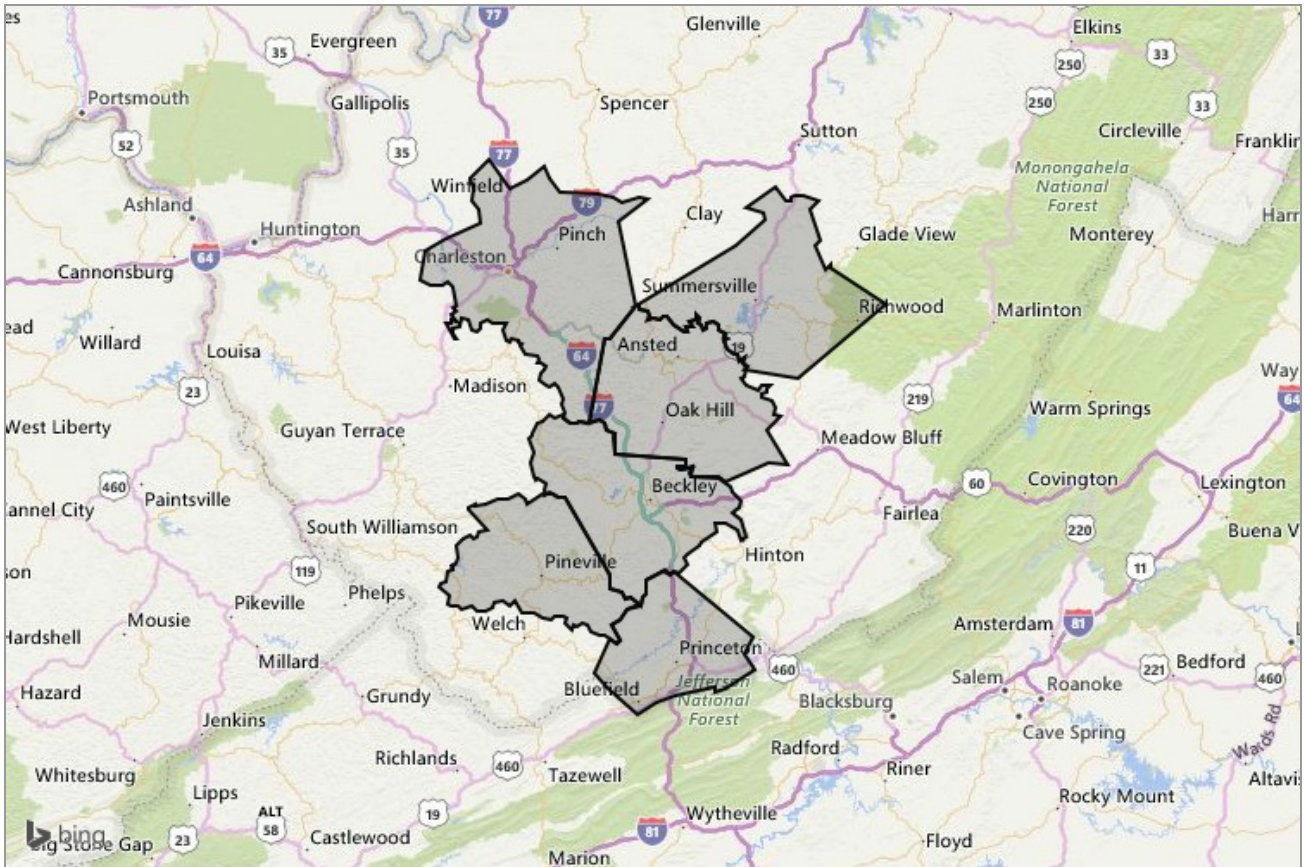


MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:

Monthly Market Data Report

Report Date Range:

3/2016 – 3/2017

Filters Used:

Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 04/07/2017

Scheduled: Yes

Presented by

Beckley Board of REALTORS®

(304) 252-8366

<http://bborwv.com/>

201 Powerline Dr
Beckley, WV 25801

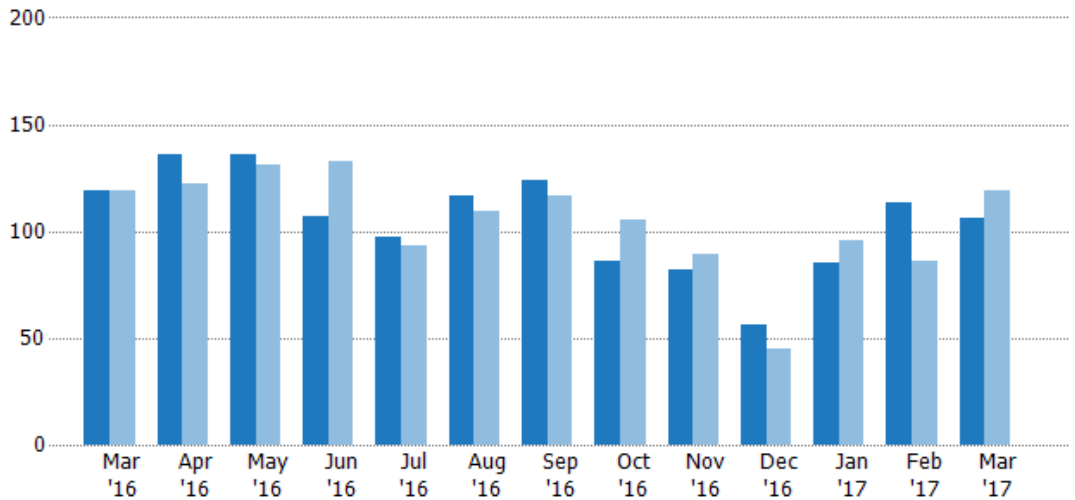
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Mar '17	106	-10.9%
Mar '16	119	0%
Mar '15	119	-11.8%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	119	136	136	107	97	117	124	86	82	56	85	113	106
Prior Year	119	122	131	133	93	109	117	105	89	45	96	86	119
Percent Change from Prior Year	0%	11%	4%	-20%	4%	7%	6%	-18%	-8%	24%	-11%	31%	-11%

