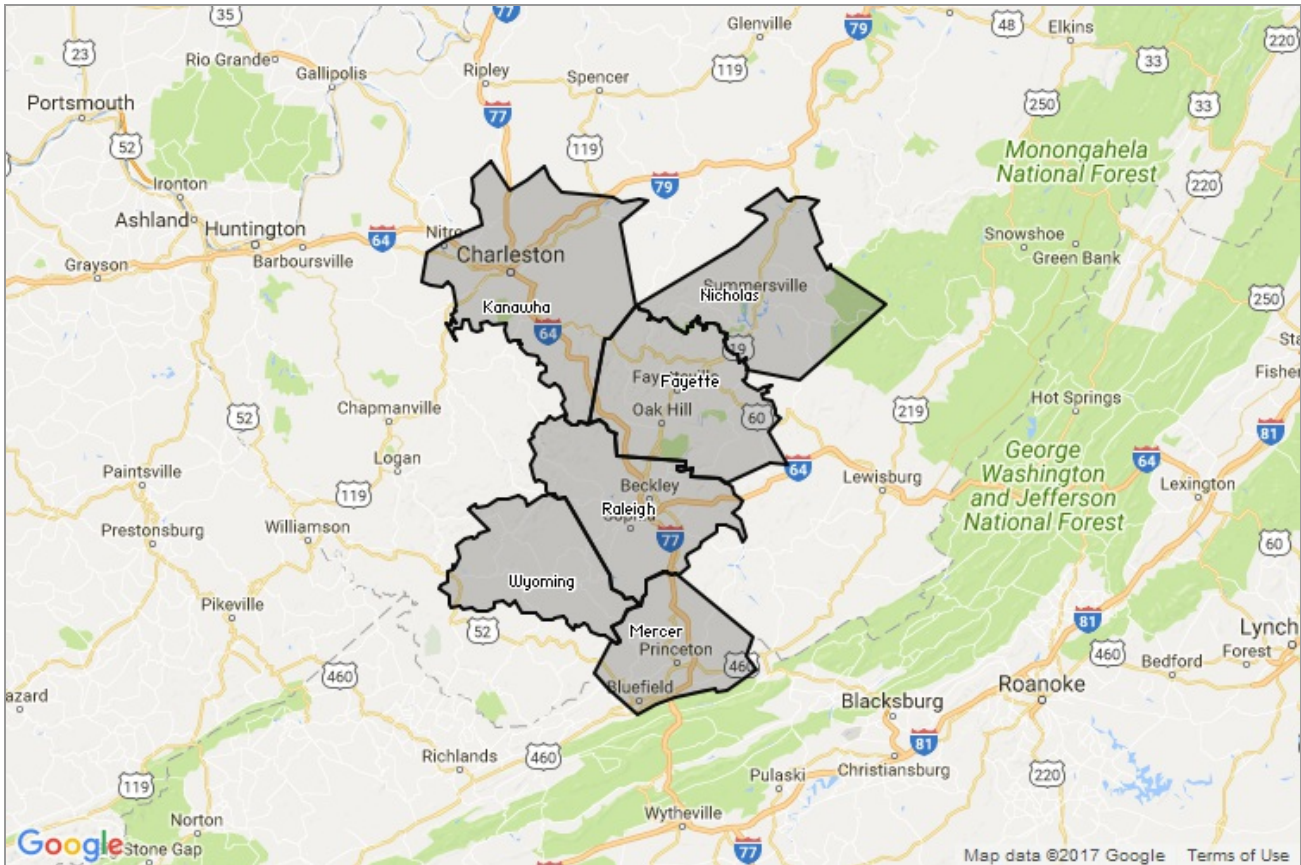


BECKLEY BOARD OF REALTORS®

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
9/2016 – 9/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 10/06/2017

Scheduled: Yes

Presented by

Beckley Board of REALTORS®

(304) 252-8366

<http://bborwv.com>

201 Powerline Dr
Beckley, WV 25801

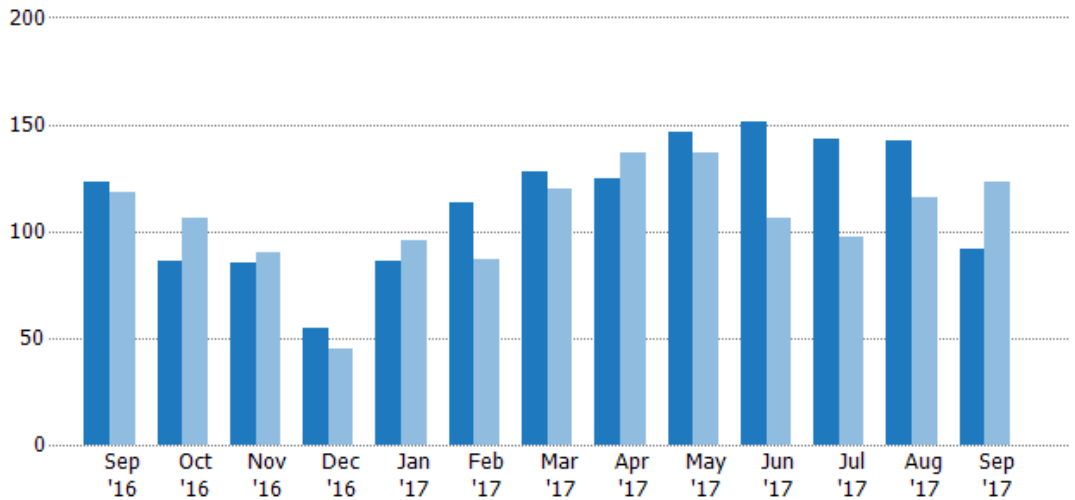
New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Sep '17	92	-25.2%
Sep '16	123	4.2%
Sep '15	118	-13.6%



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	123	86	85	55	86	113	128	125	146	151	143	142	92
Prior Year	118	106	90	45	96	87	120	137	137	106	97	116	123
Percent Change from Prior Year	4%	-19%	-6%	22%	-10%	30%	7%	-9%	7%	42%	47%	22%	-25%

