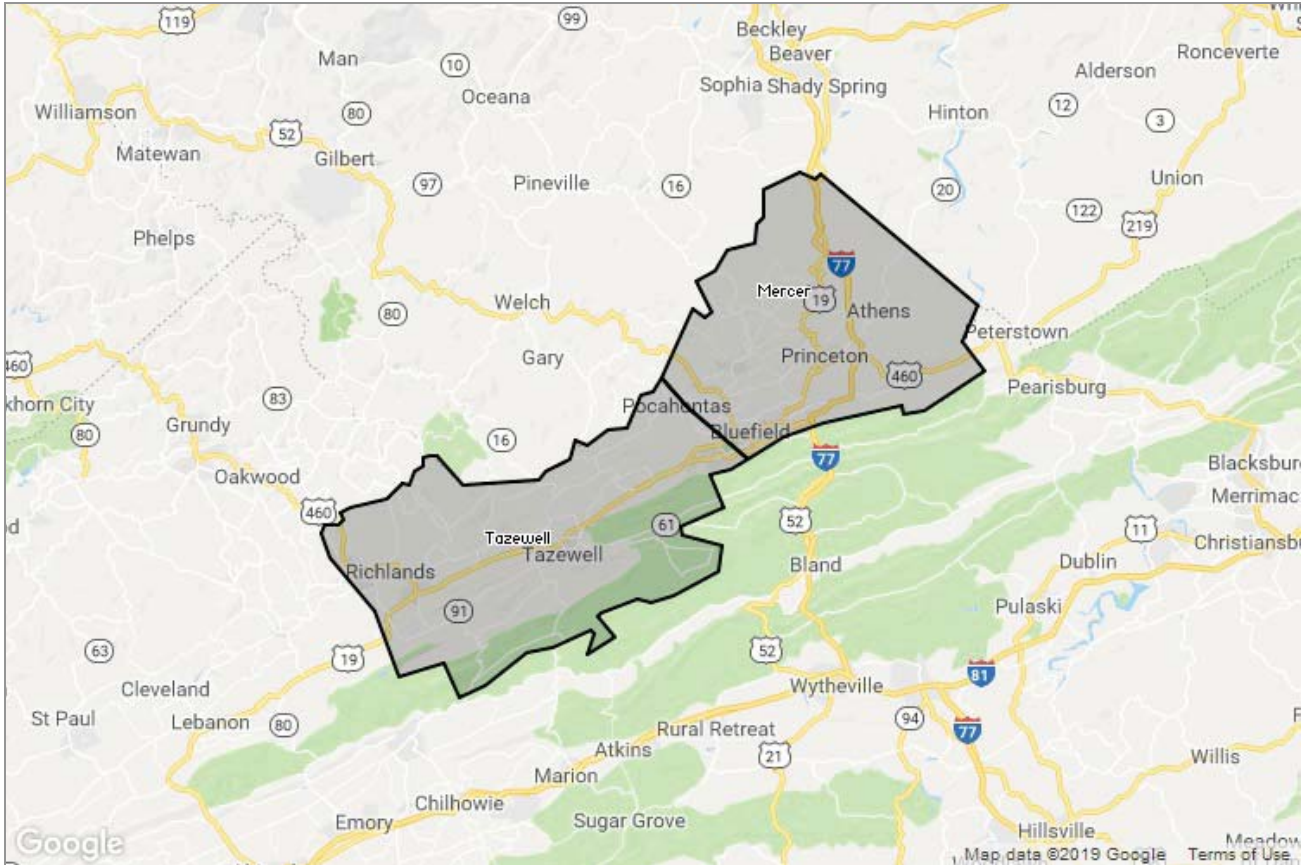




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
12/2017 – 12/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 01/08/2019

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

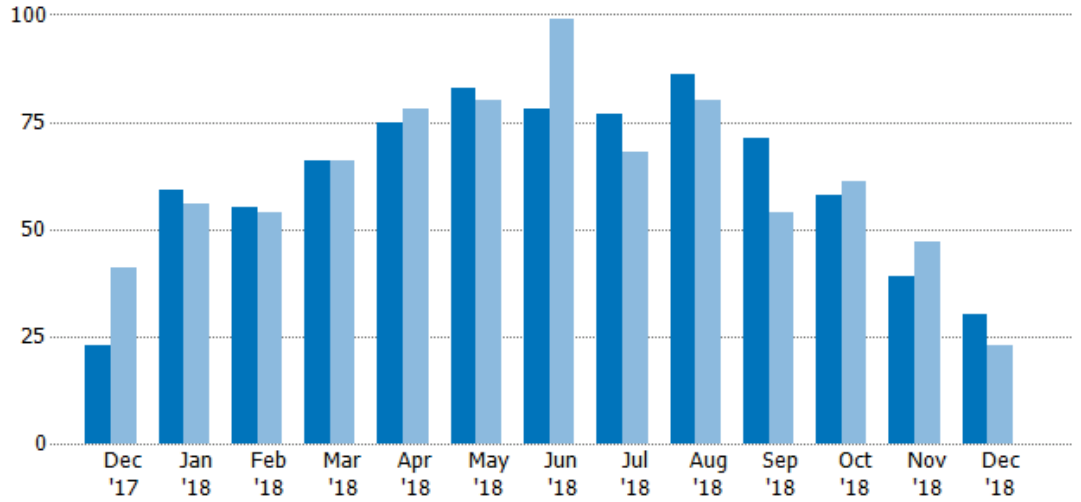
New Listings

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.
Dec '18	30	30.4%
Dec '17	23	-43.9%
Dec '16	41	-22%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	23	59	55	66	75	83	78	77	86	71	58	39	30
Prior Year	41	56	54	66	78	80	99	68	80	54	61	47	23
Percent Change from Prior Year	-44%	5%	2%	0%	-4%	4%	-21%	13%	8%	31%	-5%	-17%	30%

