

# Monthly Indicators

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



April 2016



## Quick Facts

**- 5.0%**

**+ 4.7%**

**+ 29.0%**

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.



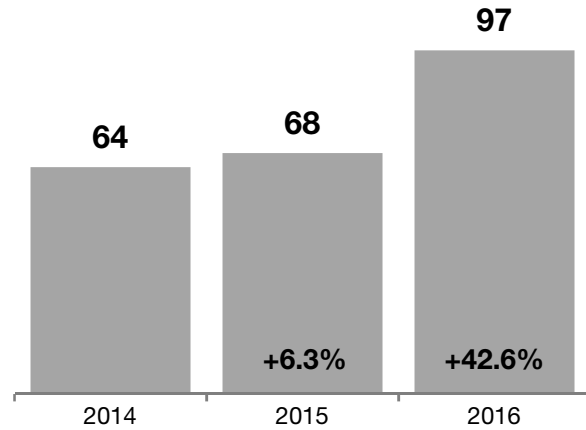
Key Metrics	Historical Sparklines	4-2015	4-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>New Listings</b>		68	<b>97</b>	+ 42.6%	186	<b>243</b>	+ 30.6%
<b>Pending Sales</b>		51	<b>56</b>	+ 9.8%	148	<b>164</b>	+ 10.8%
<b>Closed Sales</b>		40	<b>38</b>	- 5.0%	117	<b>126</b>	+ 7.7%
<b>Days on Market Until Sale</b>		130	<b>160</b>	+ 23.1%	167	<b>142</b>	- 15.0%
<b>Median Sales Price</b>		\$106,250	<b>\$111,250</b>	+ 4.7%	\$98,500	<b>\$99,950</b>	+ 1.5%
<b>Average Sales Price</b>		\$137,028	<b>\$124,750</b>	- 9.0%	\$125,654	<b>\$115,237</b>	- 8.3%
<b>Percent of Original List Price Received</b>		93.4%	<b>90.9%</b>	- 2.7%	88.3%	<b>89.7%</b>	+ 1.6%
<b>Housing Affordability Index</b>		218	<b>215</b>	- 1.2%	235	<b>240</b>	+ 1.9%
<b>Inventory of Homes for Sale</b>		183	<b>236</b>	+ 29.0%	--	--	--
<b>Months Supply of Homes for Sale</b>		4.7	<b>6.2</b>	+ 31.9%	--	--	--

# New Listings

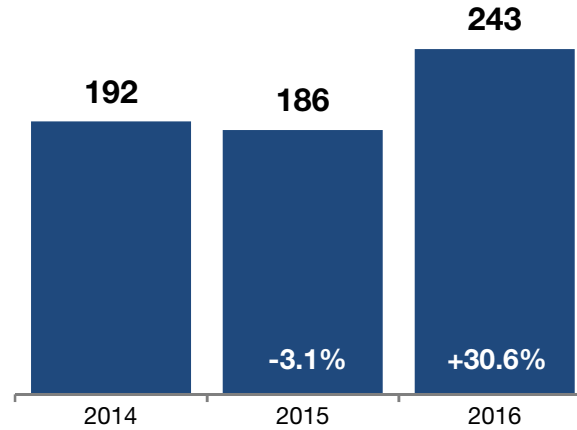
A count of the properties that have been newly listed on the market in a given month.



## April

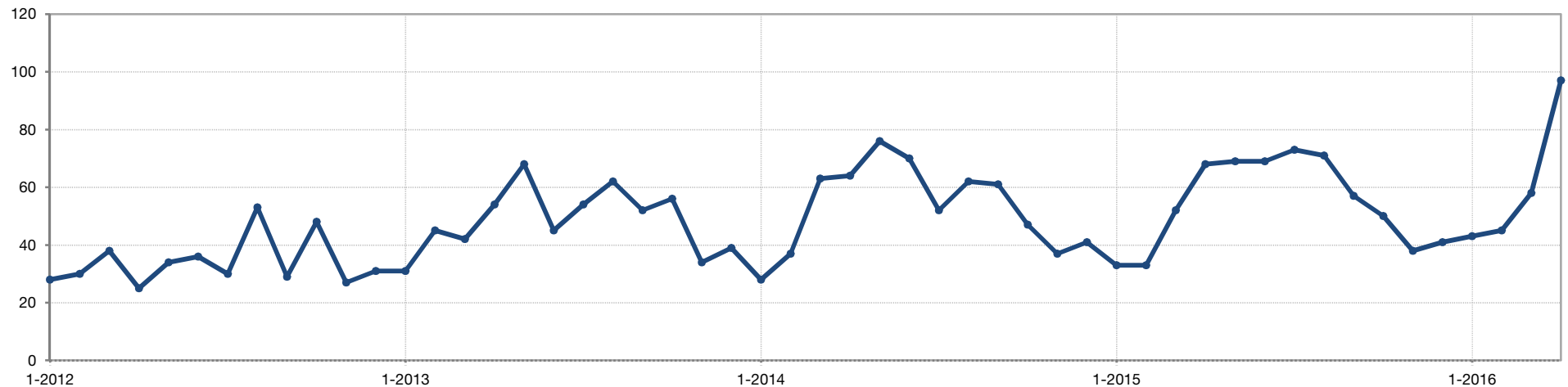


## Year To Date



Month	Prior Year	Current Year	+ / -
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	58	+11.5%
<b>April 2016</b>	<b>68</b>	<b>97</b>	<b>+42.6%</b>
12-Month Avg	53	59	+12.5%

