

Monthly Indicators

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



May 2016



Quick Facts

- 4.7% **+ 31.3%** **+ 16.8%**

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.



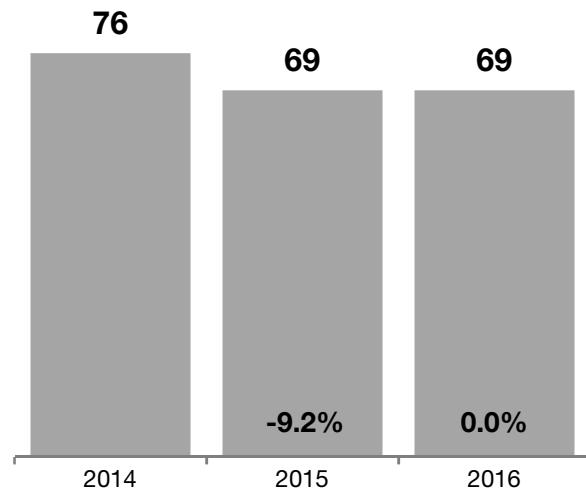
Key Metrics	Historical Sparklines	5-2015	5-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		69	69	0.0%	255	312	+ 22.4%
Pending Sales		37	53	+ 43.2%	185	203	+ 9.7%
Closed Sales		43	41	- 4.7%	160	168	+ 5.0%
Days on Market Until Sale		141	126	- 10.6%	160	138	- 13.8%
Median Sales Price		\$91,400	\$120,000	+ 31.3%	\$92,000	\$104,750	+ 13.9%
Average Sales Price		\$114,459	\$135,348	+ 18.3%	\$122,568	\$120,113	- 2.0%
Percent of Original List Price Received		93.6%	88.4%	- 5.6%	89.8%	89.4%	- 0.4%
Housing Affordability Index		254	200	- 21.4%	252	229	- 9.3%
Inventory of Homes for Sale		208	243	+ 16.8%	--	--	--
Months Supply of Homes for Sale		5.4	6.3	+ 16.7%	--	--	--

New Listings

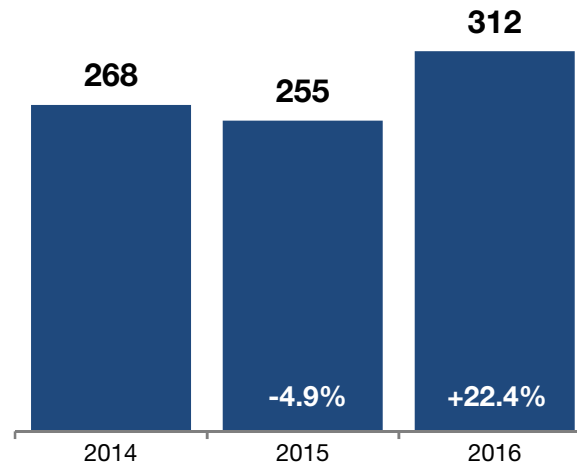
A count of the properties that have been newly listed on the market in a given month.



May

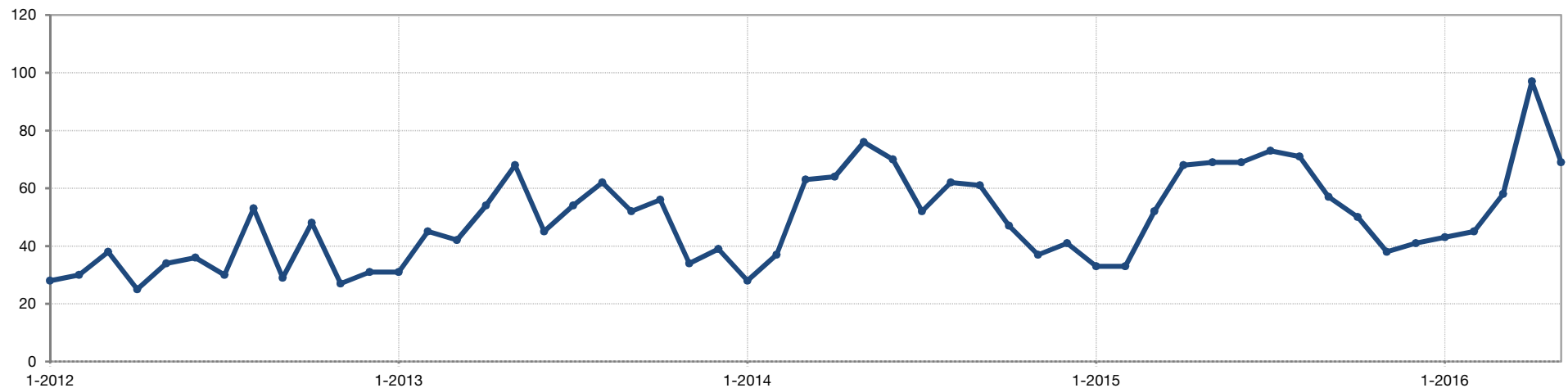


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April 2016	68	97	+42.6%
May 2016	69	69	0.0%
12-Month Avg	52	59	+13.8%