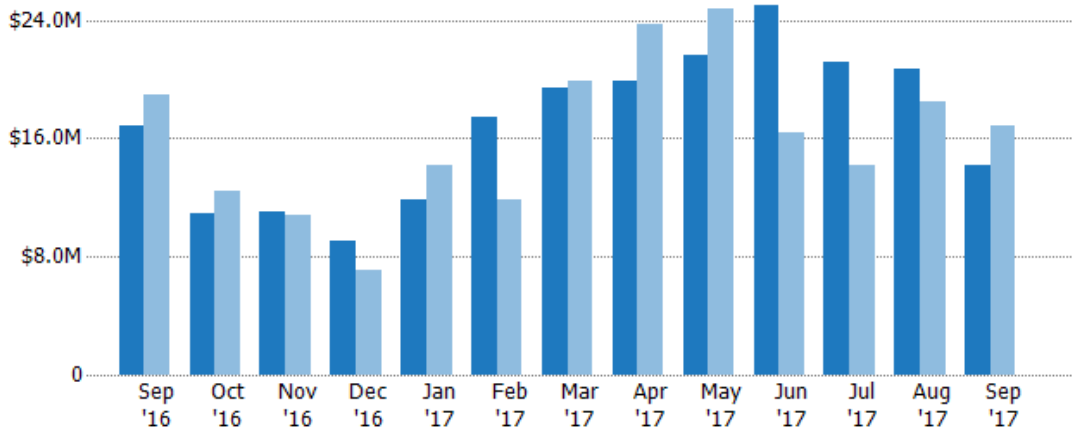
New Listing Volume

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.
Sep '17	\$14.1M	-16.4%
Sep '16	\$16.9M	-10.6%
Sep '15	\$18.9M	-18%



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	\$16.9M	\$11M	\$11M	\$9.09M	\$11.9M	\$17.4M	\$19.4M	\$19.8M	\$21.7M	\$24.9M	\$21.2M	\$20.7M	\$14.1M
Prior Year	\$18.9M	\$12.5M	\$10.8M	\$7.13M	\$14.2M	\$11.9M	\$19.9M	\$23.7M	\$24.8M	\$16.4M	\$14.2M	\$18.4M	\$16.9M
Percent Change from Prior Year	-11%	-12%	2%	27%	-17%	47%	-2%	-16%	-13%	53%	49%	12%	-16%

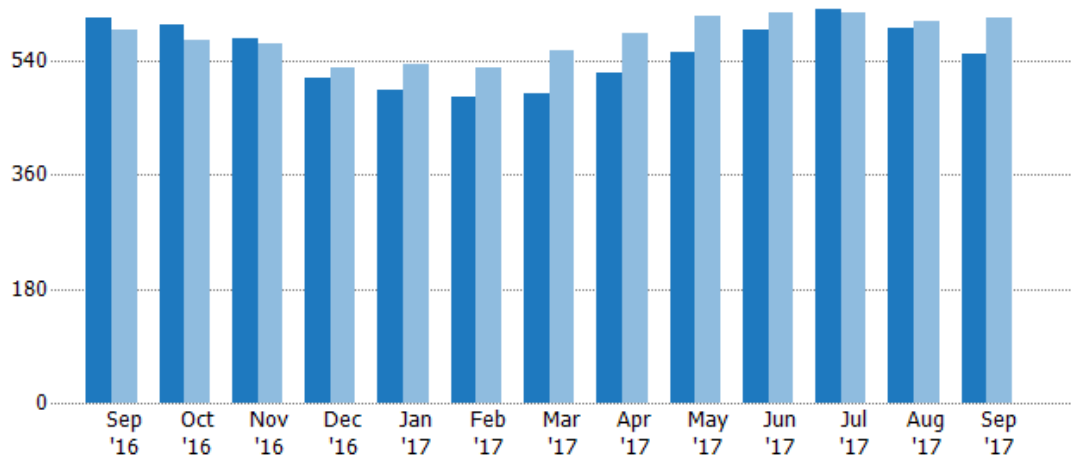
Active Listings

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.
Sep '17	552	-9.2%
Sep '16	608	3.2%
Sep '15	589	0.2%



Current Year	608	596	576	513	494	484	488	522	554	590	622	591	552
Prior Year	589	572	567	528	535	530	555	583	611	616	617	601	608
Percent Change from Prior Year	3%	4%	2%	-3%	-8%	-9%	-12%	-10%	-9%	-4%	1%	-2%	-9%

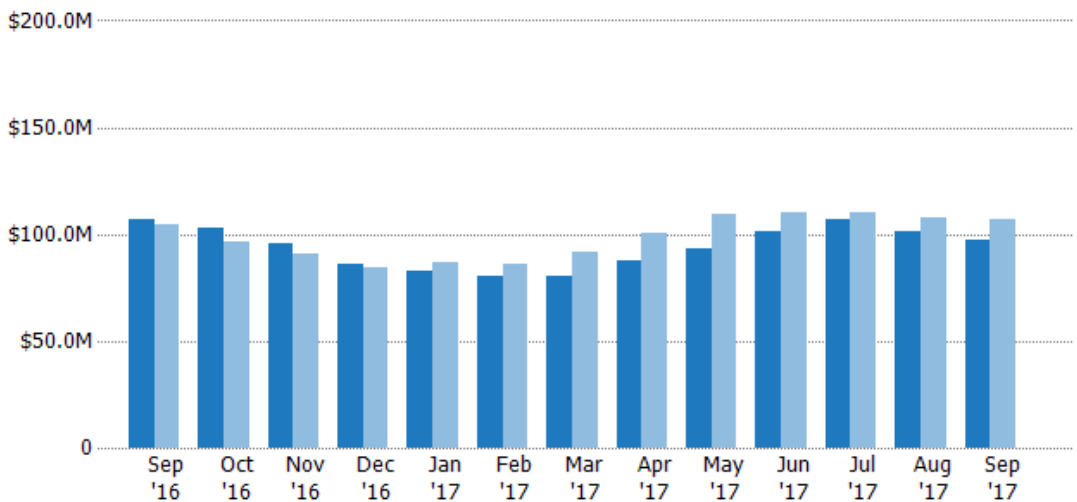
Active Listing Volume

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.
Sep '17	\$97.1M	-9%
Sep '16	\$107M	2.4%
Sep '15	\$104M	-3.4%