## Historical New Listing Activity

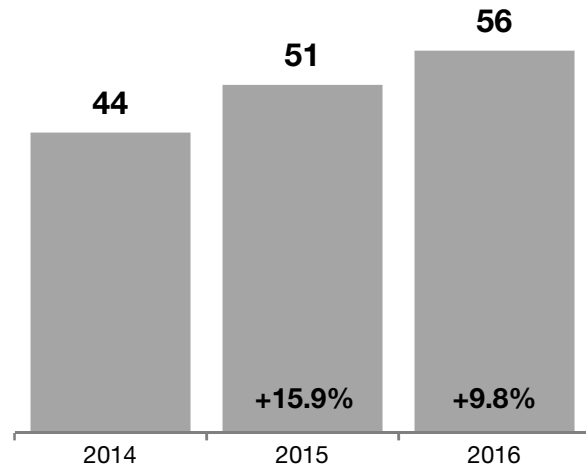


# Pending Sales

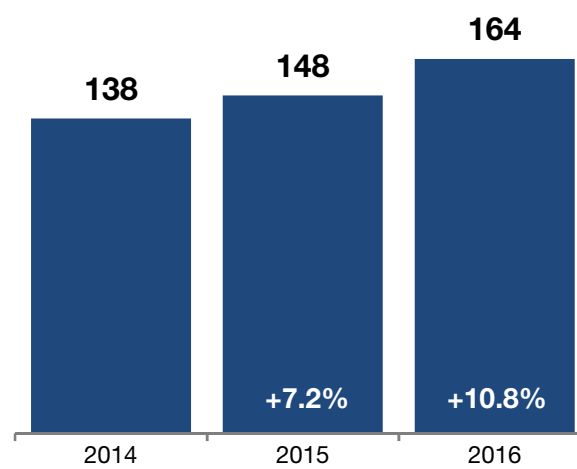
A count of the properties on which contracts have been accepted in a given month.



## April

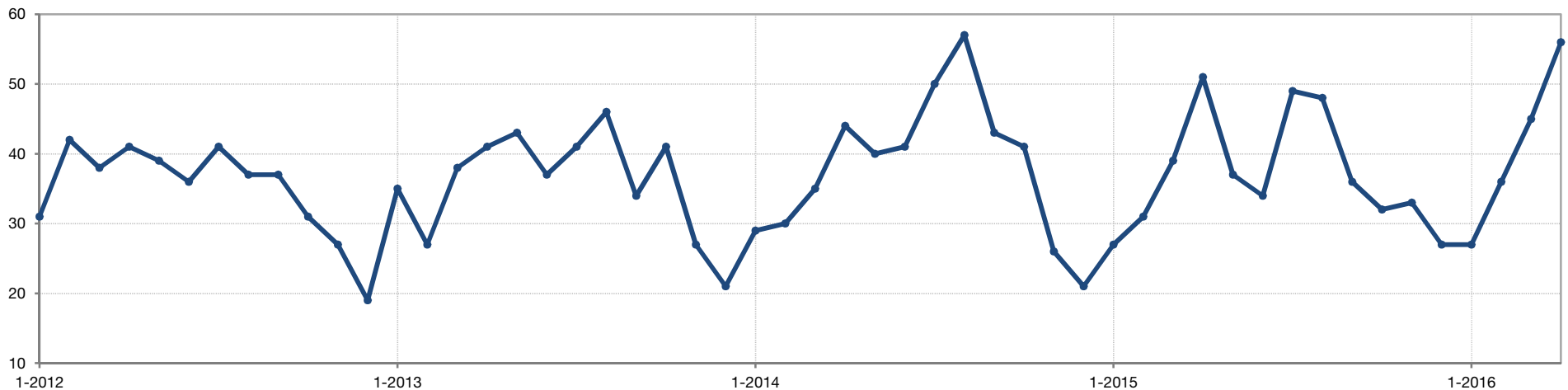


## Year To Date



Month	Prior Year	Current Year	+ / -
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	36	-16.3%
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	36	+16.1%
March 2016	39	45	+15.4%
<b>April 2016</b>	<b>51</b>	<b>56</b>	<b>+9.8%</b>
12-Month Avg	39	38	-2.6%