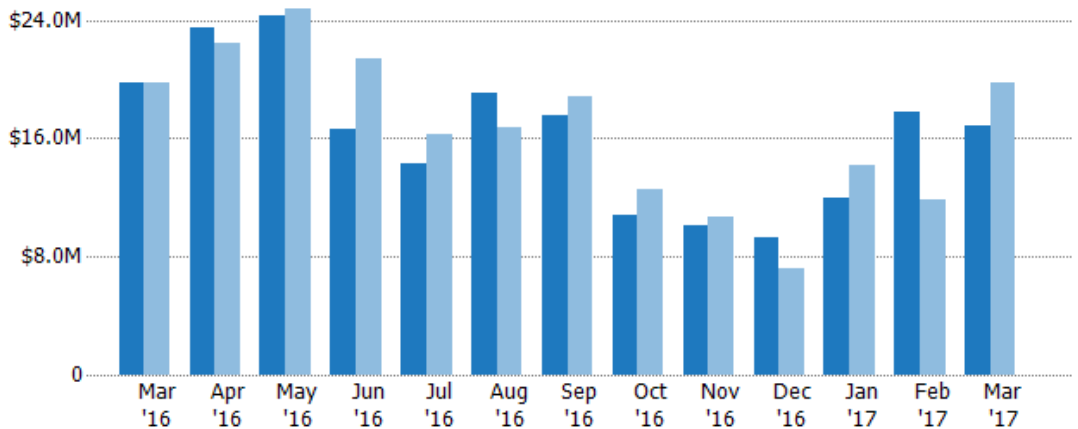
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Mar '17	\$16.9M	-14.4%
Mar '16	\$19.7M	-0.1%
Mar '15	\$19.7M	-21.9%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	\$19.7M	\$23.5M	\$24.3M	\$16.6M	\$14.3M	\$19M	\$17.6M	\$10.8M	\$10M	\$9.3M	\$12M	\$17.8M	\$16.9M
Prior Year	\$19.7M	\$22.4M	\$24.7M	\$21.4M	\$16.3M	\$16.7M	\$18.8M	\$12.5M	\$10.7M	\$7.23M	\$14.2M	\$11.8M	\$19.7M
Percent Change from Prior Year	0%	5%	-2%	-22%	-12%	14%	-7%	-14%	-6%	29%	-16%	51%	-14%

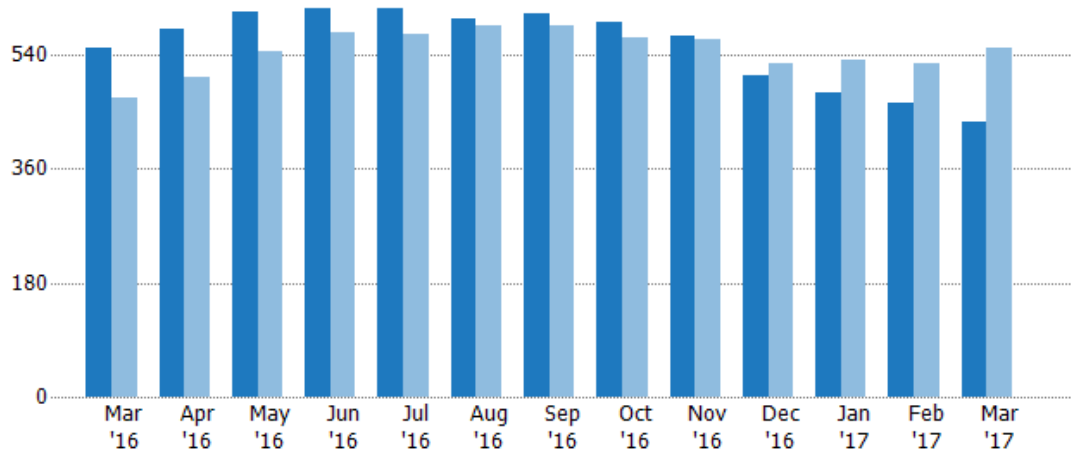
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Mar '17	433	-21.6%
Mar '16	552	17.2%
Mar '15	471	-10.8%



Current Year	552	580	607	612	612	598	604	592	570	506	481	465	433
Prior Year	471	504	545	575	573	586	586	567	563	525	532	526	552
Percent Change from Prior Year	17%	15%	11%	6%	7%	2%	3%	4%	1%	-4%	-10%	-12%	-22%

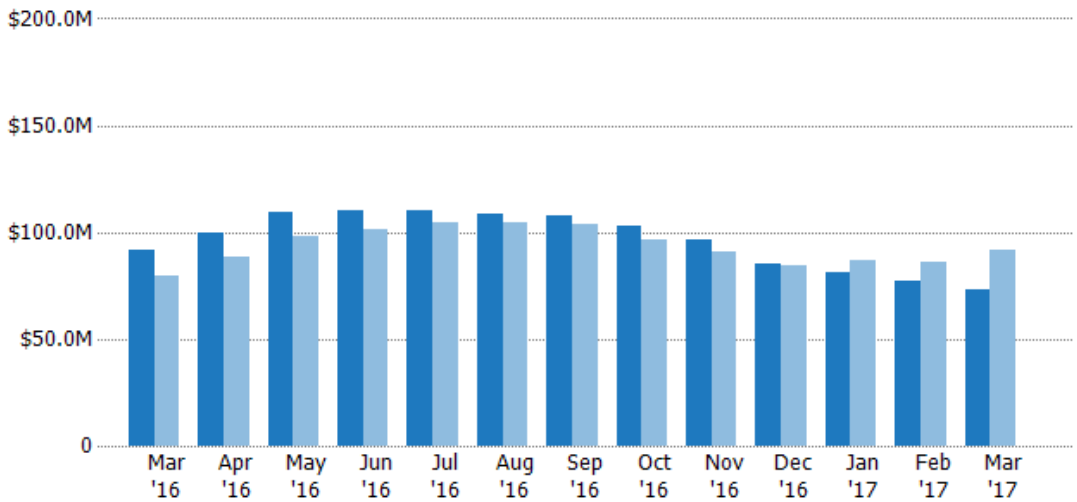
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Mar '17	\$73M	-20.1%
Mar '16	\$91.4M	14.7%
Mar '15	\$79.6M	-11.2%



