

Monthly Indicators

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



January 2013



Quick Facts

+ 25.0% **- 29.1%** **- 1.7%**

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.



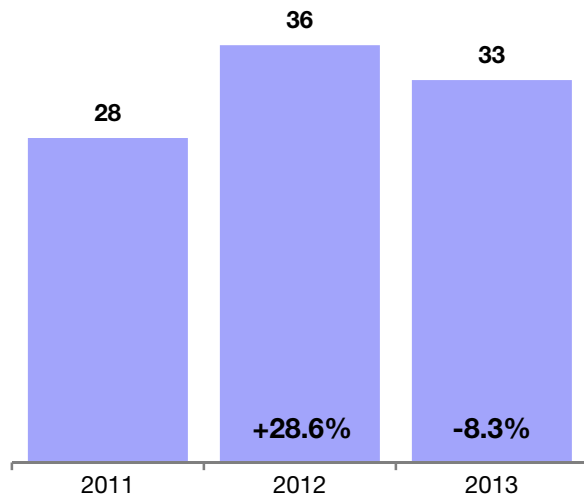
Key Metrics	Historical Sparklines	1-2012	1-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		36	33	- 8.3%	36	33	- 8.3%
Pending Sales		12	10	- 16.7%	12	10	- 16.7%
Closed Sales		8	10	+ 25.0%	8	10	+ 25.0%
Days on Market Until Sale		181	114	- 37.1%	181	114	- 37.1%
Median Sales Price		\$110,000	\$78,000	- 29.1%	\$110,000	\$78,000	- 29.1%
Average Sales Price		\$97,914	\$83,689	- 14.5%	\$97,914	\$83,689	- 14.5%
Percent of Original List Price Received		85.6%	90.6%	+ 5.8%	85.6%	90.6%	+ 5.8%
Housing Affordability Index		190	252	+ 32.5%	190	252	+ 32.5%
Inventory of Homes for Sale		121	119	- 1.7%	--	--	--
Months Supply of Homes for Sale		6.6	7.4	+ 11.6%	--	--	--

New Listings

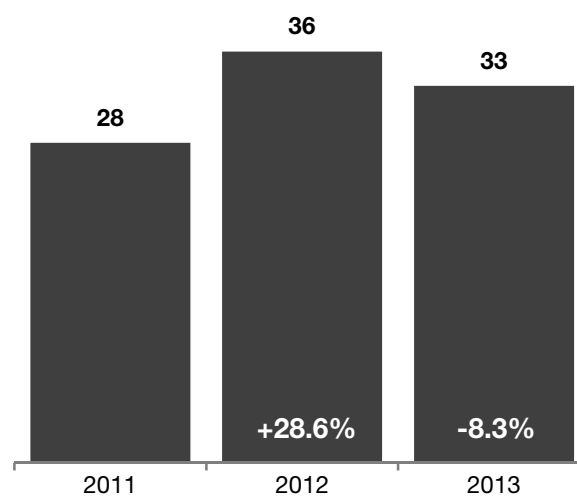
A count of the properties that have been newly listed on the market in a given month.



January

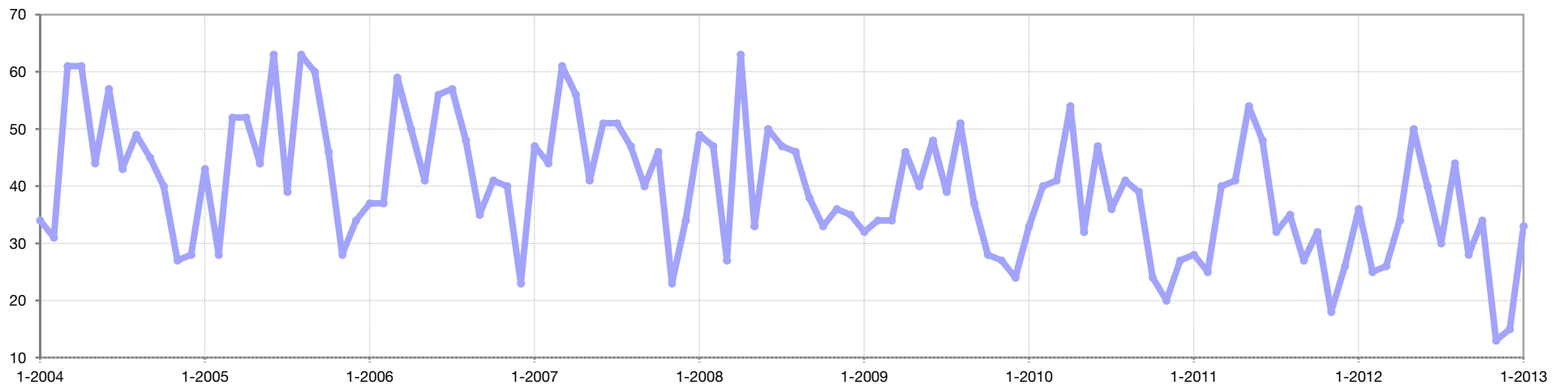


Year To Date



Month	Prior Year	Current Year	+ / -
February	25	25	0.0%
March	40	26	-35.0%
April	41	34	-17.1%
May	54	50	-7.4%
June	48	40	-16.7%
July	32	30	-6.3%
August	35	44	+25.7%
September	27	28	+3.7%
October	32	34	+6.3%
November	18	13	-27.8%
December	26	15	-42.3%
January	36	33	-8.3%
12-Month Avg	35	31	-10.1%