## Historical Pending Sales Activity

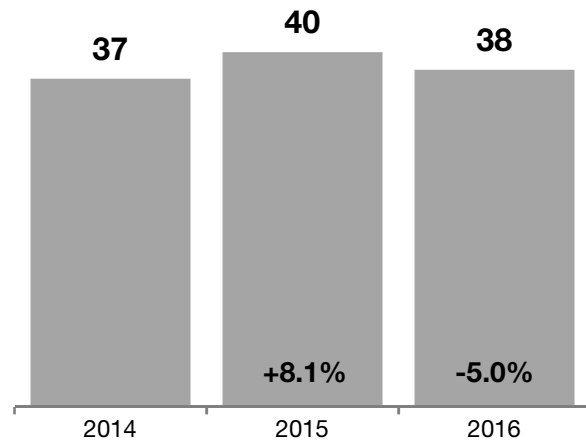


# Closed Sales

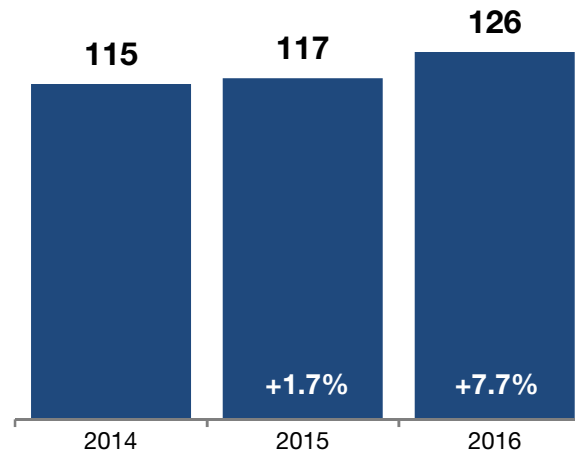
A count of the actual sales that have closed in a given month.



## April

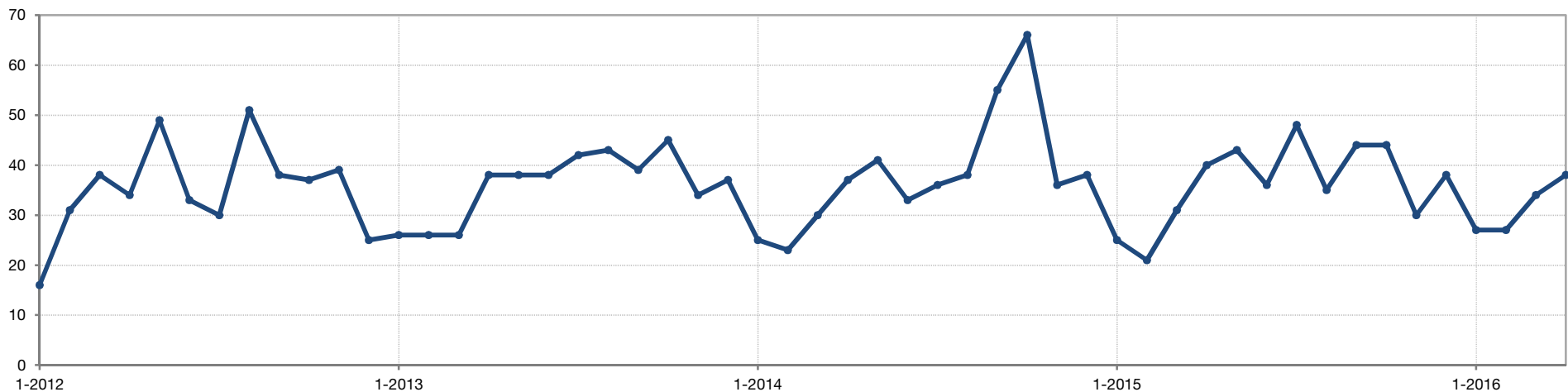


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
<b>April 2016</b>	<b>40</b>	<b>38</b>	<b>-5.0%</b>
12-Month Avg	38	37	+0.9%

## Historical Closed Sales Activity

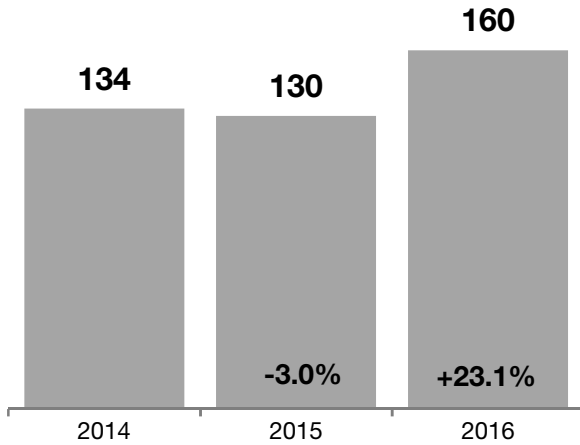


# Days on Market Until Sale

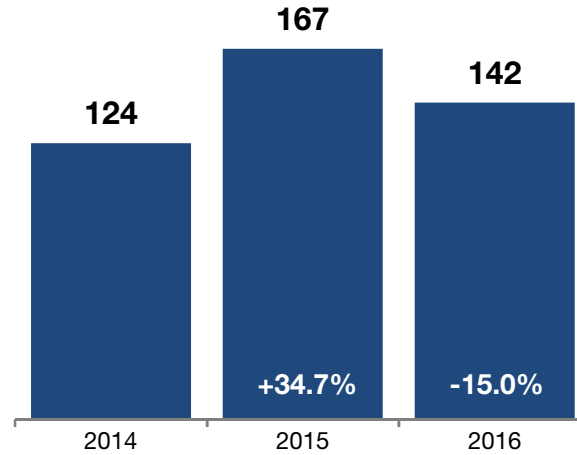
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April