Current Year	\$91.4M	\$100M	\$109M	\$110M	\$110M	\$108M	\$108M	\$103M	\$96.2M	\$85.3M	\$81.1M	\$77.6M	\$73M
Prior Year	\$79.6M	\$88.1M	\$98.2M	\$101M	\$105M	\$104M	\$104M	\$96.1M	\$90.8M	\$84.5M	\$87.1M	\$85.9M	\$91.4M
Percent Change from Prior Year	15%	14%	11%	9%	5%	4%	4%	7%	6%	1%	-7%	-10%	-20%

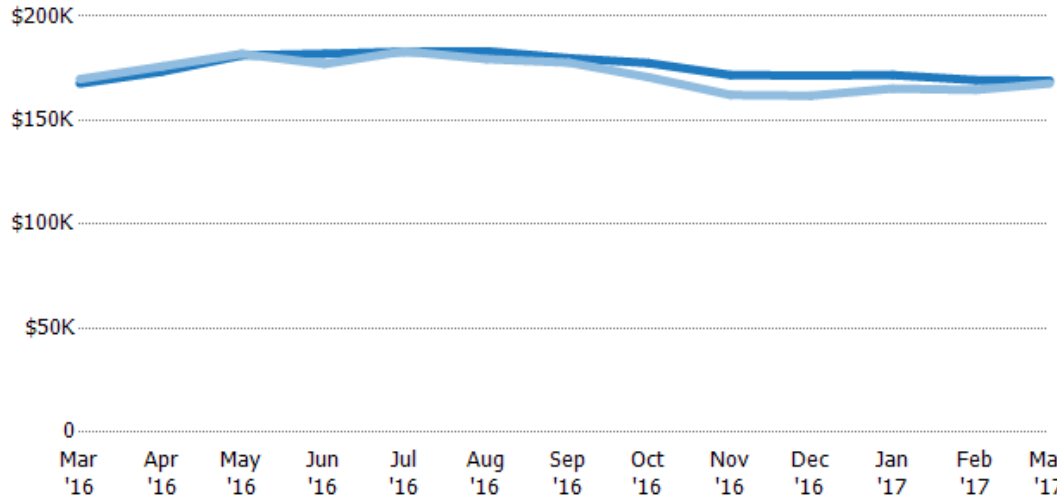
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Mar '17	\$169K	0.8%
Mar '16	\$168K	-1.3%
Mar '15	\$170K	-0.6%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	\$168K	\$173K	\$181K	\$182K	\$183K	\$183K	\$180K	\$178K	\$172K	\$172K	\$172K	\$169K	\$169K
Prior Year	\$170K	\$176K	\$182K	\$177K	\$183K	\$179K	\$178K	\$171K	\$162K	\$162K	\$165K	\$165K	\$168K
Percent Change from Prior Year	-1%	-1%	0%	3%	0%	2%	1%	4%	6%	6%	4%	3%	1%

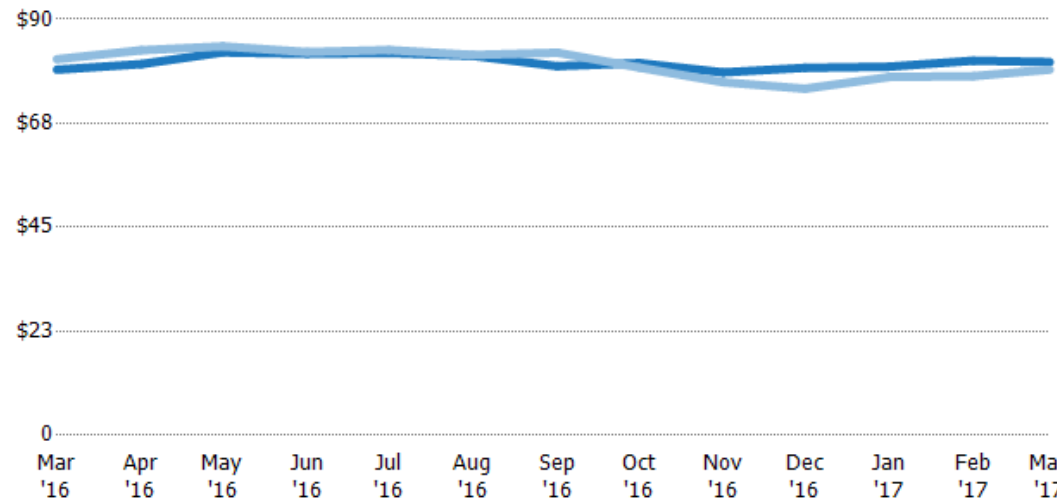
Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Price/sq ft	% Chg.
Mar '17	\$80.7	2.1%
Mar '16	\$79.1	-2.8%
Mar '15	\$81.4	-0.8%

