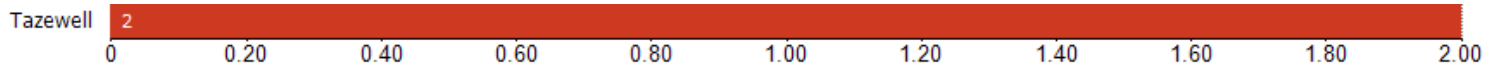


Current Year	19	11	11	5	3	4	4	3	3	3	3	2	2
Prior Year	25	21	26	34	34	30	22	21	21	24	22	21	19
Percent Change from Prior Year	-24%	-48%	-58%	-85%	-91%	-87%	-82%	-86%	-86%	-88%	-86%	-90%	-89%

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: 10/09/2018

Scheduled: Yes

Report Date Range: From 9/2017 To: 9/2018

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 9/2018 data

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