Historical New Listing Activity

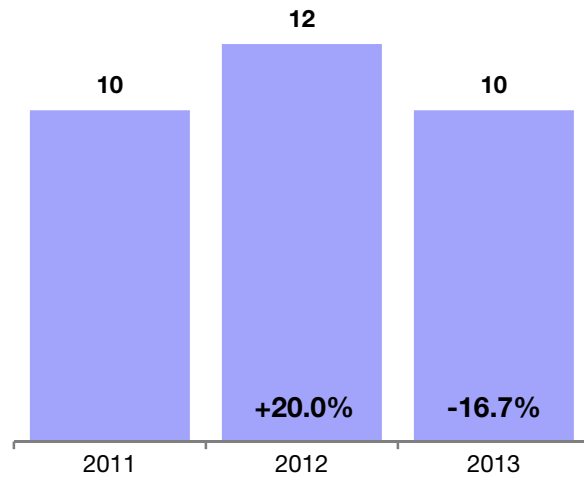


Pending Sales

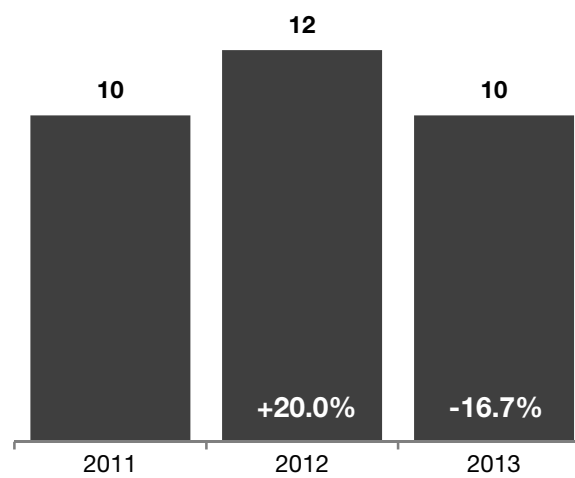
A count of the properties on which contracts have been accepted in a given month.



January

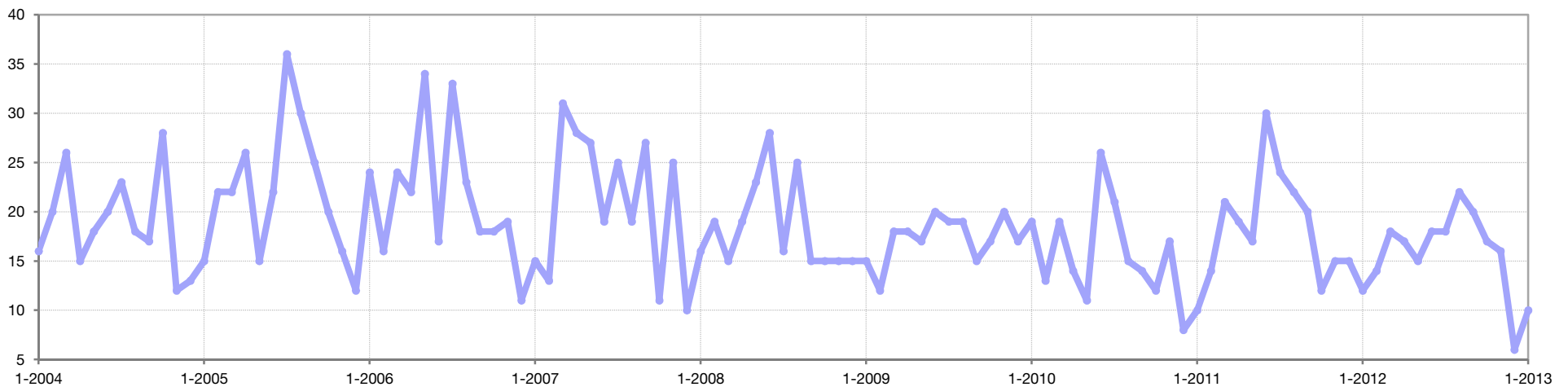


Year To Date



Month	Prior Year	Current Year	+ / -
February	14	14	0.0%
March	21	18	-14.3%
April	19	17	-10.5%
May	17	15	-11.8%
June	30	18	-40.0%
July	24	18	-25.0%
August	22	22	0.0%
September	20	20	0.0%
October	12	17	+41.7%
November	15	16	+6.7%
December	15	6	-60.0%
January	12	10	-16.7%
12-Month Avg	18	16	-13.6%

