

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE EAST CENTRAL ASSOCIATION OF REALTORS®



## September 2015



## Quick Facts

**- 20.0%**      **- 21.7%**      **+ 5.0%**

Change in Closed Sales      Change in Median Sales Price      Change in Inventory

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# Belmont County Market Overview

Key market metrics for the current month and year-to-date figures.



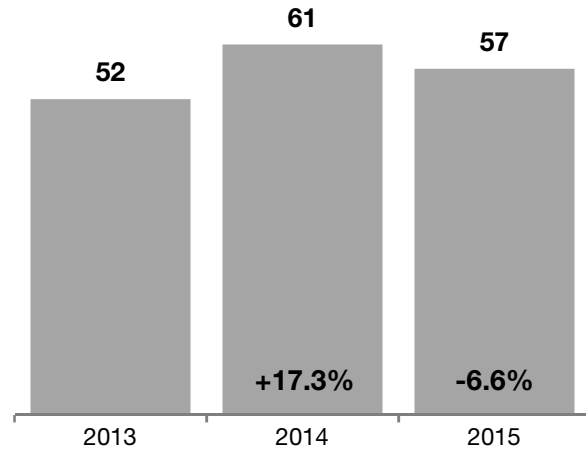
Key Metrics	Historical Sparklines	9-2014	9-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		61	<b>57</b>	- 6.6%	513	<b>524</b>	+ 2.1%
<b>Pending Sales</b>		43	<b>40</b>	- 7.0%	369	<b>361</b>	- 2.2%
<b>Closed Sales</b>		55	<b>44</b>	- 20.0%	318	<b>323</b>	+ 1.6%
<b>Days on Market Until Sale</b>		114	<b>60</b>	- 47.4%	124	<b>125</b>	+ 0.8%
<b>Median Sales Price</b>		\$138,000	<b>\$108,000</b>	- 21.7%	\$101,750	<b>\$107,450</b>	+ 5.6%
<b>Average Sales Price</b>		\$147,530	<b>\$136,603</b>	- 7.4%	\$127,113	<b>\$132,794</b>	+ 4.5%
<b>Percent of Original List Price Received</b>		92.6%	<b>93.8%</b>	+ 1.3%	90.6%	<b>90.6%</b>	0.0%
<b>Housing Affordability Index</b>		164	<b>212</b>	+ 29.4%	222	<b>213</b>	- 4.1%
<b>Inventory of Homes for Sale</b>		222	<b>233</b>	+ 5.0%	--	<b>--</b>	--
<b>Months Supply of Homes for Sale</b>		5.8	<b>6.2</b>	+ 6.9%	--	<b>--</b>	--

# New Listings

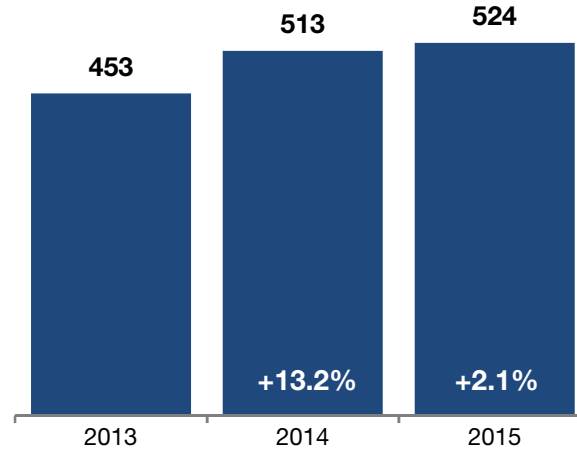
A count of the properties that have been newly listed on the market in a given month.



## September

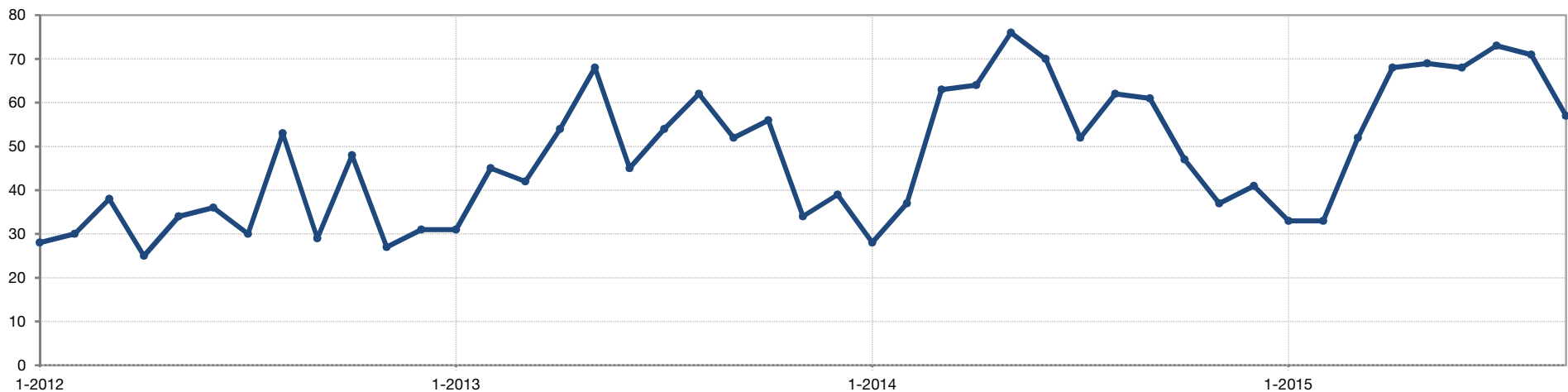


## Year To Date



Month	Prior Year	Current Year	+ / -
October	56	47	-16.1%
November	34	37	+8.8%
December	39	41	+5.1%
January	28	33	+17.9%
February	37	33	-10.8%
March	63	52	-17.5%
April	64	68	+6.3%
May	76	69	-9.2%
June	70	68	-2.9%
July	52	73	+40.4%
August	62	71	+14.5%
September	61	57	-6.6%
<b>12-Month Avg</b>	<b>54</b>	<b>54</b>	<b>+1.1%</b>