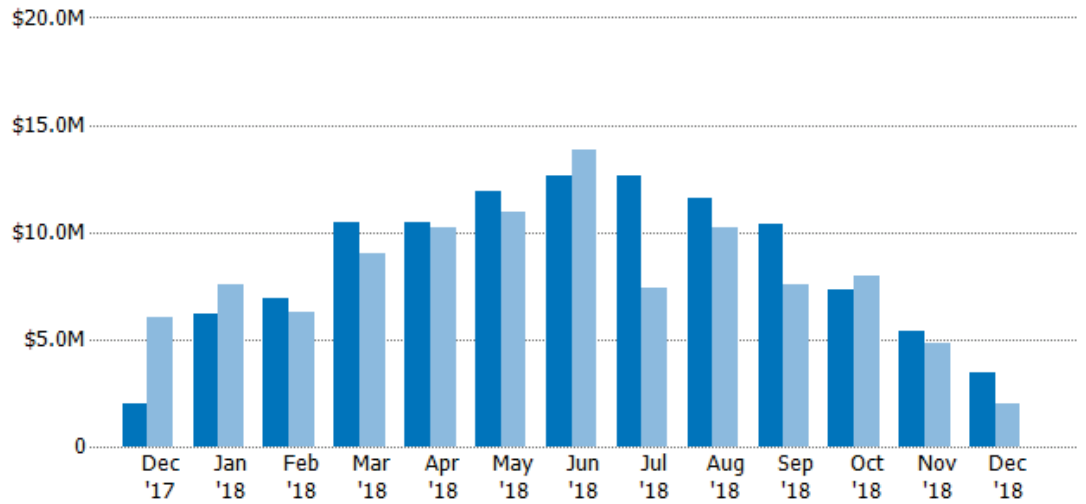
New Listing Volume

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.
Dec '18	\$3.47M	73.6%
Dec '17	\$2M	-66.8%
Dec '16	\$6.03M	-37.6%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$2M	\$6.21M	\$6.89M	\$10.4M	\$10.4M	\$11.9M	\$12.6M	\$12.6M	\$11.6M	\$10.4M	\$7.28M	\$5.34M	\$3.47M
Prior Year	\$6.03M	\$7.59M	\$6.27M	\$9.01M	\$10.2M	\$11M	\$13.8M	\$7.41M	\$10.2M	\$7.52M	\$7.96M	\$4.8M	\$2M
Percent Change from Prior Year	-67%	-18%	10%	16%	2%	8%	-9%	70%	14%	38%	-9%	11%	74%



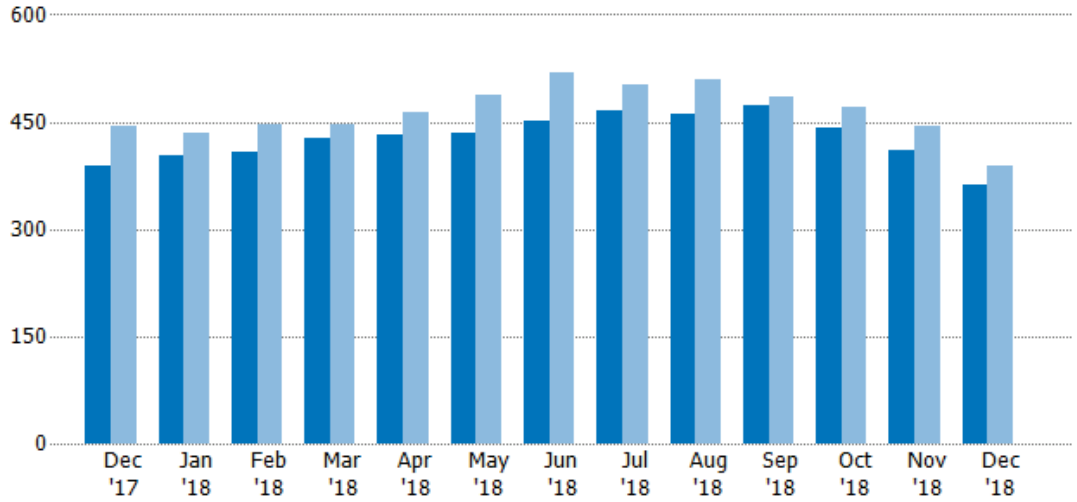
Active Listings

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.
Dec '18	363	-6.4%
Dec '17	388	-12.4%
Dec '16	443	-9%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	388	402	407	428	431	435	451	466	461	473	442	409	363
Prior Year	443	435	447	446	463	488	518	503	509	486	471	443	388
Percent Change from Prior Year	-12%	-8%	-9%	-4%	-7%	-11%	-13%	-7%	-9%	-3%	-6%	-8%	-6%

