

Monthly Indicators

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



March 2013



Quick Facts

- 21.7% **+ 55.7%** **- 4.5%**

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.



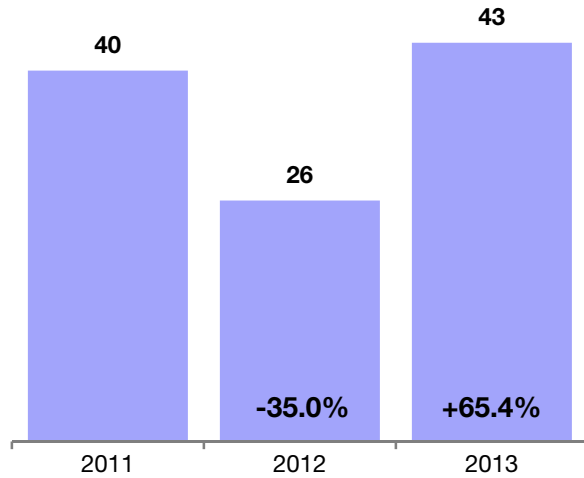
Key Metrics	Historical Sparklines	3-2012	3-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		26	43	+ 65.4%	87	105	+ 20.7%
Pending Sales		18	27	+ 50.0%	44	51	+ 15.9%
Closed Sales		23	18	- 21.7%	48	39	- 18.8%
Days on Market Until Sale		130	136	+ 4.5%	150	121	- 19.2%
Median Sales Price		\$53,000	\$82,500	+ 55.7%	\$55,000	\$75,000	+ 36.4%
Average Sales Price		\$67,716	\$92,988	+ 37.3%	\$73,071	\$85,434	+ 16.9%
Percent of Original List Price Received		90.7%	92.5%	+ 1.9%	88.9%	91.1%	+ 2.5%
Housing Affordability Index		306	241	- 21.2%	300	257	- 14.3%
Inventory of Homes for Sale		132	126	- 4.5%	--	--	--
Months Supply of Homes for Sale		7.2	8.0	+ 11.0%	--	--	--

New Listings

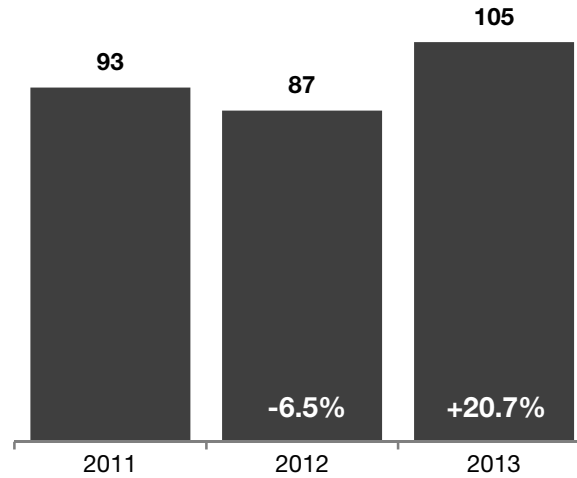
A count of the properties that have been newly listed on the market in a given month.



March

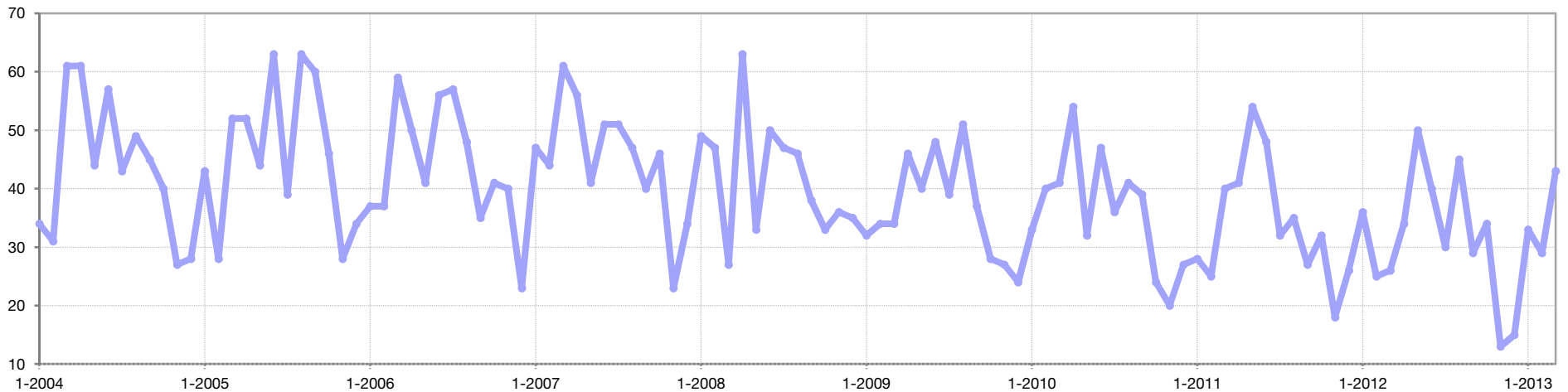


Year To Date



Month	Prior Year	Current Year	+ / -
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%
March	26	43	+65.4%
12-Month Avg	33	33	-1.3%

