

Monthly Indicators

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



February 2016



Quick Facts

+ 23.8% **- 10.6%** **+ 13.5%**

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.



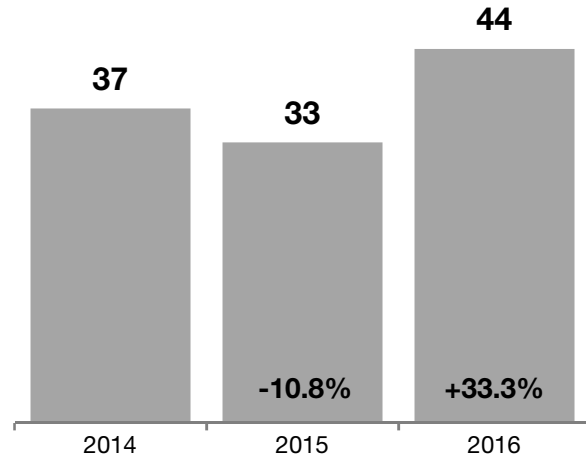
Key Metrics	Historical Sparklines	2-2015	2-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		33	44	+ 33.3%	66	86	+ 30.3%
Pending Sales		31	40	+ 29.0%	58	70	+ 20.7%
Closed Sales		21	26	+ 23.8%	46	53	+ 15.2%
Days on Market Until Sale		142	92	- 35.2%	190	115	- 39.5%
Median Sales Price		\$103,950	\$92,918	- 10.6%	\$91,000	\$106,500	+ 17.0%
Average Sales Price		\$146,779	\$105,519	- 28.1%	\$123,919	\$113,787	- 8.2%
Percent of Original List Price Received		85.9%	86.6%	+ 0.8%	83.3%	90.0%	+ 8.0%
Housing Affordability Index		223	259	+ 15.9%	255	226	- 11.5%
Inventory of Homes for Sale		185	210	+ 13.5%	--	--	--
Months Supply of Homes for Sale		4.9	5.5	+ 12.2%	--	--	--

New Listings

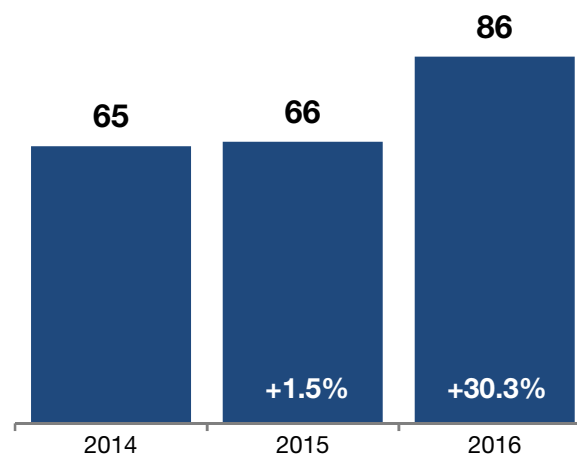
A count of the properties that have been newly listed on the market in a given month.



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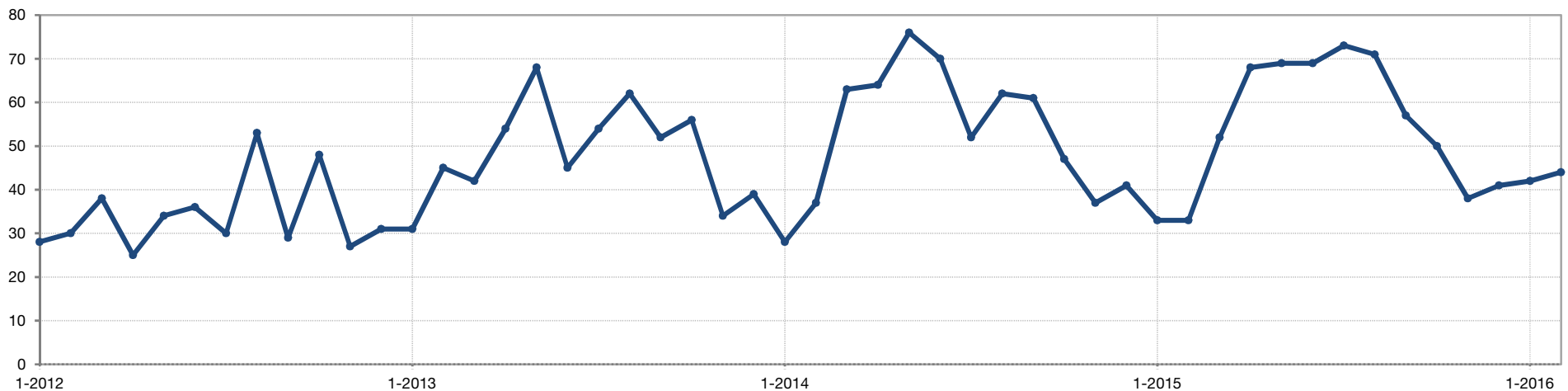


