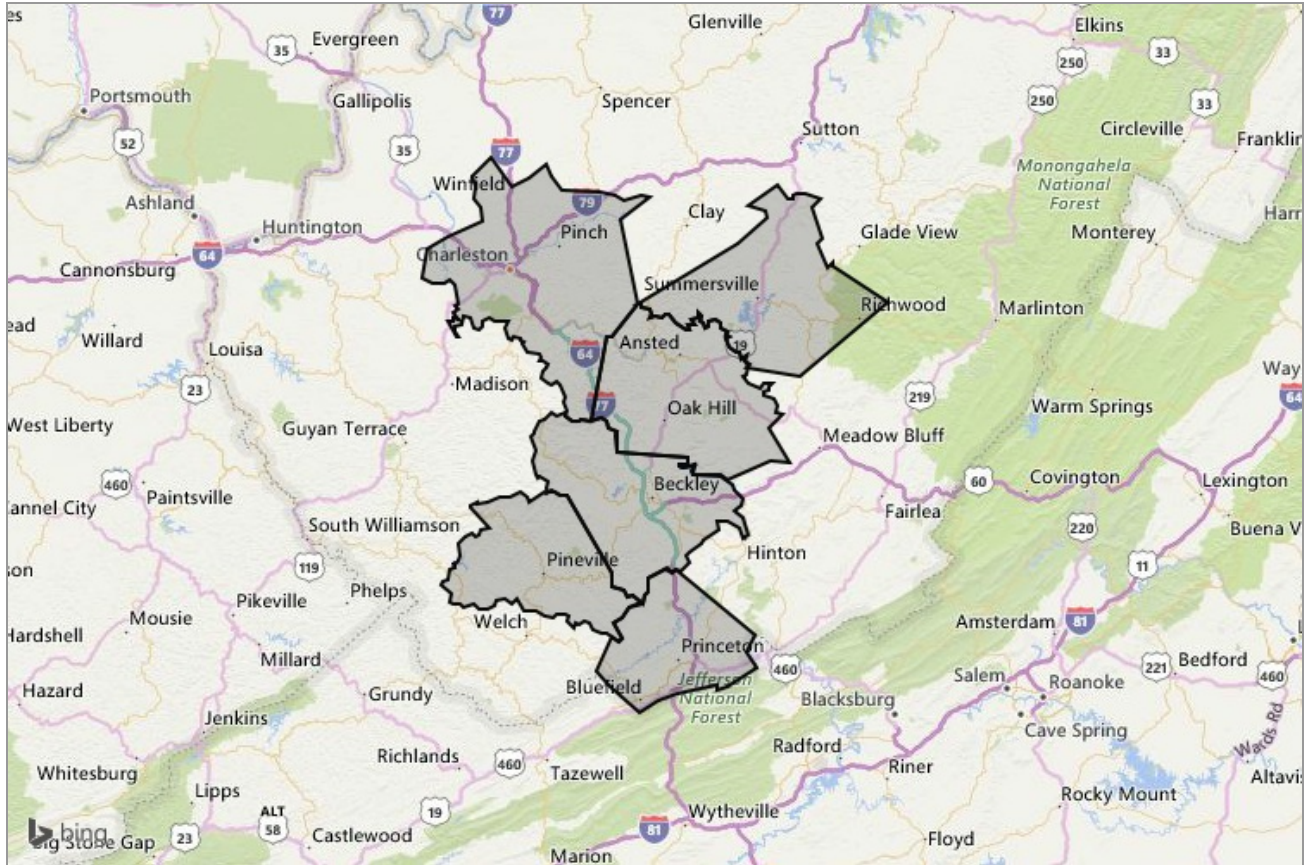


BECKLEY BOARD OF REALTORS®

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
4/2016 – 4/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 05/08/2017

Scheduled: Yes

Presented by

Beckley Board of REALTORS®

(304) 252-8366

<http://bborwv.com>

201 Powerline Dr
Beckley, WV 25801

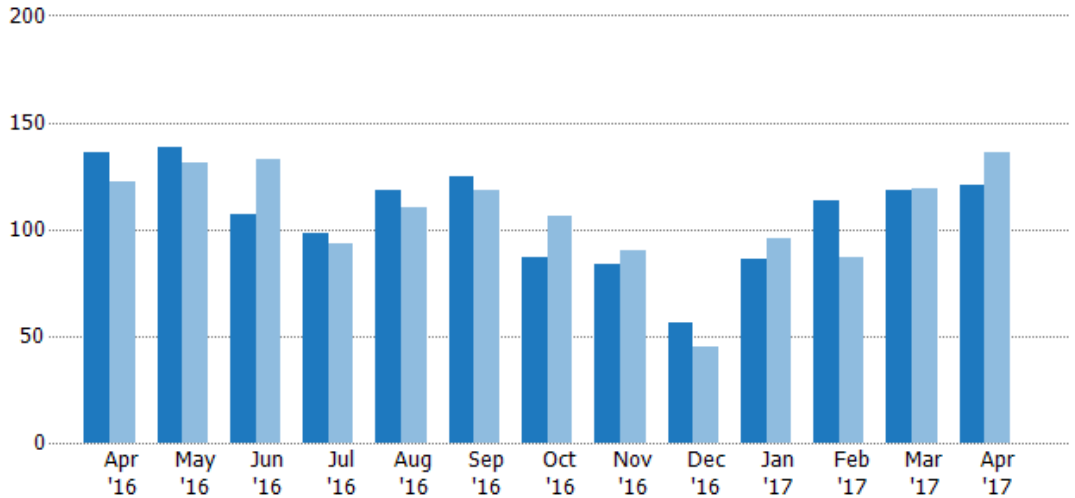
New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Apr '17	121	-11%
Apr '16	136	11.5%
Apr '15	122	11.5%



