

Monthly Indicators

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



March 2016



Quick Facts

+ 9.7% **- 20.7%** **+ 13.2%**

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.



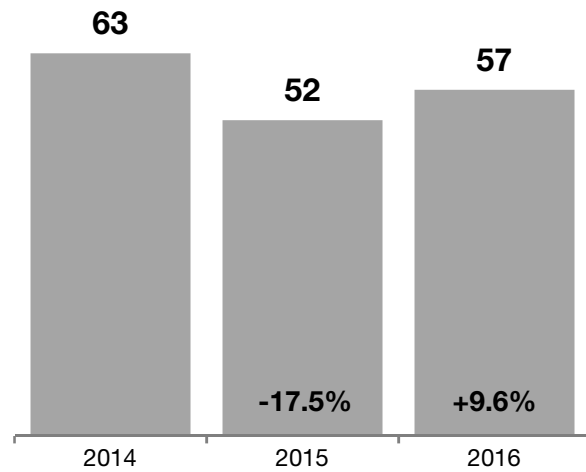
Key Metrics	Historical Sparklines	3-2015	3-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		52	57	+ 9.6%	118	145	+ 22.9%
Pending Sales		39	49	+ 25.6%	97	113	+ 16.5%
Closed Sales		31	34	+ 9.7%	77	88	+ 14.3%
Days on Market Until Sale		178	168	- 5.6%	185	135	- 27.0%
Median Sales Price		\$90,750	\$72,000	- 20.7%	\$91,000	\$88,950	- 2.3%
Average Sales Price		\$112,977	\$107,334	- 5.0%	\$119,422	\$111,034	- 7.0%
Percent of Original List Price Received		88.6%	87.7%	- 1.0%	85.5%	89.2%	+ 4.3%
Housing Affordability Index		253	331	+ 31.2%	252	268	+ 6.5%
Inventory of Homes for Sale		182	206	+ 13.2%	--	--	--
Months Supply of Homes for Sale		4.7	5.4	+ 14.9%	--	--	--

New Listings

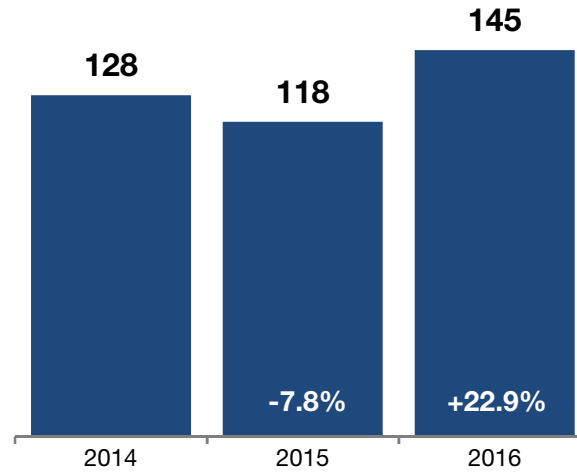
A count of the properties that have been newly listed on the market in a given month.