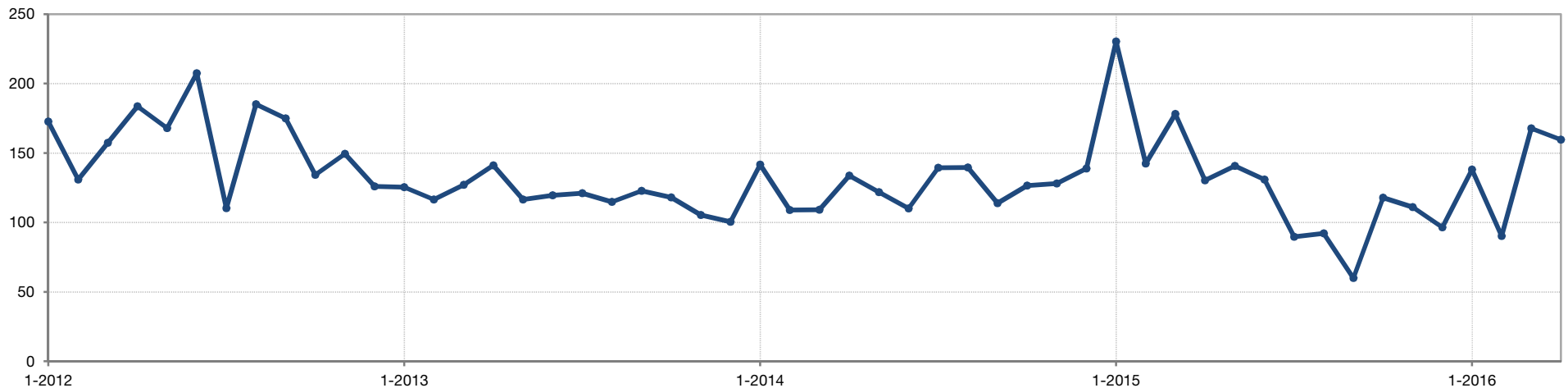


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
<b>April 2016</b>	<b>130</b>	<b>160</b>	<b>+23.1%</b>
12-Month Avg	137	115	-16.1%

## Historical Days on Market Until Sale

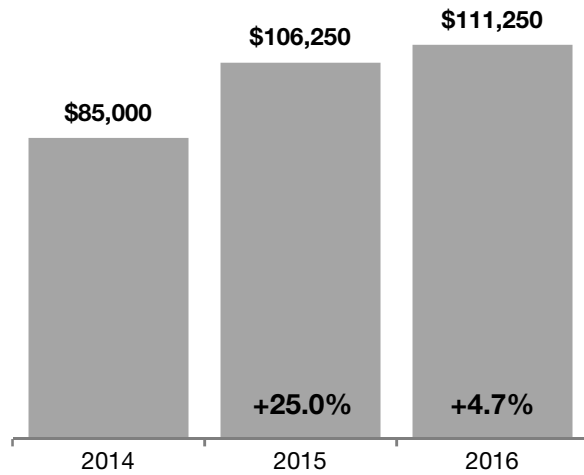


# Median Sales Price

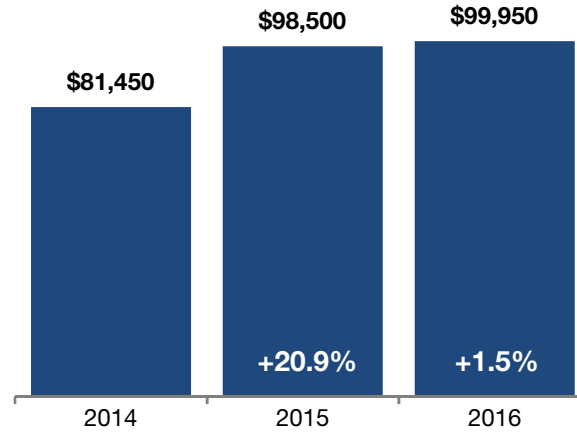
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## April