Current Year	136	138	107	98	118	125	87	84	56	86	113	118	121
Prior Year	122	131	133	93	110	118	106	90	45	96	87	119	136
Percent Change from Prior Year	11%	5%	-20%	5%	7%	6%	-18%	-7%	24%	-10%	30%	-1%	-11%

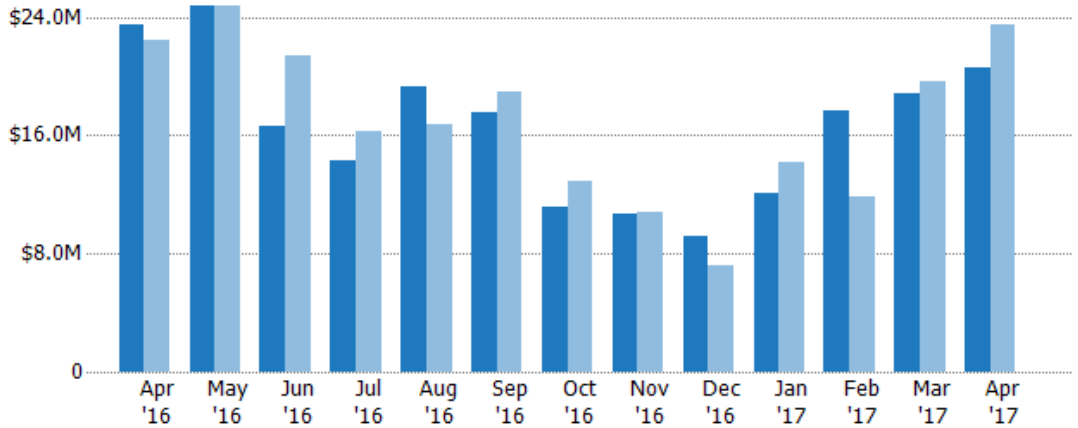
New Listing Volume

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.
Apr '17	\$20.5M	-12.7%
Apr '16	\$23.5M	5%
Apr '15	\$22.4M	15.5%



Current Year	\$23.5M	\$24.8M	\$16.6M	\$14.3M	\$19.3M	\$17.5M	\$11.2M	\$10.6M	\$9.23M	\$12.1M	\$17.7M	\$18.8M	\$20.5M
Prior Year	\$22.4M	\$24.7M	\$21.4M	\$16.3M	\$16.8M	\$18.9M	\$12.9M	\$10.8M	\$7.23M	\$14.2M	\$11.9M	\$19.7M	\$23.5M
Percent Change from Prior Year	5%	0%	-22%	-12%	15%	-7%	-13%	-1%	28%	-15%	49%	-4%	-13%

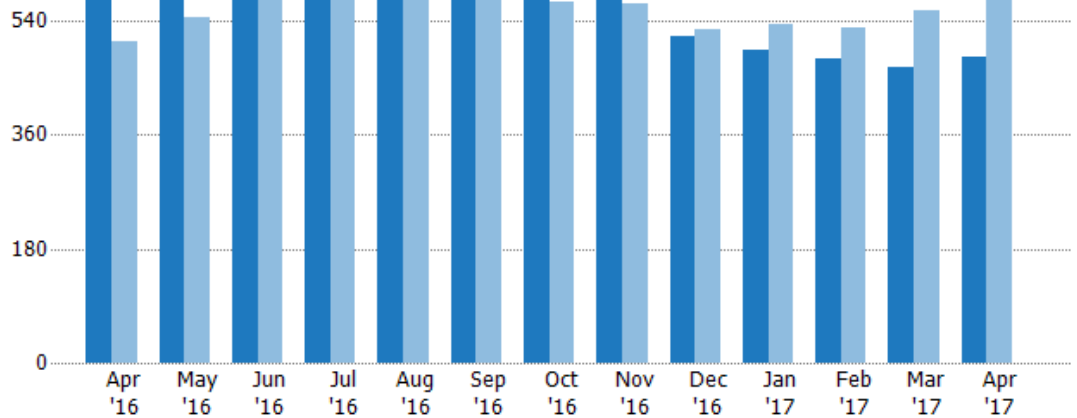
Active Listings

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.
Apr '17	483	-17.2%
Apr '16	583	15.2%
Apr '15	506	-5.5%



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	583	611	617	618	604	613	603	582	516	495	480	467	483
Prior Year	506	546	576	574	588	588	570	567	527	534	529	555	583
Percent Change from Prior Year	15%	12%	7%	8%	3%	4%	6%	3%	-2%	-7%	-9%	-16%	-17%

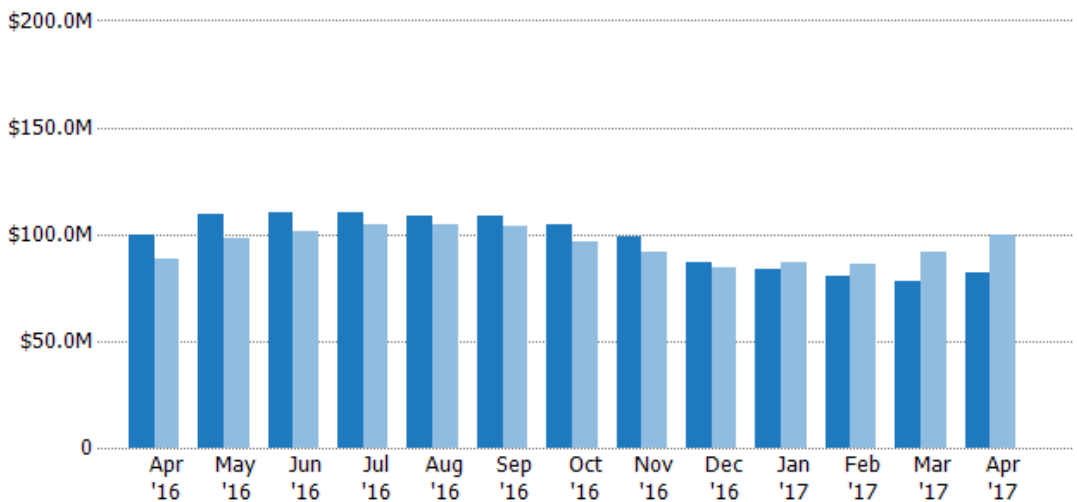
Active Listing Volume

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.
Apr '17	\$82.1M	-17.9%
Apr '16	\$100M	13.1%
Apr '15	\$88.4M	-3.8%



