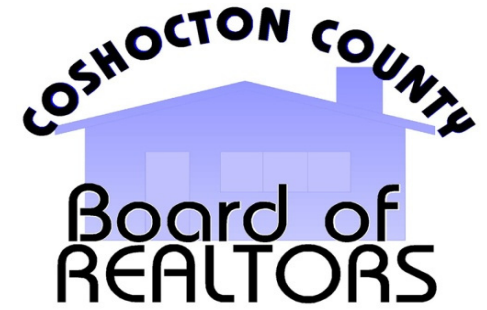


Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE COSHOCTON COUNTY BOARD OF REALTORS®



March 2015



Quick Facts

+ 7.1%

+ 81.6%

- 9.6%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Market Overview

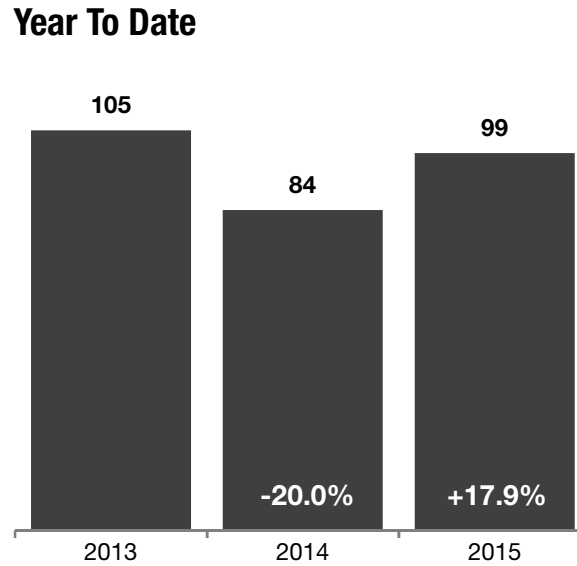
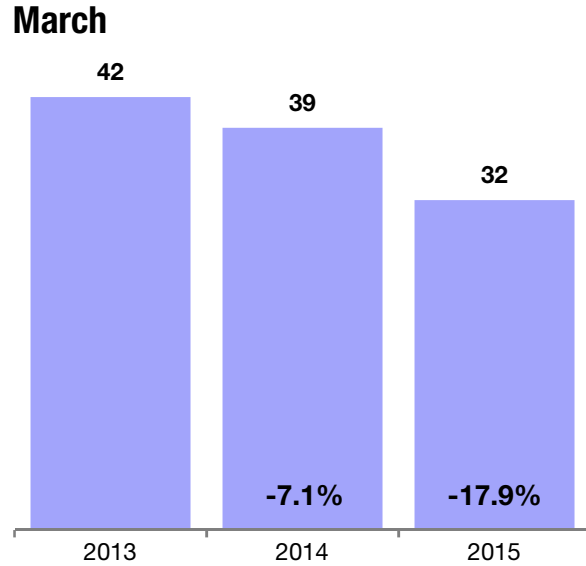
Key market metrics for the current month and year-to-date figures.



Key Metrics	Historical Sparklines	3-2014	3-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		39	32	- 17.9%	84	99	+ 17.9%
Pending Sales		18	22	+ 22.2%	46	54	+ 17.4%
Closed Sales		14	15	+ 7.1%	42	39	- 7.1%
Days on Market Until Sale		141	89	- 37.0%	149	114	- 23.4%
Median Sales Price		\$49,500	\$89,900	+ 81.6%	\$73,750	\$89,900	+ 21.9%
Average Sales Price		\$77,289	\$92,363	+ 19.5%	\$88,302	\$101,938	+ 15.4%
Percent of Original List Price Received		85.5%	89.6%	+ 4.9%	86.0%	87.8%	+ 2.1%
Housing Affordability Index		471	272	- 42.3%	316	272	- 14.0%
Inventory of Homes for Sale		125	113	- 9.6%	--	--	--
Months Supply of Homes for Sale		7.1	6.1	- 14.1%	--	--	--

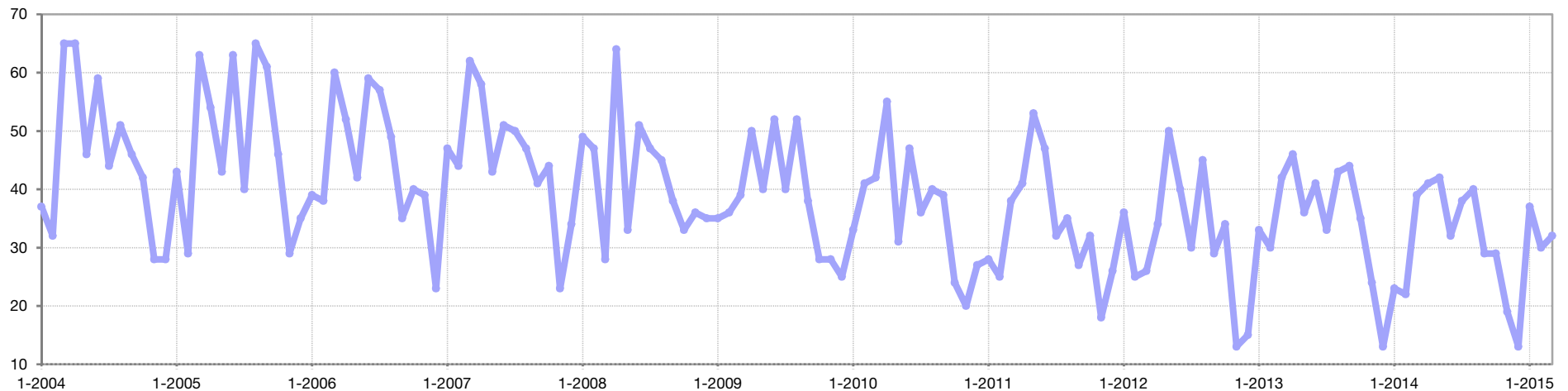
New Listings

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



Month	Prior Year	Current Year	+ / -
April	46	41	-10.9%
May	36	42	+16.7%
June	41	32	-22.0%
July	33	38	+15.2%
August	43	40	-7.0%
September	44	29	-34.1%
October	35	29	-17.1%
November	24	19	-20.8%
December	13	13	0.0%
January	23	37	+60.9%
February	22	30	+36.4%
March	39	32	-17.9%
12-Month Avg	33	32	-4.3%

