

BTVAR BRISTOL

HOME SALES REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

BTVAR Home Sales Report

Fourth Quarter 2022

Bristol Tennessee/Virginia Association of REALTORS®

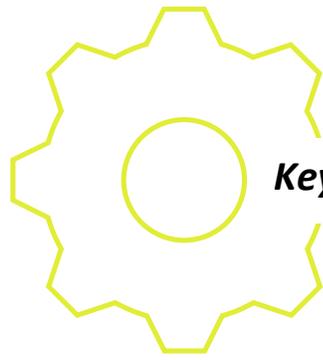
Market Report Key Takeaways

Economic Conditions

- Virginia's job market slowed down recently. The state had about 2,200 fewer jobs in November, compared to October. Despite this dip, the overall job base in the state is now about 4,500 jobs above pre-pandemic levels, reflecting a robust job recovery over the last couple years.
- The unemployment rate remains very low but inched up for the first time in nearly two years statewide. In November, the unemployment rate was 3% in Virginia, up from 2.8% a year ago. In the BTVAR region, the November unemployment rate was 3.7%, up from 3.2% last year.
- Mortgage rates have started to stabilize and trend downward. In the third week of January 2023, the average rate on a 30-year fixed mortgage was 6.15%, which is down from around 7% a few months ago.

Housing Market Conditions

- There were 158 homes sold in the BTVAR market in the fourth quarter of 2022, which is a 32% reduction in sales from this time last year, or 73 fewer sales.
- Home prices continue to rise through much of the area. At \$151,196, the fourth quarter median sales price in the BTVAR market climbed 9% from the fourth quarter last year, a gain of about \$12,000.
- The average days on market in the BTVAR region in the fourth quarter was 65 days, inching up from 64 days a year ago.



Key Trends Dashboard, BTVAR

Economy



3.7%

Is the Nov-2022 **unemployment rate** in the BTVAR footprint, which is up from Nov-2021



6.15%

Is the **30-year fixed-rate mortgage rate** during the third week of January 2023, which is up 2.59 percentage points from a year ago

Housing Market



-73

Fewer **home sales** in the BTVAR footprint in Q4-2022 compared to last year.



9%

Percent change in **median sales price** in the BTVAR region in Q4-2022 compared to a year ago.



\$0.7

Million dollars more in total **sold volume** in the BTVAR footprint in Q4-2022 compared to last year.



65

Is the **average days on market** in the BTVAR region in Q4-2022, which is up from this time last year

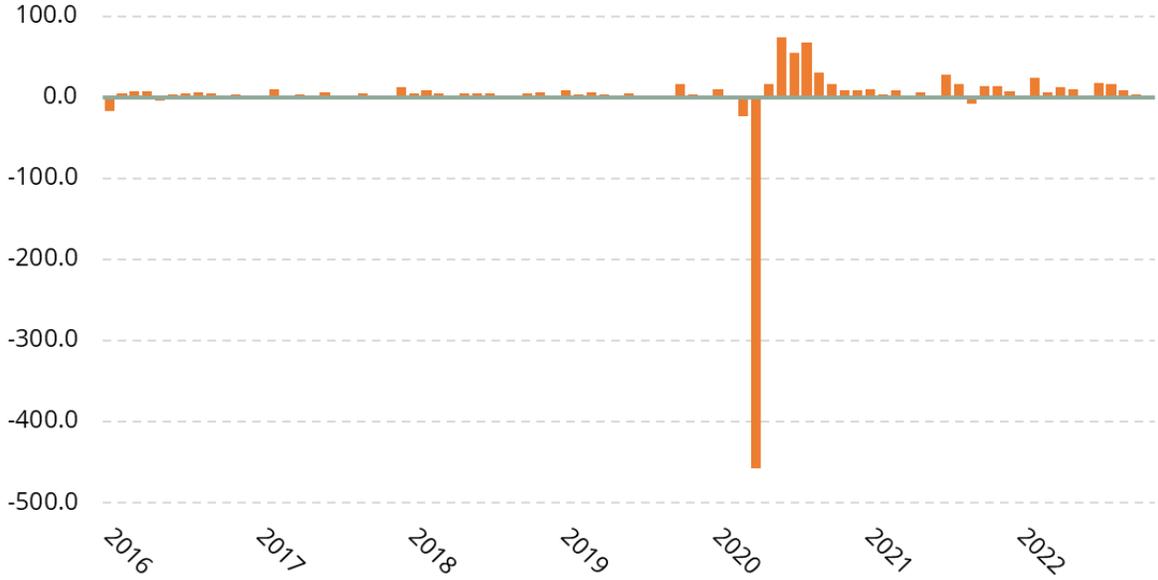
Economic Overview

Inflation remains elevated but appears to be easing, trending down for several months. Despite the economic headwinds, the job base is growing and unemployment remains very low across Virginia. Mortgage rates have been relatively stable and trending downward over the last couple of months.