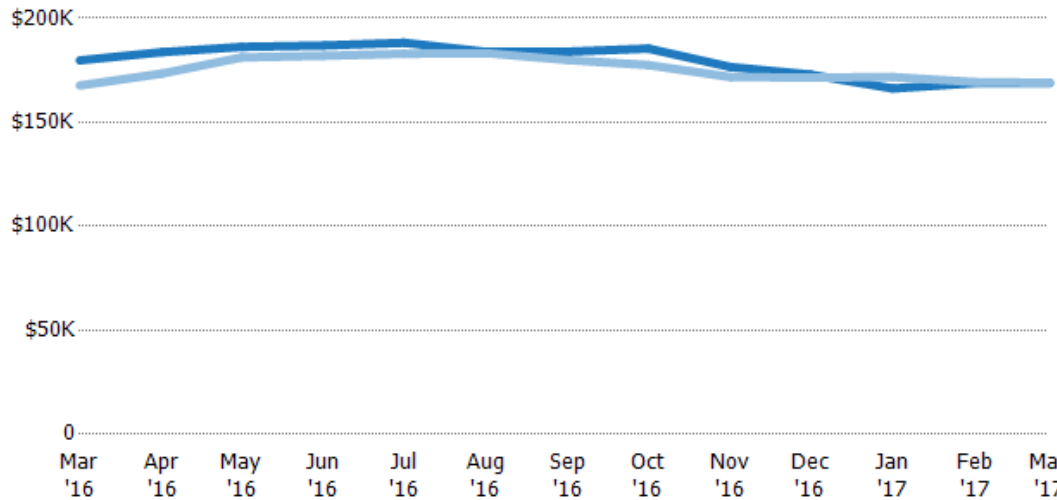


	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	\$79.1	\$80.3	\$82.8	\$82.5	\$82.7	\$82.1	\$79.9	\$80.5	\$78.5	\$79.5	\$79.8	\$81.1	\$80.7
Prior Year	\$81.4	\$83.3	\$84.1	\$82.9	\$83.4	\$82.3	\$82.8	\$79.6	\$76.4	\$75	\$77.5	\$77.7	\$79.1
Percent Change from Prior Year	-3%	-4%	-2%	0%	-1%	0%	-4%	1%	3%	6%	3%	4%	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: 6 Selected



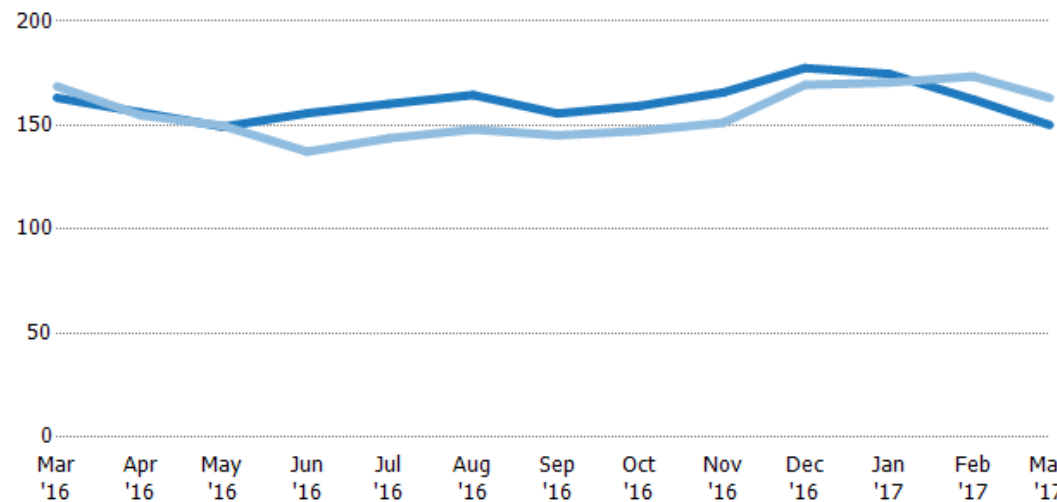
■ Avg Est Value	\$180K	\$184K	\$186K	\$187K	\$188K	\$184K	\$184K	\$185K	\$177K	\$173K	\$166K	\$169K	\$169K
■ Avg Listing Price	\$168K	\$173K	\$181K	\$182K	\$183K	\$183K	\$180K	\$178K	\$172K	\$172K	\$172K	\$169K	\$169K
Avg Listing Price as a % of Avg Est Value	93%	94%	97%	97%	97%	100%	98%	96%	97%	99%	103%	100%	100%

Average Days in RPR

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used
County: 6 Selected

Month/Year	Days	% Chg.
Mar '17	150	-8%
Mar '16	163	-3.3%
Mar '15	169	-14%

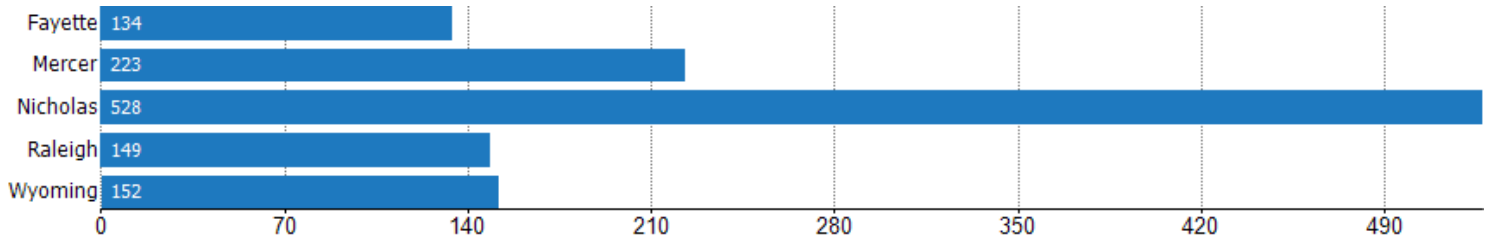


■ Current Year	163	156	149	156	160	165	156	159	166	178	175	162	150
■ Prior Year	169	155	150	137	144	148	145	147	151	169	171	173	163
Percent Change from Prior Year	-3%	1%	0%	13%	12%	11%	7%	8%	10%	5%	2%	-6%	-8%

Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: County: 6 Selected



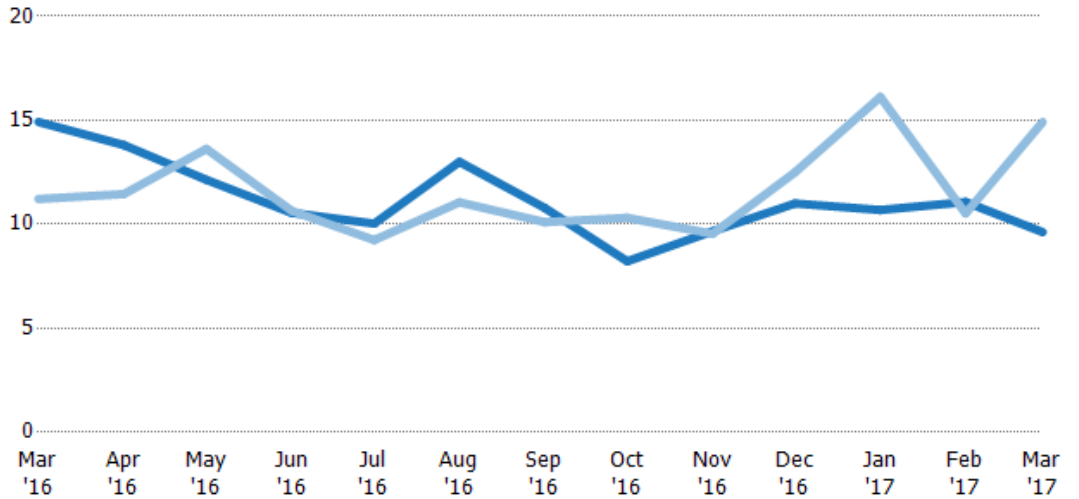
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: 6 Selected