Historical New Listing Activity

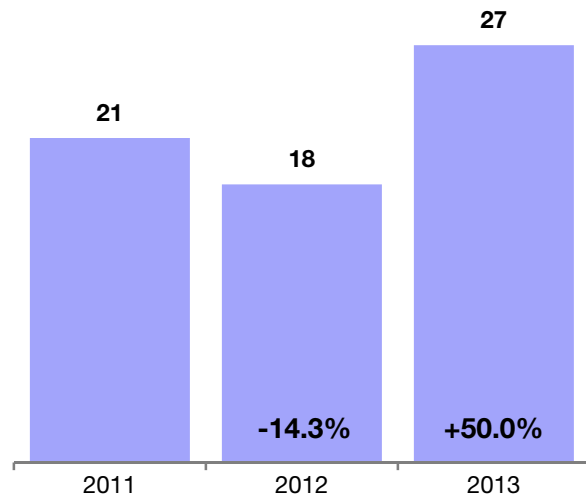


Pending Sales

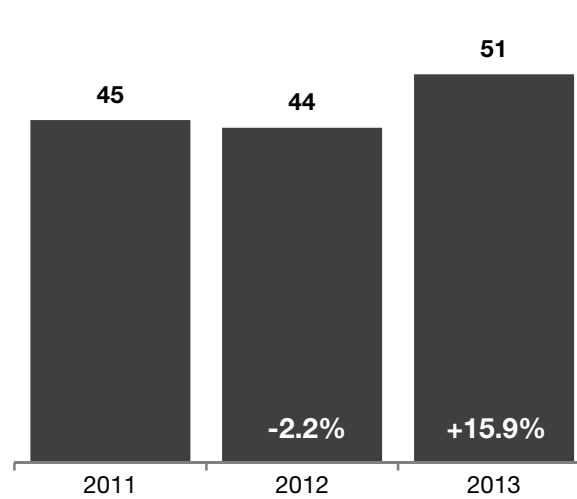
A count of the properties on which contracts have been accepted in a given month.



March

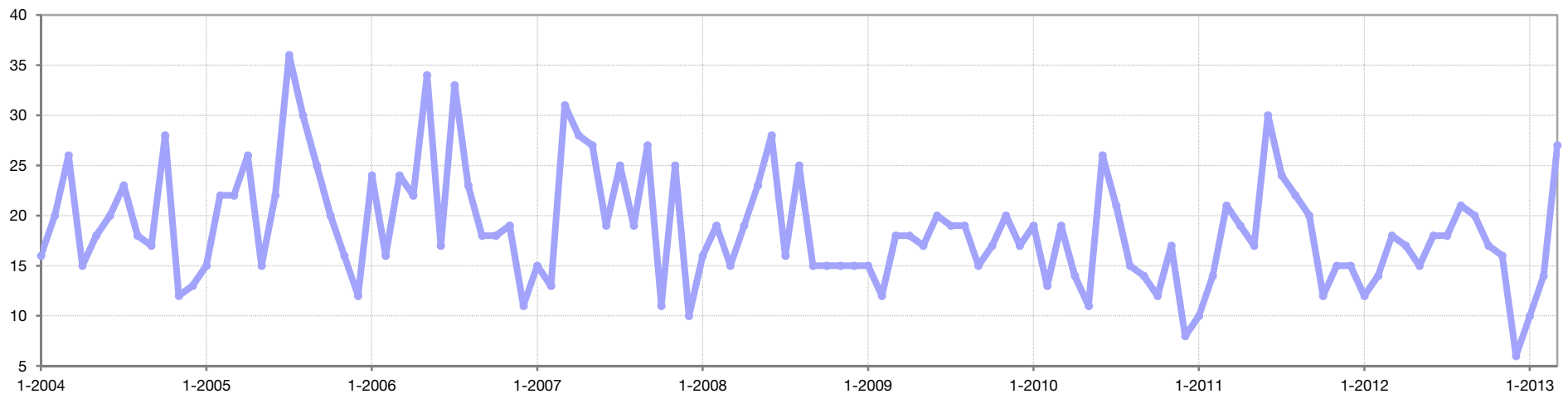


Year To Date



Month	Prior Year	Current Year	+ / -
April	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%
March	18	27	+50.0%
12-Month Avg	18	17	-8.7%