Jobs

There were 4.10 million jobs throughout Virginia in November 2022, a decrease of about 2,200 jobs from October 2022. Virginia’s economy is now back to pre-pandemic jobs levels, there are now about 4,500 more jobs statewide than there were in January 2020. The strongest growth sector continues to be Leisure & Hospitality. There were about 28,400 additional Leisure & Hospitality jobs than November of last year. Most of these additional hospitality jobs were in Accommodation & Food Services (+19,000 jobs). There were 24,500 more Health & Social Assistance jobs compared to a year ago, and about 8,800 more education jobs in the state’s economy. The only sectors that lost jobs this month compared to November of last year were Finance & Insurance (-4,500 jobs), Retail Trade (-1,700 jobs), and Real Estate (-200 jobs).

Figure 1
Virginia Month-to-Month Change in Jobs

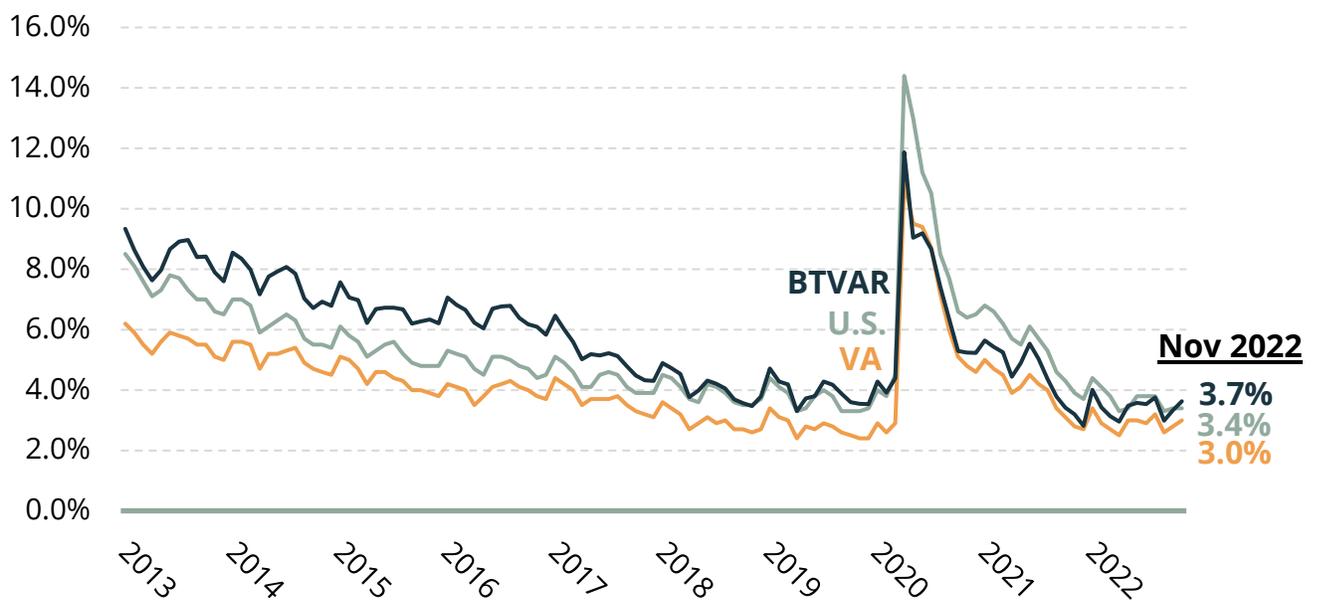


Source: U.S. Bureau of Labor Statistics, Seasonally Adjusted

Unemployment

The unemployment rate in Virginia remains very low, but edged up. Statewide, the unemployment rate in November was 3.0% (not seasonally adjusted), up from 2.8% in November of last year. The unemployment rate in the BTVAR footprint was 3.7% in November 2202, up from 3.2% in November 2021.

Figure 2
Unemployment Rate



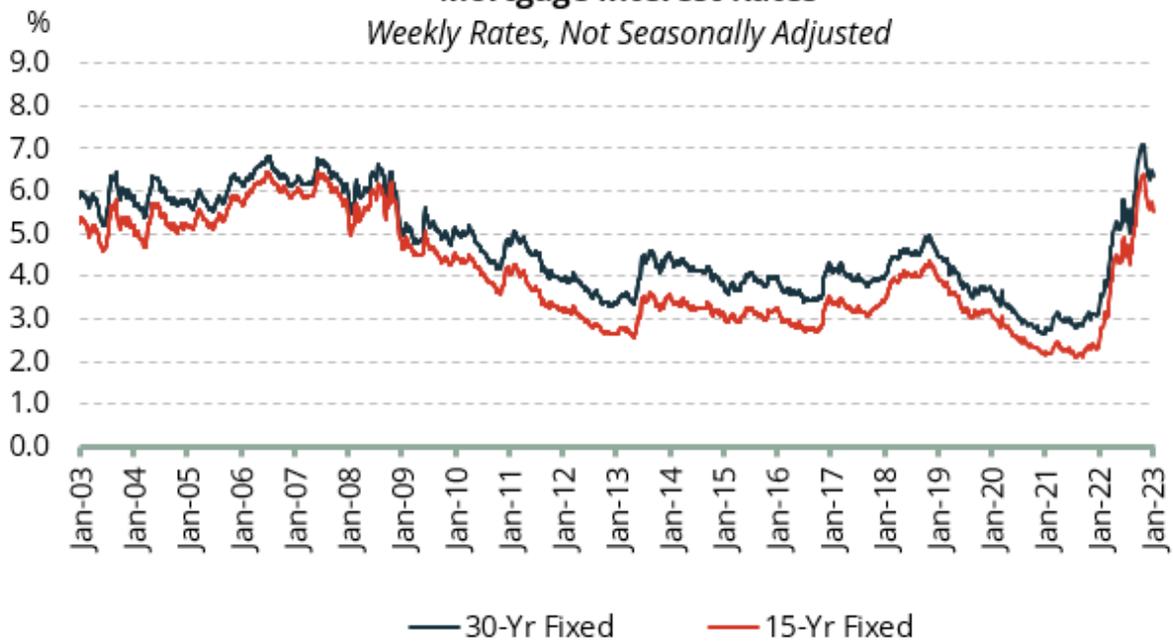
Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics

Mortgage Rates

In the third week of January, the average rate on a 30-year fixed mortgage fell to 6.15%, down from 6.33% in the previous week, and down from above 7% three months ago. Mortgage rates have been trending downward over the last couple months which has provided some relief and stability in what has otherwise been a volatile year for interest rates.

Figure 3
Mortgage Interest Rates

Weekly Rates, Not Seasonally Adjusted



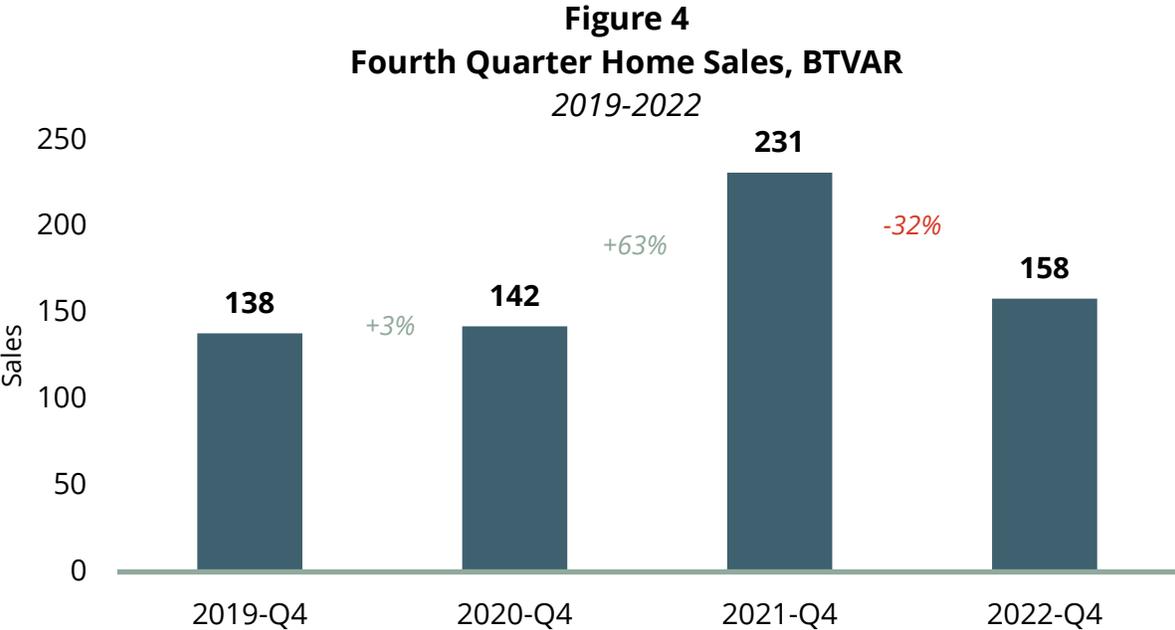
Source: Federal Reserve Bank of St. Louis

Housing Market Overview

Conditions in the BTVAR regional housing market continued to be sluggish as 2022 came to a close. Sales levels are down from last year; however, price levels continue to climb in most local markets in the region. The slowdown in sales has largely coincided with climbing interest rates, both of which accelerated in the second half of 2022. Even with fewer sales, higher home prices in the region led to an uptick in sold dollar volume.

Sales

For this report, home sales data, with the exception of the average days on market, are from both Virginia-based and Tennessee-based MLSs.¹ Sales activity continues to cool down in the BTVAR housing market. There were 158 homes sold regionwide in the fourth quarter of 2022. This is 73 fewer sales than the fourth quarter of 2021, representing a 32% decrease in sales. Sales have been trending down for three consecutive quarters. The largest slowdown this quarter occurred in the Wise County and Bristol markets. Statewide, total home sales were down 35% from the fourth quarter a year ago.



Sources: Virginia REALTORS®, data accessed January 15, 2023, from Virginia-based MLSs
Bristol Tennessee-Virginia Association of REALTORS®, data accessed February 6, 2023, from Tennessee-based MLS

¹ Quarterly home sales reports prior to 2021 relied only on data from Virginia-based MLSs.