Historical New Listing Activity

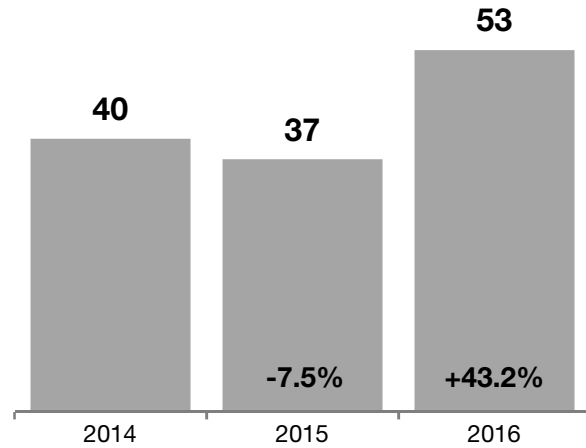


Pending Sales

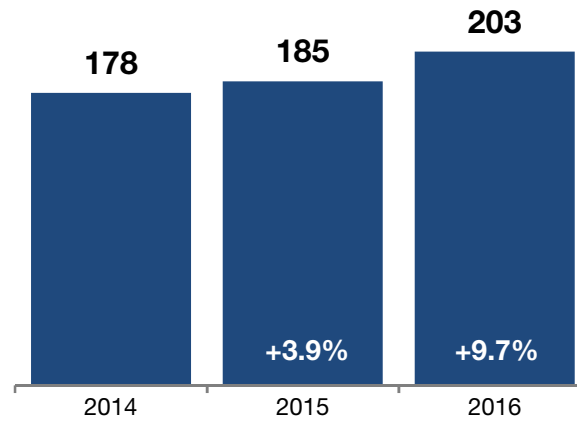
A count of the properties on which contracts have been accepted in a given month.



May

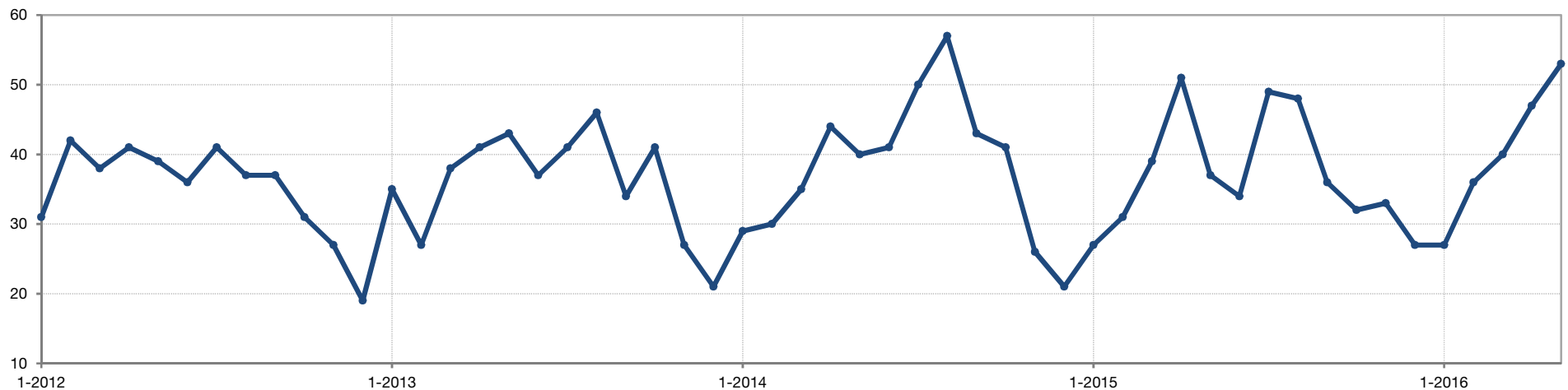


Year To Date



Month	Prior Year	Current Year	+ / -
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	40	+2.6%
April 2016	51	47	-7.8%
May 2016	37	53	+43.2%
12-Month Avg	39	39	0.0%

