

Monthly Indicators

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



January 2016



Quick Facts

+ 4.0% **+ 78.5%** **+ 7.3%**

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.



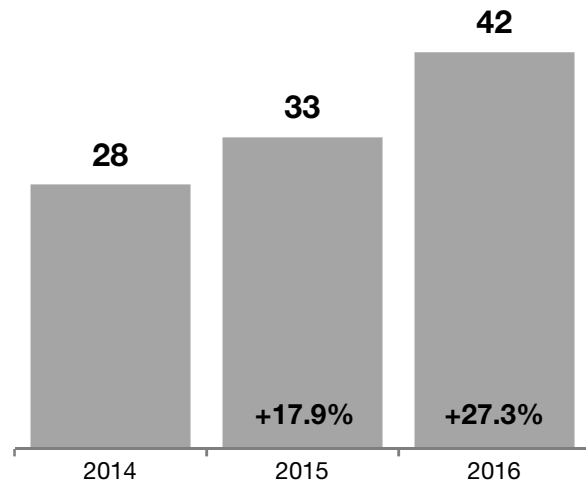
| Key Metrics | Historical Sparklines | 1-2015 | 1-2016 | + / - | YTD 2015 | YTD 2016 | + / - |
|--|-----------------------|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | | 33 | 42 | + 27.3% | 33 | 42 | + 27.3% |
| Pending Sales | | 27 | 33 | + 22.2% | 27 | 33 | + 22.2% |
| Closed Sales | | 25 | 26 | + 4.0% | 25 | 26 | + 4.0% |
| Days on Market Until Sale | | 230 | 141 | - 38.7% | 230 | 141 | - 38.7% |
| Median Sales Price | | \$65,000 | \$116,000 | + 78.5% | \$65,000 | \$116,000 | + 78.5% |
| Average Sales Price | | \$102,098 | \$126,396 | + 23.8% | \$102,098 | \$126,396 | + 23.8% |
| Percent of Original List Price Received | | 80.8% | 93.5% | + 15.7% | 80.8% | 93.5% | + 15.7% |
| Housing Affordability Index | | 357 | 201 | - 43.8% | 357 | 201 | - 43.8% |
| Inventory of Homes for Sale | | 192 | 206 | + 7.3% | -- | -- | -- |
| Months Supply of Homes for Sale | | 5.1 | 5.4 | + 5.9% | -- | -- | -- |

New Listings

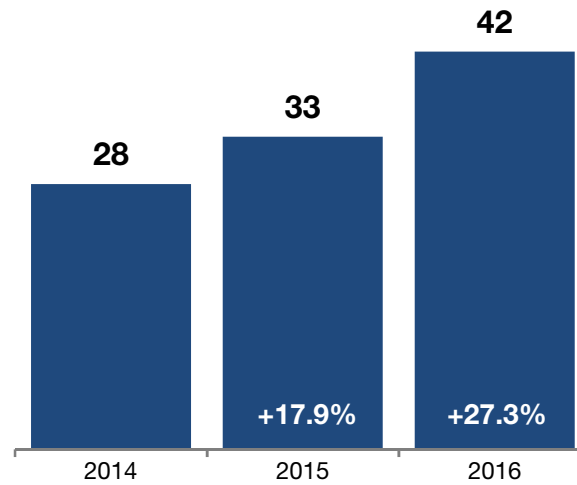
A count of the properties that have been newly listed on the market in a given month.



January

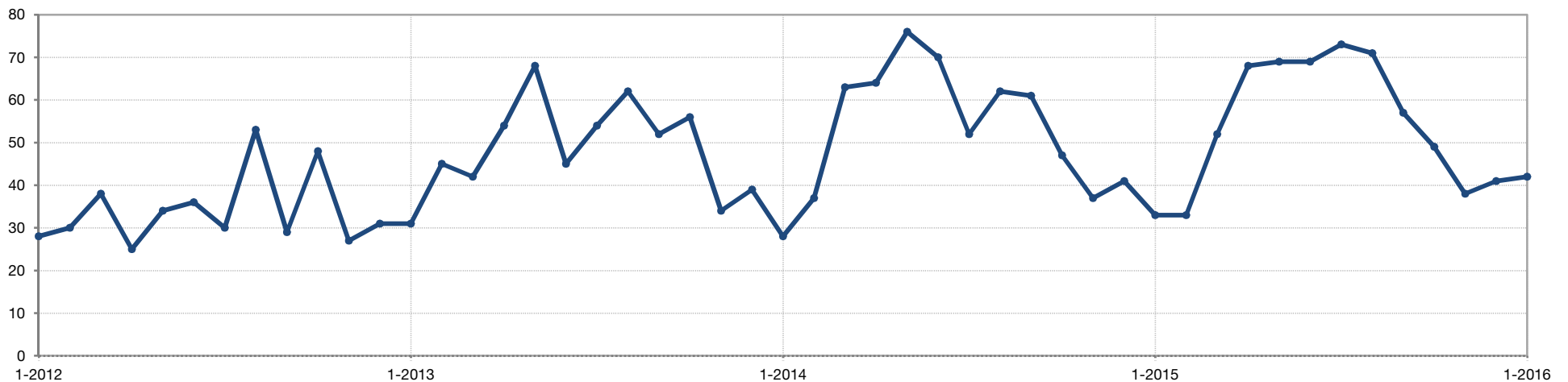


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| February 2015 | 37 | 33 | -10.8% |
| March 2015 | 63 | 52 | -17.5% |
| April 2015 | 64 | 68 | +6.3% |
| May 2015 | 76 | 69 | -9.2% |
| June 2015 | 70 | 69 | -1.4% |
| July 2015 | 52 | 73 | +40.4% |
| August 2015 | 62 | 71 | +14.5% |
| September 2015 | 61 | 57 | -6.6% |
| October 2015 | 47 | 49 | +4.3% |
| November 2015 | 37 | 38 | +2.7% |
| December 2015 | 41 | 41 | 0.0% |
| January 2016 | 33 | 42 | +27.3% |
| 12-Month Avg | 54 | 55 | +3.0% |