Local Snapshot – *Total Home Sales*

Bristol: The Bristol market slowed down at the end of 2022. There were 20 homes sold in the city during the fourth quarter. This is three fewer sales than a year ago, representing a 13% decline.

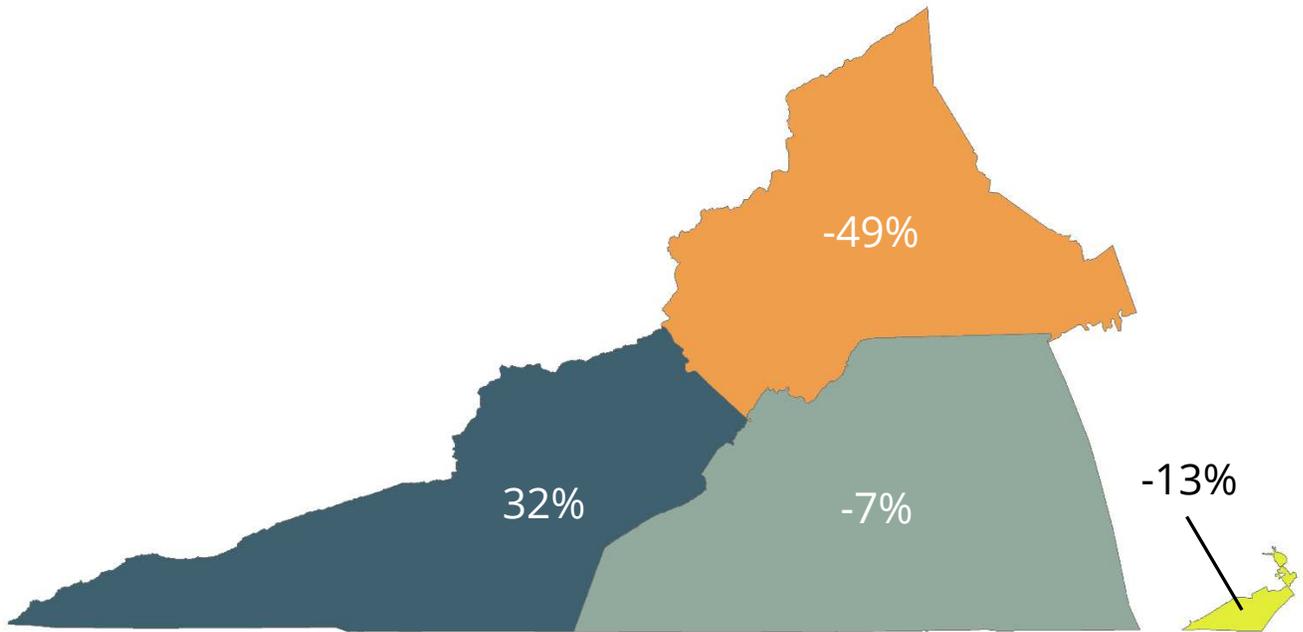
Lee County: Activity in the Lee County market continues to surge. There were 25 sales in the county during the fourth quarter, six more sales than this time last year, which is a 32% jump. Sales activity has been trending up in the county for much of the past year.

Scott County: There were 38 homes sold in Scott County in the fourth quarter of 2022, three fewer sales than the fourth quarter of 2021, edging down 7%.

Wise County: Sales fell sharply in Wise County this quarter. There were 75 home sales countywide in the fourth quarter, about half the number of sales that there were a year ago (-49%), a reduction of 73 sales.

Figure 5
Change in Sales by Jurisdiction
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Fourth Quarter 2021 to Fourth Quarter 2022



<i>Jurisdiction</i>	<i>2021 - Q4</i>	<i>2022 - Q4</i>	<i>% Change</i>
Bristol	23	20	-13%
Lee County	19	25	32%
Scott County	41	38	-7%
Wise County	148	75	-49%

Sources: Virginia REALTORS®, data accessed January 15, 2023, from Virginia-based MLSs
 Bristol Tennessee-Virginia Association of REALTORS®, data accessed February 6, 2023, from Tennessee-based MLS

Sales Prices

Home prices are trending up in the BTVAR footprint despite the fact that fewer homes have sold this year. The fourth quarter median sales price in the BTVAR market was \$151,196, which rose 9% from this time last year, a gain of about \$12,000. Prices surged in Scott County and Bristol but fell in Lee County. Statewide, the fourth quarter median sales price was \$362,500, climbing 3.6% from the fourth quarter last year.

Figure 6
Fourth Quarter Median Sales Price, BTVAR
2019-2022



Sources: Virginia REALTORS®, data accessed January 15, 2023, from Virginia-based MLSs
Bristol Tennessee-Virginia Association of REALTORS®, data accessed February 6, 2023, from Tennessee-based MLS



Local Snapshot – *Median Sales Price*

Bristol: Home prices continue to climb in the Bristol County housing market. The median sales price in the city during the fourth quarter was \$197,250, rising 14%, or \$24,250 from a year ago. This is the third straight quarter of double-digit price gains in the city.