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	\$100M	\$109M	\$110M	\$110M	\$109M	\$108M	\$105M	\$98.8M	\$87.1M	\$83.9M	\$80.3M	\$77.6M	\$82.1M
Prior Year	\$88.4M	\$98.3M	\$101M	\$105M	\$104M	\$104M	\$96.4M	\$91.5M	\$84.6M	\$87.2M	\$86.1M	\$91.6M	\$100M
Percent Change from Prior Year	13%	11%	9%	5%	4%	4%	9%	8%	3%	-4%	-7%	-15%	-18%

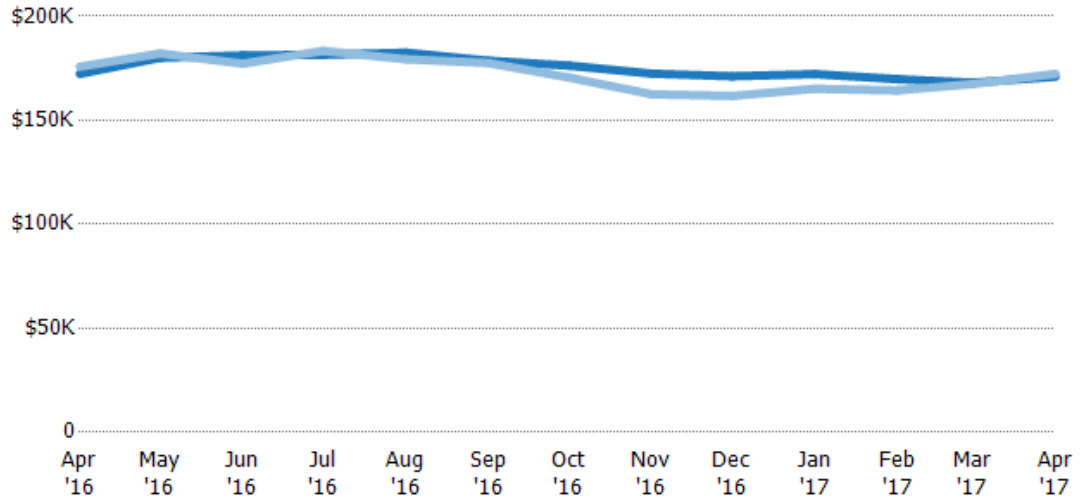
Average Listing Price

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.
Apr '17	\$171K	-0.8%
Apr '16	\$172K	-1.9%
Apr '15	\$176K	1.7%



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	\$172K	\$180K	\$181K	\$182K	\$183K	\$179K	\$176K	\$172K	\$171K	\$172K	\$170K	\$168K	\$171K
Prior Year	\$176K	\$182K	\$177K	\$183K	\$179K	\$178K	\$171K	\$162K	\$162K	\$165K	\$164K	\$167K	\$172K
Percent Change from Prior Year	-2%	-1%	2%	-1%	2%	1%	3%	6%	6%	4%	3%	0%	-1%

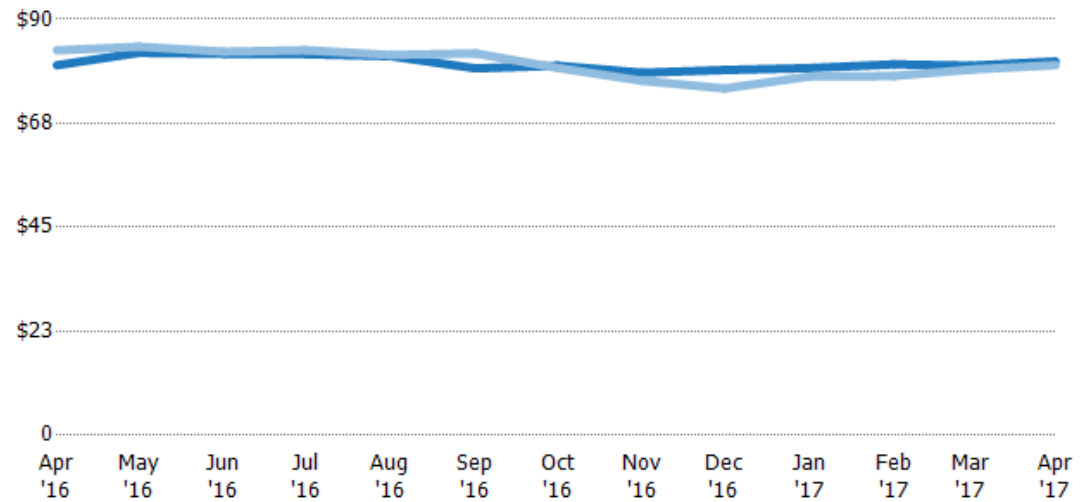
Average Listing Price per Sq Ft

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.
Apr '17	\$80.9	1%
Apr '16	\$80.1	-3.9%
Apr '15	\$83.3	-0.4%