Historical New Listing Activity

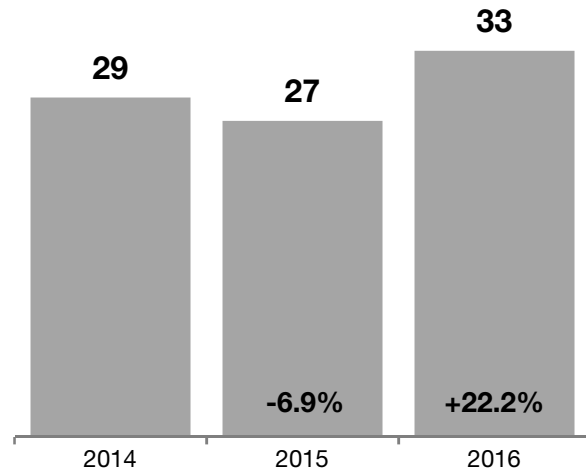


Pending Sales

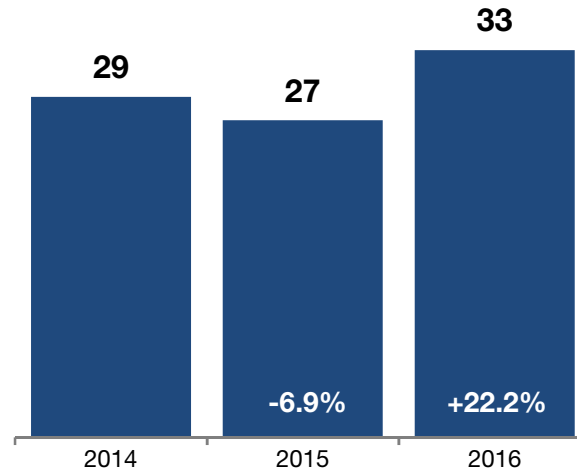
A count of the properties on which contracts have been accepted in a given month.



January

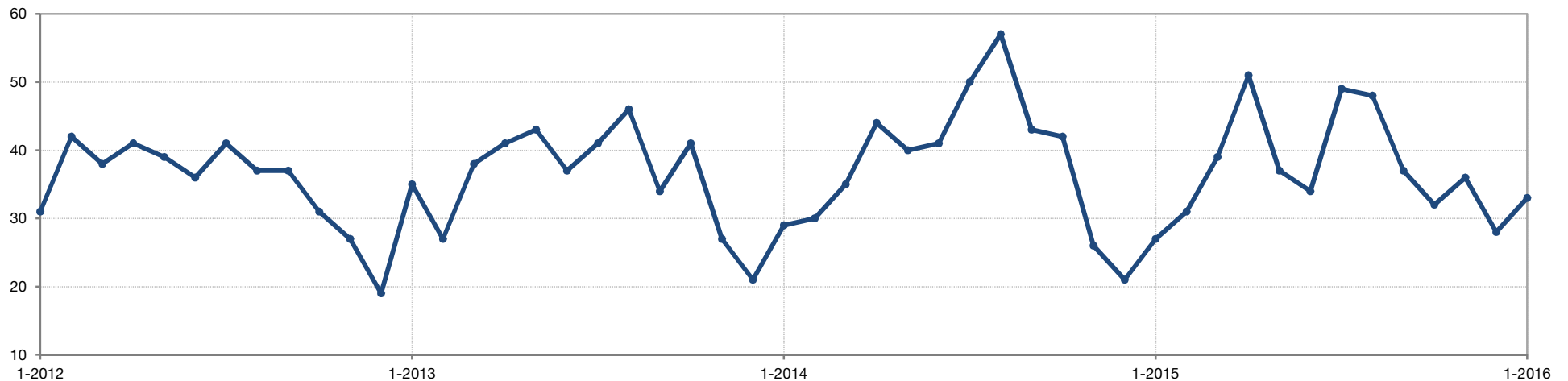


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| February 2015 | 30 | 31 | +3.3% |
| March 2015 | 35 | 39 | +11.4% |
| April 2015 | 44 | 51 | +15.9% |
| May 2015 | 40 | 37 | -7.5% |
| June 2015 | 41 | 34 | -17.1% |
| July 2015 | 50 | 49 | -2.0% |
| August 2015 | 57 | 48 | -15.8% |
| September 2015 | 43 | 37 | -14.0% |
| October 2015 | 42 | 32 | -23.8% |
| November 2015 | 26 | 36 | +38.5% |
| December 2015 | 21 | 28 | +33.3% |
| January 2016 | 27 | 33 | +22.2% |
| 12-Month Avg | 38 | 38 | 0.0% |