## Historical New Listing Activity

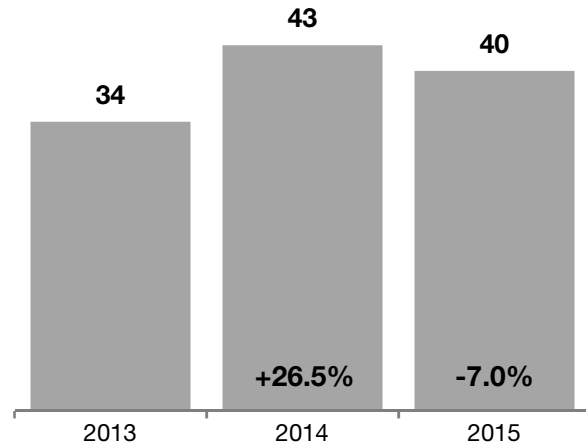


# Pending Sales

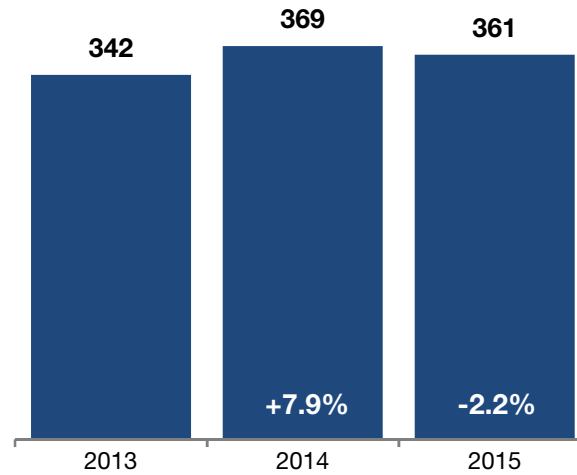
A count of the properties on which contracts have been accepted in a given month.



## September

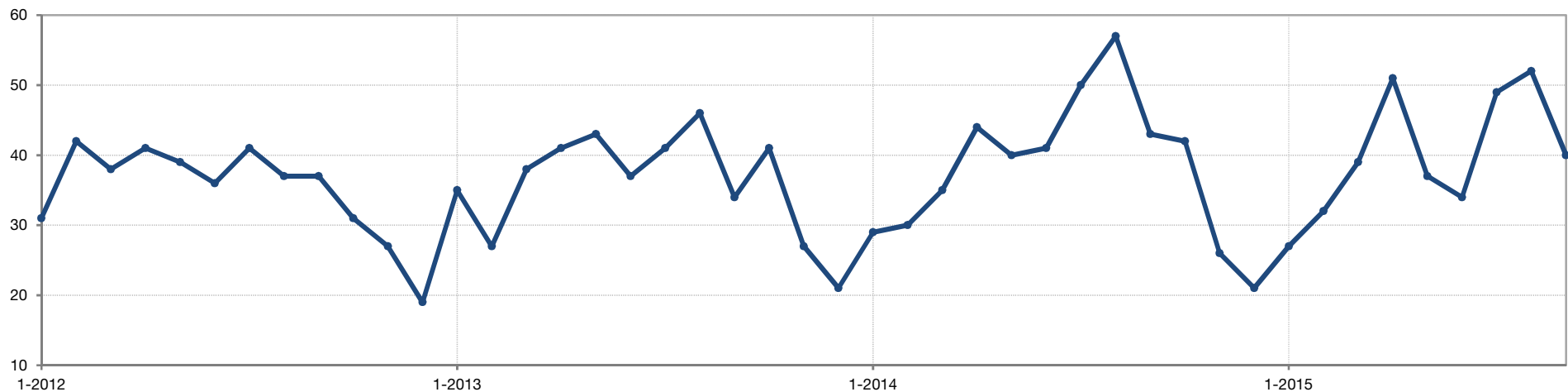


## Year To Date



Month	Prior Year	Current Year	+ / -
October	41	42	+2.4%
November	27	26	-3.7%
December	21	21	0.0%
January	29	27	-6.9%
February	30	32	+6.7%
March	35	39	+11.4%
April	44	51	+15.9%
May	40	37	-7.5%
June	41	34	-17.1%
July	50	49	-2.0%
August	57	52	-8.8%
September	43	40	-7.0%
<b>12-Month Avg</b>	<b>38</b>	<b>38</b>	<b>0.0%</b>