Year To Date



Month	Prior Year	Current Year	+ / -
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	50	+6.4%
November 2015	37	38	+2.7%
December 2015	41	41	0.0%
January 2016	33	42	+27.3%
February 2016	33	44	+33.3%
12-Month Avg	53	56	+5.5%

Historical New Listing Activity

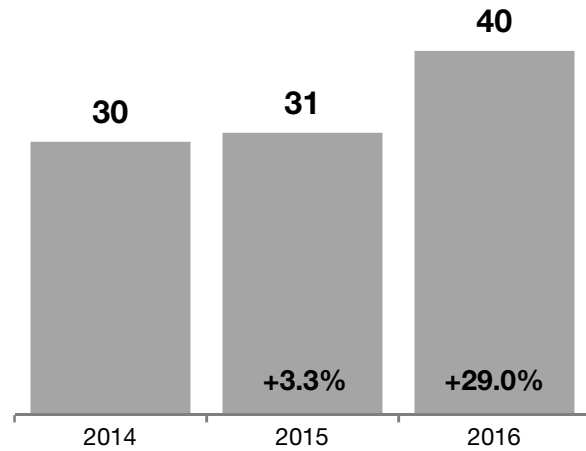


Pending Sales

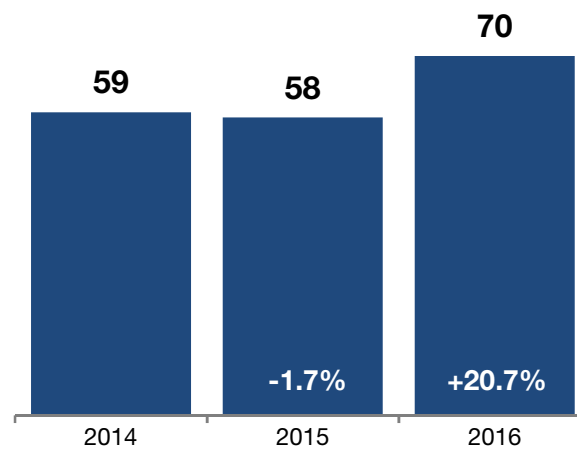
A count of the properties on which contracts have been accepted in a given month.



February

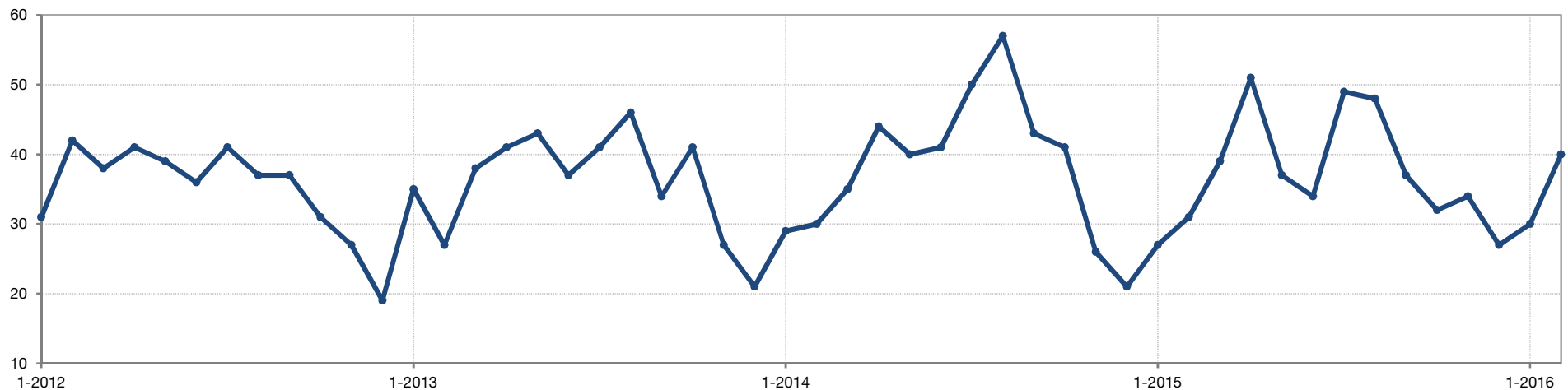


Year To Date



Month	Prior Year	Current Year	+ / -
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	41	32	-22.0%
November 2015	26	34	+30.8%
December 2015	21	27	+28.6%
January 2016	27	30	+11.1%
February 2016	31	40	+29.0%
12-Month Avg	38	38	0.0%