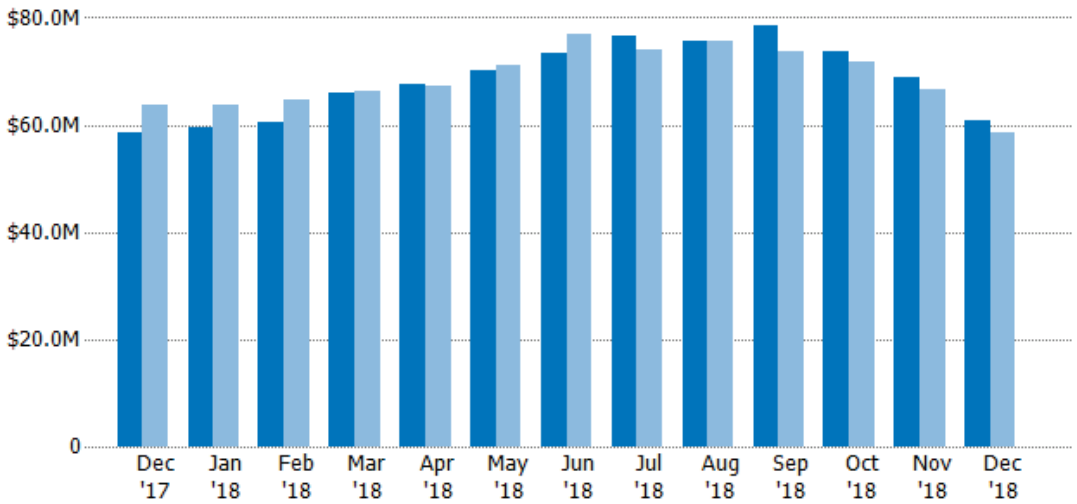
Active Listing Volume

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.
Dec '18	\$60.9M	4.2%
Dec '17	\$58.5M	-8.1%
Dec '16	\$63.6M	-16.2%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$58.5M	\$59.6M	\$60.6M	\$65.8M	\$67.6M	\$70.1M	\$73.4M	\$76.5M	\$75.6M	\$78.6M	\$73.6M	\$68.9M	\$60.9M
Prior Year	\$63.6M	\$63.6M	\$64.5M	\$66.3M	\$67.3M	\$71.2M	\$76.9M	\$74.2M	\$75.5M	\$73.7M	\$71.9M	\$66.5M	\$58.5M
Percent Change from Prior Year	-8%	-6%	-6%	-1%	0%	-2%	-5%	3%	0%	7%	2%	4%	4%



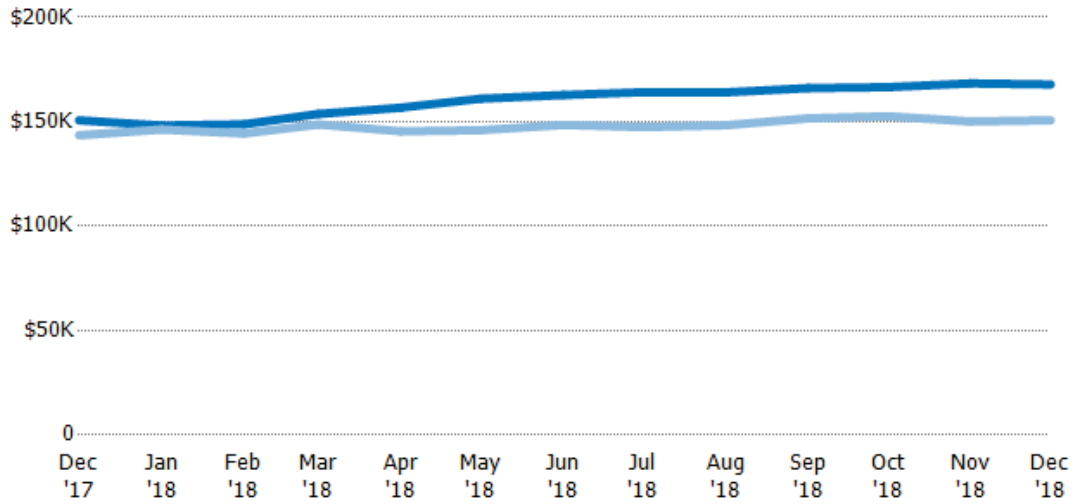
Average Listing Price

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.
Dec '18	\$168K	11.4%
Dec '17	\$151K	5%
Dec '16	\$144K	-7.9%



Current Year	\$151K	\$148K	\$149K	\$154K	\$157K	\$161K	\$163K	\$164K	\$164K	\$166K	\$167K	\$168K	\$168K
Prior Year	\$144K	\$146K	\$144K	\$149K	\$145K	\$146K	\$148K	\$147K	\$148K	\$152K	\$153K	\$150K	\$151K
Percent Change from Prior Year	5%	1%	3%	3%	8%	10%	10%	11%	11%	10%	9%	12%	11%

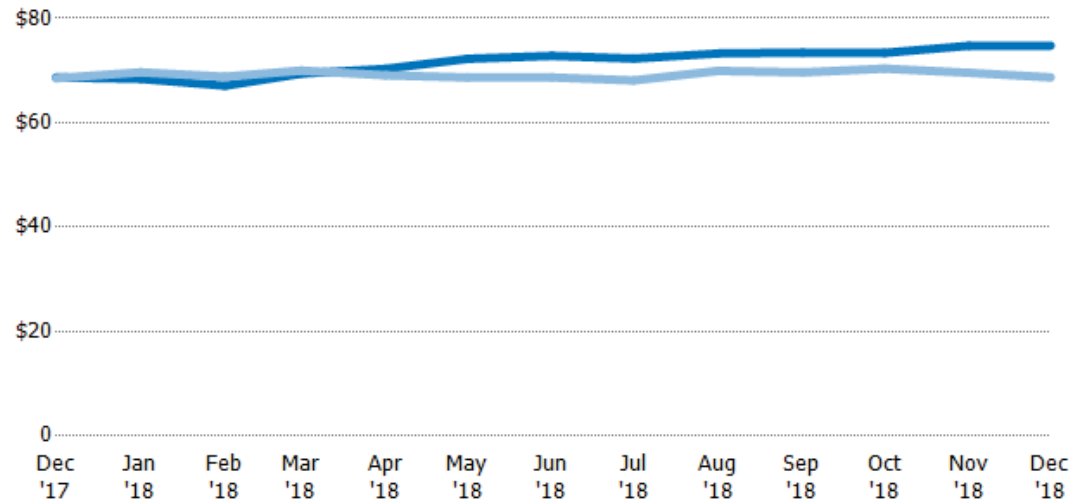
Average Listing Price per Sq Ft

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.
Dec '18	\$74.8	8.8%
Dec '17	\$68.7	0.2%
Dec '16	\$68.5	-2.7%