## Historical Pending Sales Activity

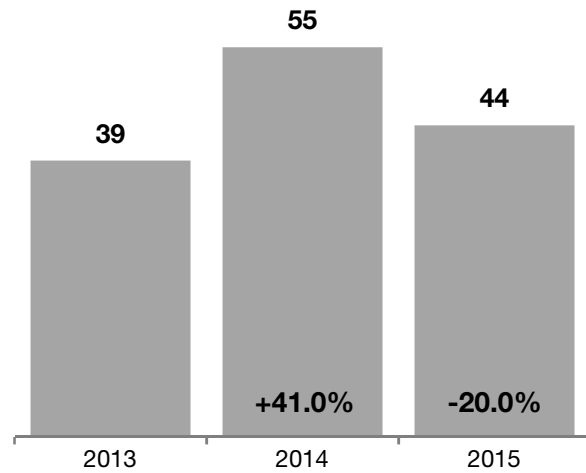


# Closed Sales

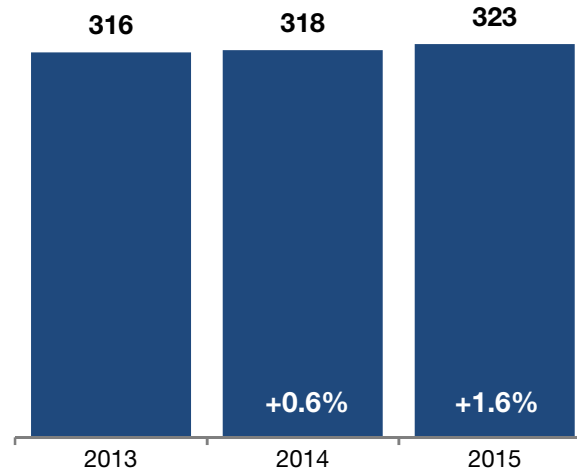
A count of the actual sales that have closed in a given month.



## September

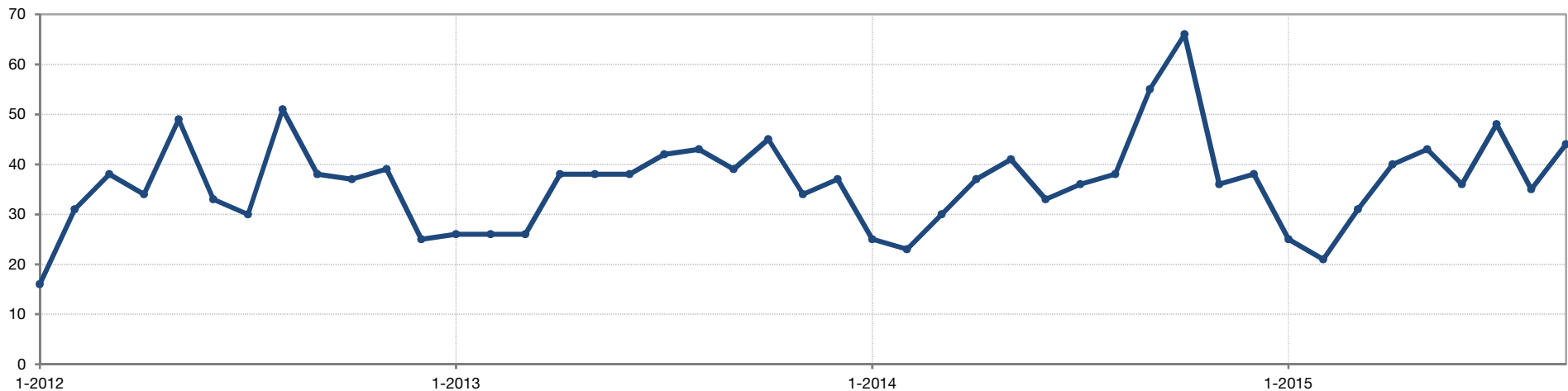


## Year To Date



Month	Prior Year	Current Year	+ / -
October	45	66	+46.7%
November	34	36	+5.9%
December	37	38	+2.7%
January	25	25	0.0%
February	23	21	-8.7%
March	30	31	+3.3%
April	37	40	+8.1%
May	41	43	+4.9%
June	33	36	+9.1%
July	36	48	+33.3%
August	38	35	-7.9%
September	55	44	-20.0%
<b>12-Month Avg</b>	<b>36</b>	<b>39</b>	<b>+6.5%</b>

## Historical Closed Sales Activity

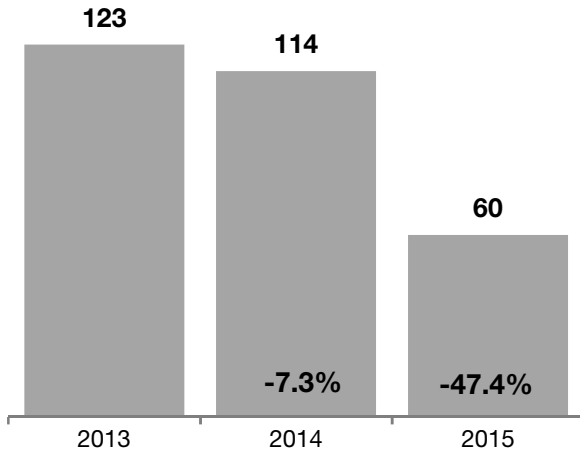


# Days on Market Until Sale

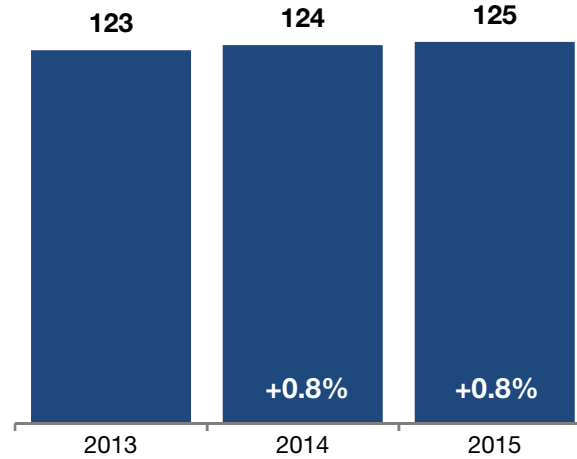
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September