Historical Pending Sales Activity

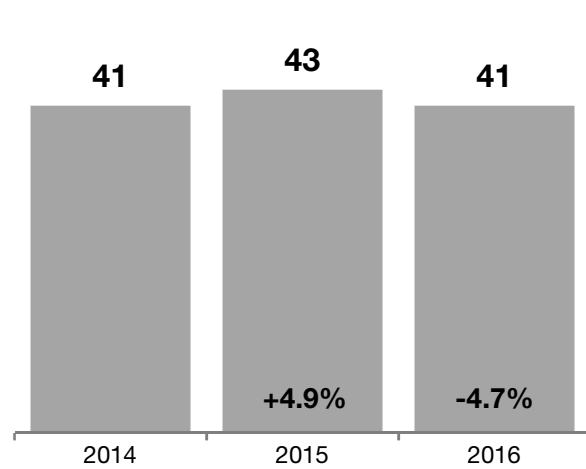


Closed Sales

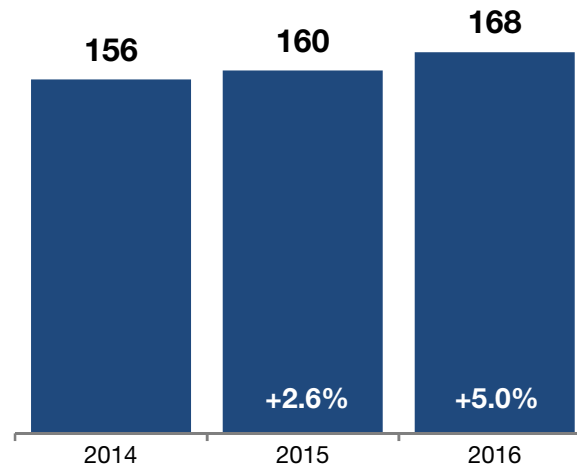
A count of the actual sales that have closed in a given month.



May

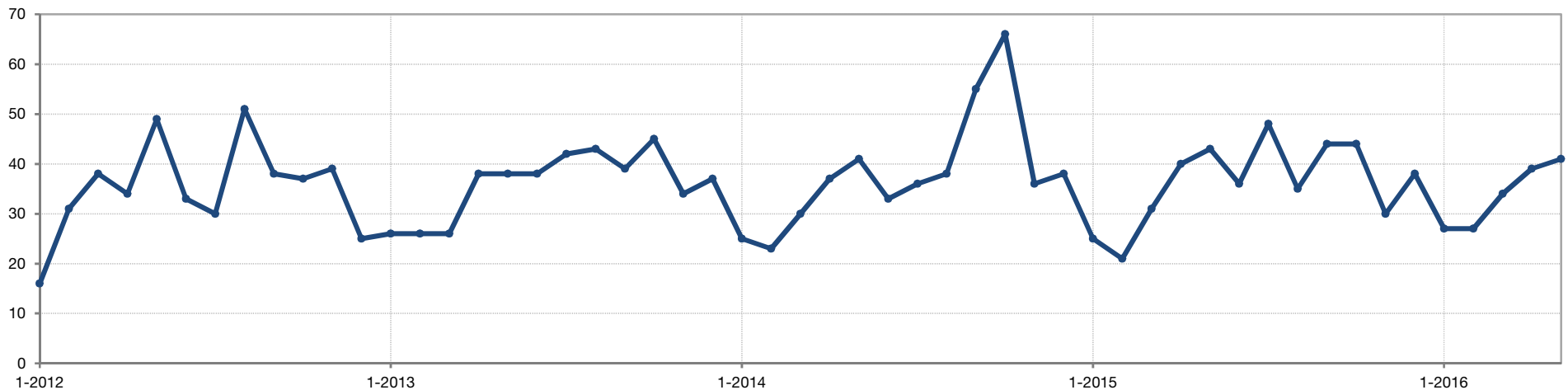


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April 2016	40	39	-2.5%
May 2016	43	41	-4.7%
12-Month Avg	39	37	+0.3%