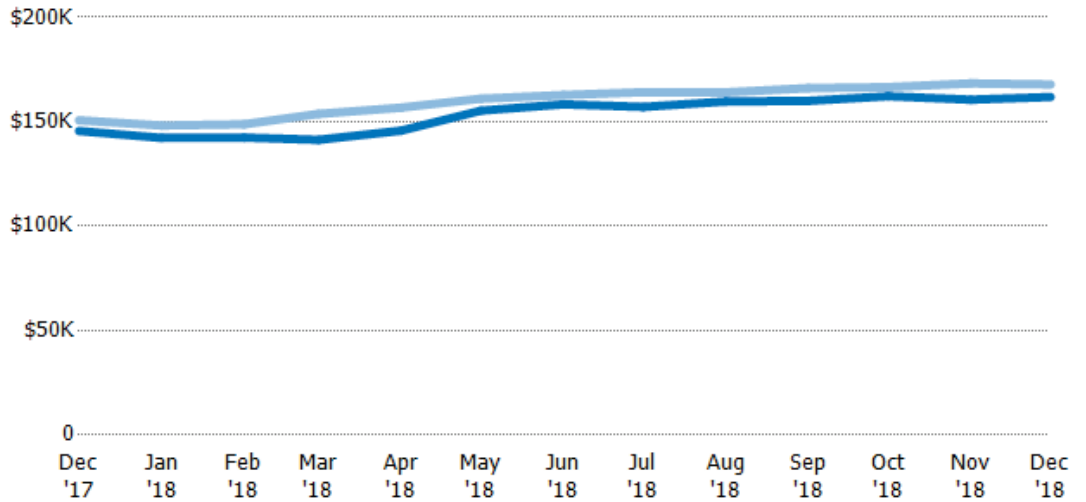
Current Year	\$68.7	\$68.4	\$67.1	\$69.4	\$70.3	\$72.2	\$72.8	\$72.3	\$73.3	\$73.5	\$73.4	\$74.7	\$74.8
Prior Year	\$68.5	\$69.7	\$68.8	\$70	\$69.1	\$68.7	\$68.7	\$68.1	\$69.9	\$69.6	\$70.4	\$69.6	\$68.7
Percent Change from Prior Year	0%	-2%	-2%	-1%	2%	5%	6%	6%	5%	5%	4%	7%	9%

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



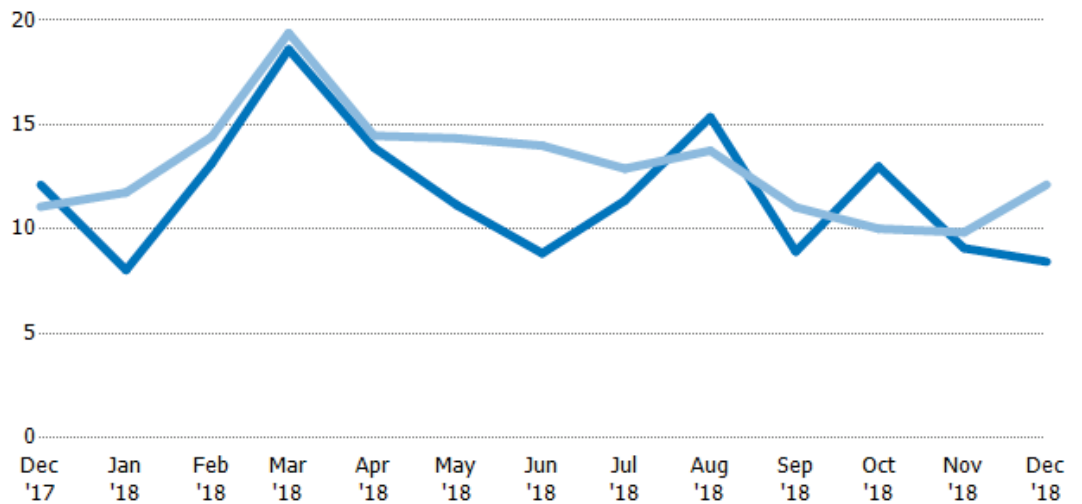
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	\$146K	\$142K	\$142K	\$141K	\$146K	\$155K	\$158K	\$157K	\$160K	\$160K	\$162K	\$161K	\$162K
Avg Listing Price	\$151K	\$148K	\$149K	\$154K	\$157K	\$161K	\$163K	\$164K	\$164K	\$166K	\$167K	\$168K	\$168K
Avg Listing Price as a % of Avg Est Value	104%	104%	104%	109%	108%	104%	103%	105%	103%	104%	103%	105%	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.
Dec '18	8.44	-30.4%
Dec '17	12.1	9.5%
Dec '16	11.1	40%

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	12.1	8.04	13.1	18.6	13.9	11.2	8.84	11.4	15.4	8.92	13	9.09	8.44
Prior Year	11.1	11.8	14.4	19.4	14.5	14.4	14	12.9	13.8	11	10	9.84	12.1
Percent Change from Prior Year	9%	-32%	-9%	-4%	-4%	-22%	-37%	-12%	12%	-19%	30%	-8%	-30%