Historical New Listing Activity

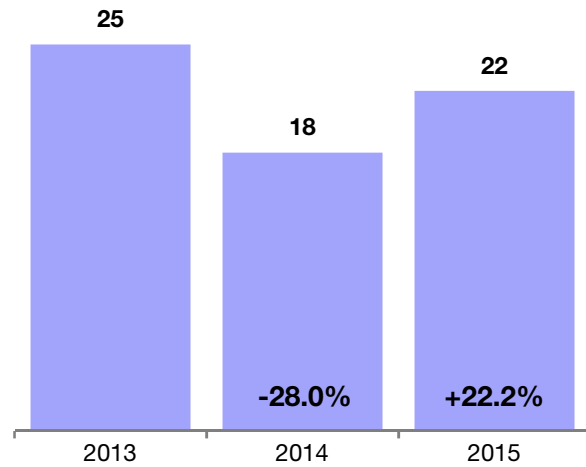


Pending Sales

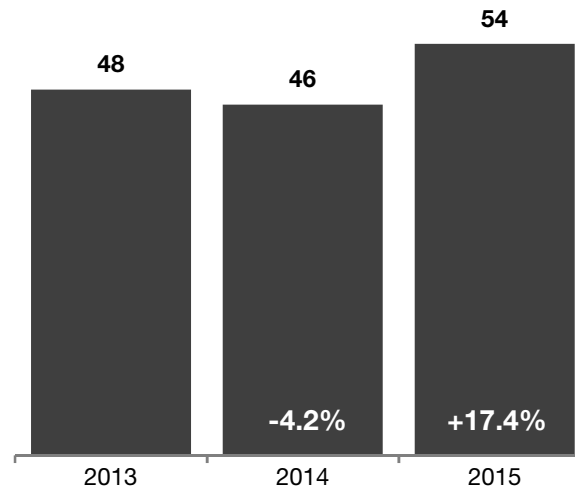
A count of the properties on which contracts have been accepted in a given month.



March

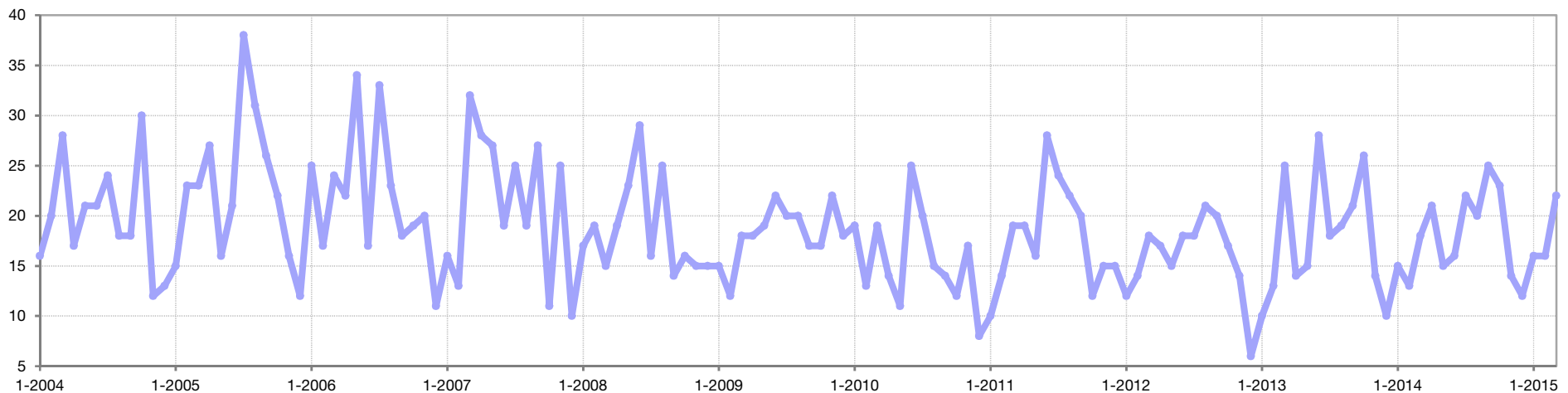


Year To Date



Month	Prior Year	Current Year	+ / -
April	14	21	+50.0%
May	15	15	0.0%
June	28	16	-42.9%
July	18	22	+22.2%
August	19	20	+5.3%
September	21	25	+19.0%
October	26	23	-11.5%
November	14	14	0.0%
December	10	12	+20.0%
January	15	16	+6.7%
February	13	16	+23.1%
March	18	22	+22.2%
12-Month Avg	18	19	+5.2%