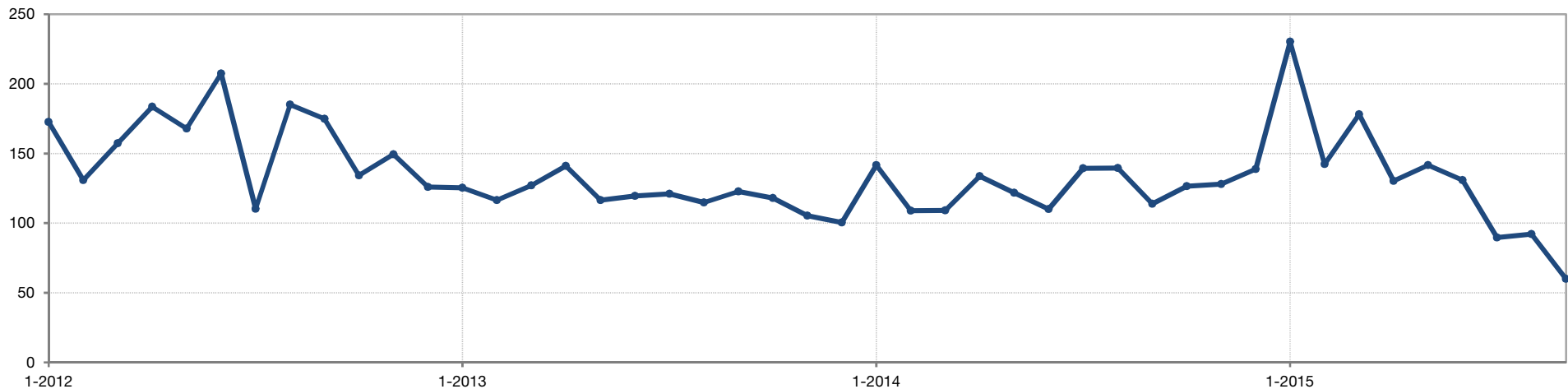


## Year To Date



Month	Prior Year	Current Year	+ / -
October	118	127	+7.6%
November	105	128	+21.9%
December	100	139	+39.0%
January	142	230	+62.0%
February	109	142	+30.3%
March	109	178	+63.3%
April	134	130	-3.0%
May	122	142	+16.4%
June	110	131	+19.1%
July	139	90	-35.3%
August	140	92	-34.3%
September	114	60	-47.4%
<b>12-Month Avg</b>	<b>120</b>	<b>127</b>	<b>+5.8%</b>

## Historical Days on Market Until Sale

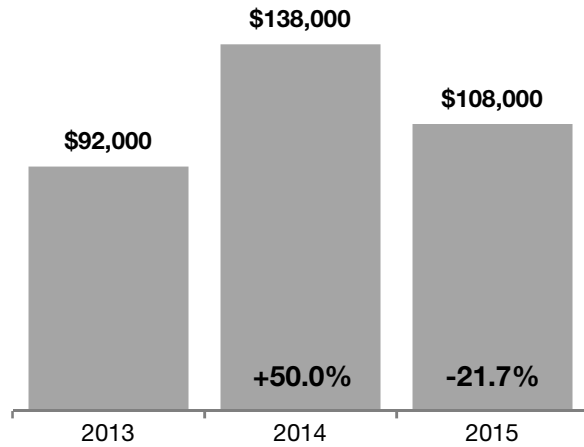


# Median Sales Price

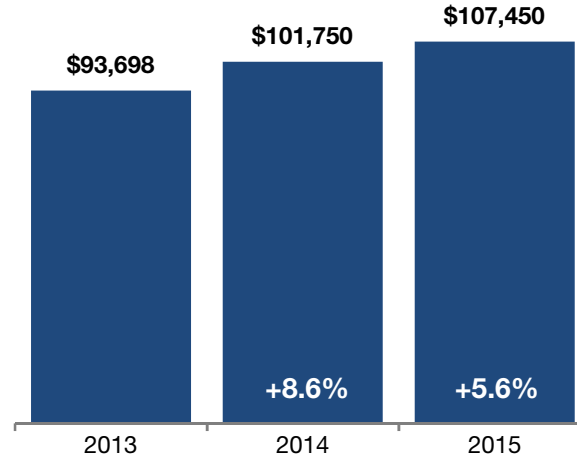
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## September