Historical Pending Sales Activity

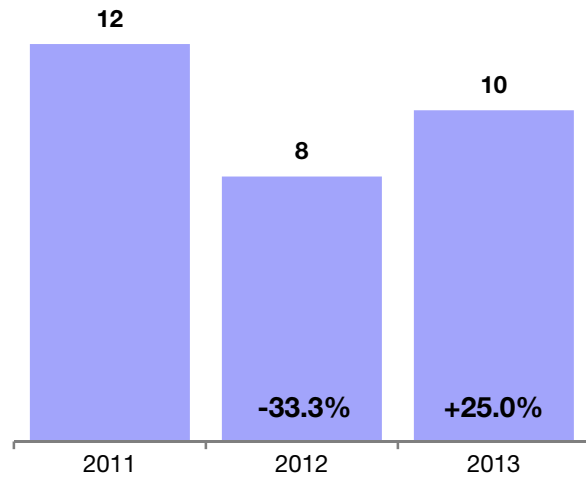


Closed Sales

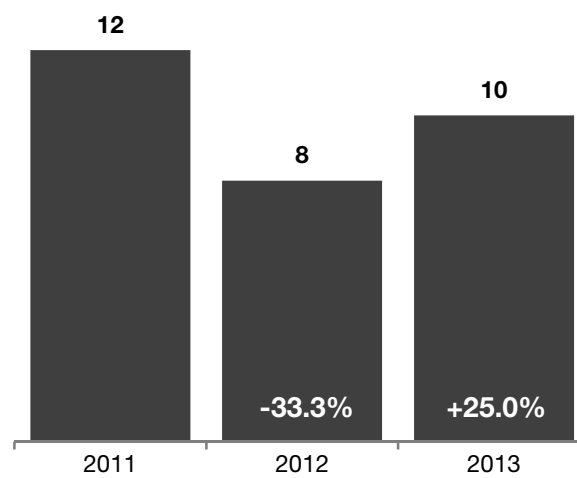
A count of the actual sales that have closed in a given month.



January

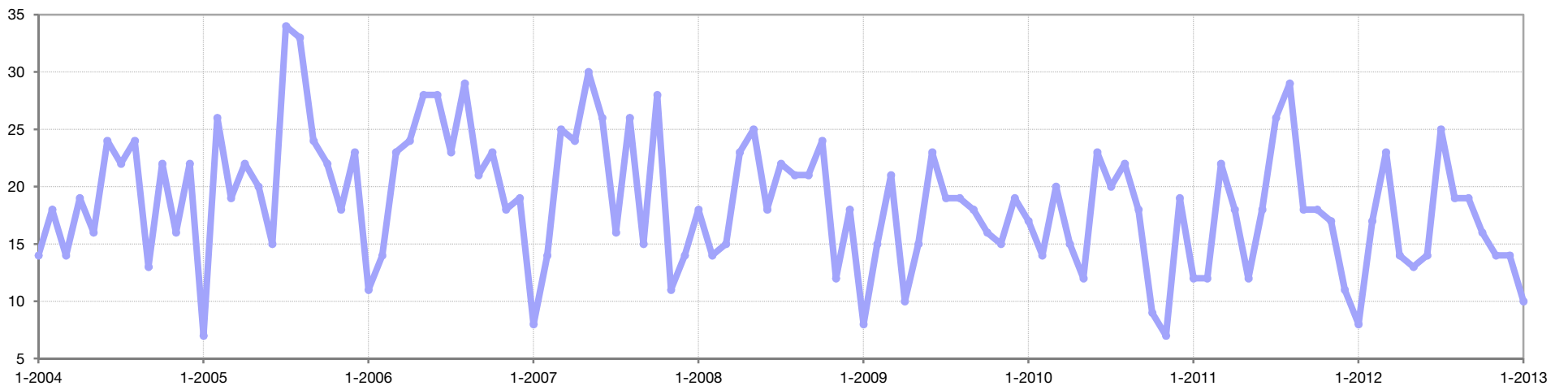


Year To Date



Month	Prior Year	Current Year	+ / -
February	12	17	+41.7%
March	22	23	+4.5%
April	18	14	-22.2%
May	12	13	+8.3%
June	18	14	-22.2%
July	26	25	-3.8%
August	29	19	-34.5%
September	18	19	+5.6%
October	18	16	-11.1%
November	17	14	-17.6%
December	11	14	+27.3%
January	8	10	+25.0%
12-Month Avg	17	17	+0.1%

Historical Closed Sales Activity

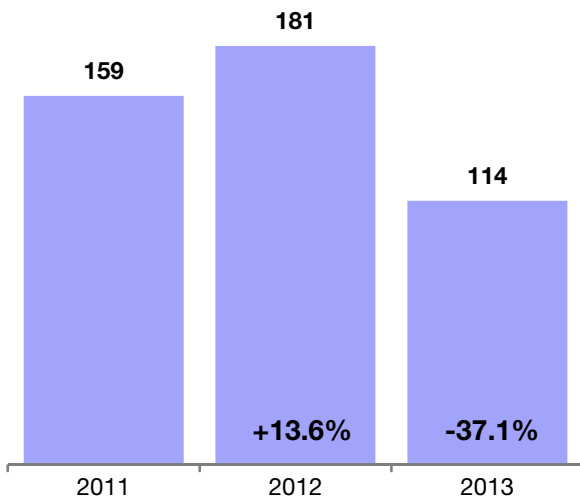


Days on Market Until Sale

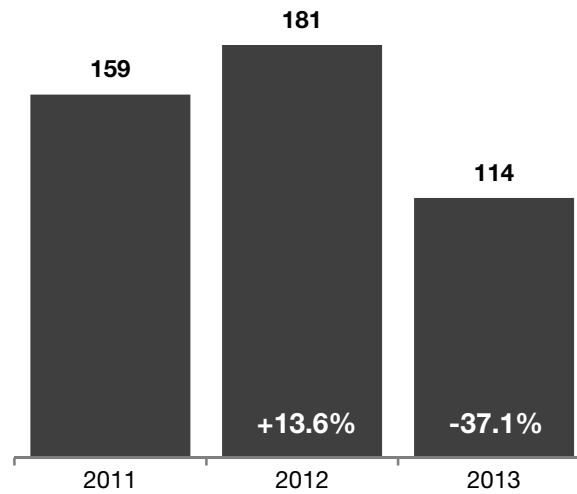
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

