

Monthly Indicators

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



June 2016



Quick Facts

+ 2.8% **- 33.5%** **+ 25.4%**

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.



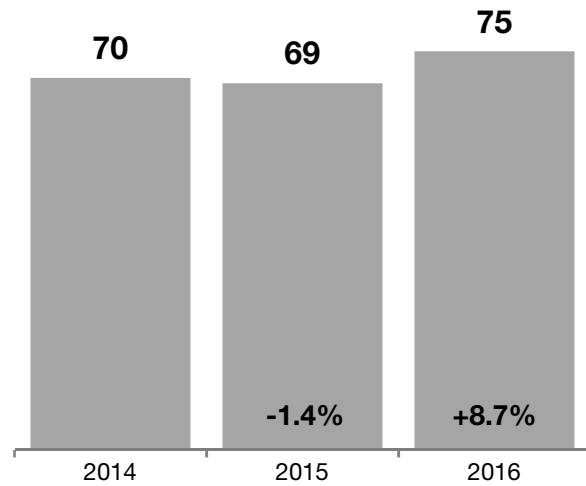
Key Metrics	Historical Sparklines	6-2015	6-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		69	75	+ 8.7%	324	387	+ 19.4%
Pending Sales		34	45	+ 32.4%	219	227	+ 3.7%
Closed Sales		36	37	+ 2.8%	196	206	+ 5.1%
Days on Market Until Sale		131	103	- 21.4%	154	134	- 13.0%
Median Sales Price		\$133,000	\$88,500	- 33.5%	\$98,500	\$104,000	+ 5.6%
Average Sales Price		\$142,454	\$125,323	- 12.0%	\$126,212	\$120,714	- 4.4%
Percent of Original List Price Received		89.4%	92.2%	+ 3.1%	89.7%	90.0%	+ 0.3%
Housing Affordability Index		172	275	+ 60.5%	232	234	+ 1.2%
Inventory of Homes for Sale		224	281	+ 25.4%	--	--	--
Months Supply of Homes for Sale		5.9	7.5	+ 27.1%	--	--	--

New Listings

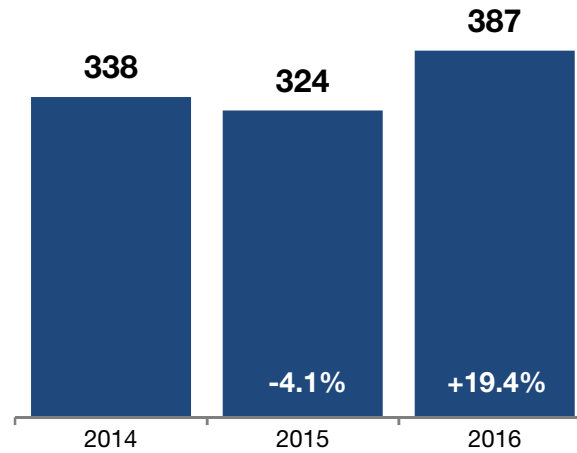
A count of the properties that have been newly listed on the market in a given month.



June

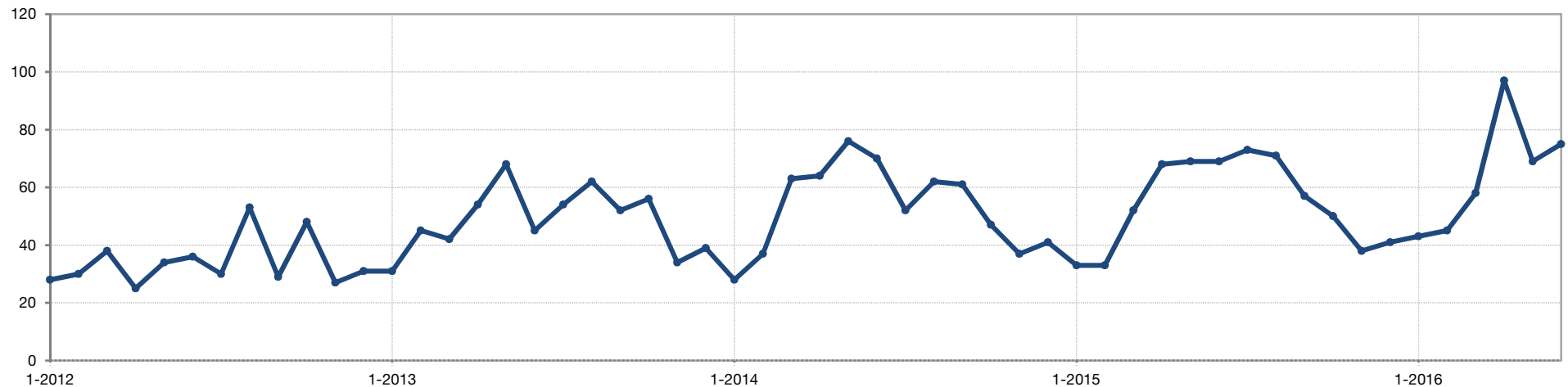


Year To Date



Month	Prior Year	Current Year	+ / -
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%
June 2016	69	75	+8.7%
12-Month Avg	52	60	+14.9%