Historical Closed Sales Activity

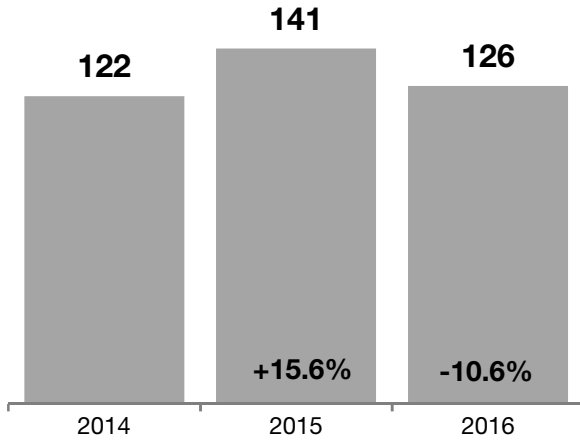


Days on Market Until Sale

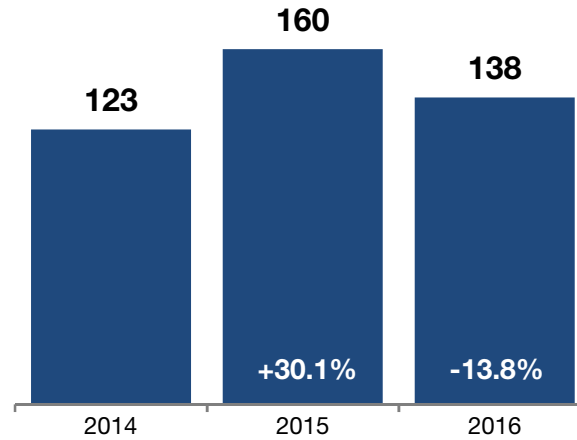
Average number of days between when a property is listed and when an offer is accepted in a given month.



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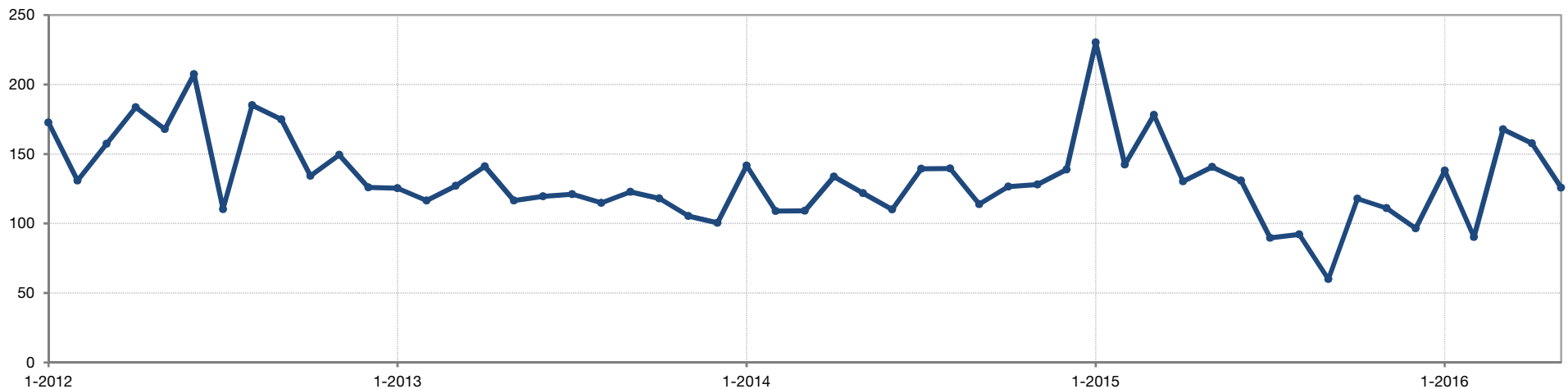


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April 2016	130	158	+21.5%
May 2016	141	126	-10.6%
12-Month Avg	139	113	-18.7%

Historical Days on Market Until Sale

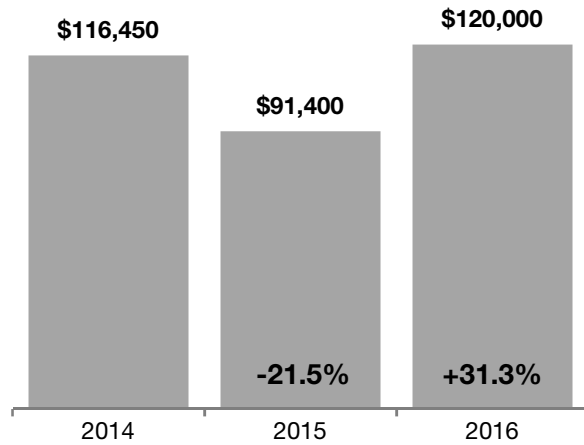


Median Sales Price

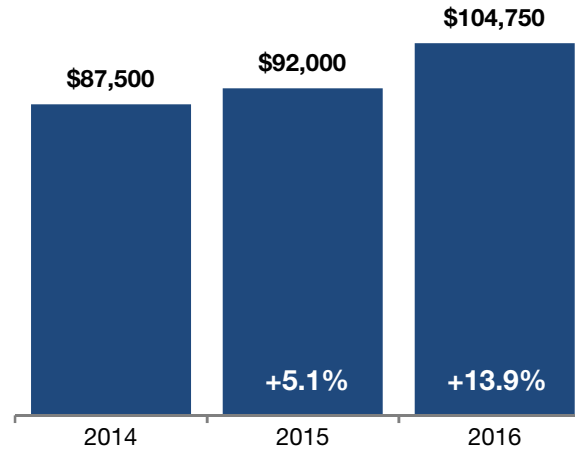
Median price point for all closed sales, not accounting for seller concessions, in a given month.