Historical Pending Sales Activity

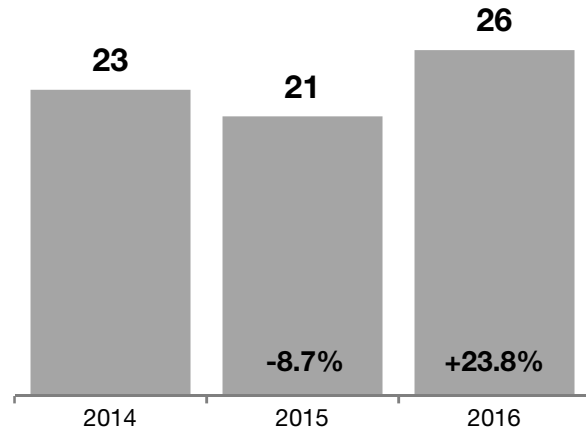


Closed Sales

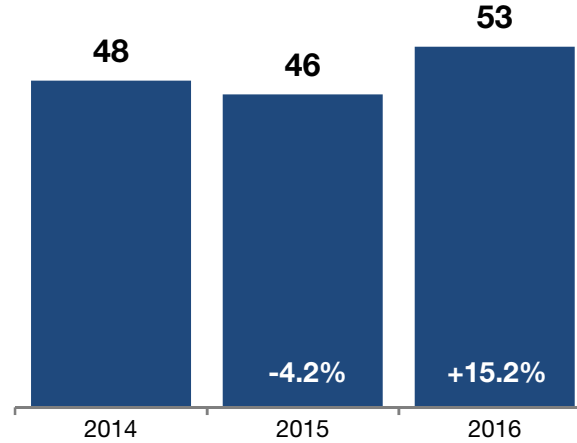
A count of the actual sales that have closed in a given month.



February

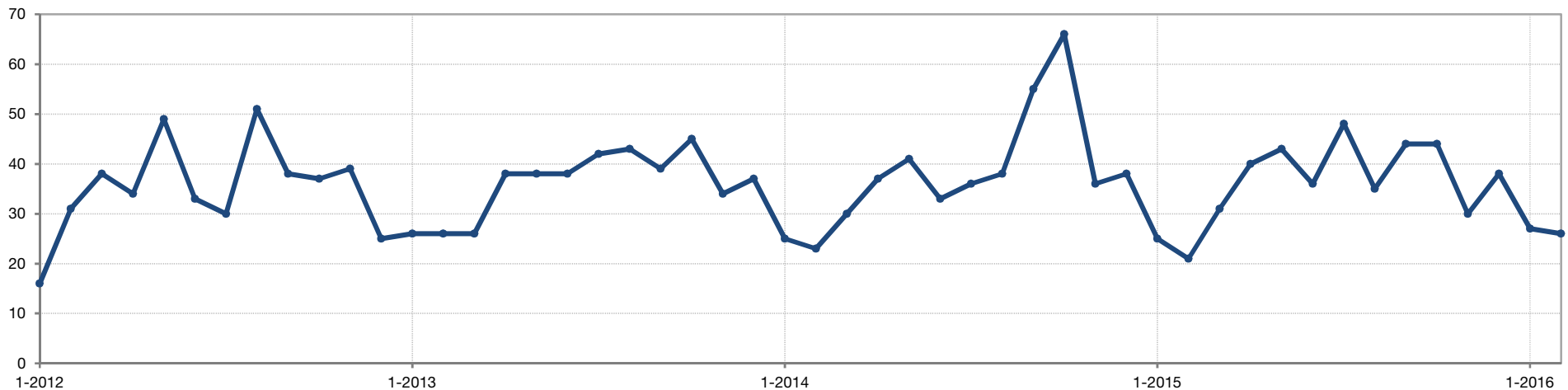


Year To Date



Month	Prior Year	Current Year	+ / -
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	27	+8.0%
February 2016	21	26	+23.8%
12-Month Avg	38	37	+1.1%

