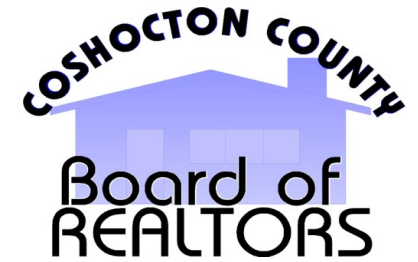


Monthly Indicators

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



February 2013



Quick Facts

- 41.2% **+ 10.0%** **+ 0.8%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days On Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12

[Click on desired metric to jump to that page.](#)

Market Overview

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



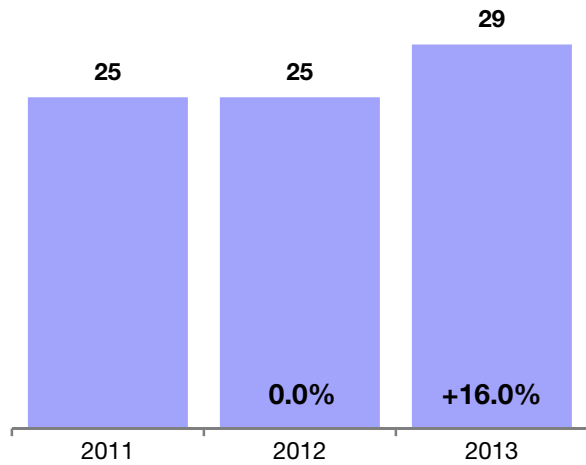
Key Metrics	Historical Sparklines	2-2012	2-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		25	29	+ 16.0%	61	62	+ 1.6%
Pending Sales		14	14	0.0%	26	24	- 7.7%
Closed Sales		17	10	- 41.2%	25	21	- 16.0%
Days on Market Until Sale		161	93	- 42.6%	168	108	- 35.5%
Median Sales Price		\$50,000	\$55,000	+ 10.0%	\$61,450	\$73,500	+ 19.6%
Average Sales Price		\$69,687	\$72,911	+ 4.6%	\$78,668	\$78,300	- 0.5%
Percent of Original List Price Received		87.5%	89.1%	+ 1.8%	86.9%	89.9%	+ 3.4%
Housing Affordability Index		319	310	- 2.6%	283	261	- 7.8%
Inventory of Homes for Sale		128	129	+ 0.8%	--	--	--
Months Supply of Homes for Sale		7.0	8.1	+ 17.2%	--	--	--

New Listings

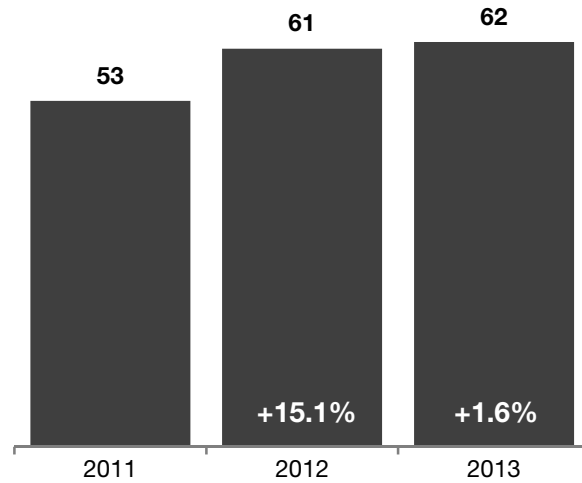
A count of the properties that have been newly listed on the market in a given month.



February

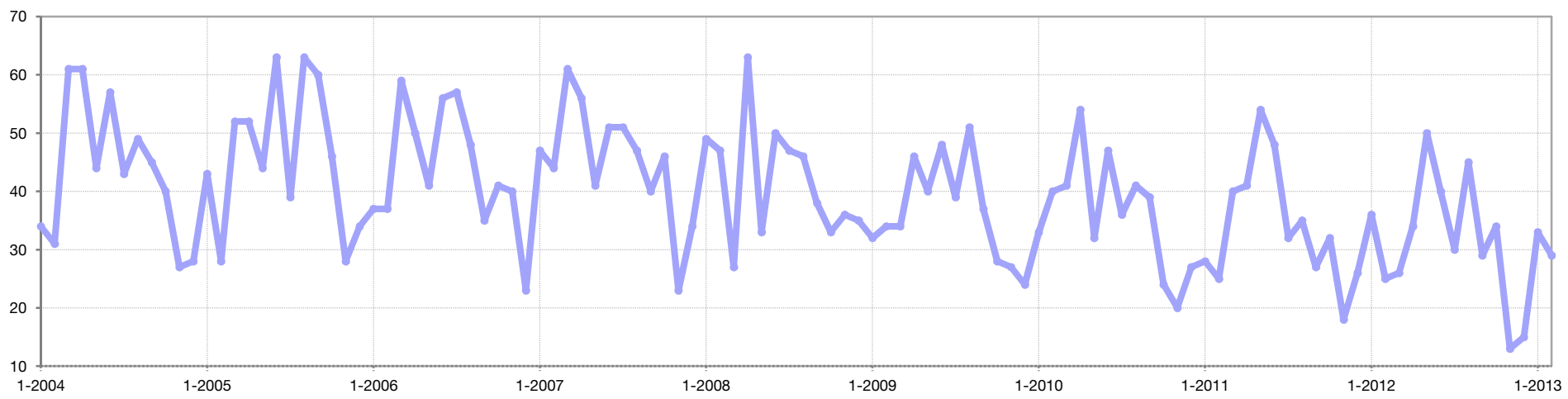


Year To Date



Month	Prior Year	Current Year	+ / -
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	45	+28.6%
September	27	29	+7.4%
October	32	34	+6.3%
November	18	13	-27.8%
December	26	15	-42.3%
January	36	33	-8.3%
February	25	29	+16.0%
12-Month Avg	35	32	-8.7%