Historical New Listing Activity

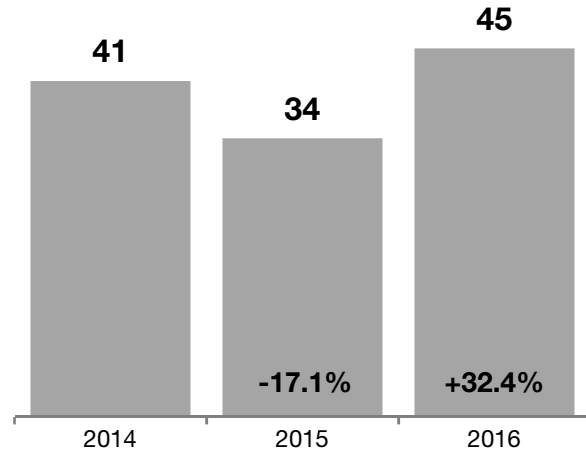


Pending Sales

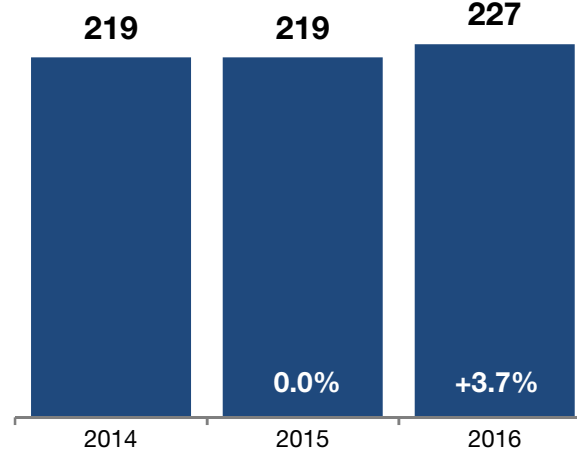
A count of the properties on which contracts have been accepted in a given month.



June

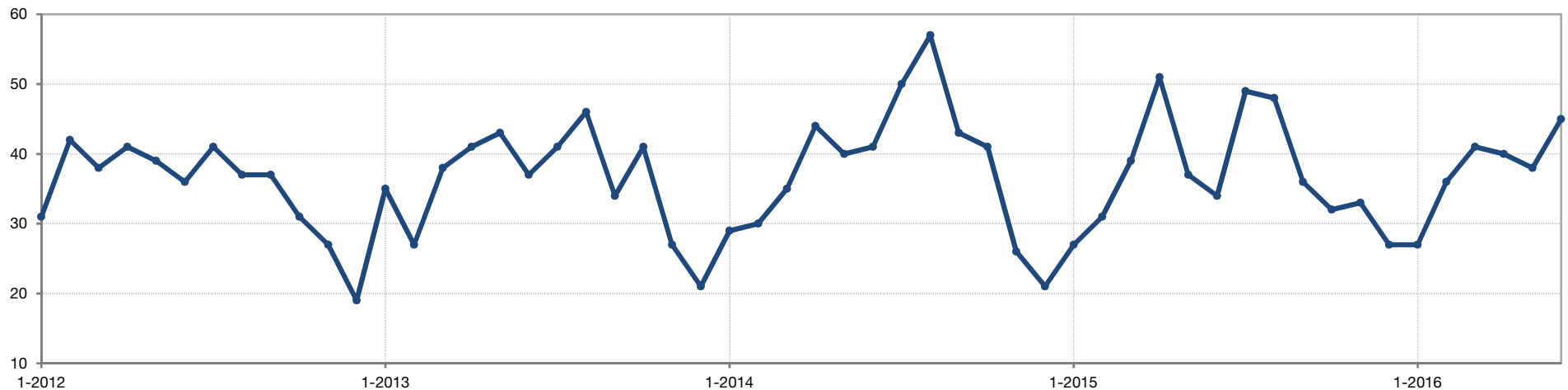


Year To Date



Month	Prior Year	Current Year	+ / -
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	41	+5.1%
April 2016	51	40	-21.6%
May 2016	37	38	+2.7%
June 2016	34	45	+32.4%
12-Month Avg	38	38	0.0%

