

# Monthly Indicators

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



## October 2015



## Quick Facts

**- 33.3%**      **- 3.7%**      **+ 5.3%**

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.



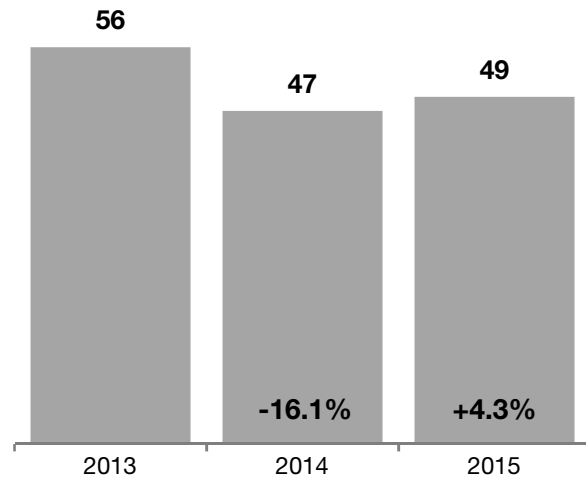
Key Metrics	Historical Sparklines	10-2014	10-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		47	<b>49</b>	+ 4.3%	560	<b>573</b>	+ 2.3%
<b>Pending Sales</b>		42	<b>40</b>	- 4.8%	411	<b>396</b>	- 3.6%
<b>Closed Sales</b>		66	<b>44</b>	- 33.3%	384	<b>367</b>	- 4.4%
<b>Days on Market Until Sale</b>		127	<b>118</b>	- 7.1%	125	<b>124</b>	- 0.8%
<b>Median Sales Price</b>		\$100,000	<b>\$96,350</b>	- 3.7%	\$100,000	<b>\$105,000</b>	+ 5.0%
<b>Average Sales Price</b>		\$116,577	<b>\$118,940</b>	+ 2.0%	\$125,277	<b>\$131,110</b>	+ 4.7%
<b>Percent of Original List Price Received</b>		89.3%	<b>90.3%</b>	+ 1.1%	90.4%	<b>90.6%</b>	+ 0.2%
<b>Housing Affordability Index</b>		230	<b>237</b>	+ 3.2%	230	<b>218</b>	- 5.3%
<b>Inventory of Homes for Sale</b>		209	<b>220</b>	+ 5.3%	--	--	--
<b>Months Supply of Homes for Sale</b>		5.5	<b>6.0</b>	+ 9.1%	--	--	--

# New Listings

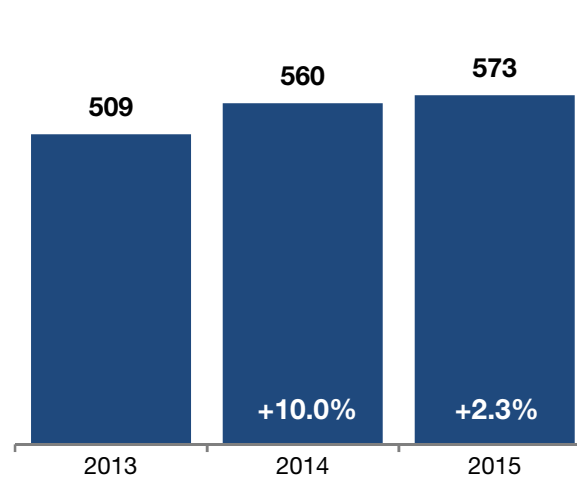
A count of the properties that have been newly listed on the market in a given month.



## October

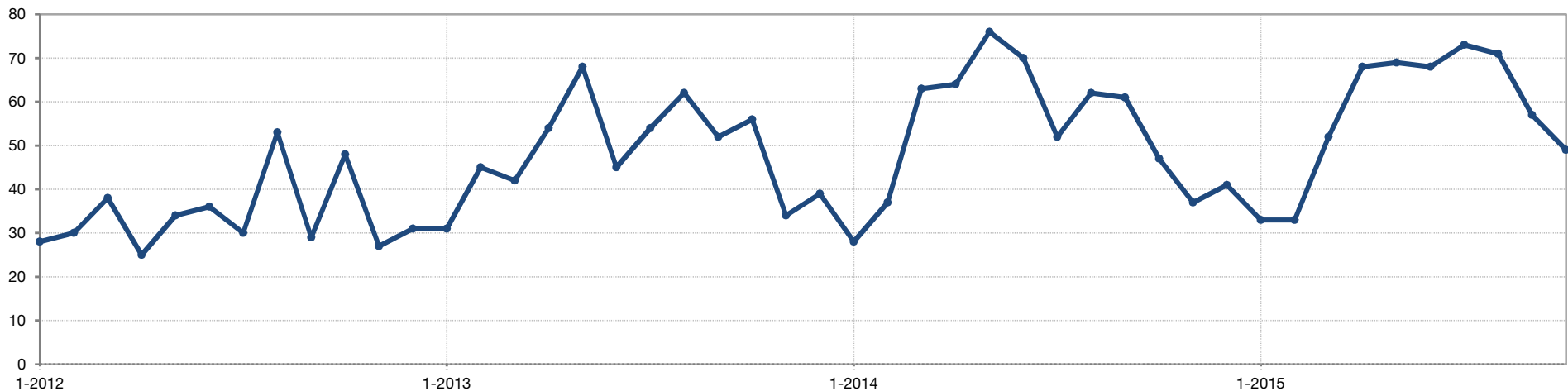


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	47	49	+4.3%
<b>12-Month Avg</b>	<b>53</b>	<b>54</b>	<b>+2.8%</b>