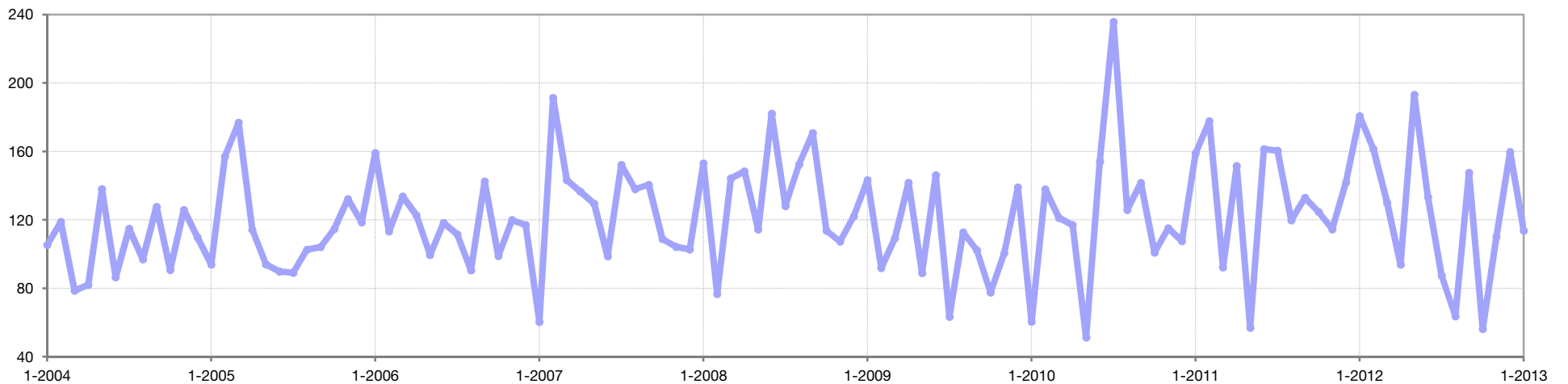


Year To Date



Month	Prior Year	Current Year	+ / -
February	178	161	-9.1%
March	92	130	+41.1%
April	152	94	-38.1%
May	57	193	+239.4%
June	161	133	-17.4%
July	160	87	-45.6%
August	120	64	-46.9%
September	133	148	+11.0%
October	125	56	-54.9%
November	114	110	-3.8%
December	142	160	+12.5%
January	181	114	-37.1%
12-Month Avg	106	93	-12.3%

Historical Days on Market Until Sale

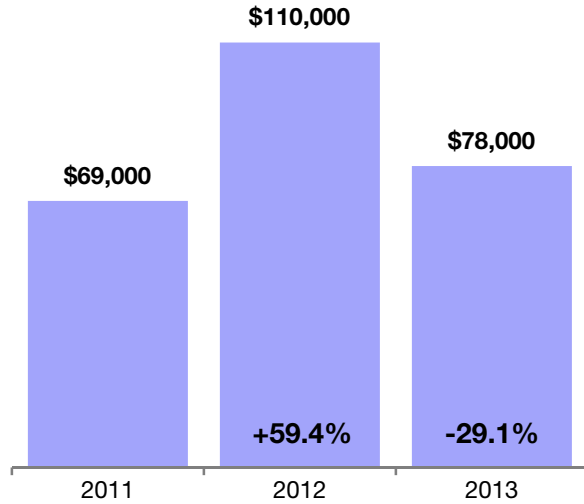


Median Sales Price

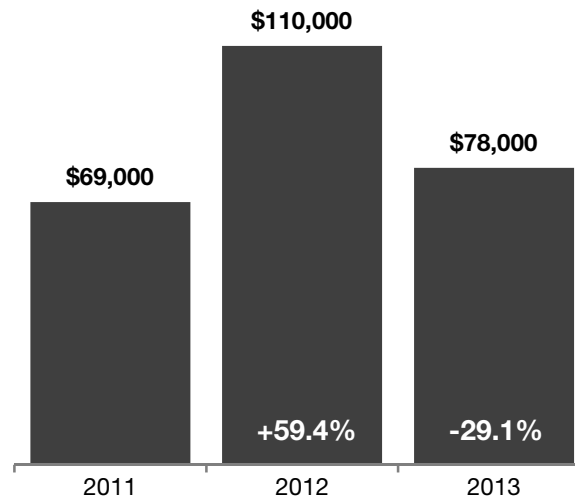
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