Historical Pending Sales Activity

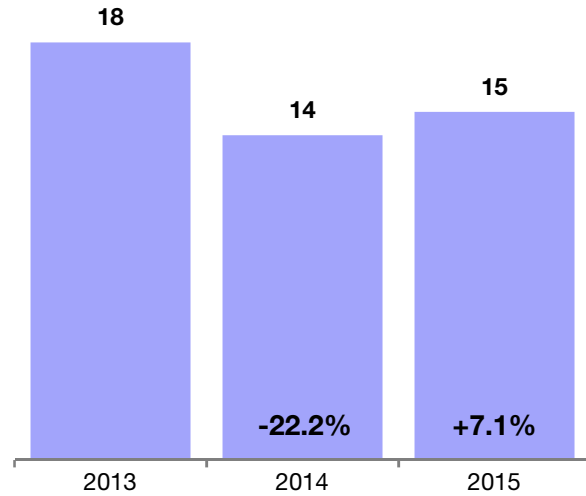


Closed Sales

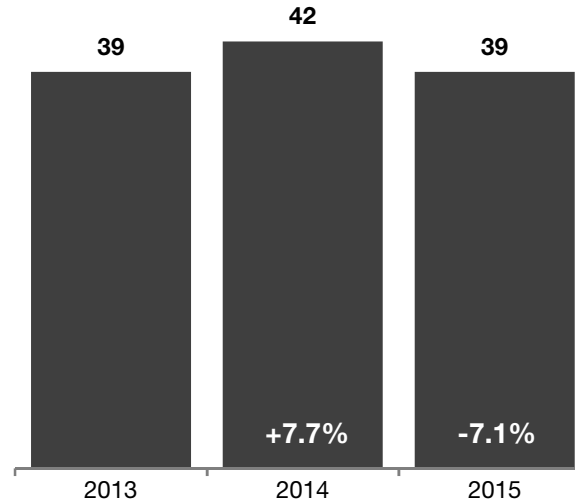
A count of the actual sales that have closed in a given month.



March

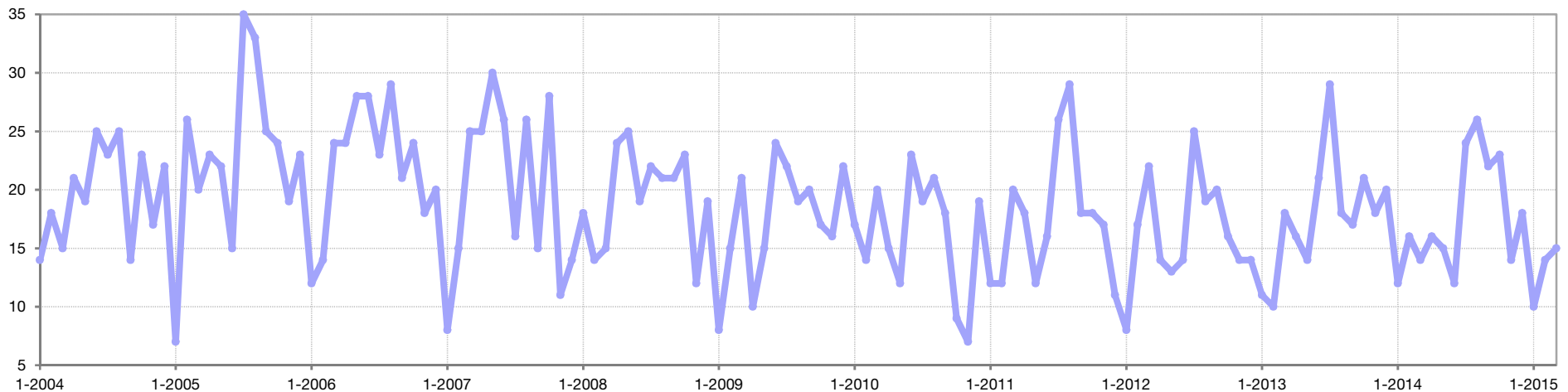


Year To Date



Month	Prior Year	Current Year	+ / -
April	16	16	0.0%
May	14	15	+7.1%
June	21	12	-42.9%
July	29	24	-17.2%
August	18	26	+44.4%
September	17	22	+29.4%
October	21	23	+9.5%
November	18	14	-22.2%
December	20	18	-10.0%
January	12	10	-16.7%
February	16	14	-12.5%
March	14	15	+7.1%
12-Month Avg	18	17	-2.0%

Historical Closed Sales Activity

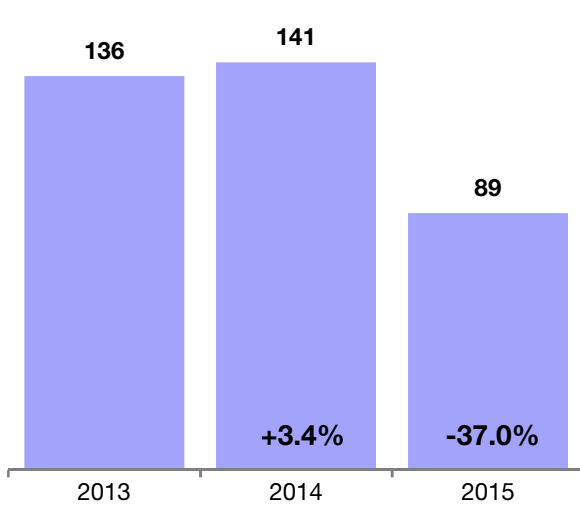


Days on Market Until Sale

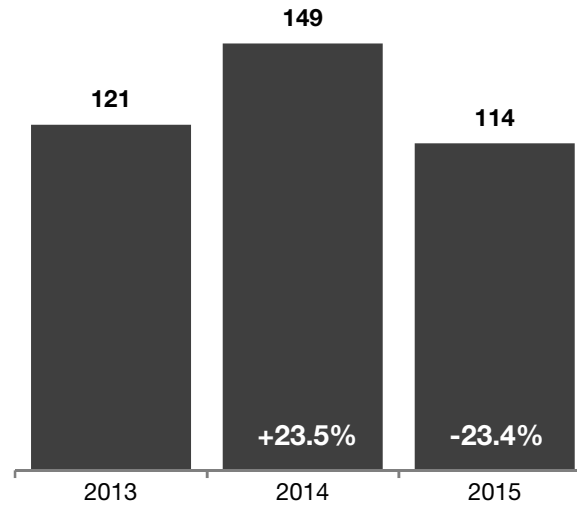
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