Historical New Listing Activity

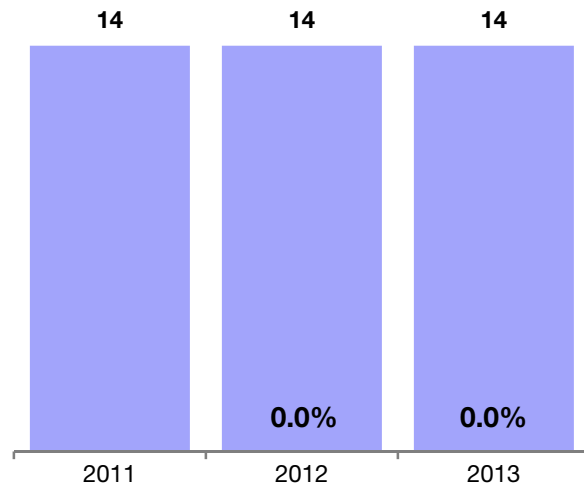


Pending Sales

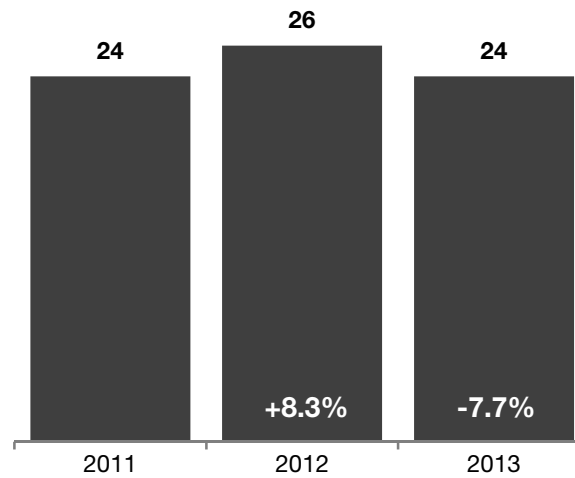
A count of the properties on which contracts have been accepted in a given month.



February

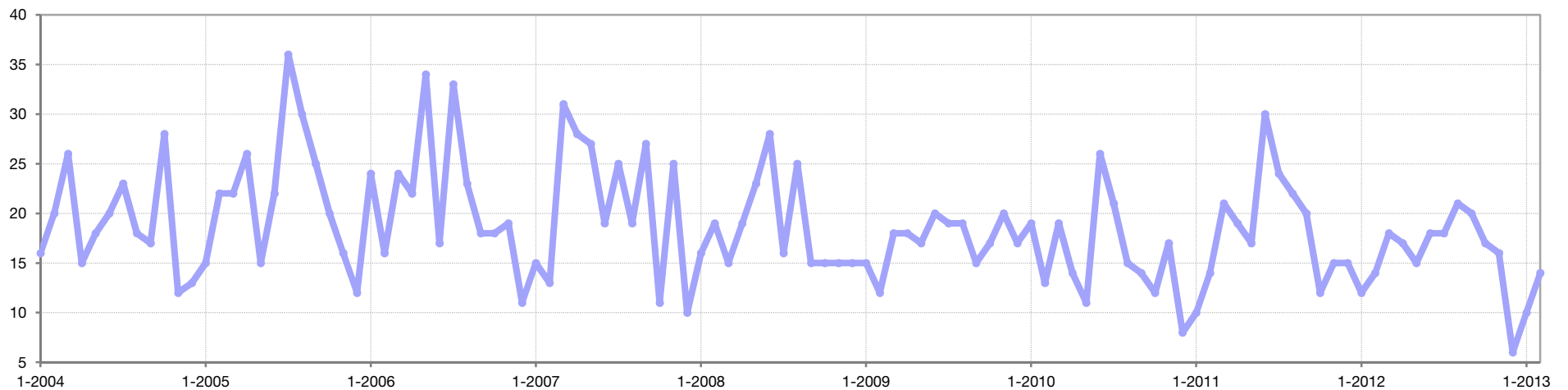


Year To Date



Month	Prior Year	Current Year	+ / -
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	21	-4.5%
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%
February	14	14	0.0%
12-Month Avg	18	16	-14.0%