May



Year To Date



Month	Prior Year	Current Year	+ / -
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%
April 2016	\$106,250	\$110,000	+3.5%
May 2016	\$91,400	\$120,000	+31.3%
12-Month Med	\$101,000	\$105,000	+4.0%

Historical Median Sales Price

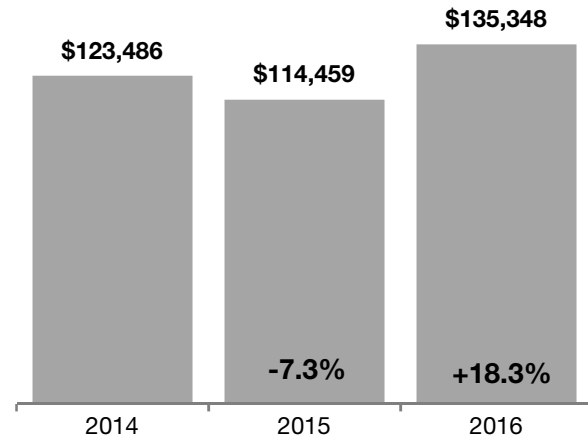


Average Sales Price

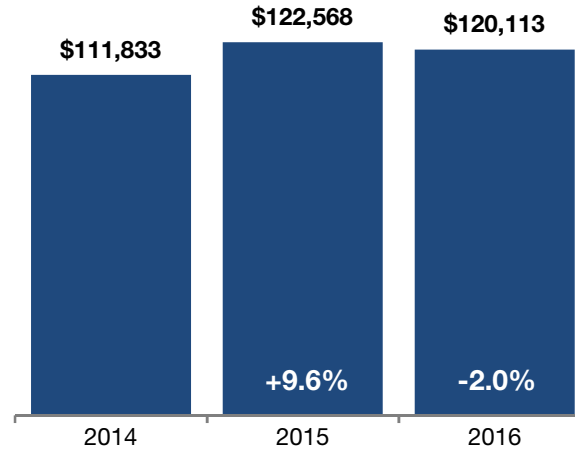
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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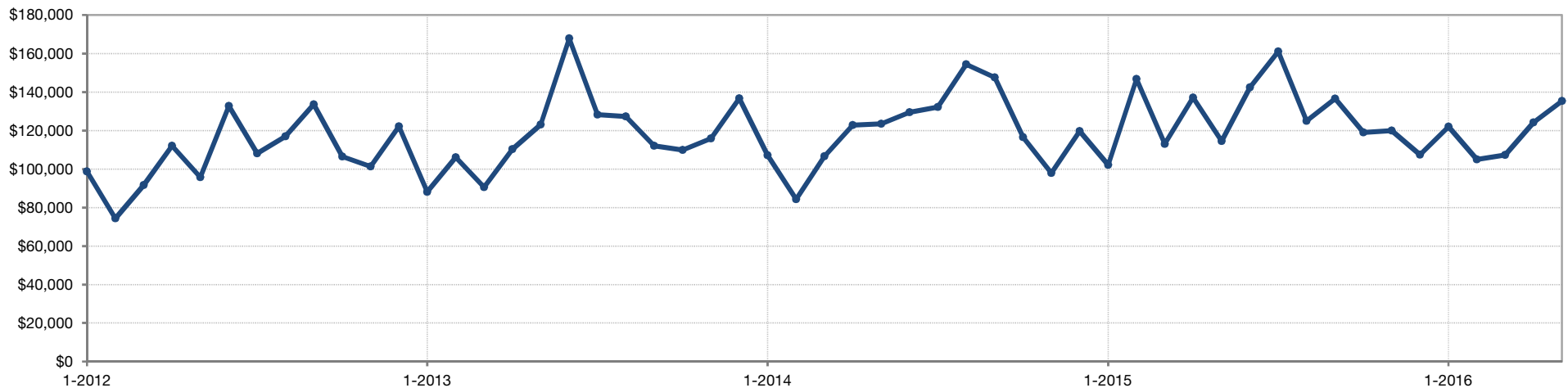


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April 2016	\$137,028	\$124,115	-9.4%
May 2016	\$114,459	\$135,348	+18.3%
12-Month Avg	\$126,210	\$127,161	+0.8%