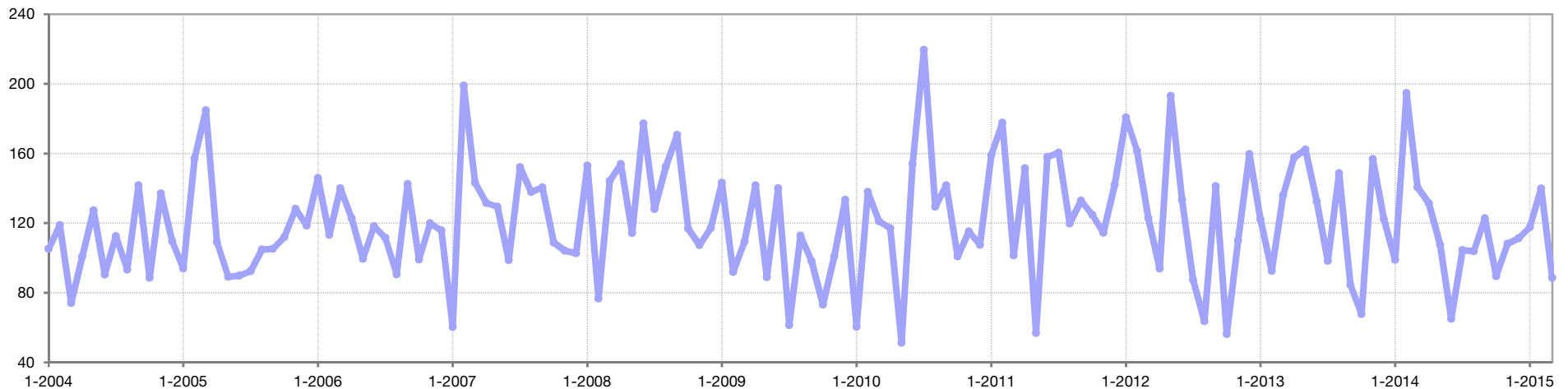


Year To Date



Month	Prior Year	Current Year	+ / -
April	158	131	-16.7%
May	162	108	-33.7%
June	133	65	-51.0%
July	98	105	+6.5%
August	149	104	-30.1%
September	85	123	+45.3%
October	68	89	+32.1%
November	157	108	-31.1%
December	122	111	-9.0%
January	99	118	+19.0%
February	195	140	-28.2%
March	141	89	-37.0%
12-Month Avg	128	107	-15.8%

Historical Days on Market Until Sale

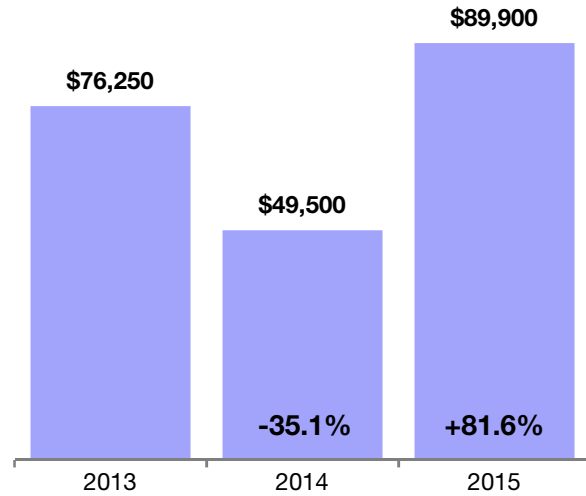


Median Sales Price

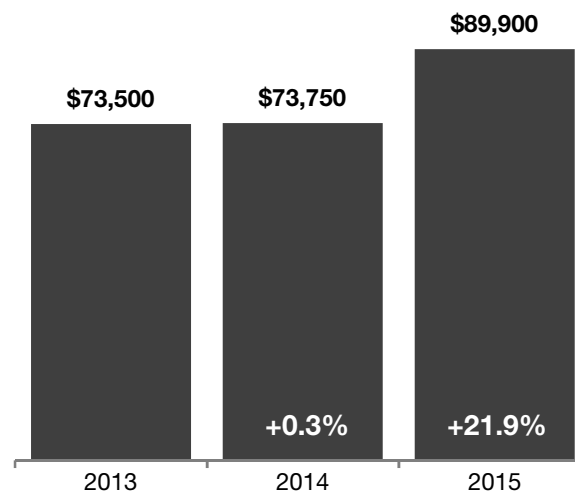
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March