Historical Pending Sales Activity

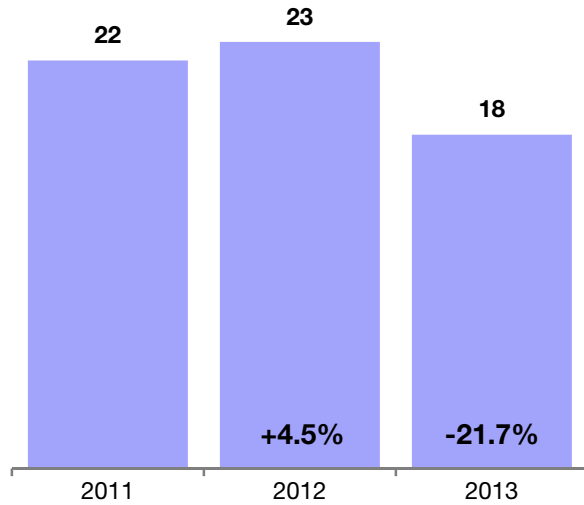


Closed Sales

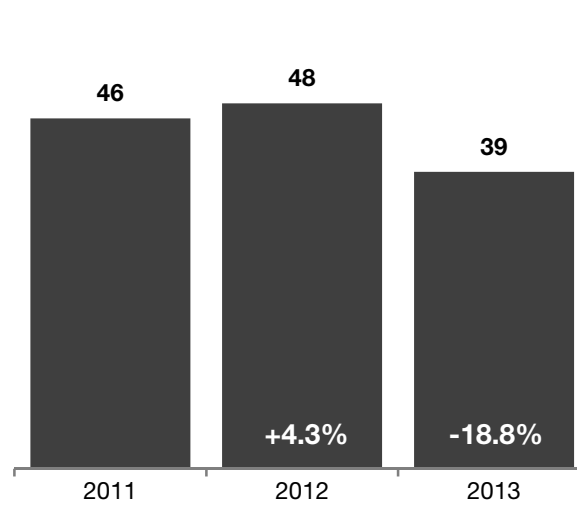
A count of the actual sales that have closed in a given month.



March

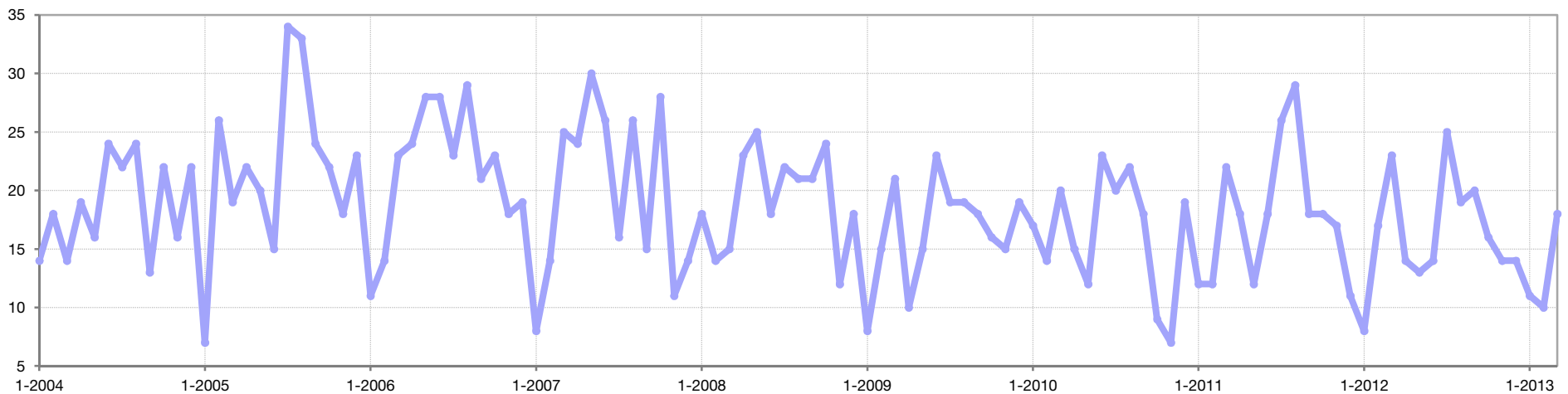


Year To Date



Month	Prior Year	Current Year	+ / -
April	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%
March	23	18	-21.7%
12-Month Avg	18	16	-7.5%

Historical Closed Sales Activity

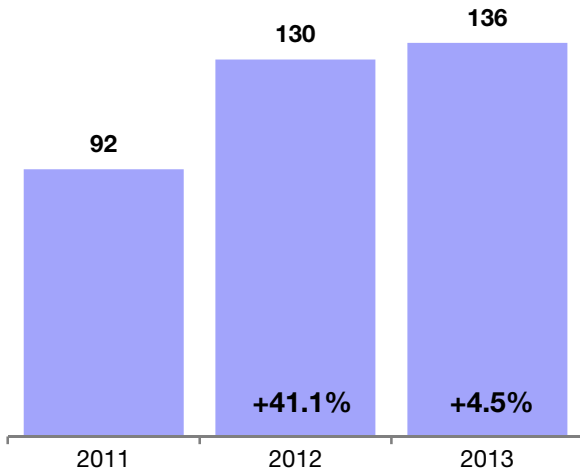


Days on Market Until Sale

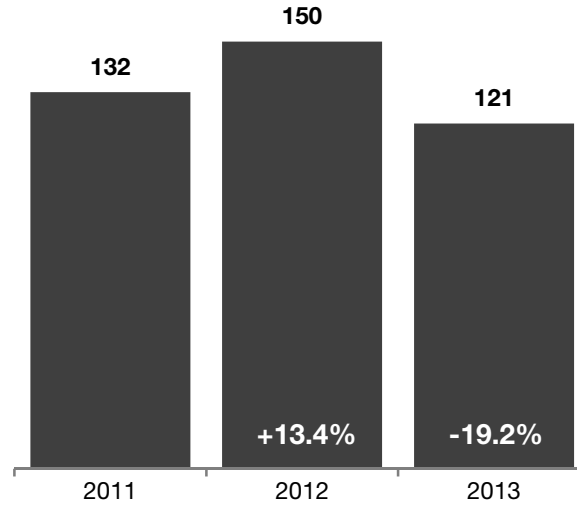
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