Historical Pending Sales Activity

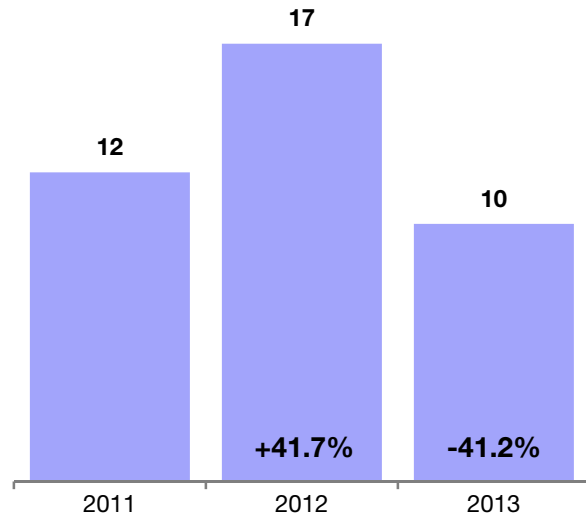


Closed Sales

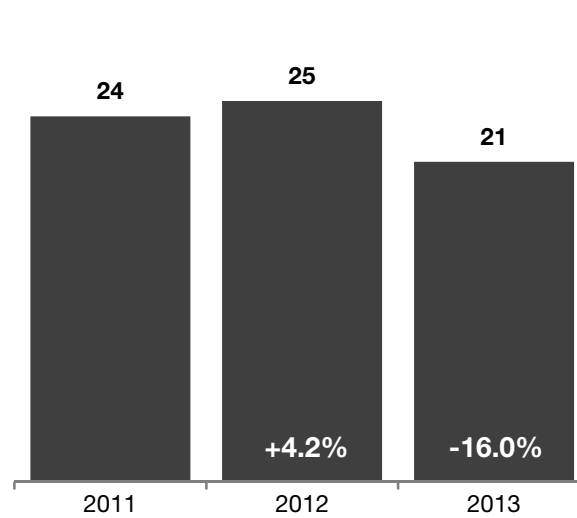
A count of the actual sales that have closed in a given month.



February

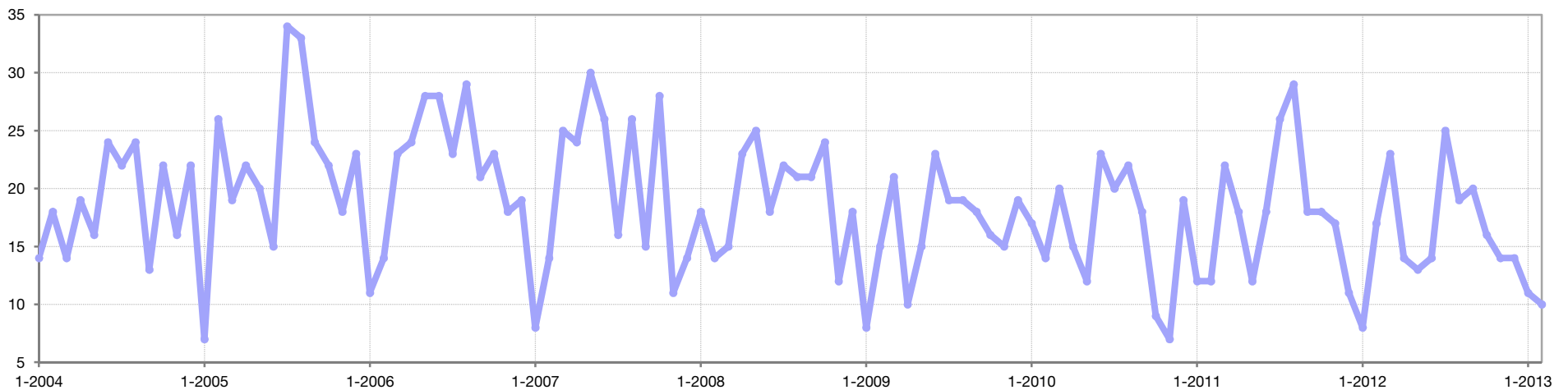


Year To Date



Month	Prior Year	Current Year	+ / -
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	20	+11.1%
October	18	16	-11.1%
November	17	14	-17.6%
December	11	14	+27.3%
January	8	11	+37.5%
February	17	10	-41.2%
12-Month Avg	18	16	-5.3%

Historical Closed Sales Activity

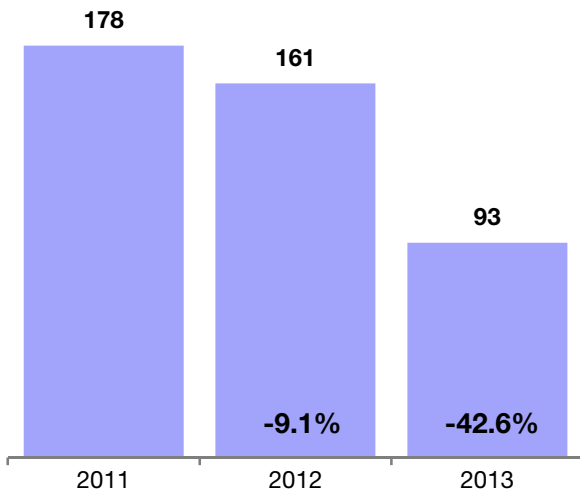


Days on Market Until Sale

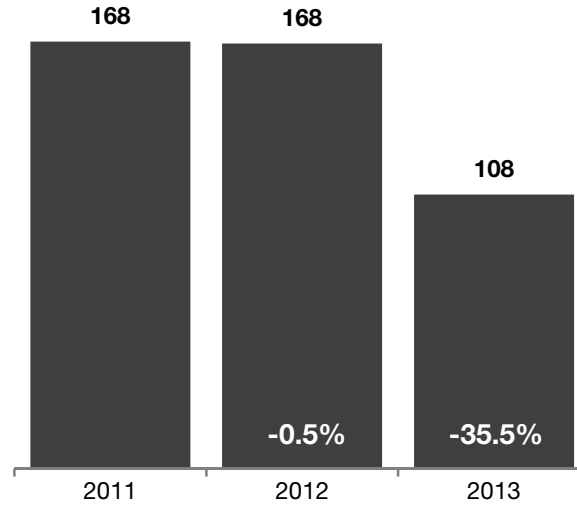
Average number of days between when a property is listed and when an offer is accepted in a given month.