## Historical New Listing Activity

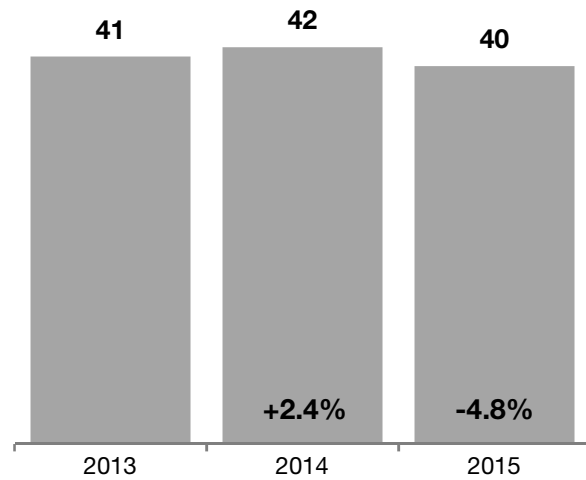


# Pending Sales

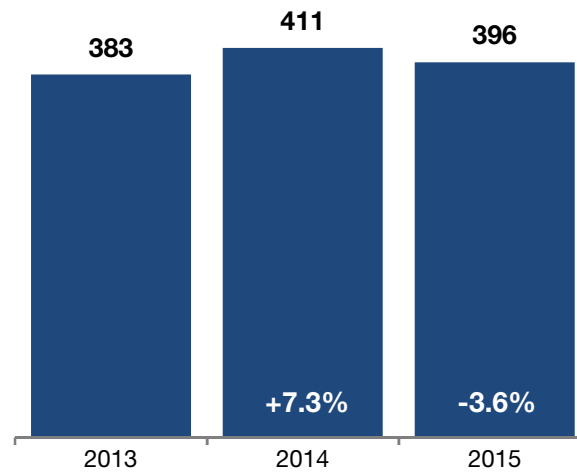
A count of the properties on which contracts have been accepted in a given month.



## October

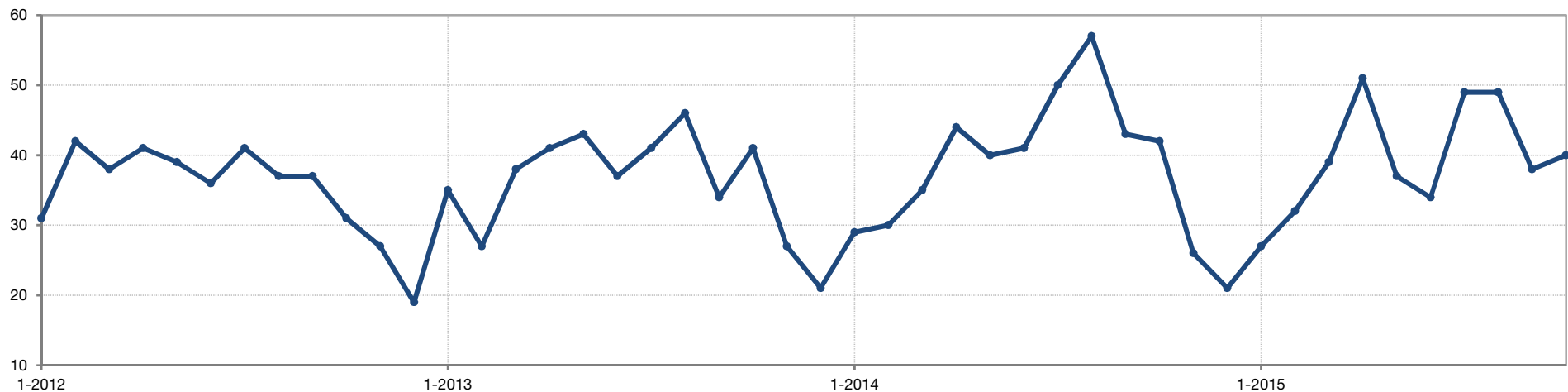


## Year To Date



Month	Prior Year	Current Year	+ / -
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	49	-14.0%
September	43	38	-11.6%
October	42	40	-4.8%
<b>12-Month Avg</b>	<b>38</b>	<b>37</b>	<b>-2.6%</b>