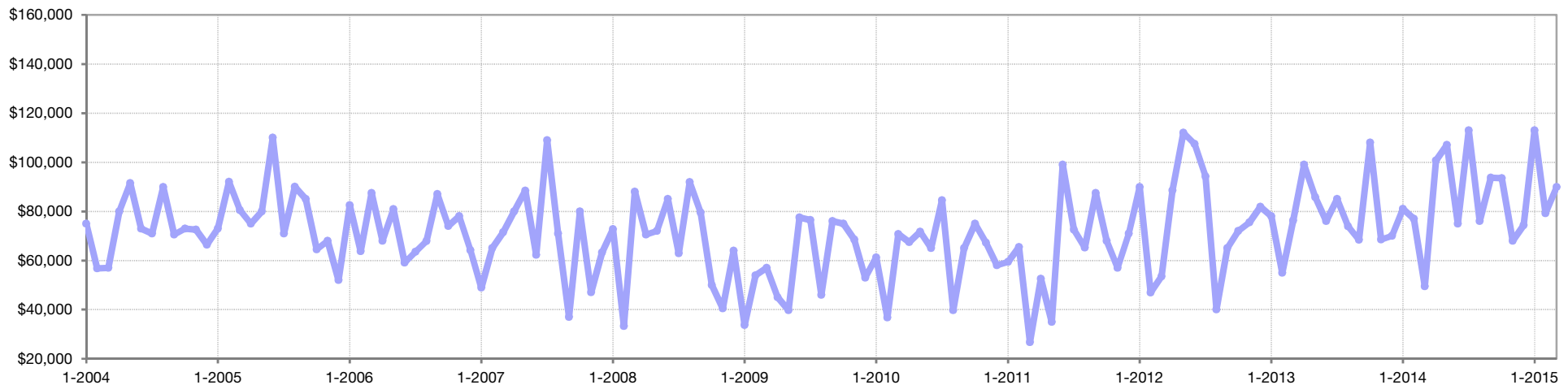


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$99,000	\$100,700	+1.7%
May	\$85,750	\$107,000	+24.8%
June	\$76,000	\$75,000	-1.3%
July	\$85,000	\$113,000	+32.9%
August	\$73,950	\$76,000	+2.8%
September	\$68,375	\$93,750	+37.1%
October	\$108,000	\$93,500	-13.4%
November	\$68,500	\$68,000	-0.7%
December	\$70,000	\$74,300	+6.1%
January	\$81,000	\$113,000	+39.5%
February	\$77,000	\$79,250	+2.9%
March	\$49,500	\$89,900	+81.6%
12-Month Med	\$79,000	\$88,825	+12.4%

Historical Median Sales Price

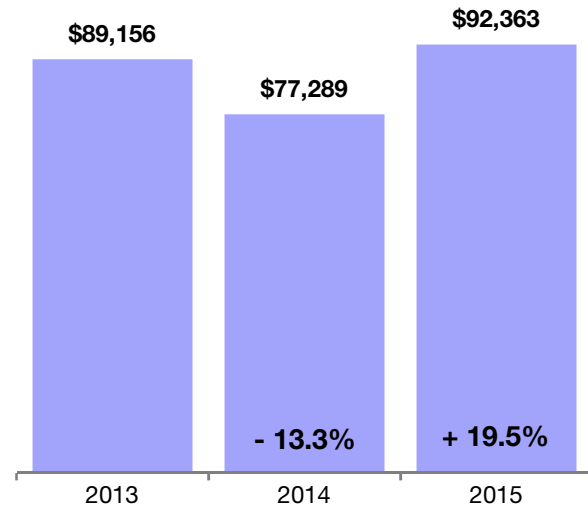


Average Sales Price

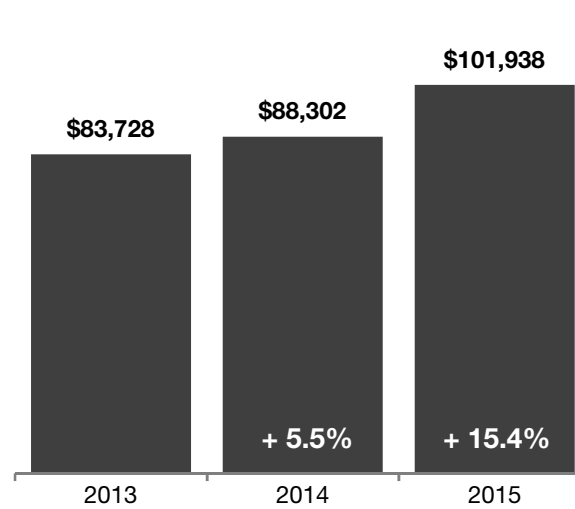
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

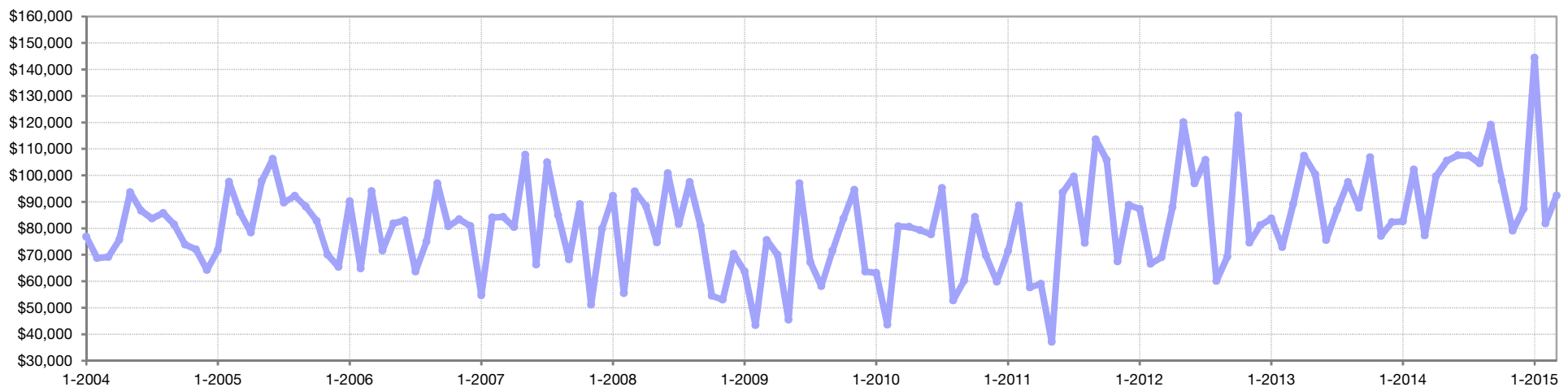


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$107,430	\$99,594	-7.3%
May	\$100,450	\$105,547	+5.1%
June	\$75,505	\$107,546	+42.4%
July	\$87,087	\$107,470	+23.4%
August	\$97,488	\$104,524	+7.2%
September	\$87,703	\$119,091	+35.8%
October	\$106,796	\$97,909	-8.3%
November	\$77,103	\$79,100	+2.6%
December	\$82,335	\$87,300	+6.0%
January	\$82,633	\$144,400	+74.7%
February	\$102,189	\$81,868	-19.9%
March	\$77,289	\$92,363	+19.5%
12-Month Avg	\$90,418	\$101,867	+12.7%