Historical Pending Sales Activity

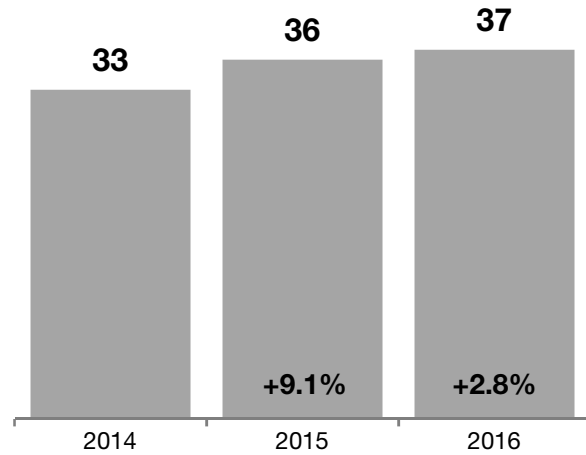


Closed Sales

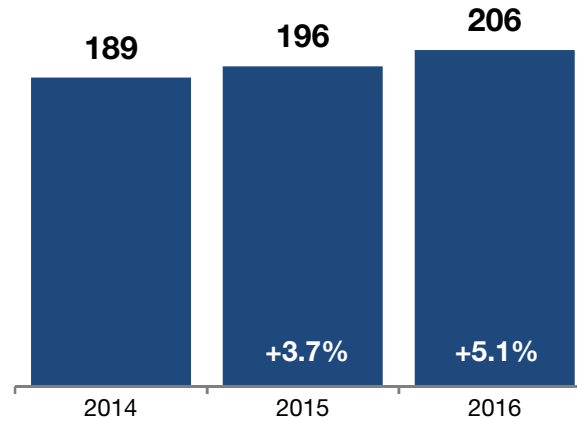
A count of the actual sales that have closed in a given month.



June

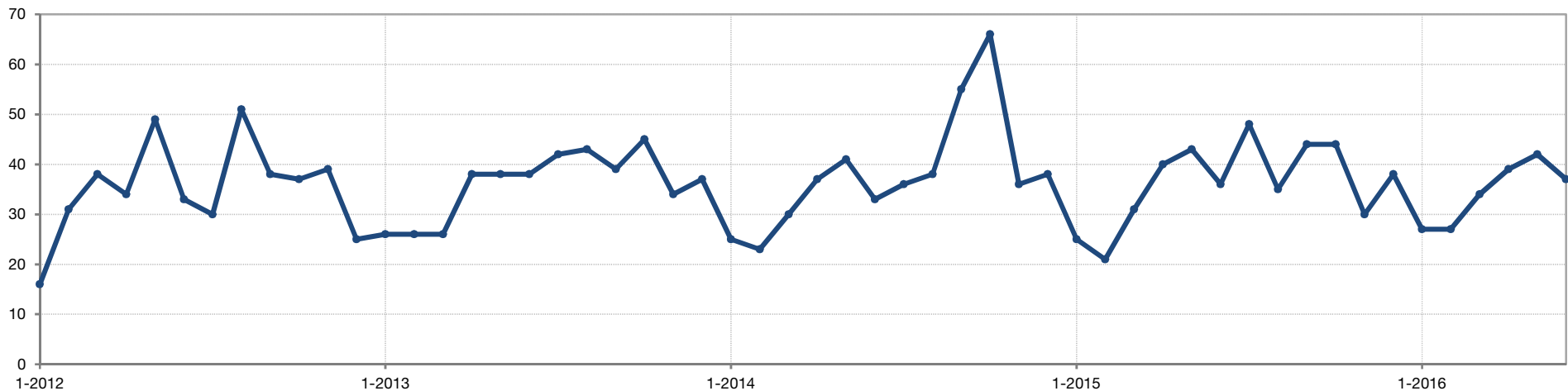


Year To Date



Month	Prior Year	Current Year	+ / -
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	42	-2.3%
June 2016	36	37	+2.8%
12-Month Avg	39	37	-0.0%