## Historical Pending Sales Activity

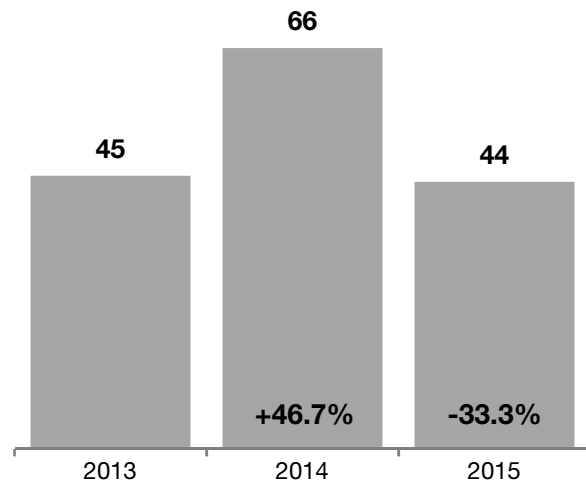


# Closed Sales

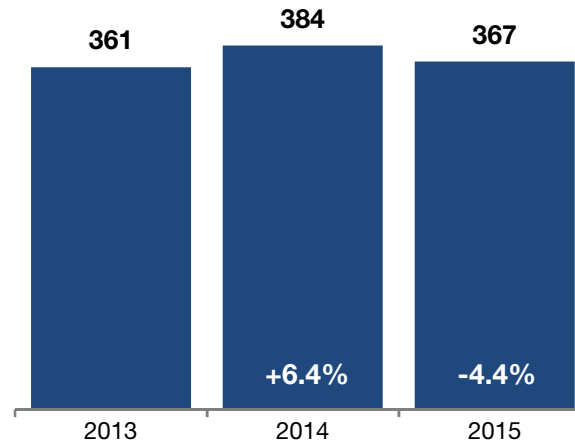
A count of the actual sales that have closed in a given month.



## October

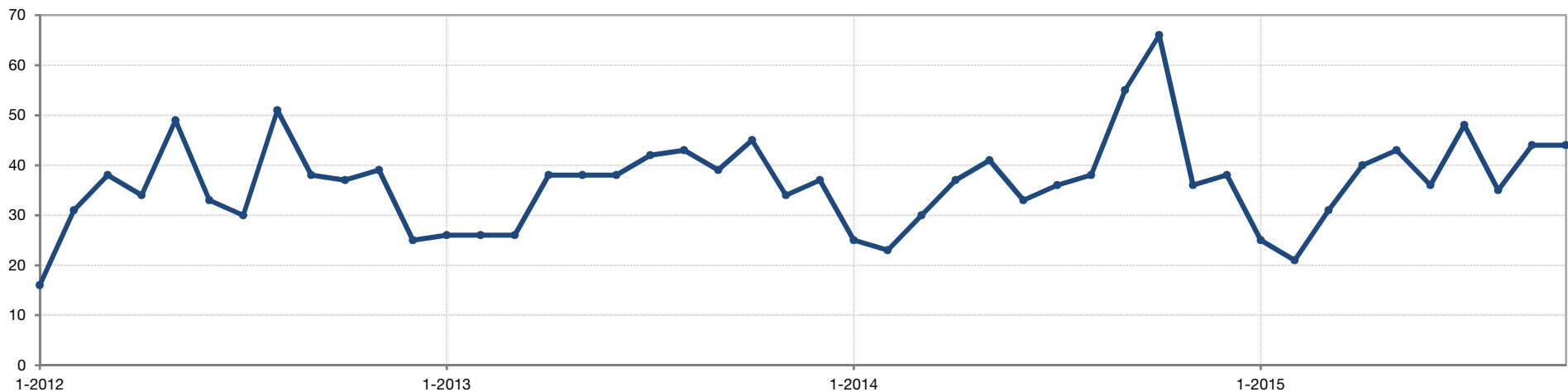


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	66	44	-33.3%
<b>12-Month Avg</b>	<b>38</b>	<b>37</b>	<b>-0.2%</b>