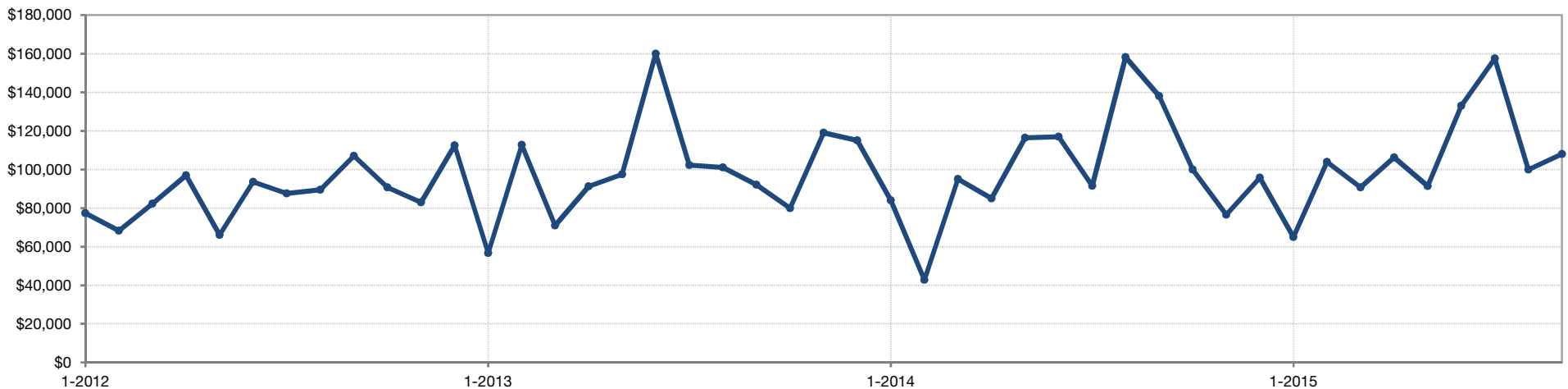


## Year To Date



Month	Prior Year	Current Year	+ / -
October	\$80,000	\$100,000	+25.0%
November	\$119,000	\$76,500	-35.7%
December	\$115,000	\$95,750	-16.7%
January	\$84,000	\$65,000	-22.6%
February	\$42,750	\$103,950	+143.2%
March	\$95,000	\$90,750	-4.5%
April	\$85,000	\$106,250	+25.0%
May	\$116,450	\$91,400	-21.5%
June	\$117,000	\$133,000	+13.7%
July	\$91,500	\$157,500	+72.1%
August	\$158,250	\$100,000	-36.8%
September	\$138,000	\$108,000	-21.7%
<b>12-Month Med</b>	<b>\$101,000</b>	<b>\$101,000</b>	<b>0.0%</b>

## Historical Median Sales Price

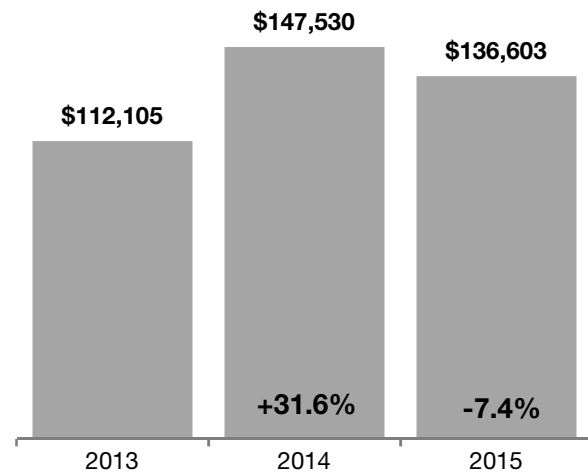


# Average Sales Price

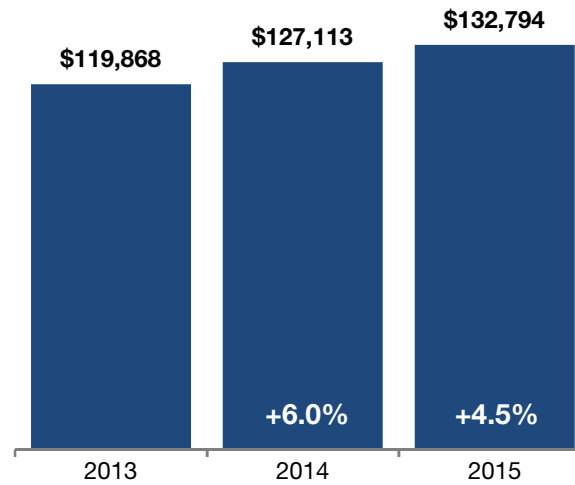
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September

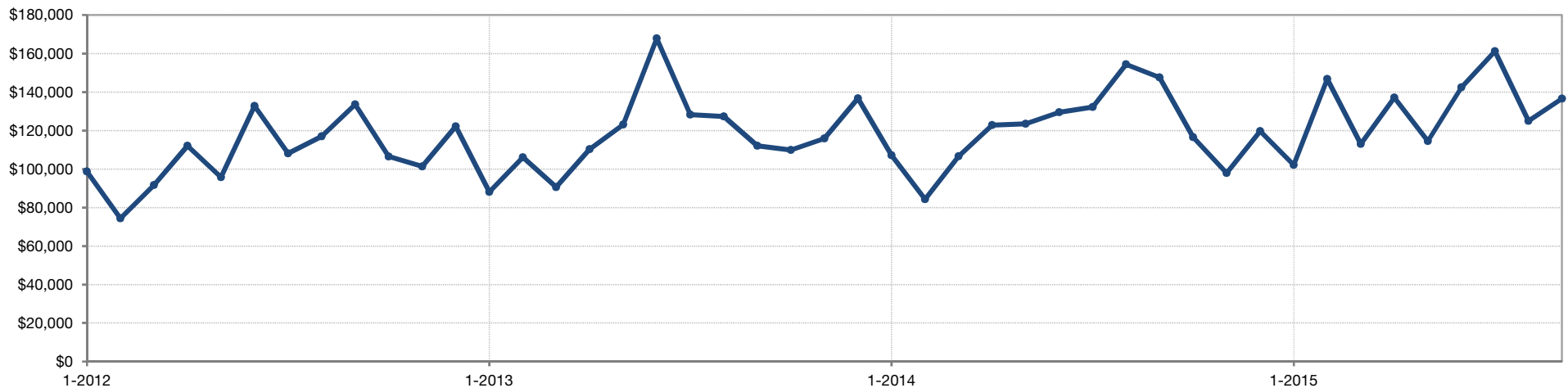


## Year To Date



Month	Prior Year	Current Year	+ / -
October	\$109,937	\$116,577	+6.0%
November	\$115,924	\$97,838	-15.6%
December	\$136,699	\$119,691	-12.4%
January	\$107,128	\$102,098	-4.7%
February	\$84,255	\$146,779	+74.2%
March	\$106,591	\$112,977	+6.0%
April	\$122,795	\$137,028	+11.6%
May	\$123,486	\$114,459	-7.3%
June	\$129,443	\$142,454	+10.1%
July	\$132,243	\$161,226	+21.9%
August	\$154,350	\$124,926	-19.1%
September	\$147,530	\$136,603	-7.4%
<b>12-Month Avg</b>	<b>\$125,247</b>	<b>\$126,644</b>	<b>+1.1%</b>