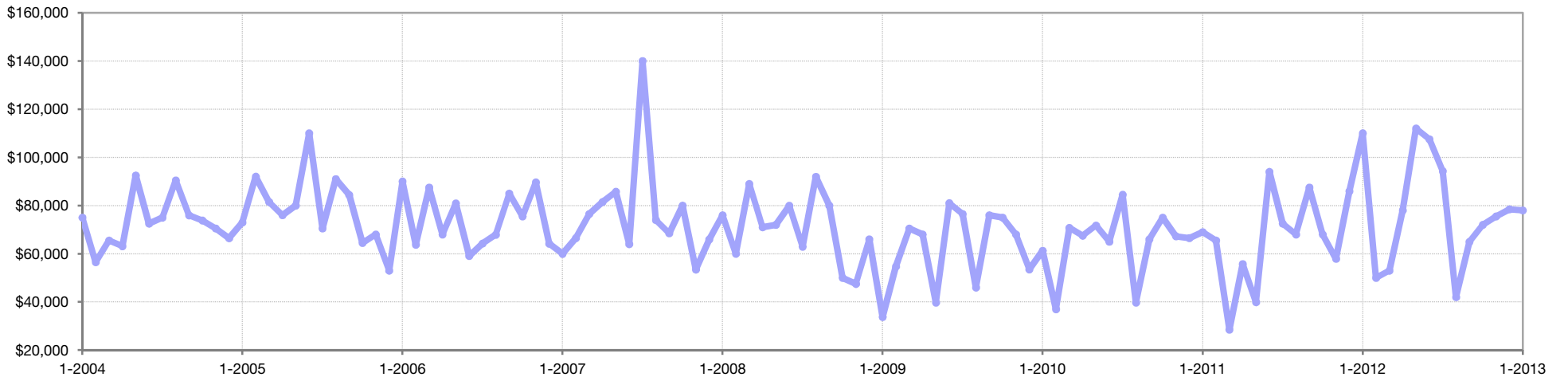


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$65,500	\$50,000	-23.7%
March	\$28,500	\$53,000	+86.0%
April	\$55,750	\$78,000	+39.9%
May	\$39,900	\$112,000	+180.7%
June	\$94,000	\$107,500	+14.4%
July	\$72,500	\$94,283	+30.0%
August	\$68,000	\$42,000	-38.2%
September	\$87,500	\$65,000	-25.7%
October	\$68,000	\$72,000	+5.9%
November	\$57,900	\$75,500	+30.4%
December	\$86,000	\$78,450	-8.8%
January	\$110,000	\$78,000	-29.1%
12-Month Med	\$65,000	\$72,900	+12.2%

Historical Median Sales Price

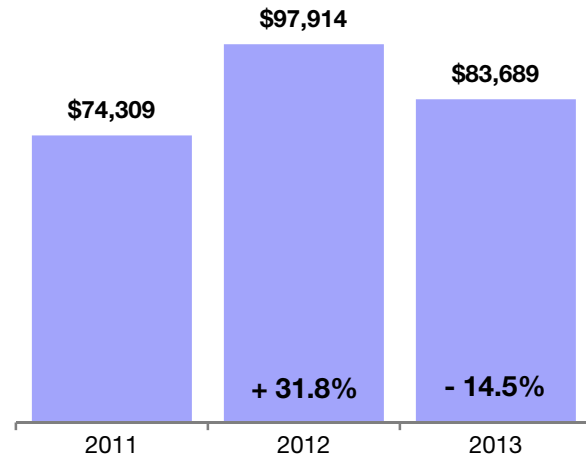


Average Sales Price

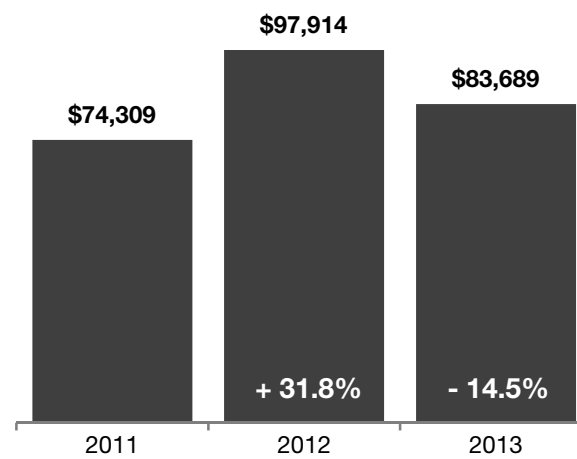
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

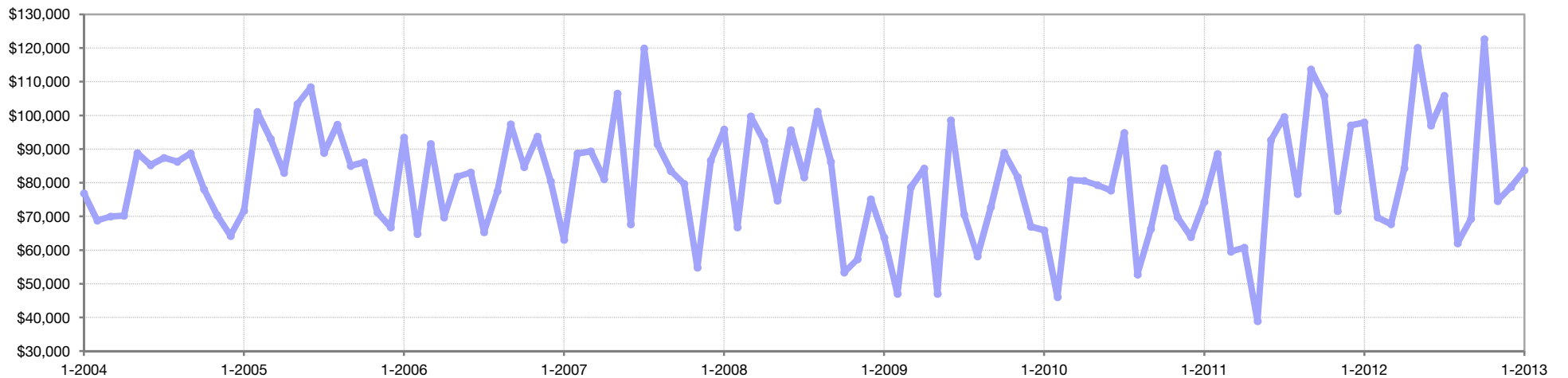


Year To Date



Month	Prior Year	Current Year	+ / -
February	\$88,583	\$69,687	-21.3%
March	\$59,553	\$67,716	+13.7%
April	\$60,722	\$84,269	+38.8%
May	\$38,919	\$120,069	+208.5%
June	\$92,653	\$97,000	+4.7%
July	\$99,530	\$105,825	+6.3%
August	\$76,670	\$62,033	-19.1%
September	\$113,629	\$69,300	-39.0%
October	\$105,818	\$122,623	+15.9%
November	\$71,592	\$74,573	+4.2%
December	\$97,038	\$78,740	-18.9%
January	\$97,914	\$83,689	-14.5%
12-Month Avg	\$84,257	\$85,825	+1.9%