## Historical Closed Sales Activity

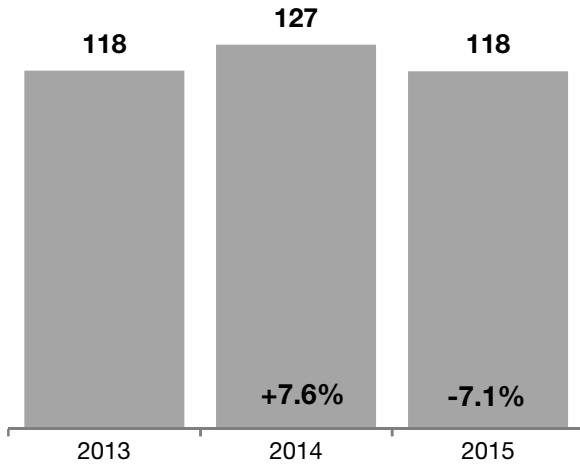


# Days on Market Until Sale

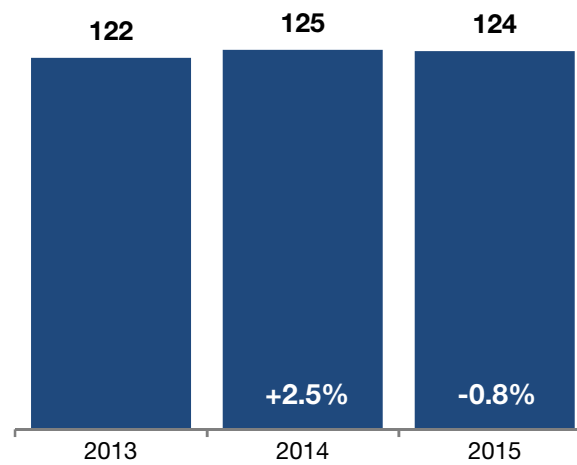
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October

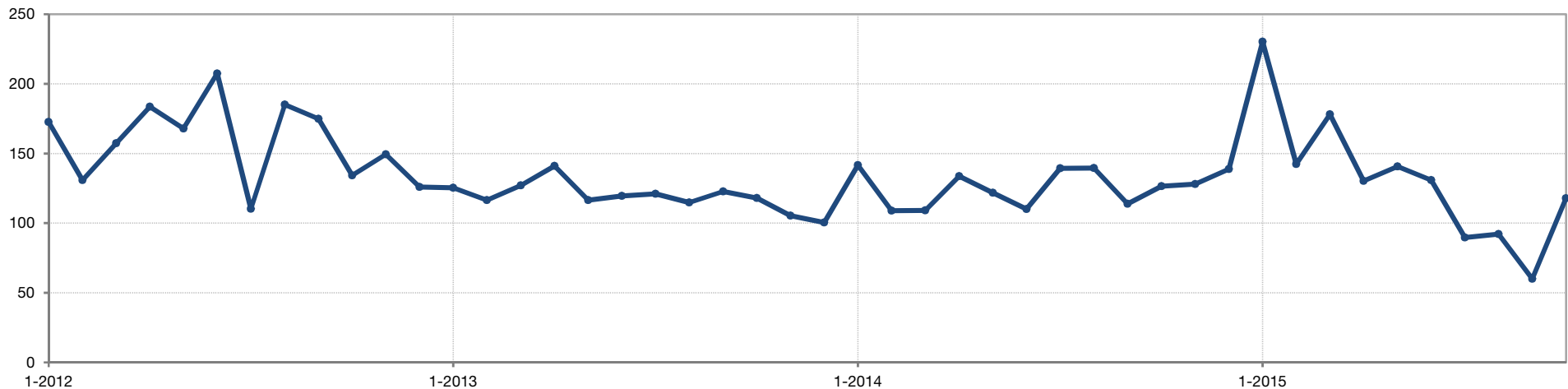


## Year To Date



Month	Prior Year	Current Year	+ / -
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	141	+15.6%
June	110	131	+19.1%
July	139	90	-35.3%
August	140	92	-34.3%
September	114	60	-47.4%
October	127	118	-7.1%
<b>12-Month Avg</b>	<b>121</b>	<b>126</b>	<b>+4.1%</b>

## Historical Days on Market Until Sale

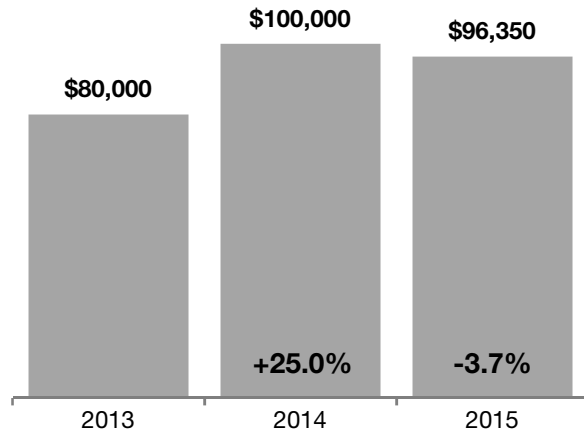


# Median Sales Price

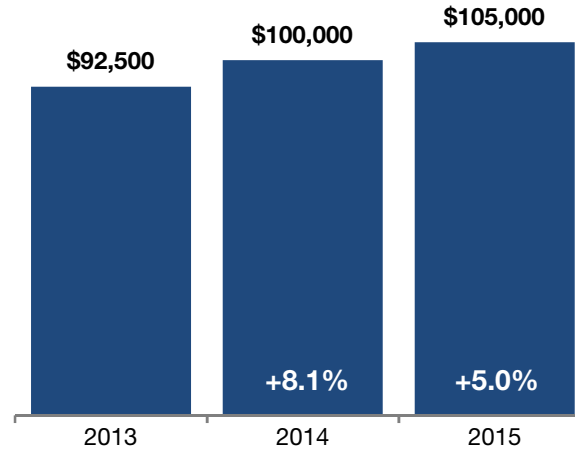
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## October



## Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	\$100,000	\$96,350	-3.7%
<b>12-Month Med</b>	<b>\$105,000</b>	<b>\$100,500</b>	<b>-4.3%</b>

## Historical Median Sales Price

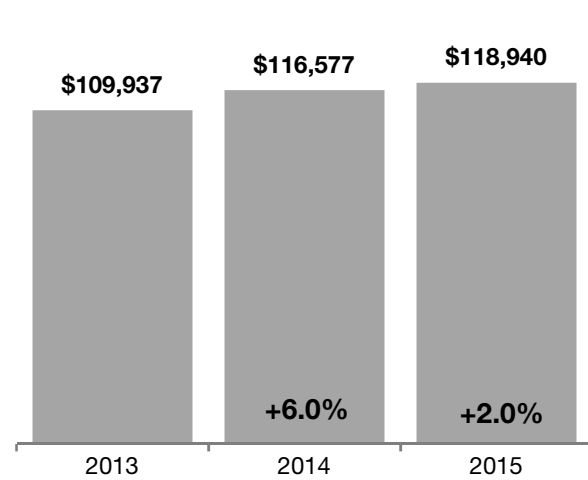


# Average Sales Price

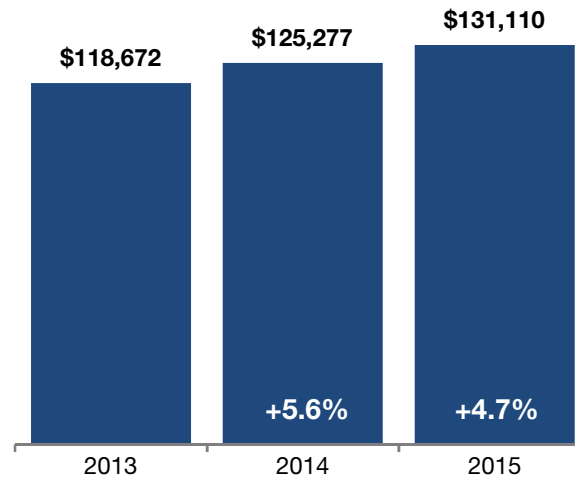
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October

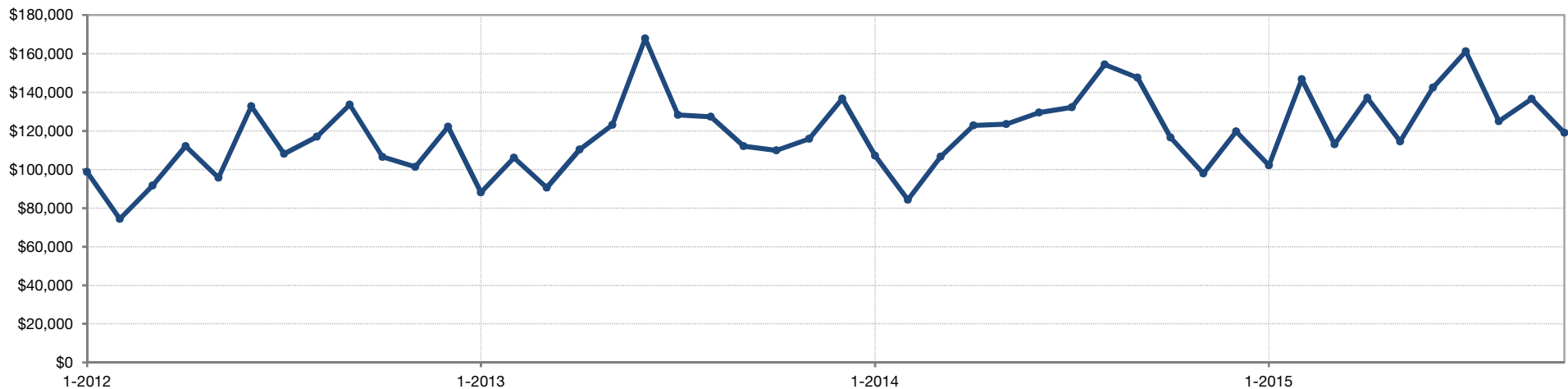


## Year To Date



Month	Prior Year	Current Year	+ / -
November	\$115,924	<b>\$97,838</b>	-15.6%
December	\$136,699	<b>\$119,691</b>	-12.4%
January	\$107,128	<b>\$102,098</b>	-4.7%
February	\$84,255	<b>\$146,779</b>	+74.2%
March	\$106,591	<b>\$112,977</b>	+6.0%
April	\$122,795	<b>\$137,028</b>	+11.6%
May	\$123,486	<b>\$114,459</b>	-7.3%
June	\$129,443	<b>\$142,454</b>	+10.1%
July	\$132,243	<b>\$161,226</b>	+21.9%
August	\$154,350	<b>\$124,926</b>	-19.1%
September	\$147,530	<b>\$136,603</b>	-7.4%
October	\$116,577	<b>\$118,940</b>	+2.0%
<b>12-Month Avg</b>	<b>\$125,462</b>	<b>\$127,367</b>	<b>+1.5%</b>