## Historical Average Sales Price



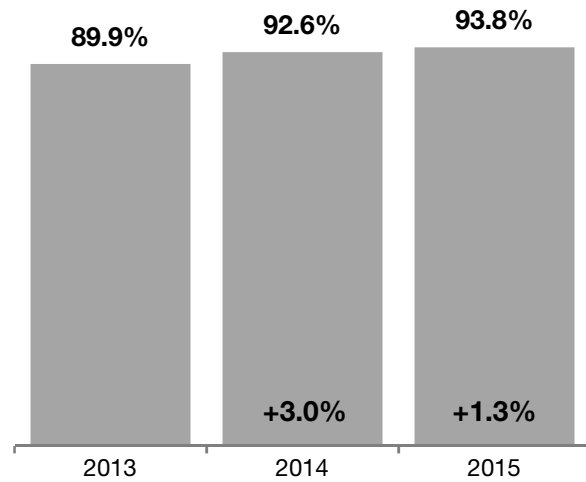


# Percent of Original List Price Received

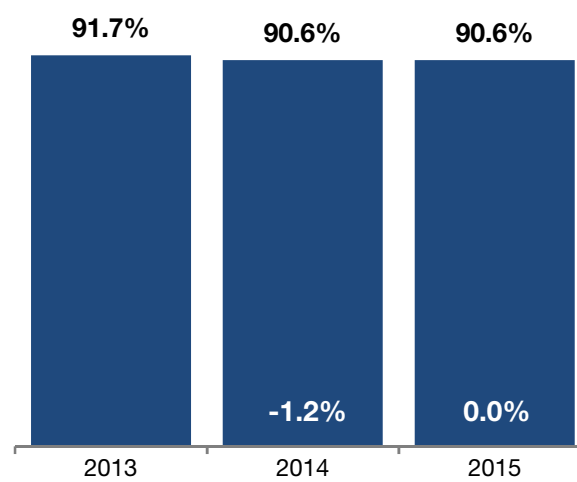
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## September

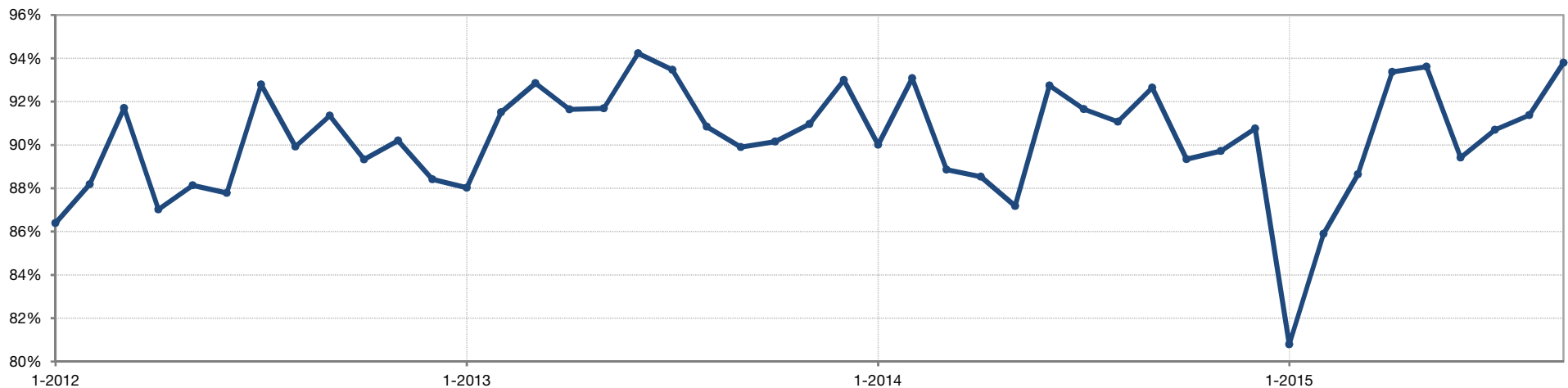


## Year To Date



Month	Prior Year	Current Year	+ / -
October	90.2%	89.3%	-1.0%
November	91.0%	89.7%	-1.4%
December	93.0%	90.8%	-2.4%
January	90.0%	80.8%	-10.2%
February	93.1%	85.9%	-7.7%
March	88.9%	88.6%	-0.3%
April	88.5%	93.4%	+5.5%
May	87.2%	93.6%	+7.3%
June	92.7%	89.4%	-3.6%
July	91.7%	90.7%	-1.1%
August	91.1%	91.4%	+0.3%
September	92.6%	93.8%	+1.3%
<b>12-Month Avg</b>	<b>90.8%</b>	<b>90.4%</b>	<b>-0.4%</b>