March

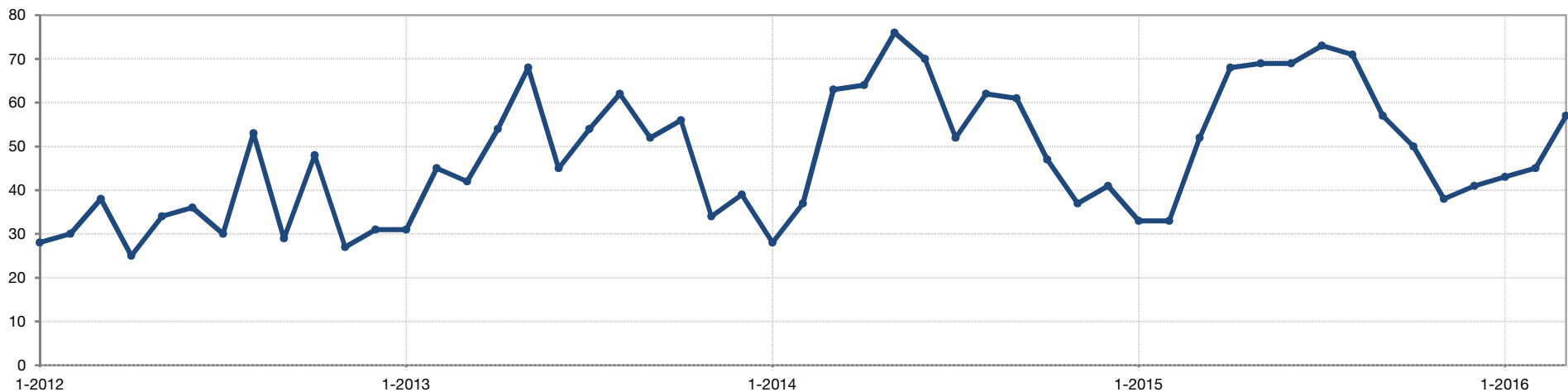


Year To Date



Month	Prior Year	Current Year	+ / -
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	43	+30.3%
February 2016	33	45	+36.4%
March 2016	52	57	+9.6%
12-Month Avg	52	57	+8.4%

Historical New Listing Activity

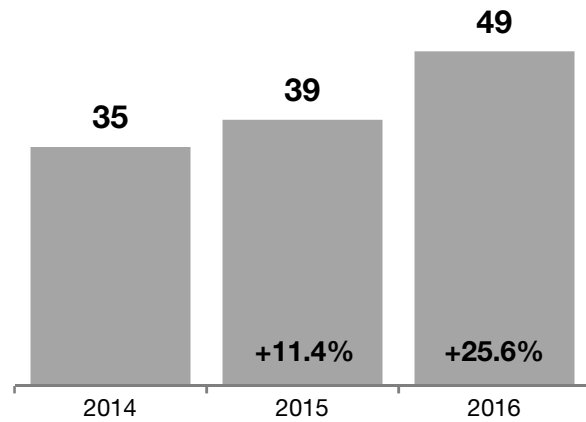


Pending Sales

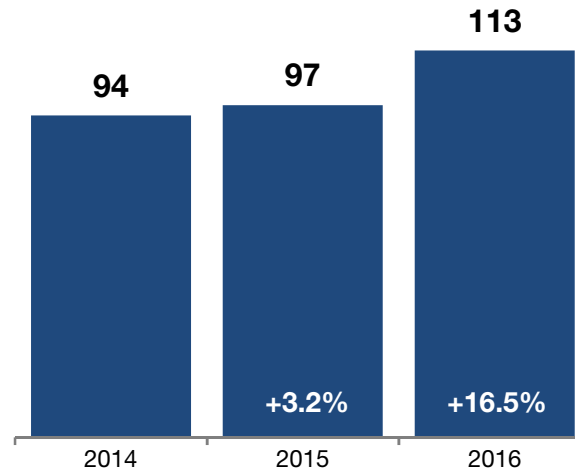
A count of the properties on which contracts have been accepted in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
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	33	+26.9%
December 2015	21	27	+28.6%
January 2016	27	27	0.0%
February 2016	31	37	+19.4%
March 2016	39	49	+25.6%
12-Month Avg	38	38	0.0%

Historical Pending Sales Activity

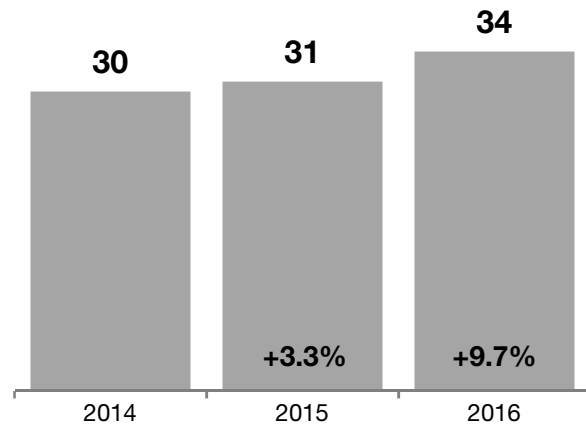


Closed Sales

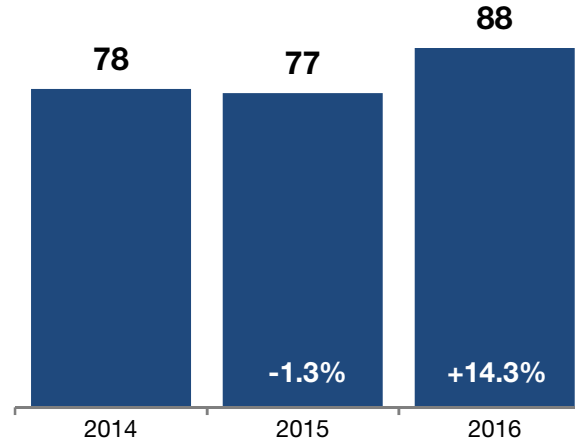
A count of the actual sales that have closed in a given month.