Historical Pending Sales Activity

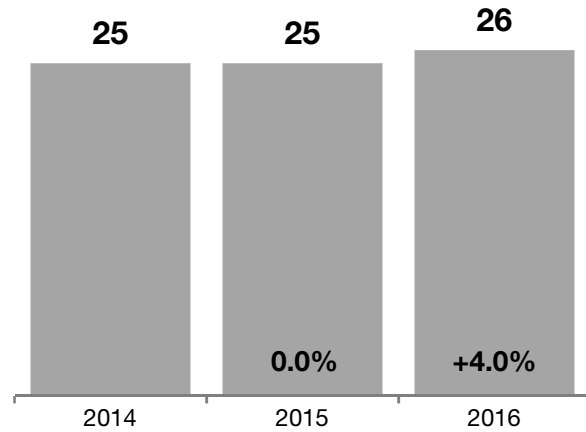


Closed Sales

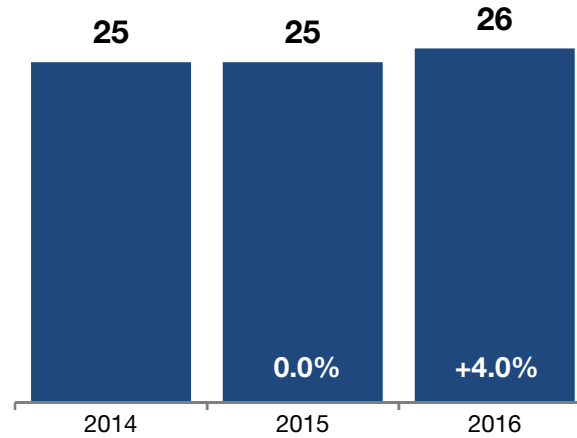
A count of the actual sales that have closed in a given month.



January

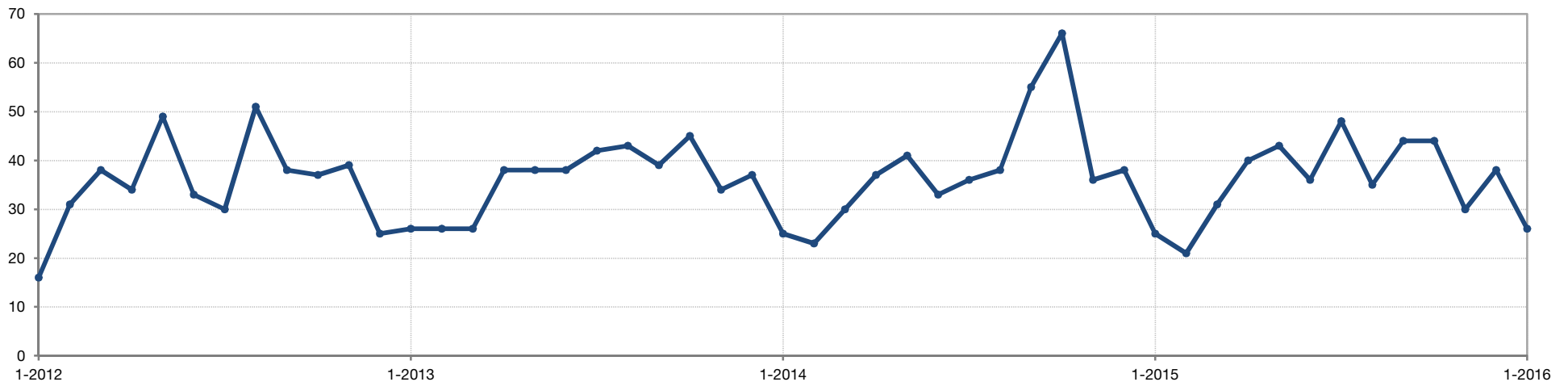


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| February 2015 | 23 | 21 | -8.7% |
| March 2015 | 30 | 31 | +3.3% |
| April 2015 | 37 | 40 | +8.1% |
| May 2015 | 41 | 43 | +4.9% |
| June 2015 | 33 | 36 | +9.1% |
| July 2015 | 36 | 48 | +33.3% |
| August 2015 | 38 | 35 | -7.9% |
| September 2015 | 55 | 44 | -20.0% |
| October 2015 | 66 | 44 | -33.3% |
| November 2015 | 36 | 30 | -16.7% |
| December 2015 | 38 | 38 | 0.0% |
| January 2016 | 25 | 26 | +4.0% |
| 12-Month Avg | 38 | 36 | -2.0% |

Historical Closed Sales Activity

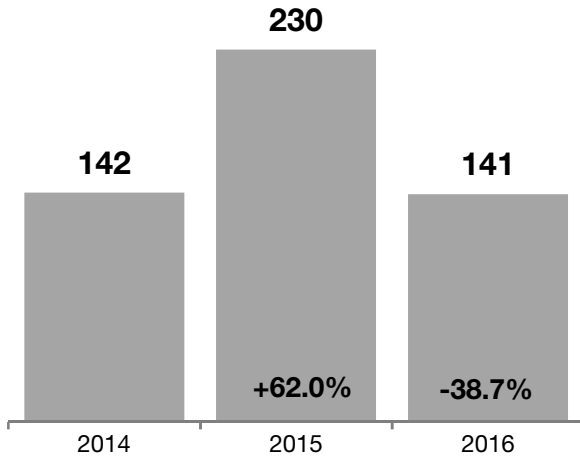


Days on Market Until Sale

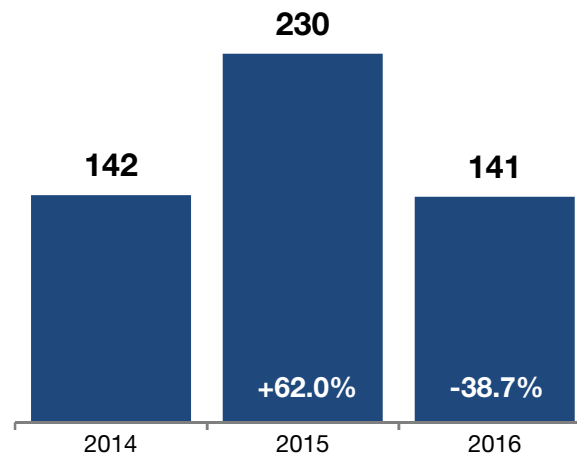
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