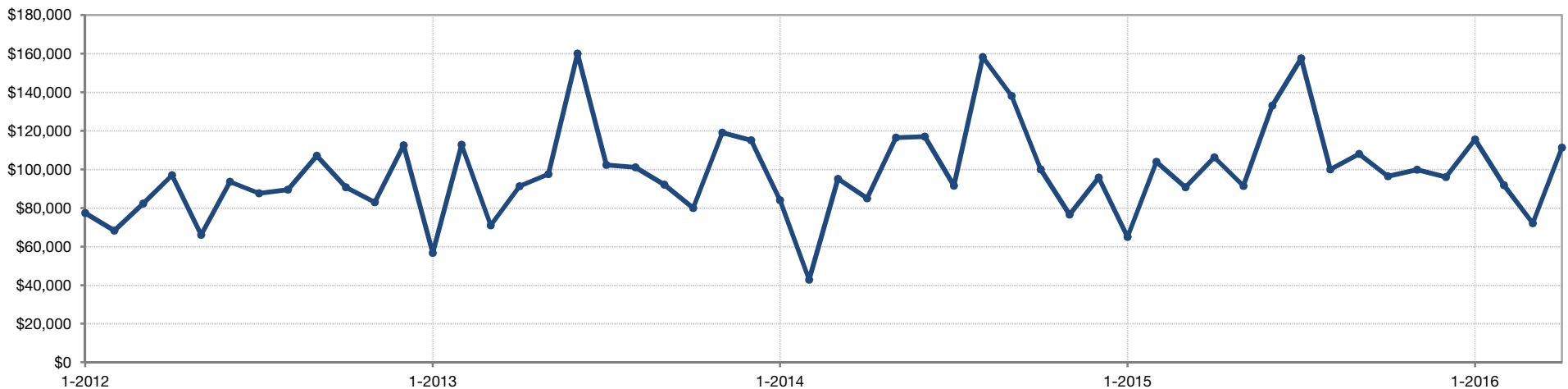


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
<b>April 2016</b>	<b>\$106,250</b>	<b>\$111,250</b>	<b>+4.7%</b>
12-Month Med	\$104,475	\$102,500	-1.9%

## Historical Median Sales Price

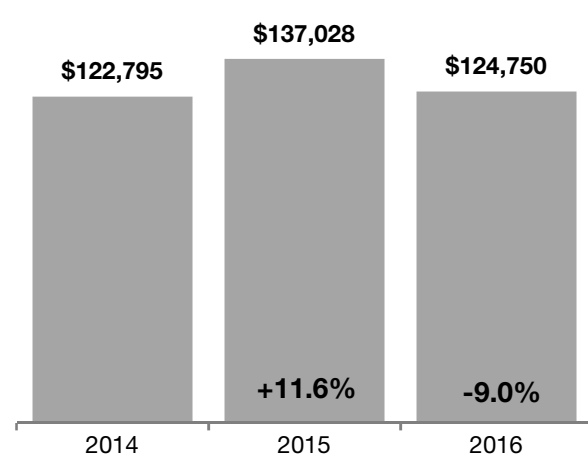


# Average Sales Price

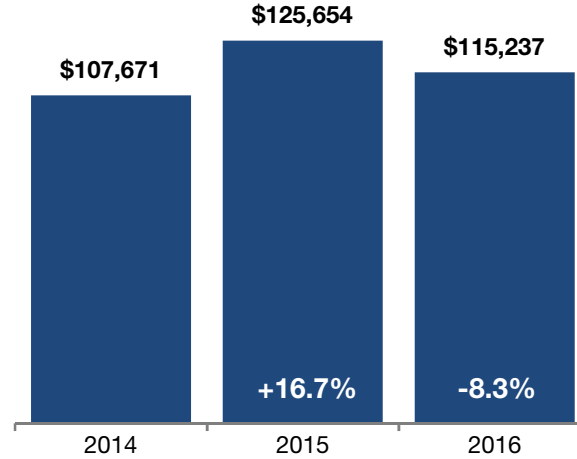
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April

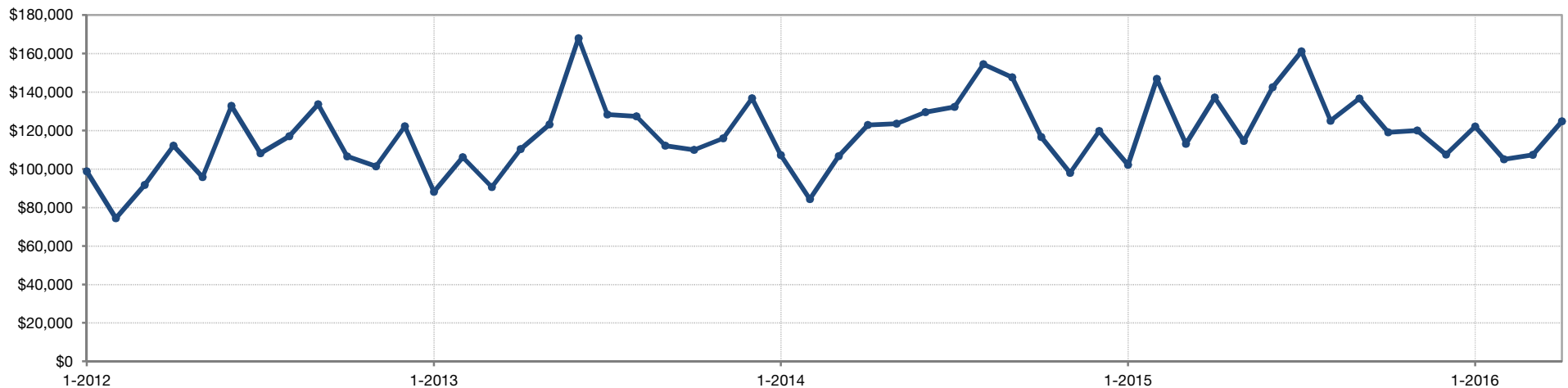


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
<b>April 2016</b>	<b>\$137,028</b>	<b>\$124,750</b>	<b>-9.0%</b>
12-Month Avg	\$127,094	\$125,223	-1.5%