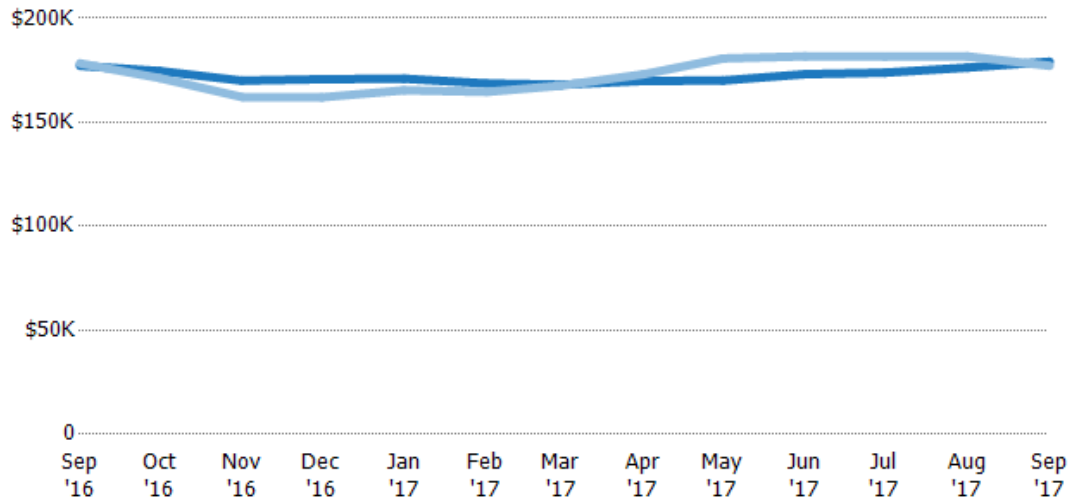
Current Year	\$107M	\$103M	\$95.9M	\$85.9M	\$82.6M	\$80.1M	\$80.7M	\$87.5M	\$92.9M	\$101M	\$107M	\$102M	\$97.1M
Prior Year	\$104M	\$96.6M	\$91M	\$84.6M	\$87.2M	\$86.1M	\$91.3M	\$100M	\$109M	\$110M	\$110M	\$108M	\$107M
Percent Change from Prior Year	2%	6%	5%	2%	-5%	-7%	-12%	-13%	-15%	-9%	-3%	-6%	-9%

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.
Sep '17	\$179K	1.1%
Sep '16	\$177K	-0.6%
Sep '15	\$178K	-4.2%



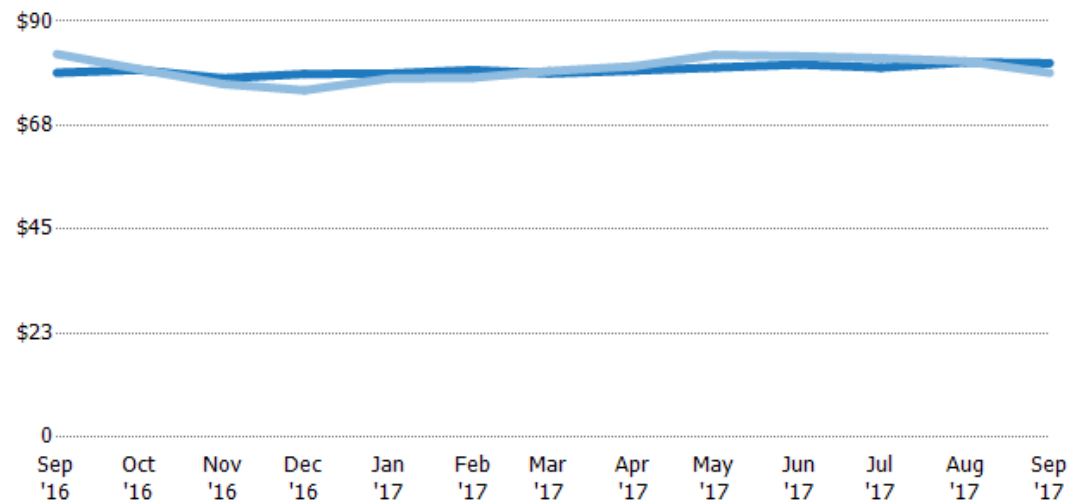
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	\$177K	\$175K	\$170K	\$171K	\$171K	\$169K	\$168K	\$170K	\$170K	\$173K	\$174K	\$176K	\$179K
Prior Year	\$178K	\$171K	\$162K	\$162K	\$165K	\$165K	\$168K	\$173K	\$181K	\$182K	\$182K	\$182K	\$177K
Percent Change from Prior Year	-1%	2%	5%	5%	3%	2%	0%	-2%	-6%	-5%	-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.
Sep '17	\$80.9	2.6%
Sep '16	\$78.9	-4.9%
Sep '15	\$82.9	-2.2%