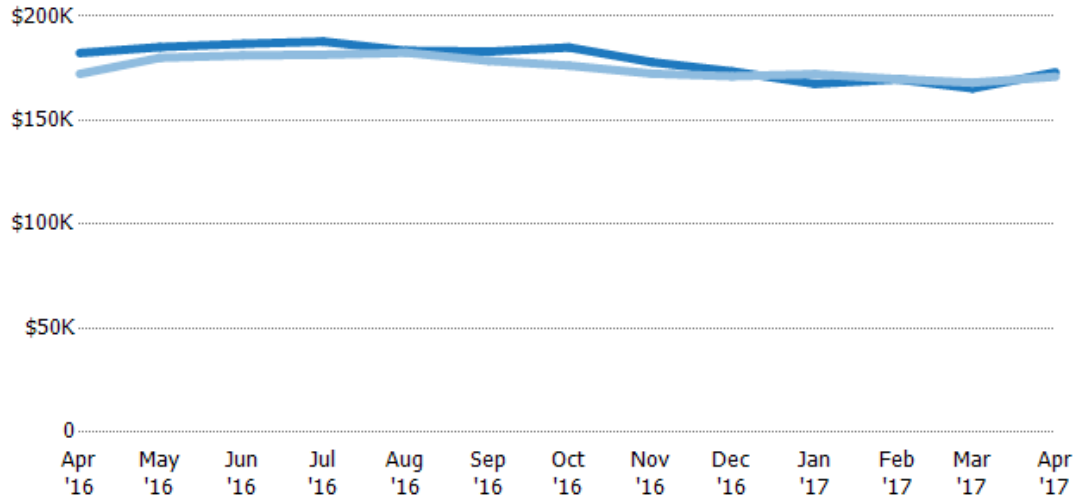


	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	\$80.1	\$82.8	\$82.5	\$82.4	\$82	\$79.4	\$80	\$78.4	\$79	\$79.4	\$80.3	\$80	\$80.9
Prior Year	\$83.3	\$84.1	\$83	\$83.3	\$82.3	\$82.6	\$79.5	\$76.7	\$75	\$77.6	\$77.7	\$79.1	\$80.1
Percent Change from Prior Year	-4%	-2%	-1%	-1%	0%	-4%	1%	2%	5%	2%	3%	1%	1%

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

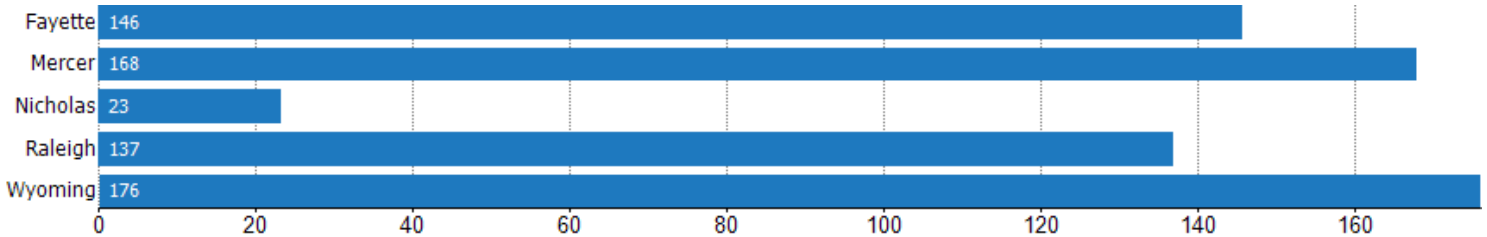


	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Avg Est Value	\$182K	\$185K	\$187K	\$188K	\$183K	\$183K	\$185K	\$178K	\$174K	\$168K	\$170K	\$165K	\$173K
Avg Listing Price	\$172K	\$180K	\$181K	\$182K	\$183K	\$179K	\$176K	\$172K	\$171K	\$172K	\$170K	\$168K	\$171K
Avg Listing Price as a % of Avg Est Value	94%	97%	97%	97%	99%	98%	95%	97%	99%	103%	100%	102%	99%

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



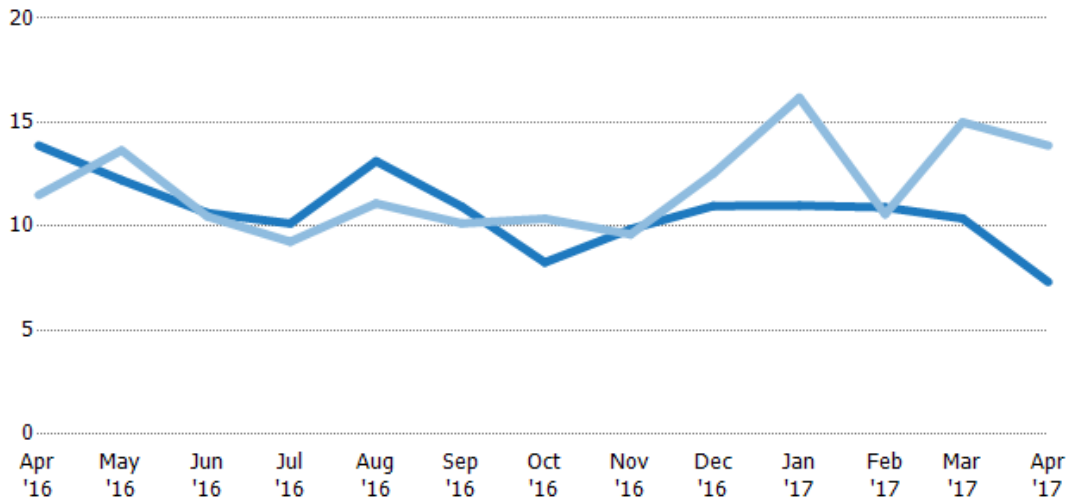
Months of Inventory

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.
Apr '17	7.32	-47.3%
Apr '16	13.9	20.7%
Apr '15	11.5	22.3%



Current Year	13.9	12.2	10.6	10.1	13.1	10.9	8.26	9.86	11	11	10.9	10.4	7.32
Prior Year	11.5	13.7	10.5	9.26	11.1	10.1	10.4	9.61	12.5	16.2	10.6	15	13.9
Percent Change from Prior Year	21%	-10%	2%	9%	18%	8%	-20%	3%	-13%	-32%	3%	-31%	-47%