Historical Average Sales Price



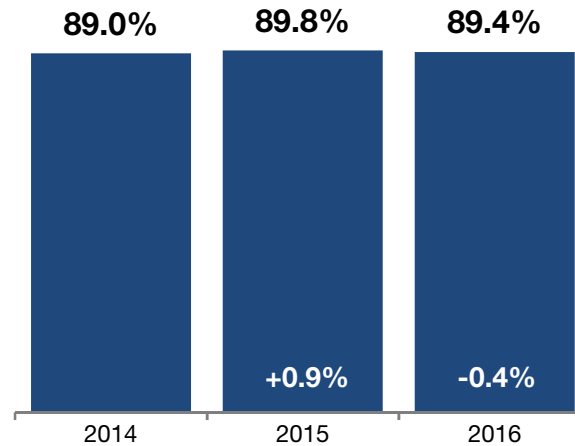
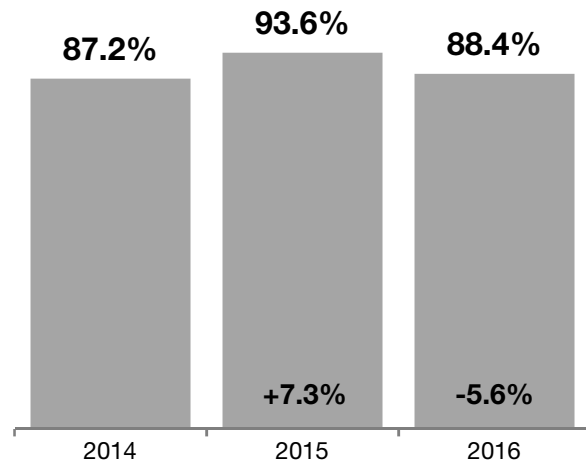
Percent of Original List Price Received

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.



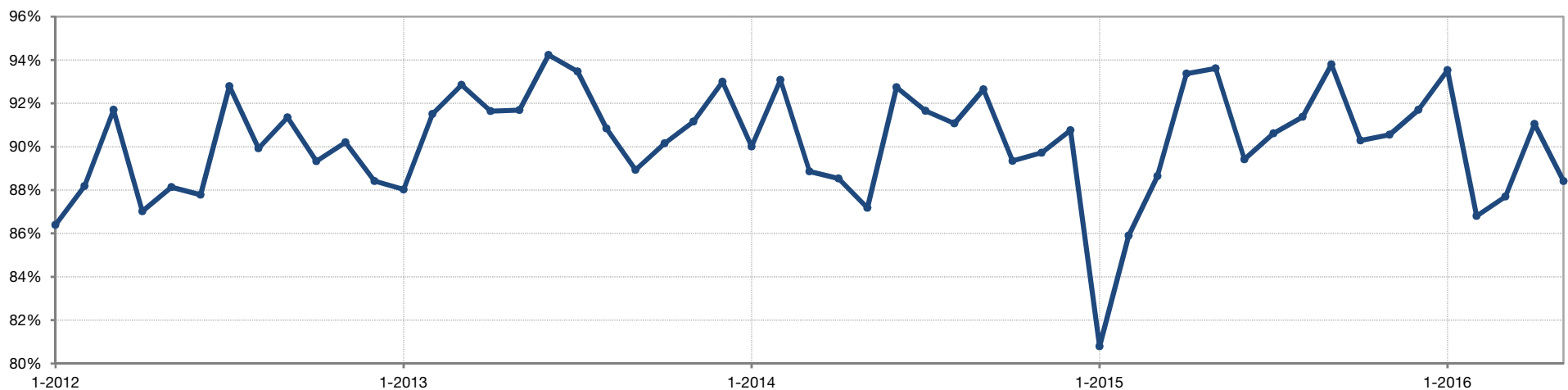
May

Year To Date



Month	Prior Year	Current Year	+ / -
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%
April 2016	93.4%	91.0%	-2.6%
May 2016	93.6%	88.4%	-5.6%
12-Month Avg	90.6%	90.5%	-0.1%

Historical Percent of Original List Price Received

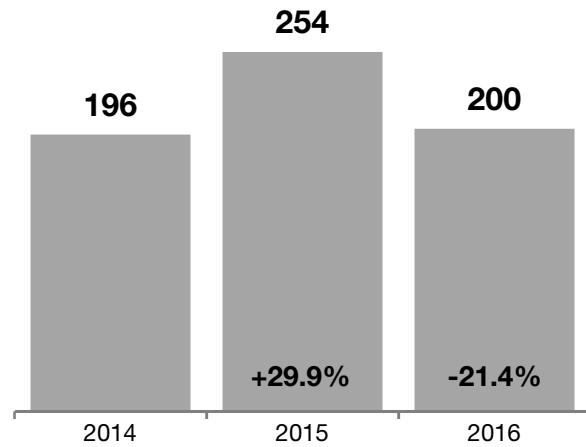


Housing Affordability Index

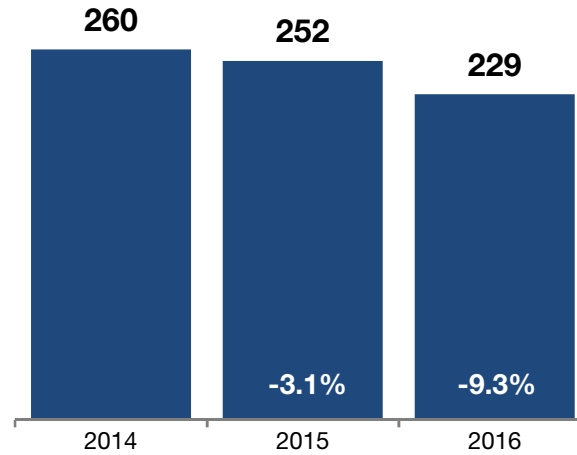
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