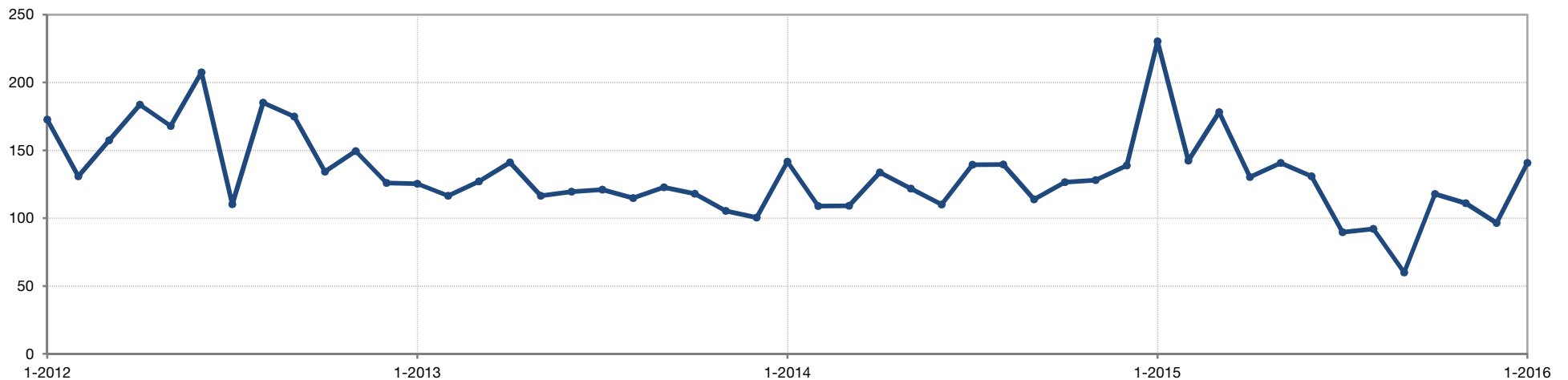


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| February 2015 | 109 | 142 | +30.3% |
| March 2015 | 109 | 178 | +63.3% |
| April 2015 | 134 | 130 | -3.0% |
| May 2015 | 122 | 141 | +15.6% |
| June 2015 | 110 | 131 | +19.1% |
| July 2015 | 139 | 90 | -35.3% |
| August 2015 | 140 | 92 | -34.3% |
| September 2015 | 114 | 60 | -47.4% |
| October 2015 | 127 | 118 | -7.1% |
| November 2015 | 128 | 111 | -13.3% |
| December 2015 | 139 | 96 | -30.9% |
| January 2016 | 230 | 141 | -38.7% |
| 12-Month Avg | 131 | 116 | -11.5% |

Historical Days on Market Until Sale

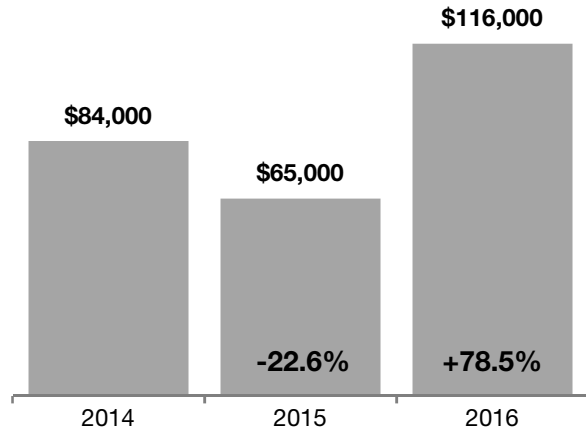


Median Sales Price

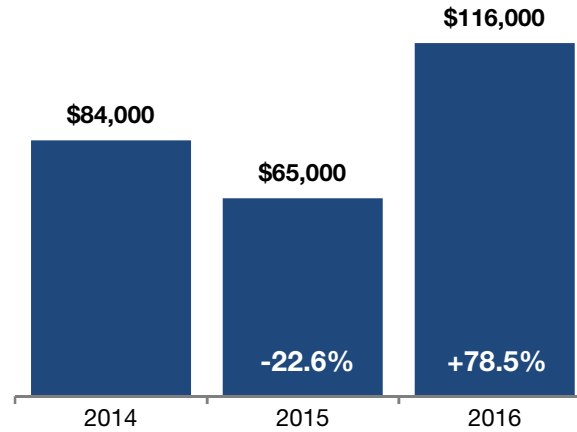
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