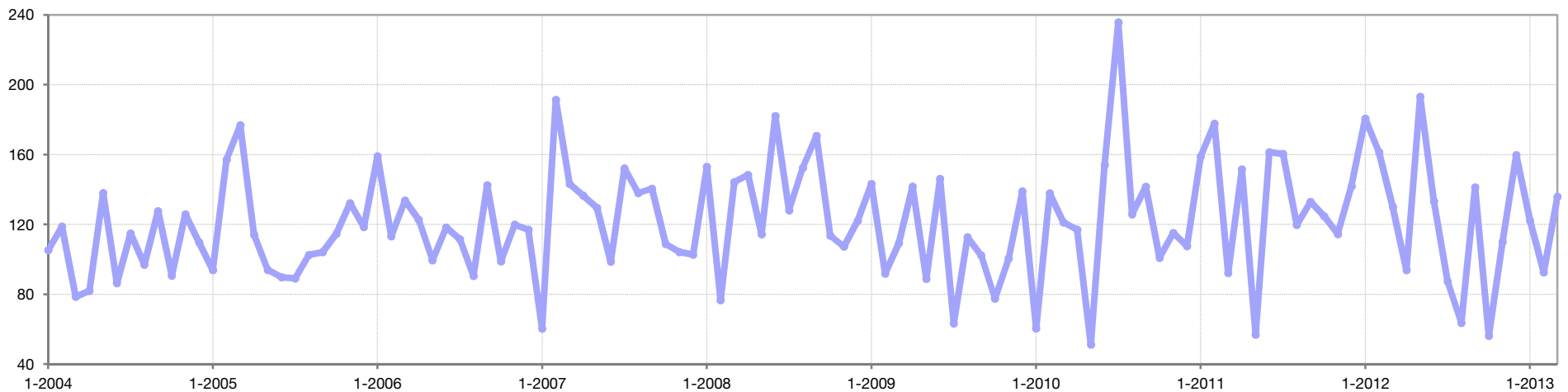


Year To Date



Month	Prior Year	Current Year	+ / -
April	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%
March	130	136	+4.5%
12-Month Avg	104	96	-7.6%

Historical Days on Market Until Sale

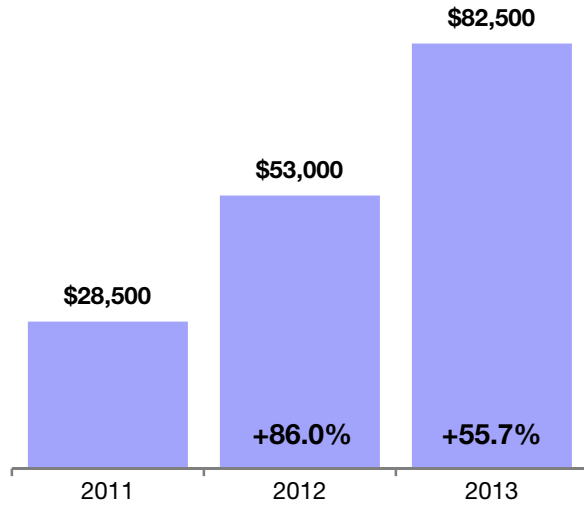


Median Sales Price

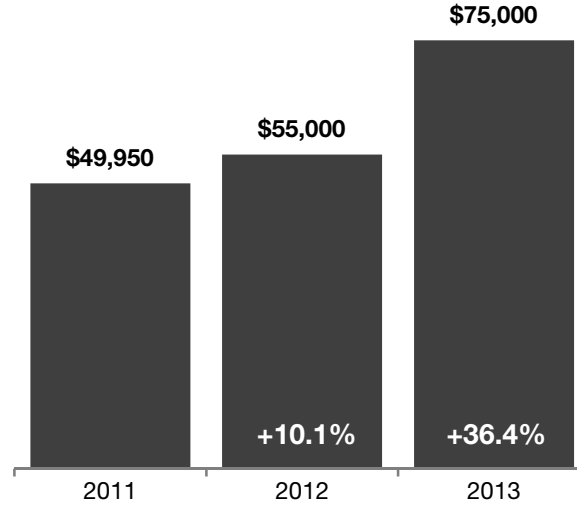
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March