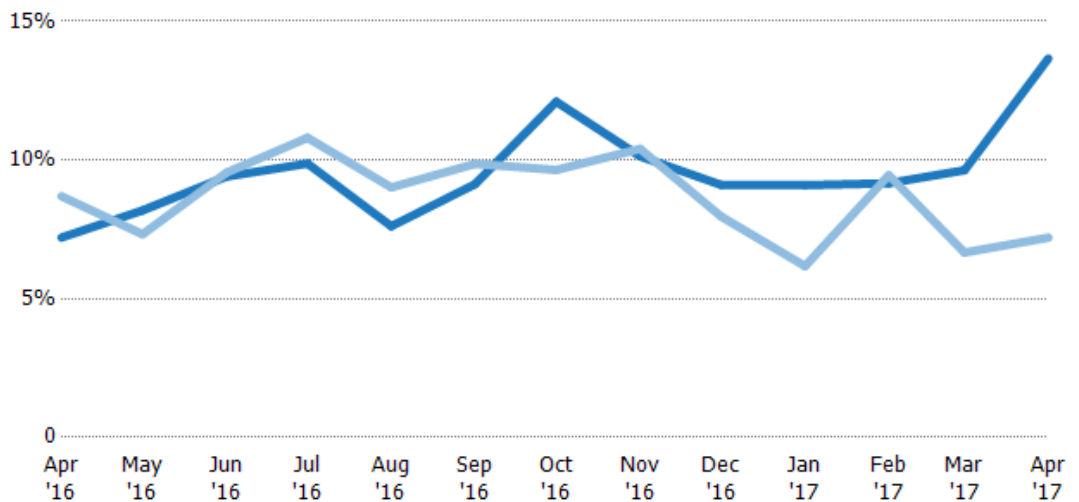
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Apr '17	14%	-6.5%
Apr '16	7%	1.5%
Apr '15	9%	-18.2%

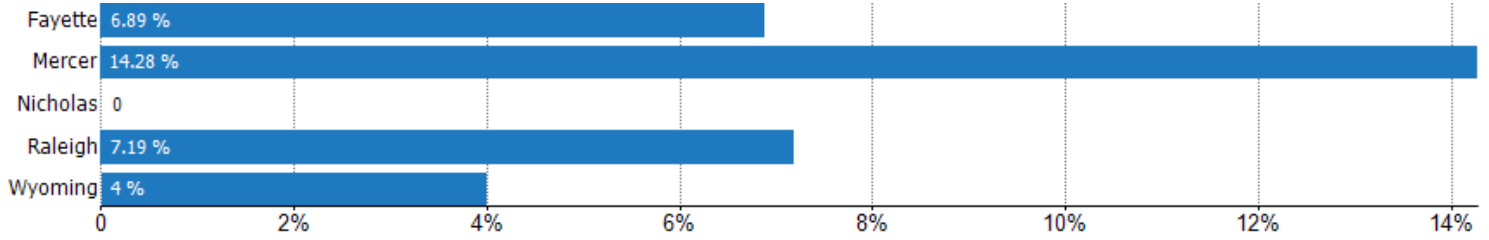


Current Year	7%	8%	9%	10%	8%	9%	12%	10%	9%	9%	9%	10%	14%
Prior Year	9%	7%	10%	11%	9%	10%	10%	10%	8%	6%	9%	7%	7%
Change from Prior Year	1%	-1%	0%	1%	1%	1%	-2%	0%	-1%	-3%	0%	-3%	-6%

Absorption Rate (By County)

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

Filters Used: County: 6 Selected



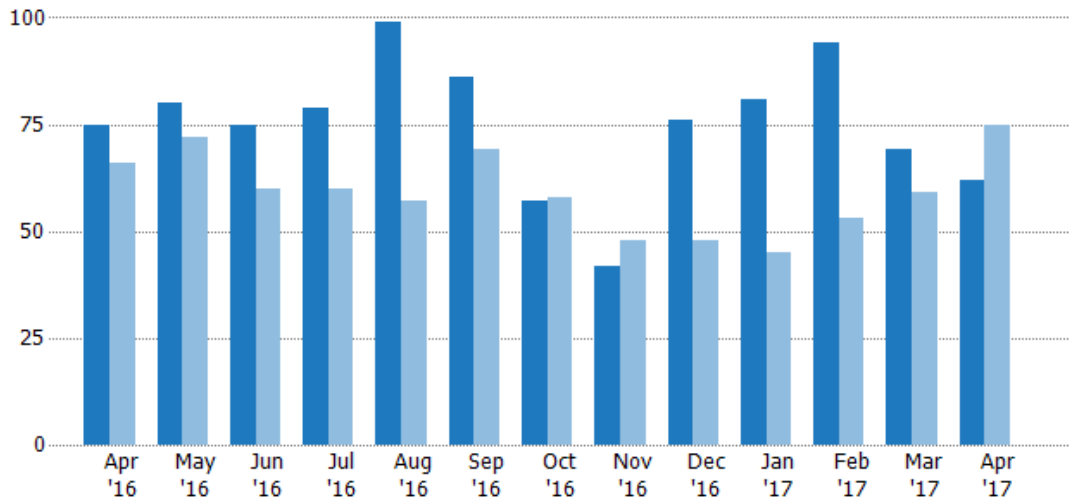
Pending Sales

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.
Apr '17	62	-17.3%
Apr '16	75	13.6%
Apr '15	66	18.2%



	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	75	80	75	79	99	86	57	42	76	81	94	69	62
Prior Year	66	72	60	60	57	69	58	48	48	45	53	59	75
Percent Change from Prior Year	14%	11%	25%	32%	74%	25%	-2%	-13%	58%	80%	77%	17%	-17%