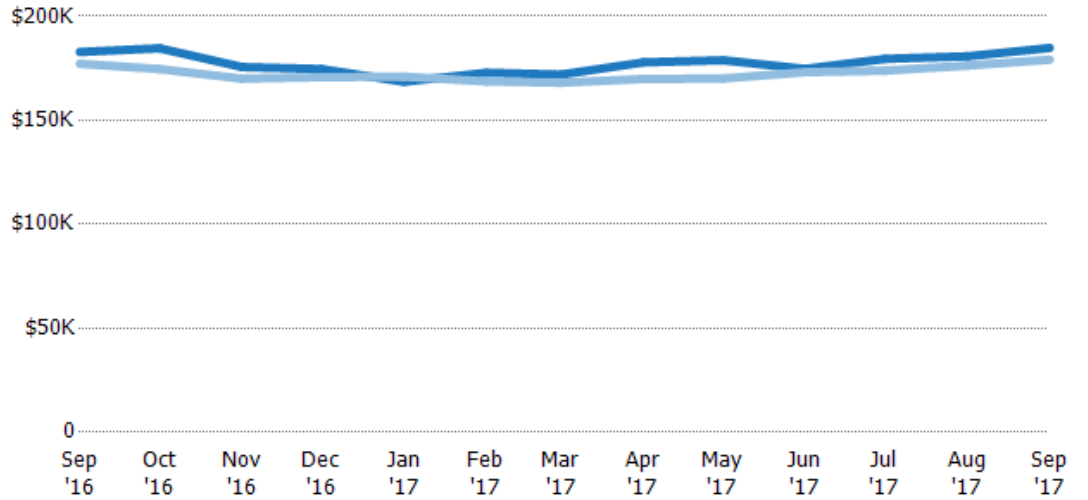


	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	\$78.9	\$79.5	\$77.7	\$78.6	\$78.7	\$79.4	\$78.7	\$79.3	\$80	\$80.6	\$80	\$81.1	\$80.9
Prior Year	\$82.9	\$79.7	\$76.4	\$75.1	\$77.6	\$77.8	\$79.2	\$80.3	\$82.7	\$82.5	\$82	\$81.4	\$78.9
Percent Change from Prior Year	-5%	0%	2%	5%	1%	2%	-1%	-1%	-3%	-2%	-3%	0%	3%

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

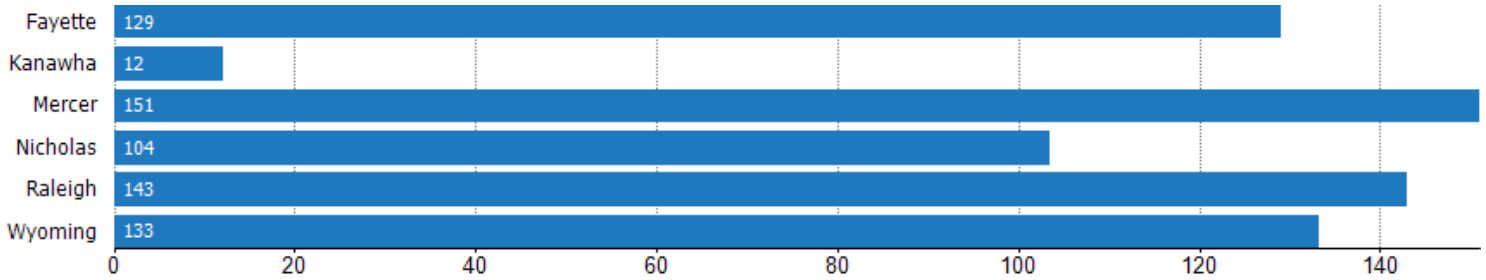


	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Avg Est Value	\$183K	\$185K	\$176K	\$175K	\$169K	\$173K	\$172K	\$178K	\$179K	\$175K	\$180K	\$181K	\$185K
Avg Listing Price	\$177K	\$175K	\$170K	\$171K	\$171K	\$169K	\$168K	\$170K	\$170K	\$173K	\$174K	\$176K	\$179K
Avg Listing Price as a % of Avg Est Value	97%	95%	97%	98%	101%	98%	98%	96%	95%	99%	97%	98%	97%

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



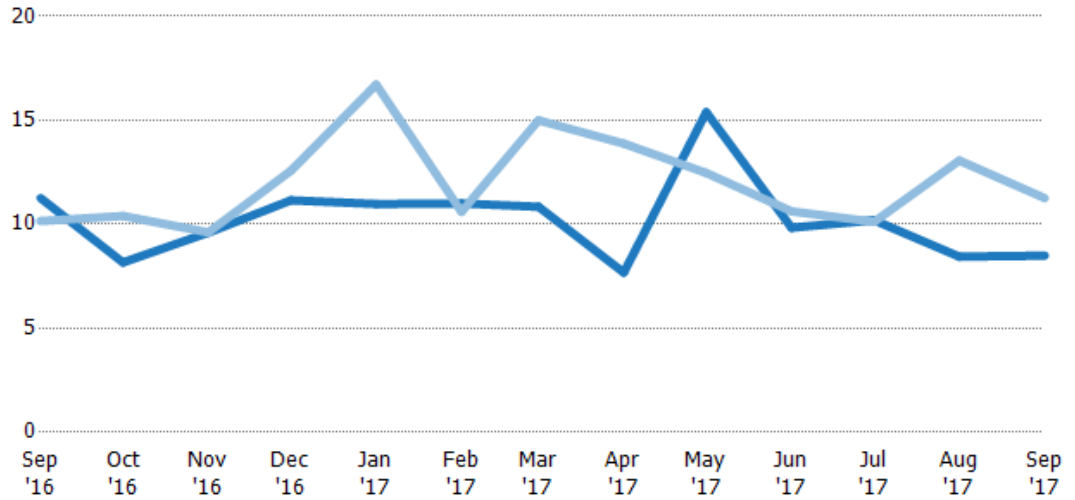
Months of Inventory

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.
Sep '17	8.49	-24.6%
Sep '16	11.3	10.9%
Sep '15	10.2	9.6%



	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	11.3	8.16	9.6	11.2	11	11	10.8	7.68	15.4	9.83	10.2	8.44	8.49
Prior Year	10.2	10.4	9.61	12.6	16.7	10.6	15	13.9	12.5	10.6	10.1	13.1	11.3
Percent Change from Prior Year	11%	-21%	0%	-11%	-34%	4%	-28%	-45%	23%	-7%	1%	-35%	-25%