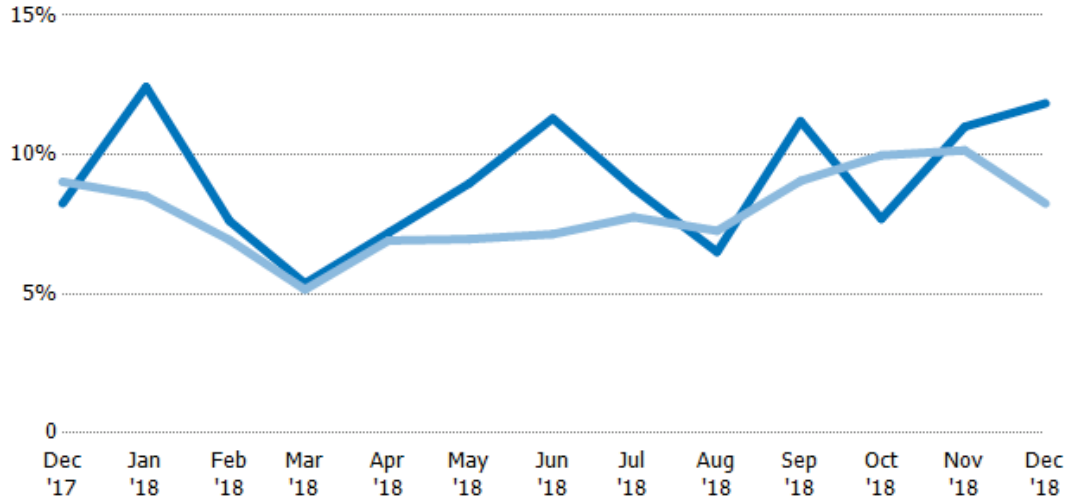
Absorption Rate

The percentage of inventory sold per month.

Filters Used

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

Month/Year	Rate	Chg.
Dec '18	12%	-3.6%
Dec '17	8%	0.8%
Dec '16	9%	-28.5%

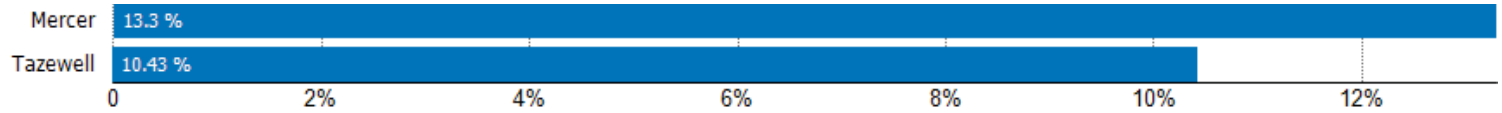


Current Year	8%	12%	8%	5%	7%	9%	11%	9%	7%	11%	8%	11%	12%
Prior Year	9%	9%	7%	5%	7%	7%	7%	8%	7%	9%	10%	10%	8%
Change from Prior Year	1%	-4%	-1%	0%	0%	-2%	-4%	-1%	1%	-2%	2%	-1%	-4%

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



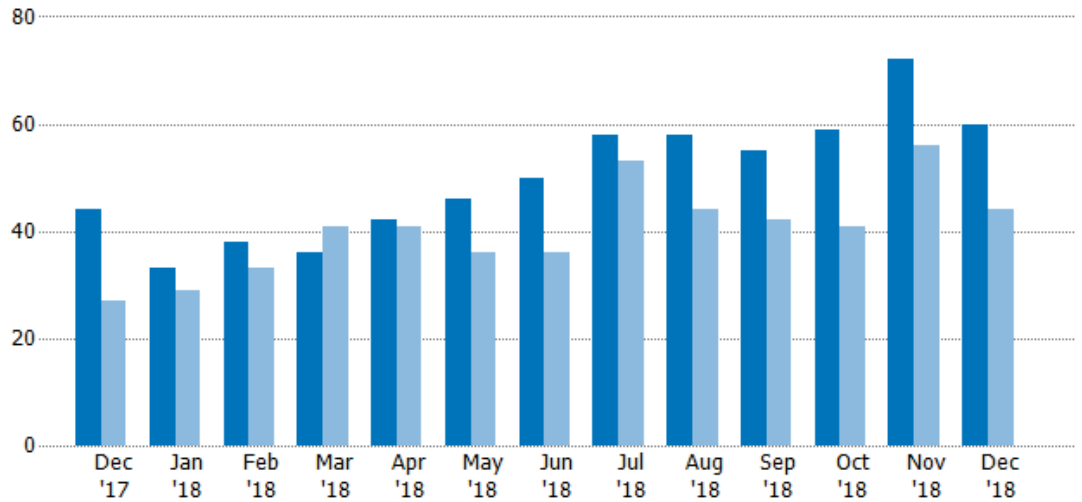
Pending Sales

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.
Dec '18	60	36.4%
Dec '17	44	63%
Dec '16	27	18.5%



Current Year	44	33	38	36	42	46	50	58	58	55	59	72	60
Prior Year	27	29	33	41	41	36	36	53	44	42	41	56	44
Percent Change from Prior Year	63%	14%	15%	-12%	2%	28%	39%	9%	32%	31%	44%	29%	36%