## Historical Average Sales Price





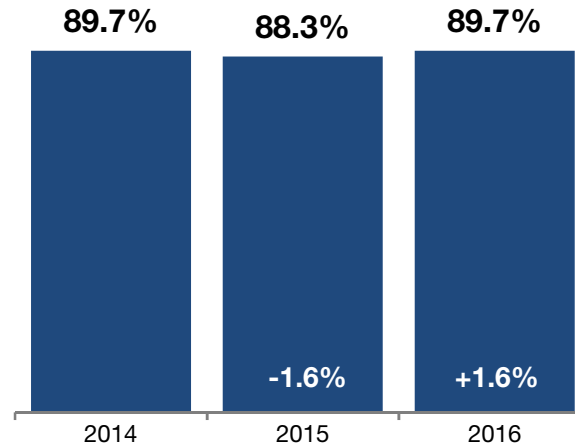
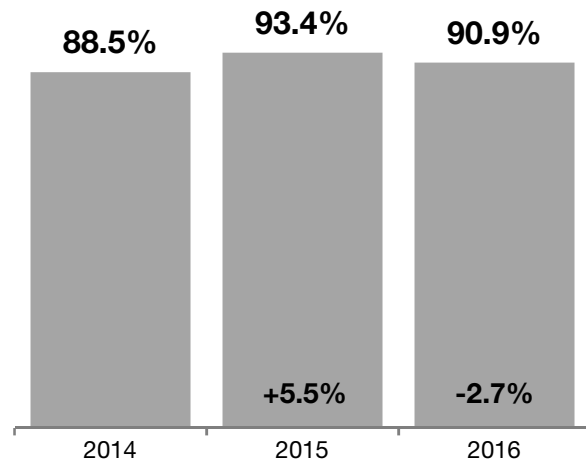
# Percent of Original List Price Received

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.



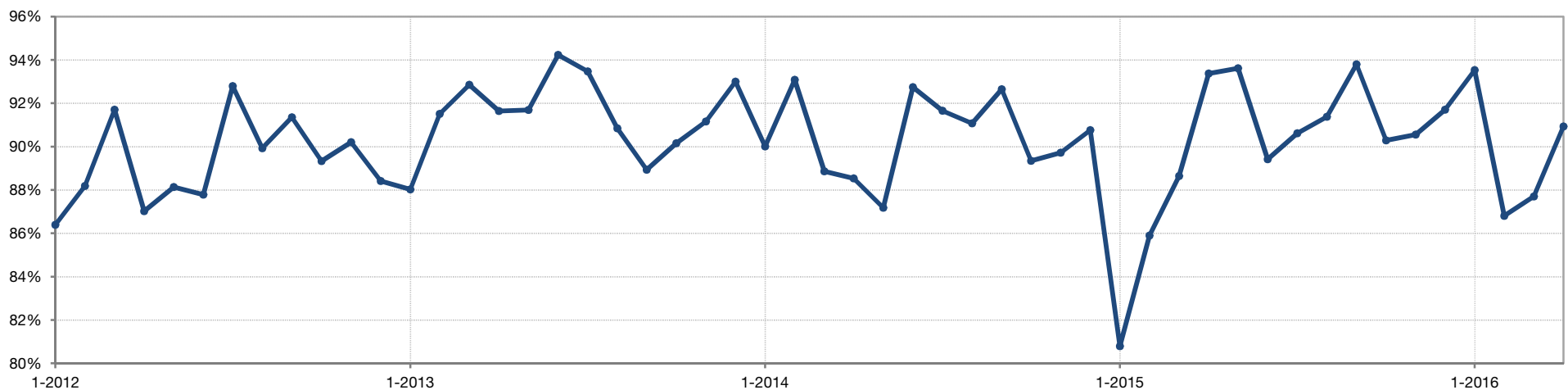
## April

## Year To Date



Month	Prior Year	Current Year	+ / -
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%
<b>April 2016</b>	<b>93.4%</b>	<b>90.9%</b>	<b>-2.7%</b>
12-Month Avg	90.0%	91.0%	+1.1%