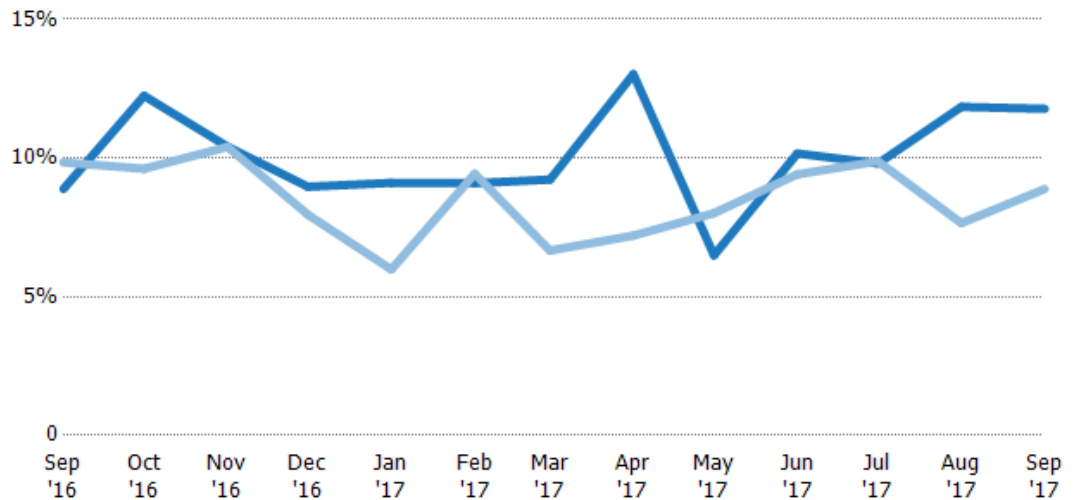
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Sep '17	12%	-2.9%
Sep '16	9%	1%
Sep '15	10%	-8.7%

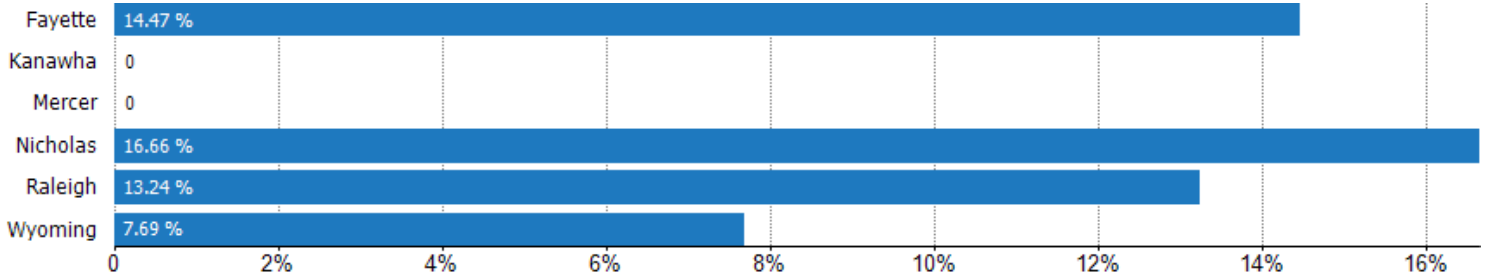


	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	9%	12%	10%	9%	9%	9%	9%	13%	6%	10%	10%	12%	12%
Prior Year	10%	10%	10%	8%	6%	9%	7%	7%	8%	9%	10%	8%	9%
Change from Prior Year	1%	-3%	0%	-1%	-3%	0%	-3%	-6%	2%	-1%	0%	-4%	-3%

Absorption Rate (By County)

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

Filters Used: County: 6 Selected



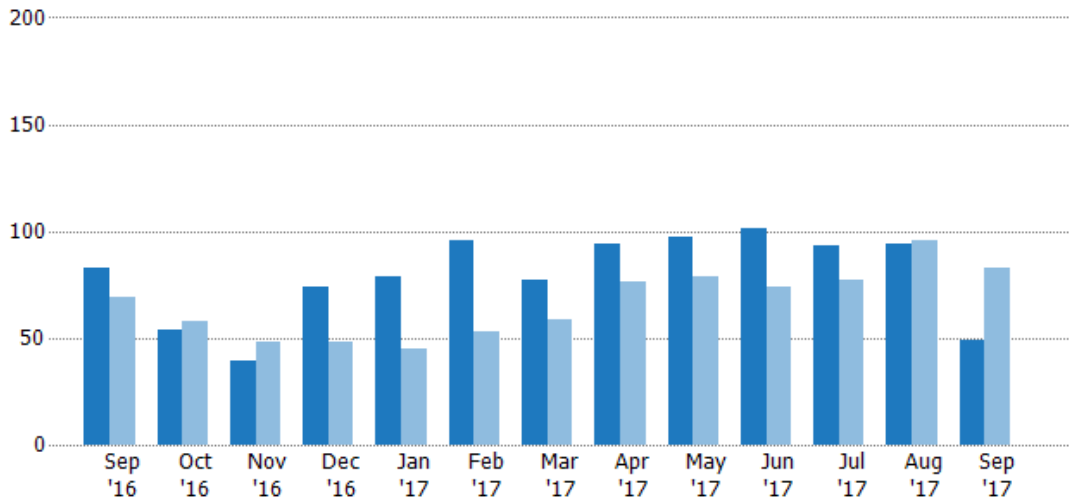
Pending Sales

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.
Sep '17	49	-41%
Sep '16	83	20.3%
Sep '15	69	5.8%



Current Year	83	54	39	74	79	96	77	94	97	101	93	94	49
Prior Year	69	58	48	48	45	53	59	76	79	74	77	96	83
Percent Change from Prior Year	20%	-7%	-19%	54%	76%	81%	31%	24%	23%	36%	21%	-2%	-41%