February

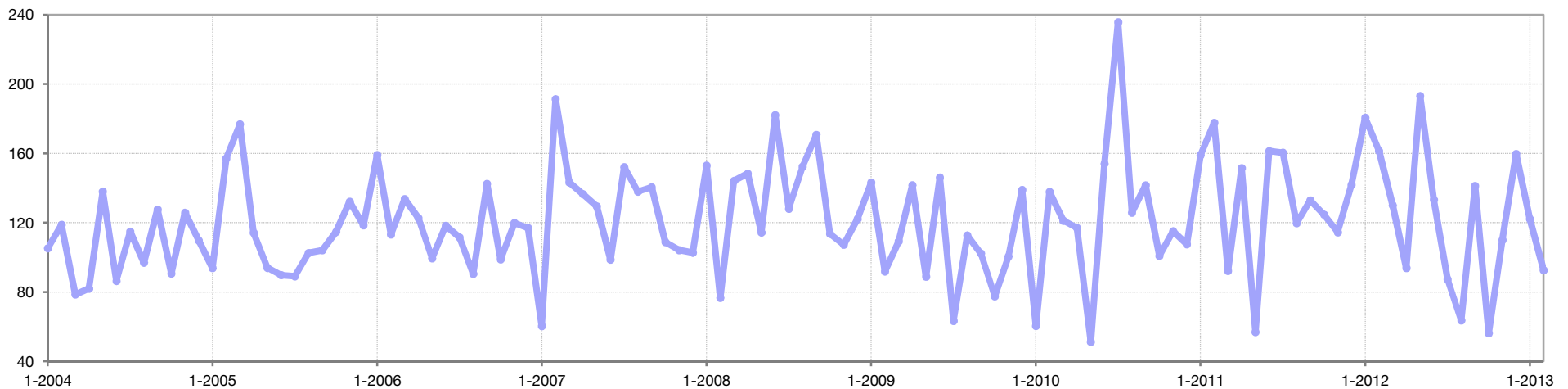


Year To Date



Month	Prior Year	Current Year	+ / -
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	141	+6.2%
October	125	56	-54.9%
November	114	110	-3.8%
December	142	160	+12.5%
January	181	122	-32.4%
February	161	93	-42.6%
12-Month Avg	102	94	-8.0%

Historical Days on Market Until Sale

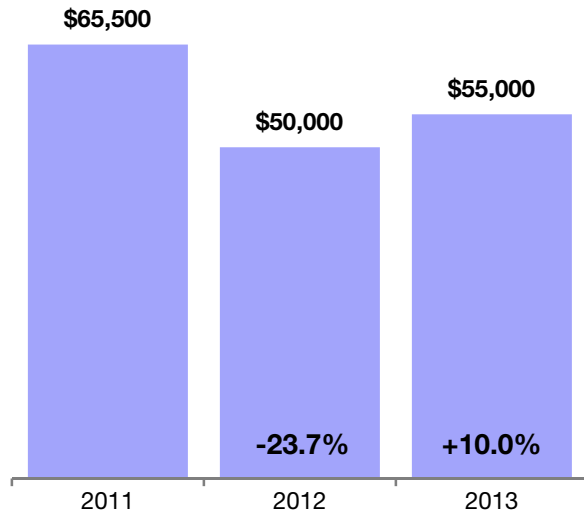


Median Sales Price

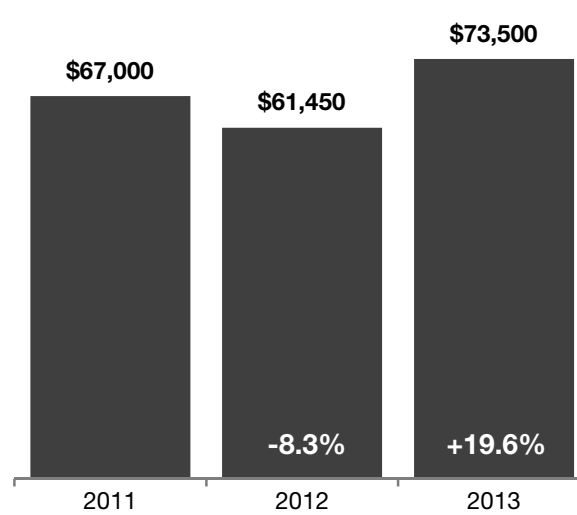
Median price point for all closed sales, not accounting for seller concessions, in a given month.