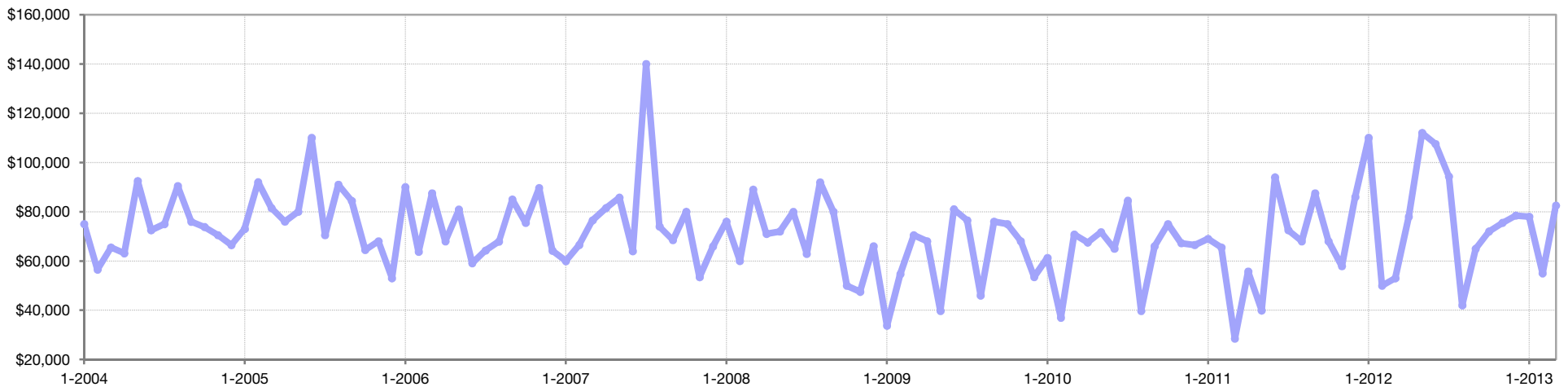


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$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%
March	\$53,000	\$82,500	+55.7%
12-Month Med	\$65,000	\$76,500	+17.7%

Historical Median Sales Price

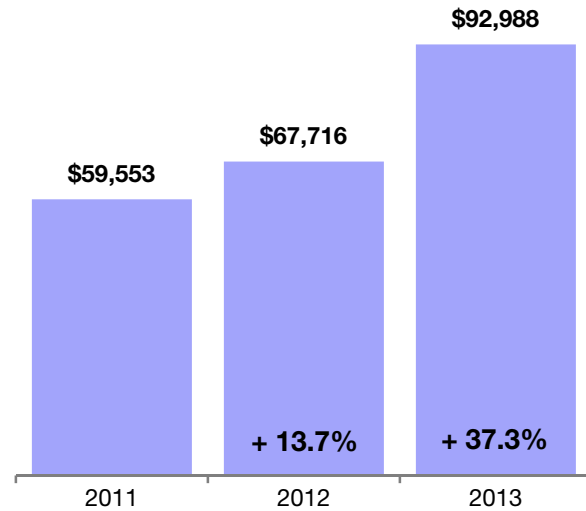


Average Sales Price

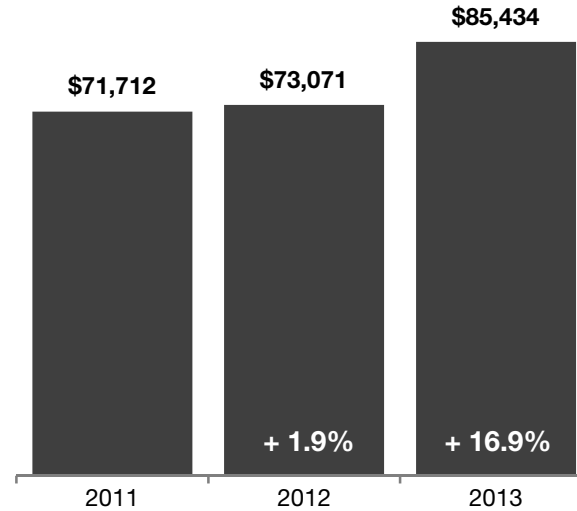
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

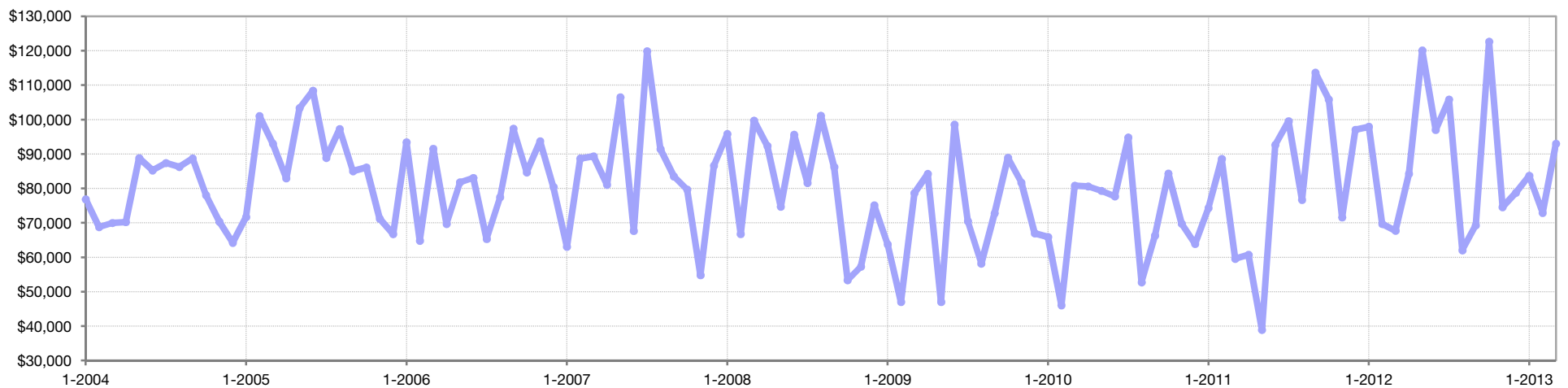


Year To Date



Month	Prior Year	Current Year	+ / -
April	\$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%
March	\$67,716	\$92,988	+37.3%
12-Month Avg	\$83,311	\$89,664	+7.6%