Historical Closed Sales Activity

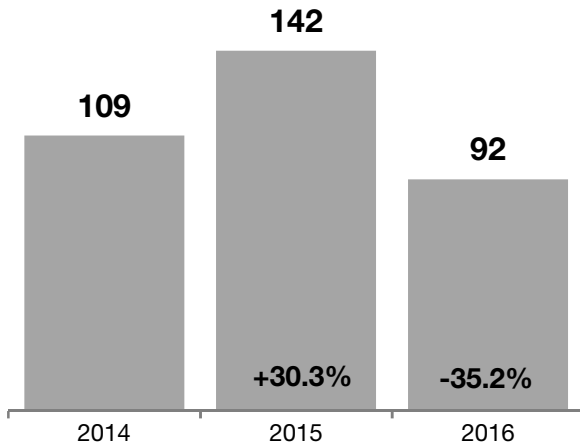


Days on Market Until Sale

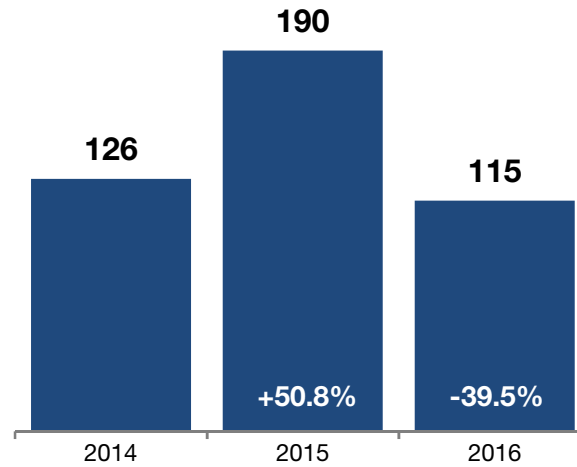
Average number of days between when a property is listed and when an offer is accepted in a given month.



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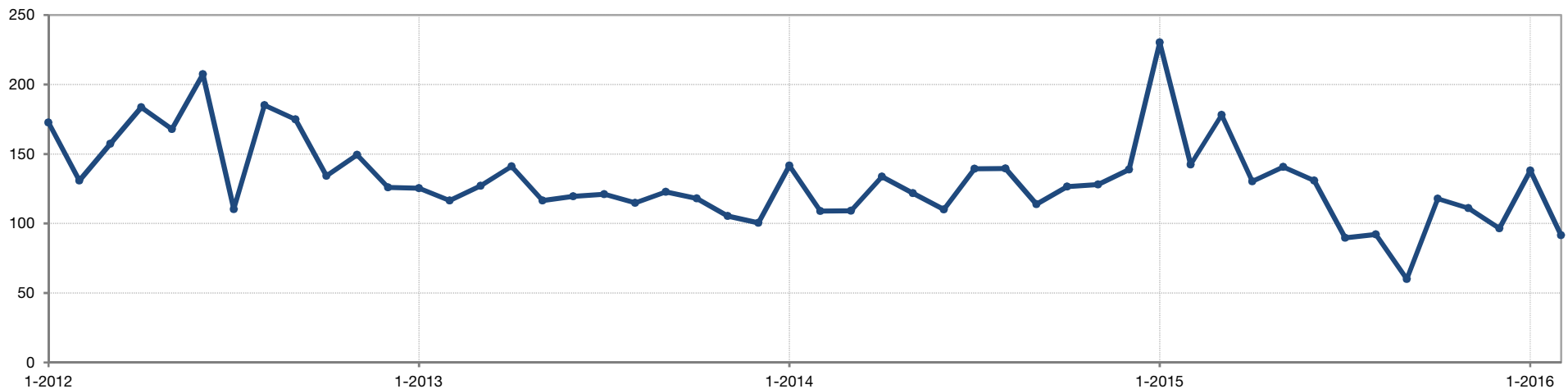


Year To Date



Month	Prior Year	Current Year	+ / -
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	138	-40.0%
February 2016	142	92	-35.2%
12-Month Avg	133	113	-15.0%

Historical Days on Market Until Sale

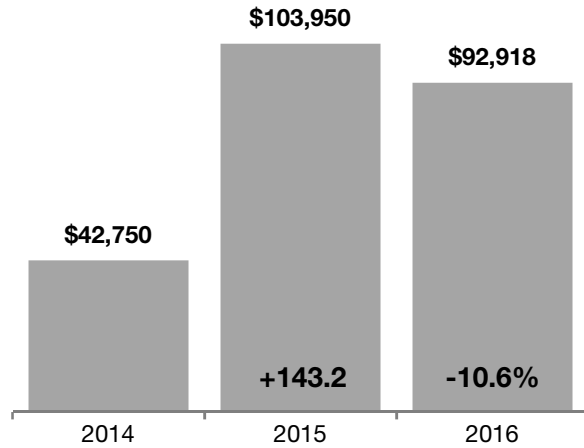


Median Sales Price

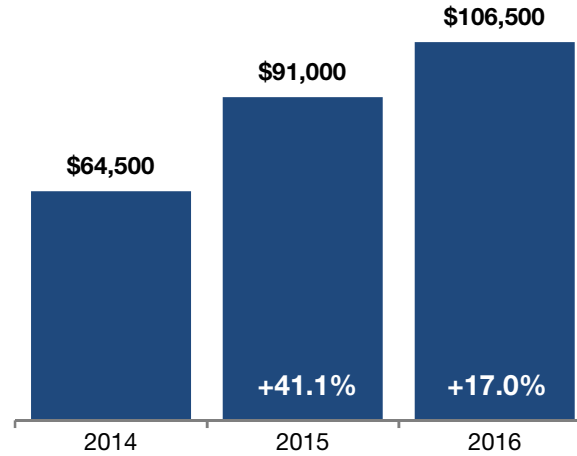
Median price point for all closed sales, not accounting for seller concessions, in a given month.