## Historical Percent of Original List Price Received

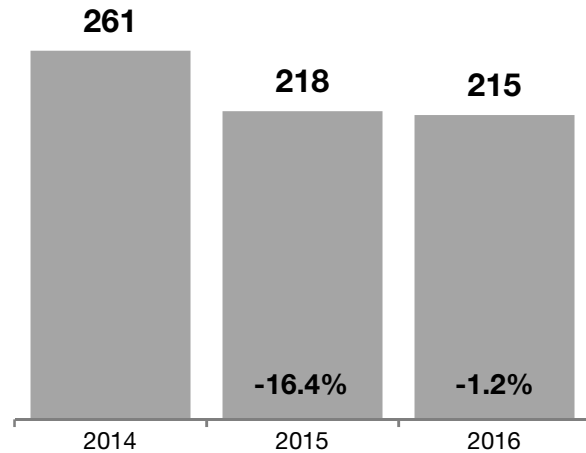


# Housing Affordability Index

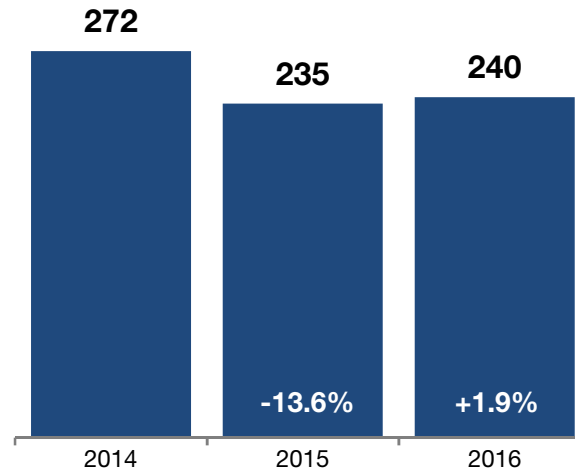
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## April

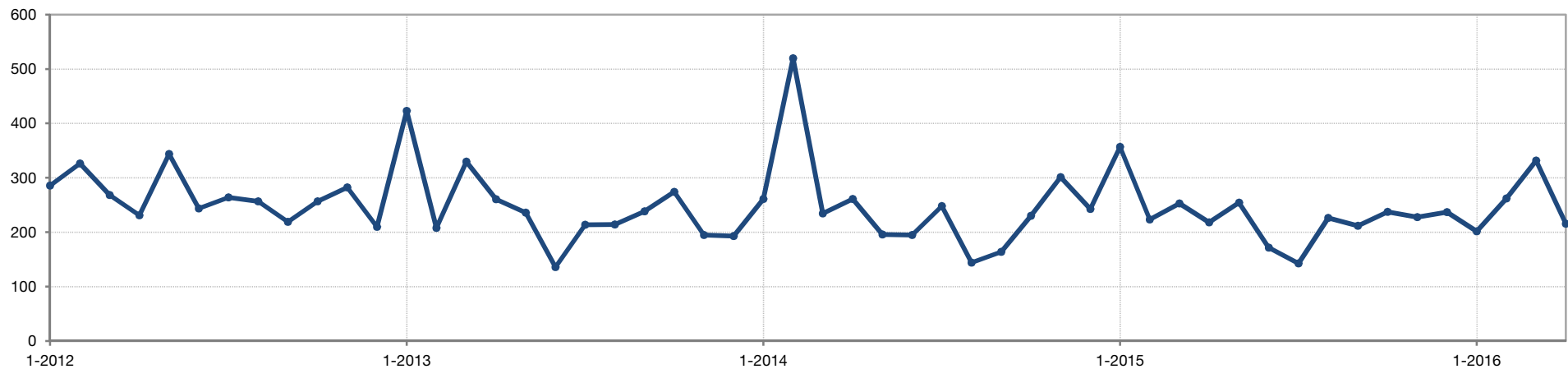


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
<b>April 2016</b>	<b>218</b>	<b>215</b>	<b>-1.2%</b>
12-Month Avg	231	226	+3.5%