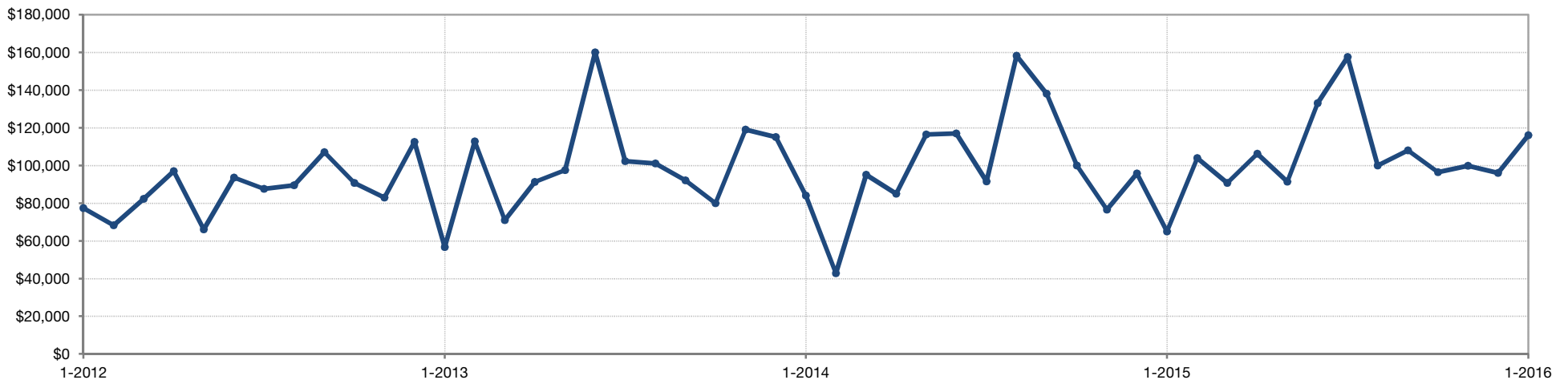


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|-----------------|------------------|---------------|
| February 2015 | \$42,750 | \$103,950 | +143.2% |
| March 2015 | \$95,000 | \$90,750 | -4.5% |
| April 2015 | \$85,000 | \$106,250 | +25.0% |
| May 2015 | \$116,450 | \$91,400 | -21.5% |
| June 2015 | \$117,000 | \$133,000 | +13.7% |
| July 2015 | \$91,500 | \$157,500 | +72.1% |
| August 2015 | \$158,250 | \$100,000 | -36.8% |
| September 2015 | \$138,000 | \$108,000 | -21.7% |
| October 2015 | \$100,000 | \$96,350 | -3.7% |
| November 2015 | \$76,500 | \$99,750 | +30.4% |
| December 2015 | \$95,750 | \$96,000 | +0.3% |
| January 2016 | \$65,000 | \$116,000 | +78.5% |
| 12-Month Med | \$100,000 | \$105,000 | +5.0% |

Historical Median Sales Price

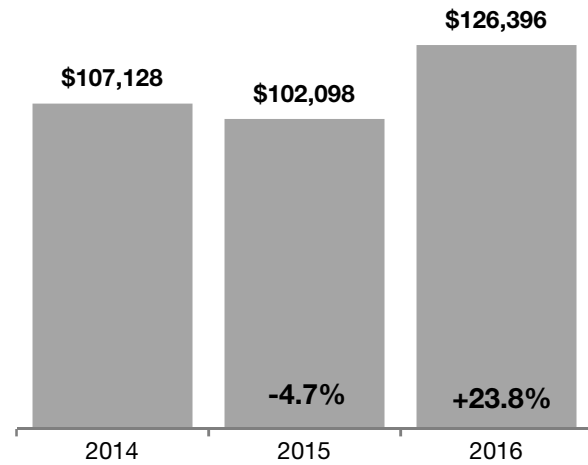


Average Sales Price

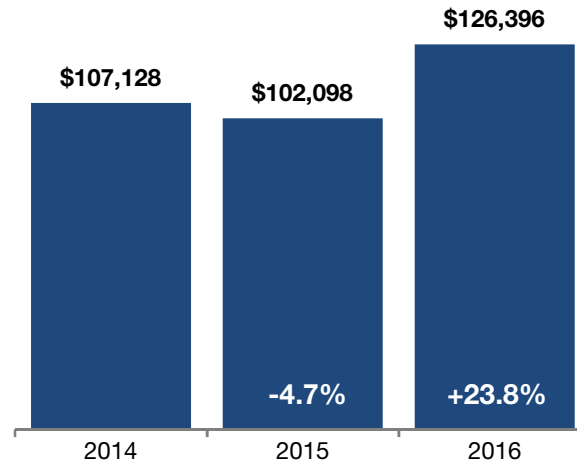
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

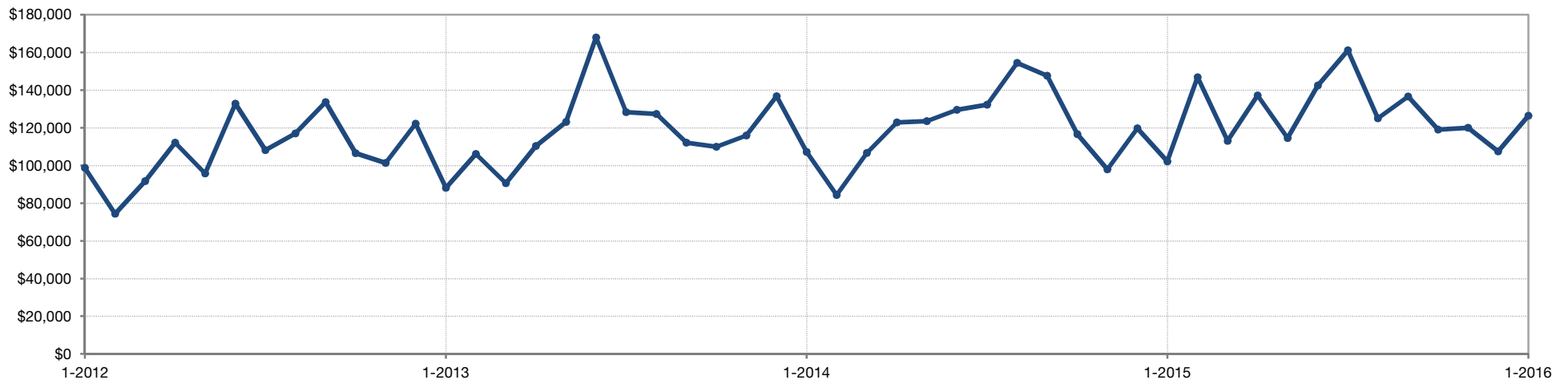


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|---------------|
| February 2015 | \$84,255 | \$146,779 | +74.2% |
| March 2015 | \$106,591 | \$112,977 | +6.0% |
| April 2015 | \$122,795 | \$137,028 | +11.6% |
| May 2015 | \$123,486 | \$114,459 | -7.3% |
| June 2015 | \$129,443 | \$142,454 | +10.1% |
| July 2015 | \$132,243 | \$161,059 | +21.8% |
| August 2015 | \$154,350 | \$124,926 | -19.1% |
| September 2015 | \$147,530 | \$136,603 | -7.4% |
| October 2015 | \$116,577 | \$118,940 | +2.0% |
| November 2015 | \$97,838 | \$119,902 | +22.6% |
| December 2015 | \$119,691 | \$107,423 | -10.2% |
| January 2016 | \$102,098 | \$126,396 | +23.8% |
| 12-Month Avg | \$122,413 | \$129,438 | +5.7% |