Historical Average Sales Price

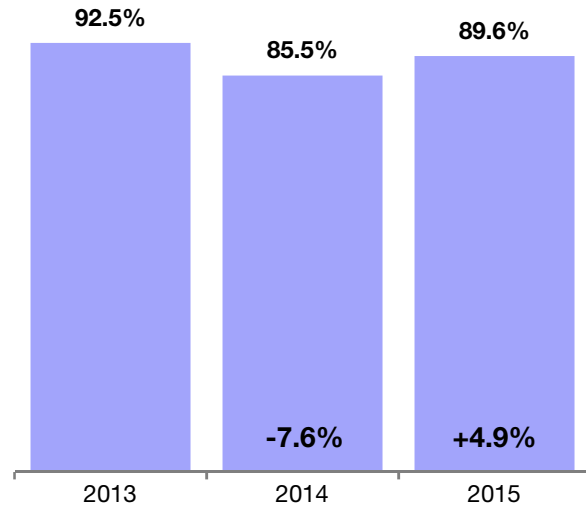


Percent of Original List Price Received

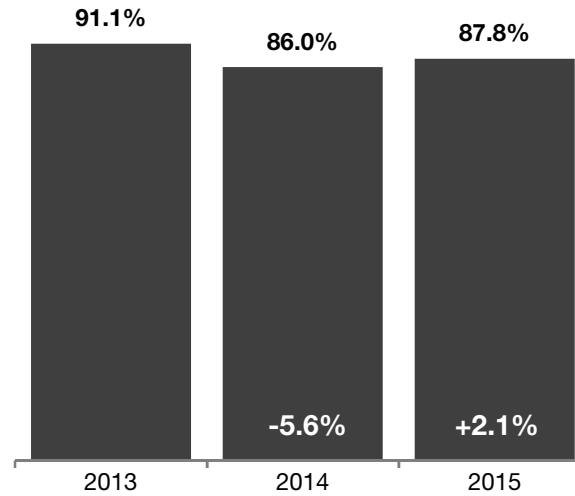
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

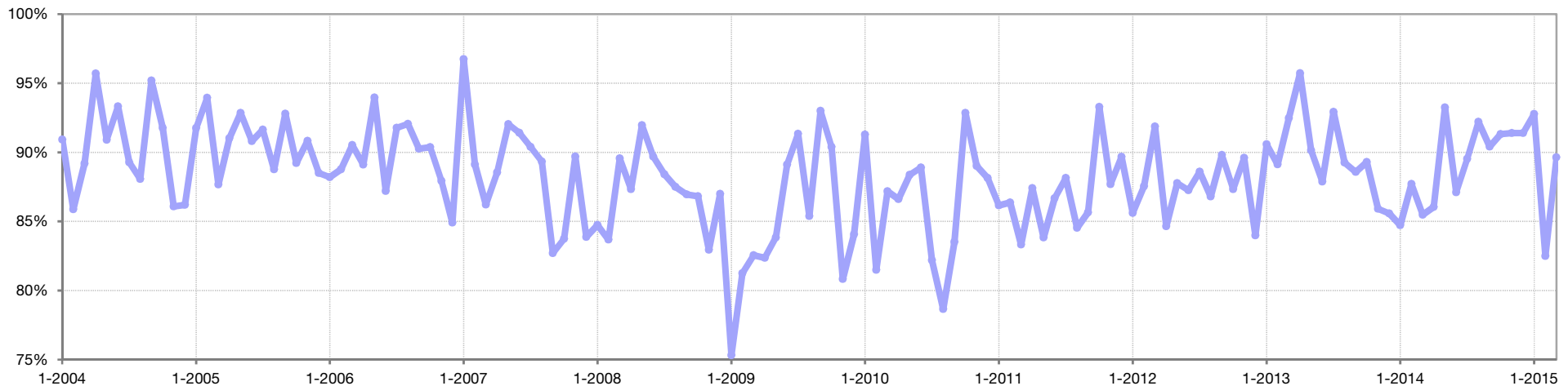


Year To Date



Month	Prior Year	Current Year	+ / -
April	95.7%	86.1%	-10.1%
May	90.2%	93.2%	+3.4%
June	87.9%	87.1%	-0.9%
July	92.9%	89.5%	-3.7%
August	89.3%	92.2%	+3.3%
September	88.6%	90.4%	+2.1%
October	89.3%	91.3%	+2.3%
November	85.9%	91.4%	+6.4%
December	85.6%	91.4%	+6.8%
January	84.7%	92.8%	+9.5%
February	87.7%	82.5%	-5.9%
March	85.5%	89.6%	+4.9%
12-Month Avg	88.8%	89.9%	+1.2%