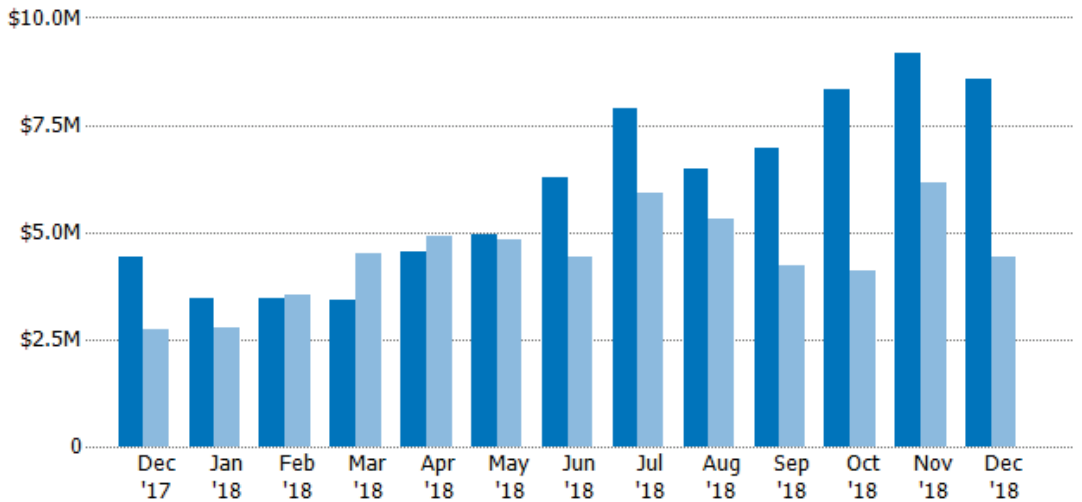
Pending Sales Volume

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.
Dec '18	\$8.57M	93.3%
Dec '17	\$4.43M	63.4%
Dec '16	\$2.71M	30.1%



Current Year	\$4.43M	\$3.46M	\$3.45M	\$3.42M	\$4.54M	\$4.93M	\$6.27M	\$7.9M	\$6.47M	\$6.94M	\$8.33M	\$9.16M	\$8.57M
Prior Year	\$2.71M	\$2.77M	\$3.52M	\$4.5M	\$4.92M	\$4.81M	\$4.42M	\$5.89M	\$5.32M	\$4.22M	\$4.08M	\$6.17M	\$4.43M
Percent Change from Prior Year	63%	25%	-2%	-24%	-8%	2%	42%	34%	22%	64%	104%	48%	93%



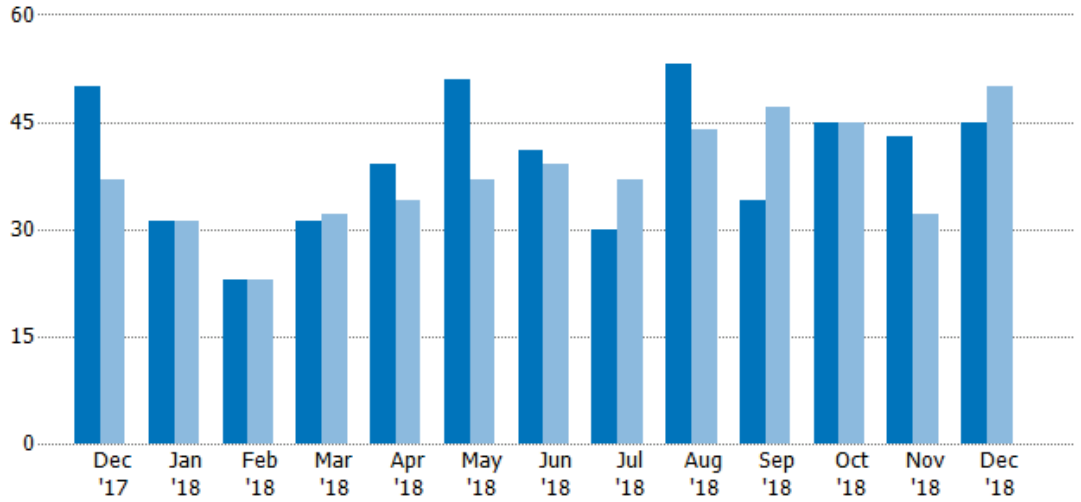
Closed Sales

The total number of residential properties sold each month.

Filters Used

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

Month/Year	Count	% Chg.
Dec '18	45	-10%
Dec '17	50	35.1%
Dec '16	37	-13.5%



Current Year	50	31	23	31	39	51	41	30	53	34	45	43	45
Prior Year	37	31	23	32	34	37	39	37	44	47	45	32	50
Percent Change from Prior Year	35%	0%	0%	-3%	15%	38%	5%	-19%	20%	-28%	0%	34%	-10%

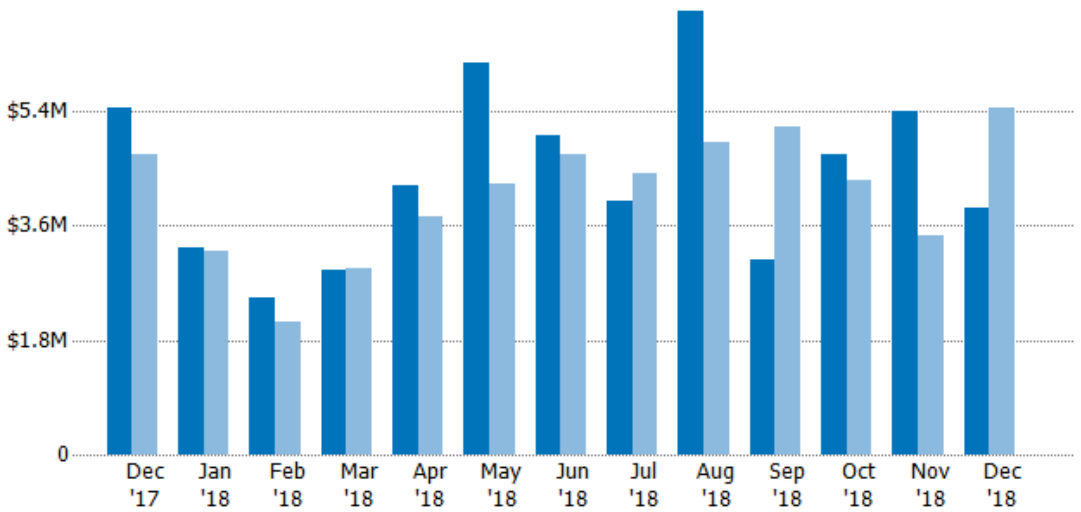
Closed Sales Volume

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.
Dec '18	\$3.88M	-28.8%
Dec '17	\$5.44M	15.5%
Dec '16	\$4.71M	-21.6%