February



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$115,500	+77.7%
February 2016	\$103,950	\$92,918	-10.6%
12-Month Med	\$102,000	\$105,000	+2.9%

Historical Median Sales Price

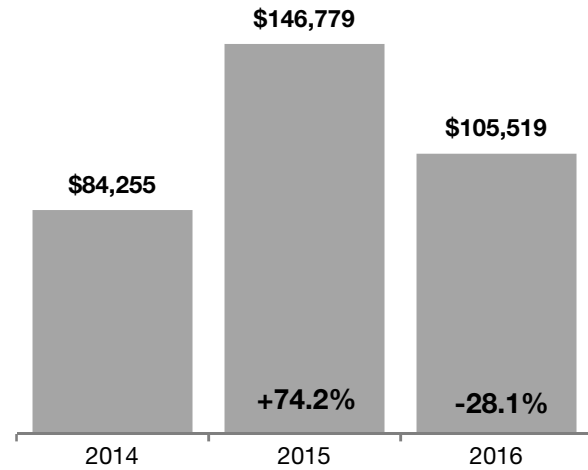


Average Sales Price

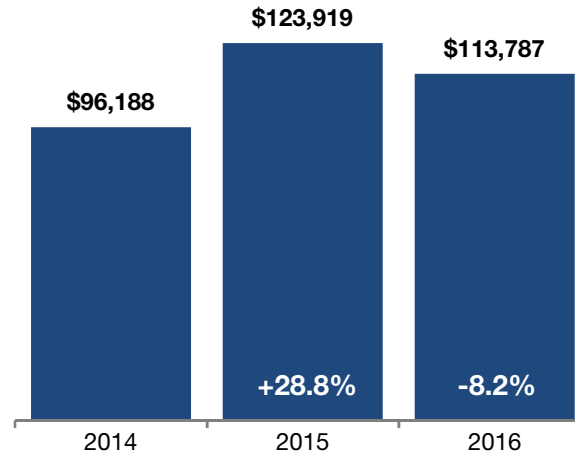
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February

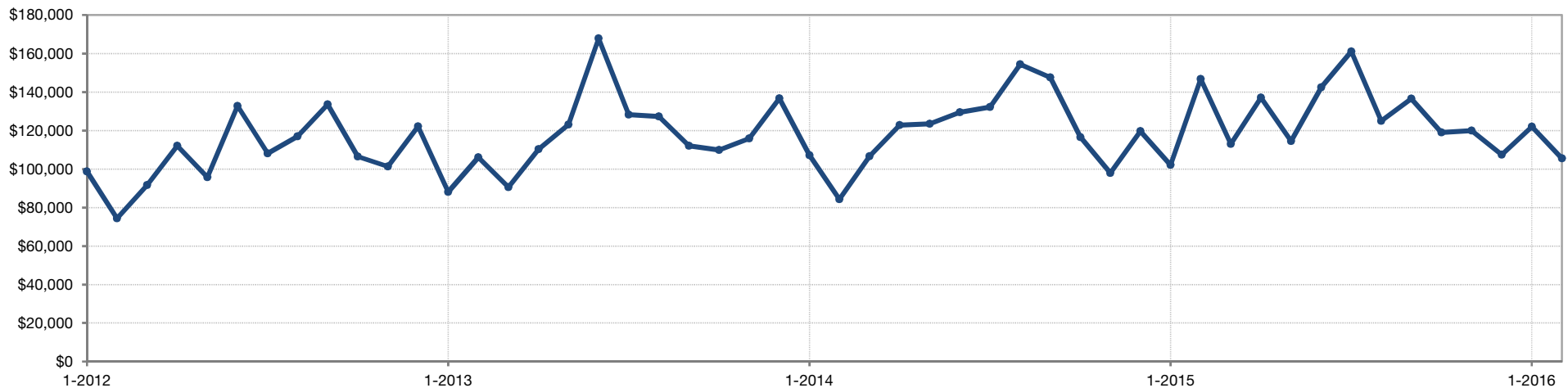


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$122,054	+19.5%
February 2016	\$146,779	\$105,519	-28.1%
12-Month Avg	\$125,456	\$126,928	+1.2%