Historical Closed Sales Activity

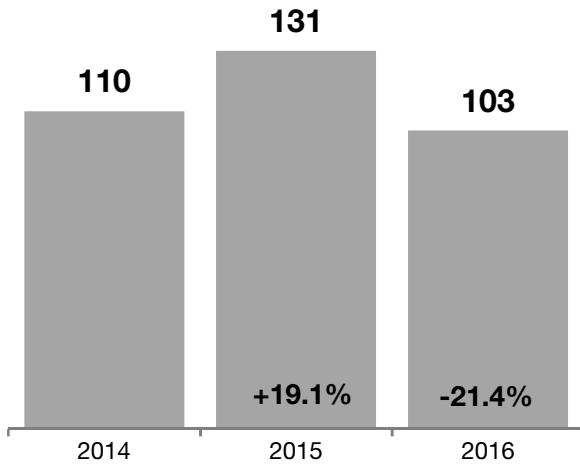


Days on Market Until Sale

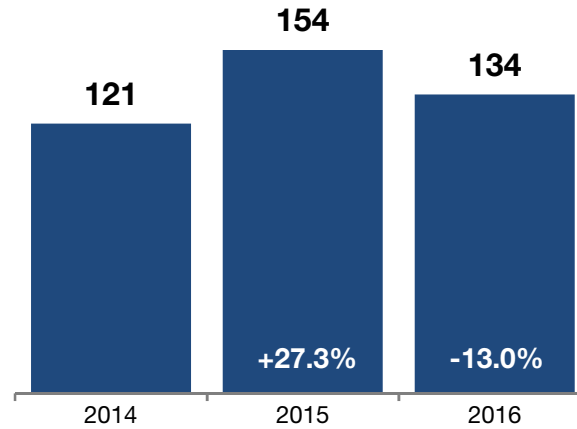
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

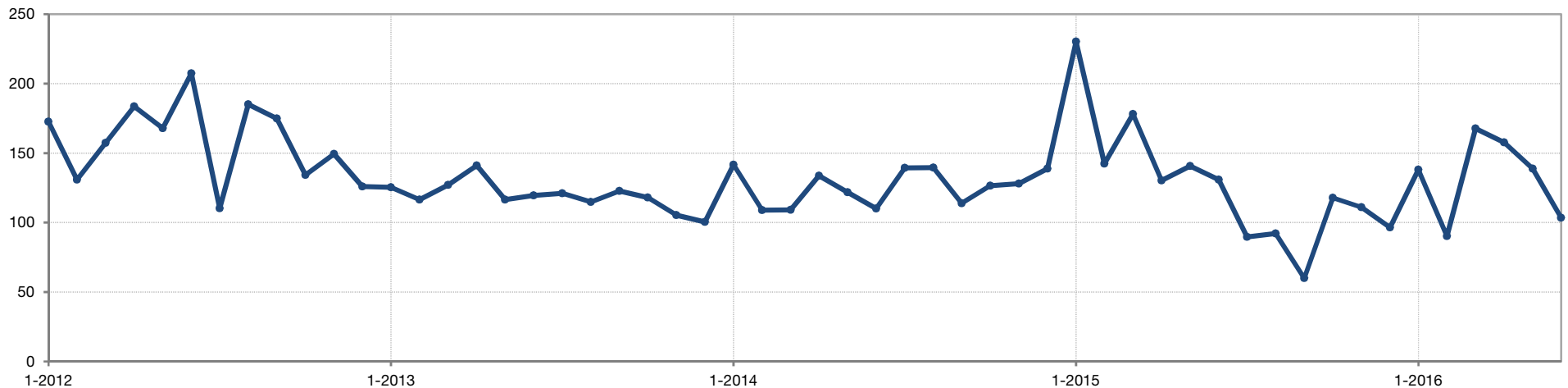


Year To Date



Month	Prior Year	Current Year	+ / -
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	139	-1.4%
June 2016	131	103	-21.4%
12-Month Avg	140	112	-20.0%

Historical Days on Market Until Sale

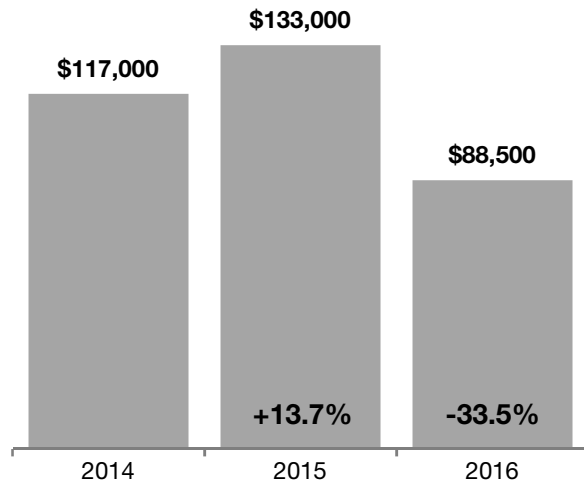


Median Sales Price

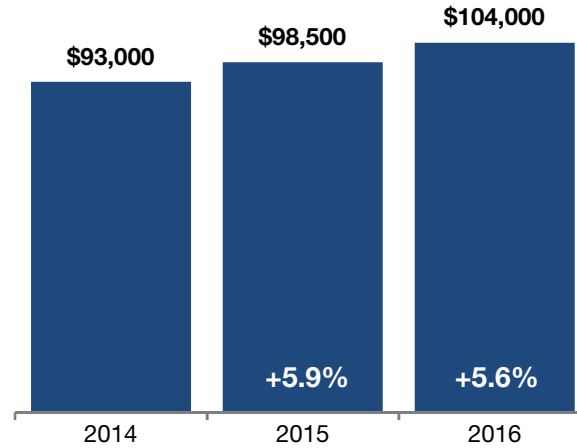
Median price point for all closed sales, not accounting for seller concessions, in a given month.