Current Year	\$5.44M	\$3.25M	\$2.45M	\$2.89M	\$4.23M	\$6.16M	\$5.01M	\$3.99M	\$6.96M	\$3.05M	\$4.73M	\$5.39M	\$3.88M
Prior Year	\$4.71M	\$3.2M	\$2.09M	\$2.93M	\$3.74M	\$4.26M	\$4.71M	\$4.42M	\$4.92M	\$5.15M	\$4.32M	\$3.45M	\$5.44M
Percent Change from Prior Year	15%	2%	18%	-1%	13%	45%	6%	-10%	42%	-41%	9%	56%	-29%

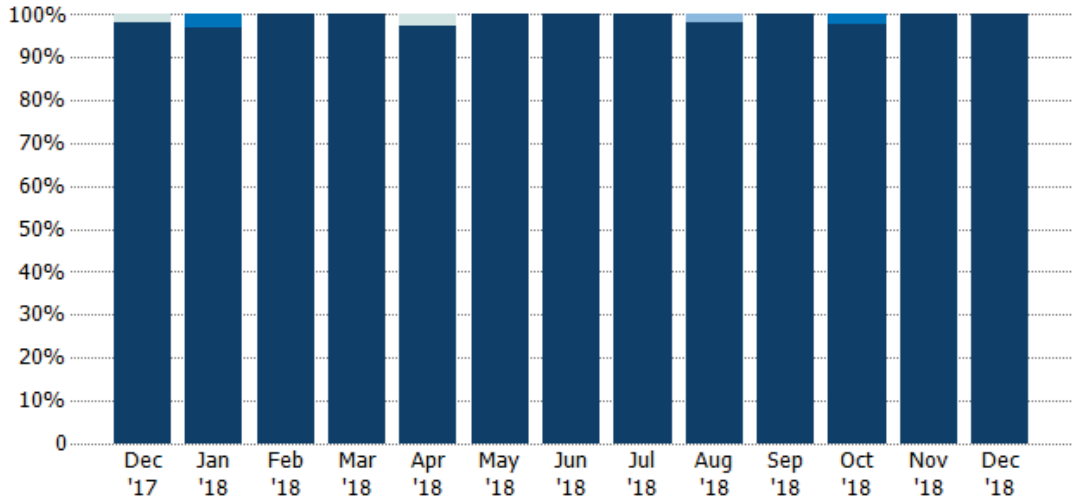


Closed Sales by Property Type

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

Filters Used

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

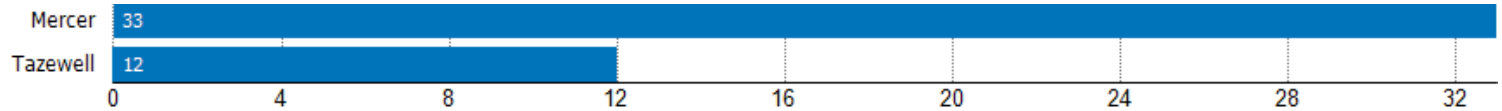


Property Type	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Other	2%	-	-	-	3%	-	-	-	-	-	-	-	-
Lot/Land	-	-	-	-	-	-	-	-	2%	-	-	-	-
Condo/Townhouse	-	3%	-	-	-	-	-	-	-	-	2%	-	-
Single Family Residence	98%	97%	100%	100%	97%	100%	100%	100%	98%	100%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