## Historical Average Sales Price





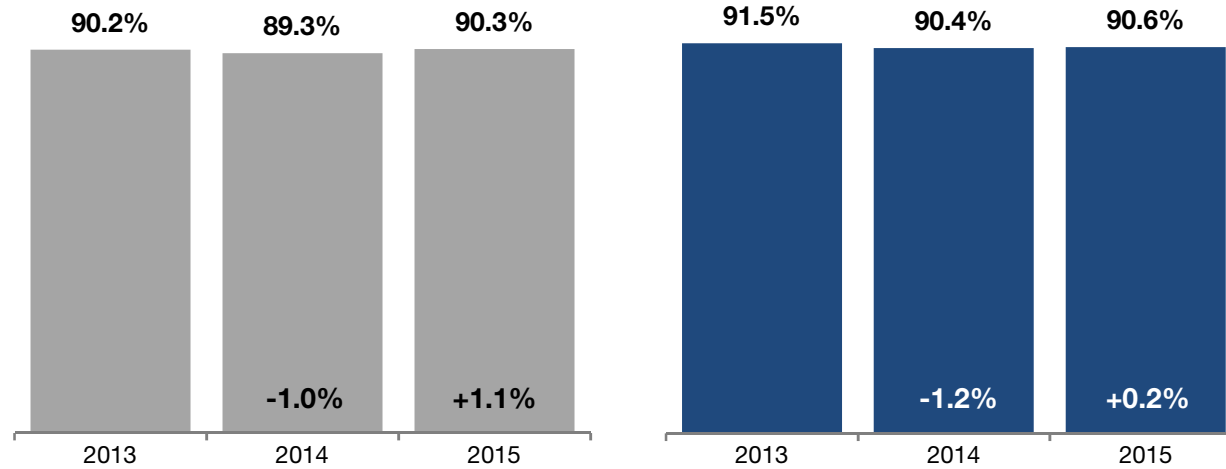
# Percent of Original List Price Received

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.



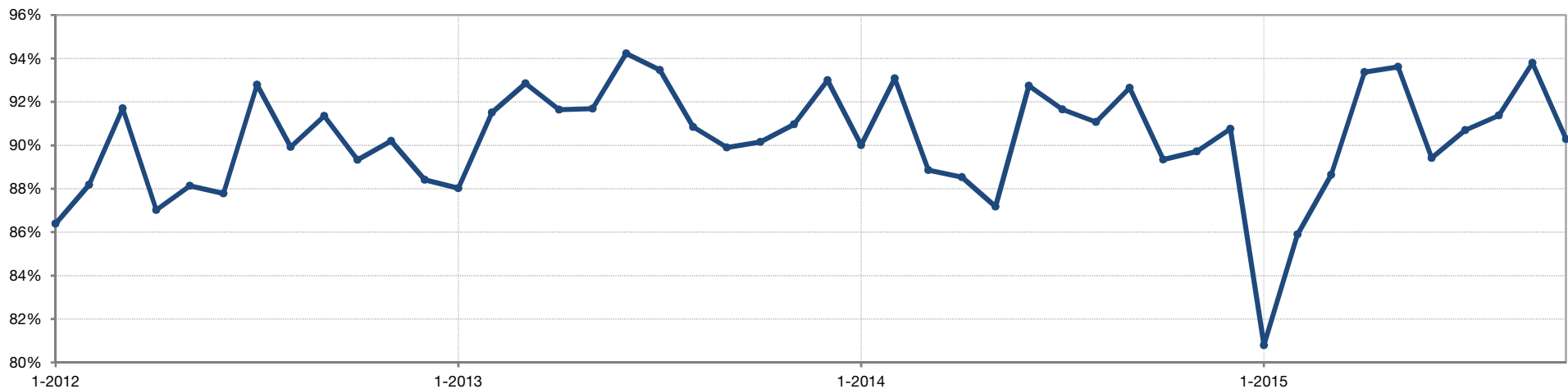
## October

## Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	89.3%	90.3%	+1.1%
<b>12-Month Avg</b>	<b>90.6%</b>	<b>90.5%</b>	<b>-0.1%</b>