## Historical Housing Affordability Index

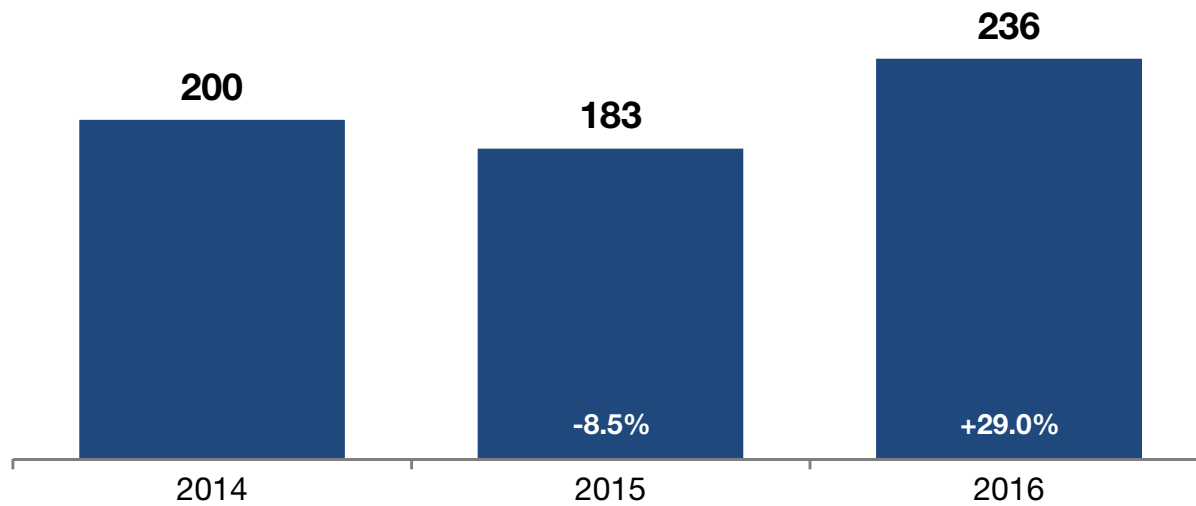


# Inventory of Homes for Sale

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

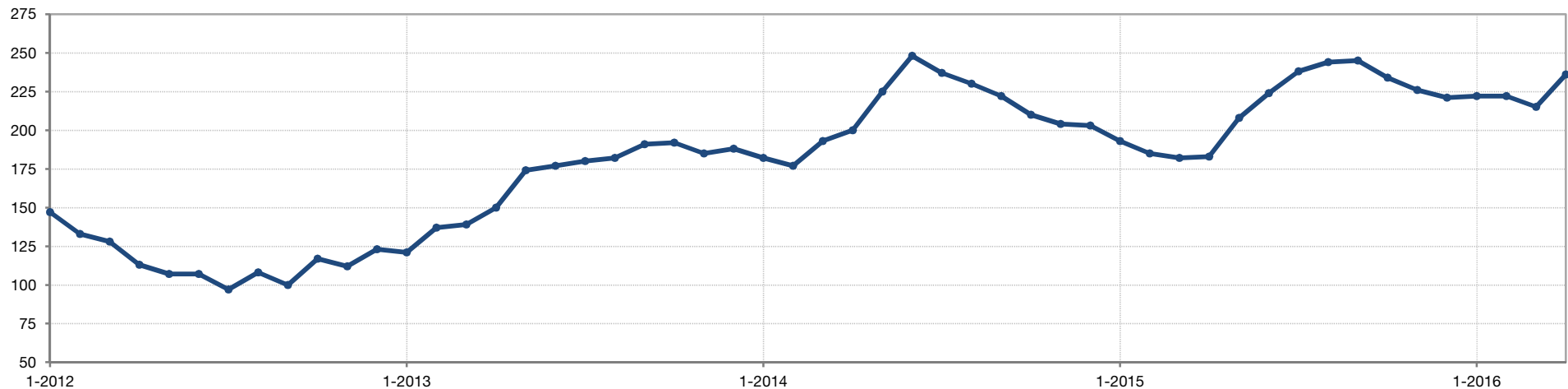


## April



Month	Prior Year	Current Year	+ / -
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	245	+10.4%
October 2015	210	234	+11.4%
November 2015	204	226	+10.8%
December 2015	203	221	+8.9%
January 2016	193	222	+15.0%
February 2016	185	222	+20.0%
March 2016	182	215	+18.1%
<b>April 2016</b>	<b>183</b>	<b>236</b>	<b>+29.0%</b>
12-Month Avg	210	228	+8.6%

## Historical Inventory of Homes for Sale

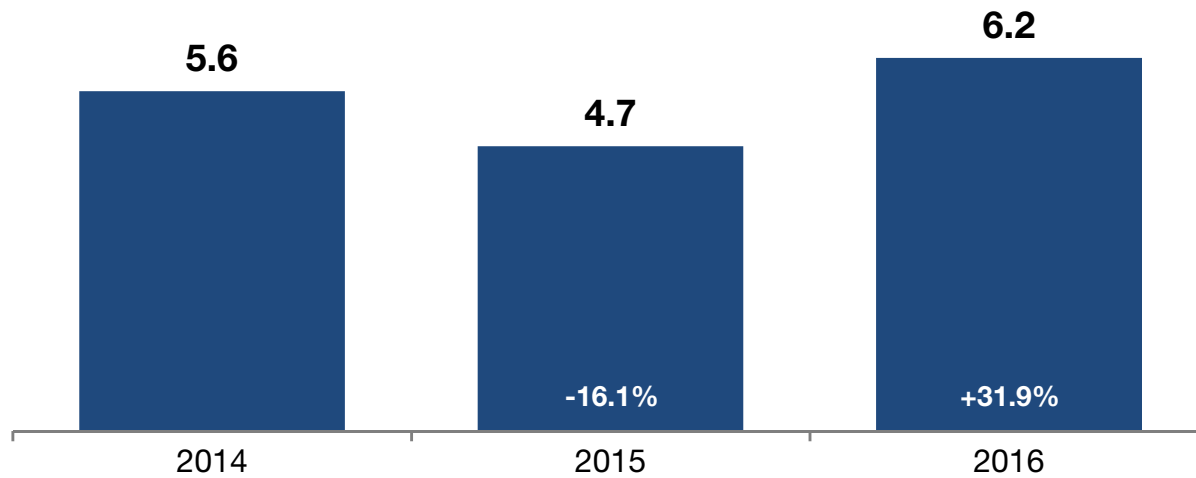


# Months Supply of Inventory

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.



## April



Month	Prior Year	Current Year	+ / -
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	6.7	+15.5%
October 2015	5.5	6.5	+18.2%
November 2015	5.4	6.2	+14.8%
December 2015	5.3	6.0	+13.2%
January 2016	5.1	6.0	+17.6%
February 2016	4.9	5.9	+20.4%
March 2016	4.7	5.7	+21.3%
<b>April 2016</b>	<b>4.7</b>	<b>6.2</b>	<b>+31.9%</b>
12-Month Avg	5.6	6.1	+8.9%

## Historical Months Supply of Inventory