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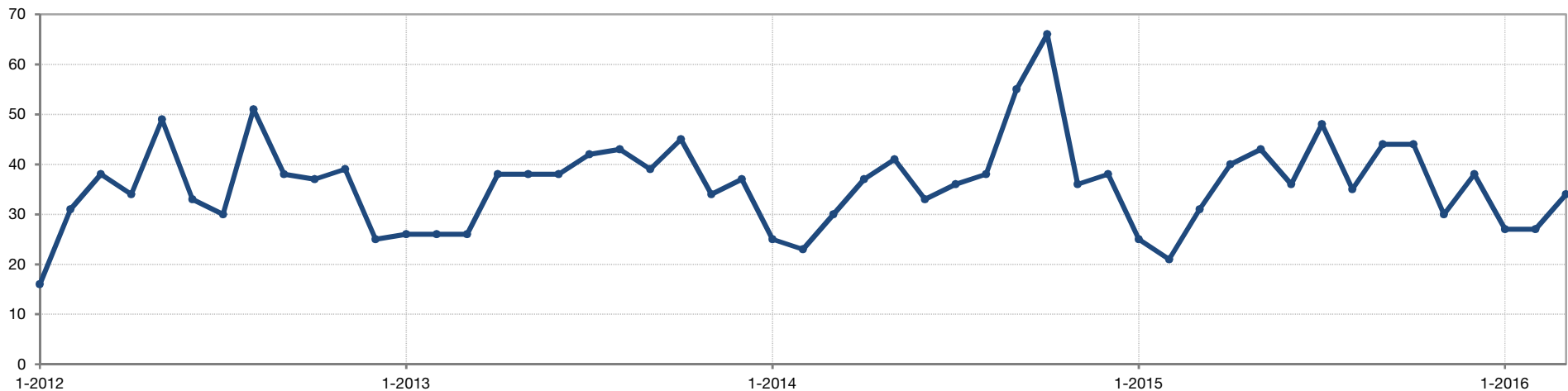


Year To Date



Month	Prior Year	Current Year	+ / -
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	27	+28.6%
March 2016	31	34	+9.7%
12-Month Avg	38	37	+2.0%

Historical Closed Sales Activity

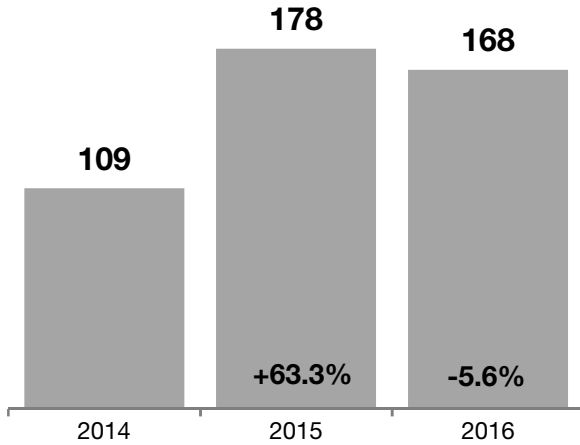


Days on Market Until Sale

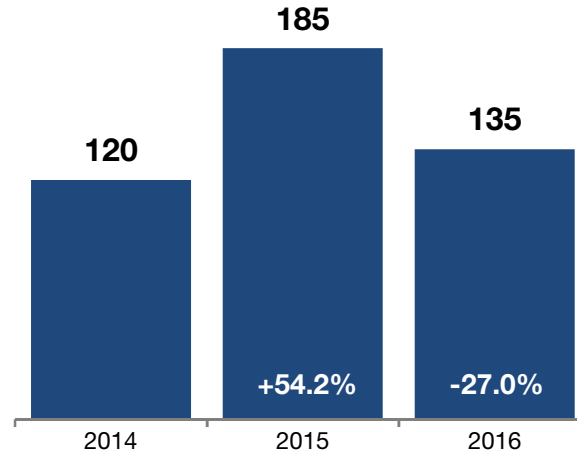
Average number of days between when a property is listed and when an offer is accepted in a given month.