February

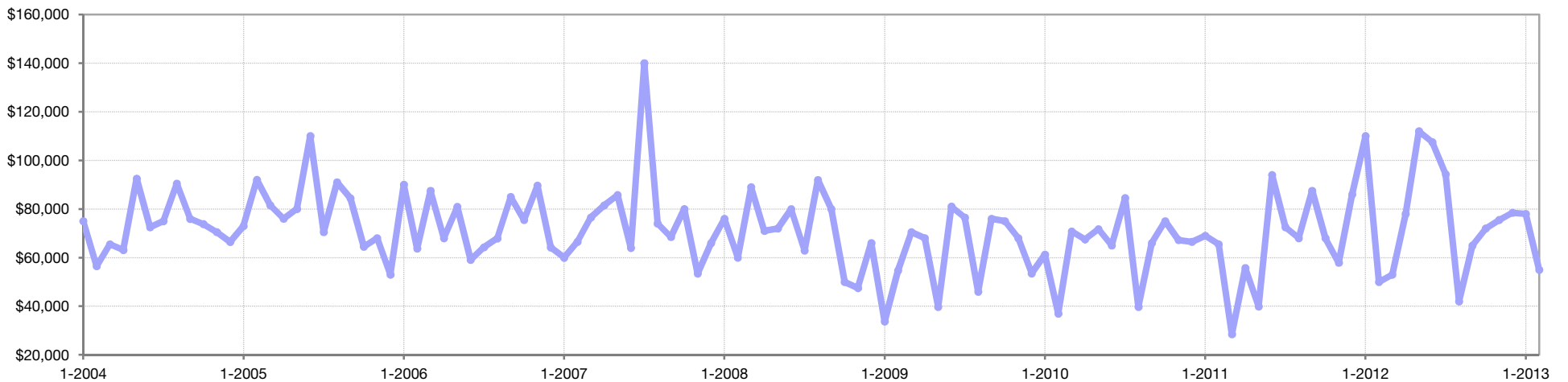


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	\$50,000	\$55,000	+10.0%
12-Month Med	\$65,000	\$74,000	+13.8%

Historical Median Sales Price

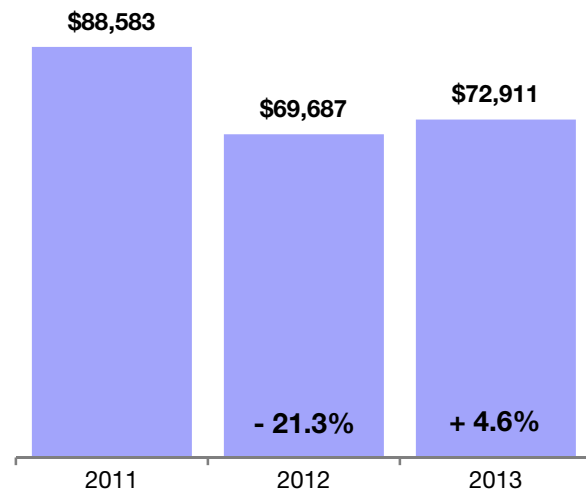


Average Sales Price

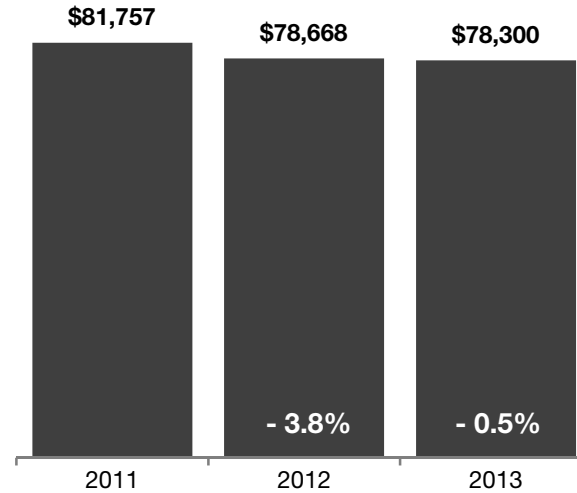
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February

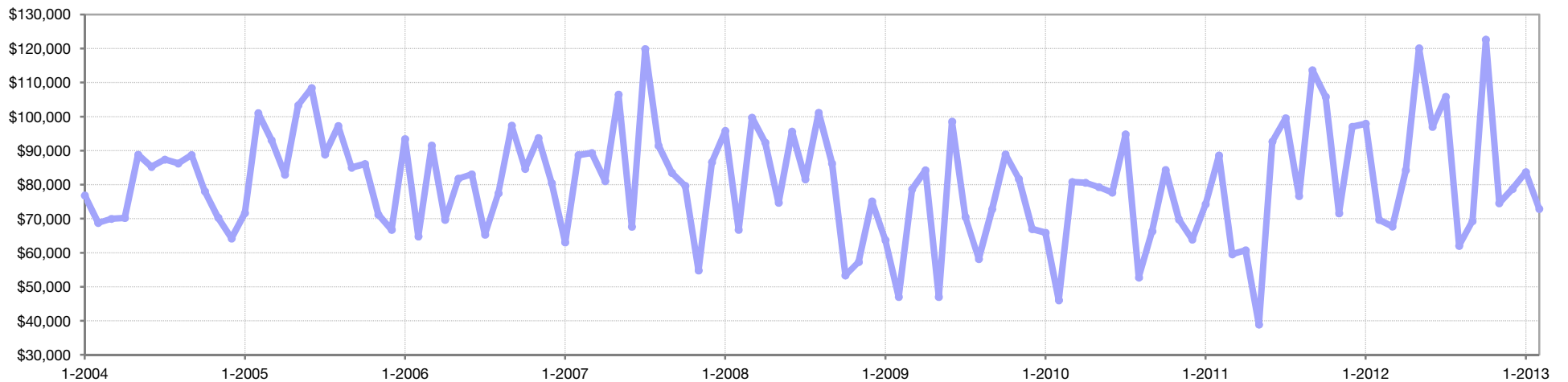


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	\$69,687	\$72,911	+4.6%
12-Month Avg	\$82,818	\$86,528	+4.5%