June



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$117,450	+28.5%
June 2016	\$133,000	\$88,500	-33.5%
12-Month Med	\$101,000	\$105,000	+4.0%

Historical Median Sales Price

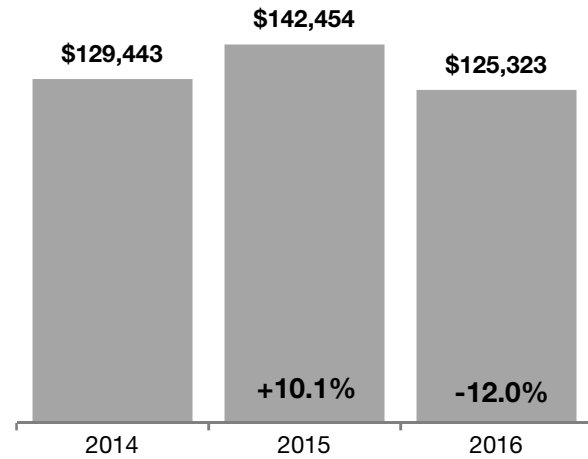


Average Sales Price

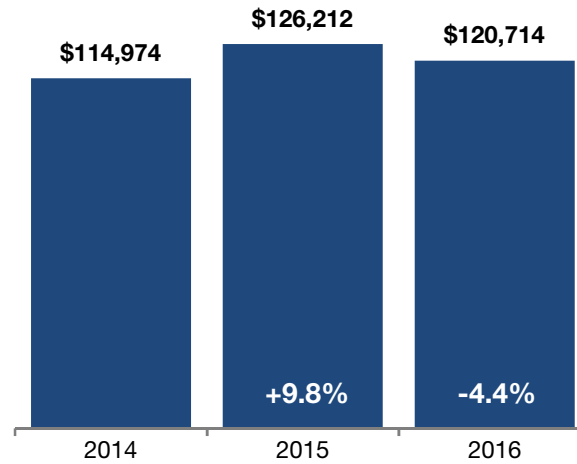
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June

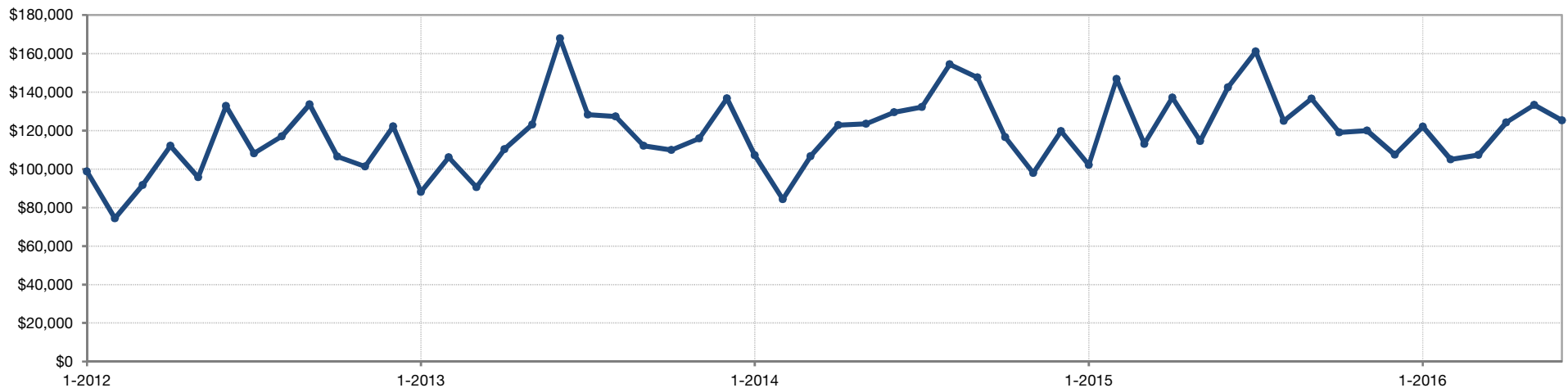


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$133,315	+16.5%
June 2016	\$142,454	\$125,323	-12.0%
12-Month Avg	\$127,229	\$125,625	-1.3%