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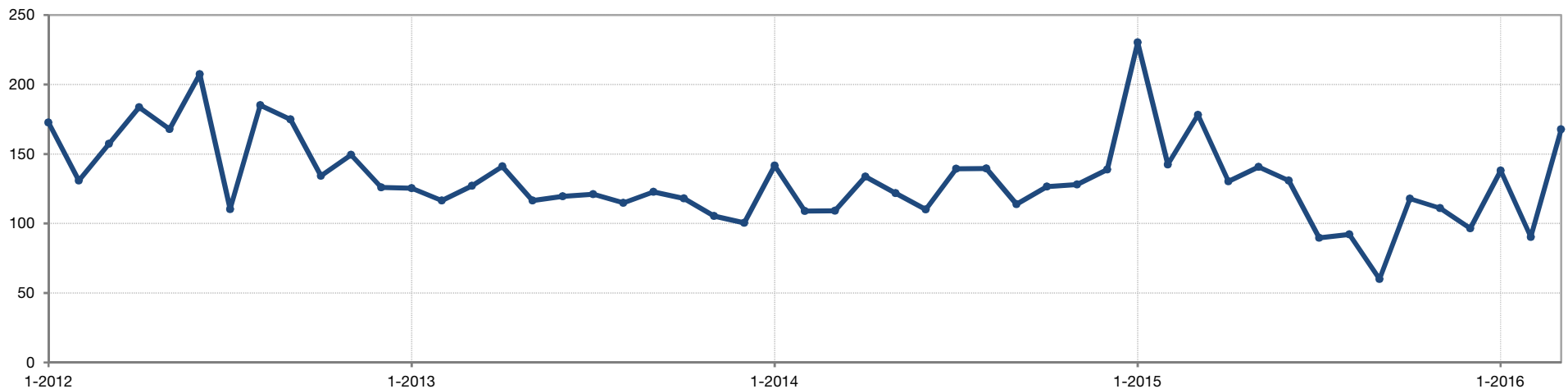


Year To Date



Month	Prior Year	Current Year	+ / -
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	90	-36.6%
March 2016	178	168	-5.6%
12-Month Avg	137	113	-17.5%

Historical Days on Market Until Sale

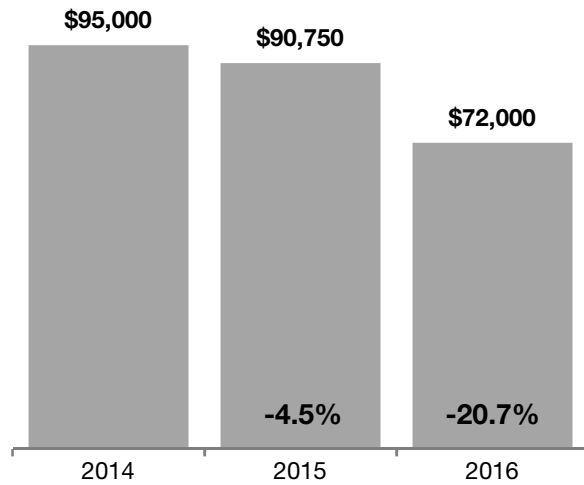


Median Sales Price

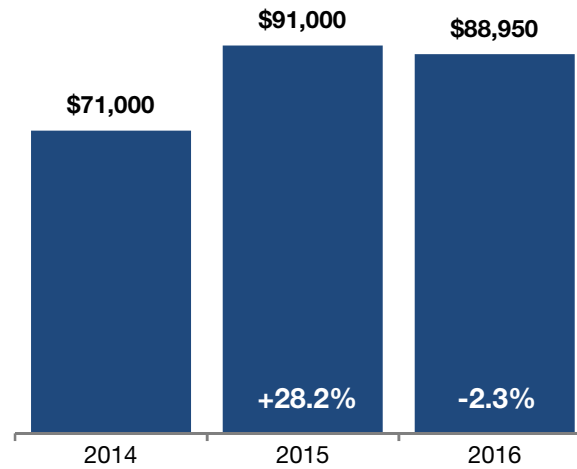
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$91,836	-11.7%
March 2016	\$90,750	\$72,000	-20.7%
12-Month Med	\$103,000	\$102,000	-1.0%