Historical Average Sales Price

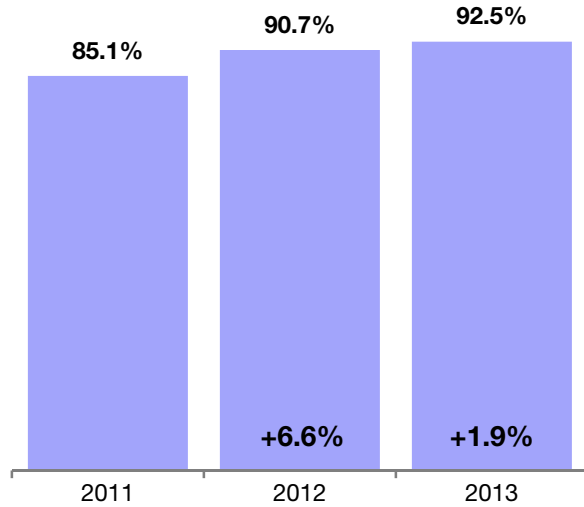


Percent of Original List Price Received

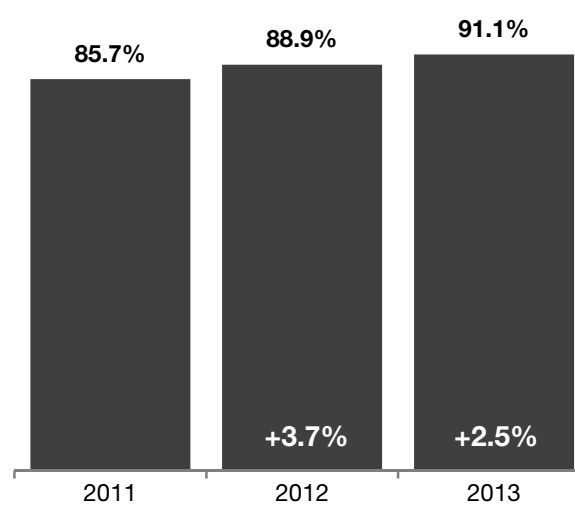
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

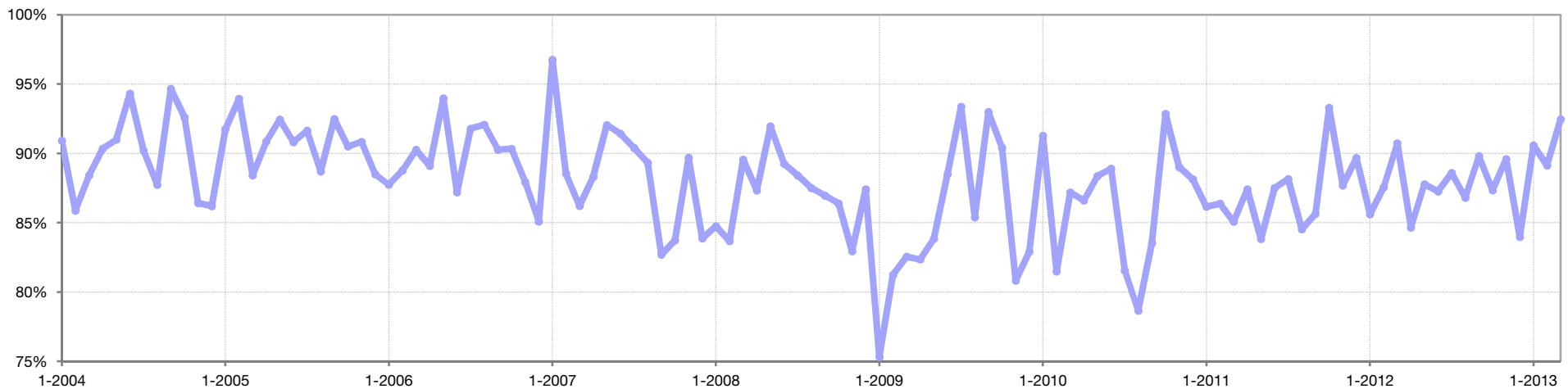


Year To Date



Month	Prior Year	Current Year	+ / -
April	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%
March	90.7%	92.5%	+1.9%
12-Month Avg	87.8%	88.3%	+0.6%