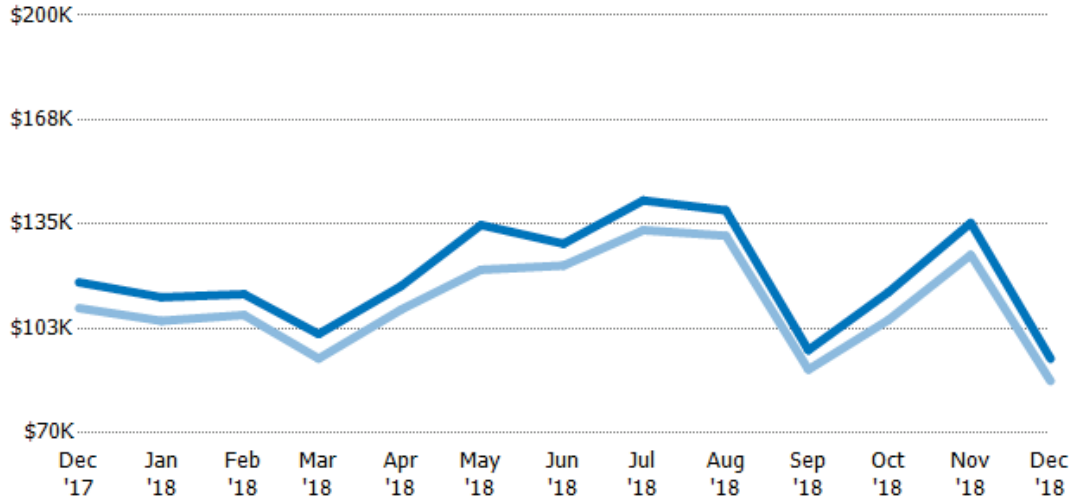


Average Sales Price vs Average Listing Price

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



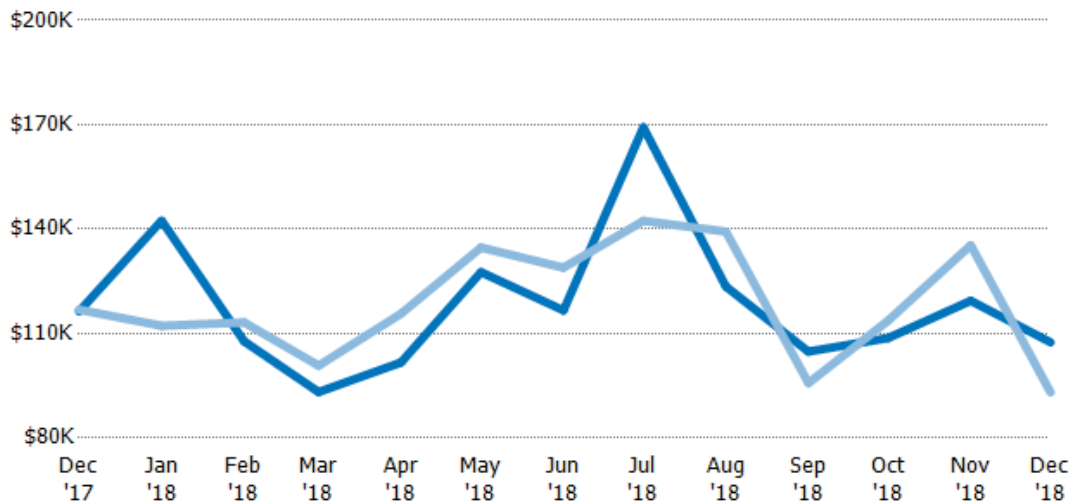
Avg List Price	\$117K	\$112K	\$113K	\$101K	\$116K	\$135K	\$129K	\$142K	\$139K	\$95.8K	\$114K	\$135K	\$93.1K
Avg Sales Price	\$109K	\$105K	\$107K	\$93.1K	\$108K	\$121K	\$122K	\$133K	\$131K	\$89.7K	\$105K	\$125K	\$86.1K
Avg Sales Price as a % of Avg List Price	93%	93%	94%	92%	94%	90%	95%	93%	94%	94%	92%	93%	93%

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	\$116K	\$142K	\$108K	\$93.2K	\$102K	\$128K	\$117K	\$169K	\$124K	\$105K	\$109K	\$119K	\$107K
Avg Sales Price	\$117K	\$112K	\$113K	\$101K	\$116K	\$135K	\$129K	\$142K	\$139K	\$95.8K	\$114K	\$135K	\$93.1K
Avg Sales Price as a % of Avg Est Value	100%	79%	105%	108%	114%	106%	111%	84%	113%	91%	105%	113%	87%

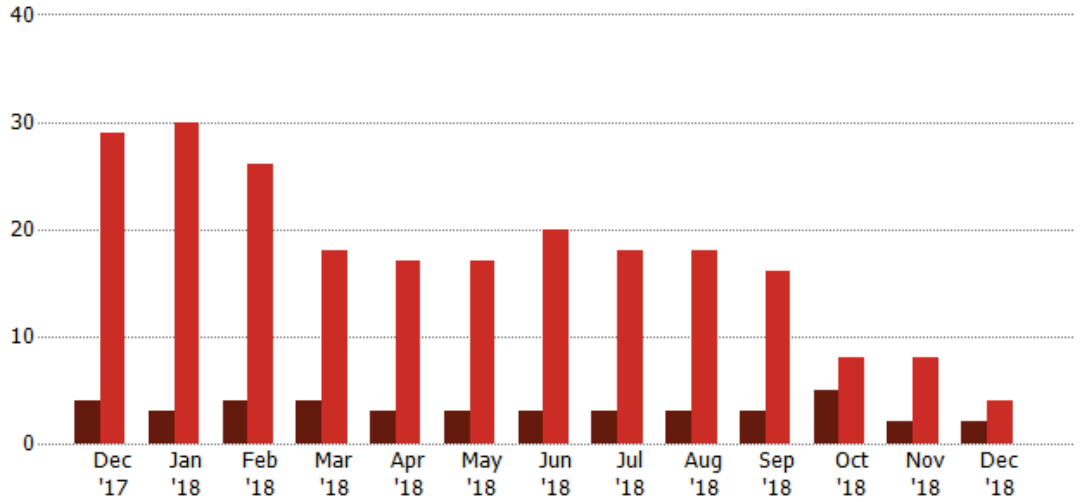
Distressed Listings

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.
Dec '18	2	-50%
Dec '17	4	-86.2%
Dec '16	29	10.3%

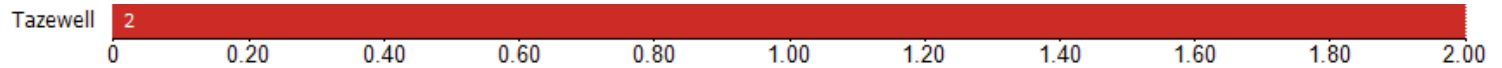


Current Year	4	3	4	4	3	3	3	3	3	3	5	2	2
Prior Year	29	30	26	18	17	17	20	18	18	16	8	8	4
Percent Change from Prior Year	-86%	-90%	-85%	-78%	-82%	-82%	-85%	-83%	-83%	-81%	-38%	-75%	-50%

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: 01/08/2019

Scheduled: Yes

Report Date Range: From 12/2017 To: 12/2018

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 12/2018 data

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