Historical Average Sales Price

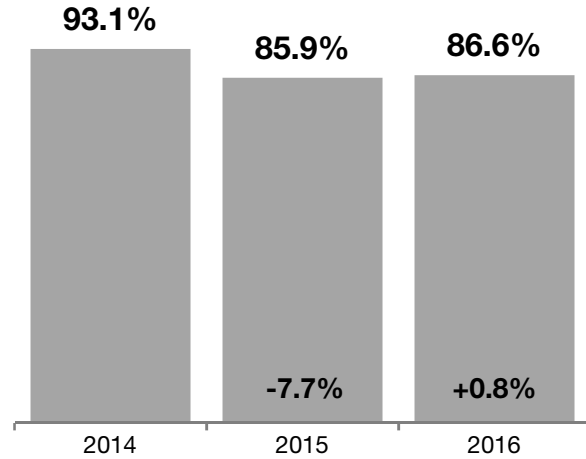


Percent of Original List Price Received

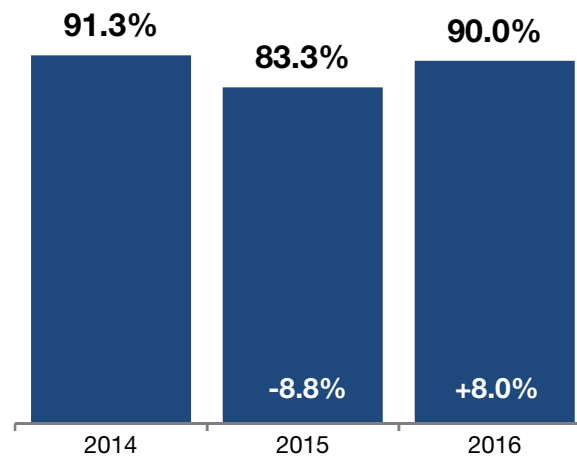
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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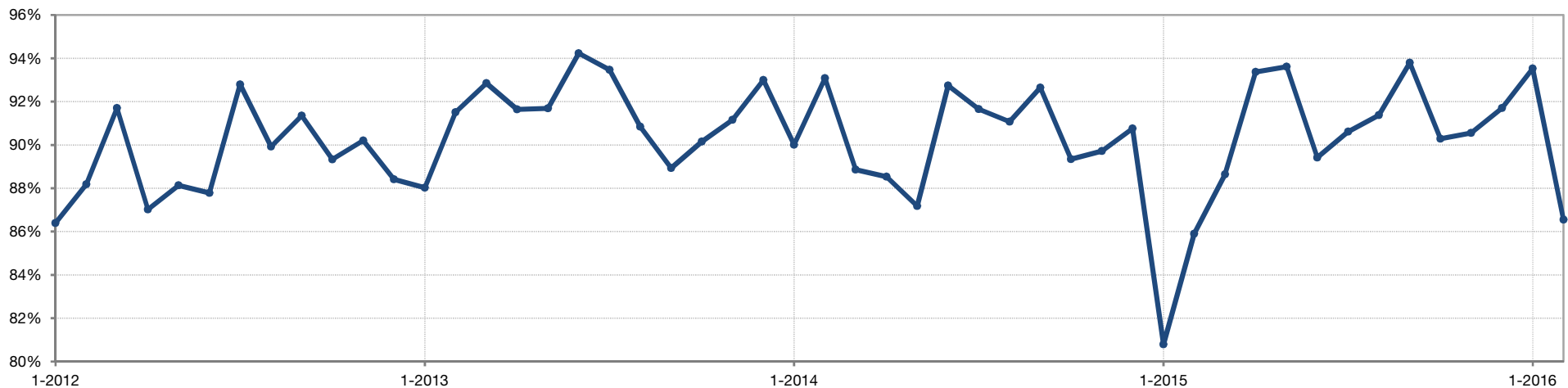


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February 2016	85.9%	86.6%	+0.8%
12-Month Avg	89.6%	91.3%	+1.9%

Historical Percent of Original List Price Received

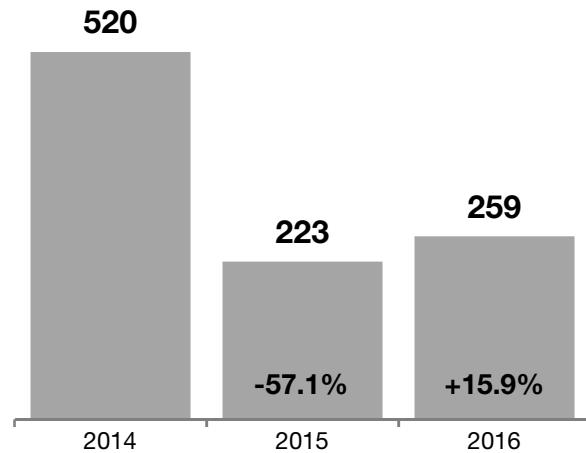


Housing Affordability Index

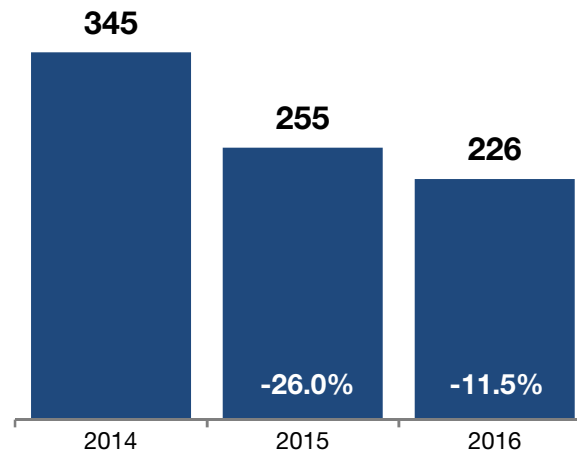
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