Historical Median Sales Price

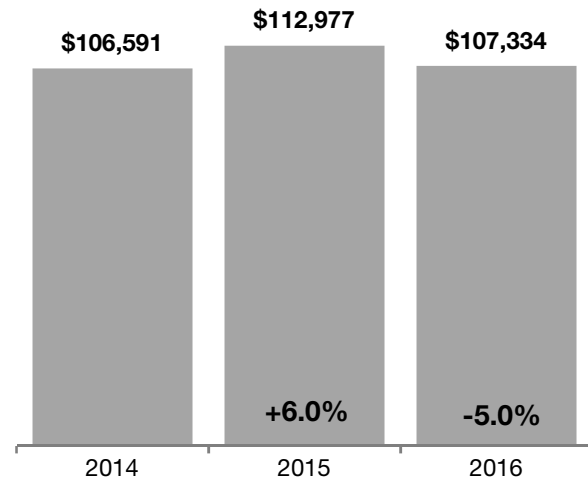


Average Sales Price

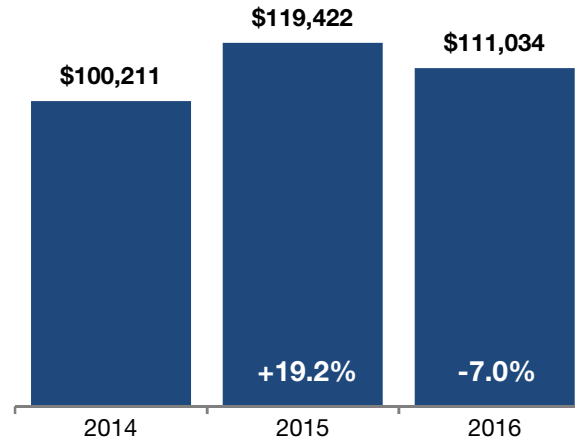
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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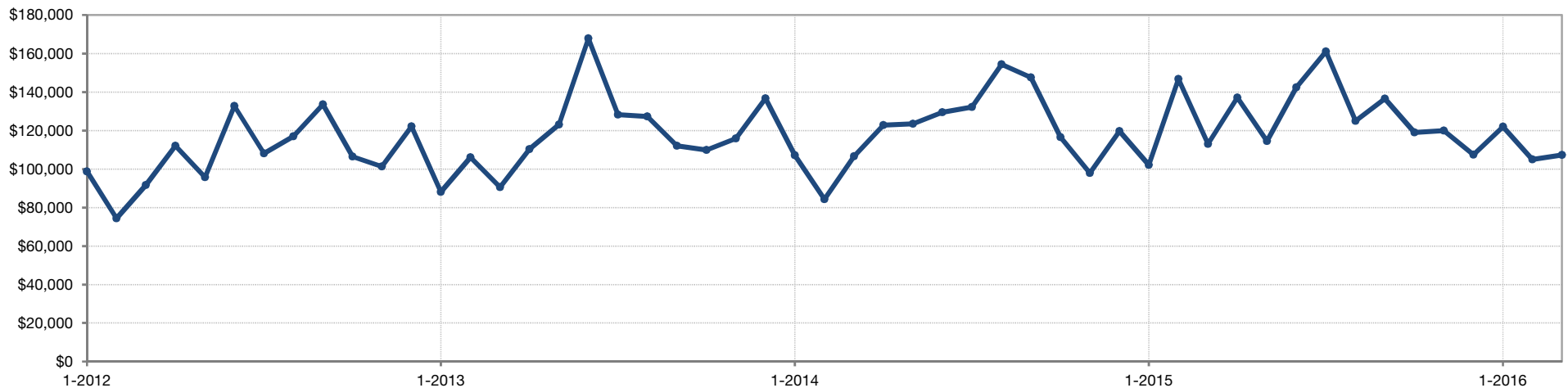


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$104,944	-28.5%
March 2016	\$112,977	\$107,334	-5.0%
12-Month Avg	\$125,844	\$126,329	+0.4%

Historical Average Sales Price



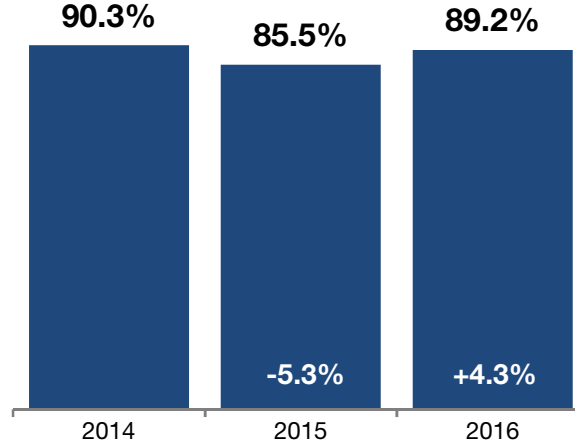
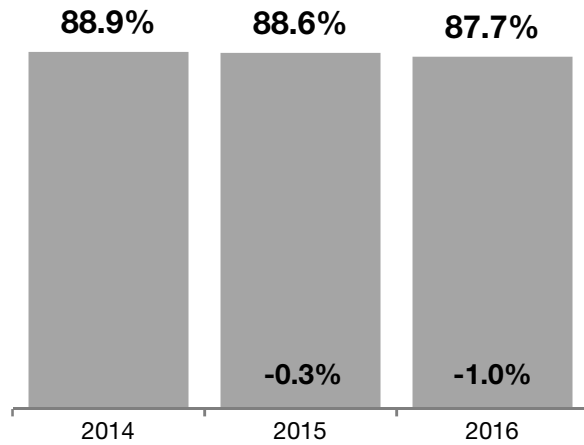
Percent of Original List Price Received

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.