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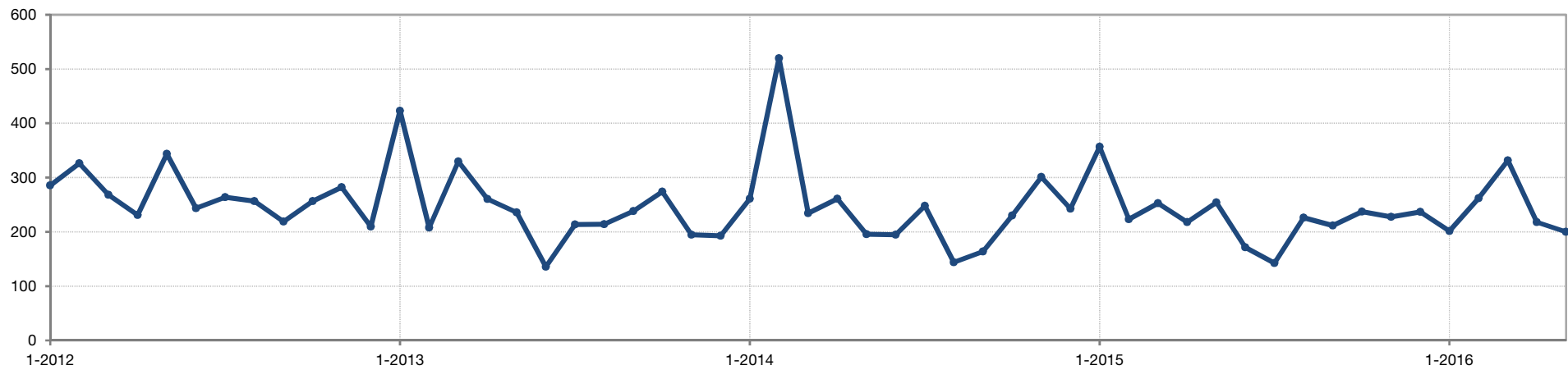


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April 2016	218	218	-0.1%
May 2016	254	200	-21.4%
12-Month Avg	236	222	-0.7%