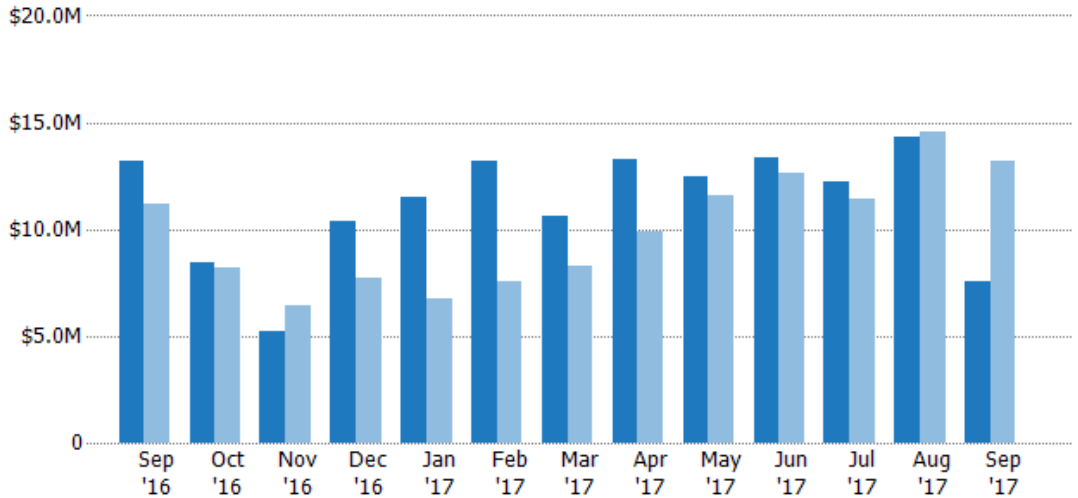
Pending Sales Volume

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.
Sep '17	\$7.59M	-42.3%
Sep '16	\$13.2M	18%
Sep '15	\$11.2M	-1.3%



Current Year	\$13.2M	\$8.43M	\$5.25M	\$10.3M	\$11.5M	\$13.2M	\$10.6M	\$13.3M	\$12.4M	\$13.3M	\$12.2M	\$14.3M	\$7.59M
Prior Year	\$11.2M	\$8.21M	\$6.44M	\$7.71M	\$6.76M	\$7.57M	\$8.3M	\$9.86M	\$11.6M	\$12.6M	\$11.4M	\$14.6M	\$13.2M
Percent Change from Prior Year	18%	3%	-18%	34%	71%	74%	28%	35%	8%	6%	7%	-2%	-42%

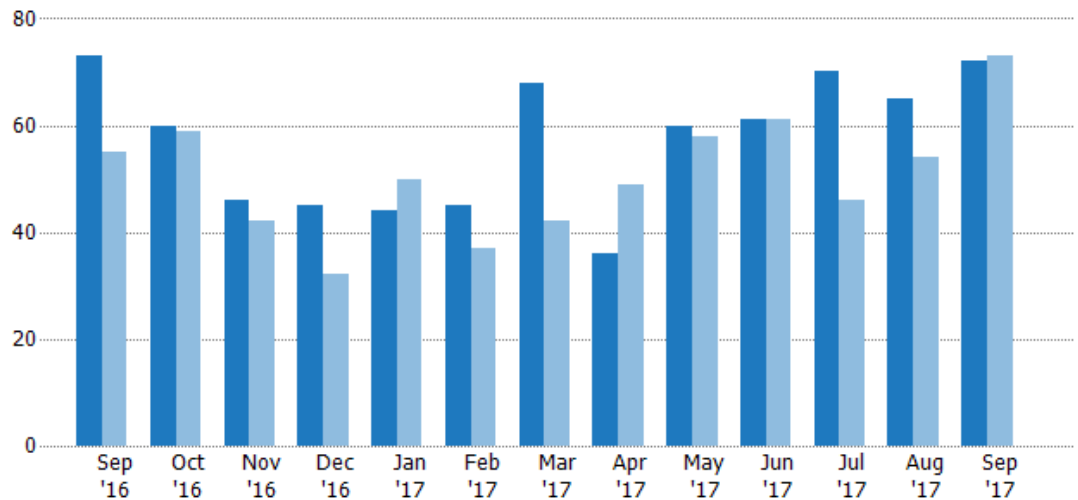
Closed Sales

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Sep '17	72	-1.4%
Sep '16	73	32.7%
Sep '15	55	0%



Current Year	73	60	46	45	44	45	68	36	60	61	70	65	72
Prior Year	55	59	42	32	50	37	42	49	58	61	46	54	73
Percent Change from Prior Year	33%	2%	10%	41%	-12%	22%	62%	-27%	3%	0%	52%	20%	-1%

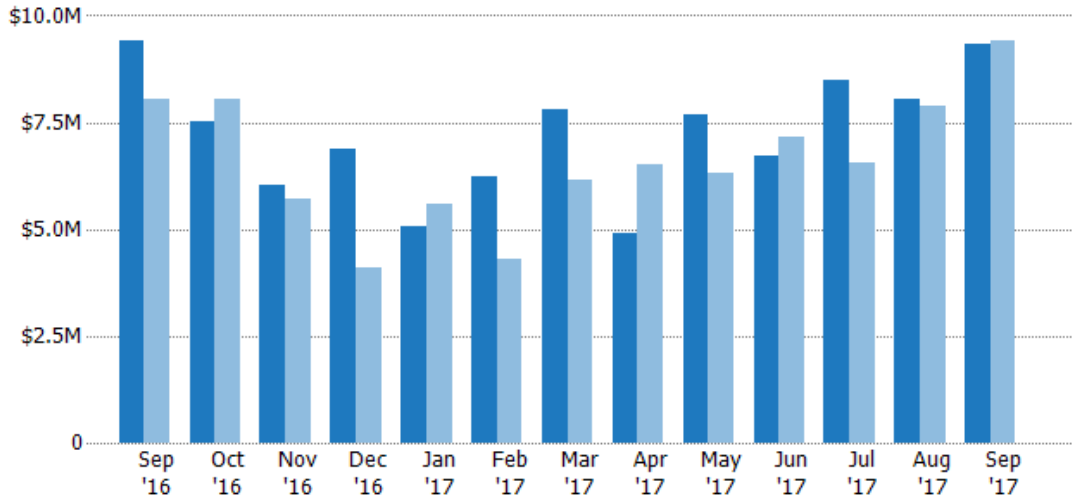
Closed Sales Volume

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.
Sep '17	\$9.32M	-1.2%
Sep '16	\$9.43M	17.2%
Sep '15	\$8.05M	-8.6%