Historical Percent of Original List Price Received

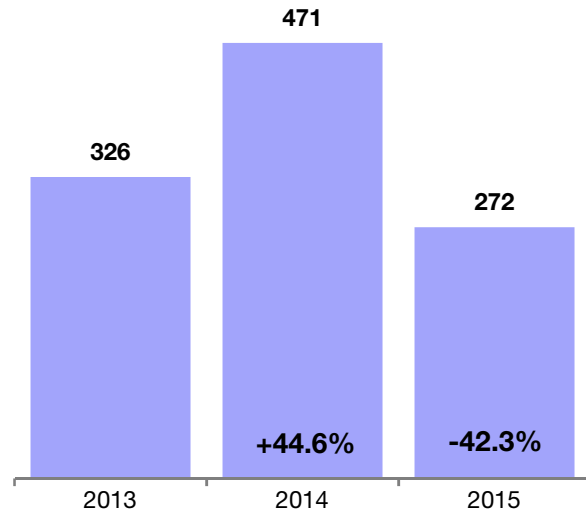


Housing Affordability Index

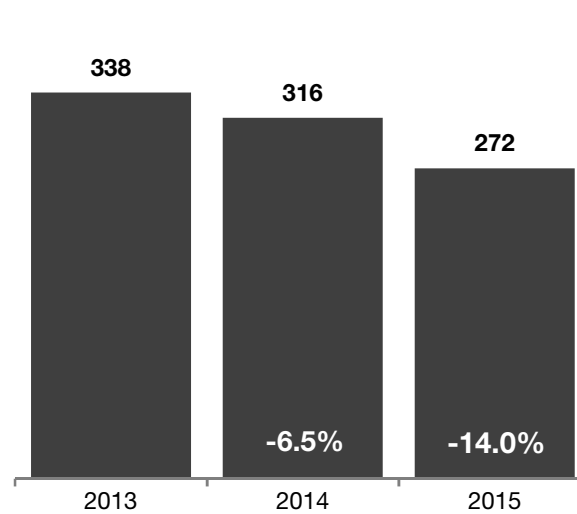
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March

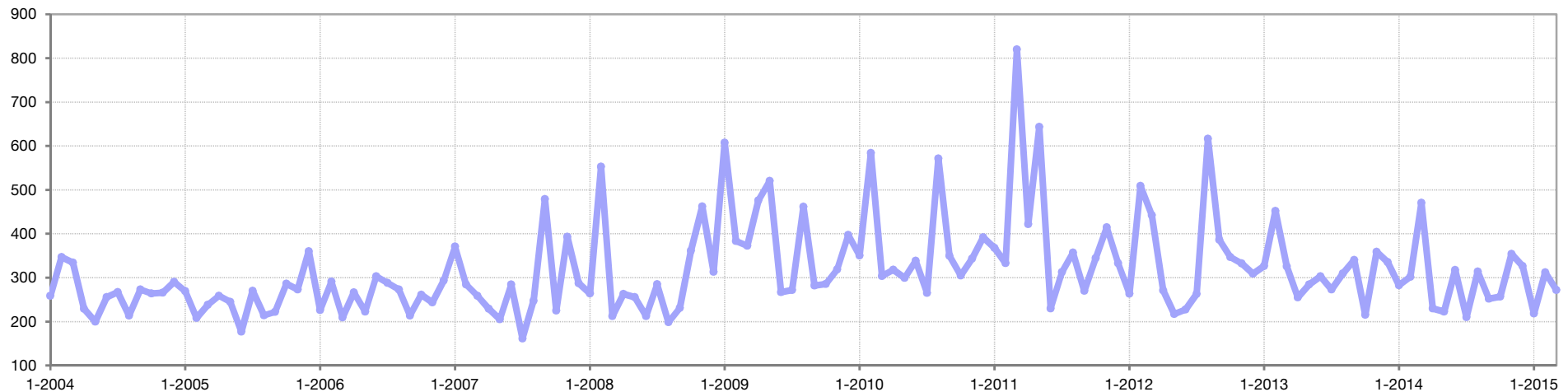


Year To Date



Month	Prior Year	Current Year	+ / -
April	255	230	-9.7%
May	284	223	-21.7%
June	303	317	+4.7%
July	273	210	-23.0%
August	310	314	+1.3%
September	340	252	-25.9%
October	215	257	+19.4%
November	359	354	-1.3%
December	336	327	-2.6%
January	283	218	-22.8%
February	302	312	+3.4%
March	471	272	-42.3%
12-Month Avg	311	274	-10.1%