Historical Average Sales Price

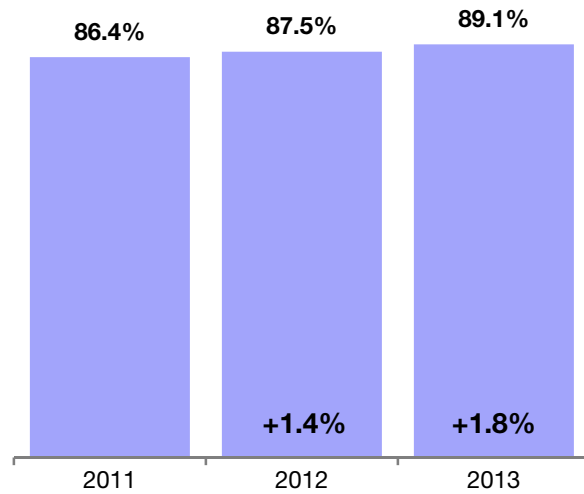


Percent of Original List Price Received

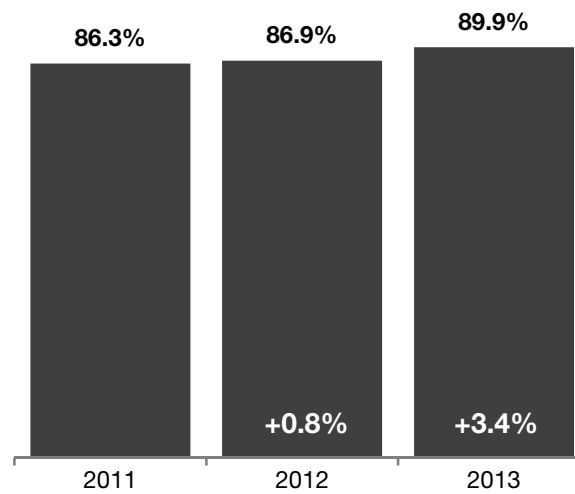
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February

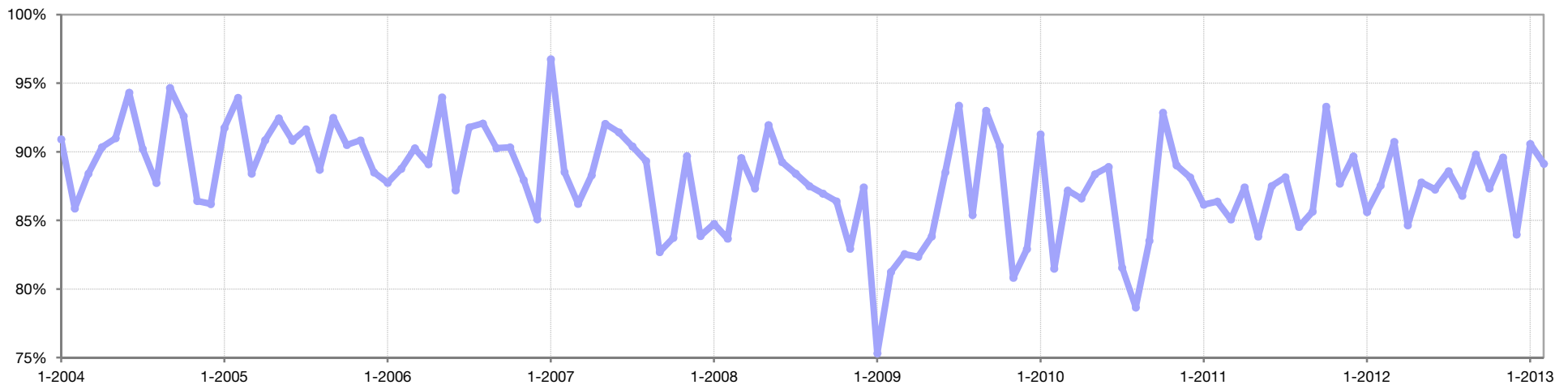


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February	87.5%	89.1%	+1.8%
12-Month Avg	87.1%	88.2%	+1.2%