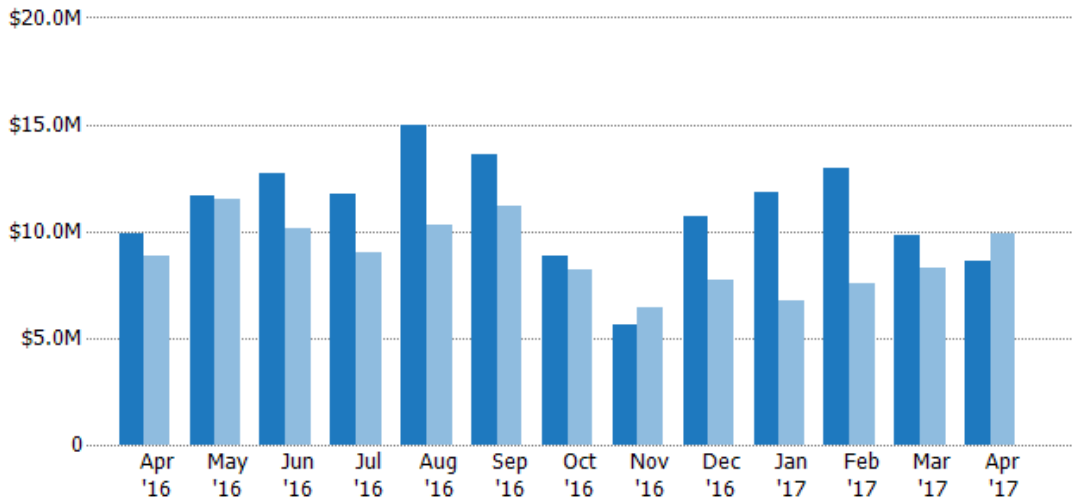
Pending Sales Volume

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.
Apr '17	\$8.59M	-12.8%
Apr '16	\$9.86M	11.5%
Apr '15	\$8.84M	26.2%



Current Year	\$9.86M	\$11.7M	\$12.7M	\$11.7M	\$15M	\$13.6M	\$8.82M	\$5.64M	\$10.7M	\$11.8M	\$12.9M	\$9.8M	\$8.59M
Prior Year	\$8.84M	\$11.5M	\$10.1M	\$9.03M	\$10.3M	\$11.2M	\$8.21M	\$6.44M	\$7.71M	\$6.76M	\$7.57M	\$8.3M	\$9.86M
Percent Change from Prior Year	12%	2%	26%	30%	45%	22%	7%	-12%	39%	74%	71%	18%	-13%

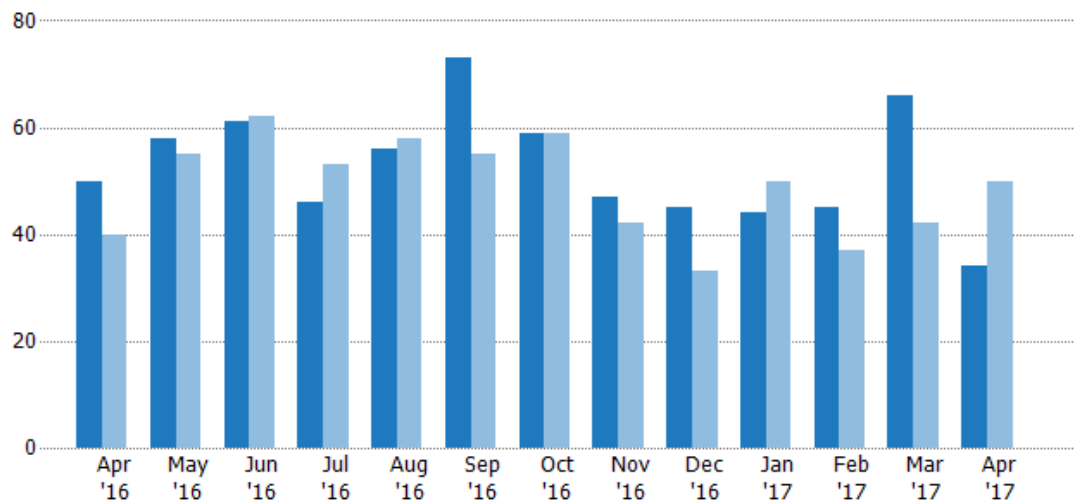
Closed Sales

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Apr '17	34	-32%
Apr '16	50	25%
Apr '15	40	15%



Current Year	50	58	61	46	56	73	59	47	45	44	45	66	34
Prior Year	40	55	62	53	58	55	59	42	33	50	37	42	50
Percent Change from Prior Year	25%	5%	-2%	-13%	-3%	33%	0%	12%	36%	-12%	22%	57%	-32%

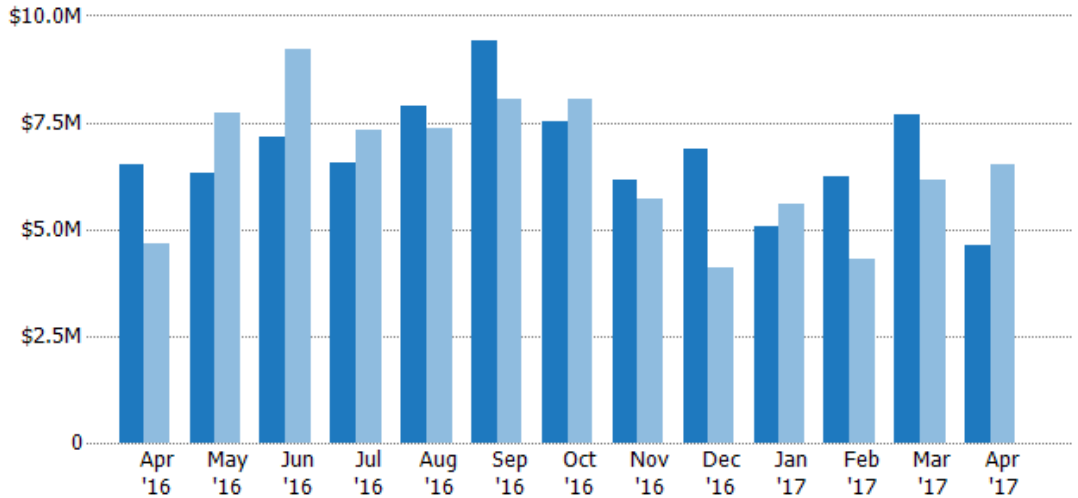
Closed Sales Volume

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.
Apr '17	\$4.64M	-28.7%
Apr '16	\$6.51M	39.4%
Apr '15	\$4.67M	21%