Historical Average Sales Price

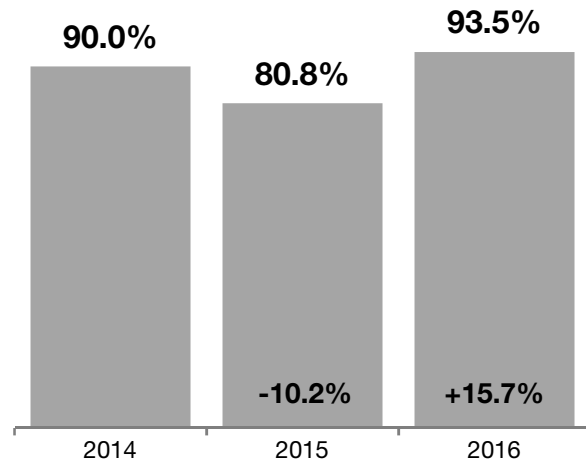


Percent of Original List Price Received

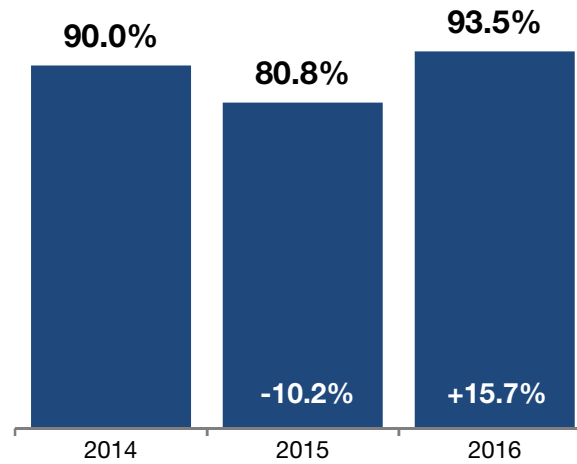
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

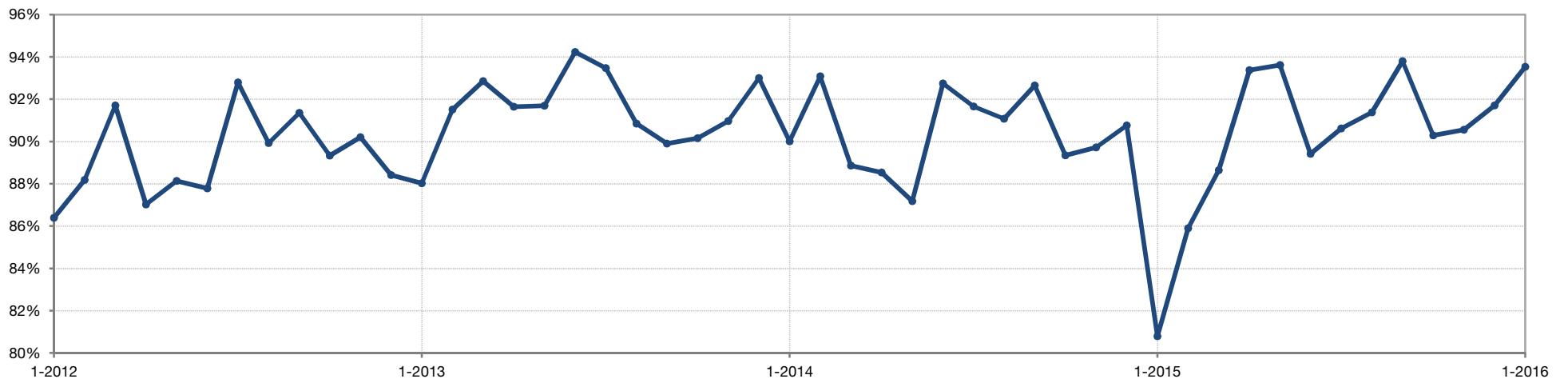


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|---------------|
| February 2015 | 93.1% | 85.9% | -7.7% |
| March 2015 | 88.9% | 88.6% | -0.3% |
| April 2015 | 88.5% | 93.4% | +5.5% |
| May 2015 | 87.2% | 93.6% | +7.3% |
| June 2015 | 92.7% | 89.4% | -3.6% |
| July 2015 | 91.7% | 90.6% | -1.2% |
| August 2015 | 91.1% | 91.4% | +0.3% |
| September 2015 | 92.6% | 93.8% | +1.3% |
| October 2015 | 89.3% | 90.3% | +1.1% |
| November 2015 | 89.7% | 90.6% | +1.0% |
| December 2015 | 90.8% | 91.7% | +1.0% |
| January 2016 | 80.8% | 93.5% | +15.7% |
| 12-Month Avg | 89.9% | 91.3% | +1.6% |