Month/Year	Months	% Chg.
Mar '17	9.62	-35.5%
Mar '16	14.9	33%
Mar '15	11.2	24.8%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	14.9	13.8	12.1	10.6	10	13	10.8	8.22	9.66	11	10.7	11.1	9.62
Prior Year	11.2	11.5	13.6	10.6	9.24	11.1	10.1	10.3	9.54	12.5	16.1	10.5	14.9
Percent Change from Prior Year	33%	21%	-11%	-1%	9%	18%	7%	-20%	1%	-12%	-34%	5%	-36%

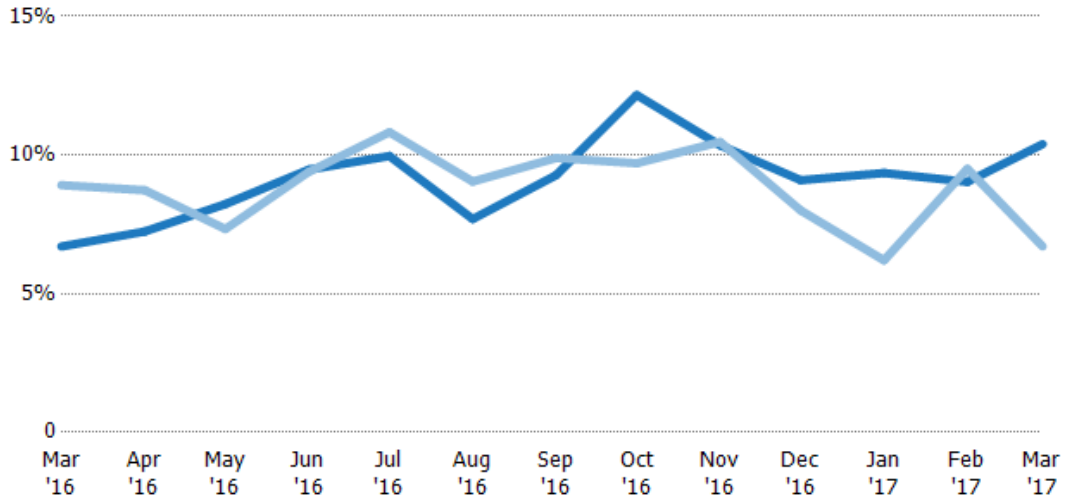
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Mar '17	10%	-3.7%
Mar '16	7%	2.2%
Mar '15	9%	-19.9%

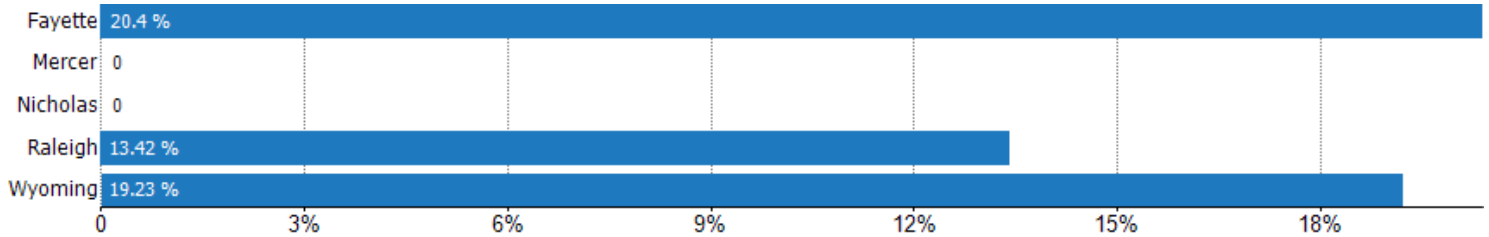


	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	7%	7%	8%	9%	10%	8%	9%	12%	10%	9%	9%	9%	10%
Prior Year	9%	9%	7%	9%	11%	9%	10%	10%	10%	8%	6%	10%	7%
Change from Prior Year	2%	1%	-1%	0%	1%	1%	1%	-2%	0%	-1%	-3%	0%	-4%

Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: 6 Selected



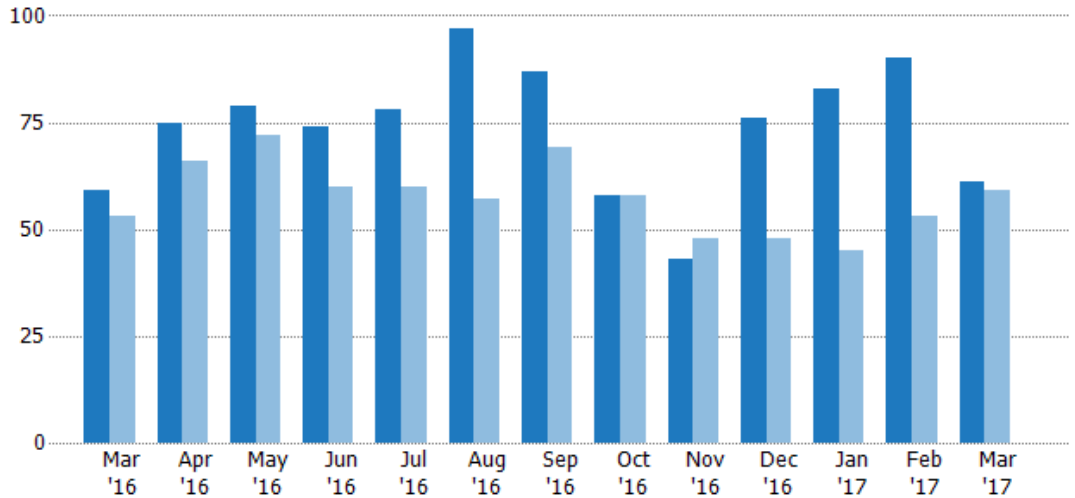
Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Mar '17	61	3.4%
Mar '16	59	11.3%
Mar '15	53	22.6%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	59	75	79	74	78	97	87	58	43	76	83	90	61
Prior Year	53	66	72	60	60	57	69	58	48	48	45	53	59
Percent Change from Prior Year	11%	14%	10%	23%	30%	70%	26%	0%	-10%	58%	84%	70%	3%