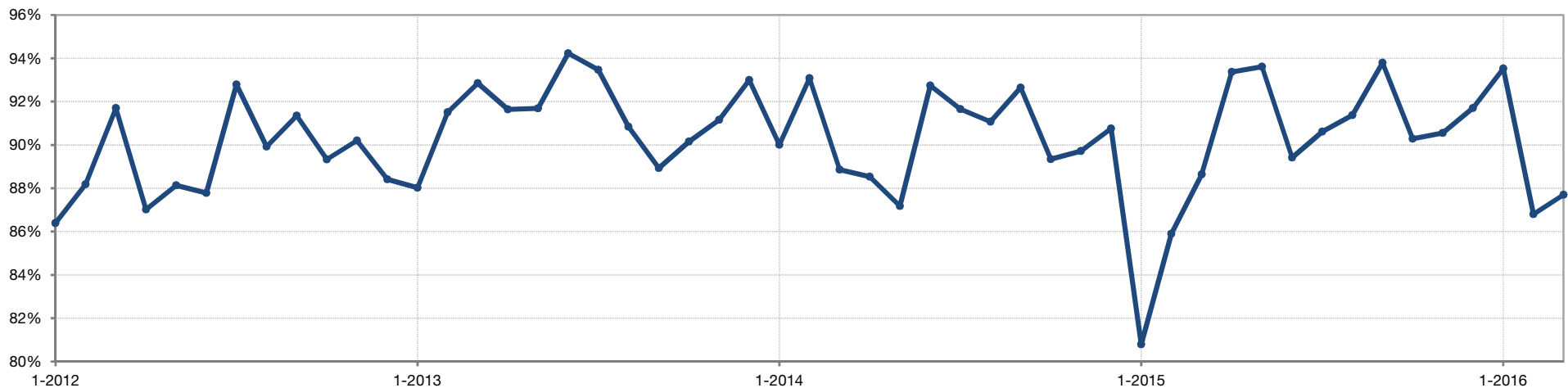
March

Year To Date



Month	Prior Year	Current Year	+ / -
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%	86.8%	+1.0%
March 2016	88.6%	87.7%	-1.0%
12-Month Avg	89.6%	91.2%	+1.8%

Historical Percent of Original List Price Received

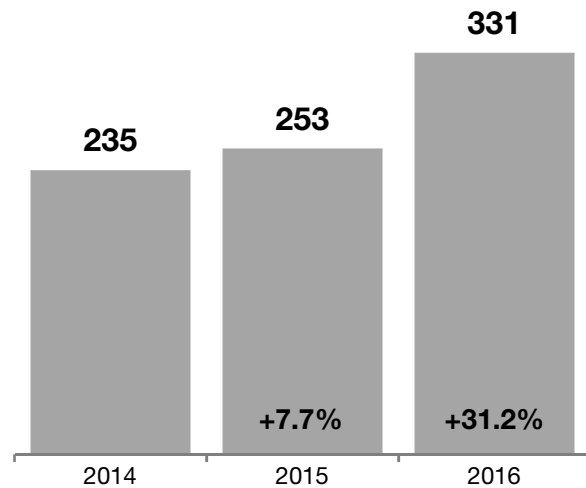


Housing Affordability Index

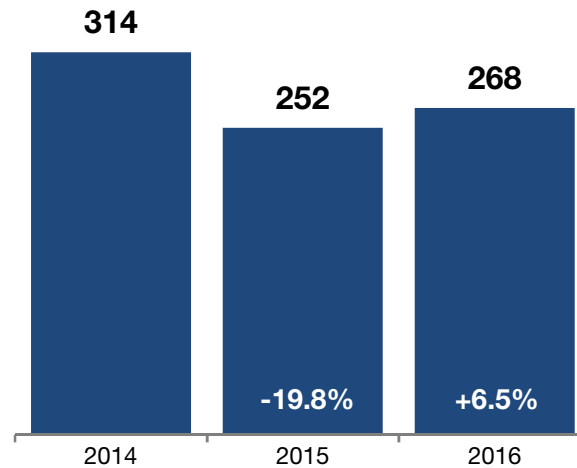
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