## Historical Percent of Original List Price Received

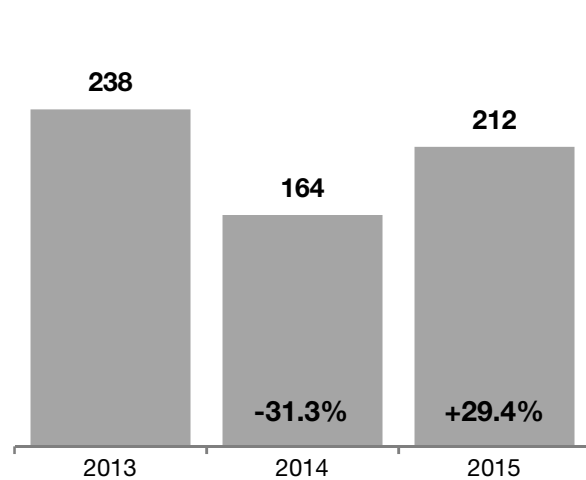


# Housing Affordability Index

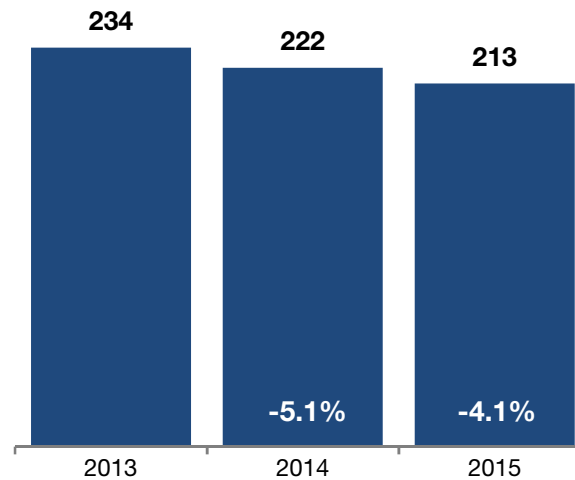
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## September

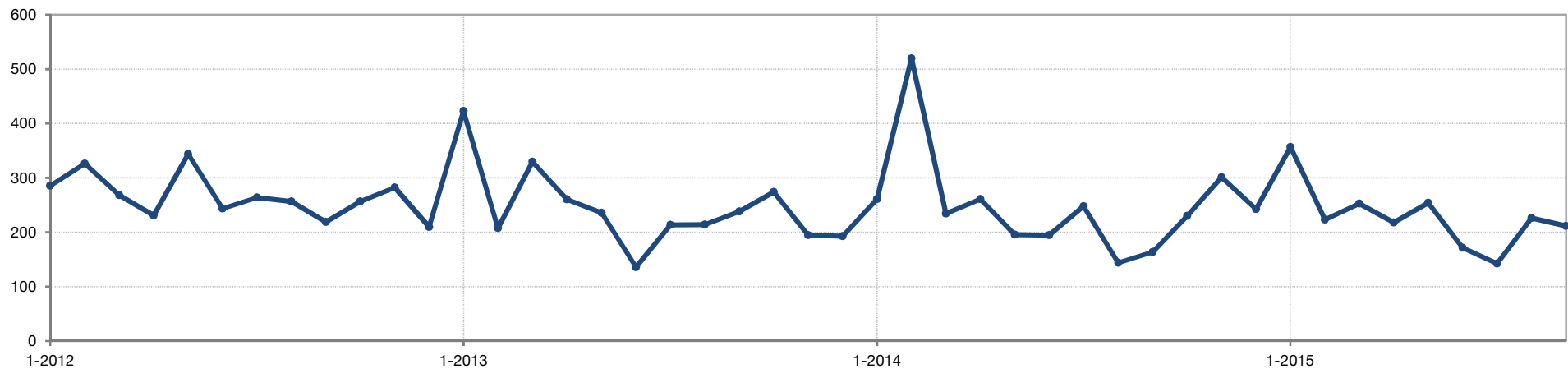


## Year To Date



Month	Prior Year	Current Year	+ / -
October	274	230	-16.1%
November	195	301	+54.6%
December	193	243	+25.9%
January	261	357	+36.7%
February	520	223	-57.1%
March	235	253	+7.7%
April	261	218	-16.4%
May	196	254	+29.9%
June	195	172	-11.9%
July	248	143	-42.6%
August	144	226	+56.9%
September	164	212	+29.4%
<b>12-Month Avg</b>	<b>240</b>	<b>236</b>	<b>+8.1%</b>