Historical Percent of Original List Price Received

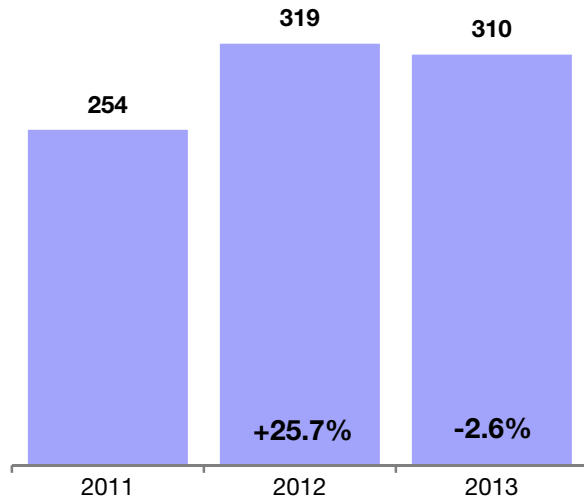


Housing Affordability Index

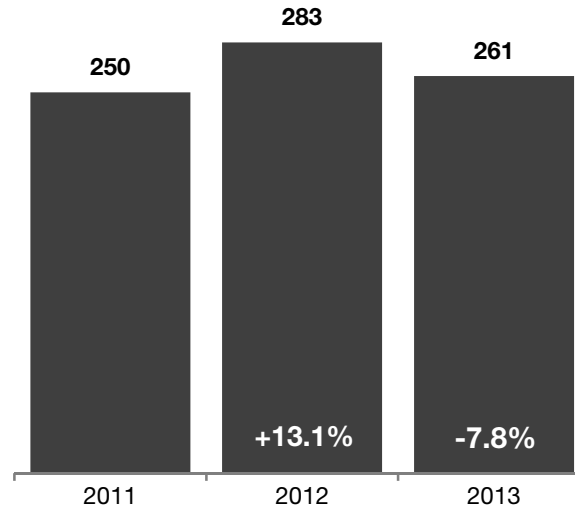
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



February

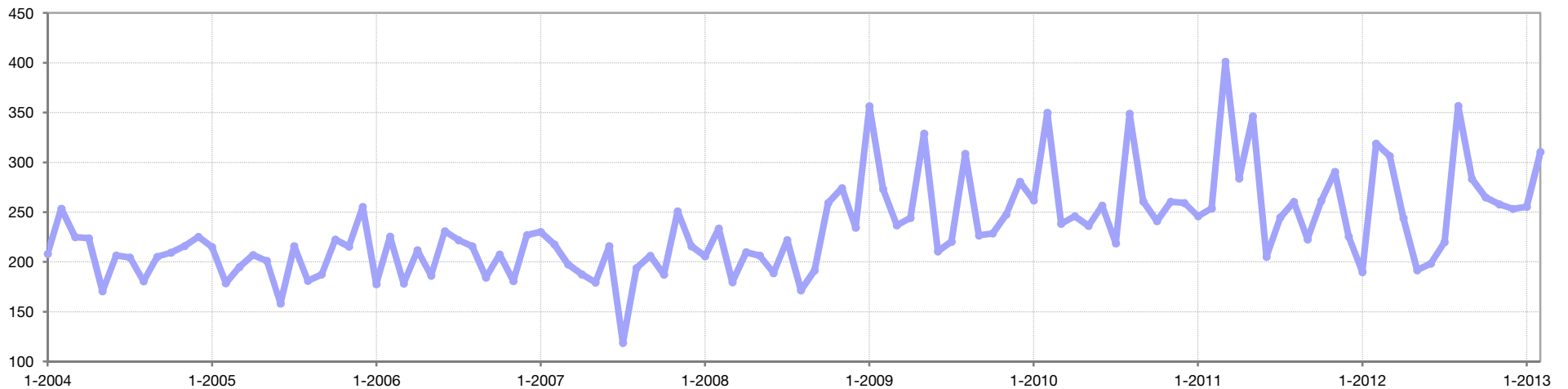


Year To Date



Month	Prior Year	Current Year	+ / -
March	401	306	-23.6%
April	284	244	-14.0%
May	346	192	-44.6%
June	205	198	-3.3%
July	245	220	-10.1%
August	260	357	+36.9%
September	223	283	+27.2%
October	262	265	+1.3%
November	291	258	-11.2%
December	226	253	+12.3%
January	190	255	+34.5%
February	319	310	-2.6%
12-Month Avg	271	262	+0.2%