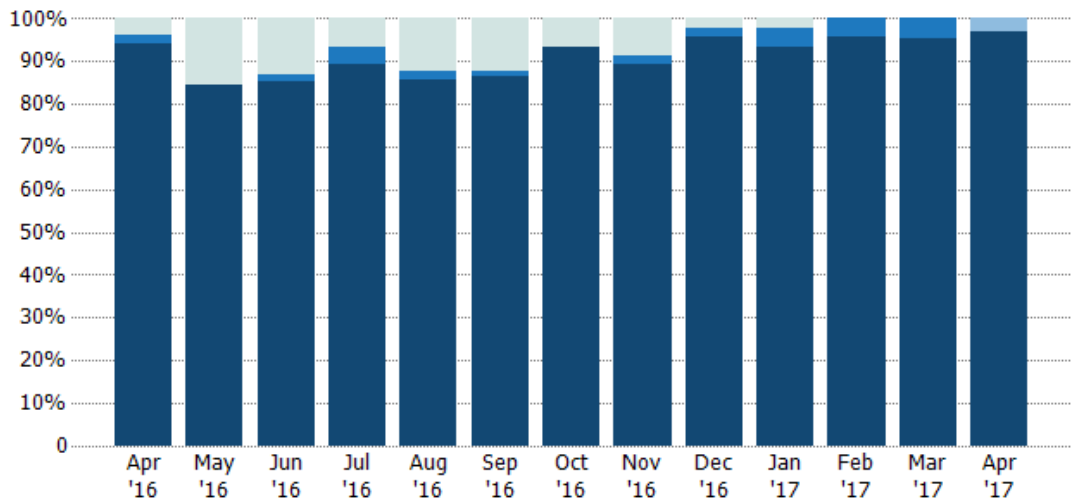
Current Year	\$6.51M	\$6.31M	\$7.15M	\$6.54M	\$7.9M	\$9.43M	\$7.51M	\$6.16M	\$6.87M	\$5.06M	\$6.24M	\$7.68M	\$4.64M
Prior Year	\$4.67M	\$7.73M	\$9.21M	\$7.31M	\$7.37M	\$8.05M	\$8.03M	\$5.7M	\$4.12M	\$5.6M	\$4.29M	\$6.16M	\$6.51M
Percent Change from Prior Year	39%	-18%	-22%	-11%	7%	17%	-6%	8%	67%	-10%	45%	25%	-29%

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

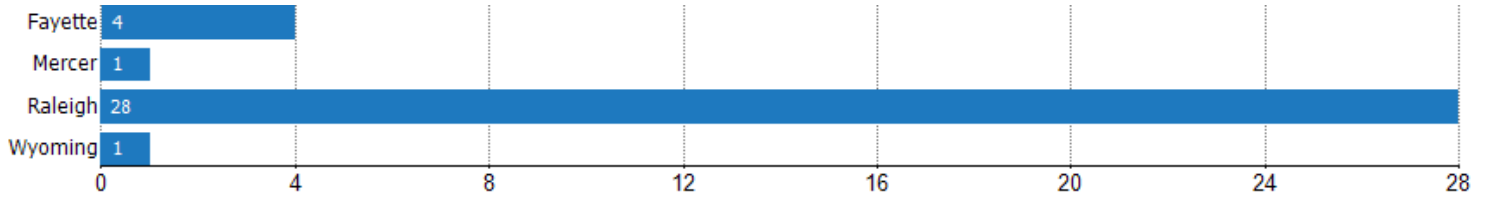


Other	4%	16%	13%	7%	13%	12%	7%	9%	2%	2%	-	-	-
Farm/Ranch	-	-	-	-	-	-	-	-	-	-	-	-	3%
Condo/Townhouse	2%	-	2%	4%	2%	1%	-	2%	2%	5%	4%	5%	-
Single Family Residence	94%	84%	85%	89%	86%	86%	93%	89%	96%	93%	96%	95%	97%

Closed Sales (By County)