Historical Average Sales Price

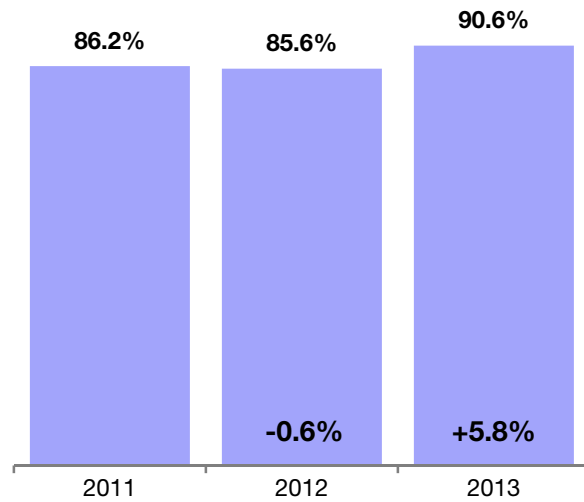


Percent of Original List Price Received

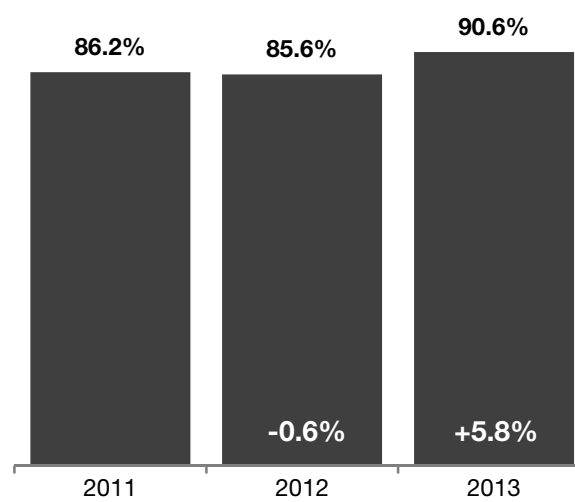
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

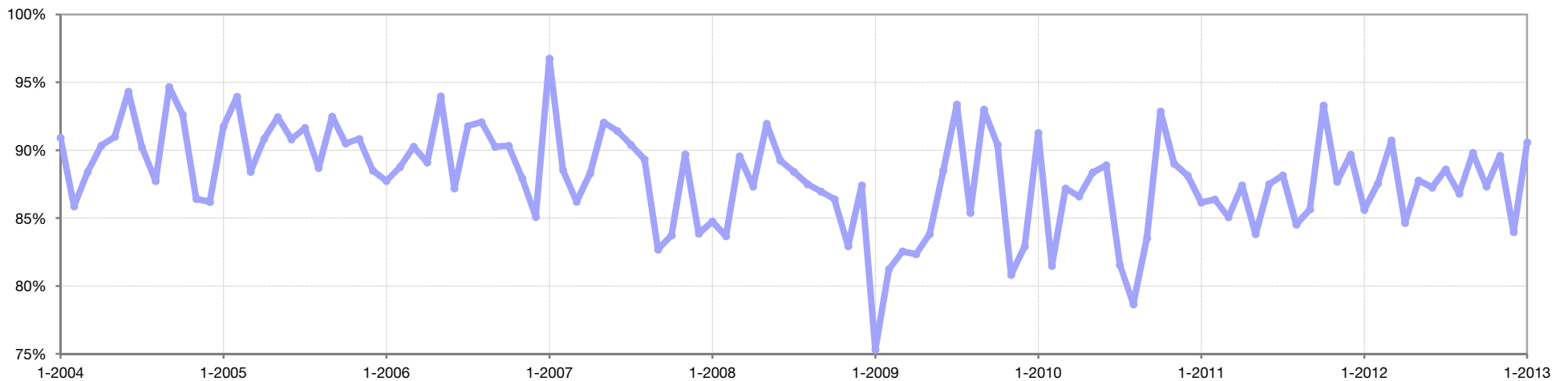


Year To Date



Month	Prior Year	Current Year	+ / -
February	86.4%	87.5%	+1.4%
March	85.1%	90.7%	+6.6%
April	87.4%	84.7%	-3.2%
May	83.8%	87.8%	+4.7%
June	87.5%	87.3%	-0.3%
July	88.2%	88.6%	+0.5%
August	84.5%	86.8%	+2.7%
September	85.6%	89.8%	+4.9%
October	93.3%	87.3%	-6.4%
November	87.7%	89.6%	+2.2%
December	89.7%	84.0%	-6.3%
January	85.6%	90.6%	+5.8%
12-Month Avg	87.0%	88.1%	+1.2%