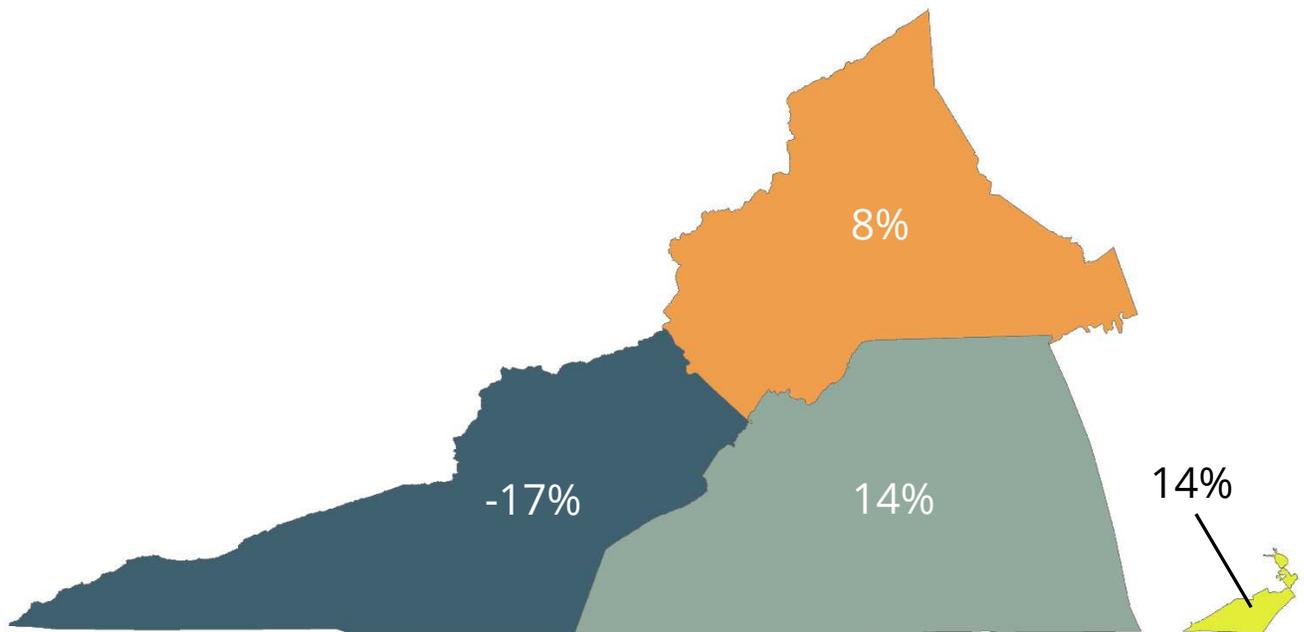
Lee County: At \$126,550, the median sales price in Lee County dipped 17% from the fourth quarter last year. This is a drop of about \$25,000. This is the second consecutive quarter of falling prices in the county.

Scott County: The median sales price in Scott County in the fourth quarter was \$169,886, jumping up 14% from last year, which is a gain of nearly \$21,000. Home prices have been trending up in the county for three straight quarters.

Wise County: Upward pressure on home prices continues in the Wise County housing market. The median sales price in the county during the fourth quarter was \$140,320. This is about \$10,500 higher than it was at this time last year, an 8% price gain.

Figure 7
Change in Median Sales Price by Jurisdiction
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Fourth Quarter 2021 to Fourth Quarter 2022



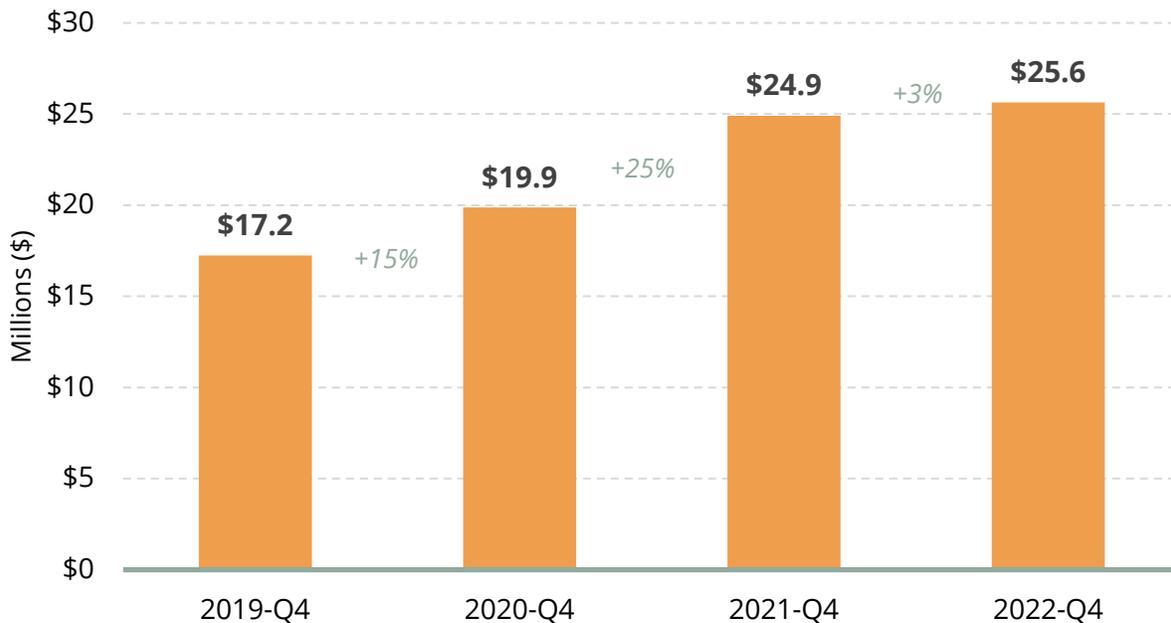
<i>Jurisdiction</i>	<i>2021 - Q4</i>	<i>2022 - Q4</i>	<i>% Change</i>
Bristol	\$173,000	\$197,250	14%
Lee County	\$152,000	\$126,550	-17%
Scott County	\$148,976	\$169,886	14%
Wise County	\$129,851	\$140,320	8%