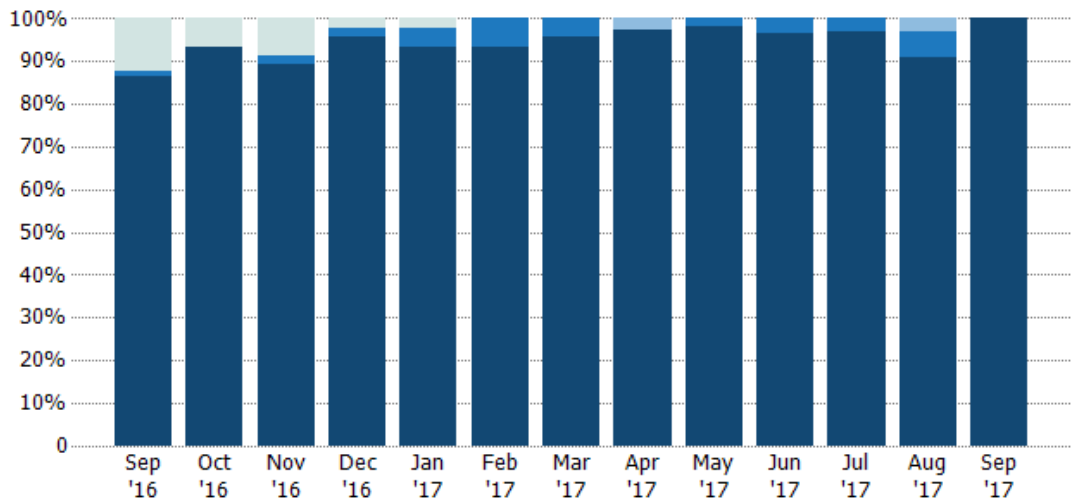
Current Year	\$9.43M	\$7.53M	\$6.05M	\$6.87M	\$5.06M	\$6.24M	\$7.81M	\$4.92M	\$7.67M	\$6.71M	\$8.5M	\$8.02M	\$9.32M
Prior Year	\$8.05M	\$8.03M	\$5.7M	\$4.11M	\$5.6M	\$4.29M	\$6.16M	\$6.51M	\$6.31M	\$7.15M	\$6.54M	\$7.9M	\$9.43M
Percent Change from Prior Year	17%	-6%	6%	67%	-10%	45%	27%	-24%	22%	-6%	30%	2%	-1%

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

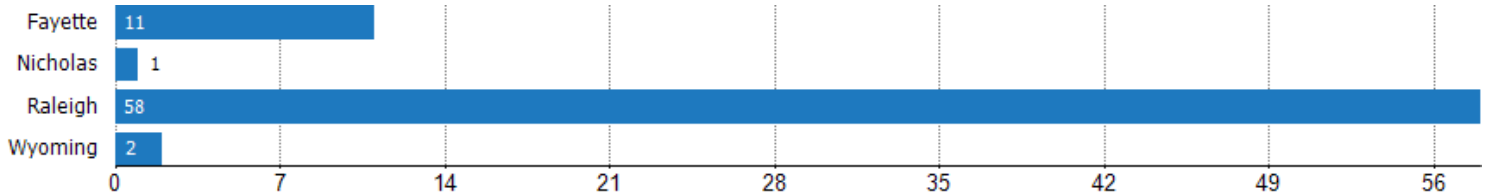


Other	12%	7%	9%	2%	2%	-	-	-	-	-	-	-	-
Farm/Ranch	-	-	-	-	-	-	-	3%	-	-	-	3%	-
Condo/Townhouse	1%	-	2%	2%	5%	7%	4%	-	2%	3%	3%	6%	-
Single Family Residence	86%	93%	89%	96%	93%	93%	96%	97%	98%	97%	97%	91%	100%

Closed Sales (By County)