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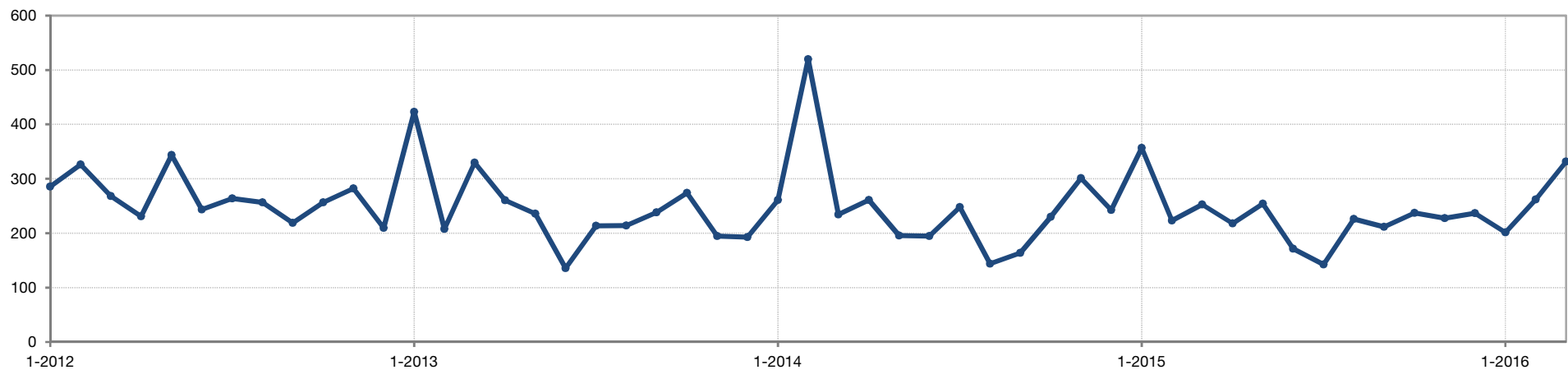


Year To Date



Month	Prior Year	Current Year	+ / -
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	262	+17.3%
March 2016	253	331	+31.2%
12-Month Avg	234	227	+2.2%