Sources: Virginia REALTORS®, data accessed January 15, 2023, from Virginia-based MLSs
 Bristol Tennessee-Virginia Association of REALTORS®, data accessed February 6, 2023, from Tennessee-based MLS

Sold Volume

Even though fewer sales occurred overall, the rise in home prices led to a small increase in sold dollar volume in the BTVAR region this quarter. There was about \$25.6 million of sold volume across the BTVAR footprint in the fourth quarter of 2022, which is about \$700,000 more volume than there was in the fourth quarter of 2021. This is a 3% increase in sold dollar volume. Wise County had the strongest increase in sold volume within the region.

Figure 8
Fourth Quarter Sold Dollar Volume (Millions), BTVAR
2019-2022



Sources: Virginia REALTORS®, data accessed January 15, 2023, from Virginia-based MLSs
Bristol Tennessee-Virginia Association of REALTORS®, data accessed February 6, 2023, from Tennessee-based MLS



Local Snapshot – *Sold Dollar Volume*

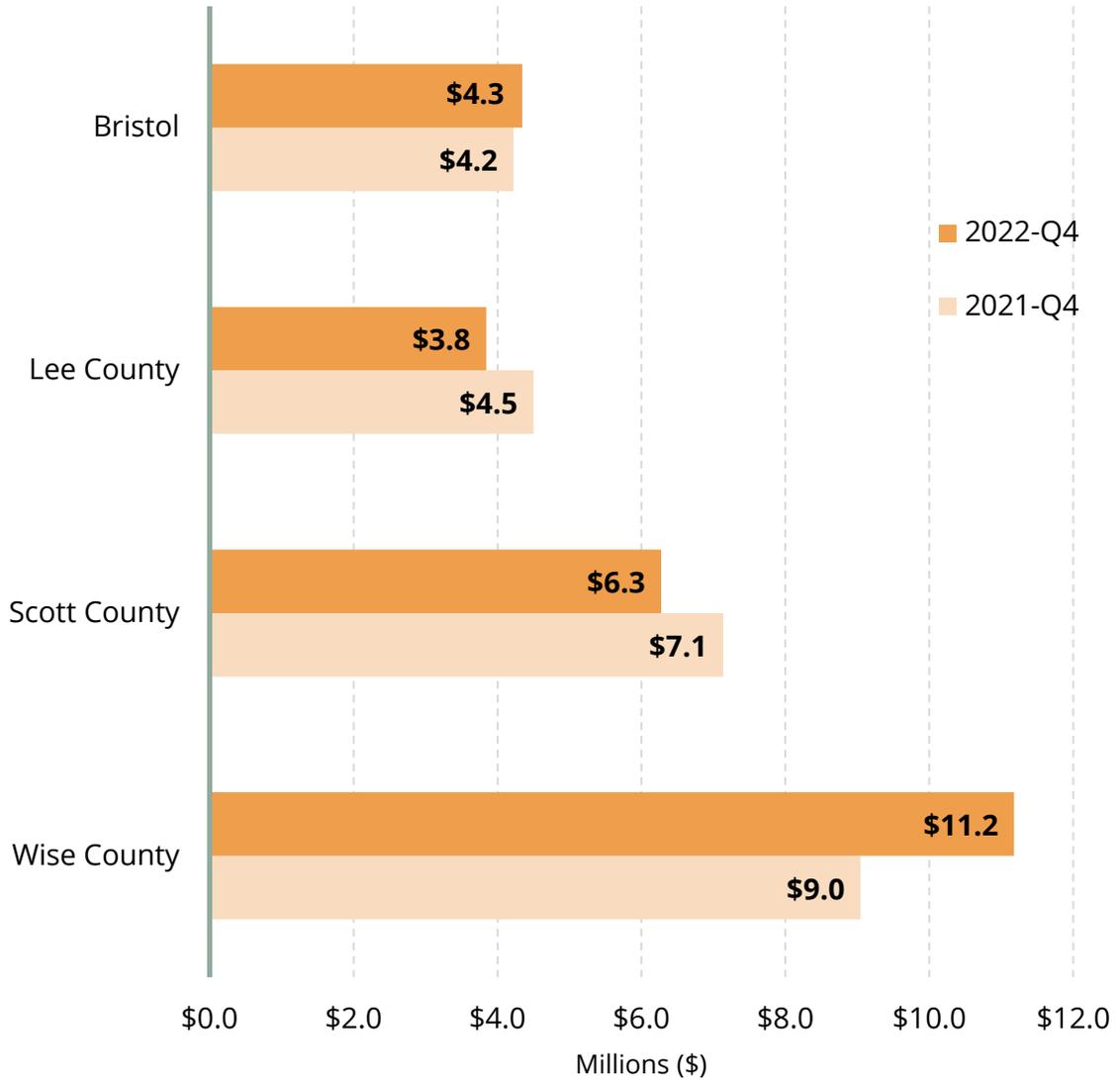
Bristol: While there were fewer sales overall, higher prices led to an uptick in sold dollar volume in the Bristol housing market in the fourth quarter. There was about \$4.3 million of sold volume in the city during the fourth quarter, inching up 3% from a year ago, which is about \$100,000 more volume.