Historical Housing Affordability Index

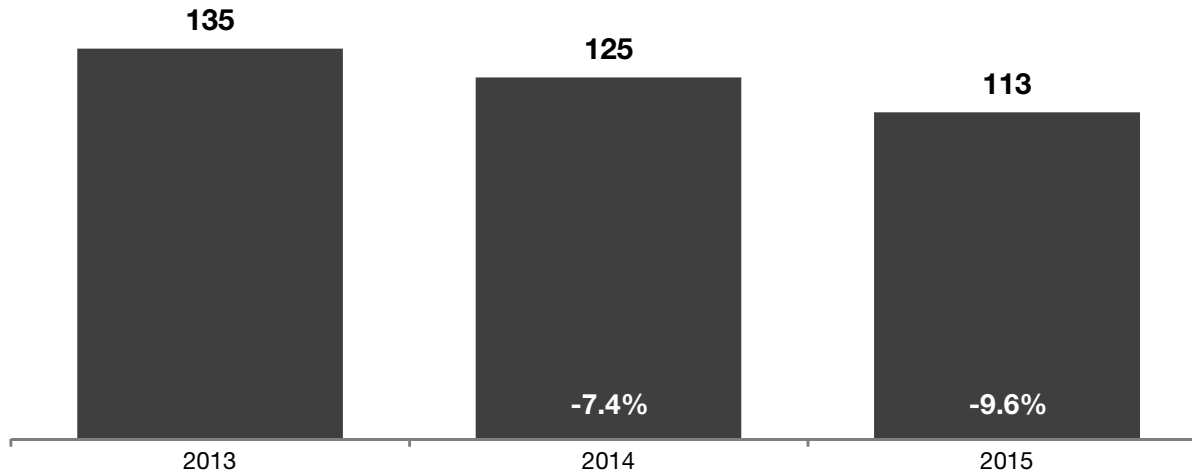


Inventory of Homes for Sale

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

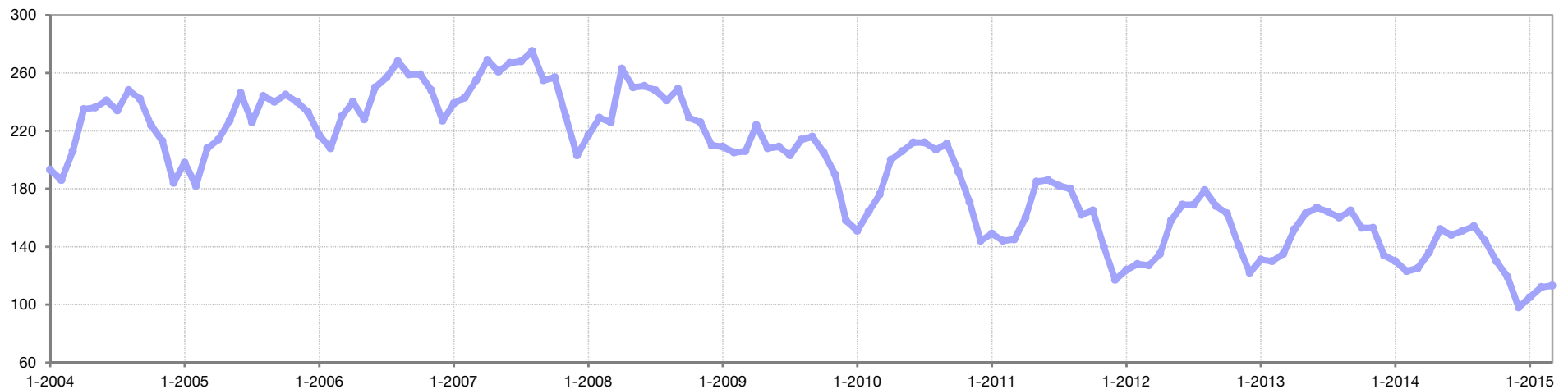


March



Month	Prior Year	Current Year	+ / -
April	152	136	-10.5%
May	163	152	-6.7%
June	167	148	-11.4%
July	164	151	-7.9%
August	160	154	-3.8%
September	165	144	-12.7%
October	153	130	-15.0%
November	153	119	-22.2%
December	134	98	-26.9%
January	130	105	-19.2%
February	123	112	-8.9%
March	125	113	-9.6%
12-Month Avg	149	130	-12.9%

Historical Inventory of Homes for Sale

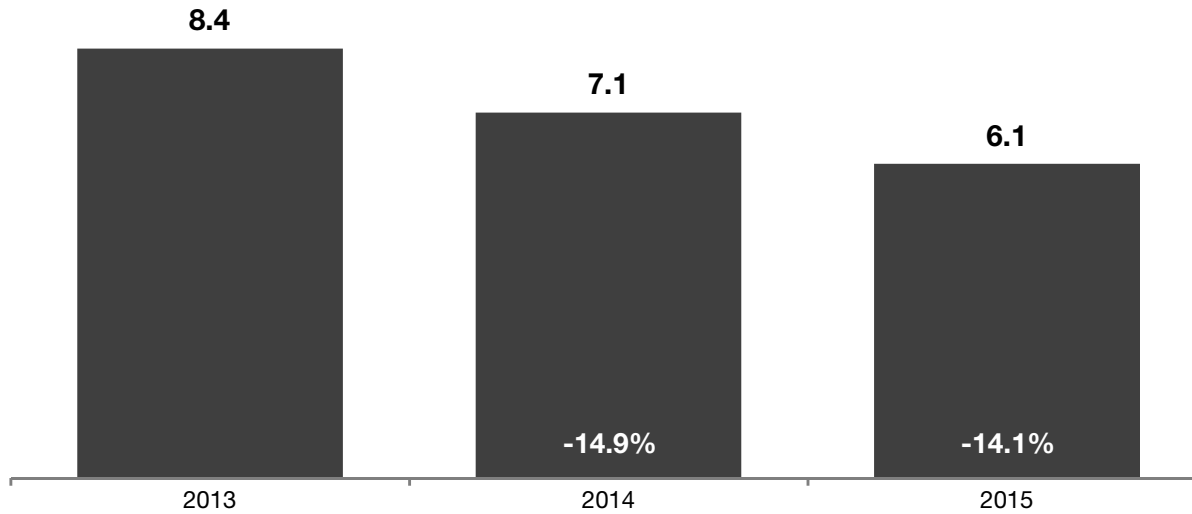


Months Supply of Inventory

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.



March



Month	Prior Year	Current Year	+ / -
April	9.5	7.5	-21.6%
May	10.2	8.4	-18.3%
June	10.0	8.6	-13.5%
July	9.8	8.6	-11.9%
August	9.6	8.8	-9.2%
September	9.9	8.0	-18.8%
October	8.8	7.4	-16.2%
November	8.8	6.7	-23.3%
December	7.5	5.5	-27.2%
January	7.2	5.9	-18.1%
February	6.8	6.2	-8.9%
March	7.1	6.1	-14.1%
12-Month Avg	8.8	7.3	-16.8%

Historical Months Supply of Inventory