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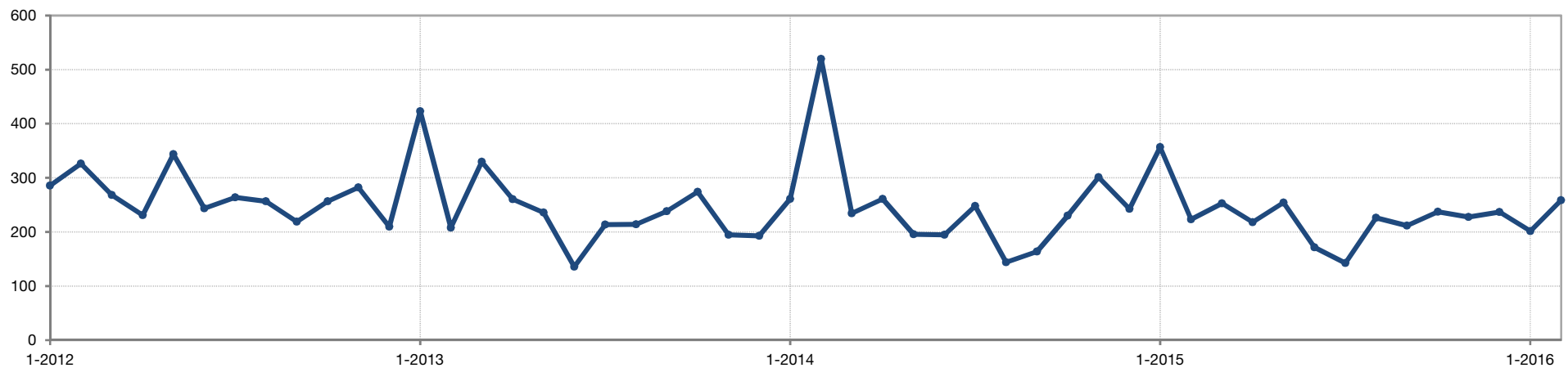


Year To Date



Month	Prior Year	Current Year	+ / -
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	-43.5%
February 2016	223	259	+15.9%
12-Month Avg	233	220	+0.2%