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

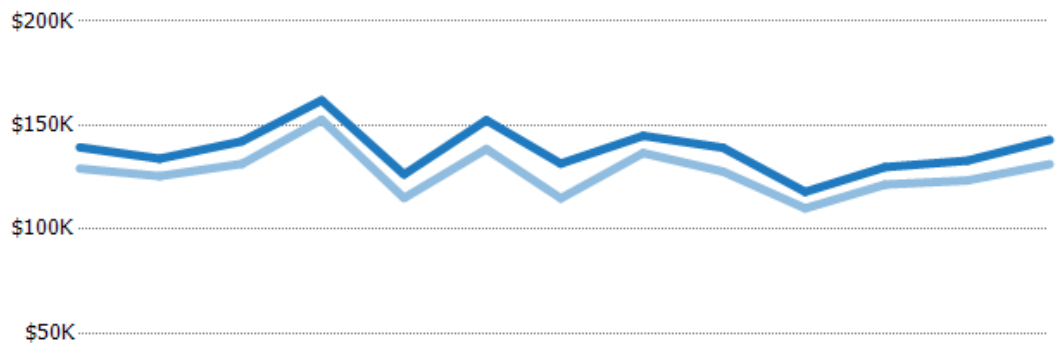
Filters Used: County: 6 Selected



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

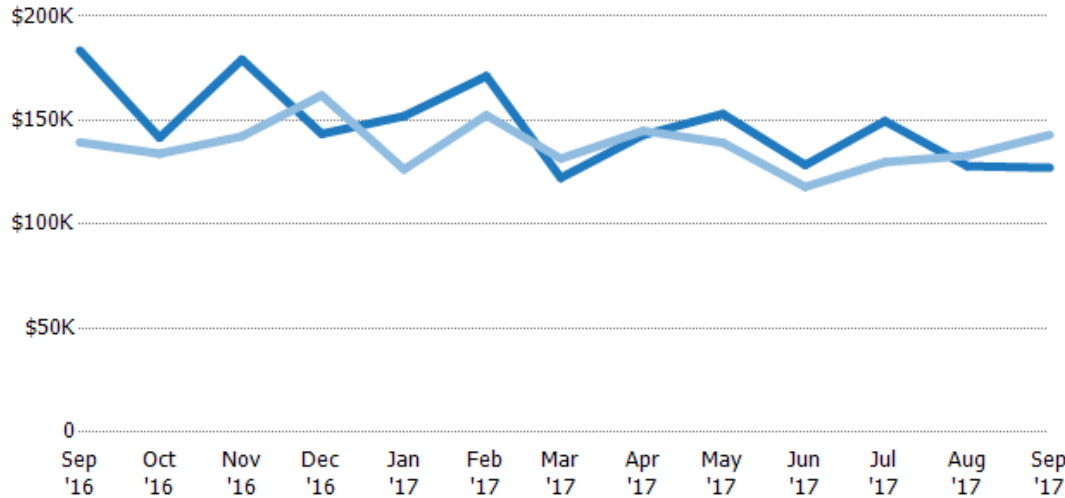


	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Avg List Price	\$139K	\$134K	\$142K	\$162K	\$126K	\$152K	\$132K	\$145K	\$139K	\$118K	\$130K	\$133K	\$143K
Avg Sales Price	\$129K	\$126K	\$131K	\$153K	\$115K	\$139K	\$115K	\$137K	\$128K	\$110K	\$121K	\$123K	\$131K
Avg Sales Price as a % of Avg List Price	93%	94%	92%	94%	91%	91%	87%	94%	92%	93%	94%	93%	92%

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



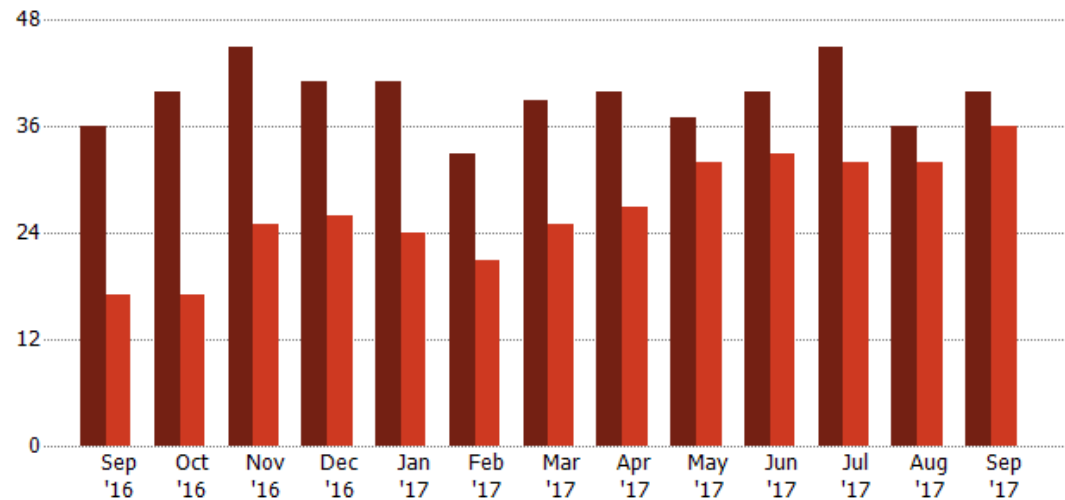
	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Avg Est Value	\$184K	\$142K	\$179K	\$143K	\$152K	\$171K	\$122K	\$143K	\$153K	\$128K	\$150K	\$128K	\$127K
Avg Sales Price	\$139K	\$134K	\$142K	\$162K	\$126K	\$152K	\$132K	\$145K	\$139K	\$118K	\$130K	\$133K	\$143K
Avg Sales Price as a % of Avg Est Value	76%	95%	79%	113%	83%	89%	108%	101%	91%	92%	87%	104%	112%

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.
Sep '17	40	11.1%
Sep '16	36	111.8%
Sep '15	17	5.9%

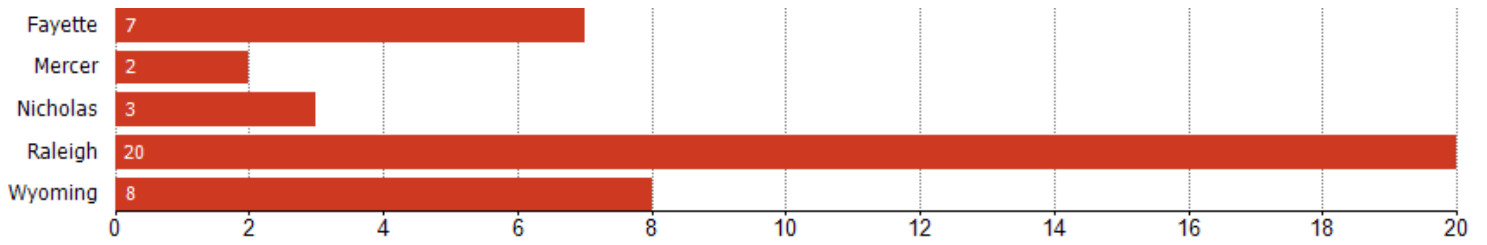


	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17
Current Year	36	40	45	41	41	33	39	40	37	40	45	36	40
Prior Year	17	17	25	26	24	21	25	27	32	33	32	32	36
Percent Change from Prior Year	112%	135%	80%	58%	71%	57%	56%	48%	16%	21%	41%	13%	11%

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: 10/06/2017

Scheduled: Yes

Report Date Range: From 9/2016 To: 9/2017

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
- 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 9/2017 data

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