Historical Housing Affordability Index

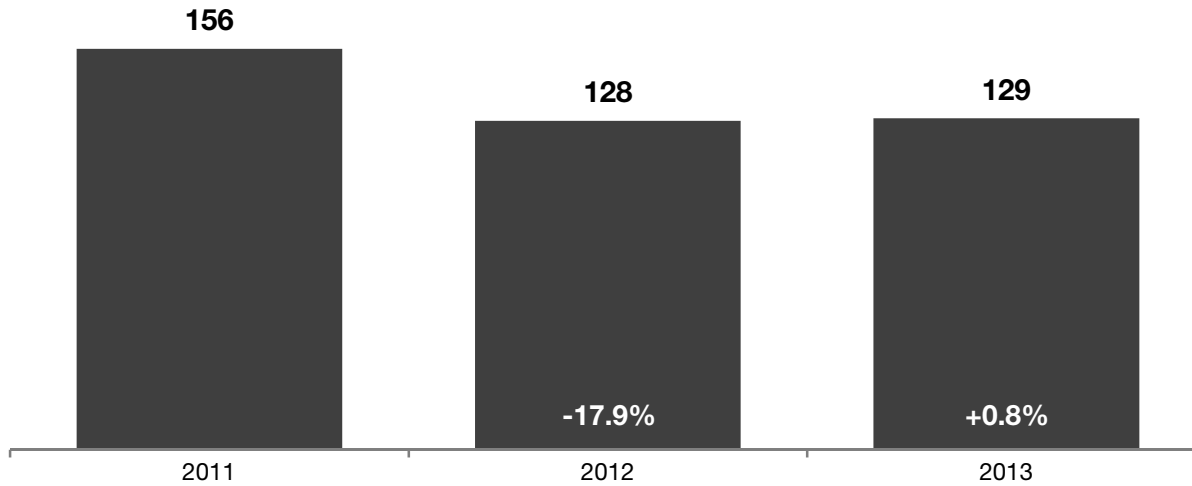


Inventory of Homes for Sale

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

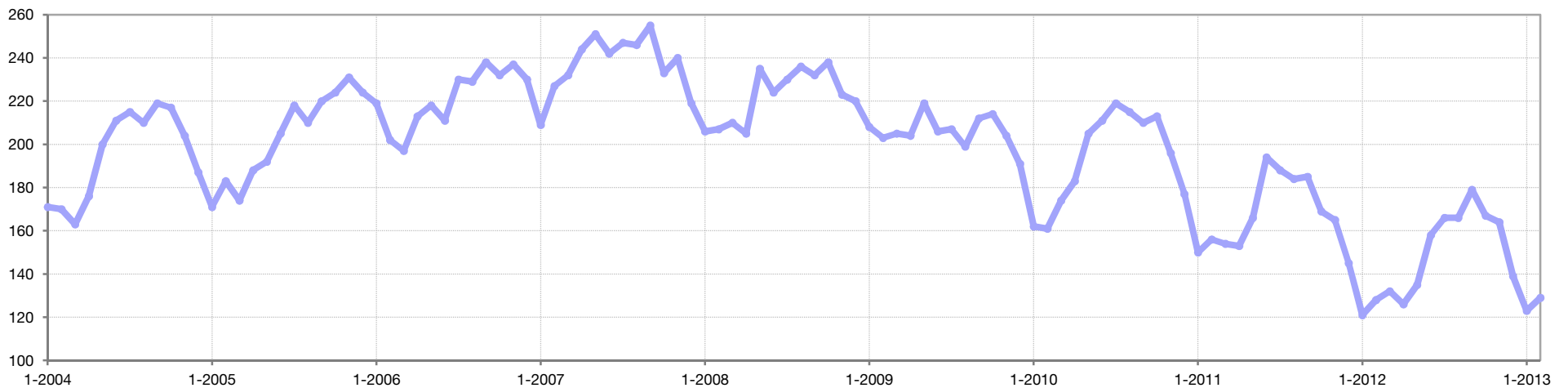


February



Month	Prior Year	Current Year	+ / -
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	179	-3.2%
October	169	167	-1.2%
November	165	164	-0.6%
December	145	139	-4.1%
January	121	123	+1.7%
February	128	129	+0.8%
12-Month Avg	163	149	-8.1%

Historical Inventory of Homes for Sale

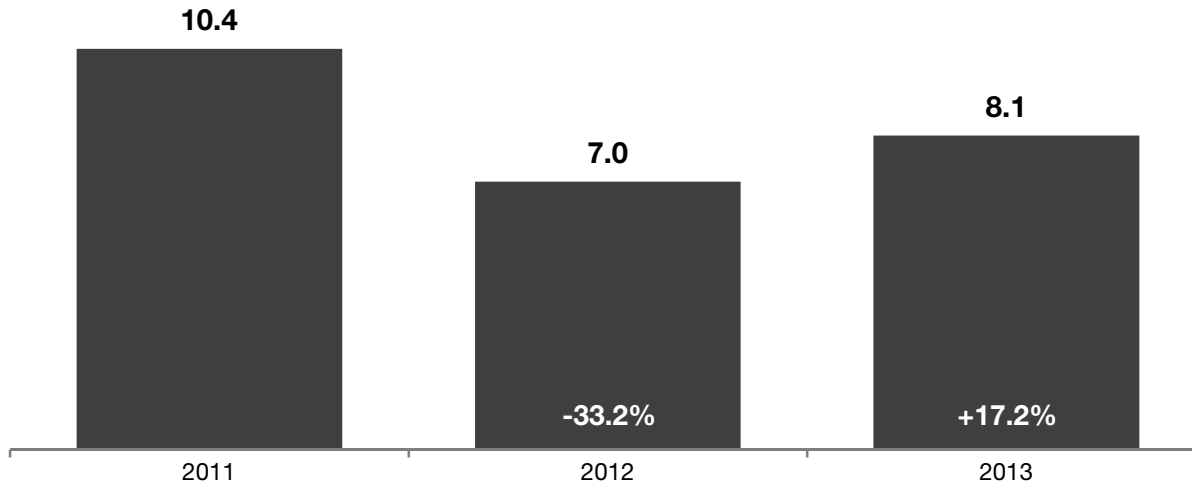


Months Supply of Inventory

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.



February



Month	Prior Year	Current Year	+ / -
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	11.0	+3.2%
October	9.5	10.3	+8.4%
November	9.3	9.8	+6.4%
December	8.2	8.3	+1.1%
January	6.6	7.7	+15.9%
February	7.0	8.1	+17.2%
12-Month Avg	9.7	8.8	-9.2%

Historical Months Supply of Inventory