Historical Average Sales Price



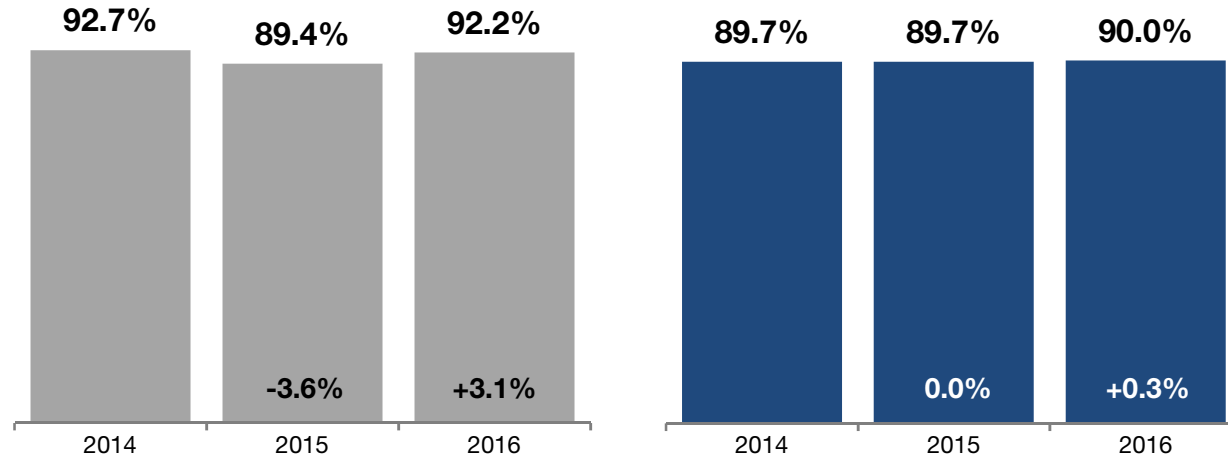
Percent of Original List Price Received

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.



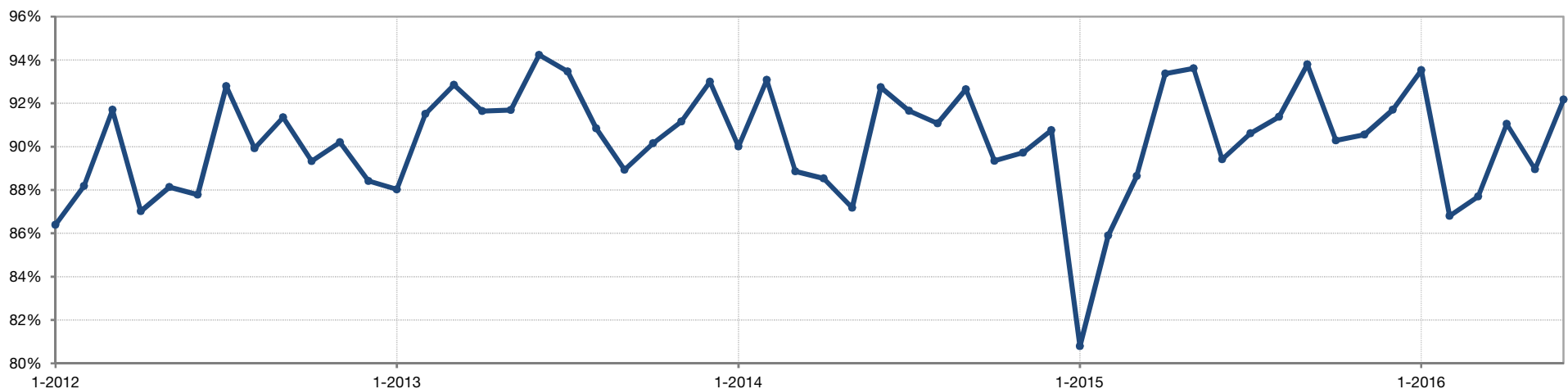
June

Year To Date



Month	Prior Year	Current Year	+ / -
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%	89.0%	-4.9%
June 2016	89.4%	92.2%	+3.1%
12-Month Avg	90.4%	90.8%	+0.4%