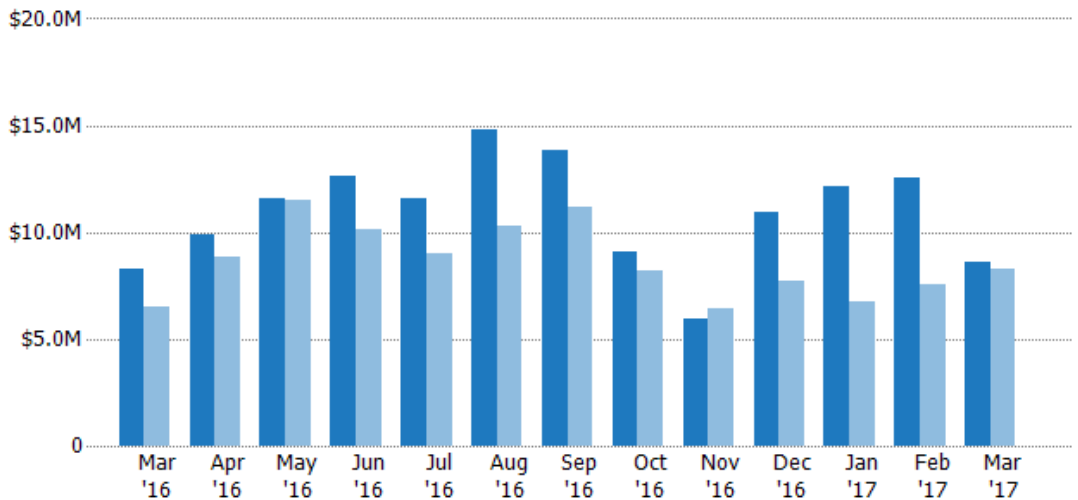
Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Mar '17	\$8.6M	3.7%
Mar '16	\$8.3M	26.9%
Mar '15	\$6.54M	36.3%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	\$8.3M	\$9.86M	\$11.5M	\$12.6M	\$11.6M	\$14.8M	\$13.8M	\$9.1M	\$5.94M	\$11M	\$12.2M	\$12.5M	\$8.6M
Prior Year	\$6.54M	\$8.84M	\$11.5M	\$10.1M	\$9.03M	\$10.3M	\$11.2M	\$8.21M	\$6.44M	\$7.71M	\$6.76M	\$7.57M	\$8.3M
Percent Change from Prior Year	27%	12%	0%	24%	28%	43%	24%	11%	-8%	42%	80%	65%	4%

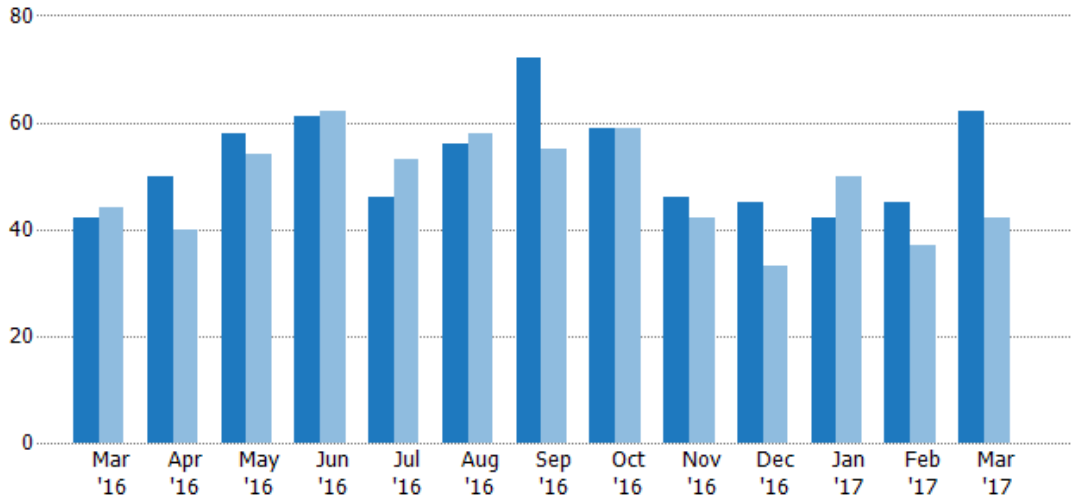
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Mar '17	62	47.6%
Mar '16	42	-4.5%
Mar '15	44	-22.7%



Current Year	42	50	58	61	46	56	72	59	46	45	42	45	62
Prior Year	44	40	54	62	53	58	55	59	42	33	50	37	42
Percent Change from Prior Year	-5%	25%	7%	-2%	-13%	-3%	31%	0%	10%	36%	-16%	22%	48%