Historical Percent of Original List Price Received

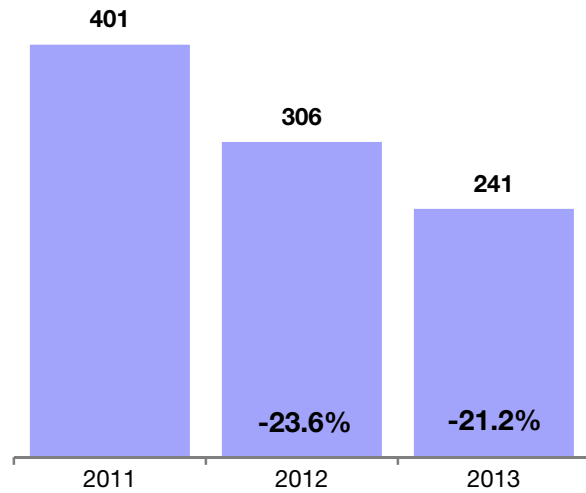


Housing Affordability Index

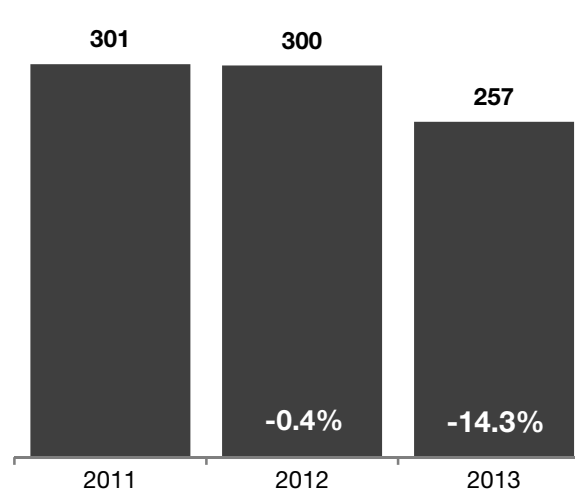
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March

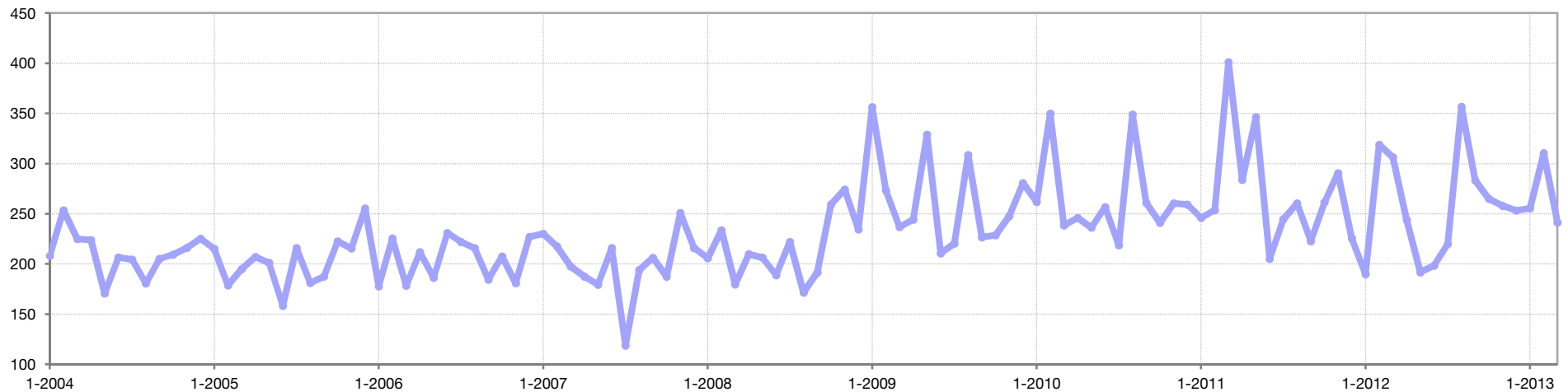


Year To Date



Month	Prior Year	Current Year	+ / -
April	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%
March	306	241	-21.2%
12-Month Avg	263	256	+0.4%