Historical Percent of Original List Price Received

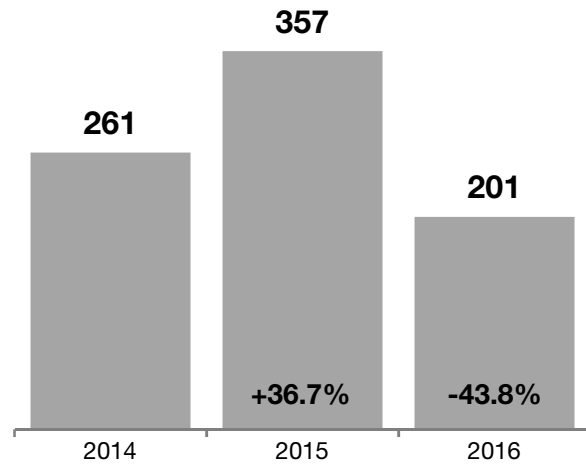


Housing Affordability Index

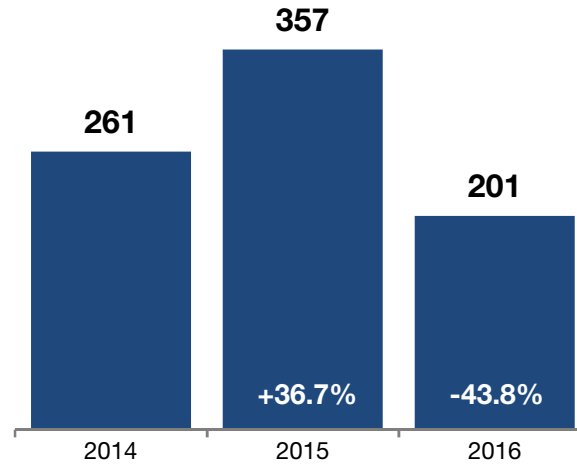
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



January

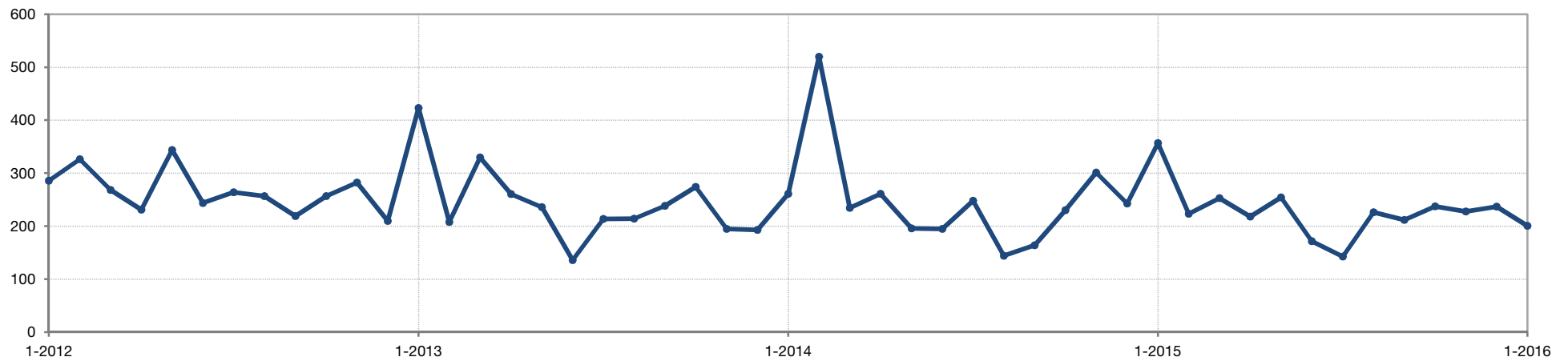


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| February 2015 | 520 | 223 | -57.1% |
| March 2015 | 235 | 253 | +7.7% |
| April 2015 | 261 | 218 | -16.4% |
| May 2015 | 196 | 254 | +29.9% |
| June 2015 | 195 | 172 | -11.9% |
| July 2015 | 248 | 143 | -42.6% |
| August 2015 | 144 | 226 | +56.9% |
| September 2015 | 164 | 212 | +29.4% |
| October 2015 | 230 | 237 | +3.2% |
| November 2015 | 301 | 227 | -24.4% |
| December 2015 | 243 | 237 | -2.3% |
| January 2016 | 357 | 201 | -43.8% |
| 12-Month Avg | 258 | 217 | -5.9% |