Historical Percent of Original List Price Received

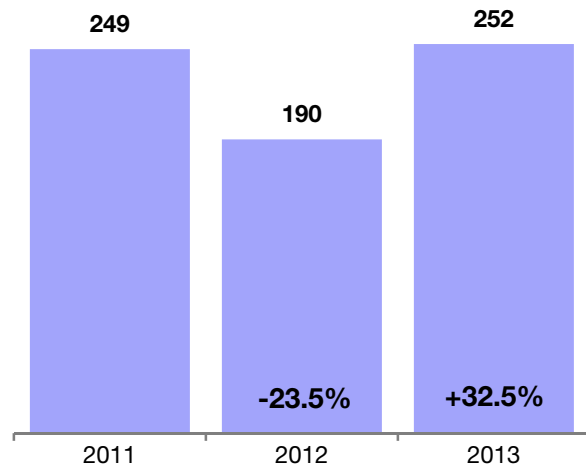


Housing Affordability Index

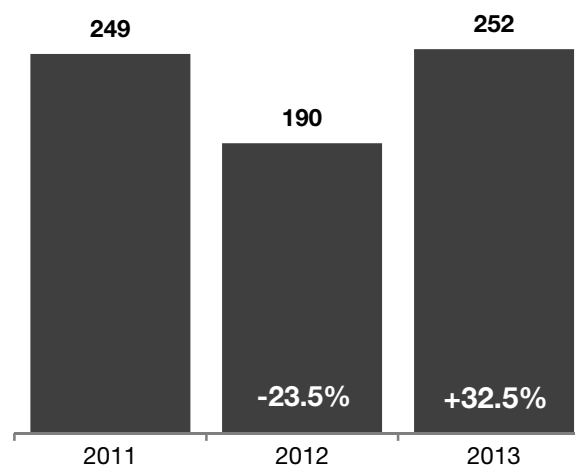
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

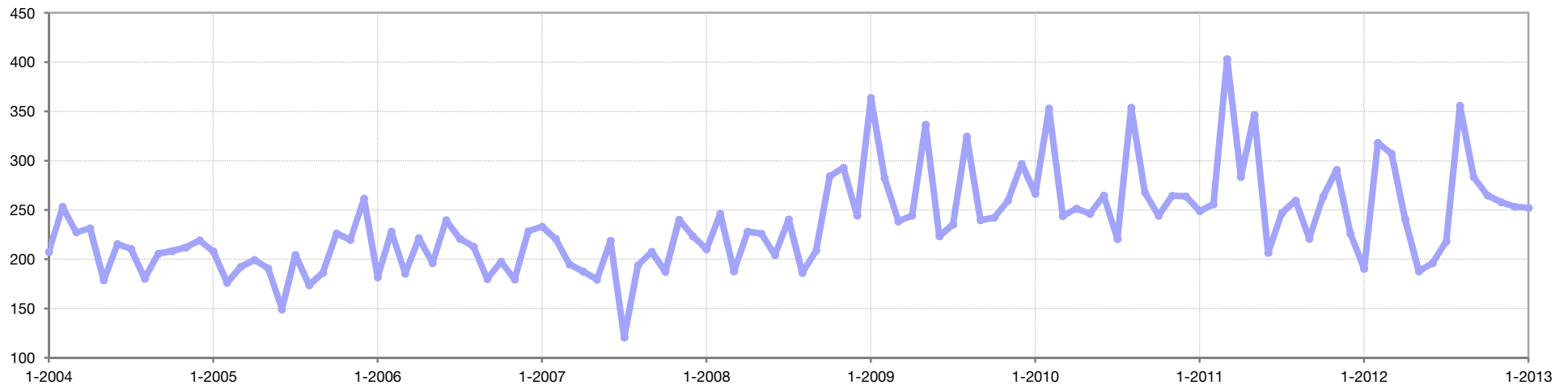


Year To Date



Month	Prior Year	Current Year	+ / -
February	256	318	+24.3%
March	403	307	-23.8%
April	284	241	-15.2%
May	346	188	-45.8%
June	207	196	-5.1%
July	247	218	-11.7%
August	260	356	+37.1%
September	221	283	+28.3%
October	263	265	+0.6%
November	291	258	-11.3%
December	226	253	+12.1%
January	190	252	+32.5%
12-Month Avg	266	261	+1.8%