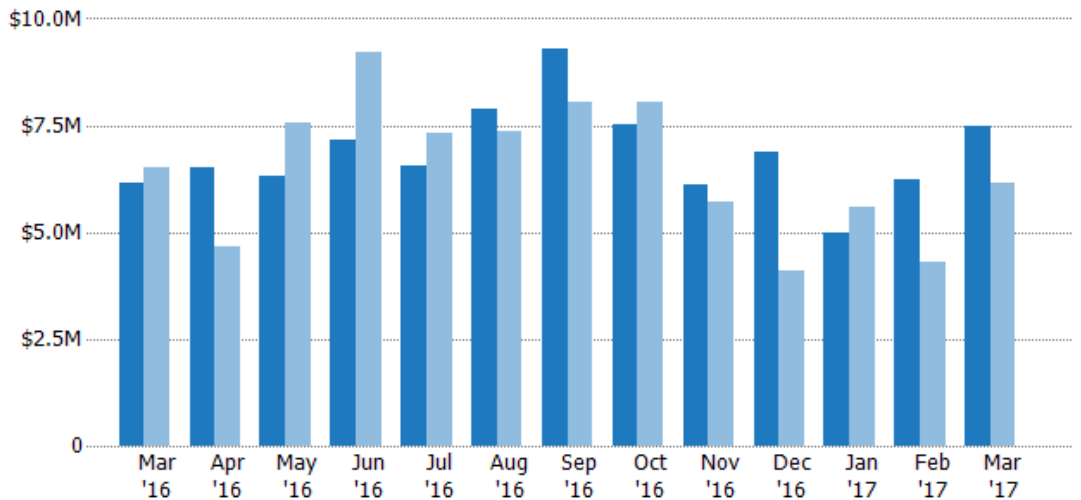
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Mar '17	\$7.47M	21.2%
Mar '16	\$6.16M	-5.5%
Mar '15	\$6.52M	-30.5%

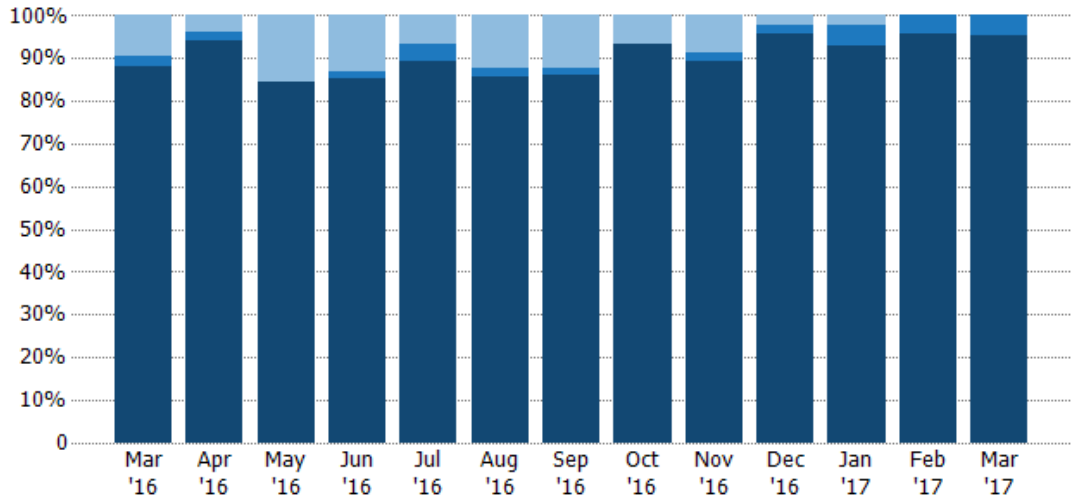


Current Year	\$6.16M	\$6.51M	\$6.31M	\$7.15M	\$6.54M	\$7.9M	\$9.31M	\$7.51M	\$6.12M	\$6.87M	\$4.97M	\$6.24M	\$7.47M
Prior Year	\$6.52M	\$4.67M	\$7.57M	\$9.21M	\$7.31M	\$7.37M	\$8.05M	\$8.03M	\$5.7M	\$4.12M	\$5.6M	\$4.29M	\$6.16M
Percent Change from Prior Year	-5%	39%	-17%	-22%	-11%	7%	16%	-6%	7%	67%	-11%	45%	21%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used
County: 6 Selected

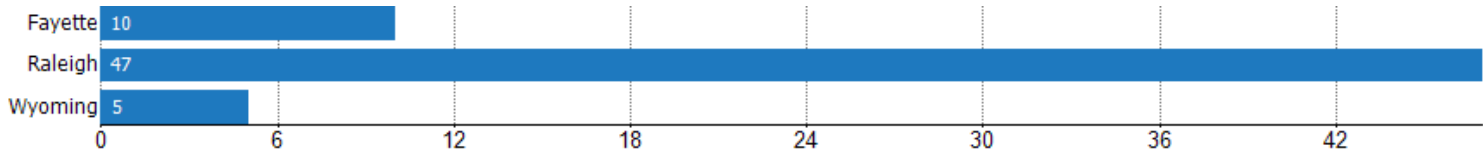


Property Type	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Other	10%	4%	16%	13%	7%	13%	13%	7%	9%	2%	2%	-	-
Condo/Townhouse	2%	2%	-	2%	4%	2%	1%	-	2%	2%	5%	4%	5%
Single Family Residence	88%	94%	84%	85%	89%	86%	86%	93%	89%	96%	93%	96%	95%

Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

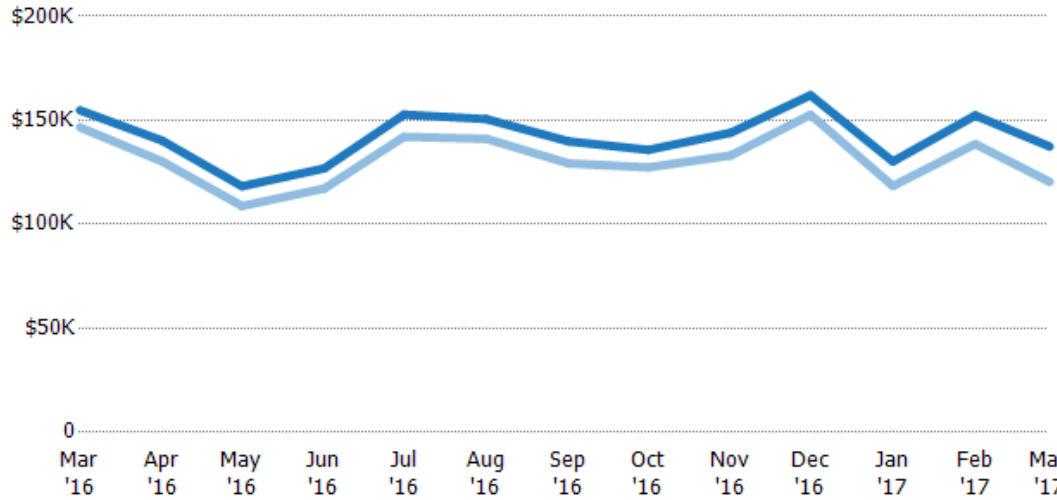
Filters Used: County: 6 Selected



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: 6 Selected

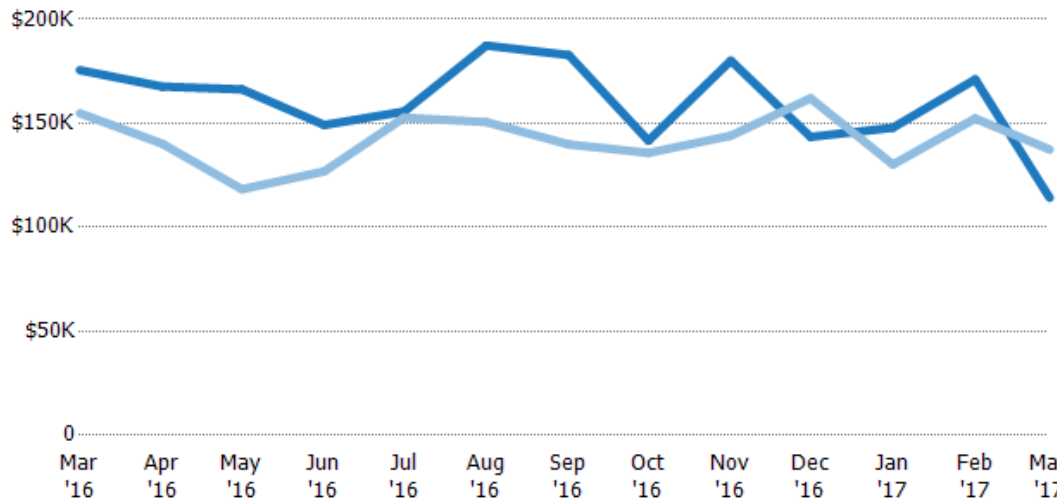


Avg List Price	\$155K	\$140K	\$118K	\$127K	\$153K	\$151K	\$140K	\$136K	\$144K	\$162K	\$130K	\$152K	\$137K
Avg Sales Price	\$147K	\$130K	\$109K	\$117K	\$142K	\$141K	\$129K	\$127K	\$133K	\$153K	\$118K	\$139K	\$120K
Avg Sales Price as a % of Avg List Price	95%	93%	92%	92%	93%	94%	92%	94%	92%	94%	91%	91%	88%

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: 6 Selected



Avg Est Value	\$176K	\$168K	\$166K	\$149K	\$156K	\$187K	\$183K	\$142K	\$180K	\$143K	\$148K	\$171K	\$114K
Avg Sales Price	\$155K	\$140K	\$118K	\$127K	\$153K	\$151K	\$140K	\$136K	\$144K	\$162K	\$130K	\$152K	\$137K
Avg Sales Price as a % of Avg Est Value	88%	84%	71%	85%	98%	80%	76%	96%	80%	113%	88%	89%	120%

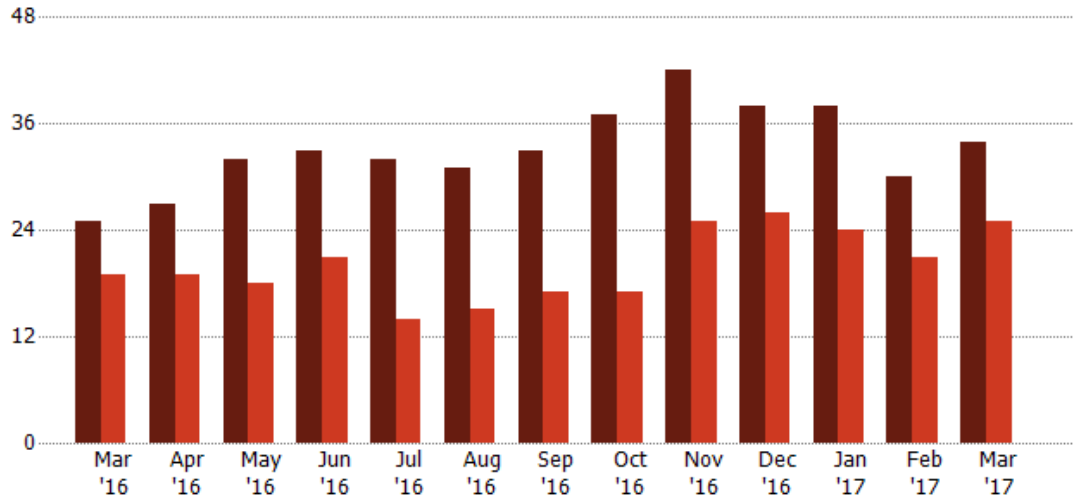
Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Mar '17	34	36%
Mar '16	25	31.6%
Mar '15	19	-15.8%



Current Year	25	27	32	33	32	31	33	37	42	38	38	30	34
Prior Year	19	19	18	21	14	15	17	17	25	26	24	21	25
Percent Change from Prior Year	32%	42%	78%	57%	129%	107%	94%	118%	68%	46%	58%	43%	36%

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: 6 Selected



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: 04/07/2017

Scheduled: Yes

Report Date Range: From 3/2016 To: 3/2017

Information Included

- | | |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet | <input checked="" type="checkbox"/> Averages |
| <input type="checkbox"/> Include Key Metric Summary | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> Medians |

MLS Filter

MLS: All

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

County:	Fayette County, West Virginia	Kanawha County, West Virginia	Mercer County, West Virginia
	Nicholas County, West Virginia	Raleigh County, West Virginia	Wyoming 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
- Average 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 3/2017 data

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