Historical Housing Affordability Index

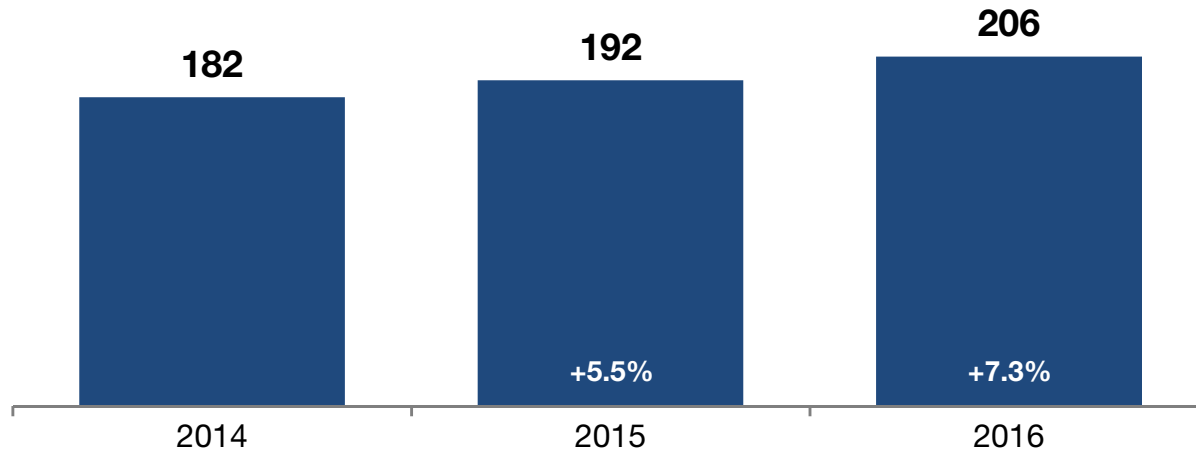


Inventory of Homes for Sale

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

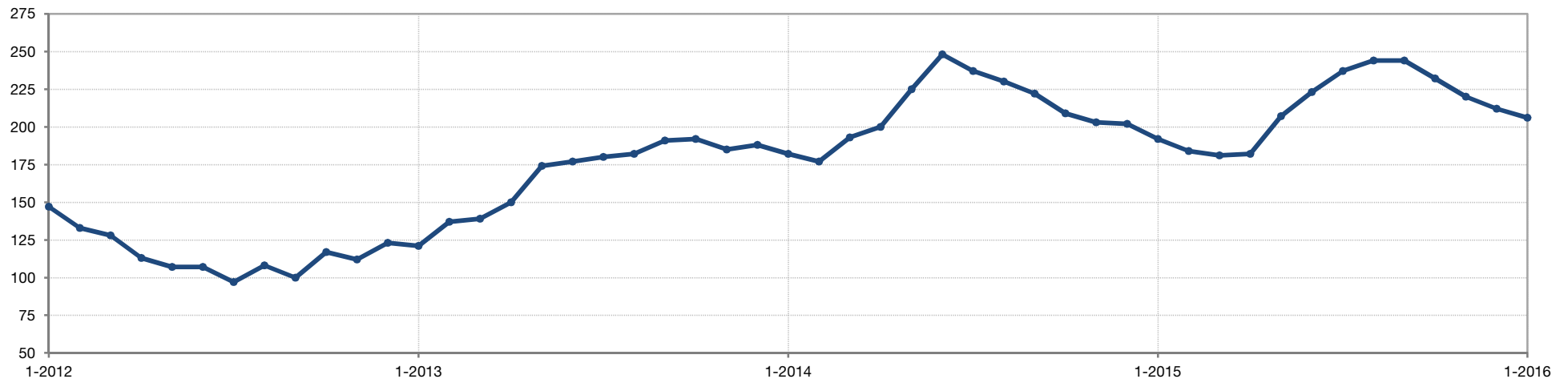


January



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| February 2015 | 177 | 184 | +4.0% |
| March 2015 | 193 | 181 | -6.2% |
| April 2015 | 200 | 182 | -9.0% |
| May 2015 | 225 | 207 | -8.0% |
| June 2015 | 248 | 223 | -10.1% |
| July 2015 | 237 | 237 | 0.0% |
| August 2015 | 230 | 244 | +6.1% |
| September 2015 | 222 | 244 | +9.9% |
| October 2015 | 209 | 232 | +11.0% |
| November 2015 | 203 | 220 | +8.4% |
| December 2015 | 202 | 212 | +5.0% |
| January 2016 | 192 | 206 | +7.3% |
| 12-Month Avg | 212 | 214 | +0.9% |

Historical Inventory of Homes for Sale

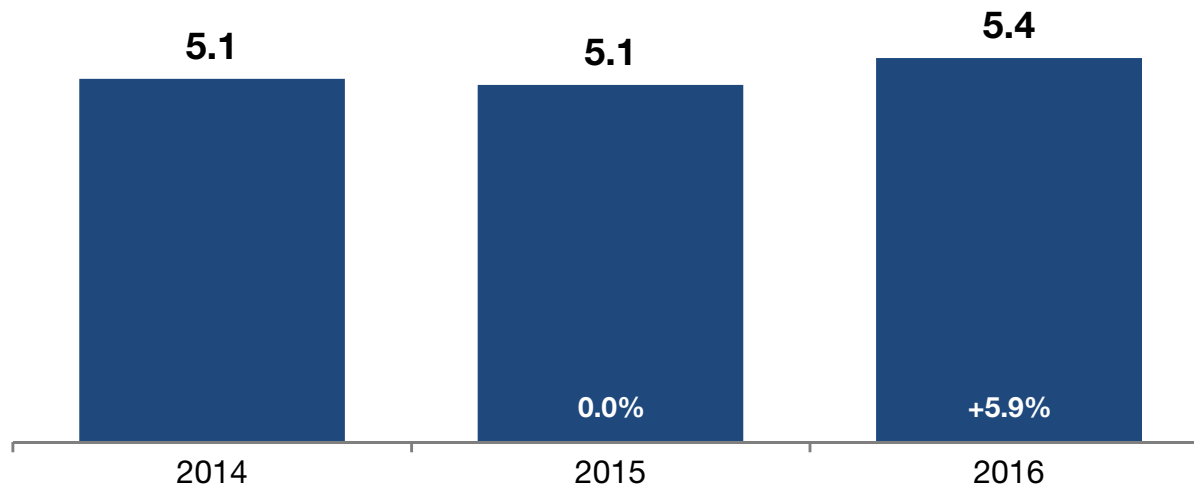


Months Supply of Inventory

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.



January



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| February 2015 | 5.0 | 4.8 | -4.0% |
| March 2015 | 5.4 | 4.7 | -13.0% |
| April 2015 | 5.6 | 4.7 | -16.1% |
| May 2015 | 6.4 | 5.3 | -17.2% |
| June 2015 | 6.9 | 5.8 | -15.9% |
| July 2015 | 6.5 | 6.2 | -4.6% |
| August 2015 | 6.1 | 6.5 | +6.6% |
| September 2015 | 5.8 | 6.6 | +13.8% |
| October 2015 | 5.5 | 6.4 | +16.4% |
| November 2015 | 5.3 | 6.0 | +13.2% |
| December 2015 | 5.3 | 5.7 | +7.5% |
| January 2016 | 5.1 | 5.4 | +5.9% |
| 12-Month Avg | 5.7 | 5.7 | 0.0% |

Historical Months Supply of Inventory