Historical Housing Affordability Index

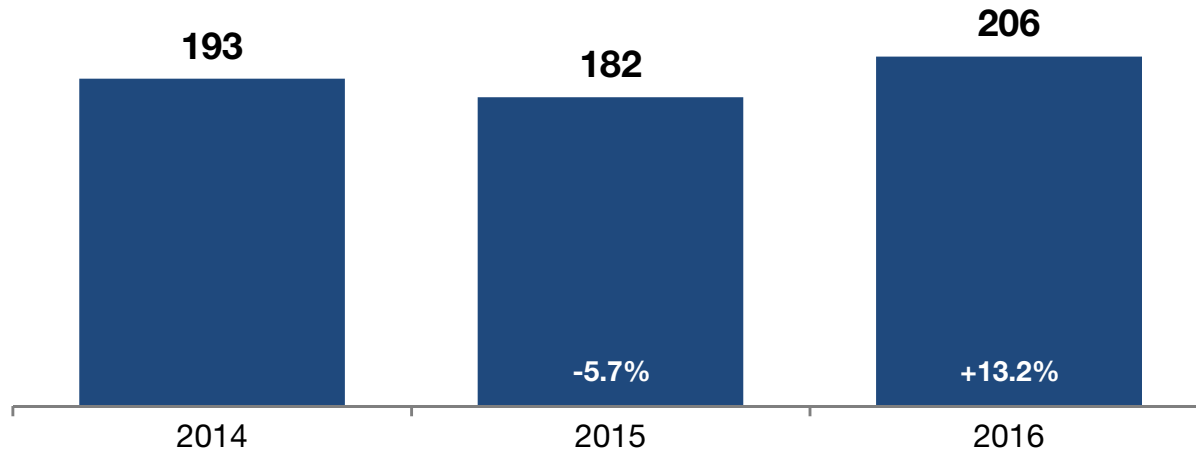


Inventory of Homes for Sale

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

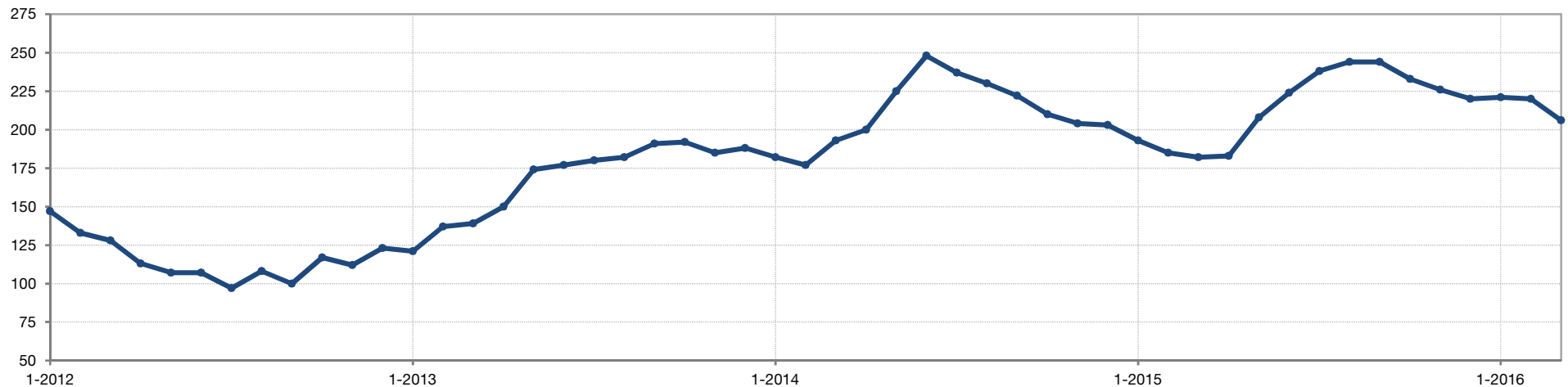


March



Month	Prior Year	Current Year	+ / -
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	226	+10.8%
December 2015	203	220	+8.4%
January 2016	193	221	+14.5%
February 2016	185	220	+18.9%
March 2016	182	206	+13.2%
12-Month Avg	212	222	+4.7%

Historical Inventory of Homes for Sale

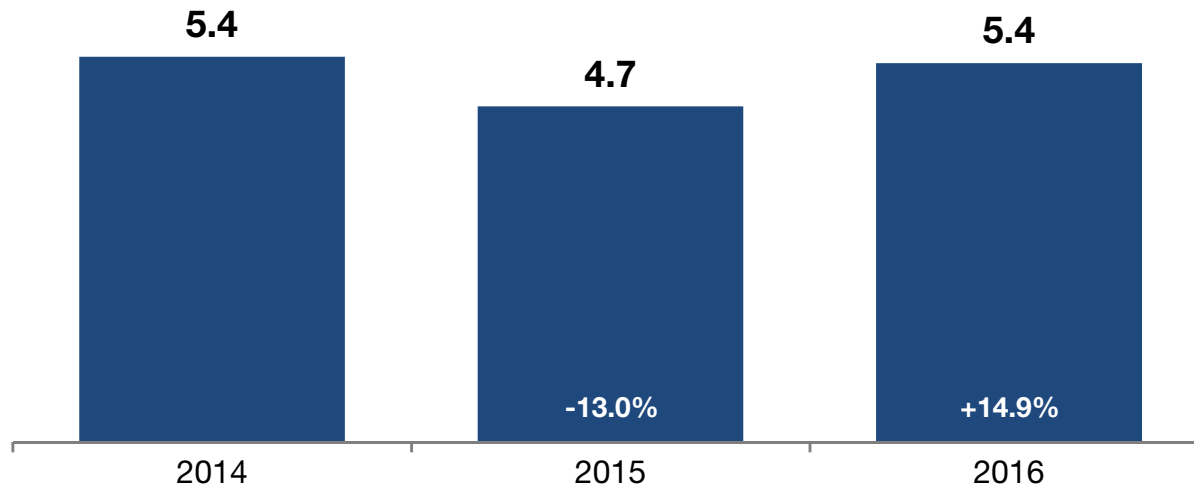


Months Supply of Inventory

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.



March



Month	Prior Year	Current Year	+ / -
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	6.2	+14.8%
December 2015	5.3	5.9	+11.3%
January 2016	5.1	6.0	+17.6%
February 2016	4.9	5.9	+20.4%
March 2016	4.7	5.4	+14.9%
12-Month Avg	5.7	5.9	+3.5%

Historical Months Supply of Inventory