## Historical Percent of Original List Price Received

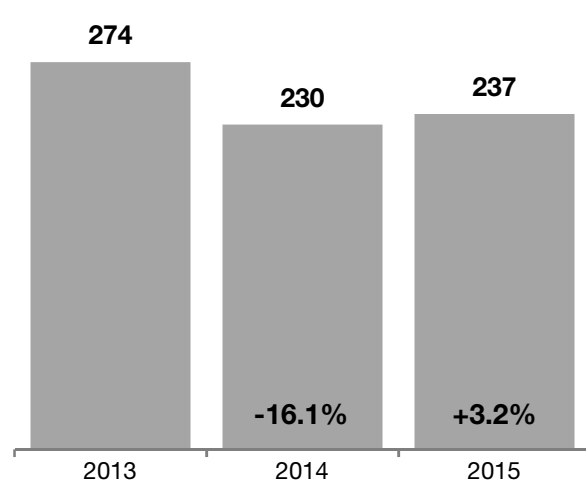


# Housing Affordability Index

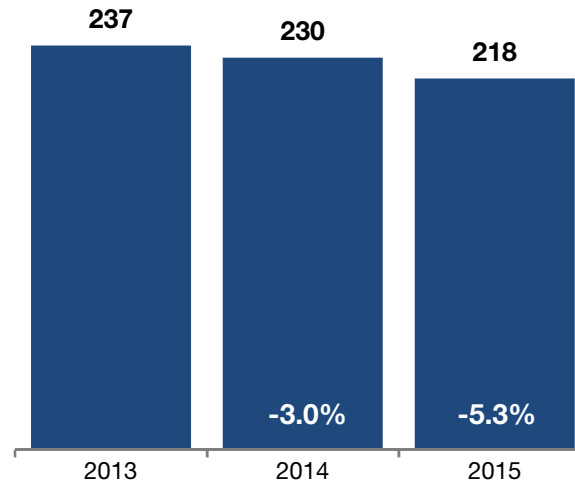
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## October

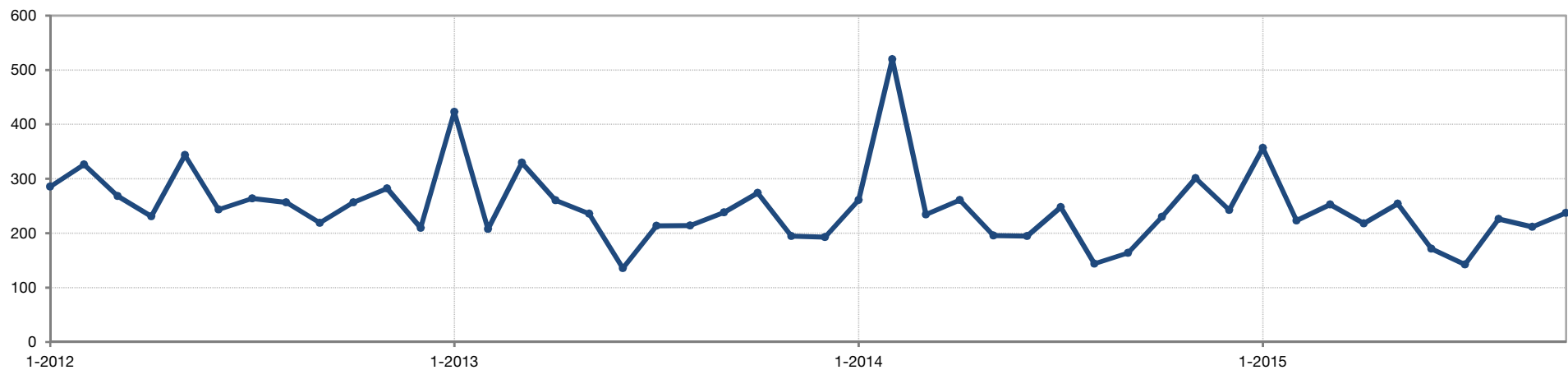


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
October	230	237	+3.2%
<b>12-Month Avg</b>	<b>237</b>	<b>236</b>	<b>+9.7%</b>