## Historical Housing Affordability Index

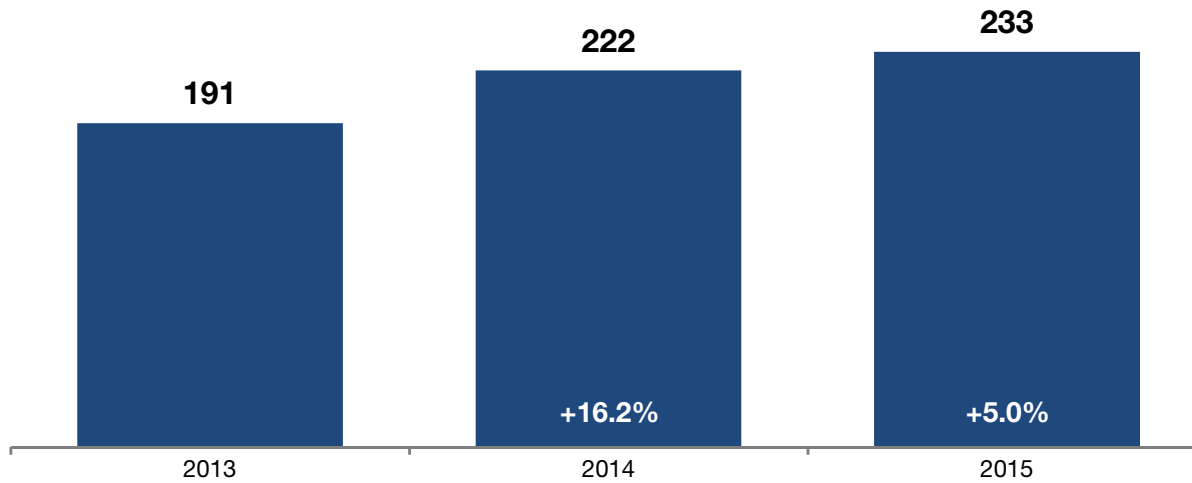


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

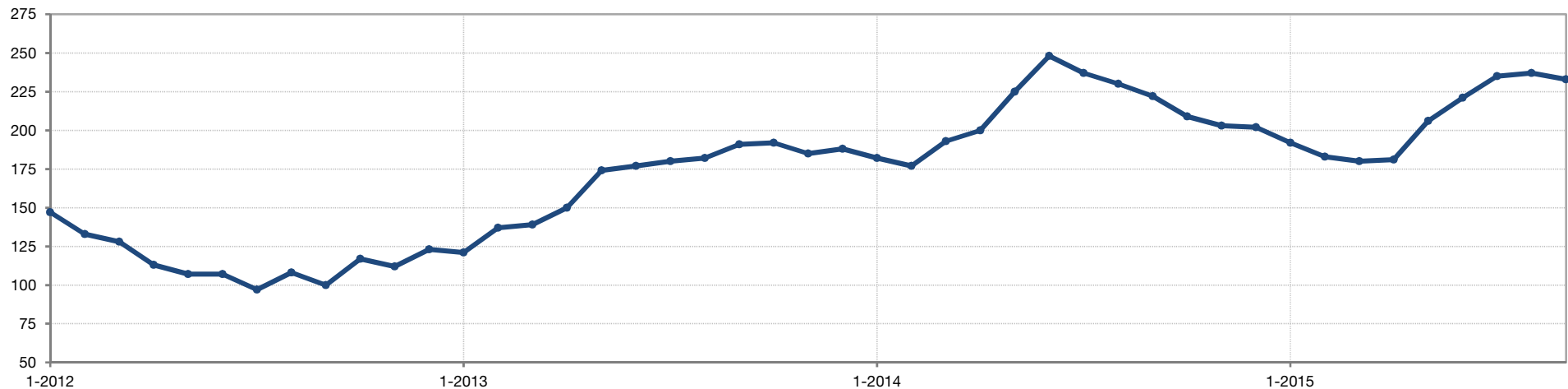


## September



Month	Prior Year	Current Year	+ / -
October	192	209	+8.9%
November	185	203	+9.7%
December	188	202	+7.4%
January	182	192	+5.5%
February	177	183	+3.4%
March	193	180	-6.7%
April	200	181	-9.5%
May	225	206	-8.4%
June	248	221	-10.9%
July	237	235	-0.8%
August	230	237	+3.0%
September	222	233	+5.0%
12-Month Avg	207	207	+0.5%

## Historical Inventory of Homes for Sale

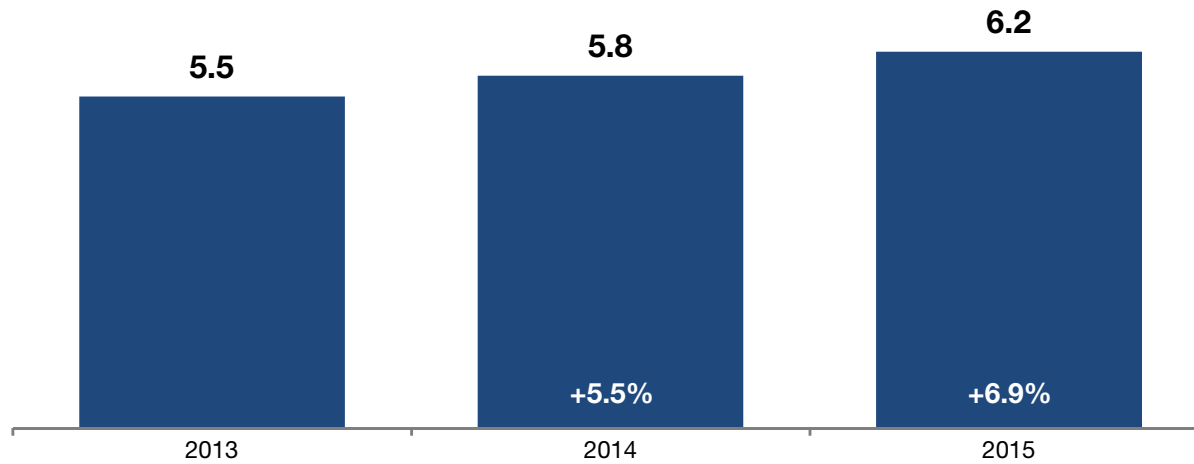


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## September



Month	Prior Year	Current Year	+ / -
October	5.4	5.5	+1.9%
November	5.2	5.3	+1.9%
December	5.2	5.3	+1.9%
January	5.1	5.1	0.0%
February	5.0	4.8	-4.0%
March	5.4	4.7	-13.0%
April	5.6	4.6	-17.9%
May	6.4	5.3	-17.2%
June	6.9	5.8	-15.9%
July	6.5	6.2	-4.6%
August	6.1	6.3	+3.3%
September	5.8	6.2	+6.9%
12-Month Avg	5.7	5.4	-5.3%

## Historical Months Supply of Inventory