Lee County: The drop in home prices brought down the sold dollar volume this quarter in Lee County. There was about \$3.8 million of sold volume in the county during the fourth quarter, which is about \$700,000 less volume than a year ago, representing a 15% reduction.

Scott County: There was approximately \$6.3 million of sold volume in Scott County in the fourth quarter, down 12% from a year ago, which is about \$800,000 less volume. The dip in volume was due to the decrease in sales activity this quarter.

Wise County: During the fourth quarter, there was about \$11.2 million of sold volume in the Wise County housing market. This is \$2.2 million more volume than the fourth quarter a year ago, a 24% jump in volume.

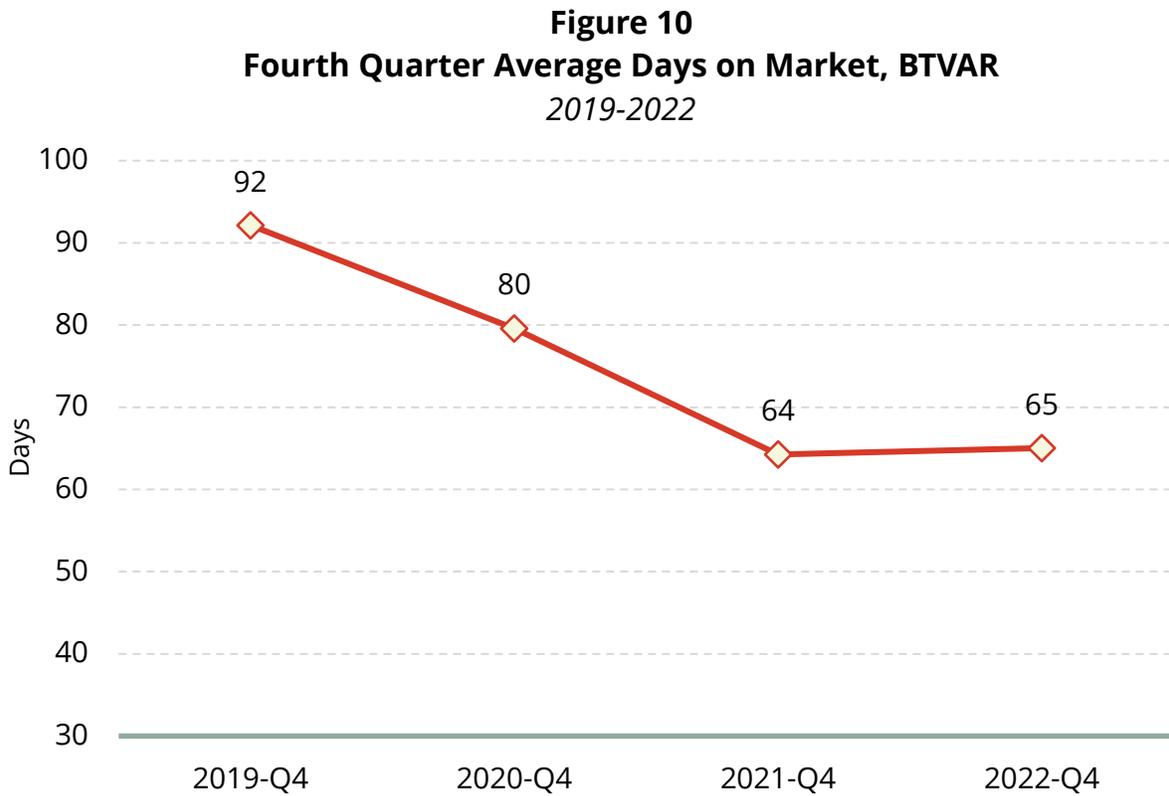
Figure 9
Fourth Quarter Sold Dollar Volume, BTVAR Jurisdictions
2021 and 2022



Sources: Virginia REALTORS®, data accessed January 15, 2023, from Virginia-based MLSs
 Bristol Tennessee-Virginia Association of REALTORS®, data accessed February 6, 2023, from Tennessee-based MLS

Days on Market

Homes were on the market about the same amount of time as last year on average in the region. The average days on market in the BTVAR footprint during the fourth quarter was 65 days, which is up from 64 days this time last year. Within the region, homes sold the fastest on average in Bristol and took the longest to sell on average in Wise County. Statewide, the average days on market in the fourth quarter was 31 days, up from 27 days this time last year.