Historical Percent of Original List Price Received

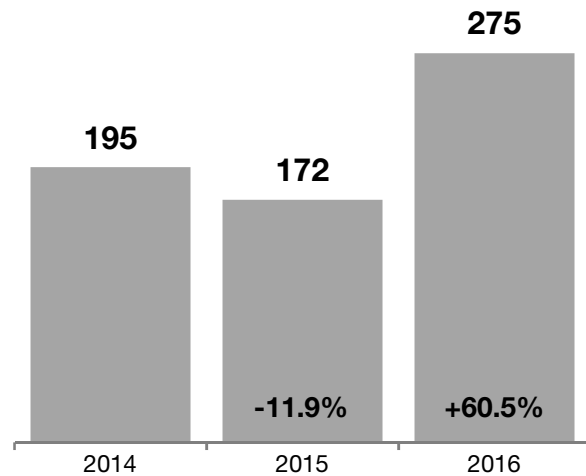


Housing Affordability Index

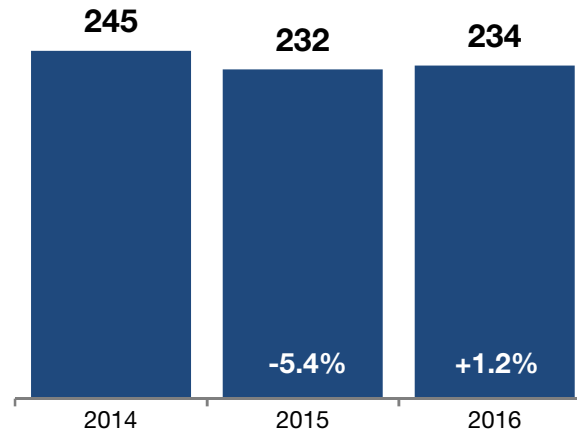
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



June

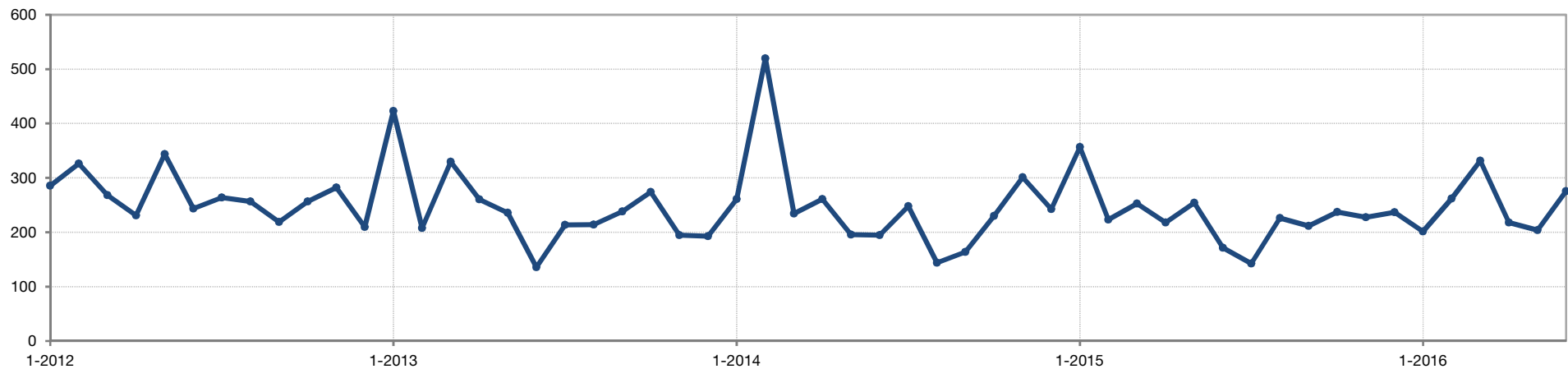


Year To Date



Month	Prior Year	Current Year	+ / -
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	204	-19.7%
June 2016	172	275	+60.5%
12-Month Avg	234	231	+5.5%