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

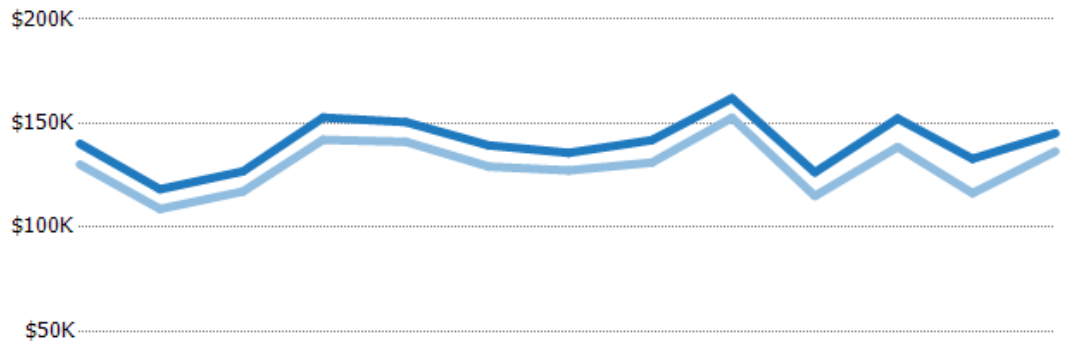
Filters Used: County: 6 Selected



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

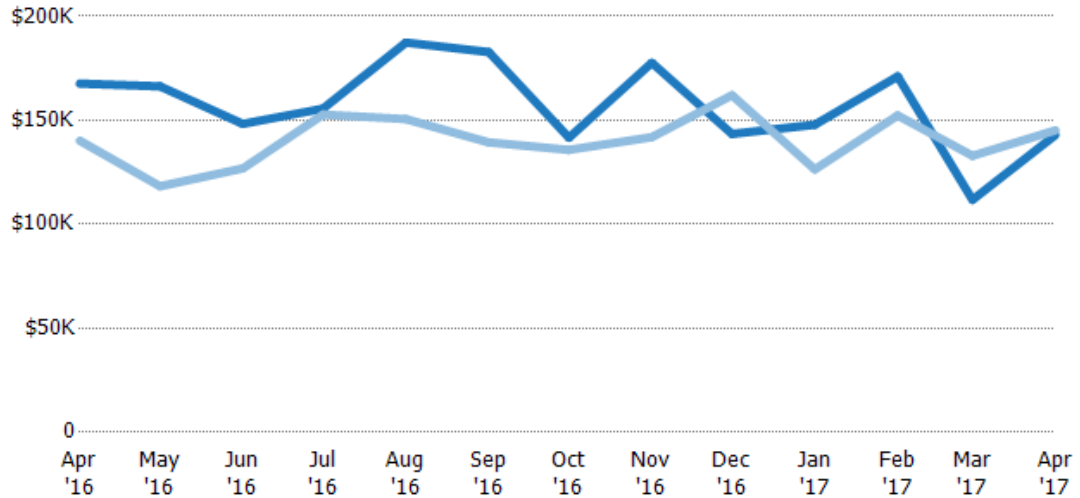


	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Avg List Price	\$140K	\$118K	\$127K	\$153K	\$151K	\$139K	\$136K	\$142K	\$162K	\$126K	\$152K	\$133K	\$145K
Avg Sales Price	\$130K	\$109K	\$117K	\$142K	\$141K	\$129K	\$127K	\$131K	\$153K	\$115K	\$139K	\$116K	\$136K
Avg Sales Price as a % of Avg List Price	93%	92%	92%	93%	94%	93%	94%	92%	94%	91%	91%	88%	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: 6 Selected



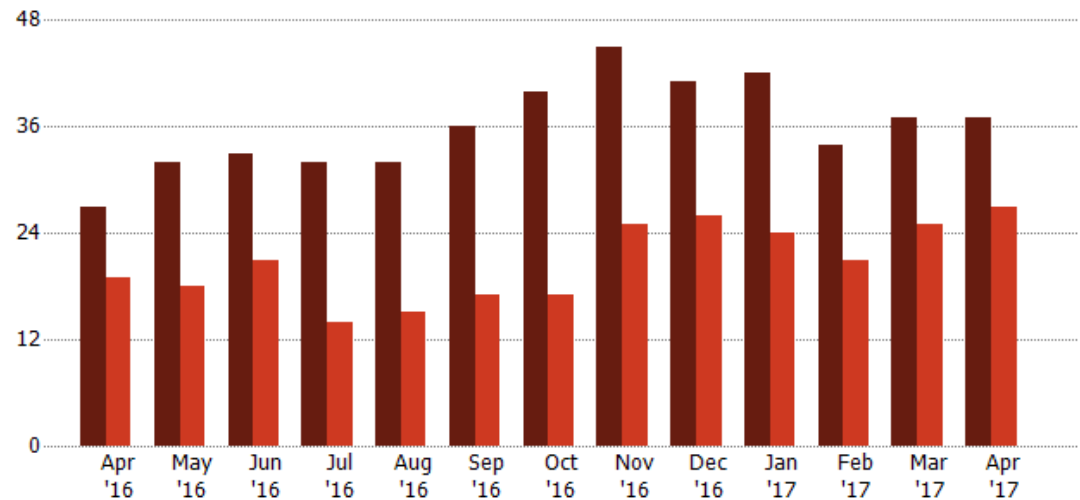
	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Avg Est Value	\$168K	\$166K	\$148K	\$156K	\$187K	\$183K	\$142K	\$178K	\$143K	\$148K	\$171K	\$112K	\$143K
Avg Sales Price	\$140K	\$118K	\$127K	\$153K	\$151K	\$139K	\$136K	\$142K	\$162K	\$126K	\$152K	\$133K	\$145K
Avg Sales Price as a % of Avg Est Value	84%	71%	86%	98%	80%	76%	96%	80%	113%	85%	89%	119%	102%

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.
Apr '17	37	37%
Apr '16	27	42.1%
Apr '15	19	-10.5%

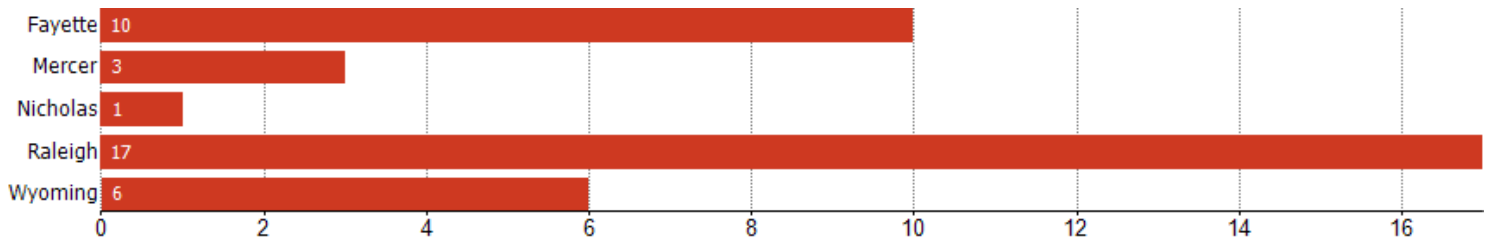


	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17
Current Year	27	32	33	32	32	36	40	45	41	42	34	37	37
Prior Year	19	18	21	14	15	17	17	25	26	24	21	25	27
Percent Change from Prior Year	42%	78%	57%	129%	113%	112%	135%	80%	58%	75%	62%	48%	37%

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: 05/08/2017

Scheduled: Yes

Report Date Range: From 4/2016 To: 4/2017

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:	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
- 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 4/2017 data

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