Historical Housing Affordability Index

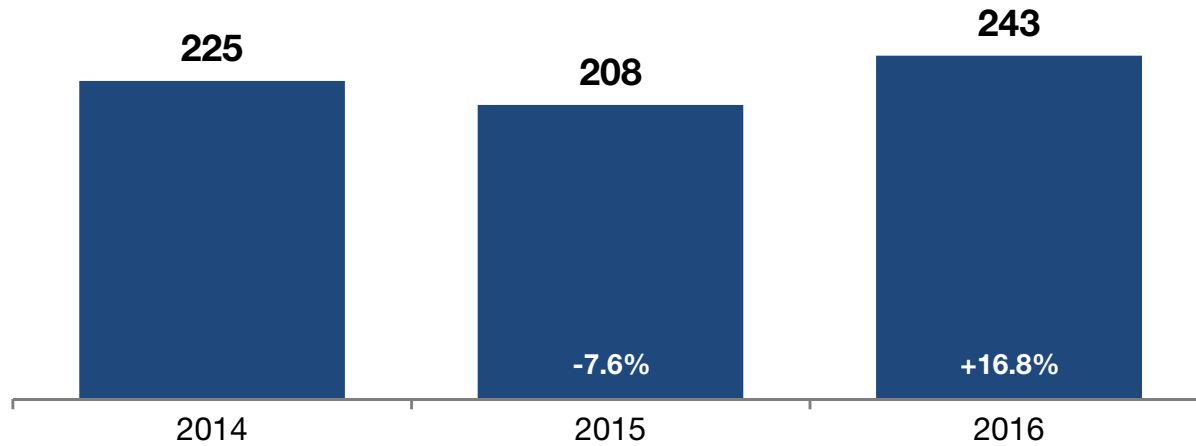


Inventory of Homes for Sale

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

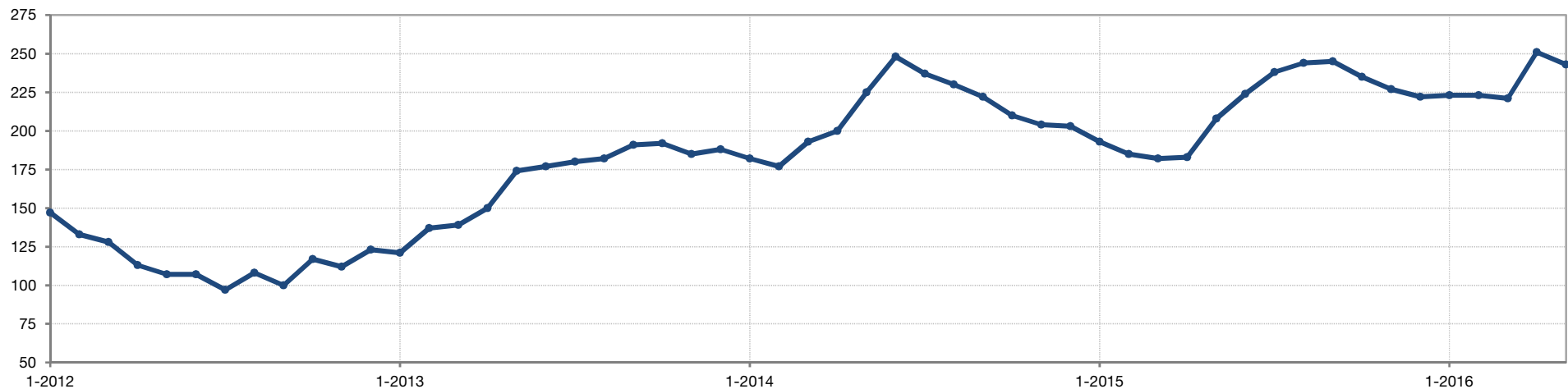


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Month	Prior Year	Current Year	+ / -
June 2015	248	224	-9.7%
July 2015	237	238	+0.4%
August 2015	230	244	+6.1%
September 2015	222	245	+10.4%
October 2015	210	235	+11.9%
November 2015	204	227	+11.3%
December 2015	203	222	+9.4%
January 2016	193	223	+15.5%
February 2016	185	223	+20.5%
March 2016	182	221	+21.4%
April 2016	183	251	+37.2%
May 2016	208	243	+16.8%
12-Month Avg	209	233	+11.5%

Historical Inventory of Homes for Sale

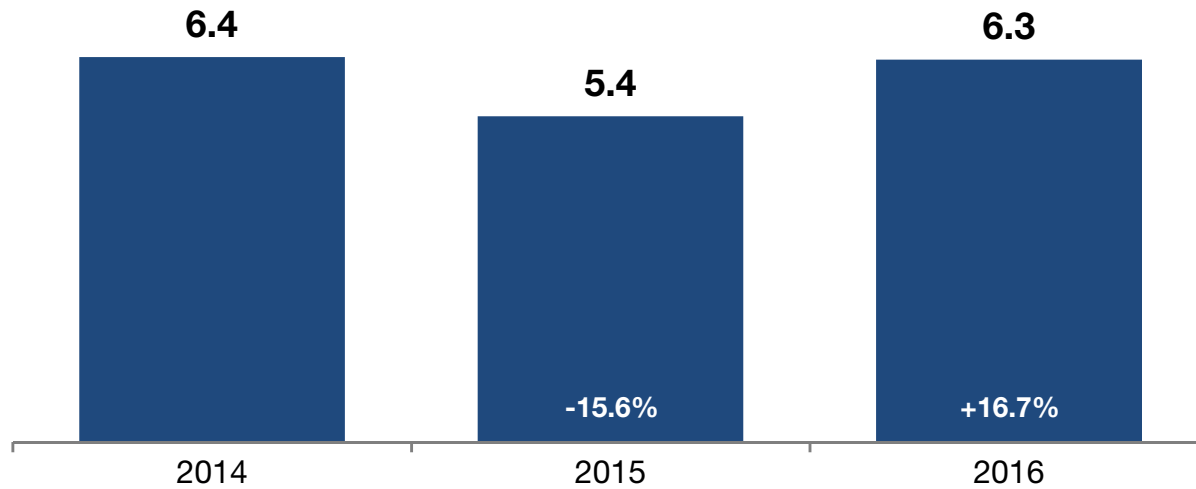


Months Supply of Inventory

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.



May



Month	Prior Year	Current Year	+ / -
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	6.0	+22.4%
March 2016	4.7	5.9	+25.5%
April 2016	4.7	6.8	+44.7%
May 2016	5.4	6.3	+16.7%
12-Month Avg	5.5	6.3	+14.5%

Historical Months Supply of Inventory