Historical Housing Affordability Index

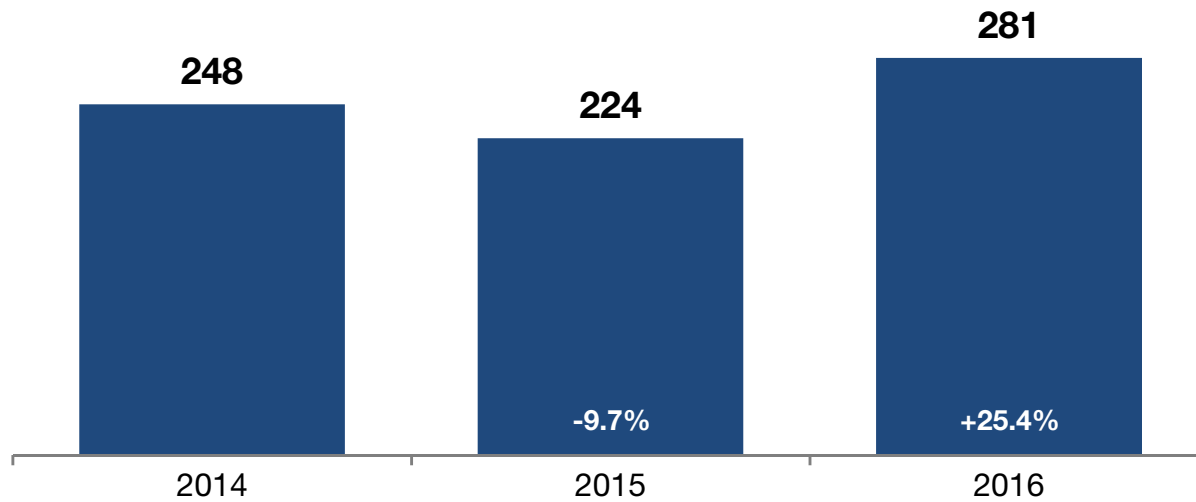


Inventory of Homes for Sale

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

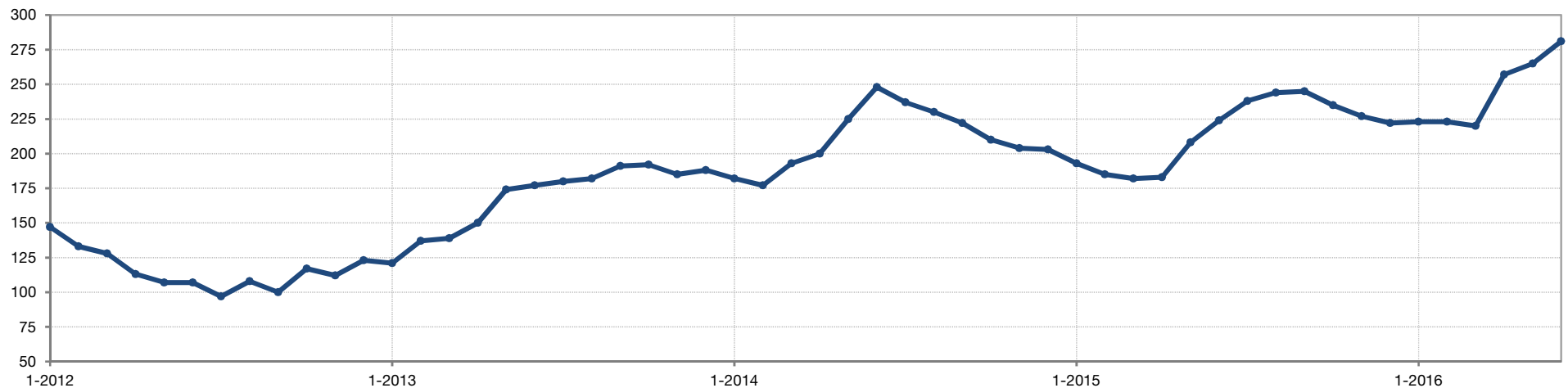


June



Month	Prior Year	Current Year	+ / -
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	220	+20.9%
April 2016	183	257	+40.4%
May 2016	208	265	+27.4%
June 2016	224	281	+25.4%
12-Month Avg	207	240	+15.9%

Historical Inventory of Homes for Sale

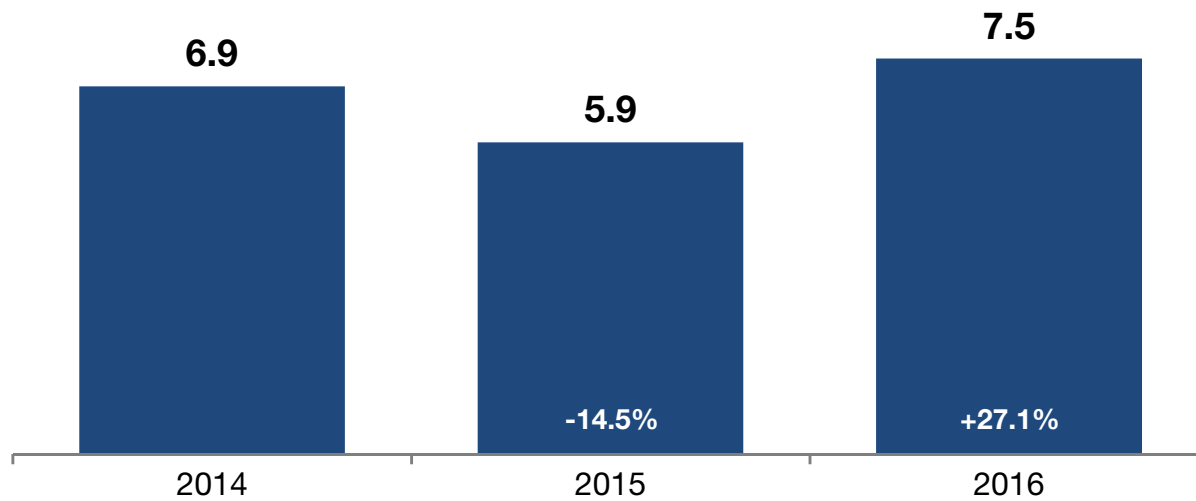


Months Supply of Inventory

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.



June



Month	Prior Year	Current Year	+ / -
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	7.0	+48.9%
May 2016	5.4	7.2	+33.3%
June 2016	5.9	7.5	+27.1%
12-Month Avg	5.4	6.5	+20.4%

Historical Months Supply of Inventory