Historical Housing Affordability Index

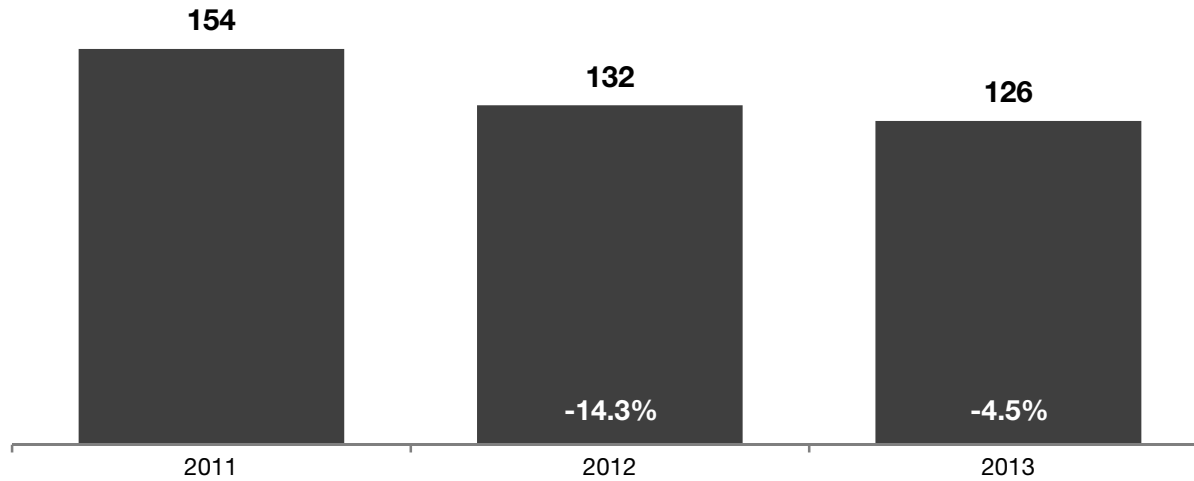


Inventory of Homes for Sale

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

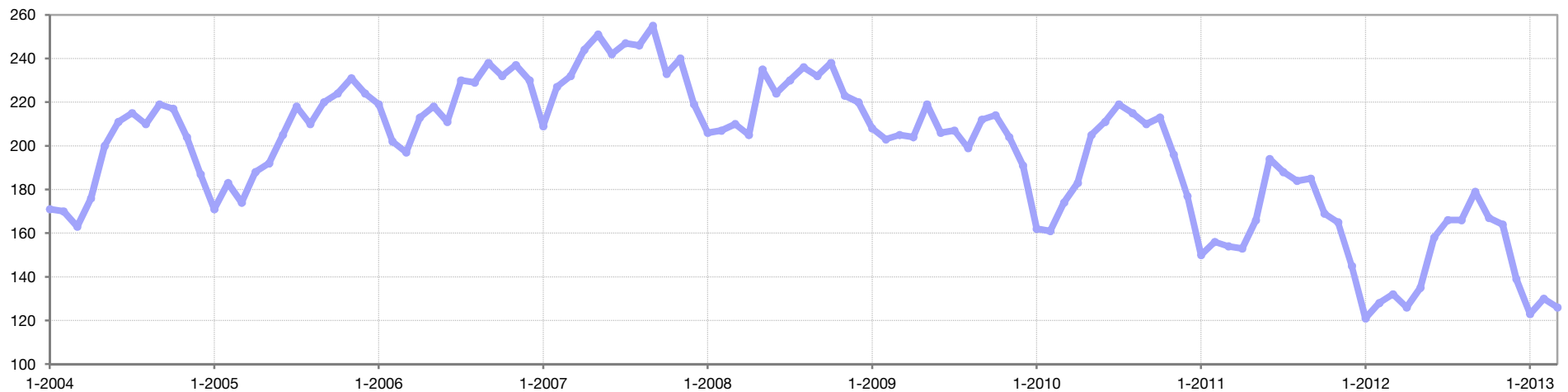


March



Month	Prior Year	Current Year	+ / -
April	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	130	+1.6%
March	132	126	-4.5%
12-Month Avg	161	148	-7.2%

Historical Inventory of Homes for Sale

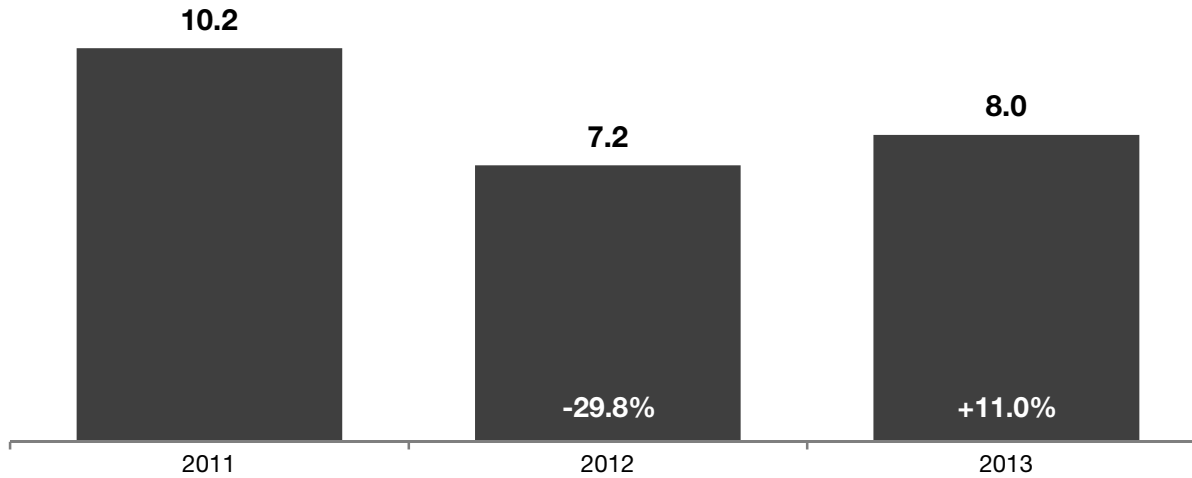


Months Supply of Inventory

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	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	8.2	+18.1%
March	7.2	8.0	+11.0%
12-Month Avg	9.4	8.9	-6.0%

Historical Months Supply of Inventory