Historical Housing Affordability Index

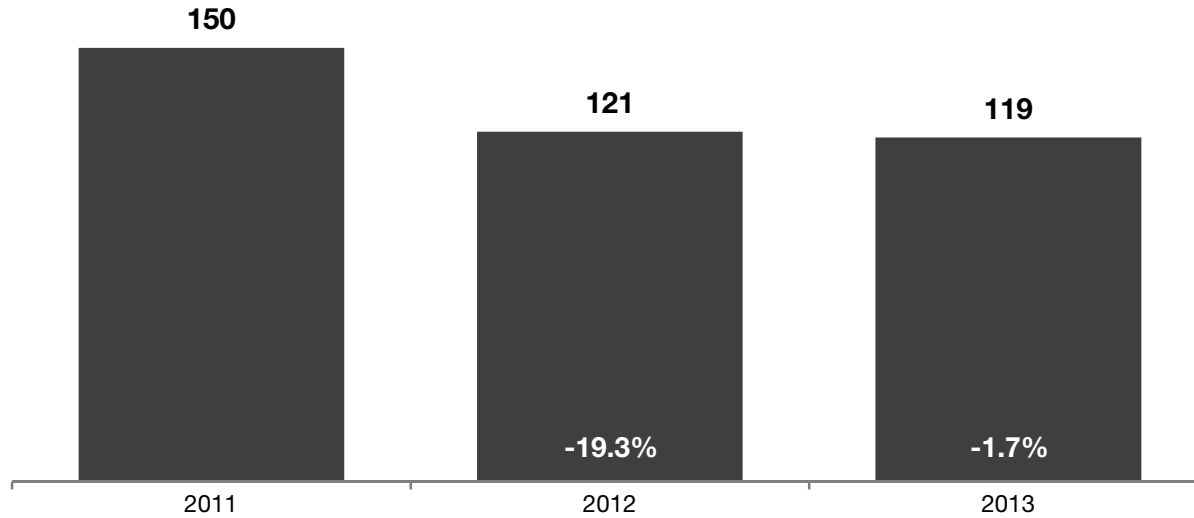


Inventory of Homes for Sale

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

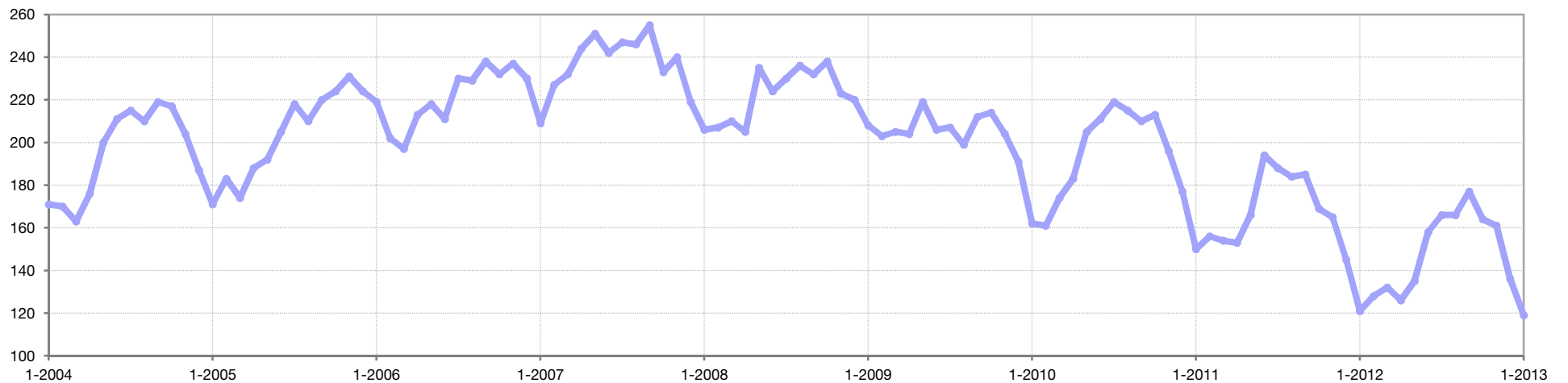


January



Month	Prior Year	Current Year	+ / -
February	156	128	-17.9%
March	154	132	-14.3%
April	153	126	-17.6%
May	166	135	-18.7%
June	194	158	-18.6%
July	188	166	-11.7%
August	184	166	-9.8%
September	185	177	-4.3%
October	169	164	-3.0%
November	165	161	-2.4%
December	145	136	-6.2%
January	121	119	-1.7%
12-Month Avg	165	147	-10.5%

Historical Inventory of Homes for Sale

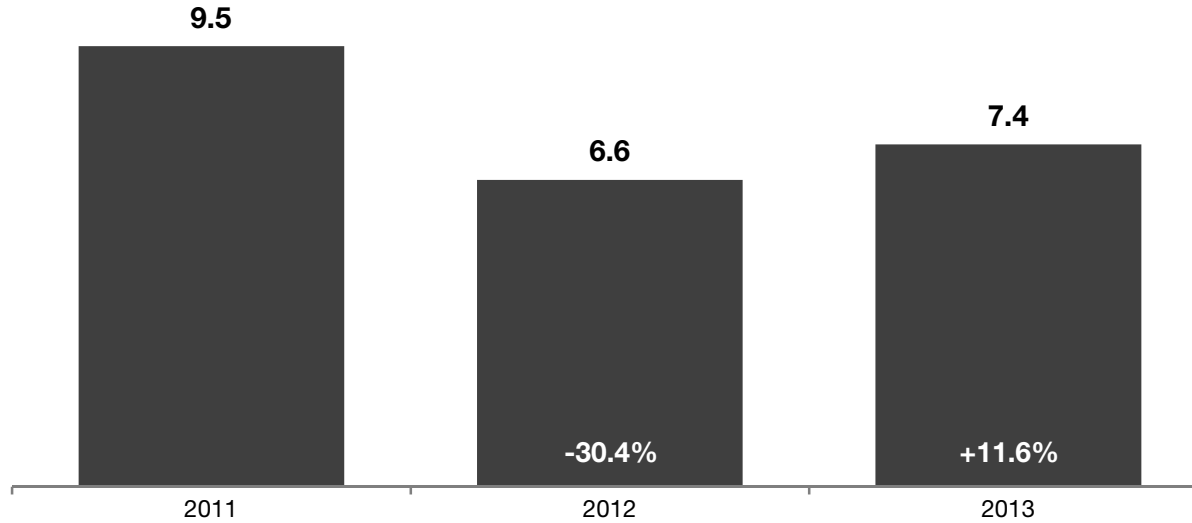


Months Supply of Inventory

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.



January



Month	Prior Year	Current Year	+ / -
February	10.4	7.0	-33.2%
March	10.2	7.2	-29.8%
April	10.0	6.9	-30.9%
May	10.6	7.5	-29.2%
June	12.0	8.9	-26.2%
July	11.4	9.9	-13.5%
August	11.0	10.2	-7.5%
September	10.7	10.8	+1.5%
October	9.5	10.0	+6.0%
November	9.3	9.6	+3.9%
December	8.2	8.1	-1.6%
January	6.6	7.4	+11.6%
12-Month Avg	10.0	8.6	-13.7%

Historical Months Supply of Inventory