## Historical Housing Affordability Index

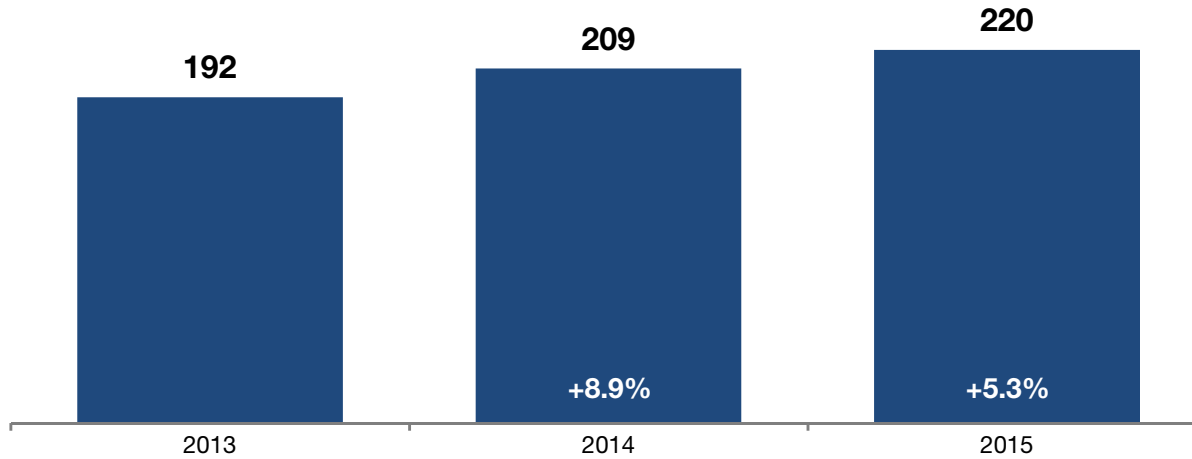


# Inventory of Homes for Sale

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

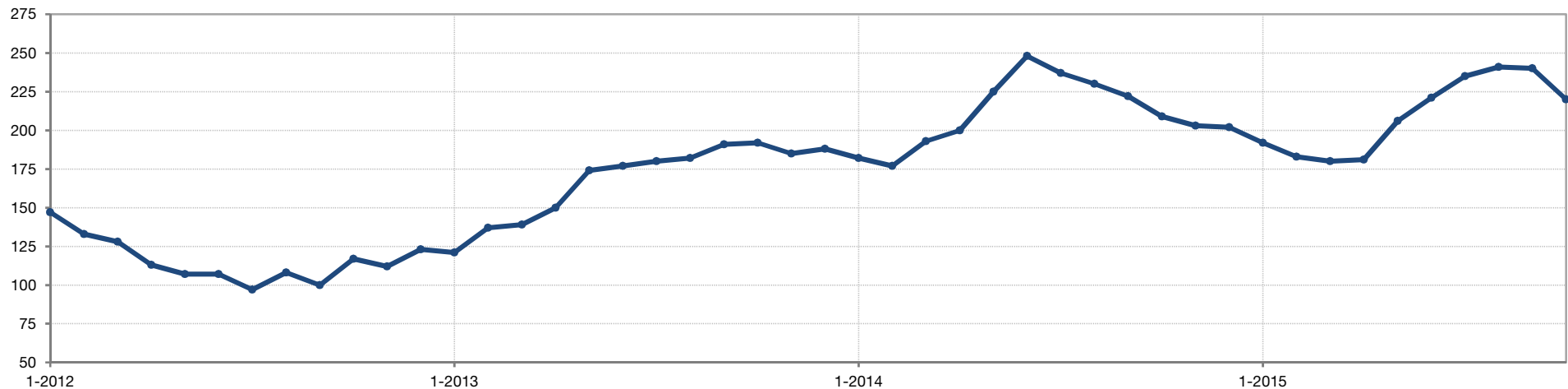


## October



Month	Prior Year	Current Year	+ / -
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	241	+4.8%
September	222	240	+8.1%
October	209	220	+5.3%
<b>12-Month Avg</b>	<b>208</b>	<b>209</b>	<b>+0.7%</b>

## Historical Inventory of Homes for Sale

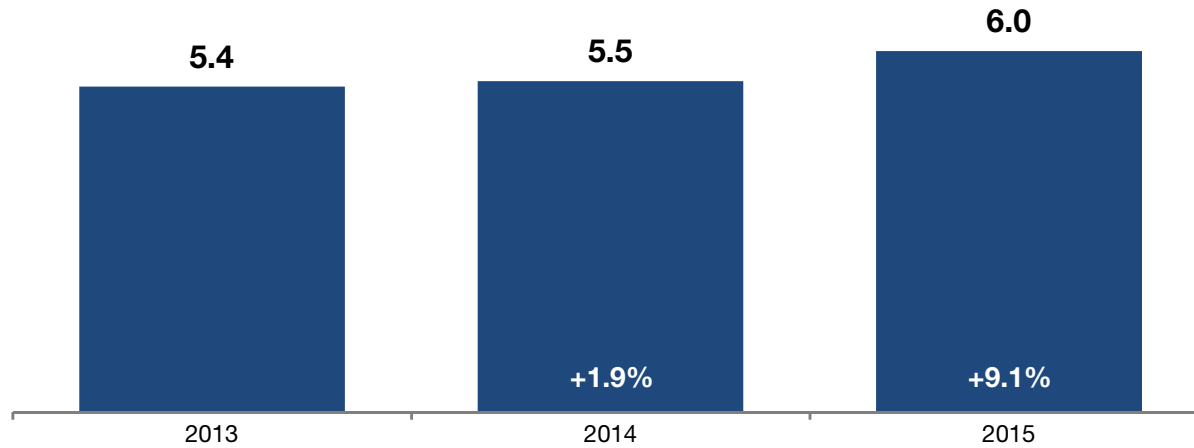


# Months Supply of Inventory

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.



## October



Month	Prior Year	Current Year	+ / -
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	6.4	+4.9%
September	5.8	6.5	+12.1%
October	5.5	6.0	+9.1%
12-Month Avg	5.7	5.5	-3.5%

## Historical Months Supply of Inventory