Historical Housing Affordability Index

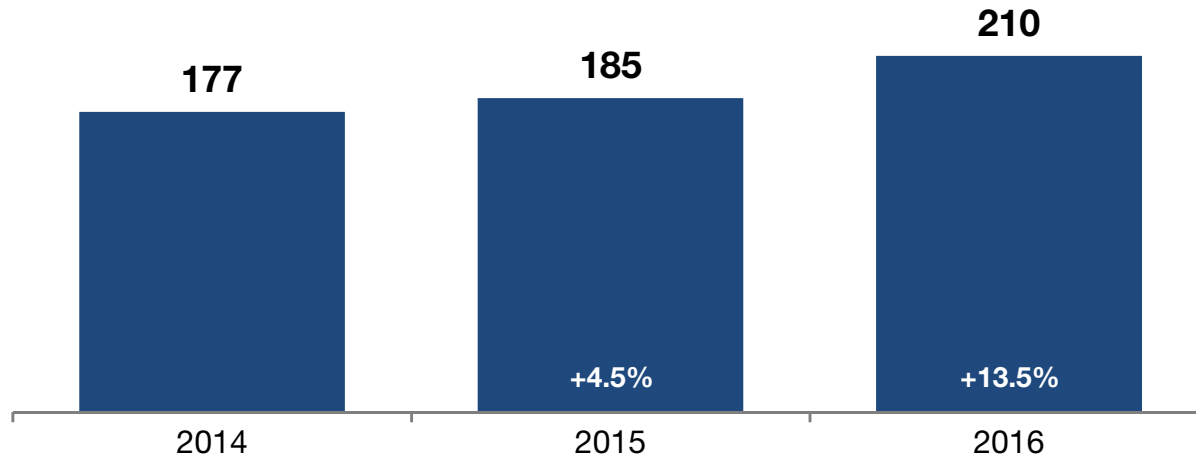


Inventory of Homes for Sale

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

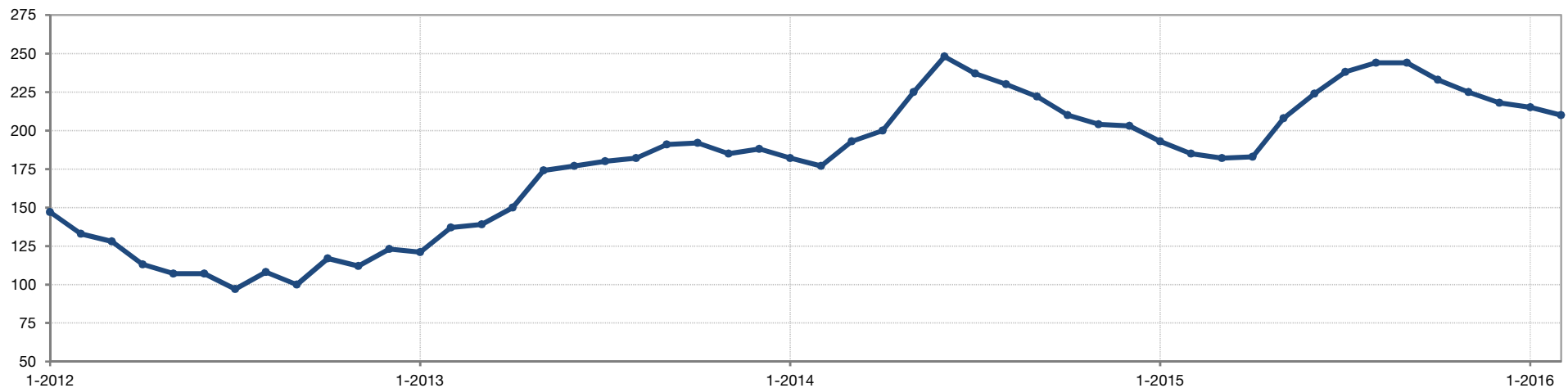


February



Month	Prior Year	Current Year	+ / -
March 2015	193	182	-5.7%
April 2015	200	183	-8.5%
May 2015	225	208	-7.6%
June 2015	248	224	-9.7%
July 2015	237	238	+0.4%
August 2015	230	244	+6.1%
September 2015	222	244	+9.9%
October 2015	210	233	+11.0%
November 2015	204	225	+10.3%
December 2015	203	218	+7.4%
January 2016	193	215	+11.4%
February 2016	185	210	+13.5%
12-Month Avg	213	219	+2.8%

Historical Inventory of Homes for Sale

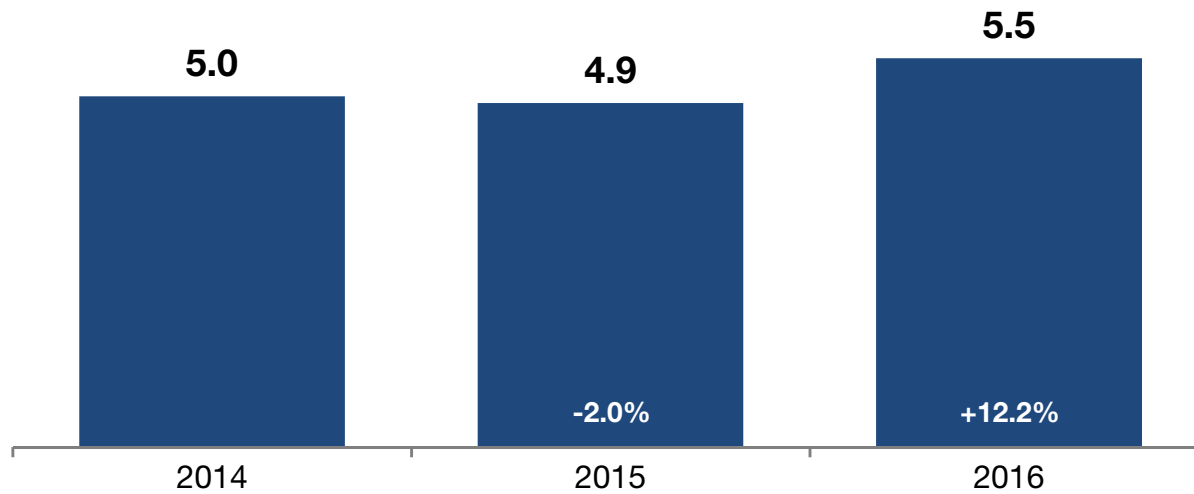


Months Supply of Inventory

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.



February



Month	Prior Year	Current Year	+ / -
March 2015	5.4	4.7	-13.0%
April 2015	5.6	4.7	-16.1%
May 2015	6.4	5.4	-15.6%
June 2015	6.9	5.9	-14.5%
July 2015	6.5	6.3	-3.1%
August 2015	6.1	6.6	+8.2%
September 2015	5.8	6.6	+13.8%
October 2015	5.5	6.5	+18.2%
November 2015	5.4	6.1	+13.0%
December 2015	5.3	5.9	+11.3%
January 2016	5.1	5.7	+11.8%
February 2016	4.9	5.5	+12.2%
12-Month Avg	5.7	5.8	+1.8%

Historical Months Supply of Inventory