Source: Virginia REALTORS®, data accessed January 15, 2023, from Virginia-based MLSs



Local Snapshot – *Average Days on Market*

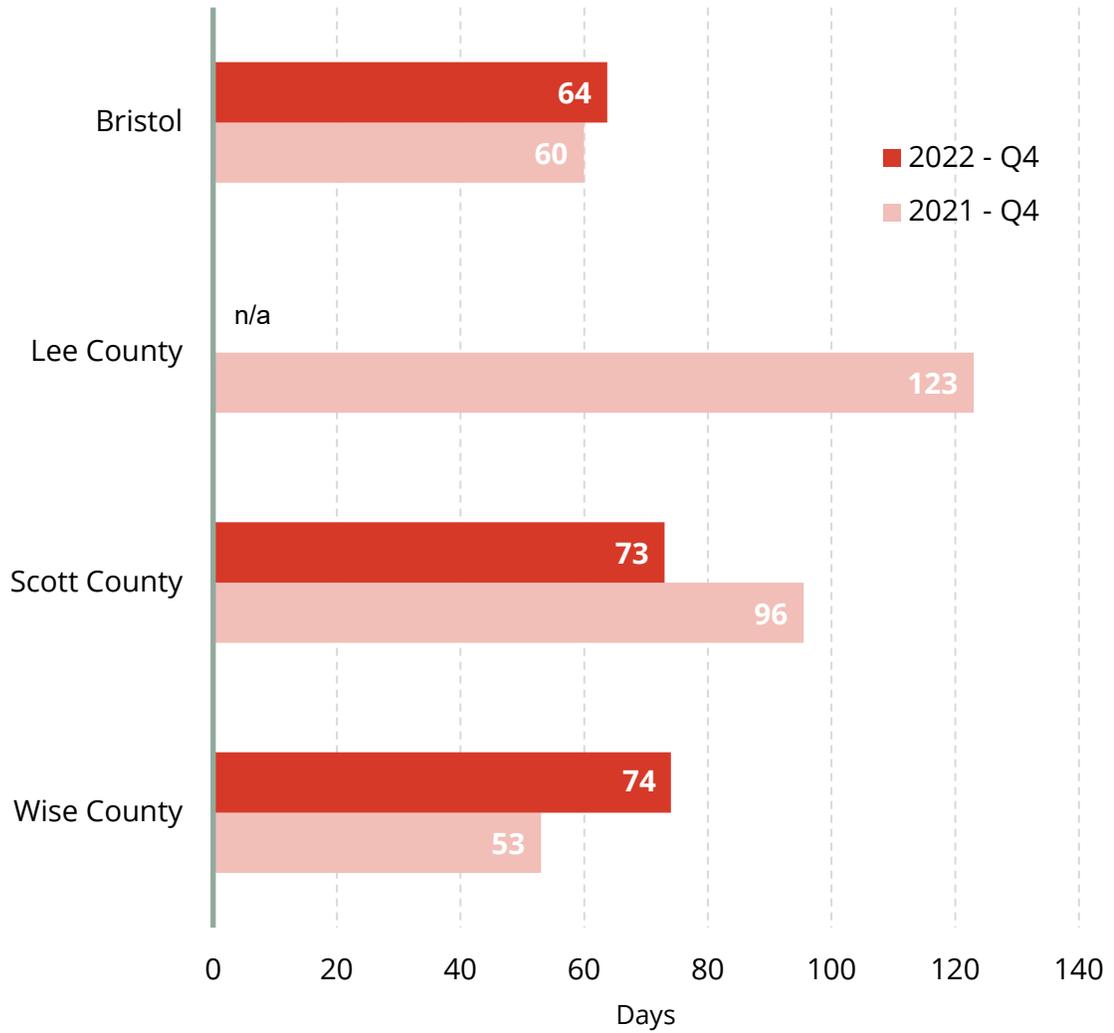
Bristol: The average days on market in Bristol in the fourth quarter was 64 days. This is four days longer than a year ago.

Lee County: There were no sales in a Virginia-based MLS in Lee County during the fourth quarter of 2022.

Scott County: Homes continue to sell faster on average in Scott County. The average days on market in the county in the fourth quarter was 73 days, which is about three weeks faster (-23 days) than the fourth quarter of last year.

Wise County: The average days on market in Wise County during the fourth quarter was 74 days, which is three weeks longer than a year ago (+21 days).

Figure 11
Fourth Quarter Average Days on Market, BTVAR Jurisdictions
2021 and 2022



Source: Virginia REALTORS®, data accessed January 15, 2023, from Virginia-based MLSs



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

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The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.